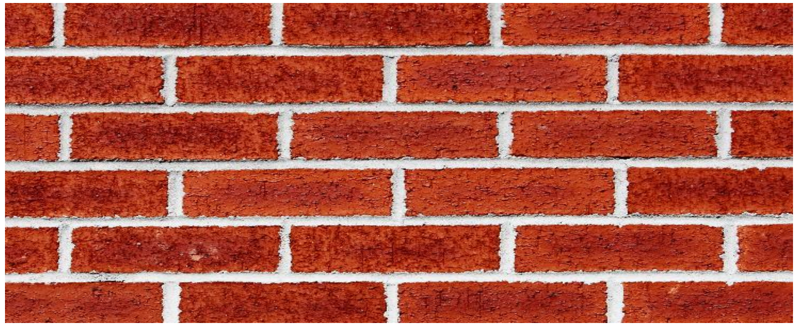
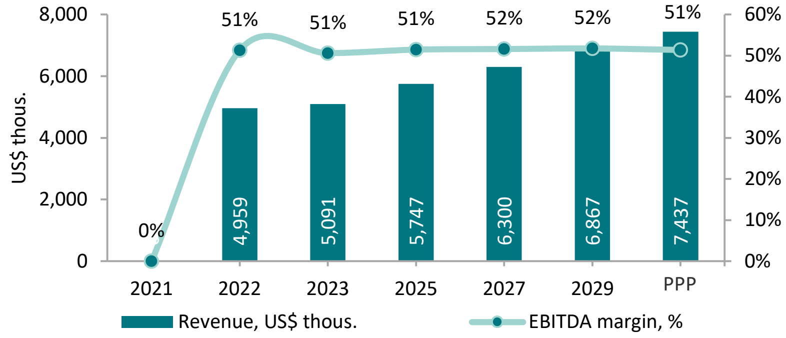
Deloitte.

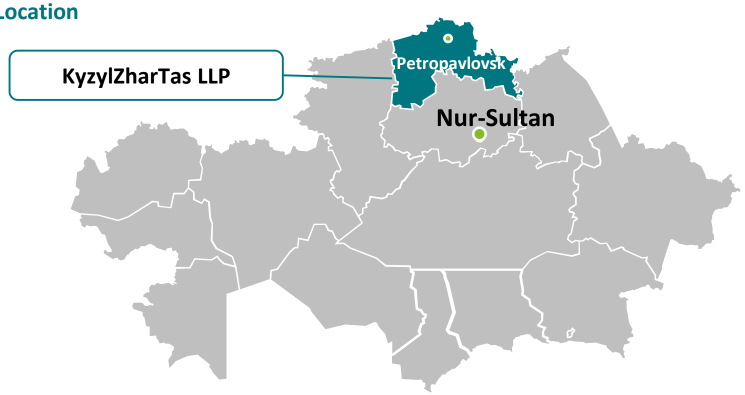


Construction of a brick factory in North Kazakhstan Region

Project profitability



Location



Commercial products

Annual production: 45 million units of ceramic brick of grade M-125

Project description

This investment project envisages the construction of a ceramic brick factory with a capacity of 50 million units/year in Petropavlovsk, North Kazakhstan region. The factory will be built on a 27-hectare site in the city's industrial zone. It is expected that for the Project implementation the Mayor's Office of North Kazakhstan Region will allocate a clay deposit free of charge.

Company

KyzylZharTas LLP is a project company for the implementation of the brick factory construction project. The company is part of the Zaman Group. The group is represented by enterprises of the mining, metallurgical and machine-building industries, manufacturing enterprises, financial sector organizations and large breeding farms.

Market

- According to Fitch Solutions forecasts, the market size of the global construction industry is expected to reach US$ 5,460 billion in 2022, of which 53.4% or US$ 2,914 billion will go to emerging economies.
- According to MarketLine forecasts, the market size of the construction industry will amount to US$ 21,623 million in 2024, increasing at CAGR of 6% for the period of 2021-2024.

Investment attractiveness of the project:

Investment – US$ 14,425 thousand
Project NPV – US$ 3,976 thousand
IRR – 21.6%
Payback period – 6.5 years

What is the attractiveness of the project?

- **Availability of own raw material base and railway infrastructure** will reduce manufacturing costs, operating expenses and transportation costs, as well as ensure the proper quality of products. The Group has subsoil use rights to grade B3 brown coal at Sarykol deposit. The plant has a railway line from Ushkulun station to Sarykol station in Bayanaul district of Pavlodar region.
- **Stable demand for products.** There is a growing demand for products on the market driven by the development of the real estate market due to an increase in the supply of primary and secondary housing, implemented state programmes and an increase in the population welfare.

