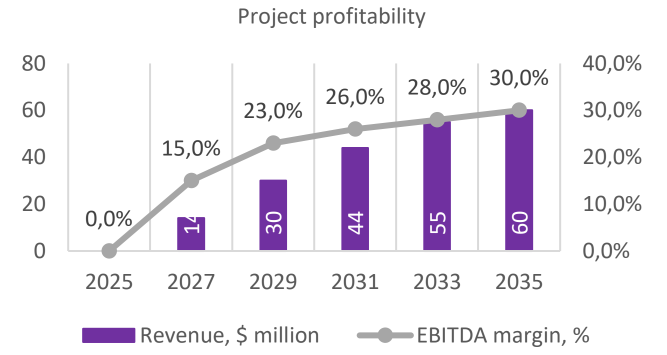
Construction of the International Cultural and Entertainment Complex “Global Village Almaty”



Project Description

- The project envisions a year-round, multi-format cultural and tourist venue, inspired by the successful model of Global Village Dubai, but adapted to the context of Almaty and Central Asia.
- The complex will unite pavilions representing countries of the world, ethnocultural expositions, themed entertainment, fairs and carnivals, gastronomic streets, craft markets, circus arenas and performance stage areas.
- The facility will become a new point of attraction in Almaty for residents, tourists and guests from neighboring countries, promoting the development of cultural exchange, domestic tourism, retail trade and the creation of a sustainable national brand as a cultural center of the region.
- Almaty is strategically located in the heart of Eurasia, offering convenient accessibility for tourists from the CIS countries, the Middle East, China, and Southeast Asia.
- According to estimates, approximately 70% of all inbound tourists to Kazakhstan choose to visit Almaty.

Project Initiator

The project is initiated by Almaty Business Development Company *(ABDC)* – an organization specializing in investment attraction and the development of key economic sectors in Almaty. The company provides comprehensive support for investment projects: from site selection to interaction with public authorities and infrastructure partners. It facilitates investor access to government support measures, national-level project promotion, and administrative assistance until full operational launch.

Project Format and Features

- Location: 20-30 hectares in the Almaty agglomeration or city outskirts (near tourist routes and logistics hubs)
- Architectural concept: "Village of Nations" with 25+ pavilions representing countries and regions of Central Asia, East Asia, Turkey, Europe, and more
- Entertainment area: Attractions, shows, carnival, open-air stage
- Fair street with craft workshops, souvenirs and creative industries
- Gastronomy zones: World cuisines, national dishes, food courts
- Infrastructure for year-round operation *(heated pavilions, water supply, landscaping, parking)*
- Integration with tourism sector: Travel operators, air and rail networks

Financial parameters of the project

- Investment volume *(CAPEX)*: $80–100 million
- EBITDA margin *(projected)*: 25–30%
- NPV *(20 years, 10% discount)*: $100–120 million
- IRR *(moderate visitor growth)*: 16–18%
- Payback period: 8–10 years
- 5th-year projected attendance: 2 million visitors
- Jobs created: 1,000 to 1,500

Why Almaty?

- Almaty is the largest metropolis and a major tourist center in Kazakhstan, with over 2.3 million residents in the city and more than 3.5 million in the metropolitan area.
- Tourist flow: more than 2.3 million visitors annually *(including 750,000+ international tourists)*, with forecasts up to 4 million by 2030.
- A unique combination of mountain nature and urban infrastructure.
- Direct air and ground connectivity with CIS countries, China, UAE, Turkey, South Korea, Saudi Arabia, Qatar, and India.

What Makes the Project Attractive?

