



On approval of Rules of inclusion of projects in the industrialization map and region business support map of the regions

Invalidated Unofficial translation

Resolution of the Government of the Republic of Kazakhstan No. 32 dated January 27, 2016. It was abolished by Decree of the Government of the Republic of Kazakhstan No . 417 dated June 23, 2022

Unofficial translation

Footnote. Abolished by Decree of the Government of the Republic of Kazakhstan No. 417 dated June 23, 2022 (effective ten calendar days after the date of its first official publication).

In compliance with Article 98 of the Commercial Code of the Republic of Kazakhstan dated October 29, 2015, the Government of the Republic of Kazakhstan **RESOLVE THAT:**

1. Attached hereto Rules of inclusion of projects in the industrialization map and region business support map of the regions shall be approved .

2. Declare to be no longer in force:

Resolution of the Government of the Republic of Kazakhstan No. 675 dated May 25, 2012 "On approval of the Rules for inclusion of projects in the national and regional industrialization maps" (Collected Acts of the President and the Government of the Republic of Kazakhstan, No 52, 2012, , article 707);

2) Resolution of the Government of the Republic of Kazakhstan dated October 9, 2014 No. 1073 "On amendments and additions to the decree of the Government of the Republic of Kazakhstan No. 675 dated May 25, 2012 "On approval of the Rules for inclusion of projects in the Republican and regional industrialization maps" (Collected Acts of the President and the Government of the Republic of Kazakhstan No. 61, 2014, , article 575).

3. This resolution shall be enforced upon expiry of ten calendar days after its first official publication.

*Prime - Minister
of the Republic of Kazakhstan*

K. Massimov

Approved
by the Resolution
of the Government of the
Republic of Kazakhstan
No. 32 dated January 27, 2016

Rules for inclusion of projects in region industrialization map and regions business support map

1. General provisions

1. These Rules of inclusion of projects in the industrialization map and region business support map (further – Rules) define the order of inclusion of projects in the industrialization map and region business support map.

2. Notions used in these Rules are as follows:

1) industrial innovative project is a plan of actions aimed at the transfer of technologies, the creation of new or improved industries, technologies, goods, works and services implemented within a certain period of time (hereinafter-the project);

2) the industrialization map shall be an instrument for monitoring (implementing) the industrial-innovative system at the level of the republic and shall represent a set of industrial-innovative projects implemented by subjects of industrial-innovative activity ;

3) the map of support for entrepreneurship of the region shall be an instrument of monitoring (implementation) of the industrial-innovative system at the level of the region and shall represent a set of industrial-innovative projects implemented by the subjects of industrial-innovative activity;

4) applicant is an individual / legal entity, in the planning and realization of the project;

5) regional coordinating council - a consultative and advisory body created and headed by the akims of the regions, the cities of Nur-Sultan, Almaty and Shymkent with the participation of representatives of the business community of at least 50% of the total number (hereinafter referred to as the council);

6) industry commission for consideration of projects is advisory body formed by the order of the chief of the relevant branch of the state body from among the employees of the state body and members of business associations by as agreed, representing the relevant industry, considering projects to be included in the industrialization map for specific industries (hereinafter-industry Commission);

7) the authorized body - the central executive body that shall exercise leadership in the field of industrial development, as well as within the limits stipulated by the legislation of the Republic of Kazakhstan, intersectoral coordination and participation in the implementation of state support for industrial and innovative activities;

8) industrialization map headquarters is a commission under the authorized body for the consideration of projects for inclusion in the industrialization map with the participation of the chief of interested sectoral commissions for the review of projects,

employees of the authorized body, sectoral ministries and departments, national holdings and development institutions, as well as other interested organizations (hereinafter the headquarters);

9) the industrial development commission of the Republic of Kazakhstan - a consultative and advisory body under the authorized body, formed in order to develop recommendations and proposals in the field of industrial development of the Republic of Kazakhstan (hereinafter referred to as the commission);

10) local authorized body is the executive body of the oblast (city of republican significance, capital), carrying out the functions of development, coordination, regulation and management in the field of entrepreneurship and industry, participating in formation and implementation of state policy in the field of state support of industrial innovative activities on the relevant territory;

11) branch central executive body is the central executive body carrying out the management of the relevant branch (sphere) of public administration, and also within the limits provided by the legislation, cross-sectoral coordination;

12) responsible state body is a state body responsible for the realization of the project;

13) regional chamber of entrepreneurs is the chamber of entrepreneurs of the oblast , the city of Republican significance and the capital, which is part of the National Chamber of Entrepreneurs of the Republic of Kazakhstan, at the territorial level (hereinafter the regional chamber).