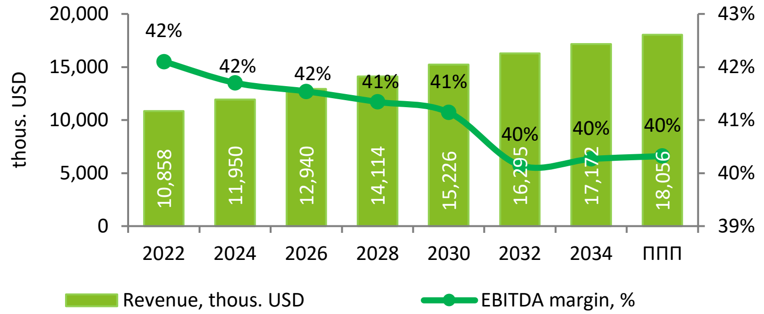
Investment proposal

The Project requires investment of US$ 14,425 thousand, of which:

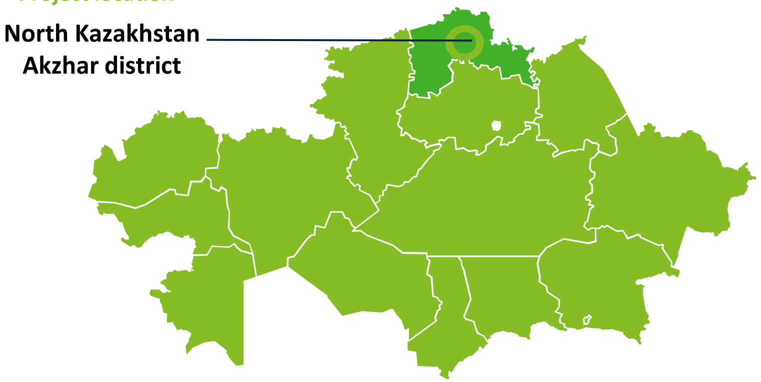
- 70% (US$ 10,097 thousand) – debt financing subject to collateral;
- from 30% (US$ 4,328 thousand) – Investor participation;

The proposed financing structure and state support measures are indicative. The final financing structure and Project interests will be determined based on the results of negotiations with the investor.

Project profitability



Project location



Creation of pork production complex

Annual capacity:

- pork – 2,268 thousand tons
- by-products – 425 thousand tons

Import of pork in China in 2020 – 4, 304 thousand tons

Project investment attractiveness :

Investment – 27,723 thousand USD

Project NPV – 8,023 thousand USD

IRR – 18.5%

Payback period – 6.8 years

Project

The investment project plans for the construction of a pig farm with a capacity of 40 thousands pigs and a feed mill with a capacity of 10 tons / hour.

A contract was signed for the lease of 40 hectares of land for pig farm construction and 10 hectares for feed mill construction.

The project is focused on the development and increase of the country's export potential in the markets of China and Russia.

Company

Petropavlagro LLP was established for the implementation of the project. The company's management has professional knowledge in engineering construction and law.

Market

- According to the OECD and UN FAO forecasts, the global consumption of this type of meat will increase as the market recovers from the African swine fever from 2021. The CAGR in 2021-2029 will be 1.75%. Pork consumption is projected to increase by 9.2% by 2023.
- At the same time, these forecasts indicate an increase in per capita pork consumption. In 2020, this figure was 10.7 kg per person, and by 2029 it is forecasted to grow by 11.8 kg per person.
- The largest consumer of pork in the world is China, with 39% of global consumption. The Southeast Asian Countries, the EU countries, the USA and Russia are also major pork consumers.

What is the project's attractiveness?

- **Favorable location.** The location of the complex was chosen optimally, taking into account the distance from large settlements, which corresponds to the Company's strategy to ensure maximum biosecurity of facilities, but at the same time, it allows the Company to significantly reduce logistics costs when delivering products to end consumers in Russia and China. The climatic conditions of the selected region are favorable for pig breeding. On the territory of the site and nearby there are ground communications: railway, high-voltage power line, as well as underground cable communication lines (telephone and Internet), sewerage, water supply.
- **Independence from feed supplies and feed quality control.** Under the Project, it is planned to build a feed, which meets the advanced global quality and biosafety standards. This will reduce feed costs, including shipping costs, as well as ensure feed quality and reduce the risk of supply chain disruption.

Investment proposal

The Project requires investment of US$ 27,723 thousand, of which:

- 70% (19,406 US$ thousand) – debt financing subject to collateral;
- From 30% (8,317 US$ thousand) – participation of Investor.

The proposed financing structure and state support measures are indicative. The final financing structure and Project interests will be determined based on the results of negotiations with the investor.