- Uniqueness: A blend of tourism, culture, gastronomy, and trade
- Growing domestic market: 3.5M residents + 2.5M tourists annually in Almaty
- Service export potential: tourist inflow from Uzbekistan, Kyrgyzstan, China, and India
- High multiplier effect: development of HoReCa, transport, retail, and employment
- Event calendar integration: from Nauryz celebrations to food festivals and summer shows
- Pavilion partnerships: opportunities for cooperation with national tourism agencies and international brands
- State support: land, engineering infrastructure, tax incentives, priority project status

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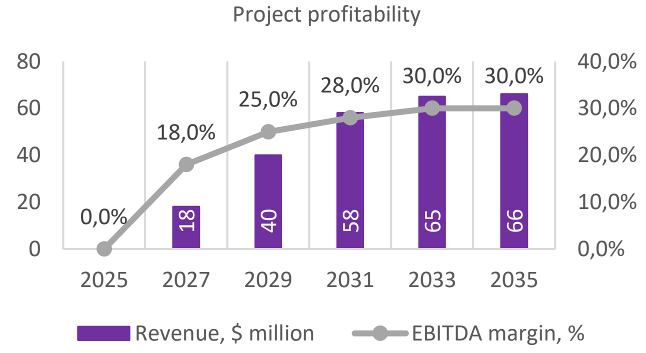
Construction of a Multifunctional Concert Hall with hotel *(Almaty Music Hall)*



Project Description

- The project envisions the construction of a modern, internationally compliant concert hall with a capacity of 7,000–10,000 seats, along with a 150–180-room hotel, located on a 10-hectare site in Almaty.
- The new facility will be designed according to the standards of leading global venues *(Royal Arena, Ziggo Dome, Coca-Cola Arena, etc.)* and will become a universal stage for major touring concerts, music shows, festivals, ceremonies, and business events.
- The hotel complex will provide accommodation for performers, delegations, VIP guests, and tourists, while also serving as an additional source of revenue for the facility.

Project Initiator

The project is initiated by Almaty Business Development Company *(ABDC)* – an organization specializing in investment attraction and the development of key economic sectors in Almaty. The company provides comprehensive support for investment projects: from site selection to interaction with public authorities and infrastructure partners. It facilitates investor access to government support measures, national-level project promotion, and administrative assistance until full operational launch.

Project Features and Infrastructure

- Capacity: transformable hall for 7,000–10,000 people *(concert/sports/conference modes)*
- Configuration: fixed stage, retractable seating, balconies, VIP boxes, parterre
- Acoustics: Architectural design for both natural and amplified sound
- Equipment: Professional sound, lighting, stage tech, dressing rooms, backstage, flying systems
- Additional zones: foyer, cafes/bars, merchandise boutiques, press center, conference spacea
- Hotel: 150–180 rooms with spa, restaurant, lounge, meeting rooms
- Parking: More than 1,000 spaces
- Location: within city limits, connected to tourist and transport flows *(near BAKAD ring road, airport, or transport hubs)*

Financial Parameters of the Project

- Investment Volume (CAPEX): USD 100–200 million
- EBITDA Margin *(forecast)*: 25–30%
- NPV *(20 years, 10% discount rate)*: USD 55–90 million
- IRR *(with moderate visitor growth)*: 14–17%
- Payback Period: 7–9 years
- Jobs Created: 500–700 positions

Why Almaty?

- Almaty is the largest metropolis and a major tourist center in Kazakhstan, with over 2.3 million residents in the city and more than 3.5 million in the metropolitan area.
- Tourist flow: more than 2.3 million visitors annually (including 750,000+ international tourists), with forecasts up to 4 million by 2030.
- Currently, Almaty lacks a world-class concert venue.
- Existing venues such as Almaty Arena and Halyk Arena are primarily sports facilities and do not meet the acoustic and stage requirements of modern touring shows..

What Makes the Project Attractive?

- The project will become the first and only concert hall of international level in Kazakhstan and Central Asia
- Rising demand for cultural and event formats from residents and to
- Opportunity to include Almaty in global tour routes for artists and shows
- Strong multiplier effect: growth in HoReCa, transport, trade, and employment
- Establishment of a sustainable platform for Kazakh music festivals, conferences,
- and exhibitions
- High utilization: with the right concept, the venue can host events up to 200 days per year *(concerts, festivals, corporate events, exhibitions, large-scale rentals)*
- Hotel complex enhances the commercial sustainability of the project
- State support: land, engineering infrastructure, tax incentives, priority project status