Footnote. Paragraph 2 as amended with the resolution of the Government of the RK dated 23.09.2020 № 601 (shall be enforced upon expiry of ten calendar days from the day of its first official publication).

2. Order of inclusion of projects in the region industrialization map and regions business support map

3. The inclusion of projects in the industrialization map is carried out in stages:

- 1) first phase - review of projects at the local level;
- 2) second phase - review of projects at the central level;
- 3) the third phase - consideration of projects in the authorized body;
- 4) the fourth phase – consideration of projects at the commission.

4. The inclusion of projects in the regions business support map region is carried out in stages:

- 1) first phase - review of projects at the local level;
- 2) the second phase – consideration of projects at the central level by industry without consideration by the industry commission.

5. Projects:

1) coast worth up to 4.5 billion tenge are included in the regions business support map;

2) coast of 4.5 billion KZT are included in the industrialization map;

3) those that do not require state support measures are not included in the industrialization map and the regions business support map.

6. The selection of projects in the industrialization map and the regional entrepreneurship support map shall be carried out in accordance with the priorities of the State Program for Industrial and Innovative Development of the Republic of Kazakhstan for 2020-2025, approved by the resolution of the Government of the Republic of Kazakhstan dated December 31, 2019 No. 1050 (hereinafter referred to as the Program).

Footnote. Paragraph 6 in the wording of the resolution of the Government of the RK dated 23.09.2020 № 601 (shall be enforced upon expiry of ten calendar days from the day of its first official publication).

7. The authorized body, other state bodies, as well as local Executive bodies of oblast, cities of Republican significance, the capital shall be guided by one of the following criteria when considering, agreeing and providing state support to the subjects of industrial and innovative activity:

1) innovation is orientation on improvement of the economic efficiency of activities through the creation of new or improved industries, technologies, goods, works and services, taking into account environmental safety;

2) competitiveness - an advantage in comparison with similar industrial-innovative projects, expressed in the low cost of products, works and (or) services provided, their demand and economic feasibility of their production, provision;

3) dimensions, the importance of the industrial innovative project for industrial innovative development of the Republic of Kazakhstan;

4) labor productivity - an indicator of production efficiency, characterizing the output of products per unit of used resources, which shall be the ratio of the volume of production and labor costs;

5) export orientation - the focus of production on the export of products and services.

Footnote. Paragraph 7 as amended with the resolution of the Government of the RK dated 23.10.2019 № 786 (shall be enforced upon expiry of ten calendar days from the day of its first official publication).

8. Projects of the industrialization map and regions business support map shall be selected taking into account the General scheme of the organization of the territory of the Republic of Kazakhstan.

9. Acceptance of applications shall be carried out by the local authorized body on a permanent basis.

10. The applicant for inclusion of the project in the industrialization map or the business support map shall submit the following documents on electronic and paper to the local authorized body of the relevant region on purpose:

- 1) application form in accordance with Appendix 1 to this Regulation;
- 2) copy of the project passport approved by the applicant in the form according to Appendix 2 to these Rules;
- 3) copy of the schedule of implementation of the project approved by the applicant in the form according to Appendix 3 to these Rules;
- 4) copies of documents confirming the elaboration of the project financing (memorandum and agreement of intent and / or decision on the project financing);
- 5) information on the project in the form, according to Appendix 4 to these Rules, for projects worth from 900 mln. KZT;
- 6) slide presentation on 1 page that contains the following information: project name; project objective; applicant; place of implementation; period of implementation; total cost of the project; financing structure; expected results; job creation for the period of construction and operation;
- 7) in cases where it is necessary to provide a land plot during the implementation of the project, a copy of the letter of the local executive body of the relevant administrative territorial unit confirming the existence of a free land plot, as well as a copy of the act of preliminary selection of the land plot with indication of the coordinates (scheme) of the location and the planned area of allotment for the implementation of the project shall be attached.

11. The local authorized body shall return the documents to the applicant without consideration on the day of submission in case of non-compliance of the documents with the list specified in paragraph 10 of these Rules.

12. In case of return of documents, the applicant applies again after the elimination of the inconsistencies.

13. In the absence of comments, the application is accepted, registered in the journal, a copy of the application with a mark on the reception of documents is handed to the applicant.

14. Terms of consideration of the project for inclusion in the business support map of the region depend on the content of the project, but should not exceed two months from the date of application.