Expansion of a modern pig farm to a capacity of 500,000 heads
Agro-Industrial complex

KAZAKH INVEST
Investment proposal
August 2020

Project idea:
The project envisages an expansion of an existing pig farm from a capacity of 50,000 heads to 500,000 heads. Project implementation will create around 240 additional jobs.

Project location:
Taiynsha district of North Kazakhstan oblast

Project Initiator:
EMC Agro LLP

Production capacity:
51 thousand tons of finished products (2026), of which meat on bone is 68%, sausage products - 24% and offal - 8%. 86% of the total volume of finished products comes from slaughtering of pigs and 14% – from cattle.

Sales market:
The company plans to export 70% of its manufactured goods to China and sell the rest on the domestic market through distribution networks.

Production process:
An economically justified technological scheme for organizing pig breeding is considered to be a process with a complete production cycle, including the reproduction of piglets, nursery and feeding until the stage of commodity items. This mechanism provides a steady reproduction and formation of the herd, as well as the flow rate and uniformity of the arrival of young stock for fattening.

Investment attractiveness of the Project

Indicator	Results
Investment amount, US$ thousand	126,866
Project NPV, US$ thousand	121,368
IRR, %	26.4%
EBITDA margin, %	22%
Payback period, years	8.2
Discounted payback period, years	10.2

Investment structure

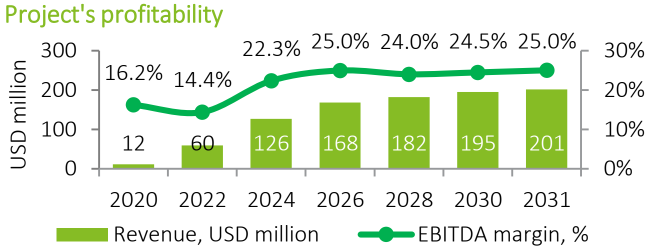
Construction and assembly work	53.2%	$67.52 million
Machinery and equipment	26%	$33 million
Initial working capital	8.1%	$10.27 million
Primal biological assets	5.4%	$6.86 million
Others	7.3%	$9.21 million

Prerequisites for the Project implementation
Food base. The pig farm is located in the center of the grain region of Kazakhstan, rich in cultivated wheat, rapeseed, and soy. Availability of high-quality and inexpensive feed is one of the key conditions for pig farming and gives a significant competitive advantage. EMC Agro LLP purchases feed from the sister companies Aziaagrofud JSC and Bio Operations LLP (5 km from the pig farm).

Export to China. Over the past 5 years, China's pork imports have increased 2.6 times and amounted to 2 million tonnes in 2019. It is expected that this indicator will grow due to the decline in the volume of domestic pork production. According to the agricultural survey 2020-2029 of the Ministry of agriculture of the People's Republic of China, it is expected that in 2020 pork production will decrease to 39 million tons (-9.2% by 2019) due to the African swine fever in China (hereinafter-ASF) and COVID-19. It is planned to include EMC Agro LLP in the Register of The General Customs Administration of the People's Republic of China as a potential pork exporter to China.

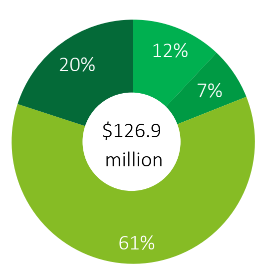
Availability of the necessary infrastructure and qualification
The Initiator manages a modern pig farm, has a land plot with all engineering and technical communications. The pig complex, where technological processes are automated, includes: reproductive farm, artificial insemination station, growing and fattening farm, meat processing plant, own veterinary service, and equipped laboratory.

Project's profitability



Financing structure

- Initiator equity
  12% ($15 million)
- Participation of the Fund (KIDF or KCM)
  7% ($9 million)
- Debt financing subject to collateral
  61% ($76.9 million)
- Participation of the Investor
  From 20% ($26 million)



The proposed financing structure is indicative, the final financing and Project participation structures will be determined based on the results of negotiations with the Investor.

Deloitte.

Construction of an oil extraction plant

KAZAKH INVEST
Investment proposal
August 2020

Agro-industrial complex

Project Description:

The construction of an oil extraction plant for the production of vegetable oils in North Kazakhstan oblast provides for the use of a combined process of processing up to 847 thousand tons of sunflower seeds, rapeseed and soybeans annually. The project provides for the creation of 364 jobs.

Estimated sales volumes and markets:

- on the domestic market - 145.4 thousand tons per year, including oil in the amount of 34.1 thousand tons, flakes - 58.1 thousand tons, fuel pellets - 51.4 thousand tons, vegetable lecithin - 1.8 thousand tons
- for export - 522.5 thousand tons per year, of which: oil - 193.5 thousand tons, meal - 329.0 thousand tons.

