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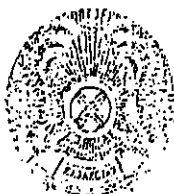
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## 1. Terms of Reference

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КАЗАҚСТАН  
РЕСПУБЛИКАСЫНЫҢ  
ЭКОНОМИКА ЖӘНЕ САУДА  
МИНИСТРЛІГІ

473000, Астана қаласы, Желіс даңғылы, 33/Абай, 52  
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МИНИСТЕРСТВО  
ЭКОНОМИКИ И ТОРГОВЛИ  
РЕСПУБЛИКИ КАЗАХСТАН

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№ 4-2011/2

«28» 08 2002 г.

Посольство Японии  
В Республике Казахстан

Министерство экономики и торговли Республики Казахстан свидетельствует свое уважение Посольству Японии в Республике Казахстан и в ответ на ноту от 22 июля 2002 г. № УВП-0042 направляет список проектов на предоставление технической помощи по программе «Исследование планов развития» в рамках официальной помощи развитию на 2003 финансовый год в порядке приоритетности:

1. Геологоразведочные работы на тантал в пределах Верхне-Иргизской и Калбинской площадей.
2. Разработка технико-экономических обоснований «Центров интегрированных логистических комплексов в Республике Казахстан» и Маркетингового плана мероприятий по развитию контейнерных перевозок.
3. План устойчивого развития саксауловых лесов в Балхашском районе Алматинской области Республики Казахстан с целью сохранения озера Балхаш.

Министерство экономики и торговли Республики Казахстан возобновляет Посольству Японии в Республике Казахстан свои уверения в высоком уважении, благодарит за предоставляемую помощь и надеется на дальнейшее плодотворное сотрудничество.

Вице-Министр

Б. Аймаков

(当館仮訳)

NO: 16354-

# 4-2011/2

28 August 2002

The Embassy of Japan  
in the Republic of Kazakhstan

Ministry of Economy and Trade of the Republic of Kazakhstan presents its compliments to the Embassy of Japan in the Republic of Kazakhstan and, referring to the note YBII-0042 of 22 July, 2002, sends the list of projects for technical assistance on the Development Study Program within the frameworks of ODA for 2003 fiscal year in the priority order:

1. Geological Exploration of Tantalum Deposits in the Verhne-Irgizskoye area and Kalbinsky area.
2. Development of Feasibility Studies on Centers of Integrated Logistic Complexes in the Republic of Kazakhstan and Marketing Plan of Activities on Development of Container Transportation of the Republic of Kazakhstan.
3. Sustainable Saxaul (*Haloxylon* spp.) Forest Management Plan for Balkhash Lake Conservation in Balkhash District, Almaty Oblast of the Republic of Kazakhstan.

The Ministry of Economy and Trade of the Republic of Kazakhstan avails itself of the opportunity to renew to the Embassy of Japan in the Republic of Kazakhstan the assurances of its high consideration and hopes for further fruitful cooperation.

Vice-Minister

B. Aimakov

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AQ: 16355-4

APPLICATION FOR TECHNICAL ASSISTANCE ON  
"DEVELOPMENT OF  
FEASIBILITY STUDIES ON CENTERS OF INTEGRATED LOGISTIC  
COMPLEXES IN THE REPUBLIC OF KAZAKHSTAN  
AND  
MARKETING PLAN OF ACTIVITIES ON DEVELOPMENT OF CONTAINER  
TRANSPORTATION OF THE REPUBLIC OF KAZAKHSTAN"  
PROJECT

配付先	国内口	派遣口	企画口	医務口
	社務口	蒸餾口	設備口	維持口
	社務口	農産口	総務口	無償口
一次口	/	コピー口	/	追加口 /

August 2002

Ministry of transportation and communications  
of the Republic of Kazakhstan

APPLICATION FOR DEVELOPMENT OF FEASIBILITY STUDIES ON CENTERS  
OF INTEGRATED LOGISTIC COMPLEXES IN THE REPUBLIC OF  
KAZAKHSTAN AND MARKETING PLAN OF ACTIVITIES ON DEVELOPMENT  
OF CONTAINER TRANSPORTATION IN THE FRAME OF TECHNICAL  
COOPERATION WITH THE GOVERNMENT OF JAPAN

Date: month august year 2002

Applicant: The Government of The Republic of Kazakhstan

**I. Project Digest**

**1. Project Title:** Development of the feasibility study on "The Centers of integrated logistic complexes in the Republic of Kazakhstan" and "Marketing plan of activities on container transportation development"

**2. Location (region/country)  
(city/town/station)** Almaty and Mangystau oblasts of Kazakhstan  
Druzhba station, Aktau port

**3. Implementing agencies:** Closed Joint Stock Company «National Company "Kazakstan Temir Zholy" Republican State Enterprise «Aktau Commercial Sea Port»

**Supervising ministry::** Ministry of Transport and Communications of the Republic of Kazakhstan

**Number of Staff:**

**Budget:**

**4. Project description**

**(1) Present conditions**

The Republic of Kazakhstan is situated in the northern part of the Central Eurasian continent and occupies the territory of 2.7 million square kilometers, spreading for 2800 km from east to west and 1600 km from north to south, accordingly. Thus, being the 9<sup>th</sup> biggest country in the world in terms of territory, Kazakhstan is the historical crossroads of "The Great Silk Road" – an important cultural and economic center in Central Asia.