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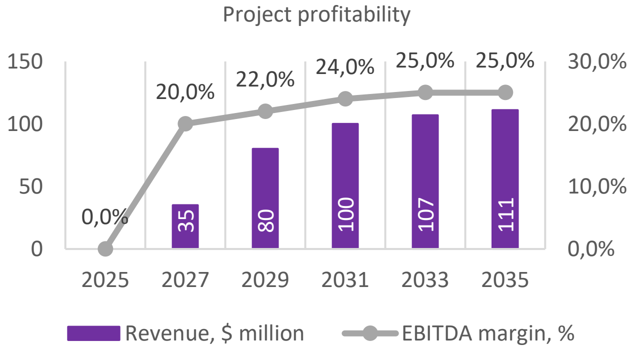
Construction of an Outlet Center



Project Description

- The project involves the construction of the first international outlet center in Kazakhstan and Central Asia, implemented in the Outlet Village format (open-air shopping village).
- The complex will include: over 150 stores of well-known brands offering permanent discounts of 30–70%, as well restaurants, a hotel, children’s play zone, parking and recreation areas.
- The location is expected to be in a transport-accessible zone within the Almaty agglomeration, with the potential for integration into tourist routes.
- Expected construction size: 80,000 to 120,000 m² of commercial space, with phased commissioning.
- The concept is based on international standards, including :tourist services, navigation and brand management.

Project Initiator

The project is initiated by Almaty Business Development Company *(ABDC)* – an organization specializing in investment attraction and the development of key economic sectors in Almaty. The company provides comprehensive support for investment projects: from site selection to interaction with public authorities and infrastructure partners. It facilitates investor access to government support measures, national-level project promotion, and administrative assistance until full operational launch.

Implementation Format and Project Structure

- Land plot: 20–30 hectares at the entrance to the city or in the suburbs
- Construction of: retail galleries, hotel, food courts, infrastructure
- Targeting 100+ brands *(clothing, footwear, sports, accessories, lifestyle)*
- Integration with tourism sector
- Scalable in 2–3 phases with room for future expansion

Financial Parameters

- Investment volume *(CAPEX)*: $150–300 million *(depending on scale)*
- EBITDA margin *(sustainable)*: 20–25%
- NPV *(20 years, 10% discount)*: from $100 million
- IRR *(with moderate traffic growth)*: 14–17%
- Payback period: 9–11 years
- Jobs created: 1,000–1,200
- Projected annual traffic: 2–3 million visitors
- Average spending per visitor: $35–50 *(retail, dining, services)*

Market Need and Justification

Almaty is the largest metropolis and a major tourist center in Kazakhstan, with over 2.3 million residents in the city and more than 3.5 million in the metropolitan area. Despite being a leader in consumption and retail activity, the city lacks an outlet center as a specialized retail format. There is consistent demand for discounted branded goods, prompting many Kazakhstani citizens to travel abroad for shopping or shop online. The new outlet center will: help retain this outflow and attract buyers not only from Almaty but also from Uzbekistan, Kyrgyzstan, and Russia.

What Makes the Project Attractive?

- Uniqueness: Almaty currently lacks an international-standard outlet center — this project will become the first Western-format outlet center in Kazakhstan and Central Asia
- Import substitution: retaining local shoppers who currently go abroad or shop online
- Geographical advantage: Almaty serves as a hub for consumers from three countries
- Stable financials: high profitability from retail + tourism
- Municipal support: infrastructure, PR, marketing, inclusion in tourist routes
- Scalability: project can be developed in 2–3 phases with minimal risk

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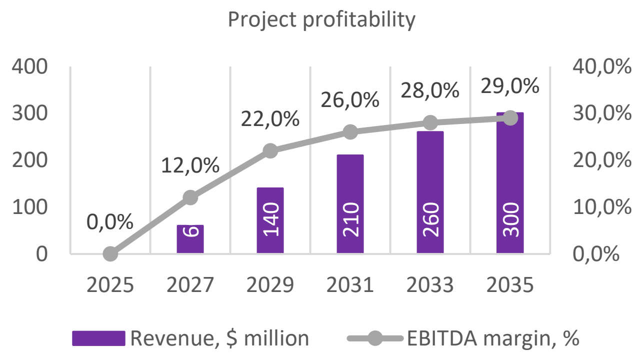
Construction of a Theme Park



