



Quantitative Export Factsheet (QEF)

Disclaimer: These Quantitative Export Factsheets have been developed by workshop participants within the framework of the Aid for Trade in Central Asia Phase V project funded by the United Nations Development Programme (UNDP). The content does not represent the view of the International Trade Centre (ITC) or UNDP.

Quantitative Export Factsheet

Kidney Beans to Kazakhstan

March 2023

Introduction

This Quantitative Export Factsheet provides essential and strategic information about exporting Kidney beans HS code 07.13.33 from Kyrgyzstan to Kazakhstan. With recent data from trusted sources and a forward-looking view, this document describes market behaviours and regulations to comply with in order to get access to it by seizing - where available - any existing trade preferences.

Product



Kidney beans are used as a food product and are considered easily digestible protein. It is an alternative to meat nutrition for vegetarians and during fasting. White beans contain up to 20% protein, not inferior to meat protein in its nutritional value and digestible by 70 - 80%.

Opportunity summary

Kyrgyz beans are a natural product grown in ecologically clean fields, one of the best in the world in terms of their characteristics.

Kidney beans have become the main agricultural crop of the Talas region, employing more than 76% of the region's population and cultivation of kidney beans intended almost entirely for export outside of Central Asia (more than 80%). (Source: stat.kg)

Total national production in 2021:	98000 t (Source: stat.kg)
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Total national exports in 2021:	39 449 000 USD
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Annual growth in value between 2020 and 2021:	-11% p.a.
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Export potential:	\$53 mn. The markets with greatest potential for Kyrgyzstan's exports of 071333 Kidney beans "Phaseolus vulgaris", dried & shelled are Russian Federation, Türkiye and United Kingdom. United Kingdom shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$5.8 mn.
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Target market



Capital city:	Astana
Major cities:	Astana, Almaty
Population:	19 mn.
Currency:	Tenge
Languages:	Kazakh
Main trade facts on imports of this product:	1 place in Central Asia
Dynamism of investment:	N/A
Country profile at:	https://www.akorda.kz/ru/republic_of_kazakhstan/kazakhstan

Target product

HS code:	07.13.33
HS description:	Dried, shelled kidney beans ""Phaseolus vulgaris"", whether or not skinned or split"
National tariff code:	0713331000 Dried, shelled kidney beans (Phaseolus vulgaris), whether or not skinned or split : Description not available at the 7-digit level and above 0713339000 Dried, shelled kidney beans (Phaseolus vulgaris), whether or not skinned or split : Description not available at the 7-digit level and above
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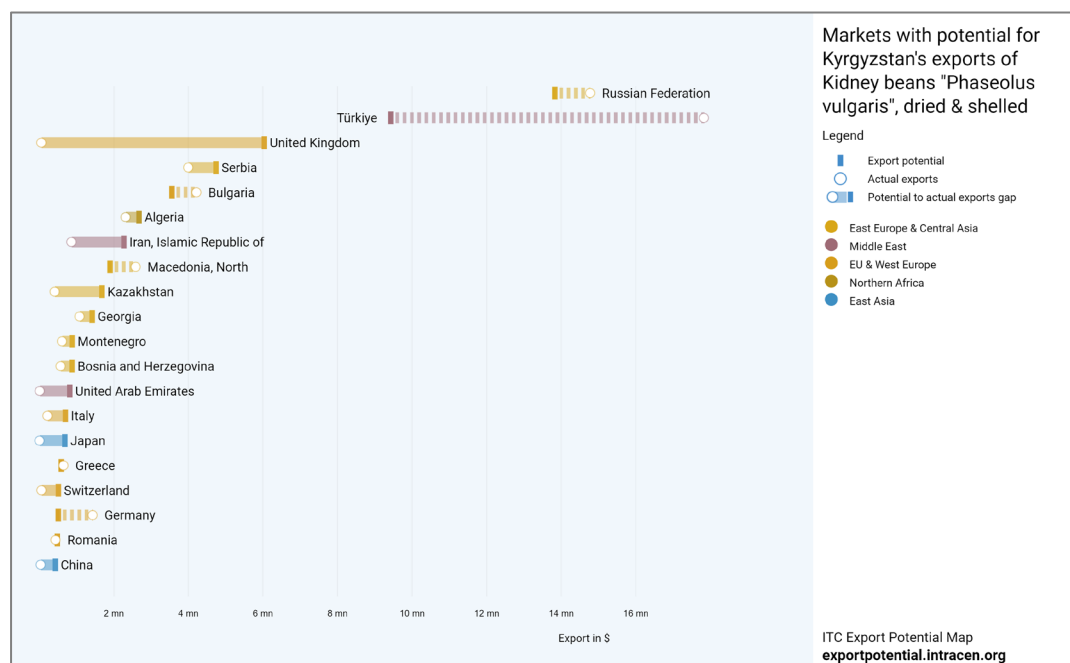
Trade potential at the macro level

Exporters of kidney beans can realize exports of:

- 1,5 mn USD to Kazakhstan by 2028, out of which 1,1 mn USD is still unrealized.