After the collapse of socialist regime Kazakhstan inherited from the FSU the railway system, which is 3<sup>rd</sup> in the CIS by its operational length going right after Russia and Ukraine

(13.6 thousand kilometers). The territory of Kazakhstan is crossed by six main lines in both altitudinal and longitudinal directions. Which are supplemented with both the main lines of local importance and the network of industrial railway transport.

Presently, the railroads of Kazakhstan are the main arteries of the economy and have an irreplaceable part in the life of the county, natural resources and industrial facilities of which are sparsely allocated over vast territories. The Kazakhstan Railway carry out 71.0% of cargo turnover and 61.0% of passenger transportation of general transportation.

Key points for building up logistic complexes are located in Almaty and Mangystau oblasts. Almaty oblast is situated in the southeast part of the country and borders People's Republic of China. And Mangystau oblast is accordingly situated in the western part of the country, to be precise in the Caspian coastal zone.

## (2) State transport policy of the Government of the Republic of Kazakhstan

The underlying objective of the state transport policy is the priority development of the transport complex, in order to increase the efficiency of the transit transportation within the territory of the Republic of Kazakhstan, to satisfy the current and forecasted demand for transport services, to improve their quality by means of:

- forming in the territory of the Republic of Kazakhstan of the uniform, internally circuited and externally integrated transport network as an obligatory condition of economic development of Kazakhstan and a guarantee of protection of economic security of the country;
- increasing of coordination in the development of transport infrastructure, design and implementation of large projects in the field of transport construction, introduction of new transport technologies and technique;
- integrating of the transport complex into the world transport system employing to its fullest the favorable geographical situation of the country;
- forming in the territory of the Republic of Kazakhstan of competitive international transport corridors, creating the necessary and sufficient conditions for increase of transport potential of the country;
- integrating of transport and industrially-distributional processes, creating of intermodal and multimodal transportation systems, based on logistics principles;
- creation of databases and forecast models (complex informatization of transport complex) to assure soundness of managerial decisions;
- forming of flexible tariff system taking into consideration interests of all the participants of transportation process.

## (3) Railway transport issues to be addressed

### a) Complex development of railway transport

Complex development of railway transport calls for modernization of the following technical bases:

- construction of railroad sections which make the shortest link between the regions;
- strengthening of the railroad sections which make a part of transit corridors and high-speed lines;
- automatization of centralized traffic control centers, providing them with the modern software and communications facilities;

- acquiring of the modern machinery for track reconstruction and rehabilitation;
- organization of assembly production of modern locomotives;
- loco and car fleet renewal;
- development of intermodal and multimodal transportation;
- creation of terminal complexes, informational and logistics centers.

b) Improvement of transport infrastructure of immediate interaction of various modes of transportation on handling container cargo

Logistics in Kazakhstan and neighboring area is on the threshold of cardinal changes. In Soviet age there existed a rigid territorially-based system of economic specialization. After the collapse of the USSR Kazakhstan gained political independence, but economic dependence on Russia is not yet fully eliminated. For Kazakhstan having transport land bridges with East, West and South is a key issue from the point of view its further economic development.

In all branches of transport sector a sizeable development is being registered. Cargo traffic by road from Europe, Turkey, Iran and Countries Persian Gulf is increasing. Railway connection with both China (East direction) and Iran (South-East direction) is established and developing. To be specific and take a concrete example of achieved development, we can make a note that container transportation by railway across China has lately been fluctuating in-between of 1500-2000 containers per month.

Before almost all transportation was carried out through the railway infrastructure of Russia and now we witness emerging of diversification and multimodality of transport lines. A challenge of creation of more efficient and reliable transport and logistics system of the country is to be addressed. To accomplish that it's necessary to create "centers of integrated logistics complex" on the key point - Druzhba station and in Aktau port, i.e. along East-West line (between China, Iran and the countries of Caucuses) to develop container transportation.

Firstly, on the base of this project, Europe-Kazakhstan-China, Iran-Kazakhstan-China and back international container transportation development will greatly benefit. These routes have serious economic advantages due to the lesser transportation distance (approximately 30%) in comparison with Transsiberian trunk line. Secondly, a new system, efficiently unifying transport-logistics flows within regions of Kazakhstan, is created, which in its turn give an impetus to creating similar complexes in Central-Asian countries. Thirdly, there will be created an efficient system by means of which customs-transport procedure will be optimized, which will reduce: time span necessary for customs formalities on the state border of the republic, for cargo delivery; aggregate costs for transportation and warehousing of cargo; cost of cargo documentation processing; and which will substantially and integrally raise the level of organization of transport process.

c) Development of "The Marketing Plan of activities on development of container transportation"

"The Marketing Plan of activities on development of container transportation" must be "a program part" of the project, which will comprise transport market research on the countries of Caucuses, Iran, China (in main, western and central parts), Transsiberian trunk line as well as on ocean routes in the direction "East-West" of the Eurasian continent. Besides, on the base of the above-mentioned marketing researches this plan of activities must comprise activities on development of container traffic which will specify methods and ways



of attraction and distribution of cargo between highway, railway and marine transport across the territory of the Republic of Kazakhstan.

d) Experience of the CJSC "National Company "Kazakhstan Temir Zholy" and RSE "Aktau Commercial Sea Port"

The CJSC "National Company "Kazakhstan Temir Zholy" and the RSE "Aktau Commercial Sea Port" encounter problems of absence of know-how and qualified specialists on setting up logistics in new environment, insufficiency of information on transport markets of the neighboring countries, and also financial means.

(4) Project Contents

Project consists of the following three phases.