Project Description

- The project envisions the creation of an international theme park featuring modern attractions, digital and interactive zones, a water park, hotel, food court, educational and cultural pavilions. Implementation is possible through a JV model with global brands *(Disney, LEGOLAND, Chimelong, etc.)* or through the development of a national brand.
- Planned development area: 50–350 hectares.
- The park will feature various themed zones *(countries, historical eras, fantasy and multimedia worlds)*, seasonal shows, parades, VR/AR attractions, and creative workshops.
- The project targets both domestic tourism *(residents of Almaty and Kazakhstan)* and international tourists from the CIS and beyond.
- The facility will serve as a key anchor for event and family tourism, a driver for the creative economy and tourism export development..

Project Initiator

The project is initiated by Almaty Business Development Company *(ABDC)* – an organization specializing in investment attraction and the development of key economic sectors in Almaty. The company provides comprehensive support for investment projects: from site selection to interaction with public authorities and infrastructure partners. It facilitates investor access to government support measures, national-level project promotion, and administrative assistance until full operational launch.

Implementation Format

- JV model with international brand (co-financing, brand, operational management)
- PPP with land allocation and infrastructure construction funded from the state budget
- Private investment partnership with a local based on a national brand

Site and Infrastructure

It is planned to be located on a site of 50 to 350 hectares on the outskirts of Almaty in a transport-accessible area with potential connection to urban utility networks. Preference is given to locations near major highways and future transport hubs — metro stations, bus routes, and shuttles.

Financial parameters of the project

Investment volume *(CAPEX)*: $250 million – $2.5 billion

- EBITDA margin *(forecast)*: 25–30%
- NPV *(20 years, 10% discount rate)*: $100–800 million *(depending on scale)*
- IRR *(with moderate visitor growth)*: 16–18%
- Payback period: 8–12 years
- 5th-year attendance: 2–4 million visitors
- Jobs created: 1,000–1,500

Why Almaty?

- Almaty is the largest metropolis and a major tourist center in Kazakhstan, with over 2.3 million residents in the city and more than 3.5 million in the metropolitan area.
- Tourist flow: more than 2.3 million visitors annually *(including 750,000+ international tourists)*, with forecasts up to 4 million by 2030.
- A unique combination of mountain nature and urban infrastructure.
- Direct air and ground connectivity with CIS countries, China, UAE, Turkey, South Korea, Saudi Arabia, Qatar, and India.

What Makes the Project Attractive?

- Uniqueness: Almaty currently lacks an international-standard theme park — this project will become the first full-scale amusement park in Kazakhstan and Central Asia.
- Growing domestic market: 3.5 million residents + 2.5 million tourists annually in Almaty
- Service export potential: tourist inflow from Uzbekistan, Kyrgyzstan, China, and India
- High multiplier effect: development of HoReCa, transport, retail, and employment
- International model: similar format to Disneyland Hong Kong or Chimelong
- State support: land, engineering infrastructure, tax incentives, priority project status

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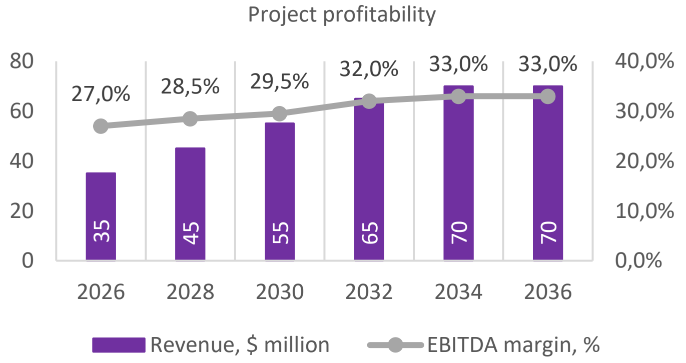
Construction of an Aquapark



Project	Country	Area	Attendance	Revenue
Therme București	Romania	30 ha	1.3 million	$45 million
Aquaventure Dubai	UAE	22.5 ha	1.8 million	$100–120 million
Chimelong Water Park	China	30 ha	2.5 million	$80 million
Tropical Islands	Germany	6.6 ha	1.1 million	$60 million

Project Description

The project involves the construction of a modern, year-round water entertainment complex of international standard in Almaty.