The plant's products are planned to be sold through its own trading house:

Location of the Project:

Petropavl, North Kazakhstan oblast, Kazakhstan

Initiator of the project:

LLP "Petropavlovsk Oil Extraction Plant"

Key investment indicators of the Project

Indicator	Results
Investment amount, US$ mill.	179.0
Project NPV, US$ mill.	252.3
IRR, %	25.5%
EBITDA margin, %	20.22%
Payback period, years	6.4
Discounted payback period, years	8.6

Investment structure

Construction and assembly work	41%	*$73.6* million
Machinery and equipment	51%	*$91.4* million
Other expenses	8%	*$14,1* million

Prerequisites for Project implementation

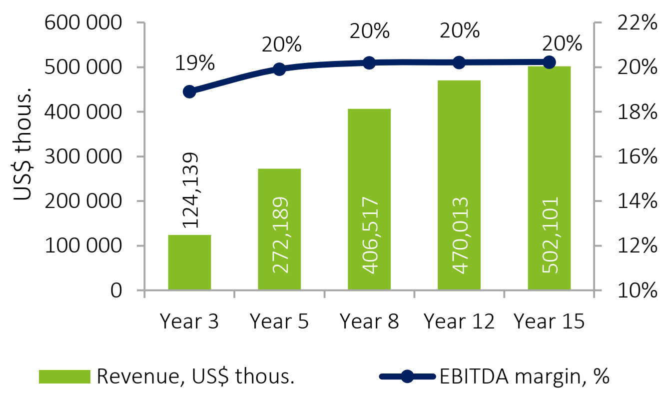
Rich raw material base - The gross harvest of sunflower, rapeseed and soybean seeds in Kazakhstan in 2019 amounted to 918, 241 and 282 thous. tons.

Price differential with neighboring countries. In general, there is a disparity in prices in Kazakhstan in comparison with prices for products in neighboring countries, which justifies the increased export of oilseeds from Kazakhstan in a number of positions.

Qualified staff. The company attracts qualified personnel for effective production management, as well as with scientific and practical experience in the selection of oilseed varieties with increased consumer properties.

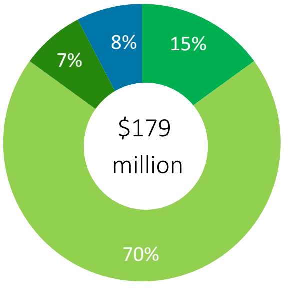
A reliable partner and modern plant equipment. The Exoil Group has significant experience in processing, trading of oilseeds and grains, port handling and logistics. In 2016, the group put into operation a similar project for the production and deep processing of oilseeds with a capacity of 2,000 tons per day in the Lipetsk oblast, RF.

Project profitability



Financing structure

- Initiator equity *15% ($26.9 million)*
- Debt financing subject to collateral *70% ($125.3 million)*
- Participation of the Fund (KIDF or KCM) *7,35% ($13.1 million)*
- Participation of the Investor *from 7,65% ($13.7 million)*



The proposed financing structure is indicative, the final financing and Project participation structures will be determined based on the results of negotiations with the Investor.

Deloitte.

Full-cycle enterprise for fattening cattle, processing and sale of beef

Agricultural sector

KAZAKH INVEST
Investment proposal
November 2020

Project summary

The project provides for the organization of a cattle breeding farm with subsequent processing and sale of beef meat in Semey, East Kazakhstan region.

The initiator owns the necessary infrastructure for the implementation of the project: the building of the former meat processing plant (now defunct) with an adjacent land plot of 29 ha. The necessary engineering and technical communications have been brought to the place of the Project implementation. Within the Project 103 jobs are expected to be created.

Project Initiator: Sembell LLP
The company owns two feedlots: Sembell LLP, launched in 2016 in Zharma region of East Kazakhstan region with a one-time keeping of 3,000 bull calves and located in Pavlodar region with a one-time keeping of 3,000 bull calves (My Feedlot LLP).
To date, on the territory of My Feedlot LLP work is underway on the implementation of a 4.5 ha land plot irrigation project, which will allow the Company to provide its own feed for the existing livestock.

Project location:

Semey, East Kazakhstan region.

Marketed products and Project capacity:

22,251 tons of products and 162,000 units. skins and offal (heads) annually since 2023. Within the Project is planned to produce: chilled beef carcasses; offal.

Consumer markets: domestic market and export to China.