Phase 1: Analysis of the present conditions

- 1) Analysis of the present conditions in the transport market of Kazakhstan;
- 2) Analysis of the present conditions in the transport market of Eurasian continent on the whole;
- 3) Estimation of potentials and factors suppressing the development of the industry, and of container transportation, in particular.

Phase 2: Development of "The Marketing Plan of activities on development of container (intermodal and multimodal) transportation"

- 1) On the base of marketing research on the transport markets of the neighboring countries to develop the strategy of development of container transportation;
- 2) To develop scenarios of development of container transportation with provision for the future logistics complexes;
- 3) To develop the plan of activities on development and strengthening competitiveness of the international container routes for coming 10 years in the direction of Europe-Caucuses-Kazakhstan-China, Iran-Kazakhstan-China and back.

Phase 3: Development of "the feasibility study on the centers of integrated logistics complexes" in Aktau port and Druzhba station.

- 1) Development of the feasibility study for Aktau port and Druzhba station individually.

(5) Project goal (long-term)

Strengthening of the transport potential of the Republic of Kazakhstan as the result of development of efficient cargo-processing infrastructure, organization of the international container routes between the countries of Far East, Central Asia, Caucasus, Persian Gulf and Eastern Europe.

(6) Project purpose (short-term)

Development of the feasibility study of "The Centers of Integrated Logistics Complexes" and "The Marketing Plan of Activities on Development of Container Transportation"

**(7) Project beneficiaries**

The CJSC "National Company "Kazakhstan Temir Zholy" and the RSE "Aktau Commercial Sea Port".

**5. Desirable time of the commencement of the Project**

April 2003

**6. Expected funding source and/or assistance for the Project**

Only funding from the JICA (the technical assistance of the Government of Japan. During the realization of the given Project the Kazakhstani Party in its turn shall provide the Japanese specialists with working cabinets, telephone communications, and all the necessary computer equipment.

**7. Other relevant projects, if any**

No.

**II. Technical Task on the proposed Study**

**1. Necessity/Justification of the Study**

Taking into the consideration the necessity of the strengthening of the transit potential of the Republic of Kazakhstan, setting up and development of "The Centers of integrated logistics complexes" at Aktau commercial seaport and Druzhba station it will play an important part in development of new container landbridges across the territory of the Republic of Kazakhstan.

**2. Necessity/Justification of the Japanese Technical Cooperation**

The Kazakhstani Party is informed that Japan has rich experience of rendering assistance in the field of building and maintenance of "the logistics centers" in the countries of South-East Asia and East Europe. Besides, Japan has financial capacities as well as information on

transport markets, industrial sector of the countries of the Far East, Persian Gulf and Russia, which has an important part in the process of realization of the project.

### 3. Objectives of the Study

The objectives of the Study are:

- (1) Development of the feasibility study of "The Centers of integrated logistics complexes" at Druzhba station and Aktau port.
- (2) Development of "The Marketing Plan of activities on development of container transportation".

### 4. Area to be covered by the Study

Area of the project covers the territory of Druzhba station as well as Aktau commercial seaport.

### 5. Scope of the Study

#### 5.1. Study Schedule

To accomplish the above objectives the Project will be conducted in three phases.

#### <Phase 1: Analysis of the present conditions>

- (1) Analysis of the present conditions in the transport market of the Republic of Kazakhstan;

The present conditions will be analyzed in the following aspects:

- a) Transport infrastructure of the Republic of Kazakhstan (railway and highway transport);
- b) The present condition of the existing infrastructure on cargo processing (facilities for temporary warehousing, freight yards and etc.);
- c) Forwarding companies of the Republic of Kazakhstan;
- d) The existing customs-transport procedure in the Republic of Kazakhstan;
- e) The current situation at Aktau port and Druzhba station;
- f) The current situation in the field of investments and investment climate in the transport sector of the Republic of Kazakhstan;
- g) Railway tariff policy of the Republic of Kazakhstan.

- (2) Analysis of the present conditions in the transport market of the Eurasian continent as a whole;

The present conditions in the transport market of the Eurasian continent will be analyzed by the following countries and regions:

- a) Transport policy of China and the present situation in the transport market of China;
- b) Foreign and internal investments into the western regions of China, economic forecast for the mentioned regions up to 2010.
- c) The present situation in the transport market of the Islamic Republic of Iran (IRI);
- d) Foreign and internal investments of IRI, forecast of economic development of IRI up to 2010 and its foreign trade with the countries of the Far East;
- e) The present situation in the transport market of Georgia and Azerbaijan;
- f) Transport policy of Russia;
- g) Cargo turnover between the economic centers of the countries of the Far East and Europe by the Transsiberian trunk lines;
- h) Cargo turnover between the economic centers of the countries of the Far East and Europe by the marine routes;
- i) Forecast of the international trade between the countries of Europe and Far East Asia up to 2010.

The given analyses must be based on the mutual researches of the experts of the CJSC "National Company "Kazakhstan Temir Zholy" and JARTS, which in its term is the main executor of the Japanese railway projects abroad. The expert of the CJSC "National Company "Kazakhstan Temir Zholy" in the frame of the Project must have an access to the materials of trade and industrial associations of Japan.

- (3) Estimation of potentials and factors laying constraints on development of the industry, and container transportation, in particular;

Analysis of technical level of the existing transport infrastructure, state legal regulation of transport of the Republic of Kazakhstan as well as analysis of human and financial resources (of railway and highway transport) will allow to define encouraging and restraining, internal and external factors of development of transport potential of the country.

