



**SAMRUK**  
K A Z Y N A

COMPREHENSIVE  
PRIVATIZATION PLAN FOR  
**2016•2020**



PRIVATIZATION PROGRAM

# MAIN GOAL

## **TO INCREASE THE EFFICIENCY OF KAZAKHSTAN'S ECONOMY**

by transferring state assets to private investors interested in their development and performance improvement

## ADVANTAGES:

- Development of sound competition
- Reducing state regulation of business
- Development of national capital market and financial institutions
- Increasing business activity and labor productivity
- Improving investment climate

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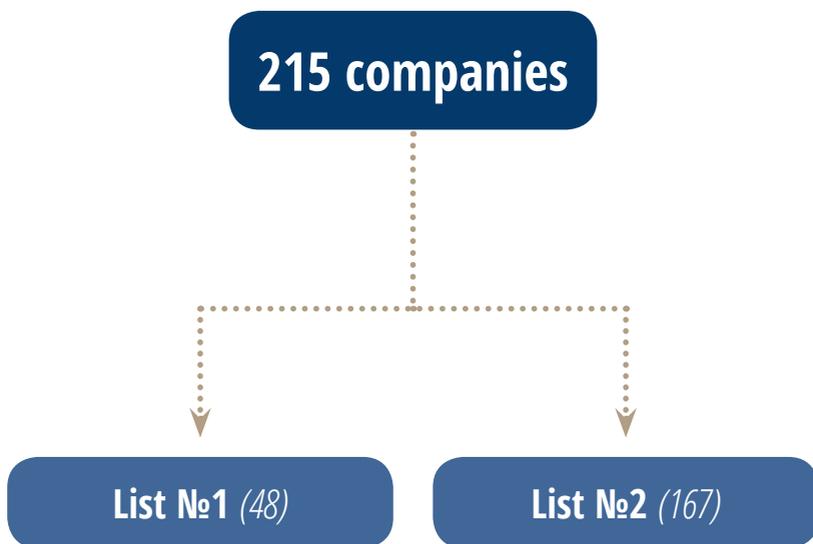
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## FACTS AND FIGURES ON PRIVATIZATION

Kazakhstan plans to sell **780** companies within the privatization program, including **215** assets of Samruk-Kazyna.

The assets to be privatized are located in Astana, Almaty, **14** regions of Kazakhstan and **19** countries.

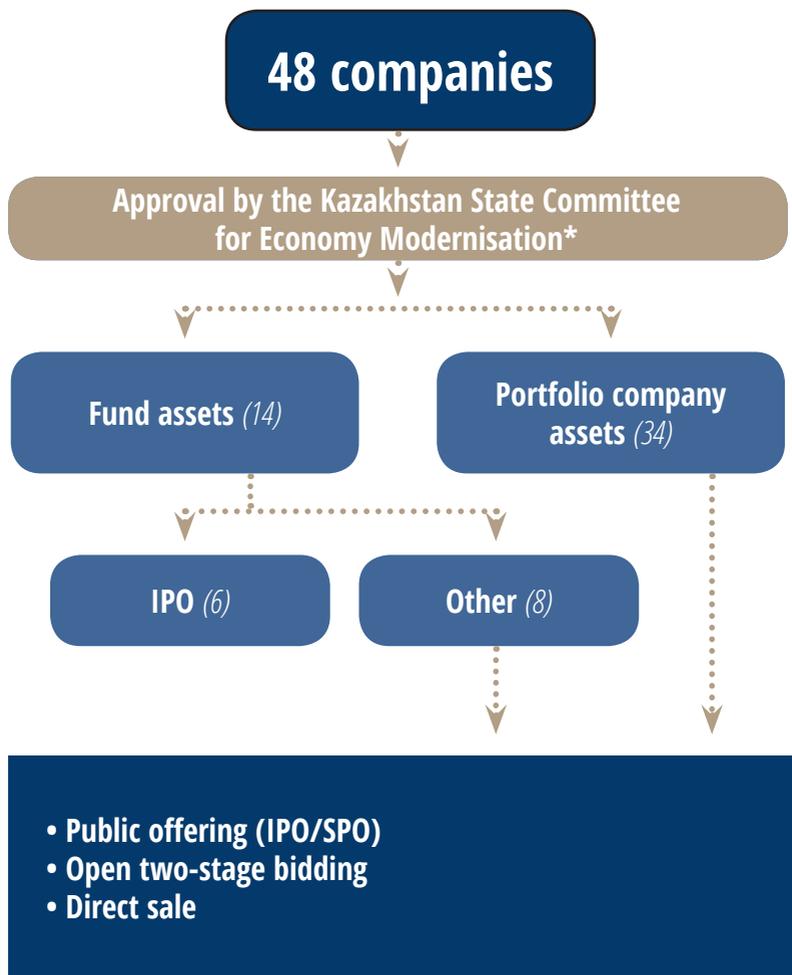
Samruk-Kazyna plans to conduct a public offering or strategic sale of **6** national companies.



List №1 includes 48 large assets belonging to the Fund. They will be sold as a matter of priority in line with recommendations of independent consultants.

List №2 includes 167 assets belonging to the Fund. They will mostly be privatized through electronic auction.

## List №1



\* Decisions on the sale of all Samruk-Kazyna assets to be approved by the State Committee for Economy Modernisation

## List №2

**167 companies**

Approval by the Kazakhstan State Committee  
for Economy Modernisation\*

Primarily  
electronic auction

In the absence  
of demand

Reorganization

Liquidation



### TRANSPARENCY

The sale of assets is supervised by the portfolio companies' commission, comprising representatives of government bodies, the National Chamber of Entrepreneurs Atameken and local executive bodies.

Decision on privatization to be approved by the Kazakhstan State Committee for Economy Modernisation.

Electronic auction is done through the platform of the Ministry of Finance [www.gosreestr.kz](http://www.gosreestr.kz).



### LEGITIMACY

All companies for sale will be subject to legal clearance.



Maintaining core activities of the company is a mandatory condition for open two-stage bidding.



Prerequisites for the direct sale of assets:

- jobs to be maintained
- investment programme to be implemented
- technologies to be transferred
- investment inflows to be continued
- operations to comply with the environmental protection legislation

### ▶ PUBLIC OFFERING

IPOs and SPOs provide the most fair assessment of assets' market value. Companies entering the stock market have to follow high standards of financial and business information disclosure and create an attractive investment case for potential investors. Depending on the recommendations of independent consultants, the public offerings may take place on Kazakhstani or external stock exchanges.