Investment attractiveness of the Project

Indicator	Results
Investment, US$ thousand	38,974
Project NPV, US$ thousand	55,145
IRR, %	18.3%
EBITDA margin, %	15%
Payback period, years	6.9
Discounted payback period, years	9.9

Investment structure

Construction and assembly work	29%	*$11.3 million*
Machinery and equipment	70%	*$27.4 million*
Other expenses	1%	*$0.3 million*

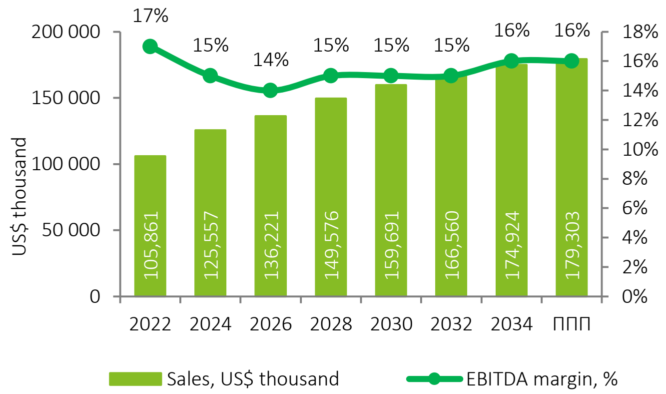
Prerequisites for Project implementation

Demand for beef meat .
In 2015-2019, there was a decrease in beef consumption in the country. In general, in 2015-2016, the average per capita consumption of beef reached 27 kg. In 2018, this indicator returned to normal at 28 kg. According to the OECD, the forecast for beef consumption in the country will stabilise by 2028 at 29.3 kg.

Favourable location.
The moderately cold climate of the Zharma region of the East Kazakhstan region is favourable for breeding gobies for further fattening of cattle. There is moderate rainfall throughout the year, even during the driest month. The temperature averages 4.3° C. Average annual precipitation is 200-300 mm.

Proximity to potential clients .
The location of the meat processing plant in Semey gives an advantage in proximity to the sales markets in the East Kazakhstan region with a population of 1.8 million people. Also, the strategically convenient location of the region for cross-border trade with the regions of the PRC and the Russian Federation will reduce transport costs when exporting products.

Project profitability

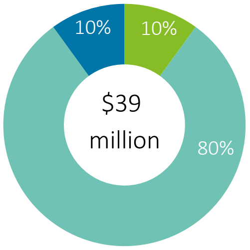


Financing structure

Initiator equity
10% ($3.9 million)

Debt financing subject to collateral
80% ($31.2 million)

Participation of the Investor
from 10% ($3.9 million)



The proposed financing structure is indicative, the final financing and Project participation structures will be determined based on the results of negotiations with the Investor.

Deloitte.

Construction of greenhouse complex in North Kazakhstan oblast

Agriculture-industrial complex

Project description:

The investment project provides for the construction of a 3 ha greenhouse complex for growing tomatoes and cucumbers per year with subsequent expansion to 10 ha, as well as the organization of year-round production of tomatoes and cucumbers in its own greenhouse and further sales in Petropavlovsk and neighboring regions of the Russian Federation.

The following tasks will be carried out within the project:

- construction of an industrial greenhouse will meet the needs of the domestic market, replace imports, as well as develop the proper level of export potential of the vegetable industry of the country;
- creation of 54 permanent jobs.

Location:

North Kazakhstan oblast, Petropavlovsk city, Yaroslav Gashek st., 3

Initiator:

Rim-KazAgro LLP is a 100% subsidiary of Raduga LLP. The enterprise belongs to the subjects of small and medium business.

Production volume:

1,200 tons of tomatoes and 1,300 tons of cucumbers per year

Target markets:

Petropavlovsk and border regions of Russia.

Key investment indicators

Indicator	Result
Investment amount, $US thousands	17,764
Project NPV, $US thousands	9,738
IRR, %	15.4%
EBITDA margin, %	70%
Payback period, years	9.5
Discounted payback period, years	14.7

Investment structure

Construction and assembly work	1%	*$0.1 million*
Machinery and equipment	73%	*$13 million*
Other capital expenses	26%	*$4.6* million

Market prerequisites

Dependence of the country on imports

Due to the climatic features of most regions of RK during the off-season there is a shortage of tomatoes and cucumbers. The deficit is covered by imports, which amounted to 38,9 thousand tons of tomatoes and 7.8 thousand tons of cucumbers in 2020.

Price differential with Russia

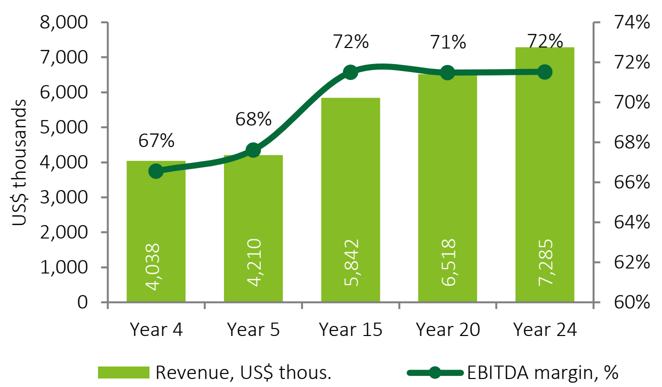
The average price of tomatoes in the border regions of the Russian Federation is 31% higher than prices in the country. Geographic proximity to Russia, a major tomato importer, provides convenient access to a target large and capacious market with a population of 19.4 million people.