The complex will include:

- Indoor and outdoor water parks (water slides, pools, children's areas, lazy river)
- An aquarium with educational exhibits, marine tunnels, and themed zones
- SPA and thermal areas, food courts, retail stores, and relaxation zones
- Potential for hotel accommodation

The project is aimed at both domestic and international tourism.

Project Initiator

The Almaty Tourism Bureau is an organization dedicated to developing the city's tourism potential. Role of the Bureau:

- Integration of the project into city and national tourism development programs
- Support for the project's promotion and marketing
- Assistance in obtaining government support measures

Implementation Format

- Joint Venture (JV) with an international water park brand (e.g., Aquaventure, Therme Group, Chimelong): brand, standards, operational management
- Public-Private Partnership (PPP): land and infrastructure provided by the city; the facility developed by a private investor
- Private investment model: creation of a local brand with a unique concept tailored to Central Asia
- Opportunity to connect to municipal infrastructure support and obtain priority investment project status

Site and Infrastructure

For the implementation of the first phase of the project, a land plot of 25 to 35 hectares is planned, with the possibility of future expansion.

The site should be located in a transport-accessible area with potential for connection to the city's utility networks.

The design will incorporate all functional components: indoor and outdoor water parks, an aquarium, food court areas, parking, and a hotel section.

Project Financial Parameters

- Investment volume (CAPEX): $110 – 130 million USD
- Projected EBITDA margin: 27 – 33%
- NPV (20 years, 10% discount rate): $60 – 80 million USD *(depending on scale)*
- IRR (with moderate attendance growth): 16,6%
- Payback period: 7 years
- Annual attendance: 1,8 – 2,0 million visitors
- Jobs created: 400 – 600

Why Almaty?

- Almaty is the largest metropolis and a major tourism center of Kazakhstan, with a population of over 2.3 million in the city and more than 3.5 million in the wider metropolitan area.
- Over 2.3 million tourists visit annually, including 750,000 international visitors, with projections reaching up to 4 million by 2030.
- A unique blend of mountain landscapes and urban infrastructure.
- Direct air and ground connections with CIS countries, Europe, the Middle East, and Asia.

Why is the Project Attractive?

- The first year-round water entertainment complex in Central Asia
- A unique combination of water park and aquarium
- Potential to attract families, school groups, and tourist audiences
- Estimated annual attendance of up to 2 million visitors
- High multiplier effect — development of HoReCa, retail, and transport sectors
- Profitable business with stable demand and low competition in the region

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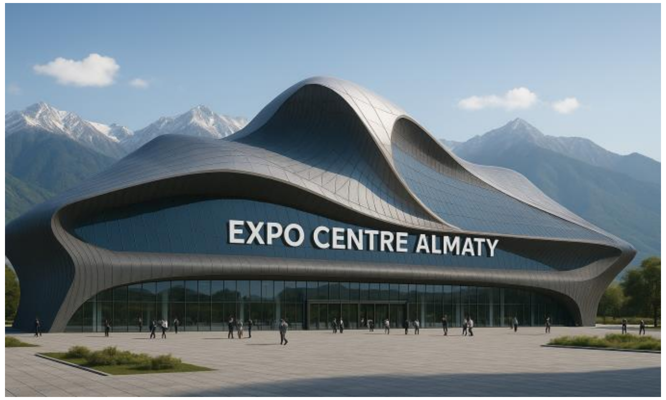
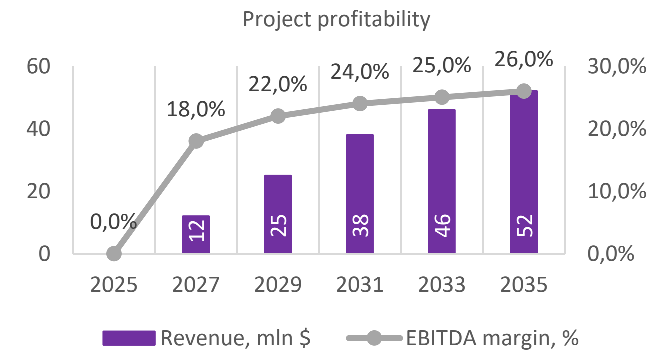
Construction of a modern international level Expo Center





