BUSINESS MODEL

COMPETITIVE **ADVANTAGES**

Unique geography

Kazakhstan has an extensive resource base, favourable location, and unique opportunity to export to Europe and fast-growing Asian markets

Full integration across the value chain

KMG is the national leader in Kazakhstan's oil and gas industry with a fully integrated value chain

Financial stability

The Company maintains its financial stability and provides sufficient conditions for its longterm development

Diversified upstream portfolio

KMG has a diversified portfolio of oil and gas production assets with an attractive growth potential

Leading position in Kazakhstan's midstream sector

KMG has a 57% share in the national oil transportation market and is involved in all of its projects

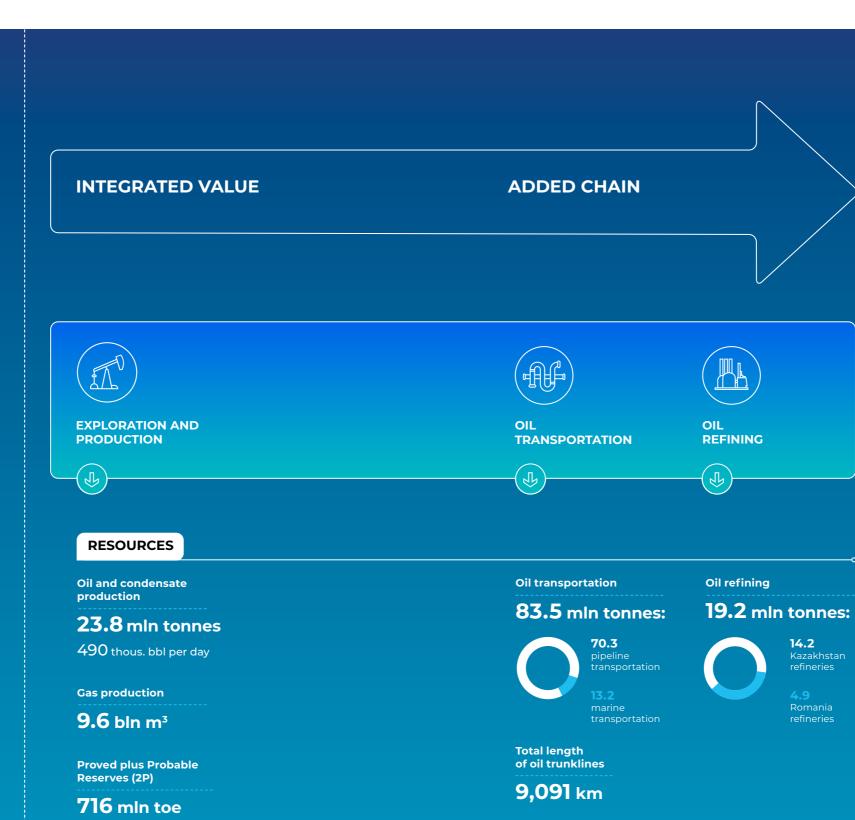
Advanced oil refineries

The Company operates four largest refineries in Kazakhstan and two in Romania

Petrochemical projects as a new growth driver

KMG is tapping into a new business of petrochemicals. A polypropylene plant came on-stream, while a polyethylene project is in progress and construction of a gas separation unit has been approved

Advanced corporate governance and commitment to sustainability



5.551 mln boe

STAKEHOLDER VALUE

With leadership and presence across all sectors of Kazakhstan's oil and gas industry, from exploration to product sales, KMG is wellpositioned to create value for a wide range of stakeholders. KMG makes regular payouts to shareholders, duly meets its obligations to investors and creditors and is a major employer and taxpayer. The Company promotes mutually beneficial cooperation with partners, invests in social projects and ensures high standards of environmental protection.



к**z**т **1,995** Ыл

Taxes and other mandatory payments to the national budget, including those from joint ventures and associates



к**z**т **25** Ыл Social assistance to employees

к**z**т **3.7** Ыл

Social investments under subsoil use contracts

кzт **2,054** Ыл

Total volume of procured goods, works and services, excluding procurements conducted under special procedures

81% Share of local content in procurement