Development of export supplies to foreign countries

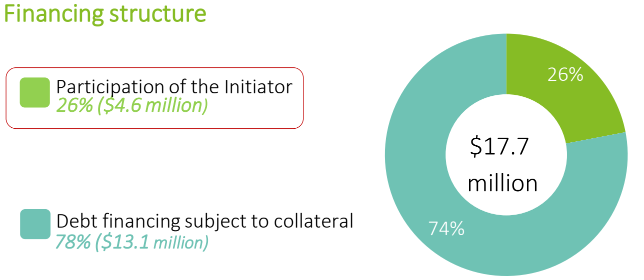
Exports of vegetables from RK are growing at a dynamic pace: in 2018 exports of tomatoes amounted to 30.4 thousand tons, of cucumbers – 7.4 tons.

Proximity to the Russia, a major importer of tomatoes and cucumbers, provides easy access to the target market. In 2019 Russia imported 558 thousand tons of tomatoes and 100 thousand tons of cucumbers.

Project profitability



Financing structure



The proposed financing structure is indicative, the final financing and Project participation structures will be determined based on the results of negotiations with the Investor.

Deloitte.

Production of flax oil

Project description

The project plan is to construct an oil plant with a capacity of 20 thousand tonnes of linseed oil per year. It is planned to install 10 acceptance points, to build a railway deadlock. The initiator of project has in his ownership necessary territory for the plant. He also land area of 16 thousand ha used for growing flax and rape seeds. It is also planned to purchase flax from small farms of the North-Kazakhstan region, that is one of the leaders in production of flax seeds in Kazakhstan.

Project location

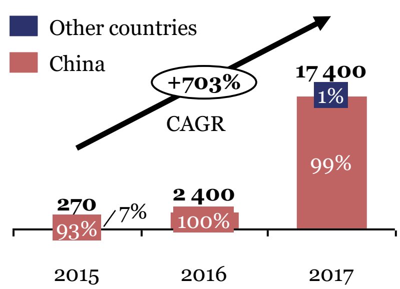
Investment highlights

Upfront investment	$20 MM
NPV	$36 MM
IRR	33%
Payback period	5 years

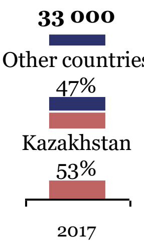
Market analysis

Kazakhstan exports most produced flax oil to China. The amount of arable land is 831 thd ha in Kazakhstan. There is a potential of exporting product to Japan.

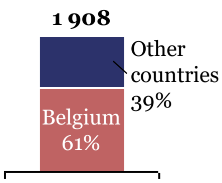
Flax oil export, tonnes



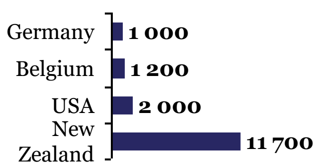
China's import volume, tonnes



Japan import, tonnes



Japan `s oil import prices, USD/tonne



Competitive advantage

I. High average oil yield from flax seeds in North Kazakhstan Region - 50% of the total mass. Usually the standard yield is 30-40%.

II. Kazakhstan has a cost advantage among other countries in exporting product to China.

China `s oil import prices in 2017, USD/tonne

Value proposition

This project allows to take advantage of **exporting product** having a **cost advantage** compared to other importers.

Target Investor Mandate

- Offtake large volumes of oil
- Be a supplier of technologies
- Long-term investments

Sources: Statistics Committee of the Ministry for national economy of the RK, UN Comtrade

Expansion of the duck production farm

Project description

The project plan is to expand production of ducks from 150 tonnes to 6 thousand tonnes of poultry meat per year and 3.3 million heads of poultry per year. The initiator is a large agricultural holding in the North Kazakhstan region, which produces grains, oilseeds, leguminous crops and breeds cattle. It also has 430 thousand hectares, 540 units in the machine-tractor park and a storage capacity of 550 thousand tonnes.