**<Phase 2: Development of the marketing plan of activities on development of container transportation>**

- (1) Development of the strategy of development of container transportation

On the base of the researches on the transport market of the Republic of Kazakhstan and its neighboring countries to work out the strategy of development of container (both intermodal and multimodal) transportation. Taking into consideration the scope of railway infrastructure of the Republic of Kazakhstan, this strategy must first of all be built in the interests of the Kazakhstan railways.

- (2) Development of the scenario of development of container transportation

In the frame of the marketing plan of activities it's necessary to work out scenarios of development of container transportation with provision for the volumes of container cargo and the capacities of the future "logistics complexes". An example of scenario is given beneath.

	Scenario
Conditions of development of container transportation	<ul style="list-style-type: none"> <li>* Launch of container trains on the regular basis</li> <li>* Modernization of the existing cargo processing infrastructure facilities</li> <li>* Creation of the Centers of logistics complex</li> <li>* Containerization of export and transit cargo</li> <li>* Increasing of Kazakhstan container stock</li> </ul>
Role of the Centers of logistics complex at Druzhba station and Aktau port	<ul style="list-style-type: none"> <li>* Bettering logistics</li> <li>* Easing customs formalities</li> <li>* Containerization of export cargo – "multimodalization" of transportation</li> </ul>

(3) Plan of activities on strengthening of competitiveness of the International container route in the direction of Europe-Kazakhstan- China, Iran-Kazakhstan-China and back.

**<Phase 3: Development of the feasibility study on integrated logistics complexes>**

(1) Working out of the feasibility studies individually for Druzhba station and Aktau port:

- a) Structure of the "logistics complexes";
- b) Plots area and plans of their use;
- c) Parameters and capacities of "logistics complexes";
- d) Power and sewage systems of "the logistics complexes";
- e) Cost of "the logistics complexes".

**5.2. Experts necessary for conducting the Project**

The development of the feasibility study of Integrated logistics complexes will be assigned to a group of experts of world class as given below. For accomplishment of the mission labor input in man-months will be needed.

- 1) Project Manager/railway and highway transportation planning specialist
- 2) Logistics specialist
- 3) Economist-marketing specialist on international transport markets
- 4) Terminal building specialist
- 5) Specialist on Inland Container Depot
- 6) Railway Engineer
- 7) Sea ports engineer
- 8) Specialist on special cargo-handling machinery (machinery)
- 9) Specialist on information technologies of customs procedures
- 10) Specialist – wind powered equipment engineer
- 11) Specialist on investments/trade

### 5.3. Transfer of technologies

One of the important components of the Project is the transfer of technologies and know-how on handling container cargo. Transfer of technology will be carried out at working places by means of daily work with local personnel of partners, and transfer of know-how will be accomplished by teaching of the managing personnel in the process of realization of the Project as well as training of specialists of the CJSC "National Company "Kazakstan Temir Zholy" and RSE "Aktau Commercial Sea Port" in Japan at JICA's Group training courses in Japan: Modernization of cargo transport (physical distribution), Container terminal development, Port and harbor engineering.

### 6. Time Schedule of the Project

Development of the feasibility study of integrated logistics complexes will be conducted within 13 (thirteen) months according to the following time schedule:

	1	2	3	4	5	6	7	8	9	10	11	12	13
Phase 1	*	*	*	*									
Phase 2					*	*	*	*	*				
Phase 3								*	*	*	*		

### 7. Expected major outputs of the Project

As the result of the expected Project suggested Project the following basic objectives are expected to be accomplished:

- \* Development of the Marketing plan of activities on development of container transportation
- \* Development of the feasibility study on logistics complexes
- \* Strengthening of the transport opportunities of the CJSC "National company "Kazakstan Temir Zholy" via transfer of know-how, technologies and information to the personnel in the course of the conducted research.

### 8. Implementation opportunities of the Project/expected sources of funding

Official assistance of the Government of Japan to the Republic of Kazakhstan (credits of the Bank of Japan - JBIC), private investments.

### 9. Request of the Study to the other donor agencies, if any

No.

10. Other relevant information if any

No.

**III. Necessary information and personnel of the partners**

**1. Appointment of the partners from the Kazakhstani Party**

1. The Government of the Republic of Kazakhstan will define the Ministry of Transport and Communications as a supervising ministry on this Project, and the CJSC "National company "Kazakstan Temir Zholy" and the RSE "Aktau Commercial Sea Port" as responsible and executive bodies of the Projects. The Government of Kazakhstan will appoint responsible persons from the Kazakhstani Party- representatives of the Central Government, the CJSC "National Company "Kazakstan Temir Zholy", the RSE "Aktau Commercial Sea Port" as well as of other appropriate organizations/institutions for the Research Group.

2. The Government of Kazakhstan shall create the supervising committee and working group for coordination and monitoring of the development of the feasibility study on Integrated logistics complexes.

3. The CJSC "National company "Kazakstan Temir Zholy" shall create the working group on development of the marketing plan of activities on development of container transportation en route "East-West" (Druzhba station - Aktau port).

**2. Necessary background data, information, maps and etc. necessary for development of the feasibility studies of the Projects**

The Working groups will prepare the necessary background data for development of the feasibility study on Integrated logistics complexes.