A light gray outline map of Kazakhstan is positioned in the background of the page. The map shows the country's borders and is centered horizontally. The top of the page features a decorative header with diagonal gray lines.

### ▶ OPEN TWO-STAGE BIDDING

The open two-stage bidding process stipulates that potential new owners must maintain core activities of the companies.

The first stage of bidding is pre-qualification of the participants; the second stage is identification of the winning bid after consideration of bidding proposals.

### ▶ DIRECT SALE

Assets may be sold directly to a Kazakhstani or foreign investor based on recommendations from independent consultants. Investors would have to comply with certain conditions stipulated by investment agreements, such as maintaining jobs, implementing an investment programme, transferring technologies and continuing inflow of investment.



1st quarter  
of 2016

2nd quarter  
of 2016

3rd quarter  
of 2016

4th quarter  
of 2016

List №2:  
167 assets

2017

2018

2019

2020

List №1:  
6 companies for IPO

List №1:  
48 large assets

## Public offering (IPO/SPO)

### Pre-sale preparation



1

Development of roadmap and plan for preparation and sale of the asset

2

Analysis of the asset's readiness and market environment

3

Implementation of measures for pre-sale preparation (audit, legal inspection etc.)

4

Identifying parameters for public offering (stake size, price range, timeframe, stock exchanges, etc.)



### Sale

1

Marketing

2

Provision of information to investors (access to data rooms, roadshow, etc.)

3

Preparation for securities issue and prospectus

4

Book building

### Transaction closure



1

Pricing and registration

2

Analysis of completed transactions

# Open two-stage bidding

## Pre-sale preparation



1

Collection of information on the asset

2

Identifying starting price of the asset

3

Approving criteria for assessing preliminary proposals

4

Approval by the State Committee for Economy Modernisation



## Sale. Stage 1. Qualification-based selection

1

Reception of applications for participation in bidding and preliminary proposals

2

Consideration of documents

3

Decisions on participants to be admitted to the second stage

- Approving criteria for evaluating bidding proposals
- Sending notifications for the second stage of the bidding

## Sale. Stage 2. Comparing competitive bids



1

Reception of competitive bids

2

Consideration of documents

3

Selection of the winner

4

Record of sale preparation



## Transaction closure (done by seller and buyer)

1

Provision of original documents to the vendor for verification

2

Signing of the purchase and sale agreement

3

Transfer of funds for the sale

4

Signing of the delivery acceptance report for the asset

Some steps are subject to corporate approvals

## Direct sale



Hiring independent consultants



Asset valuation and development of sale conditions



Identifying the pool of potential investors



One-on-one meetings with potential investors



Independent consultants' recommendations on potential strategic investors and transaction conditions



Approval by the State Committee for Economy Modernisation



Signing of the purchase and sale agreement

# SELECTED SAMRUK-KAZYNA ASSETS YET TO BE PRIVATIZED

Largest assets:  
IPO and strategic sale

Medium-sized assets: Open two-stage bidding, direct sale



## KAZMUNAYGAS

- Exploration and extraction
- Transportation, refining
- Trade and sales
- O&G services



## KAZAKHSTAN TEMIR ZHOLY AIR ASTANA QAZAQ AIR

- Airports and sea ports
- Airlines
- Passenger and sea transport and infrastructure



## KAZATOMPROM TAU-KEN SAMRUK

- Mineral extraction, processing and sales
- Engineering and manufacturing



## KAZAKHTELECOM KAZPOST

- Telecommunication companies



## SAMRUK ENERGY

- Power generation and distribution
- Alternative energy



- Tourism and hospitality
- Other services

## NC KazMunayGas

<http://www.kmg.kz>

### Location

Astana

### Shareholders

Samruk-Kazyna (90%), National Bank of Kazakhstan (10%)

JSC NC KazMunayGas is the vertical integrated national company exploring, producing, transporting and refining hydrocarbons in the Republic of Kazakhstan

The main segments of the company include:

- Exploration and production of oil and gas
- Oil and gas transportation
- Refining and Marketing
- Oilfield services to oil and gas companies

### Key financials ('000 KZT)

31.12.2015

Revenue

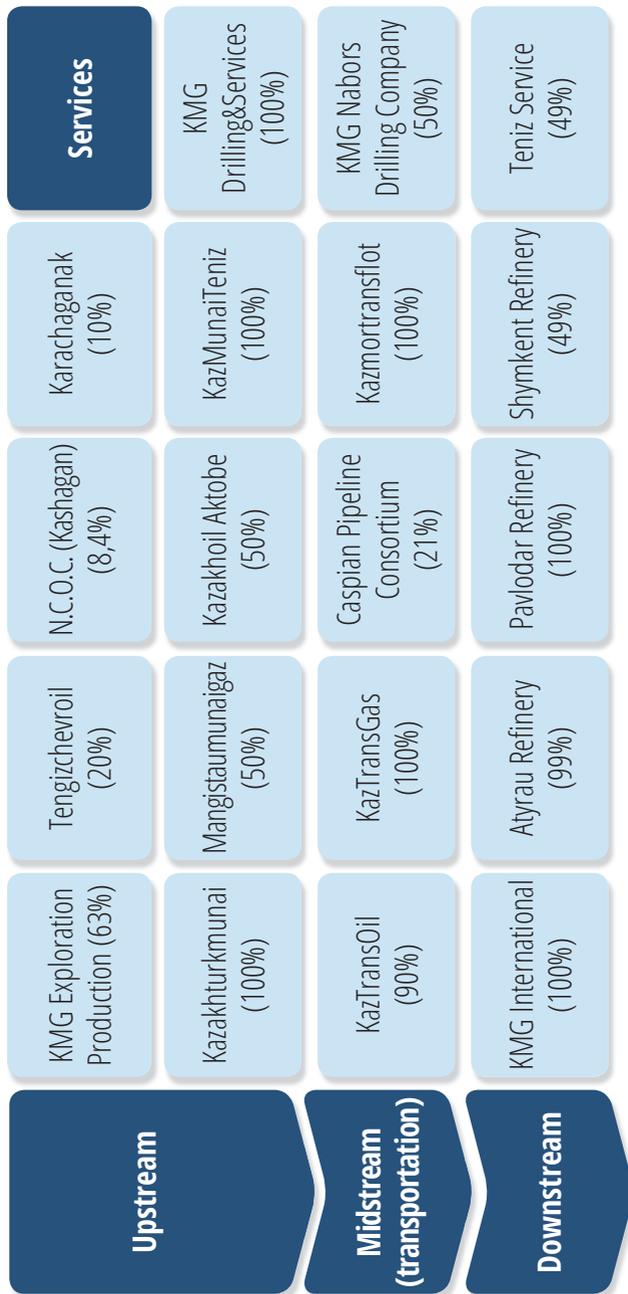
1,094,698,809

Profit/Loss

1,567,235,591

Headcount

76,591



## Kazakhstan Temir Zholy (KTZ)

<http://www.railways.kz>

### Location

Astana

### Shareholders

Samruk-Kazyna (100%)