Project Description

- The project envisions the construction of a modern, multifunctional international-class expo center on a 10-hectare site in Almaty.
- The complex will be designed to host major international, regional, and national events, including summits, business forums, exhibitions, congresses, conferences, and cultural programs.
- The expo complex will become a key element in the development of business tourism and the MICE sector (Meetings, Incentives, Conferences, Exhibitions), creating a new growth point for the economy of Almaty and the entire country.
- The facility will become a central element of Almaty's new business, congress, and tourism infrastructure, with the capacity to host high-profile international events such as those organized by the SCO, EAEU, UN, UNESCO, and others

Project Initiator

The project is initiated by Almaty Business Development Company *(ABDC)* – an organization specializing in investment attraction and the development of key economic sectors in Almaty. The company provides comprehensive support for investment projects: from site selection to interaction with public authorities and infrastructure partners. It facilitates investor access to government support measures, national-level project promotion, and administrative assistance until full operational launch.

Features and Infrastructure

- Exhibition Halls: 3 to 5 modular pavilions *(ranging from 5,000 to 10,000 m² each)* with a transformable layout
- Conference Area: halls accommodating 200 to 1,000 guests, meeting rooms, and business lounges
- Infrastructure: accreditation zones, press centers, areas for coffee breaks and receptions, logistics support for installation and exhibition services
- Audiovisual Equipment: in compliance with international MICE industry standards
- Support for Hybrid Formats: live streaming, multimedia panels, and online studios
- Parking: over 1,000 parking spaces
- Location: within city limits, featuring excellent transport accessibility — near the airport, the BAKAD ring road, or the city center of Almaty

Financial parameters of the project

- Investment volume *(CAPEX)*: USD 80–150 million
- EBITDA Margin (estimated): 20–26%
- NPV *(20 years, 10% discount rate)*: USD 45–75 million
- IRR *(under moderate attendance growth)*: 14–17%
- Payback Period: 7–9 years
- Jobs Created: 400 to 600 positions

Why Almaty?

- Almaty is the largest metropolis and a major tourist center in Kazakhstan, with over 2.3 million residents in the city and more than 3.5 million in the metropolitan area.
- Tourist flow: more than 2.3 million visitors annually *(including 750,000+ international tourists)*, with forecasts up to 4 million by 2030.
- Despite strong demand for business events, forums, industry exhibitions, and expos, the city currently lacks a dedicated international-standard expo center.

What Makes the Project Attractive?

- The first international-standard expo center with modular architecture in the southern capital
- Potential to integrate Almaty into global and regional event calendars
- Participation in the international MICE calendar — boosting the city's tourism and investment appeal
- Strong demand from the public sector, businesses, associations, and international organizations
- High multiplier effect: growth in HoReCa, transportation, trade, and employment
- Utilization of up to 200 days per year with an effective operating model *(MICE events, conferences, exhibitions, cultural programs)*
- Government support: land allocation, engineering infrastructure, tax incentives, and priority project status

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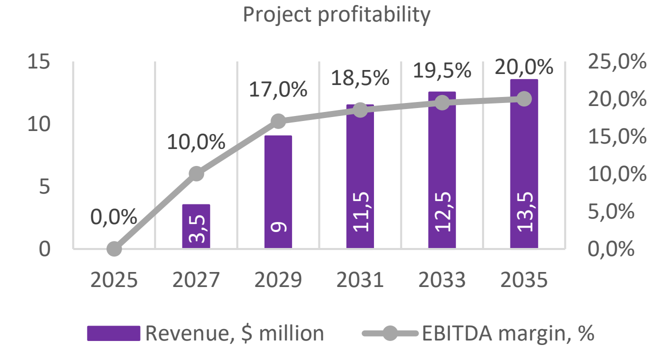
Construction of a modern international educational institution on the basis of an unfinished campus in the SEZ "PIT"