3. Consideration of projects at the local level

15. The local authorized body together with the interested state bodies and organizations carries out regional examination.

The term of regional expertise for each project is not more than 15 (fifteen) working days from the date of registration of the application.

16. The conclusion of the regional expertise is carried out according to the following structure:

- 1) degree of elaboration of the commercial part of the project;
- 2) availability of the main starting conditions of the project;
- 3) elaboration of the infrastructure issue;
- 4) environmental safety and rational use of natural resources;
- 5) profitability;
- 6) according to the programming documents of the region;
- 7) general conclusions and recommendations on the project.

17. In the section "Degree of development of the commercial part of the project" the following information on the project is specified:

- 1) analysis of sales of products/ services, the availability of effective demand, the degree of competition in the market;
- 2) assessment of the degree of development of the marketing plan, channels for the implementation of future products/services.

18. In the section "Availability of the main starting conditions of project implementation" the following information on the project is specified:

- 1) availability of the declared assets necessary for the implementation of the project (land, production base, availability of fixed and cash assets, no encumbrance / seizure of assets);
- 2) analysis of the structure of financing, availability of memoranda/agreements with financial institutions on the financing of the project;
- 3) analysis of sources, schemes and means of transportation of raw materials, availability of agreements with suppliers of raw materials, arrangement of warehouses for storage of optimal / maximum stocks of raw materials / finished products;
- 4) availability of competent managers and specialists for the period of construction and commissioning of the facility;
- 5) analysis of the existing / planned training program for the operation of technical equipment;
- 6) analysis of alternative production technologies and equipment suppliers; schedule of supply and installation of equipment, the presence of an innovative component; the availability of appropriate licenses and certificates or action plan to obtain them.

19. Section "Elaboration of the issue of infrastructure" describes the degree of readiness of external and internal communications, as well as an action plan for the development of infrastructure, indicating the necessary measures of state support.

20. Section "Environmental safety" describes the environmental aspects of the project, their impact on the environment, the availability of environmental measures, the introduction of modern resource-saving and energy-saving technologies, the use of

alternative energy sources, measures to reduce the negative impact of production on the environment.

21. Section "Profitability" provides an analysis of the financial performance of the project, the payback period, the internal rate of return IRR, net discounted income NPV

22. Section "Compliance with the program documents of the region" analyzes the declared project for compliance with the main strategic and planning documents of the region.

23. Section "General conclusions and recommendations on the project" reflects the list of necessary measures of state support for the successful implementation of the project and the mechanism for obtaining them, as well as a motivated positive or negative conclusion or recommendation to finalize the project with the justification of the reasons.

24. Conclusion of the regional examination is made in two copies and within 2 (two) working days from the moment of its carrying out one copy is sent to the applicant, one copy remains at local authorized body.

25. The local authorized body within 1 (one) working day from the date of registration of applications sends documents to the regional chamber for consideration and recommendation on the inclusion of projects in the business support map of the region.

The recommendation is submitted to the local authorized body within 15 (fifteen) working days from the date of registration of the application by the regional chamber.

26. The local authorized body within 2 (two) working days from the date of registration of applications shall send documents to the authorized body responsible for the development of the General scheme of the organization of the territory of the Republic of Kazakhstan for consideration and recommendation for compliance of projects with this scheme.

The recommendation is submitted to the local authorized body within 15 (fifteen) working days from the date of registration of documents by the authorized body performing functions on development of the General scheme of the organization of the territory of the Republic of Kazakhstan.

27. Within 2 (two) working days after the regional expertise on projects worth 900 mln. KZT, claimed for inclusion in the business support cards of the region, the local authorized body sends documents to the relevant sectoral state bodies to obtain an expert opinion on the industry.

The conclusion of examination on branch accessory signed by the chief of structural division or Department of branch state body is submitted to local authorized body within 15 (fifteen) working days from the moment of registration of documents in branch state body.

28. For projects worth up to 900 mln. KZT, as well as for inclusion in the industrialization map, local authorized body within 3 (three) working days from the date of registration of conclusion of regional expertise and receiving recommendations from authorized body responsible for the development of the General scheme of organization of the territory of the Republic of Kazakhstan, if there is a recommendation of the regional chamber, sends materials to Chairman of the Council to determine the date of meeting of the Council.

Projects worth more than 900 mln. KZT, claimed for inclusion in the business support card of the region, are submitted to the meeting of the Council within 3 (three) working days from the date of receipt of the expert opinion on the industry.

