Retail NEXT Central Asia: The Future of Trade and FMCG June 11, 2025

Venue: Astana, International Exhibition Center, Mangilik El avenue, 53/1, 2 floor, Right wing, conference hall

TIME	SESSION TITLE WITH SPEAKERS
10:30-11:00	Official opening ceremony of Expo Forum
	Moderator: Zhiger Azbergenov, journalist Welcome speeches: 1. Arman Shakkaliyev, minister of Trade and Integration of the Republic of Kazakhstan 2. Dr. Gholamreza Nouri, minister of Agriculture of Islamic Republic of Iran 3. H.E. Mr. Han Chunlin, Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to the Republic of Kazakhstan
	4. H.E. Mr. Nauman Bashir Bhatti, Ambassador Extraordinary and Plenipotentiary of the Islamic Republic of Pakistan to the Republic of Kazakhstan
11:00-12:00	Plenary Session: Kazakhstan – A Strategic Hub of Eurasia : Trade, Transit, Integration, and Partnership
	Moderator: Zhiger Azbergenov, journalist Speakers:
	 Aset Nusupov, Vice Minister of Trade and Integration of the Republic of Kazakhstan Sanat Zholdykhan, Chairman of the Board, National Agency for Innovation Development "Qazinnovations"
	4. Damir Meirambekov, Managing Director for E-commerce and Parcel Business, Kazpost Topic: Development and Industrial Solutions as Drivers of Growth
	5. Azamat Kozhanov, Deputy Chairman of the Management Board, "KAZAKH INVEST" National Company JSC
	Topic: Investment Opportunities in Kazakhstan 6. Murat Bapayev, Deputy Chairman of the Board, DAMU Entrepreneurship Development
	Fund
	Topic: Support measures to SME
12:00-13:00	CEO Talks: Retail Leaders — Heading towards 2025:
	Moderator: Rusian Sultanov, economist, founder of economykz.org, author of the Telegram channel Tengenomika Speakers:
	1. Chingiz Sher, Representative of Alibaba in Central Asia (China)
	Topic: Buy Globally, Sell Globally 2. Molder Rysaliyeva, Chairperson of the Board, Halyk Finservice (Halyk Market)
	Topic: Key Trends in the Development of E-commerce in Kazakhstan. A View from Halyk Market
	3. Stanislav Bogdanov, Chairman of the Retail Companies Association (AKORT, Russia) Topic: Retail's Role in the Development of Transnational Trade: Challenges and Solutions 4. Kazbek Kuzhimov, Corporate Affairs Director, Wildberries Kazakhstan
	Topic: E-commerce Trends in Kazakhstan: Wildberries' Experience
	5. Yerlan Yesimseitov, Executive Director of Freedom Lifestyle Table: The Future of Drees Deliver Freedom Via Experience and Plans
	Topic: The Future of Drone Delivery: Freedom X's Experience and Plans
	Signing of memorandum
14:00-15:00	Session 1: Marketplace Dynamics – How to Work with Digital Storefronts in an Era of Hypercompetition

Moderator: Dmitry Kazantsev, Financial Consultant

1. Anton Khon, Head of Accounting, Yandex Qazaqstan

Speakers:

Topic: New Growth Points in the Era of Hypercompetition: How E-commerce Businesses Can Earn Even More

2. Umid Khoshimov, COO, Korzinka Go (Uzbekistan)

Topic: Speed, Data and Fulfillment: How We Stay Ahead in Hypercompetitive E-commerce

3. Zhanibek Iskakov, Deputy CEO for Development, TEEZ

Topic: Marketplace with a Unique Business Model and Global Potential

4. Alexander Polorotov, Co-founder, Datanomix.pro

Topic: Al Assistants vs. The Long Tail: How Marketplaces and Retailers Unlock Profit and Cut Costs via Autonomous Supplier Negotiations

5. Ainur Rakhimzhanova, Head of Marketplace Department, LAMODA.KZ

Topic: How to Effectively Use Marketplaces in the Fashion Industry

15:00-16:00

Session 2: Retail Access 2025 — From Local to Leader. How to Get on the Shelf and Stay in the Game

Moderator: Timur Serzhanov, Journalist, Media Expert

Speakers:

1. Damir Digai, Vice President, Shin-line Group, Member of the VII Convocation Maslikhat

Topic: Launching and Scaling CU Stores in Kazakhstan

2. Diyar Sarsenov, Head of Category Management, Sportmaster Kazakhstan

Topic: Omni-transformation. New Supplier Requirements: No Longer a Trend but a Standard

3. Ilya Vidyaev, Head of Sales, Kimberly-Clark Kazakhstan

Topic: Partnership of the Future – Win for All. How Kimberly-Clark Adapts and What It Offers Partners

4. Nursultan Muratbekov, CEO & Co-founder, Parfum De Vie

Topic: How to Create and Scale a Kazakhstani Perfume Brand

5. Dulat Meirbayev, COO, Evrika Retail Group

Topic: Electronics Market Transformation: Evrika's Perspective

16:00-17:00

Session 3: Infrastructure Ahead of the Curve — Logistics & Fulfillment in the Age of Instant Decisions

Moderator: Kuanish Taishibekov, Industry Expert, Owner of the News Agency

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Speakers:

1. Hu Zhuici, General Director, Qazpost – YTO Express

Topic: Integration of Qazpost and YTO: Synergy of National Infrastructure and International Expertise for End-to-End Logistics

2. Roman Pak, Director, IBC GLOBAL (Central Asia)

Topic: Warehouse Real Estate Market Overview

3. Adilzhan Oyshynov, Managing Director, GxP Training LLP

Topic: Modern Challenges in Storage and Distribution of Medicines and Medical Devices

4. Anton Ivanov, Head of Warehouse Logistics, TEEZ

Topic: Next-Gen Fulfillment: Why One-Day Delivery Changes Everything

5. Miras Kusanov, director of MOVATO LLP Kazakhstan

17:00-17:10

Closing of Forum