- KTZ is the national railway operator:
  - More than 16,000 km of railroads
  - 1,719 locomotives
  - 55,000 freight cars
  - 2,417 passenger cars
- KTZ is the market leader in the freight and passenger sectors with respective market shares:
  - ~45% in freight turnover
  - ~90% in railway passenger transportation
  - ~ 60% share in container transit segment market in Eurasian overland routes

### Key financials ('000 KZT)

31.12.2015

Revenue

760,509,821

EBITDA

164,263,633

EBITDA, margin, %

21.6%

Headcount, people

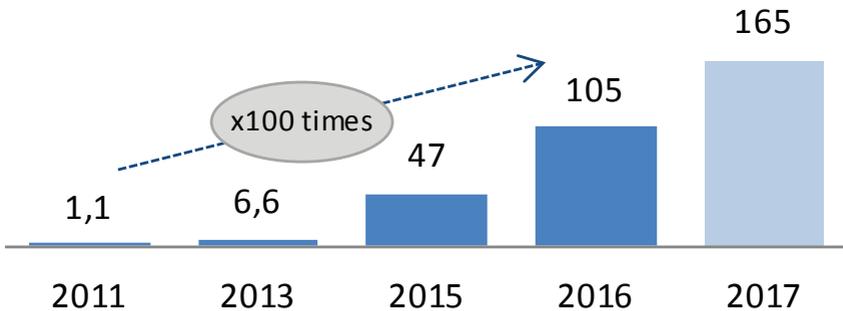
145,901



## KTZ is an integrated player in the railroads industry



## China-Europe-China container flow ('000. TEU)



### Air Astana

<http://www.airastana.com>

#### Location

Astana

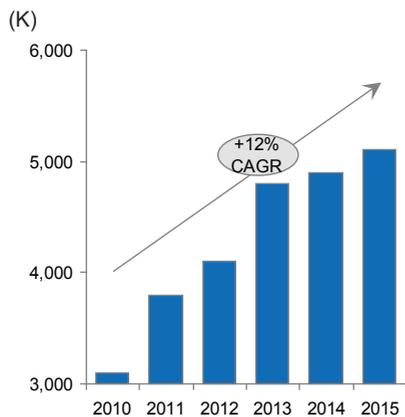
#### Shareholders

Samruk-Kazyna (51%), BAE Systems (49%)

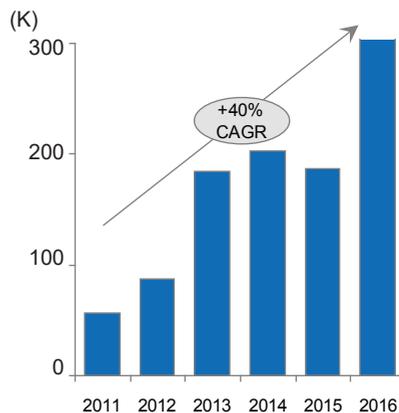
- The flag carrier of Kazakhstan, operating in an extended home market of Central Asia, Southern Russia, the Caucasus, and Northwest China
- IATA member since 2003 and IOSA compliant, with a world-class track record in safety and technical expertise
- 4 star rating from the prestigious Skytrax World Airline Awards for five consecutive years. It has won “Best Airline in Central Asia and India” and “Best Airline Staff Service in Central Asia/India” since 2012 and 2013 respectively on Skytrax awards
- Operates a frequent flyer programme, Nomad Club
- Runs an ab-initio training programme (183 graduates to date)
- Construction of own Technical Center scheduled for 2017 to reduce dependence and costs from third-party MRO providers abroad
- Profitable since 2003, full service airline with a cost structure similar to low cost carriers



## Kazakhstan airlines' passengers



## Transit traffic of Air Astana



Young fleet of 31 aircrafts

- Boeing 767 **3**
- Boeing 757 **5**
- Airbus 320 **14**
- Embraer 190 **9**

Serves 21 domestic and 44 international routes

## SELECTED LARGEST ASSETS OF THE FUND

### Kazakhtelecom

<http://www.telecom.kz/>

#### Location

Almaty

#### Shareholders

Samruk-Kazyna (51%), Sobrio Limited (24.47%),  
BNY Mellon (9,17%), Others with <5% (15,37%)

- National telecom operator with market shares in the following services:
  - Fixed-line telephony - 93.3%
  - Fixed broadband access - 72.7%
  - Mobile telecom - 11%
  - Pay TV - 24.6%
- Number of fixed lines ~3,9M units
- Urban telephone network - ~2,8M units
- Telecom system - ~1,1M units
- Number of Internet access network subscribers - 4,3M
- 4G/3G/2G network subscriber base (ALTEL trade mark): 2.6M+ 300+% growth in 2015
- Digitization programme completed in 2015, 100% of analogue switching stations across the country replaced with digital
- Ratings
  - Standard & Poor's long-term credit rating: BB level, 'stable'
  - Fitch Ratings company's credit rating: BB level, 'positive'