29. The Council reviews projects as they become available, but at least once a month when applications are available.

30. The Secretary of the Council shall notify the project applicants of the date of the meeting of the Council not later than 3 (three) working days before the date of its holding.

31. The decision on the inclusion of projects in the regions business support map and recommendations for inclusion in the region industrialization map for the project are adopted by a simple majority of votes of the Council members.

The decision of the Council shall be made in two copies within 2 (two) working days from the date of the meeting of the Council. Within 3 (three) working days after registration of the Protocol, the local authorized body shall inform the applicant about the decision on the project.

32. Within 3 (three) working days from the date of the meeting of the Council, the materials on the projects recommended in the industrialization map shall be sent by the local authorized body for further consideration to the authorized body.

33. Decision to include projects in the map of support for entrepreneurship in the region, as well as the exclusion, provision of state support measures, amendments the basic parameters is taken at the meeting of the Council.

4. Consideration of projects at the central level

34. Authorized body within 5 (five) working days from the date of receipt of materials on the projects recommended by the Council distributes by industry and sends for consideration at the meeting of industry commission to relevant industry central state bodies, and also sends for examination on local content to national development Institute in the oblast of local content development.

35. The relevant branch central state body from the moment of receipt of materials carries out examination on each project and considers the issue of providing the necessary measures of state support in accordance with legislation of the Republic of Kazakhstan.

36. Depending on the degree of complexity, projects may be sent to specialized subordinate organizations for examination by sectoral state bodies.

37. The conclusion of the regional expertise is carried out according to the following structure:

- 1) strategic importance on a national scale;
- 2) balance with other projects and productions;
- 3) innovative component in production technology;
- 4) export orientation or import substitution;
- 5) industry permits;
- 6) labour productivity;
- 7) general conclusions and recommendations on the project.

38. The section "Strategic importance in the country" reveals the importance of the project in the country.

39. In the section "Balance with other projects and productions" the analysis on the region and neighboring regions for existence of identical projects and productions is carried out.

40. The section "Innovative component in production technology" reveals the use of innovative technologies in the project.

41. The section "export Orientation or import substitution" analyzes the development of traditional export/import sectors of the economy and the impact of the project on the diversification of products with the creation of production with high added value.

42. In the section "Industry permits" are specified necessary for the implementation of the project permits issued by the relevant industry government agencies.

43. In the section "Labour Productivity" the indicator which is measured by volume of the made goods (works and services) in unit of time in value expression on one worker in a year is opened.

44. The section "General conclusions and recommendations on the project" reflects the analysis of the necessary measures of state support for the successful implementation of the project and the mechanism for their provision, as well as the positive or negative conclusion, which should be motivated, or a recommendation to finalize the project with the justification of the reasons.

45. The term of the examination for each project is not more than 15 (fifteen) working days from the date of receipt of materials to the relevant branch state body.

46. The conclusion of examination within 2 (two) working days from the moment of its registration is signed by the chief of structural division or department of the branch state body which carried out examination or the chief of the subordinated organization if examination was carried out by the subordinated organization, and is applied to materials on the arrived projects.

47. After the examination, the projects, recommended for inclusion in the industrialization map, are submitted to the industry Commission within 5 (five) working days from the date of their signing.

48. Industry Commission considers projects at least once a month if there are projects for consideration.

49. The Secretary of the industry commission shall notify the project applicants about the date of the meeting of the industry commission, the agenda of which includes the issue of consideration of the project, not later than 3 (three) working days before the meeting date.

50. Materials on projects, including the copy of the Protocol of Council, results of regional examinations and the conclusion of examination of the central state body on branch accessory on each project are submitted for consideration of the industry Commission.

51. Authorized representatives of potential operators providing measures of state support to subjects of industrial and innovative activity, in particular, to applicants whose projects apply for inclusion in the industrialization map are invited to the meeting of the industry Commission.

52. At the meeting of the sectoral Commission, projects and the possibility of providing state support measures are discussed, after which a collegial decision is made to consider projects in the authorized body or to return the project for revision to the local authorized body, and state support measures are approved. The decision of the industry Commission is made in three copies within 3 (three) working days.

53. One copy is sent to the authorized body with the application of materials on approved projects, the second copy is sent to the local authorized body, the third remains in the sectoral state body.

5. Consideration of projects in the authorized body

54. Within 5 (five) working days from the date of receipt of the conclusion of the industry Commission and expertise on local content on projects recommended for inclusion in the industrialization map, the authorized body systematizes all materials, a General set of projects with proposals for inclusion in the industrialization map, which are considered at the meeting of the headquarters.