Project location

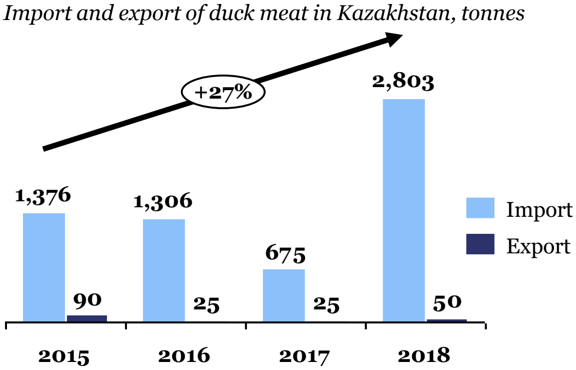
Investment highlights

Upfront investment	$26 MM
NPV	$13 MM
IRR	17%
Payback period	9 years

Market analysis

There is an increase in imports of duck meat over the past 4 years. The growth accounted for 27%, which shows an increase in demand for the product in the Kazakhstan market.

Import and export of duck meat in Kazakhstan, tonnes



During 2014-2017, main importers in Kazakhstan were the following countries: Hungary (58%), Russaia (28%) and USA (14%). At the same time, Kazakhstan exported duck meat to: Russia (28,24 tonnes) and UAE (0,01 tonnes).

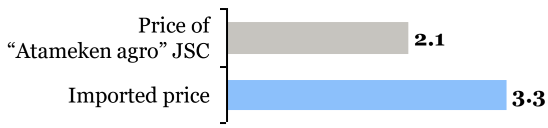
Target Investor Mandate

Competency to transfer technologies

Competitive advantage

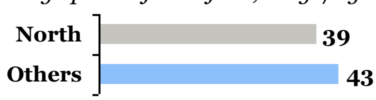
I. The sale price of duck meat, which JSC “Atameken agro” charges, is 35% lower than the price of imported duck meat.

Sale price of duck meat, thd USD/tonne



II. Average price of bird feed in North Kazakhstan region is 10% lower than the average price in other regions.

Average price of bird feed, tenge/kg



Bird feed is one of the main operating expenditures, which accounts for 60% of total operating expenditures.

Value proposition

The project allows to occupy a niche in the domestic market as the largest producer of duck meat and produce 6 000 tonnes of poultry meat per year.

Sources: Statistics Committee of the Ministry for national economy of the RK, Union of Poultry Farmers of Kazakhstan

Construction of the mining and metallurgical facility to mine and process tin ores

KAZAKH INVEST
Investment proposal
2020

Mining and smelting industry

Project overview

construction of the mining and metallurgical facility to process 2 million tons of ore at the Syrymbet deposit. Ore processing capacity will reach 2 million tons of ore per year.

Location: North-Kazakhstan Oblast, Aiyrtau district

Initiator: Tin One Mining JSC is operating based on a 30-year subsoil use license in Kazakhstan dated Sept. 23, 1998 (5 years of exploration and 25 years of mining)

Production:

Main products:

1) Tin concentrate - an average of 2,400 tons of tin in concentrate per year; 2) Tin sublimates - an average of 5,000 tons of tin in concentrate per year.
By-products:

1) Copper concentrate - an average of 2,600 tons of copper in concentrate per year; 2) Fluorite concentrate - an average of 178,414 tons of fluorite in concentrate per year

Sales market: Kazakhstan, China, Russia

Market assumptions

Available raw materials base

The Syrymbet deposit is Kazakhstan's only and world's biggest undeveloped deposit of explored and classified tin reserves, according to the JORC Code.

Import substitution and potential export

Tin is not produced in Kazakhstan, and the country is totally dependent on imports. Tin is imported from Indonesia, Russia, Belgium, Poland and China. In 2019, China imported $67.7 million worth of tin products.

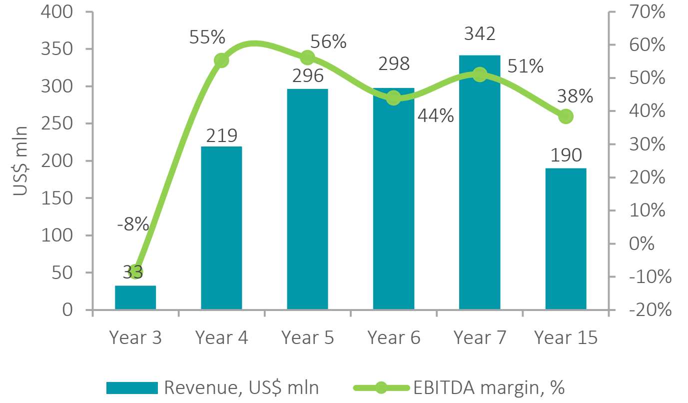
Rise in prices and demand

The world prices for tin and tin concentrate are currently rising due to the increasing demand for this product as a result of stabilization of the world economy. According to Thomson Reuters, global tin consumption will be 362 million tons by 2021.