#### Key financials ('000 KZT)

31.12.2015

Revenue

189,754,000

Profit/Loss

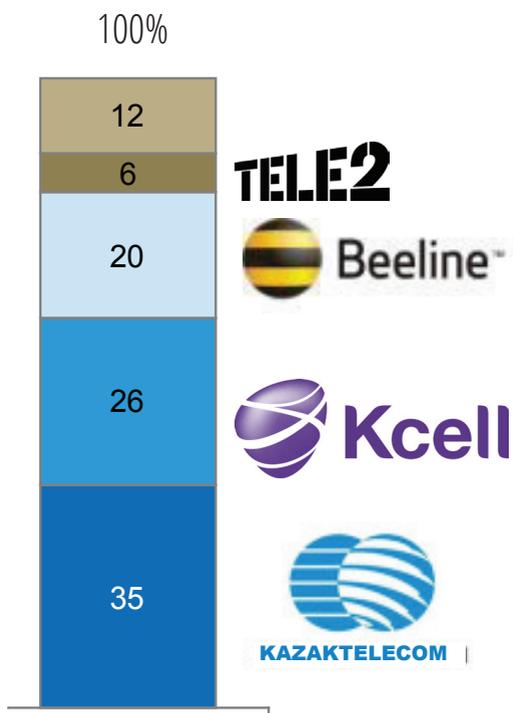
24,388,000

Headcount

27,452



## Market shares of telecommunications operators in 2015, by revenue



### Kazatomprom

<http://www.kazatomprom.kz>

#### Location

Astana

#### Shareholders

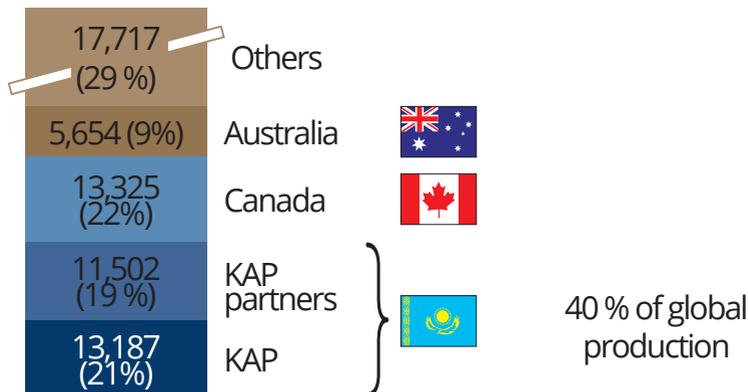
Samruk-Kazyna (100%)

- Kazakhstan's national producer of uranium and nuclear fuel components
- The world's leading uranium producer with over 21% of global uranium production
- Plans to diversify into all parts of the pre-reactor nuclear fuel cycle:
  - Uranium mining
  - Production plant ( $UO_3$ ), fluoride production ( $UF_6$ )<sup>1</sup>
  - Uranium enrichment
  - Production of uranium dioxide powder
  - Fuel pellet production
  - Production of fuel assemblies<sup>1</sup>
- Well-established leader in uranium export:
  - The largest uranium supplier in China, France and the USA
  - Customer base with significant exposure to Asia, a high-growth market



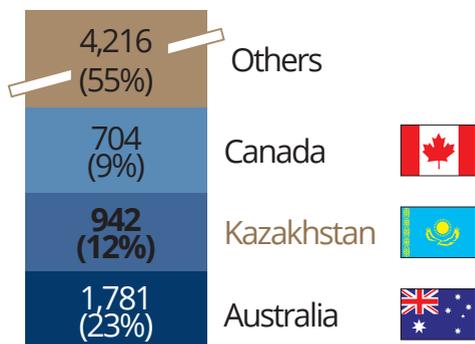
## The world leader in uranium mining

### URANIUM PRODUCTION IN 2016, tU (%)



## Second largest uranium reserves in the world

### IDENTIFIED RESOURCES, '000 tU (%)



### Tau-Ken Samruk

<http://www.tks.kz>

#### Location

Astana

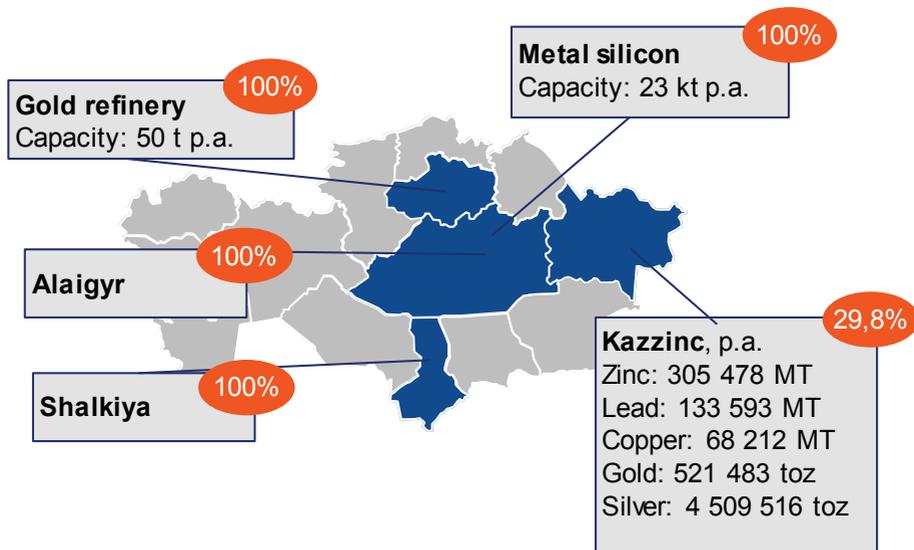
#### Shareholders

Samruk-Kazyna (100%)

- Exploration and development of minerals
  - Lead, Zinc, Gold, Silver, Copper, Tungsten
- Operation and management of two plants
  - Gold refinery
  - Metal silicon production
- 30% share in the largest Zinc producer in Kazakhstan - Kazzinc
  - Co-shareholder with Glencore
- Key expected developments: Alaygyr, 2018
  - Reserves: 18.5 Mt @5.4 Pb
  - Production capacity: 34 Ktpa Pb, 15 Ag (in concentrate)
- Key expected developments: Shalkiya, 2019
  - Reserves: 127.5 Mt @ 4.27% Zn, 1.28% Pb
  - Production capacity: 116 Ktpa Zn и 24 Ktpa Pb (in concentrate)