#### IV. Obligations of the Government (of the country – recipient)

1. For the purpose of conducting of efficient and orderly conduct of research the Government of Kazakhstan shall take the following measures:

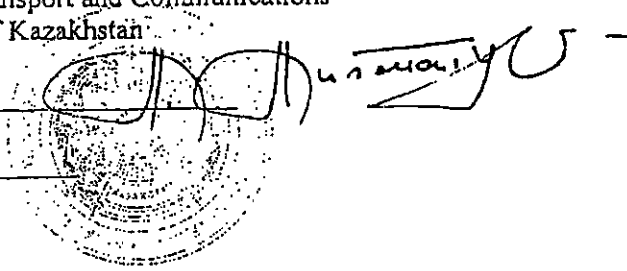
- (1) ensure safety of the research group of JICA;
- (2) permit the members of the research group of JICA entry/exit in accordance with the duration of stay, exempt them from the procedure of registration of foreign nationals and consular fees;
- (3) exempt the JICA group from taxes, duties and other payments for the equipment, machinery and other carried inwards and outwards materials necessary for conducting of the research in accordance with the tax legislation of the Republic of Kazakhstan;
- (4) exempt the JICA group from direct and indirect taxes, except income tax in concordance with the tax legislation of the Republic of Kazakhstan;
- (5) provide the research group with favorable conditions for both transmission and use of money resources delivered from Japan to Kazakhstan;
- (6) provide the permit for visiting territories of the area covered by the Project;
- (7) provide with the permit to carry outwards from the Republic of Kazakhstan for all the data, documentation and necessary materials, directly pertaining to the research;
- (8) if needed provide with medical care, cost of which is acceptable for the members of the research group.

2. The Government of the Republic of Kazakhstan shall attend claims if such will arise in respect of the members of the Japanese research group in the time of conducting of the research, except the cases when such claims arise due to extreme negligence or deliberate breach of discipline on the part of the members of the JICA group.

Signed by the Vice Minister  
Ministry of Transport and Communications  
the Republic of Kazakhstan

N. Nigmatulin

Date \_\_\_\_\_





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## 2. 前回調査時(2003年9月)の実施細則

(Scope of Work、英語・ロシア語)

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SCOPE OF WORK  
FOR  
THE STUDY FOR THE PROJECT OF THE INTEGRATED LOGISTICS SYSTEM  
AND THE MARKETING ACTION PLAN FOR CONTAINER TRANSPORTATION

IN THE REPUBLIC OF KAZAKHSTAN

AGREED UPON BETWEEN

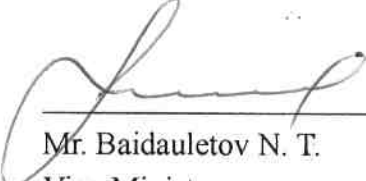
MINISTRY OF TRANSPORTATION AND COMMUNICATIONS  
OF THE REPUBLIC OF KAZAKHSTAN

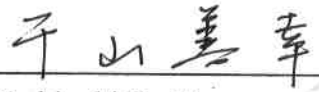
AND


JAPAN INTERNATIONAL COOPERATION AGENCY


Astana, Kazakhstan

17 September, 2003

  
Mr. Baidauletov N. T.  
Vice-Minister  
Ministry of Transportation and Communications

  
Mr. Yoshiyuki Hoshiyama  
Leader  
Preparatory Study Team  
Japan International Cooperation Agency

  
Dr. Zhangaskin K.K.  
First Vice-President  
CJSC "NC Kazakhstan Temir Zholy"

  
Mr. Konstantinov V.L.  
Deputy Director of Technical Matters  
Chief Engineer  
RSE "Aktau Sea Commercial Port"

## I. INTRODUCTION

In response to the request of the Government of the Republic of Kazakhstan (hereinafter referred to as "GOK"), the Government of Japan (hereinafter referred to as "GOJ") has decided to conduct "The Study for the Project of the Integrated Logistics System and the Marketing Action Plan for Container Transportation in the Republic of Kazakhstan" (hereinafter referred to as "the Study Project"), in accordance with the relevant laws and regulations in force in Japan.

Accordingly, the Japan International Cooperation Agency (hereinafter referred to as "JICA"), the official agency responsible for the implementation of the technical cooperation programs of the GOJ, will undertake the Study Project, in close cooperation with the authorities concerned of GOK.

The present document sets forth the scope of work with regard to the Study Project.

## II. OBJECTIVES OF THE STUDY PROJECT

The overall objective of the Study Project is to strengthen the transport potential of the Republic of Kazakhstan as the result of development of efficient cargo-processing infrastructure, organization of the international container routes between the countries of Far east, Central Asia, Caucasia, Persian Gulf, and Eastern Europe.

Specific objectives of the Study Project are:

- (1) The formulation of the marketing action plan for the development of container transportation,
- (2) the formulation of the feasibility study for prioritized projects. (Current candidate projects are the centers of integrated logistics complexes at Druzhba station and Aktau port.) , and
- (3) to transfer logistics policy planning and engineering technologies to the Kazakhstan counterparts throughout the Study Project period.

## III. AREA FOR THE STUDY PROJECT

The Study Project area shall cover whole Kazakhstan for the development of the marketing plans and some specific area for the feasibility study of prioritized projects. (Current candidate areas are Druzhba station and Aktau port.)

## IV. SCOPE OF THE STUDY PROJECT

### 1. Analysis of the present conditions

- (1) Analysis of the present conditions in the transport market of the Republic of Kazakhstan;



- (2) Analysis of the present conditions in the transport market of the Eurasian continent as a whole; and
- (3) Estimation of potentials and factors laying constraints on development of the transportation sector, and of container transportation, in particular.