In addition, exporters can realize exports of:

- 108 000 USD to Uzbekistan by 2028, out of which 94 000 USD is still unrealized.
- 5,9 mn USD to United Kingdom by 2028, out of which 5,8 mn USD is still unrealized.



Size of the Market

In 2021, Kazakhstan imported 1 274 000 USD of Kidney beans from the world and was the 87th country in world imports of that product. Its total imports represented 0,1% of world imports of the product. In the same year, Kazakhstan imported USD 535 000 of Kidney beans from Kyrgyzstan, which means Kyrgyzstan has a 45 % of Kazakhstan's imports.

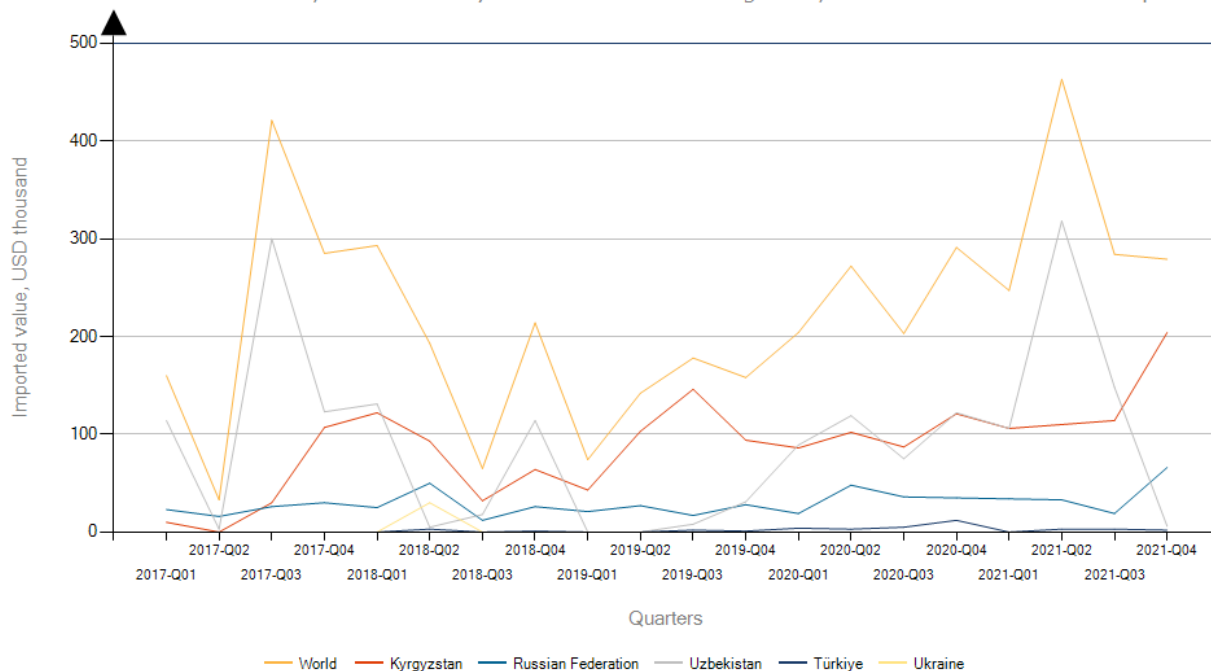
Dynamism of the Market

Over the last five years, the value of Kazakhstan's imports from the world of Kidney beans grew by 10% per annum. This market performance was better than the world's growth in imports of Kidney beans, which grew by 4%. Therefore, Kazakhstan share in world imports of Kidney beans has been increasing.

This dynamic continues because, over the period 2020-2021, the growth rate of imports was 31%.

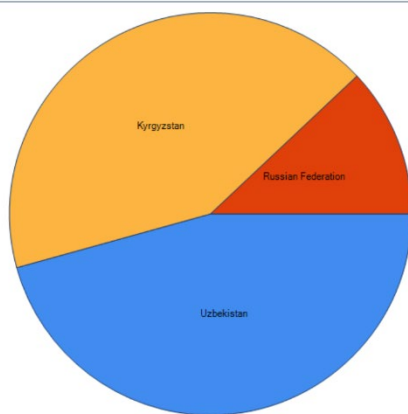
The value of Kazakhstan's imports from Kyrgyzstan grew by 33% per annum over the last five years, which compared with the overall market growth of 10% means Kyrgyzstan gained market share.