## Key sites and production plants



### Qazaq Air

<http://www.flyqazaq.com>

#### Location

Astana

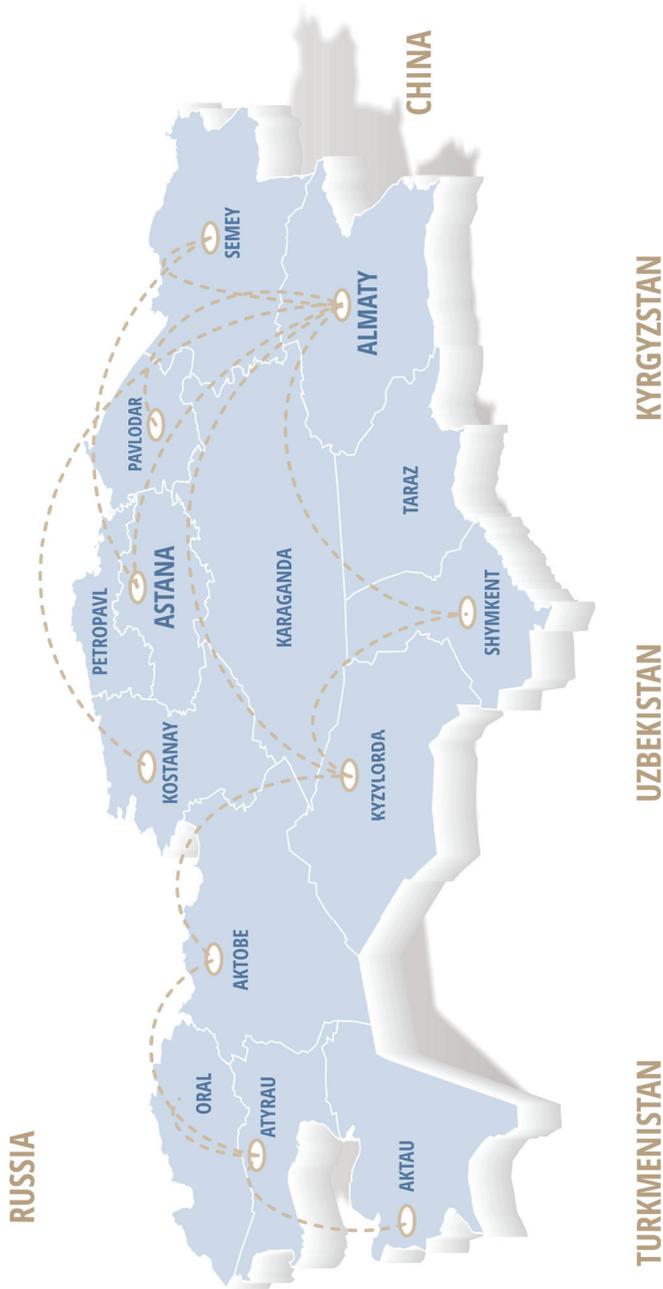
#### Shareholders

Samruk-Kazyna (100%)

- Regional airlines servicing domestic routes in Kazakhstan
- Base airport – Almaty
- Fleet:
  - Three Bombardier Q400 planes, increasing to five by 2020
- Almost 200,000 passengers carried in 2016
- The route network covers ten Kazakhstani cities:
  - Astana, Almaty, Aktobe, Aktau, Atyrau, Kyzylorda, Kostanay, Pavlodar, Semey, Shymkent, Uralsk
- Plans to expand coverage by 2020:
  - 16 cities including four cities outside Kazakhstan
  - Over 500,000 carried annually



## Current Coverage:



### Kazpost

<http://www.post.kz/>

#### Location

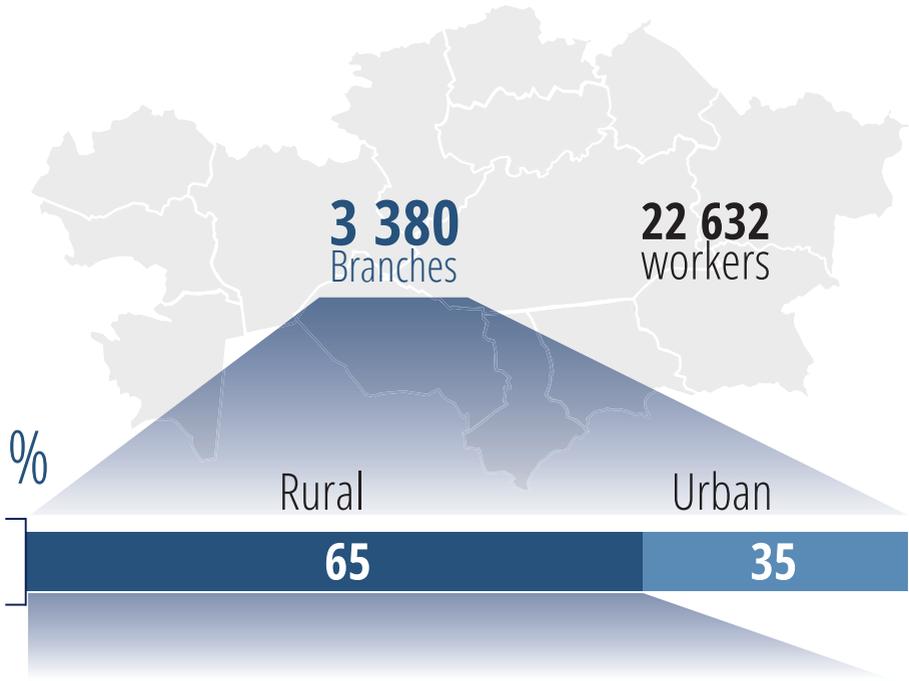
Astana

#### Shareholders

Samruk-Kazyna (100%)

National postal service operator

- Postal services, delivery highlights in 2015
  - 189 mln publications
  - 46 mln letters
  - 33 mln direct mails
  - 3 mln parcels
- Financial services, selected values processed in 2015, KZT
  - 267 B of utility payments
  - 7 B in taxes
  - 27 B of money transfers
- Agency services
  - Loans, deposit and insurance
  - Air and rail ticket sales
  - Credit history requests



## 100% Coverage of rural areas via

- Stationary branches (2,053)
- Mobile branches (113)
- Postal services of the closest branch

## Samruk Energy

<http://www.samruk-energy.kz>

### Location

Astana

### Shareholders

Samruk-Kazyna (100%)

- Installed capacity
  - Electricity – 8,48 GW
  - TPP 5,00 GW
  - CHP 1,33 GW
  - HPP 2,11 GW (incl. 1,71 GW in concession agreement)
  - RES 0,05 GW
  - Coal mining: 52,7M tons
- Company performance highlights:
  - Electricity production volume: 22,318 M kWh
  - Electricity sales volume: 8,414 M kWh
  - Electricity transfer volume: 12,114 M kWh
  - Heat production volume: 6,913 k Gcal
  - Coal production volume: 35 M tons
  - Length of cable and overhead (PTL 220-0,4 kV): ~70M km