2. Formulation of marketing action plan for the development of container transportation

- (1) Demand forecast of container transportation in the Eurasian continent;
- (2) Development of scenario of development of container transportation, particularly for transit transportation;
- (3) Development of the strategy of development of container transportation, through/in-out the Republic of Kazakhstan; and
- (4) Plan of activities on strengthening of competitiveness of the international container route through the Republic of Kazakhstan.

3. Formulation of feasibility study on prioritized projects. (Currently prioritized projects are supposed to be integrated logistics complexes at Druzhba station and Aktau port.)

- (1) Setting the level of capacity in accordance with the demand forecast;
- (2) Structure of the “logistics complexes”;
- (3) Plots area and plans of their use;
- (4) Facility design of “the logistics complexes”;
- (5) Cost Estimation;
- (6) Economic and financial evaluation; and
- (7) Initial environmental evaluation ( and environmental impact assessment, if necessary).

4. Conclusion and recommendation

V. SCHEDULE OF THE STUDY PROJECT

Tentatively, the Study Project will be carried out for approximately fifteen (15) months after the dispatch of the JICA Study Project Team in accordance with the tentative Study Project schedule shown in APPENDIX.

VI. REPORTS

JICA shall prepare and submit the following reports in English and in Russian



to Kazakhstan.

1. Inception Report  
Twenty (20) copies in Russian and ten (10) copies in English at commencement of the Study Project in Kazakhstan
2. Interim Report  
Twenty (20) copies in Russian and ten (10) copies in English within eight (8) months after the commencement of the Study Project.
3. Draft Final Report  
Twenty (20) copies in Russian and ten (10) copies in English within thirteen (13) months after the commencement of the Study Project.  
The Ministry of Transportation and Communications of the Republic of Kazakhstan will provide JICA with its written comments within one (1) month after the receipt of the draft final report.
4. Final Report  
Thirty (30) copies in Russian and twenty (20) copies in English together with summary and CD-ROM within one (1) month after JICA's receipt of the written comments on the draft final report from The Ministry of Transportation and Communications of the Republic of Kazakhstan.

## VII. UNDERTAKING OF THE GOK

1. To facilitate smooth conduct of the Study Project, GOK shall take the following necessary measures :
  - (1) to permit the members of the team for the Study Project (hereinafter referred to as "the Team") to enter, leave and sojourn in Kazakhstan for the duration of their assignments therein and exempt them from foreign registration requirements and consular fees;
  - (2) to exempt members of the Team from taxes, duties, fees and any other charges on equipment, machinery and other material brought into Kazakhstan for the implementation of the Study Project;
  - (3) to exempt members of the Team from income tax and charges of any kind imposed on or in connection with any emoluments or allowances paid to for their services in connection with implementation of the Study Project;
  - (4) to provide necessary facilities to the Team for remittance as well as utilization of the funds introduced into Kazakhstan from Japan in connection with the implementation of the Study Project;

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2. GOK shall bear claims, if any arises, against the members of the Team resulting from, occurring in the course of, or otherwise connected with, the discharge of their duties in the conduct of the Study Project, except when such claims arise from gross negligence or willful misconduct on the part of the members of the Team.
  
3. The Ministry of Transportation and Communications of the Republic of Kazakhstan, Closed Joint Stock Company "National Company Kazakhstan Temir Zholy", and Republic State Enterprise "Aktau Sea Commercial Port" shall, at its own expense, provide the Team with the following, in cooperation with other organizations concerned:
  - (1) Security-related information on as well as measures to ensure the safety of the Team;
  - (2) Information on as well as support in obtaining medical service;
  - (3) Available data and information related to the Study Project;
  - (4) Counterpart personnel;
  - (5) Suitable office space with necessary equipment in Astana, and Aktau (,and Druzhba also, if necessary); and
  - (6) Credentials or identification cards.

#### VIII. UNDERTAKING OF JICA

For the implementation of the Study Project, JICA shall take the following measures:

- (1) To dispatch, at its own expense, the Team to Kazakhstan; and
- (2) To pursue technology transfer to the Kazakhstan counterpart personnel in the course of the Study Project.

#### IX. CONSULTATION

The Ministry of Transportation and Communications of the Republic of Kazakhstan and JICA shall consult with each other in respect of any matter that may arise from or in connection with the Study Project.

Tentative Schedule

Month	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	
Work in Kazakhstan																		
Work in Japan	□																	
Report	△ Ic/R							△ IT/R					△ DF/R		△ F/R			

[Legend]

- Ic/R: Inception Report
- IT/R: Interim Report
- DF/R: Draft Final Report
- F/R: Final Report

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ПРОТОКОЛ НАМЕРЕНИЙ

ПО

ОБЪЁМУ РАБОТ

ИССЛЕДОВАТЕЛЬСКОГО ПРОЕКТА ИНТЕГРИРОВАННЫХ ЛОГИСТИЧЕСКИХ СИСТЕМ  
И МАРКЕТИНГОВОГО ПЛАНА МЕРОПРИЯТИЙ ПО КОНТЕЙНЕРНЫМ ПЕРЕВОЗКАМ

В РЕСПУБЛИКЕ КАЗАХСТАН

ПОДПИСАННЫЙ МЕЖДУ

МИНИСТЕРСТВОМ ТРАНСПОРТА И КОММУНИКАЦИЙ

РЕСПУБЛИКИ КАЗАХСТАН

И

ЯПОНСКИМ АГЕНТСТВОМ МЕЖДУНАРОДНОГО СОТРУДНИЧЕСТВА

Астана, Казахстан


17 сентября 2003 года



Г-н Байдаулетов Н.Т.  
Вице-министр  
Министерства транспорта и коммуникаций



Г-н Йошиюки Хошияма  
Глава  
Предварительной группы  
Исследования  
Японское Агентство  
Международного Сотрудничества