List of supplying markets for a product imported by Kazakhstan
 Product: 071333 "Dried, shelled kidney beans ""Phaseolus vulgaris"", whether or not skinned or split"



Competition

Supply to Kazakhstan’s market for Kidney Beans is concentrated, with the top three exporters, Uzbekistan; Kyrgyzstan; Russia Federation having market shares of 45,4%, 42% and 11,9% respectively.



- Among the top ten suppliers of kidney beans to the market, those that have increased their market share over the last five years include Kyrgyzstan; Russia Federation
- Besides Kyrgyzstan, other suppliers from “CATI region” include: Uzbekistan

Unit Value

Situation of Kazakhstan's import versus world's imports

The average unit value of Kazakhstan's imports of Kidney beans in 2021 was 812 USD. This was less than the world unit value for the product, which was of 1 100 USD.

Over the last five years, Kazakhstan's unit value has been appreciating. Indeed, the annual growth in value over this period 10 % p.a. was faster than the annual growth in quantity 8 % p.a. The trend was the same at a global level, as the world unit value for kidney beans was appreciating during this period.

Situation of Kyrgyzstan's exports to the Kazakhstan

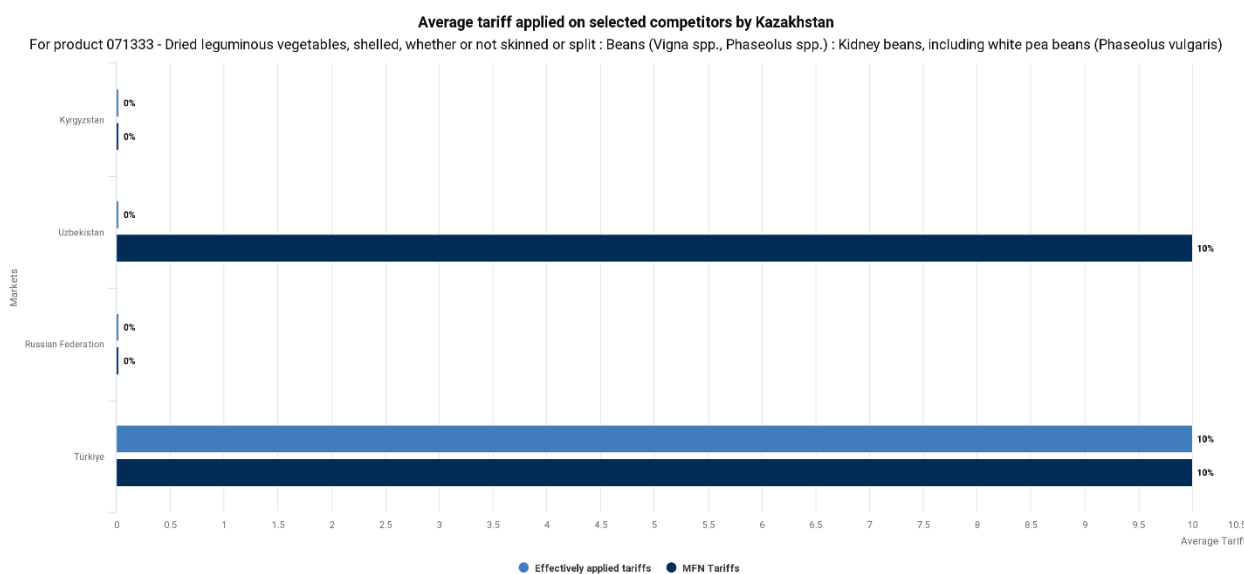
The unit value of Kazakhstan when importing from Kyrgyzstan was 1037 USD, which is higher than average unit value in the market 812 USD. Kazakhstan's unit value has appreciated over the last two years in this market.

Market Access

Kyrgyzstan benefits from preferential market access in Kazakhstan for kidney beans.

Relevant preferential trade agreements include: Regional Group, Eurasian Economic Union (EEU)

The following table shows the tariffs applied to Kyrgyzstan compared with those applied to the main competitors in Kazakhstan.



