

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.

FINANCIAL STABILITY

Thanks to major efforts to maintain KMG's financial stability undertaken over several years, the Company was better prepared for new challenges.

DIFFERENTIATED 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

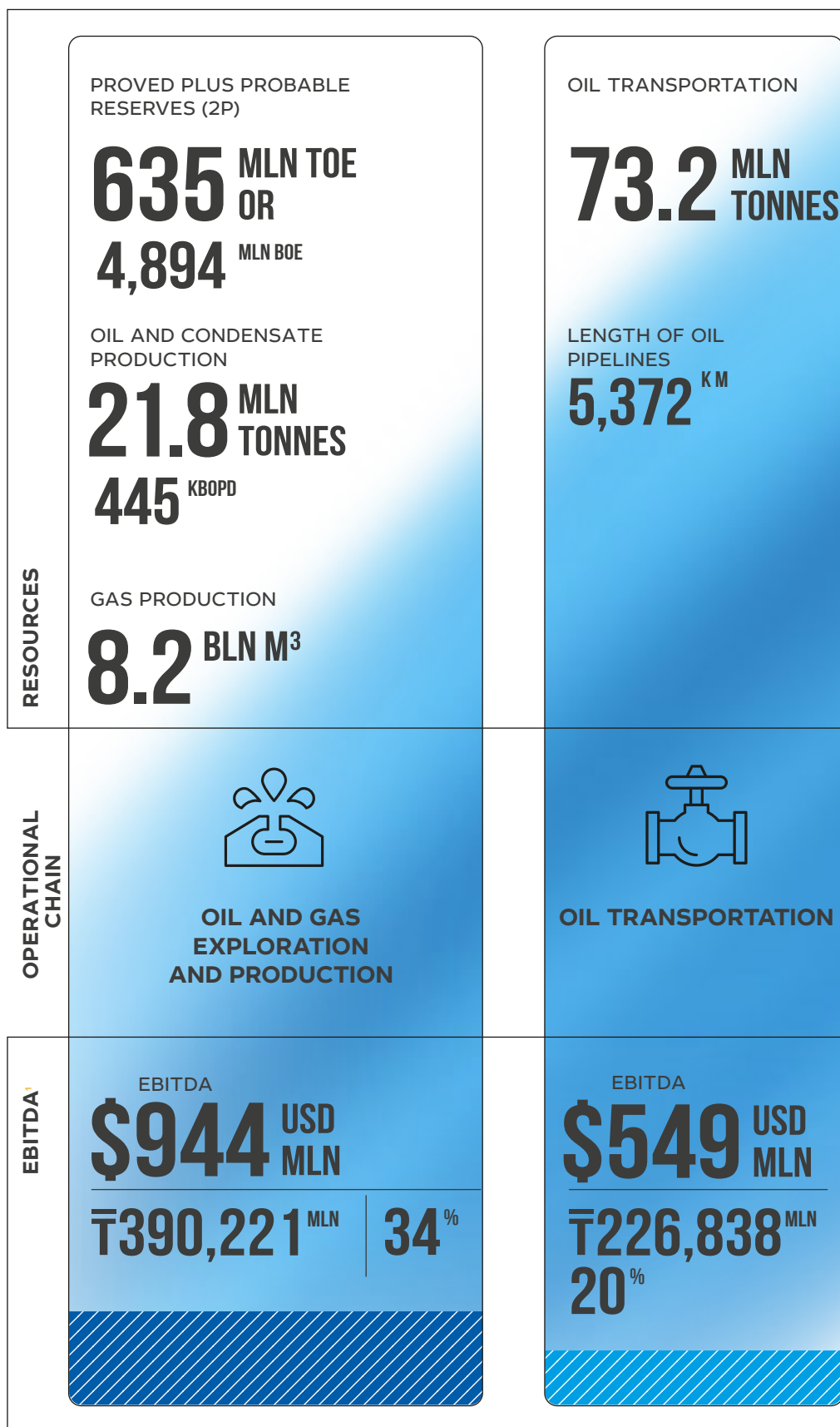
KMG has a 56% share of Kazakhstan's oil transportation market and a 79% share of its gas transportation market.

ADVANCED OIL REFINERIES

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

ADVANCED CORPORATE GOVERNANCE FRAMEWORK AND COMMITMENT TO SUSTAINABLE DEVELOPMENT PRINCIPLES

Sustainable development is a strategic priority for KMG.



¹ Numbers may not add up due to rounding. EBITDA also includes the results of the Corporate (KZT-25,077 mln, USD -61 mln, -2% share in EBITDA) and other (KZT -7,959 mln, USD -19 mln, -1% share in EBITDA).

GAS TRANSPORTATION

86.6 BLN M³

LENGTH OF GAS
PIPELINES
12,481 KM



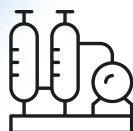
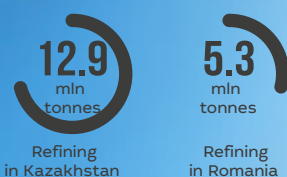
GAS TRADING AND
TRANSPORTATION

EBITDA
\$853 USD
MLN

₸352,565 MLN
30%

OIL REFINING

18.1 MLN
TONNES



REFINING AND SALES OF
CRUDE OIL AND OIL
PRODUCTS

EBITDA
\$520 USD
MLN

₸214,839 MLN
19%

STAKEHOLDER
VALUE

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

82 BLN TENGE

Taxes and other mandatory payments to the national budget

548 BLN TENGE

Permanent jobs

>60 THOUS. JOBS

Social assistance to employees

21 BLN TENGE

Social investments under subsoil use contracts

4.5 BLN TENGE

Sponsorship assistance to the national health care system and local executive bodies

6.2 BLN TENGE

Procurement volume

1,826 BLN TENGE

The share of local content

82 %