STAKEHOLDER VALUE

With leadership and presence across all

well-positioned 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

projects and ensures high standards of

environmental protection:

cooperation with partners, invests in social

•••••

sectors of Kazakhstan's oil and gas industry, from exploration to product sales, KMG is

# STRATEGIC REPORT

## **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

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#### 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

#### Diversified upstream portfolio

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

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#### Leading position in Kazakhstan's oil midstream sector

KMG has a 56% 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.

Advanced corporate governance and commitment to sustainability

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### **INTEGRATED**

### **VALUE ADDED CHAIN**



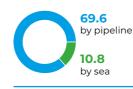
**OIL TRANSPORTATION** 



**REFINING AND SALES** OF CRUDE OIL AND OIL **PRODUCTS** 

Oil transportation

80.4 mln tonnes:



Total length of oil trunklines

9,091 km

Oil refining

19.6 mln tonnes:



by Kazakhstan refineries

> 5.4 by Romania refineries

> > **KZT 300** bln

к**zт 1,162** ып

in taxes and other mandatory payments to the national budget

49+ thous. permanent workplaces

**KZT 27** bln

in social assistance to employees

**KZT 5.6** bln

in social investments under subsoil use contracts

KZT **2,186** bln

**77**% share of in-country value



435 USD mln

863 USD mln

existing capacities

refining at Kazakhstan refineries

Increase in the depth of

to **89**%

Implementation of planned polyethylene, polypropylene, and other projects

RESOURCE

2031

**EXPLORATION AND PRODUCTION** 

Proved plus Probable Reserves (2P)

733 mln toe

5,680 mln boe

Oil and condensate production 23.5 mln tonnes

486 thous. bbl per day

**Gas production** 

9.5 mln m<sup>3</sup>

3.157 **USD** mln

299+ mln tonnes

of increase in reserves (ABC1)

9 GOALS 240 mln tonnes of total oil output in ten years by 2031 Improved utilisation of

Sea transportation synergy