### Key financials

**31.12.2016**

Revenue

USD 553 mln

Profit

USD 54 mln



## Samruk-Energy: vertically integrated energy company



**TPP** Thermal Power Plant

**HPP** Hydro Power Plant

**CHP** Combined Heat and Power

**RES** Renewable Energy Source



## Tegis-Munay

<http://www.mangyshlak-munay.kz>

### Location

South Kazakhstan region

### Shareholders

Samruk Energy (100%)

- Licence to explore, develop and produce gas in the Pridorozhnoe field in South Kazakhstan (via a 100% stake in Mangyshlak Munai LLP)
  - Geological gas reserves of 16,475 mln m<sup>3</sup> (as of 2015)
  - Fully completed exploration



## Euro-Asia Air Airline

<http://www.eaa.kz/>

### Location

Astana, Aktau, Atyrau

### Shareholders

NC KazMunayGas (100%)

- The largest helicopter airline in Kazakhstan
- Over 5,000 hours of aerial work scheduled in 2016
- Coverage: Kazakhstan, near and far abroad countries
- Owns and operates:
  - Twelve MI-8T helicopters
  - Two AS-365N3 helicopters
  - Two Challenger planes: 850 and 870
  - Four Agustawestland 139 helicopters
  - Aircraft maintenance bases, hangars, training centre with MI-8T helicopter simulator, medical unit for flight medical examinations

### Key financials ('000 KZT)

31.12.2015

Revenue

15,878,093

Profit/Loss

637,512

Headcount

397



## Railway passenger transportation company

<http://www.temirzholy.kz/>

### Location

Astana

### Shareholders

Kazakhstan Temir Zholy (100%)

- Organisation and provision of passenger, baggage and mail transportation
- 2016 performance summary:
  - ~16,5 'bln pass/km passenger turnover
  - ~20M+ passengers
  - Routes: 48 (+14 velocity) interregional, 65 intraregional, 12 international
- Company structure:
  - 4 branches - South, West, North, and Express
  - 3 subsidiaries - Suburban Transportation JSC, Vagonservis JSC, Passenger Railcar Leasing Company JSC
- Maintenance, repair, and operation of rail cars
  - 2,417 rail cars

### Key financials ('000 KZT)

31.12.2015

Revenue

97,873,284

EBITDA

5,169,953

Headcount

14,900



## Kazmortransflot

<http://www.kmtf.kz/>

<b>Location</b>	Aktau
<b>Shareholders</b>	NC KazMunayGas (100%)

- National marine commercial fleet of the Republic of Kazakhstan
- Organisation of international sea transportation of domestic freight
- Main routes: Caspian Region countries: Aktau - Baku, Aktau - Makhachkala, Black and Mediterranean Seas
- Freight transportation
  - Oil – 10+ kt
  - Dry cargos – 300+ ktpa
- Fleet
  - Three oil tankers @12,000 tonnes deadweight
  - Three oil tankers @13,000 tonnes deadweight
  - Two oil tankers of Aframax type @115,000 tonnes deadweight
  - Barges

Key financials ('000 KZT)	31.12.2015
Revenue	20,174,811
Profit/Loss	1,259,836
Headcount	154



## Aktau International Commercial Sea Port

<http://www.portaktau.kz/>

### Location

Aktau

### Shareholders

Samruk-Kazyna (100%)

- The only seaport of Kazakhstan
  - Ice-free port, operating 24/7
  - Located at the intersection of multiple transportation corridors
  - Transshipment of dry cargo, crude oil and petroleum products
  - 9 dedicated terminals for simultaneous processing of 9 vessels
  - ~80k sq.m. of open storage areas
  - ~2k sq.m. of sheltered storage facilities
  - 4 maritime oil terminals with throughput of 12M tons p.a.
  - 3 universal maritime terminals for general cargo and containers
  - a railway ferry facility with throughput of 2M p.a.
  - a specialized grain terminal with throughput of 0,6M p.a.
- Provides international transportation of goods, mostly to/from Iran, Russia, Azerbaijan

### Key financials ('000 KZT)

31.12.2015

Revenue

5,727,239

Profit/Loss

-1,214,395

Headcount

721



## Aktau Marine North Terminal

<http://www.amnt.kz/>

<b>Location</b>	Aktau
<b>Shareholders</b>	KTZ Express (30%) Aktau International Commercial Sea Port (10%) Interport Development PTE Ltd (60%)

### • Established in 2014

- Modern multipurpose terminal
- Handling of grain crops, receiving / shipping, loading / unloading of cargo
- Capacity: 3.0 mln tonnes per year, incl.
  - Grain - 1.5M p.a.
  - General cargo - 640 thousand tonnes p.a.
  - Other goods - 620 thousand tonnes p.a.
  - Container (TEU) - 240 thousand tonnes p.a.
- Complex servicing of ships, storage of large containers (including refrigerated containers)

Key financials ('000 KZT)	31.12.2015
Revenue	-
Book value of assets	35,114,799
Headcount	42



## Three Airports in Kazakhstan

<http://www.iaa-jsc.kz/>

<http://www.airport-aktobe.kz/>

<http://www.airport.pvl.kz/>

### Location

Atyrau, Aktobe, Pavlodar

### Shareholders

Samruk-Kazyna (100%)

- 40+ independent carriers from the Republic of Kazakhstan, CIS and far abroad
- 0,5M+ passenger turnover in 11 months of 2016 - ~1% YoY increase
- 3,4+ thousand tonnes of cargo - ~7% YoY increase
- Runway size: 3 200 X 45m in Atyrau and Aktobe, 2500 X 45m in Pavlodar
- Throughput and terminal building size
  - Atyrau: 350 passengers per hour and 4500 sq.m.
  - Aktobe: 500 passengers per hour and 8663 sq.m.
  - Pavlodar: 200 passengers per hour and 3370 sq.m.

