InterFood Astana

KAZAKHSTAN INTERNATIONAL FOOD INDUSTRY EXHIBITION

interfoodastana.kz Astana, Kazakhstan

MEAT & DAIRY INDUSTRY FORUM

"Industrial Development of Kazakhstan's Meat and Dairy Industry: Investments, Technologies, Markets"

13 May, Wednesday
Conference Hall, EXPO International Exhibition Centre

DAY 1 – MEAT INDUSTRY OF KAZAKHSTAN

11.00–13.00	**Strategic Plenary Session** **"The Future of Kazakhstan's Meat Industry: Strategy, Investment and Sales Markets"** *Key issues:* • *Capacity utilisation and raw material shortages: what currently represents the main constraint on the growth of Kazakhstan's meat industry?* • *Investment in meat processing: which projects are economically viable and where do investors face systemic risks?* • *Export of meat and meat products: what are the key barriers to entering international markets – quality, certification or logistics?* • *Export of raw materials vs deep processing: where is the highest added value created and which strategic direction should the industry take?* • *Imports of processed meat products: in which segments is the market being lost and due to what competitive gaps?*

Moderator:
Arsen Islamov – Independent Expert

Speakers:
Maksut Baktibayev – Director General, Meat Union of Kazakhstan
"Raw Material Base and Processing: Systemic Constraints and Growth Drivers of Kazakhstan's Meat Industry"

Ainur Amirbekova – Managing Director for Export Promotion, JSC "QazTrade"
"Export of Meat and Meat Products: Barriers, Certification and New Markets (China, UAE, Iran)"

Alexey Bogdanov – Ambassador Extraordinary and Plenipotentiary of the Republic of Belarus to the Republic of Kazakhstan*
"Imports of Meat Products and Domestic Market Competitiveness: Belarusian Experience and Lessons for Kazakhstan"

JSC "Agrarian Credit Corporation"*
"Financing Meat Projects: Practical Support Instruments"

Khadisha Bizhan – General Director, LLP "MPZ Bizhan"*
"Capacity Utilisation and the Economics of Meat Processing Plants: What Is the Systemic Market Issue?"

Danagul Satova – Development Director, LLP "Karkyn 2030"
"Systemic Barriers to the Development of Meat Processing"

KazBeef
"Investment in Processing and Export: A Practical Company Case Study"

*Changes and additions are possible**

14:00–16:00	**Practical Panel Session** **"From Farm to Export: Meat Supply Chains, Logistics and Market Requirements"** *Key topics:* • *What requirements currently determine access of meat products to retail, HoReCa and export markets, and where do producers most often fail to meet them?* • *Why do Kazakh enterprises not always obtain veterinary and export approval: is it due to documentation, processes or actual product quality?* • *"Farmer–Processor" contract model: which conditions genuinely ensure consistent quality and predictable pricing?*

Moderator:
Arsen Islamov – Independent Expert

Speakers:
Kazbek Tashimov – Chairman, Committee of Veterinary Control, Ministry of Agriculture of the Republic of Kazakhstan*
"Export Market Access for Meat Products: Market Requirements, Common Mistakes and the Role of Digital Traceability"

Maksut Baktibayev – Director General, Meat Union of Kazakhstan
"Why the Market Does Not Accept Kazakh Meat: Systemic Barriers Between Farm, Processing and Sales"

Svetlana Khaninaeva – Butcher, Chef, Kazmyaso
"Where Restaurants Source Meat: Supplier Requirements and Quality Standards"

Yaroslav Gazin – Retail Sales Growth and Brand Management Expert
"Why Products Do Not Deliver Turnover in Retail Chains and How Sales Influence Retail Decisions"

Kristina Tancher – Expert
"Why Meat Products Do Not Deliver Turnover in Retail: How Packaging and Positioning Influence Retail Decisions"

14 May, Thursday
Conference Hall, EXPO International Exhibition Centre

DAY 2 – DAIRY INDUSTRY OF KAZAKHSTAN

11.00–13.00	**Plenary Session** **"Raw Milk Quality and the Economics of Kazakhstan's Dairy Industry: from the Raw Material Base and Modernisation to Competitiveness and Export"** *Key issues:* • *Production balance and raw milk deficit in Kazakhstan: where are the key structural constraints limiting industry growth?* • *The role of industrial dairy farms (MTF) and household producers (LPH) in shaping raw milk quality: responsibility, incentives and control points.* • *Raw milk quality as an economic factor: its impact on cost, losses and processing stability.* • *"Farmer–Processor" contract models: how to align price, quality and long-term supply stability.* • *Technological and organisational modernisation of the "farm–plant" chain: from raw milk intake to finished product.* • *Export potential of Kazakhstan's dairy products: market requirements, certification and logistics.* • *Alternative milk: a niche product or a перспективе segment for both domestic and export markets?*

Moderator:
Saule Zhankina – Deputy Director, Dairy Union of Kazakhstan; Director, Natige Management Company

Speakers:
National Agrarian Science and Educational Centre
"Kazakhstan's Dairy Industry: Production Balance, Raw Milk Deficit and Structural Constraints to Growth"

*Changes and additions are possible**

Ainur Amirbekova – Managing Director for Export Promotion, JSC "QazTrade"
"Exports of Kazakhstan's Dairy Products: Priority Markets, Requirements and Practical Market Access Barriers"

JSC "Astana Onim"*
"Alternative Milk in Kazakhstan's Dairy Industry: Niche, Economics and Export Potential"

LLP "Gormolzavod"
"Raw Milk Intake: How a Processor Manages Quality When Working with Industrial Farms and Household Producers"

MTF "Ramadan"
"Practical Management of Raw Milk Quality on a Dairy Farm: Technologies, Processes and Economics"

Stepan Ten – MTF "Bek+"
"Economic Incentives for Raw Milk Quality: Why It Is Beneficial for Farmers to Produce 'High-Quality Milk'"

Lyubov Guseva – Director, "Liton" LLC
"Fair Pricing in Packaging as a Competitive Advantage: Cost Structure and Building Client Dialogue in a High-Cost Environment"

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