Project Description

- The project involves the completion of construction and adaptation of a partially completed campus for the launch of a modern international educational institution - a college of applied technologies or a university of a new format.
- The facility is located on the territory of the SEZ "Park of innovative technologies" in the southern part of Almaty, in close proximity to industrial, IT and scientific clusters.
- The existing infrastructure and legal advantages of the zone allow the implementation of an educational project with minimal administrative barriers, a wide profile of training and the prospect of international partnership.

Project initiator

The project is initiated by Almaty Business Development Company (*ABDC*), an organization specializing in attracting investments and developing priority sectors of the Almaty economy. ABDC provides institutional and organizational support to investors from idea to implementation, including access to government support measures, site selection, and project promotion at the national level.

Project characteristics

- Site: 10 ha
- Total area of development according to the project: 230,000 m²
- Actually built: ~30,000 m²
- Previously invested: 2.7 billion tenge
- An independent technical examination was carried out: the condition of the structures is operational *(category II)*
- The facility was accepted on the balance sheet; all design and estimate documentation is available

Functional capabilities

- Academic buildings, administrative and laboratory buildings
- Dormitory for teachers and students for 1,500+ places
- Gym, applied research center
- Potential for repurposing into a hotel and tourism college, engineering school, business school, IT campus
- Possibility of integration with a technology park, IT cluster, partner companies

Financial parameters of the project

- Investment volume *(CAPEX):* $95-100 million
- Potential capacity: 1,000-1,500 students
- EBITDA margin *(projected):* 15-20%
- NPV *(20 years, discount 10%):* $38-45 million
- IRR: 15-16%
- Payback period: 8-10 years
- Jobs created: 300 to 400
- Revenue *(mature phase):* $10-12 million/year

What are the benefits of the project?

- High construction readiness: ~30,000 m² has already been built, which reduces the entry barrier for investors
- Flexibility of the model: it is possible to place a college, applied university, specialized campus, or an international educational center
- Strategic location - within the innovative cluster of the SEZ "PIT "Alatau"
- SEZ preferences: exemption from corporate income tax, property tax, land tax and VAT; simplified recruitment of foreign labor, legal protection
- Potential for partnership with the state: the possibility of implementation through PPP or with the support of the Akimat and the Ministry of Education and Science of the Republic of Kazakhstan
- High demand for applied education, personnel in engineering, IT, tourism, energy
- Image and social effect: contribution to the development of human capital, urban ecosystem and educational exports

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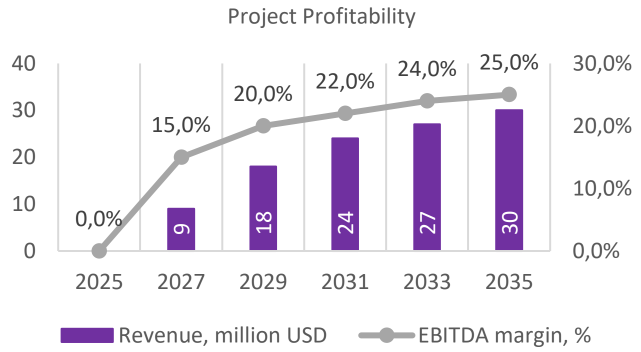
Construction of a Class «A» Wholesale and Distribution Center (WDC)



Project Description

The project involves the construction of a multifunctional Class A wholesale and distribution center within the Almaty agglomeration, on a land plot ranging from 15 to 25 hectares, depending on the configuration and implementation phases. The center is designed to receive, store, process, aggregate, package, and distribute both food and non-food products. A comprehensive logistics infrastructure will be established, including cold and dry storage zones, cross-docking facilities, sorting areas, veterinary and phytosanitary inspection points, a customs clearance zone, an administrative block, and an electronic goods flow management system.