55. Within 5 (five) working days from the date of receipt of the materials, the headquarters shall make a Protocol decision on the recommendation to include the projects in the industrialization map, return the project to the local authorized body for revision or rejection if the industrialization map criteria specified in the Program are not met.

56. Within 3 (three) working days after the adoption of the Protocol decision, the authorized body shall send a copy of the Protocol decision to the local authorized body,

which within 3 (three) working days after receiving a copy of the Protocol decision shall inform the applicant about the decision taken by the headquarters.

57. Projects rejected for inclusion in the industrialization map at the meeting of the headquarters are included in the maps of support for regional entrepreneurship by the decision of the Council.

58. Based on the Protocol decision of the headquarters, the authorized body recommends a list of projects for consideration at the next meeting of the Commission.

6. Consideration of projects by the industrial development Commission

59. The Commission develops proposals for the inclusion, exclusion, provision of state support measures, as well as amendments in the basic parameters of the industrialization map projects.

60. The Commission develops proposals to determine the responsible state body for the implementation of the industrialization map project.

7. Final provisions

61. Projects shall be included in the industrialization map based on the results of actualization, carried out at least once a year as applications shall be received and considered accordingly, by a resolution of the Government of the Republic of Kazakhstan.

Projects shall be excluded from the industrialization map based on the results of actualization carried out at least once a year by the resolution of the Government of the Republic of Kazakhstan in the following cases:

1) uninterrupted capacity utilization at the level of not less than 70% during one year;

2) problems, including force majeure circumstances, which cannot be solved during the Program implementation period.

Footnote. Paragraph 61 in the wording of the resolution of the Government of the RK dated 23.09.2020 № 601 (shall be enforced upon expiry of ten calendar days from the day of its first official publication).

62. The projects shall be included in the map of support for the region's entrepreneurship following the results of updating at least twice a year as applications shall be received and considered accordingly, by a resolution of the akimats of the regions, cities of republican significance, and the capital.

Projects shall be excluded from the map of support for the region's entrepreneurship based on the results of updating at least twice a year by a resolution of the akimats of the regions, cities of republican significance, the capital in cases:

1) uninterrupted capacity utilization at the level of not less than 70% during one year;

2) problems, including force majeure circumstances, which cannot be solved during the Program implementation period.

Footnote. Paragraph 62 in the wording of the resolution of the Government of the RK dated 23.09.2020 № 601 (shall be enforced upon expiry of ten calendar days from the day of its first official publication).

Appendix 1
to the Rules of inclusion of
projects in the industrialization
map of the business support
map of the region
to the chief of the Department of
entrepreneurship and
industry

_____ (oblasts, cities) _____
(surname, name, patronymic (if any)) Application for inclusion of the project in the industrialization map or regions business support map

Please register your interest on the project:

(project title)

(name of organization)

to be included in the industrialization map or the regions business support map.

I attach the following documents to the application:

First chief: _____

Signature: _____ Seal, date of filling " ___ " _____ 20__.

Responsible employee of akimat: _____;

Signature: _____, No _____, date of admission " ___ " _____ 20__.

a copy of this application is issued to the applicant

Appendix 2
to the Rules incorporating the
project he industrialization
regions business support map

"hereby APPROVE" _____ **Surname, name,**
patronymic (if any), the applicant's position " ___ " _____ 20__. Project passport

Ser. No.	Indicator name	Unit of measure	Meaning
1	2	3	4
1	Project title		
2	Type of project		
1)	New project		
2)	Modernization of existing manufacture		
	Type of capacity of the existing manufacture		
	Design capacity of the existing manufacture		
3	Project objective		
4	Project stage: (select one of the following)		
1)	Realizable		
2)	Planning		
3)	Prospective		
5	Place of project implementation:		
1)	Oblast (manual)		
2)	City (manual)		
3)	Rayon (manual)		
6	CATO code (manual)		
7	Branch of economy (manual)		
	CCEA code (manual)		
8	Authorized state body, holding		
9	Availability (allotment) of land (yes, no)		
1)	Required allotment of land (yes, no)		