Г-н Жангаскин К.К.  
Первый Вице-президент  
ЗАО "НК "Қазақстан темір жолы"



Г-н Константинов В.Л.  
Заместитель директора по техническим вопросам -  
Главный инженер  
РГП «Актауский морской торговый порт»



В ответ на запрос Правительства Республики Казахстан (далее ПРК) Правительство Японии (далее ПЯ) командировало предварительную исследовательскую миссию, возглавляемую г-ном Йошиюки Хошияма (далее Группа), для обсуждения технического сотрудничества по «Исследовательскому проекту Интегрированных Логистических Систем и Маркетингового Плана Мероприятий для контейнерных перевозок в Республике Казахстан» (далее «Исследовательский Проект»).

Группа посетила Министерство транспорта и коммуникаций Республики Казахстан (далее МТК РК), Закрытое акционерное общество (ЗАО) "Национальная Компания («НК») "Қазақстан темір жолы" и ее дочерние компании (Открытое Акционерное Общество "Казтранссервис" и Закрытое Акционерное Общество "Кедентранссервис"), Республиканское Государственное Предприятие «Актауский Морской Торговый Порт» (РГП «Актауский Морской Торговый Порт»), а также провела серию встреч с причастными министерствами и ведомствами Республики Казахстан. Список участников встреч показан в ПРИЛОЖЕНИИ-1.

Далее следует краткое описание основных вопросов, которые были обсуждены между МТК РК, ЗАО "НК "Қазақстан темір жолы", РГП «Актауский Морской Торговый Порт» и Группой во время ее пребывания в Казахстане.

#### 1. Название Исследования

Обе стороны согласились, что название данного исследования планов развития должно быть «Исследованию для проекта Интегрированных Логистических Систем и Маркетингового Плана Мероприятий для контейнерных перевозок в Республике Казахстан».

#### 2. Рассматриваемый период

Рассматриваемый период Маркетингового Плана Мероприятий охватывает период с 2006 года по 2015 год.

#### 3. Партнеры

МТК РК выступает в качестве ответственного органа от ПРК по реализации Исследовательского Проекта.

ЗАО "НК "Қазақстан темір жолы" и РГП «Актауский морской торговый порт» являются прямыми партнерами получателями технической помощи ПЯ, также исполнительными партнерами с казахстанской стороны исследовательской группы Японского Агентства Международного Сотрудничества (ЯАМС) в период реализации Исследовательского Проекта.

#### 4. Координирующий орган

Обе стороны согласились, что Исследовательский проект должен проводиться совместно казахстанской и японской сторонами. В этой связи, МТК РК поддерживает создание рабочей группы в начальной стадий реализации проекта – в период проведения исследований и разработки маркетингового плана. Стороны договорились, что в состав рабочей группы будут входить представители Комитета железнодорожного транспорта, Департамента водного транспорта, Департамента транзитной политики и внешних связей МТК РК, работники ЗАО "НК "Қазақстан темір жолы" и РГП «Актауский морской торговый порт». Данная рабочая группа является главным координирующим органом данного Исследовательского Проекта. Окончательное количество членов рабочей группы должно быть определено до начала первой стадий Проекта и может быть увеличено в ходе реализации Проекта, в случае необходимости. Заседания рабочей группы будут проводиться после предоставления отчетов ЯАМС, таких как

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первоначальный, промежуточный отчет, а также проекта окончательного отчета, для обсуждения и согласования их содержания и определения направления Исследовательского Проекта.

Руководителем рабочей группой избран Вице-министр транспорта и коммуникаций Республики Казахстан – Байдаулетов Н.Т.

Обе стороны согласились, что необходимы предварительные меры, в случае замены состава Рабочей Группы.

Первичный состав рабочей группы указан в ПРИЛОЖЕНИИ-2.

#### 5. Оперативный Штаб

Также обе стороны согласились, что при рабочей группе необходимо создать Оперативный штаб для обеспечения беспрепятственного проведения исследований в ходе реализации проекта (например, для ежедневной исследовательской работы и эффективной передачи технологий), количество членов которой должно быть определено до начала проведения Исследования. Оперативный штаб будет работать вместе с группой по проведению Исследования ЯАМС полный рабочий день. Оперативный штаб рабочей группы будет базироваться при Департаменте корпоративного развития ЗАО "НК "Қазақстан темір жолы".

Обе стороны согласились, что необходимы предварительные меры, в случае замены членов Оперативного Штаба.

#### 6. Маркетинговый план мероприятий

Стороны согласились, что маркетинговый план мероприятий должен соответствовать Проекту Концепции Развития Транзитного Потенциала Республики Казахстан, разработанный МТК РК.

Стороны также согласились, что на основе комплексного анализа и планирования, маркетинговый план мероприятий должен быть сформулирован объективно, и содержать в себе несколько реализуемых транспортных проектов и планов. В конечном результате, данным исследовательским проектом может быть предложено несколько альтернатив существующим планам. Таким же образом будет объективно рассмотрена необходимость и приоритетность развития интегрированных логистических комплексов на станции Дружба и в порту Актау.

#### 7. Возможное продление графика Исследовательского Проекта

Обе стороны согласились, что график Исследовательского Проекта может быть продлен в зависимости от содержания ТЭО, в случае необходимости.

