



Kazakhstan established rules for direct sales

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If you are interested in additional information, please contact us.

In brief

The Minister of Trade and Integration approved the Rules for retail trade outside of trading places through network marketing, public distributors, mail order and other means (the “Rules”).

In details

The Rules apply to entities engaged in retail trade outside trading places by:

- network marketing;
- public distributors;
- sales by mail;
- through means of telecommunications, electronic communications, including the Internet and in other ways.

According to the Rules, goods assortment is determined by seller. At the same time, each unit of goods should be packed, packaged, unless otherwise provided by contract, or does not follow from the nature of goods themselves.

Fee for completing the order, cost of delivering goods to buyer, and for provision of other additional services, is included in the cost of the order. Goods of inadequate quality are subject to replacement, return, or seller may eliminate the defects at his own expense or compensate buyer for the costs of their elimination.

Please note that orders should be made on forms in two counterparts and contain: order serial number, data of seller and buyer, name, price, quantity, total cost of goods, cost of additional services provided, date and time of receipt and order execution, signature and address of buyer, as well as other agreed terms.

The Rules come into force on 27 March 2022.

Are you interested in this topic?

We would be pleased to discuss with you the above information and how it can impact your business.

If you are interested in additional information, please contact PwC specialists working as part of a group serving your company, or to any of the persons listed.