

BUSINESS MODEL

COMPETITIVE ADVANTAGES

Unique geography

Kazakhstan has an extensive resource base, favourable location, and a 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 added chain

Financial stability

The company maintains its financial stability and provides sufficient conditions for its long term development

Differentiated upstream portfolio

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

Leading position in Kazakhstan's oil midstream sector

KMG has a 56% share of Kazakhstan's oil transportation market

Advanced oil refineries

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

Advanced corporate governance framework and commitment to sustainability principles

Sustainable development is a strategic priority for KMG

INTEGRATED VALUE



HYDROCARBON EXPLORATION AND PRODUCTION

PROVED PLUS PROBABLE RESERVES (2P)

645 MLN TOE
4,983 MLN BOE

OIL AND CONDENSATE PRODUCTION

21.7 MLN TONNES
444 KBOPD

GAS PRODUCTION

8.1 BLN M³

RESOURCES

EBITDA

2,445 USD MLN

65%

STRATEGIC GOALS TO 2031



INCREASE IN RESERVES

+299 MLN TONNES



TOTAL OIL OUTPUT IN TEN YEARS

240 MLN TONNES

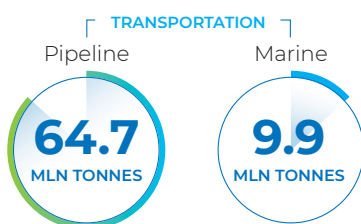
ADDED CHAIN



OIL TRANSPORTATION

OIL TRANSPORTATION

74.6 MLN TONNES



LENGTH OF OIL PIPELINES

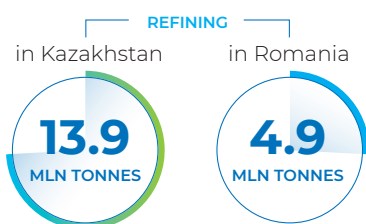
5,372 KM



REFINING AND SALE OF CRUDE OIL AND OIL PRODUCTS

OIL REFINING

18.9 MLN TONNES



496 USD MLN

13%

679 USD MLN

18%



INCREASING THE UTILIZATION OF THE CREATED CAPACITIES



IMPLEMENTATION OF THE PLANNED PETROCHEMICAL PROJECTS



SEA TRANSPORTATION SYNERGY



INCREASING THE DEPTH OF OIL REFINING AT KAZAKH REFINERIES

UP TO **89%**

VALUE

STAKEHOLDER

Leadership and presence across all sectors of Kazakhstan's oil and gas industry, from exploration to product sales, enable KMG 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:



DIVIDENDS TO SHAREHOLDERS

56 BLN TENGE



TAXES AND OTHER MANDATORY PAYMENTS TO THE NATIONAL BUDGET

787 BLN TENGE



PERMANENT JOBS

>47 THOUS. JOBS



SOCIAL ASSISTANCE TO EMPLOYEES

22 BLN TENGE



SOCIAL INVESTMENTS UNDER SUBSOIL USE CONTRACTS

5 BLN TENGE



PROCUREMENT VOLUME

1,216 BLN TENGE



THE SHARE OF LOCAL CONTENT

78%