#### 8. Обучение партнеров в Японии

Казахстанская сторона обратилась с просьбой о проведении обучения партнеров в Японии в целях беспрепятственной передачи технологий во время проведения Исследовательского Проекта. Японская сторона пообещала передать данную просьбу в Штаб-квартиру ЯАМС для рассмотрения.

#### 9. Конференции / Семинары

Казахстанская сторона обратилась с просьбой о проведении конференций / семинаров для передачи технологий и общественной осведомленности, по крайней мере дважды во время проведения Исследовательского Проекта. Японская сторона поняла необходимость и пообещала передать данную просьбу в Штаб-квартиру ЯАМС для рассмотрения.



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10. Автомобили для исследования

Казахстанская сторона обратилась с просьбой о том, чтобы автомобили, необходимые для исследования, должны быть приобретены или арендованы ЯАМС. Японская сторона пообещала передать данную просьбу в Штаб-квартиру ЯАМС для рассмотрения.

11. Координация помощи доноров

Обе стороны согласились, что Рабочая Группа, упомянутая в пункте 4 данного протокола, будет выступать как орган для координации помощи доноров, привлекая сотрудников соответствующих международных и/или двусторонних агентств, по мере необходимости.

12. Объем работ (О/Р), Протокол о намерений (П/Н), и Отчеты

Обе стороны согласились, что все документы, такие как О/Р, П/Н, и Отчеты будут подготовлены на английском и на русском языке. В случае расхождений в переводе, за основу будет браться английский текст. Окончательный отчет должен рассматриваться как общественный документ двух сторон (японской и казахстанской стороны).

13. Об обязательствах по хранению коммерческой тайны

В ходе проведения исследований в целях реализации проекта в сфере контейнерных перевозок, ЗАО "НК "Қазақстан темір жолы" и РГП «Актауский морской торговый порт» будет предоставлять информацию коммерческого характера. В этой связи, японская сторона обязуется без разрешения Казахстан стороны не разглашать и не передавать третьим юридическим или физическим лицам данные, предоставленные Казахстанской стороной, и использовать их лишь в Исследовательском Проекте.

14. Обязательства сторон

Обе стороны согласились выполнять все обязательства, перечисленные в Объем Работ для Исследования, подписанном 17 сентября 2003 года. Данный Объем работ вступит в силу лишь после проведения процедуры обмена Вербальными Нотами между ПРК и ПЯ.

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**Список участников встреч с представителями  
предварительной японской группы ЯАМС**

**Министерство транспорта и коммуникаций**

Байдаулетов Н.	Вице-министр транспорта и коммуникаций - Председатель комитета железнодорожного транспорта
Сакипов К.	Директор департамент транзитной политики и внешних связей
Маханов Ш. Талько С.	Начальник управления автомобильного транспорта Начальник управления регулирования перевозочного процесса
Асатов А.	Комитет железнодорожного транспорта Заместитель Директора департамента водного транспорта
Ахиярова Г.	Главный Специалист
Смагулова Ш.	Комитет железнодорожного транспорта Заместитель Начальника управления транзитной политики Департамент транзитной политики и внешних связей
Шарипова Д.	Специалист Юридический Департамент

**ЗАО "НК "Қазақстан темір жолы"**

Жангаскин К. Урынбасаров Б. Сакенов А	Первый вице-президент Главный инженер Департамента Перевозок Начальник отдела развития контейнерных перевозок Департамента корпоративного развития
---	---

**РГП «Актауский морской торговый порт»**

Константинов В.	Заместитель директора по техническим вопросам - Главный инженер
Кутпанбаев Д. Каппасов Ж.	Начальник отдела маркетинга Работник отдела маркетинга

**Японская сторона**

г-н Йошиюки Хошияма	Глава миссии ЯАМС по Подготовке Исследования Заместитель Управляющего Директора, Департамент исследований социального развития, ЯАМС
г-н Харуми Тада	Член миссии ЯАМС по Подготовке Исследования Директор, Второй Отдел технологий, Департамент железных дорог, Региональное Бюро Канто Министерство земельных ресурсов, инфраструктуры и Транспорта Японии,
г-н Кентаро Кай	Член миссии ЯАМС по Подготовке Исследования




г-н Коичи Ишии

г-н Дзиро Иида

Сотрудник, Первый Отдел Исследований, Департамент  
исследований социального развития, ЮСА  
Член миссии ЯАМС по Подготовке Исследования  
Консультант, ЯАМС  
Советник по вопросам ОПР в Казахстане, ЯАМС

*K. A. ...*

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**Список членов Рабочей группы**

**от Министерства транспорта и коммуникаций**

Байдаулетов Н.	Вице-министр транспорта и коммуникаций - Председатель комитета железнодорожного транспорта
Уразбеков М.	Заместитель Председателя комитета железнодорожного транспорта
Сакипов К.	Директор департамент транзитной политики и внешних связей
Касымбек Ж. Смагулова Ш.	Директор департамента водного транспорта Заместитель Начальника управления внешних связей департамент транзитной политики и внешних связей

**от ЗАО "НК "Қазақстан темір жолы"**

Жангаскин К. Абдалиев С.	Первый вице-президент Исполнительный директор – директор департамента корпоративного развития
Урынбасаров Б. Сакенов А.	Главный инженер Департамента Перевозок Начальник отдела развития контейнерных перевозок Департамента корпоративного развития

**от РГП «Актауский морской торговый порт»**

Константинов В.	Заместитель директора по техническим вопросам - Главный инженер
Кутпанбаев Д.	Начальник отдела маркетинга

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