2)	The required square footage		
10	Implementation period (number of months, years)	month, year - month, year	
1)	Planning (the implementation period starts with the pre-investment stage-the signing of a contract for the development of a feasibility study or business plan)	month, year - month, year	
2)	Phases of implementation	month, year - month, year	
11	Beginning of construction (obtaining a building permit)	month, year	
12	Completion of construction (state act on commissioning)	month, year	
	Name, number and date of the document confirming commissioning		
13	Total cost of the project without VAT	mln. KZT	
14	Main manufactured goods and services (item)		
1)	Product type stage 1		
2)	Product type stage 2		
....	Product type stage...		
15	Project capacity per year:		
1)	In natural units	unit of measure	
2)	In cost terms	mln. KZT	
16	The number of jobs during construction	pers.	
17	The number of jobs during operation	pers.	
18	Financing structure		
1)	Own funds, including:	mln. KZT	
	Funds of domestic private investors	mln. KZT	
	Foreign direct investments (participation in the authorized capital)	mln. KZT	
	Funds of organizations controlled by the state (participation in the authorized capital)	mln. KZT	

2)	Borrowed funds(including leasing), including	mln. KZT	
	Loans from parent companies	mln. KZT	
	Loans from domestic development institutions	mln. KZT	
	Loans from second-tier banks (residents)	mln. KZT	
	Domestic bond issues	mln. KZT	
	Budgetary credit	mln. KZT	
	External loans, including:	mln. KZT	
	Loans from financial institutions (non-residents)	mln. KZT	
	Loans from international development institutions	mln. KZT	
	Domestic bond issues	mln. KZT	
	Other sources		
3)	Budget funds, including:	mln. KZT	
	Republican budget (code and name of the budget program)	mln. KZT	
	Local budget (code and name of the budget program)	mln. KZT	
19	Sales market:		
1)	Inner market	%	
2)	For export	%	
20	Project performance indicators:		
1)	NPV	thousand KZT	
2)	Discounted rate	%	
3)	IRR	%	
4)	Simple payback period	years	
5)	Discounted payback period	years	
21	Current status of project preparation and implementation		
22	Innovation of the project: (select one of the following)	yes/no	
1)	The innovation, developed in the Republic of Kazakhstan		
2)	The innovation developed outside the Republic of Kazakhstan		

1	Own funds						
	funds of domestic private investors						
	foreign direct investments (participation in the authorized capital)						
	funds of organizations controlled by the state (participation in the authorized capital)						
2	Borrowed funds						
	loans from parent companies						
	loans from domestic development institutions						
	loans from second-tier banks (residents)						
	domestic bond issues						
	budgetary credit						
	loans from financial institutions (non-residents)						
	loans from international development institutions						
	domestic bond issues						

3	Other sources						
4	Budget funds, including:						
	republican budget (code and name of the budget program)						
	local budget (code and name of the budget program)						

Plan to reach the designed capacity in real terms

Ser. No.	Name	Unit of measurement	20__ (years)	(20__ (years)					
1	Stage 1								
	Type of power								
	Type of power								
2	Stage 2								
	Type of power								
	Type of power								

Plan to reach the designed capacity in monetary terms

Ser. No.	Name	Unit of measurement	20__ (years)				
1	Stage 1						
	Type of power						
	Type of power						
2	Stage 2						
	Type of power						
	Type of power						

The planned volume of export in physical terms

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	Oil products (fuel oil, diesel fuel)	ton					
	Water	m ³ /year					
2	The need for infrastructure, including						
	Electrical networks km	PS mW					
	Thermal network	km.					
	Water network	km.					
	Sewerage network	km.					
	Railway infrastructure (low-rise housing construction, access roads)	km.					
	Auto road	km.					
3	Transport (need for additional services)						
	The volume of freight traffic:	thousand, ton					
	Railway transport	thousand, ton					
	Water, sea transport	thousand, ton					

Appendix 3
to the Rules incorporating the
project the industrialization
map icarte support
entrepreneurship in the regions

“Approved”

_____ Surname, name, patronymic (if any), the
applicant's position " ____ " _____ 20___. The schedule of the implementation of the
project

Ser. No.	Name of event	Deadline
1.	*	

2.		
3.		

*For example:

- development of design and estimate documentation;
- construction and installation works, including start-up complexes;
- commissioning, including start-up complexes;
- output to the designed capacity.

Appendix 4
to the Rules incorporating the
project the industrialization
map icarte support
entrepreneurship in the regions

Project information for investment projects

1. Project summary
2. Industry description
3. Project and plans for product sales
4. Project implementation plan
5. Financial plan and forecasts
6. Risks and risk-reducing factors
7. Social aspect
8. The impact on the environment
9. Applications

1. Project summary

The summary is a brief overview of the project and is the most important of the sections presented in no more than three pages.