### Key financials ('000 KZT)

31.12.2016

#### Atyrau

Revenue

2,248,134

Profit/Loss

139,295

#### Aktobe

Revenue

1,589,568

Profit/Loss

(216,800)

#### Pavlodar

Revenue

663,818

Profit/Loss

(66,426)

## Continental Logistics

<http://www.c-l.kz/>

<b>Location</b>	Astana
<b>Shareholders</b>	KTZ Express (30%) Odyssey Investments Group (70%)

- Operates transport logistic center (TLC) in Astana:
  - Total area of Class “A” warehouse – 40k sq. m.
  - Number of pallets - 55 000 units, with 7-storey storage
  - Capacity - 300 000 tonnes of cargo per year
  - Cargo container terminal area - 7 ha
- Planned developments:
  - TLC in Shymkent – expected to launch in 2017
  - TLC in Bandar-Abbas port – expected to launch in 2018-2019
- Competitive advantages of the TLC:
  - Modern warehouses with modern cutting-edge solutions
  - Meets Class A requirements
  - Intermodal capabilities with rail and motor road infrastructure
  - Operates a single-window principle and is integrated with customs

<b>Key financials ('bln KZT)</b>	<b>31.12.2016</b>
Revenue	3.9
Headcount, people	80



## Vostokmashzavod

<http://www.vmz.kz/>

<b>Location</b>	Ust-Kamenogorsk
<b>Shareholders</b>	Kamkor (95,08%) Investment company Tenir (0,89%), individuals (4,03%)

- Machinery producer established over 60 years ago
- Production and sale of high-quality mining equipment
- Loader machinery production
- Metal framework production
- Transport spare parts production
- Metal casting production
- Industrial boiler and reducer production

Plans to launch #10 foundry with a capacity of 14,000 tonnes of castings per year, used in production of the large steel castings, Side Frame and Beam Bolster used for railway cars

Key financials ('bln KZT)	31.12.2015
Revenue	1.6
Profit/Loss	(2.4)
Headcount	782



## Aktobe Rail-Beam Plant

<https://www.arbz.kz>

<b>Location</b>	Aktobe
<b>Shareholders</b>	KTZ (30%) Transport technologies (70%)

- The only CIS producer of 120-metre-long durable thermo rails for high-speed performance (up to 350 km/h), with annual capacity:
  - 200,000 tonnes of rail
  - 230,000 tonnes of other metal products used in construction
  - Equipped with modern machinery (Siemens produced)
  - Long-term (up to 10 years) contracts

Key financials ('bln KZT)	31.12.2016
Revenue	14.7
Profit/Loss	(5.6)
Headcount	777



## Caustic

<https://www.caustic.kz>

<b>Location</b>	Pavlodar, Special Economic Zone
<b>Shareholders</b>	CAPEC (60%) NAC Kazatomprom (40%)

Unique producer of chlorine and caustic soda in Kazakhstan:

- New facility: commissioned in 2011 and uses the best available technique (membrane electrolysis cells) compliant with the highest ecological standards
- Developed industrial site (100 ha) with infrastructure ready to accommodate a new chemical business
- Unparalleled access to Kazakhstani and Russian markets and access to existing customer base
  - Most of the customers are located in close proximity to the facility, giving an additional price/cost advantage over competitors
- Strategic location with unique advantages:
  - Location in a special economic zone provides tax exemptions until 2037
  - Energy surplus region with cheap electricity prices (esp. compared with the Russian and Chinese industrial zones)
- Growing demand for caustic soda and other chemical products creates new opportunities

Production capacity	Tonnes p.a.
Caustic soda solution (50%)	30,000*
Including caustic soda flakes (96.8%)	10,000*
Liquid chlorine	26,400
Hydrochloric acid	45,000
Sodium hypochlorite	6,600
Key performance indicators	2016
Facility utilization (caustic soda), %	94%
Revenue, USD mln	16,2
EBITDA margin, %	16%
Head count	519

## Alatau Zharyk Company

<http://www.azhk.kz/>

### Location

Almaty

### Shareholders

Samruk Energy (81,58%)  
Alatau Zharyk Company (18,42%)

- Transmission and distribution of electricity in Almaty and the Almaty region
- Consumers: Almaty and 9 districts of the Almaty region (more than 2.5 mln people)
- 209 substations with transformer power of 6,946.5 MW
- 6,995 substations with voltage of 6-10 / 0.4 kW
- Length of lines 29,225.4 km
- Monopolistic distributor of electricity in Almaty

### Key financials ('000 KZT)

31.12.2016

Revenue

33,848,138

Profit/Loss

3,724,560

Headcount

3,879

## Kaz PV project:

MK Kaz Silicon, Kazakhstan Solar Silicon, Astana Solar

<http://kzsilicon.kz>, <http://kzsolarsilicon.kz>, <http://astanasolar.kz>

### Location

Astana, Ust-Kamenogorsk, Ushtobe

### Shareholders

NAC Kazatomprom (100%)

#### Astana Solar LLP

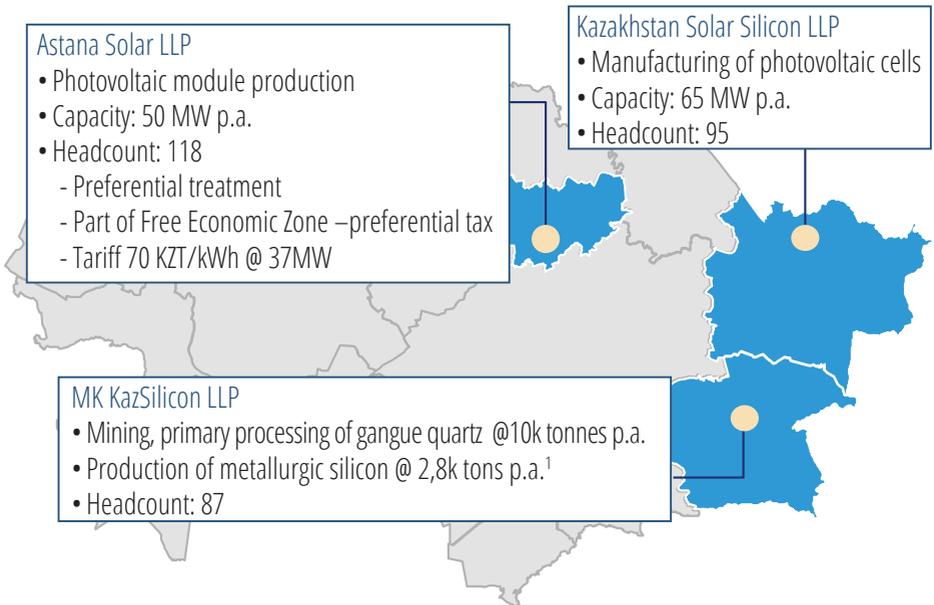
- Photovoltaic module production
- Capacity: 50 MW p.a.
- Headcount: 118
  - Preferential treatment
  - Part of Free Economic Zone –preferential tax
  - Tariff 70 KZT/kWh @ 37MW

