AETEK®

EUROPE ⇄ CENTRAL ASIA

Building Business Between Europe and Central Asia.

Market Access · Business Development · Procurement · Strategic Partnerships

KAZAKHSTAN UZBEKISTAN KYRGYZSTAN TAJIKISTAN TURKMENISTAN

WWW.AETEK.EU

AETEK connects European industrial technology and expertise with the growing markets of Central Asia.

We support European companies in developing business in Kazakhstan, Uzbekistan and the wider region — while helping Central Asian industrial companies access qualified technologies, manufacturers and suppliers in Europe.

EUROPE

- Technology
- Manufacturing
- Engineering

CENTRAL ASIA

- Demand
- Projects
- Growth

> We do not stop at market analysis.
> **We develop business.**

25+
Years of B2B experience

8
Industrial sectors

3
Working languages

6k+
Leads generated

From Market Potential to Business.

Successful market entry requires more than products and contacts. We combine market knowledge with hands-on commercial execution.

01

Market

Identify real opportunities, not just reports.

- Demand screening by industry and region
- Project and tender pipeline mapping
- Competitor and pricing overview

02

Access

Create direct access to decision-makers.

- Qualified introductions to industrial buyers
- Meetings, site visits and trade fairs
- In Russian, German and English

03

Business

Develop customers, partners and contracts.

- Offers and negotiation support
- Distributor, agent and partner selection
- Contract, payment and delivery terms

04

Growth

Turn potential into sustainable revenue.

- Key account and pipeline management
- After-sales and service structures
- Scaling towards a local presence

Trade fairs create visibility.
A market requires continuity.

03 — SERVICES

What We Do

Market Entry & Representation

External and fractional business development — enter Central Asia without building your own regional organization from day one.

Business Development BDaaS

Customers, partners and contracts — developed on the ground, not from a slide deck.

Industrial Procurement

European technologies, manufacturers and suppliers for Central Asian industry — specified correctly, delivered on terms that hold.

Project Development

Modernisation, local assembly, joint ventures and service hubs — developed to the point of decision.

Market Intelligence

Demand, projects and competitors — verified on the ground, not compiled from databases.

Strategic Partnerships

Distributors, service partners, licensees and joint ventures — chosen on evidence, structured to last.

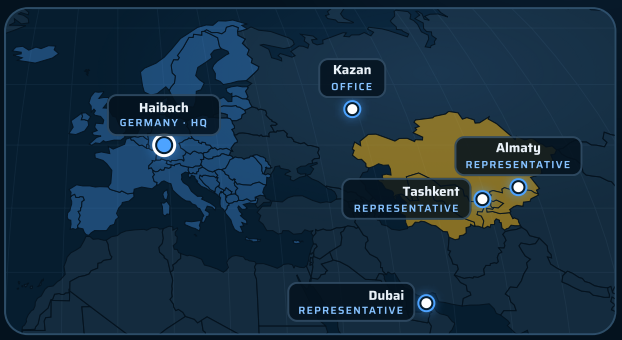
04 — INDUSTRIAL FOCUS

Mining & Metals | Energy | Process Industry | Machinery & Equipment | Industrial Technologies | Infrastructure | Industrial Services | Recycling & Environment

OUR FOOTPRINT

Local presence. Regional reach.

Headquartered in Germany, on the ground in Kazan and Almaty — present at both ends of the corridor between European supply and Central Asian demand.



Kazakhstan Қазақстан — ASTANA

Central Asia's largest economy — more than half of the region's GDP.

Uzbekistan O'zbekiston — TASHKENT

Machinery and equipment make up about a third of all imports.

Kyrgyzstan Кыргызстан — BISHKEK

EAEU member with duty-free access to ~185 million people.

Tajikistan Тоҷикистон — DUSHANBE

Home of Rogun, set to become the world's tallest dam.

Turkmenistan Türkmenistan — ASHGABAT

The world's fourth-largest proven natural gas reserves.

LET'S DO IT

Let's Develop Business.

EUROPE → CENTRAL ASIA

For European companies

Build your business in Central Asia without immediately building your own regional organization.

CENTRAL ASIA → EUROPE

For Central Asian companies

Access European technologies, suppliers and industrial partners.

PROVEN IN EXECUTION · SINCE 1998

25+ years of execution, not theory.

Market development, customer acquisition, technical-commercial project work, local service, partners, certification, logistics and localisation — built and run as one commercial system.

German · Russian · English

NEXT STEP

Tell us what you build and where you stand today. We will come back with an honest first assessment of the fit.

From market potential to business.

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SCAN

AETEK