Descriptions aren't available on ITC Market Access Map;

Dried, shelled kidney beans (*Phaseolus vulgaris*), whether or not skinned or split

0713331000 - 0%

0713339000 - 0%

- Apart from the top three suppliers, other competitors having preferential tariffs in Kazakhstan include: Uzbekistan and Russia Federation.
- Kazakhstan does not apply any trade remedy on the selected product.
- We are both members of the Eurasian Economic Union, so 0% taxes

Certificate of origin:

To benefit from preferential market access to Kazakhstan, no need for exporters from Kyrgyzstan to comply with Rules of Origin due to membership in Regional Group, Eurasian Economic Union (EEU)

To export Kidney beans to Kazakhstan, exporters from Kyrgyzstan need to comply with compulsory market access requirements (non-tariff measures). Details are summarised as follows:

- Compulsory requirements: 45

For example: Article 8. Labeling with a single circulation of products on market of states - Customs Union

1. Grain related to safety and past

confirmation of confirmation of conformity in accordance with Article 7 of this technical regulation must be marked with a single circulation of products on the markets of the states - the Customs Union.

Grain is labeled as a single product on the market of the member states of the Customs Union upon its approval of this technical regulation, as well as other technical regulations of the Customs Union, and the actions apply to it.

2. Unified sign of product circulation on the market of the Member States of Customs origin in connection with the transfer or inclusion in the documents in case of application in bulk. A single form for the return of products on the market of the Member States of the Customs Union to regulated methods, ensuring a clear and distinct image throughout the entire shelf life of the consumer.

"Technical regulation of Customs Union ""On foodstuff safety"" confirmed by Decision of December 9, 2011 No. 880 (CU TR 021/2011)"

For example: Article 5. Rules of circulation on the market

1. Food products are put into circulation on the market if they comply with this

technical regulation, as well as other technical regulations of the Customs Union, which apply to it.

2. Food products that comply with the requirements of this technical regulation, other technical regulations of the Customs Union, which apply to it, and that have passed the assessment (confirmation) of conformity, are marked with a single mark of product circulation on the market of the Member States of the Customs Union.

3. Food products in circulation, including food (food) raw materials, must be accompanied by a shipping document.

Furthermore, there are some recent updates on new non-tariff measures notified by the World Trade Organisation (WTO) members:

- WTO notifications: No new notification from 2021

While there were no notifications pertaining to kidney beans at the time of preparing this Quantitative Export Factsheet, exporters are advised to regularly check <https://epingalert.org> to identify possible new sanitary or phytosanitary measures (SPS) and technical barriers to trade (TBT) notified by Kyrgyzstan to the World Trade Organisation (WTO).

Sustainability and voluntary standards

Private standards for environmental protection, worker and labour rights, economic development, quality, and food safety, as well as business ethics might be of interest for final consumers in Kazakhstan: [GLOBALG.A.P. Risk Assessment on Social Practice \(GRASP\)](#)

The GLOBALG.A.P. Integrated Farm Assurance (IFA) Standard covers the certification of the whole agricultural production process of the product from before the plant is in the ground (origin and propagation material control points) or from when the animal enters the production process to non-processed product (no processing, manufacturing or slaughtering is covered, except for the first level in Aquaculture). Only products included in the GLOBALG.A.P. product list, published on the GLOBALG.A.P. website, can be registered for certification.

The GLOBALG.A.P. Risk Assessment on Social Practice (GRASP) can be done at the same time as the GLOBALG.A.P. audit – so minimal additional costs will be required.

The standard is designed to:

- *improve your farm social management system.*
- *strengthen your workers' rights and enhances their sense of responsibility towards the farm.*
- *reduce costs of fluctuation as it helps you retain good and qualified workers.*
- *reduce costs of accidents and breakdowns as it supports clear communication.*
- *create a positive working environment by establishing clearer terms and duties.*
- *encourage worker participation and so helps you innovate.*
- *demonstrate your commitment to social responsibility.*
- *raise your standing among suppliers and buyers.*
- *reduce your risk for social non-compliances.*

Potential Business Partners

CATI Portal and TradeMap provide contact details and information on companies that import the product in Kazakhstan. Some examples are provided below:

Company name	City	Website
CORASOL ASIA, TOO	Shuchinskaya G. A.	-

Other promising markets by 2028

- In the Central Asian region:

Uzbekistan is one of the potential market for CIS countries and tariff for Kyrgyzstan 0%.

- In the world:

United Kingdom shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth \$5.8 mn.

Additional information

From my point of view, all of the ITC's tools are the best for exporters to analyse Market Access, Market Zoom, and Market Entry.

Data sources

- CATI Portal <https://catiportal.org>
- ITC Trade Map - <https://www.trademap.org>
- ITC Market Access Map - <https://www.macmap.org>
- ITC Export Potential Map – <https://exportpotential.intracen.org/en/>
- ITC Standards Map - <https://standardsmap.org/en/home>

More questions on opportunities in the CATI region

The Central Asian Trade Intelligence Portal provides a network of resources in 4 partner countries which, in association with local institutions, provide information to trade-related enquiries. Visit www.catiportal.org

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