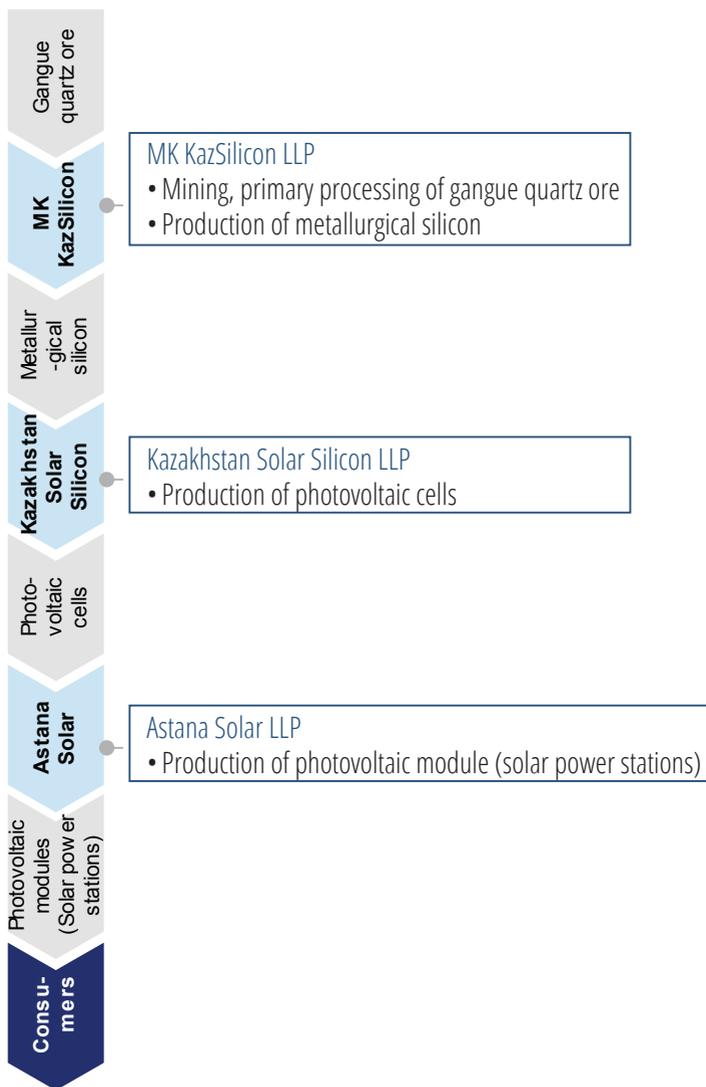
#### Kazakhstan Solar Silicon LLP

- Manufacturing of photovoltaic cells
- Capacity: 65 MW p.a.
- Headcount: 95

#### MK KazSilicon LLP

- Mining, primary processing of gangue quartz @10k tonnes p.a.
- Production of metallurgic silicon @ 2,8k tons p.a.<sup>1</sup>
- Headcount: 87







## AlmatyEnergoSbyt

<http://www.esalmaty.kz/>

<b>Location</b>	Almaty
<b>Shareholders</b>	Samruk Energy (100%)

- Electricity supplier in Almaty and the Almaty region:
  - ~730,000 customers
- Main suppliers:
  - Almaty Power Stations JSC (44%)
  - Zhambyl GRES, Moynak HPP, Ekibastus GRES-1, Ekibastus GRES-2; AZhK.

Key financials ('000 KZT)	31.12.2016
Revenue	95,564,870
Profit/Loss	856,698
Headcount	525



## KazMunayGas-Service

<http://kmg-service.kz/>

<b>Location</b>	Astana
<b>Shareholders</b>	NC KazMunayGas (KMG) (95,3%) KazMunayGas Exploration Production (4,7%)

- Real estate management and maintenance:
  - 5-star luxury hotel Kempinski Hotel Barbaros Bay Bodrum (Turkey) via a 75% stake in AK Aysir Turizm ve infaat A.S.; 60,000 sq.m. area, 173 apartments, 36 residencies and land plot of 4.5 ha
  - Office building: Emerald Quarter (Astana, Kazakhstan): 67,794 sq.m.
  - Office building: 32 Republic avenue (Astana, Kazakhstan)-3 739 sq.m.
- Transportation services:
  - 86 vehicles

Key financials (KZT)	31.12.2015
Revenue	12,554,151,094
Profit/Loss	1,044,029,255
Headcount	1,411

“UCC is not included into the list of companies for privatization approved by the Government decree. At the same time Samruk-Kazyna is looking for strategic partner for developing the company in partnership”

## United Chemical Company

<https://www.ucc.com.kz/>

### Location

Astana

### Shareholders

Samruk-Kazyna (100%)

- Exploration and development of petrochemical and chemical products
  - Polypropylene, Polyethylene
  - Caustic sodium, Glyphosate, Ammia and Methanol
- Operation and management of two plants:
  - Polymer plastics
  - Sulphuric acid
- Operation and management of two Special Economic Zones (SEZ)
  - SEZ NINT for petrochemical cluster
  - SEZ Chempark Taraz for chemical and agrochemical cluster
- Key expected development: Polypropylene production, 2021
  - Production volume 500 Ktpa and potential scale up to 550 Ktpa
  - Different PP grades available, capability of producing PP co-polymers
  - Proximity to low-cost feedstock supplier (TCO)
  - Fiscal benefits of being located in SEZ NINT

	Construction of infrastructure SEZ NIPT (UCC share ~100%)	Construction of infrastructure SEZ Chempark Taraz (UCC share ~100%)	Polypropylene production (UCC share ~51%)	Caustic soda production (UCC share ~100%)	Glyphosate production (UCC share ~100%)
Production volume			500 ktpa	40 ktpa	10 ktpa
Project cost	\$ 665 mln	\$ 140 mln	\$ 2 630 mln	\$ 161 mln	\$ 200 mln
Construction period	2014-2019	2013-2018	2010-2020	2012-2018	2012-2018



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SAMRUK

KAZZYNA





## COMPREHENSIVE PRIVATIZATION PLAN FOR 2016•2020

**Additional information is available from the following sources:**

**1. Privatization  
section of the official  
website of Samruk-  
Kazyna JSC**

**[www.sk.kz](http://www.sk.kz)**

**2. On the website  
[www.privatization.sk.kz](http://www.privatization.sk.kz)**

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