1. The summary should contain the following information:

1) long-term and short-term goals of the project, multiplicative effect both on the region and on the economy of the country as a whole, cash flow forecast before the payback period of the project;

2) the need for investments, structure and sources of financing, calculation of return on capital investments, the list of expected collateral and their market cost (if necessary, specify the date of evaluation);

3) project location;

4) key economic performance indicators of the project;

5) project implementation schedule (in the first year of implementation – by month)

;

6) what risks and rewards may arise during the project implementation;

7) brief description of the company;

8) availability of assets for project implementation (land plots, production facilities, etc.).

2. Industry description

2. Industry characteristics:

1) definition of the economic sector of the industry (production, distribution, services, etc.);

2) list of main products and services offered by this industry;

3) seasonality;

4) geographical location of the industry market (local, regional, national, international);

5) description of the market segment in which the company operates or intends to operate;

6) characteristics of the main customers available;

7) characteristics of potential customers;

8) the most perspective clients (indicate in decreasing order);

9) total sales by industry and amendme market trends.

3. Project and plans for product sales

3. Product description:

1) rationale for the selection of this type of product;

2) nomenclature, the estimated production volume;

3) the characteristic properties of the products;

4) the stage of product development (idea, draft design, detailed design, pilot batch, existing serial production).

4. Characteristics of the product market:

1) definition of market demand and opportunities;

2) current market share, expected amendments directly or indirectly related to the project implementation;

3) the main trends and directions of market development (export potential).

5. Market research and analysis of raw materials, materials and other factors of production:

1) characteristics of raw materials and other factors of production;

2) availability of raw materials, materials and other factors of production (procedure of payments for raw materials and other factors of production);

3) supply program (for each year of the project, measures for the delivery of raw materials in order to guarantee uninterrupted supply);

4) the program of supplies (for each year);

5) labor productivity (in case of modernization of production).

6. Sales program:

1) calculation and justification of prices, pricing;

2) calculation of production costs;

3) sales program (for each year of the project);

4) expected revenue from sales (for each year);

5) costs of sale and distribution;

6) target group of consumers (justify);

7) description of the trading network;

8) methods and channels of distribution, advertising;

9) sales promotion.

7. Enterprise competitiveness:

1) main competitors(name and brief description), their main advantages and disadvantages, market share;

2) comparative analysis of applied technologies;

3) comparative analysis of the prices of the main competitors;

4) comparative analysis of marketing strategy and distribution of goods (services).

8. Legislative and regulatory framework of the project:

1) the need to obtain a license or permit;

2) restrictions/support of the project implementation by international organizations, national and local authorities;

3)availability of necessary permits.

4. Project implementation plan

9. Location (indicate the main factors that influenced the choice of the project location):

1) location relative to raw material sources and suppliers;

2) location relative to consumers of products (services));

3) description of the site (geodetic conditions, situational plan with the explication of the site (where the project is planned to be implemented) indicating the placement of blocks / models of industrial and auxiliary buildings, structures and premises, storage and warehouses (with the specification of use), existing and proposed for construction, with the designation of existing and planned on-site sites and sections of off-site networks and passages, their characteristics and other conditions);

4) compliance of the selected site with the production capacity of the enterprise (briefly describe the objects on the site of the project, including buildings, structures (passport data, condition), structures (overpasses, underground storage, wells, etc.).

10. Infrastructure:

1) power supply – electric load (MW), power consumption (thousand kWh) , availability of technical conditions for connection to the electric network, electric networks (kV / km), substations (PCs/MVA), a source of financing for infrastructure construction;

2) heat supply – availability, condition and available capacity of Autonomous sources and on-site networks;

3) water supply – availability, condition and available capacity of Autonomous sources and on-site networks;

4) Sewerage – availability, condition and available capacity of Autonomous drives and on-site networks;

5) wastewater disposal, treatment methods, wastewater quality, discharge conditions, use of existing or construction of modern treatment facilities;

6) gas supply – availability, condition and available capacity of switchgears and on-site networks;

7) roads-availability, condition and length of on-site driveways;

8) Railways-the presence, condition and length of the impasse;

9) cargo and passenger terminals;

10) improvement facilities;

11) other communications;

12) the method of delivery (receipt) of raw materials to the production site and its storage.