Key investment indicators

Indicator	Result
Project implementation period, years	15
Investment, US$ thousands	289,314
Project NPV, US$ thousands	241,401
Project NPV, US$ thousands (without accounting for tax preferences)	167,854
IRR, %	49.6%
EBITDA return, %	39%
Payback period, years	5.3
Discounted payback period, years	5.8

Project profitability

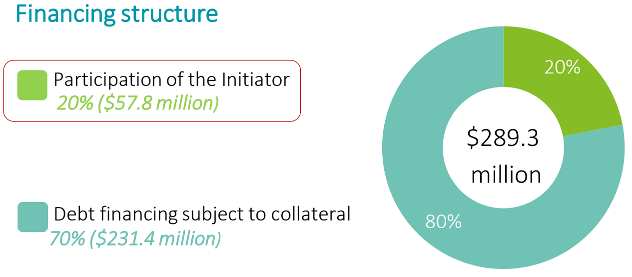


Investment structure

Construction and assembly work 61% ***$182,3 million***

Machinery and equipment 38% ***$107 million***

Financing structure



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Deloitte.

Construction of a sanitary paper product production plant

KAZAKH INVEST
Investment proposal
August 2020

Light industry

Project description:

Construction of a sanitary paper product production plant with creation of 37 new workplaces.

Project location:

North-Kazakhstan Oblast, Petropavlovsk

Project Initiator:

Raduga LLP main activities of which involve the production and distribution of consumer goods.

Product and output:

Toilet paper – 8 thousand tonnes/year;

Paper tissues – 0.5 thousand tonnes/year;

Paper towels – 0.6 thousand tonnes/year;

A4 office paper – 0.6 thousand tonnes/year.

Sales market:

The manufactured products are planned to be sold on the domestic market of the Republic of Kazakhstan through its own distribution network with branches in 10 cities: Petropavlovsk, Kokshetau, Nur-Sultan, Kostanay, etc.

Production process:

1. Production of paper base – semi-finished product from primary and secondary raw materials.
2. Rewinding of paper base, embossing, cutting, printing and packaging of finished products.

Key investment indicators of the Project

Indicator	Results
Investment amount, US$ thous.	9,422
Project NPV, US$ thous.	11,881
IRR, %	32.5%
EBITDA margin, %	36%
Payback period, years	5.5
Discounted payback period, years	6.9

Investment structure

Purchase of transport and equipment	14%	$1.4 million
Machinery and equipment	40%	$3.7 million
CAPEX	38%	$3.6 million
Other	8%	$0.7 million

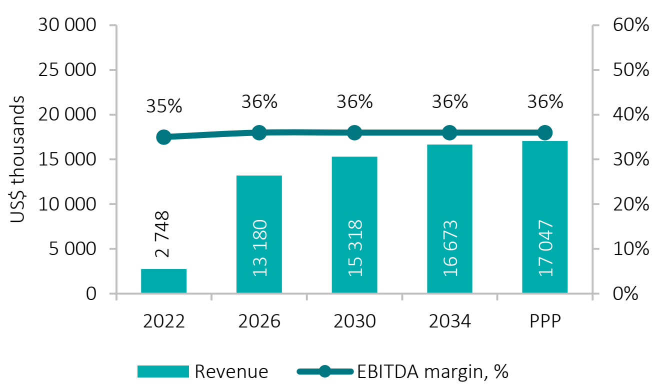
Prerequisites for Project implementation

The growth of paper product market. In comparison to other segments of the pulp and paper industry, the sector of a sanitary products is growing steadily. The total production of sanitary paper goods in Kazakhstan increased by 17% in 2019 (CAGR on average 14.2% over 5 years).

Import substitution. The share of imports in the structure of sanitary paper products consumption of the country is 46%. Thus, Kazakhstan had imported 37 thous. tonnes of toilet paper, paper tissues and towels in 2019. Therefore, an expansion of own production will reduce the amount of imported goods.

Export development. The total volume of exports of sanitary paper products in 2019 was 300 tonnes. The indicator had decreased by 32% in comparison to 2015. Considering the stable growth of the industry and the high demand for sanitary paper products, there is a potential for growth of export volumes.

Project profitability

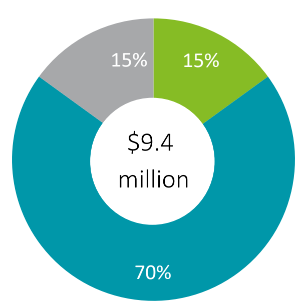


Financing structure

Initiator equity
15% ($1.4 million)

Debt financing subject to collateral
70% ($6.6 million)

Participation of the Investor
om 15% ($1.4 million)



The proposed financing structure is indicative, the final financing and Project participation structures will be determined based on the results of negotiations with the Investor.

Deloitte.