11. Description of the process:

1) justification of the choice of technology (compliance with international standards, comparison with existing analogues, novelty and / or testing in other projects in Kazakhstan or abroad);

2) description of the selected technology (to describe the applied in practice variants of production technologies, to give a comparative analysis of the main advantages and disadvantages of the existing variants of production, indicating the technical criteria that served as the basis for the choice of this technology for the project and the rejection of alternative options);

3) technology acquisition costs (licenses, patents, rights, fixed payments, etc.);

4) justification of production capacity;

5) dynamics of development of capacities of the enterprise;

6) availability and need of technological and other equipment and equipment and conditions of their acquisition (the list of the available equipment and the equipment, their current state, the list of necessary equipment and the equipment, the competitive price, technological compatibility with already used equipment, the comparative analysis of various options of delivery of the equipment);

7) the need for land, buildings and structures, communications.

12. Project management and staffing:
 - 1) project management structure;
 - 2) brief summary of chief and key project managers;
 - 3) full name, age, education, Institute, when finished, experience, position, how many years of experience in office;
 - 4) number of employees and staffing;
 - 5) the need for manpower and training.
13. A timetable for the implementation of the project:
 - 1) construction stages (for example: scoping studies, feasibility studies, conclusions from the regional architecture, the conclusion of crisisexperts, transfer of feasibility study to Government Architecture and Construction Inspectorate, obtaining building permits, the conclusion of the General contract with the contractor);
 - 2) construction period;
 - 3) equipment delivery time;
 - 4) terms of installation, commissioning and commissioning;
 - 5) dynamics of reaching the designed capacity and further production;
 - 6)if necessary, the technological map.
14. Project cost structure:
 - 1) land plot;
 - 2) construction and installation works;
 - 3) production facilities;
 - 4) equipment;
 - 5) transportation;
 - 6) insurance;
 - 7) installation and commissioning;
 - 8) production costs (analysis of raw materials markets, main suppliers and programs of raw materials supply, electricity, water and other components (advertising campaign, construction of distribution network, etc.)).

5. Financial plan and forecasts

15. Financing and payment schedule:
 - 1) advance payment deadline;
 - 2) terms of insurance and Commission payments;
 - 3) the schedule of repayment of the principal and interest payments on it.
16. Calculation of unit cost and cost estimates.
17. Decoding of articles of the income from sales (with indication of sales volume for each type of products monthly); to consider seasonal fluctuations, at their availability.
18. Profit and loss statement forecast:

- 1) comment on major cost item;
- 2) takes into account seasonal fluctuations in price and sales volumes of finished products and purchases of raw materials.

19. Analysis of the project using simple methods of financial evaluation:

- 1) simple project payback period;
- 2) simple rate of return (for each year of the project and for the entire project as a whole);
- 3) analysis of profitability, liquidity and turnover.

20. Analysis using discounting methods:

- 1) net present value of the project (NPV);
- 2) internal rate of return (IRR);
- 3) discounted payback period of the project.

21. Analysis under uncertainty:

- 1) sensitivity analysis (analysis of project sustainability in case of production volume reduction, sales price, cost increase);
- 2) break-even analysis (determination of break-even point in physical and monetary terms per year).

6. Risks and risk-reducing factors

Resource risk, marketing risk, management risk, operational and production risk, industry risk, legal risk, country and regional risks, project completion risk, etc.:

- 1) main risk factors;
- 2) presumable nature and range of amendments;
- 3) proposed measures to reduce and manage risks, including the necessary measures of state support.

7. Social aspect

- 1) characteristics of socio-cultural and demographic situation in the region;
- 2) the impact of the project on employment, training, education, etc.

8. The impact on the environment

- 1) identification and summary of all anticipated adverse effects on the environment ;
- 2) a description of the technical aspects of each activity, including the negative effect against which it is directed;
- 3) implementation schedule environmental protection measures in the framework of the project;

4) inclusion in the total cost of the project of approximate estimates and a list of sources of funding, both primary investments and current costs associated with the implementation of measures to limit the negative impact;

5) compliance of the project technology with international standards and regulations on environmental impact.

Appendix

The appendix include documents that can serve as a confirmation or a more detailed explanation of the information provided on the project. These may include the following:

1) biography of the chief of the enterprise or the project confirming their competence and experience;

2) results of marketing research;

3) auditors ' conclusions;

4) photos or video of product samples;

5) detailed product specifications;

6) plan the company;

7) letters of guarantee or contracts with suppliers and consumers of products;

8) lease, employment, license agreements;

9) conclusions of the state supervision services on environmental and safety issues;

10) articles from magazines and newspapers on the activities of the enterprise.