Project Initiator

The project is initiated by Almaty Business Development Company *(ABDC)* — an organization specializing in attracting investments and developing key economic sectors of Almaty. The company provides comprehensive support for investment projects, ranging from site selection to coordination with government authorities and infrastructure partners. As part of its operations, ABDC ensures investor access to state support measures, promotes the project at the national level, and provides administrative assistance through to full operational launch.

Concept and Implementation Model

Location: In close proximity to the BAKAD *(Big Almaty Ring Road)* or major highways connecting Almaty with agricultural regions.

Format: Private investments with possible support from the city *(infrastructure, incentives)*.

- Operational Model: a multifunctional logistics hub with cold and dry storage zones, cross-docking, sorting, packaging, and inspection.
- Digital Perspective: In the future, the center may be integrated with the National goods distribution system *(NGDS)* — a unified digital platform being developed by the government of the Republic of Kazakhstan for accounting, planning, and monitoring of supplies.
- Flexible configuration: a scalable structure with the possibility of specialization by product categories and export.

Functions of the WDC

- Receiving and Sorting: Products from farmers and suppliers.
- Storage: Temperature-controlled and dry warehouses with a capacity of up to 25,000 tons simultaneously.
- Packaging and Labeling: Automation for FMCG and export batches.
- Cross-docking and Distribution: Rapid dispatch to shopping centers, markets, and retail stores.
- Customs, Control, and Logistics: Export cargo clearance and data processing.
- Information Services: Integration with the National Goods Distribution System *(NGDS),* batch and inventory tracking.

Financial Parameters of the Project

- Investment Volume *(CAPEX):* USD 40–60 million *(depending on the scale)*.
- EBITDA margin (stable level): 22–26%
- NPV *(15 years, discount rate 10%): From USD 20 to 35 million.*
- IRR *(With moderate traffic growth)*: 17–20%
- Payback Period: 6–8 years.
- workplace: 250–400 people.

What Makes the Project Attractive?

- Systemic demand from Almaty and its agglomeration — the largest logistics hub in the country
- Establishment of supply chains from farmers to retail — reduction of losses and intermediaries.
- Guaranteed utilization: partnerships with retailers, markets, and exporters.
- Support from the city and government: infrastructure and incentive measures.
- Flexible project configuration: potential development of processing, packaging, and export services.

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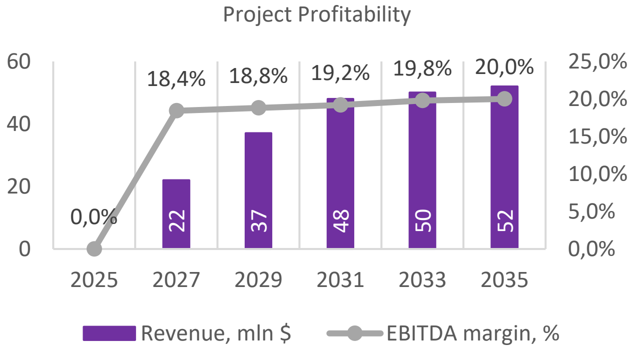
Construction of a household appliances manufacturing plant



Project Description

The project involves the construction of a large household appliance manufacturing plant within the Industrial Zone of Almaty city. The production will include automated lines for manufacturing refrigerators, washing machines, cooktops, ovens, and exhaust hoods. The plan includes the implementation of energy-efficient technologies, standardization according to EAEU *(Eurasian Economic Union)* requirements, and gradual localization of component supplies. The plant will become the first of its kind in Almaty, targeting both the domestic market and exports to Central Asian countries and Russia.

Project Initiator

The project is initiated by Almaty Business Development Company *(ABDC)* — an organization specializing in attracting investments and developing key sectors of Almaty's economy. The company provides comprehensive support for investment projects, from site selection to coordination with government authorities and infrastructure partners. As part of its activities, ABDC offers unique conditions for the implementation of industrial projects, including facilitating access to state support measures and providing assistance through to the full production launch.

Products and Production Capacity

- Refrigerators — up to 100,000 units per year; model range: from compact to double-chamber models.
- Washing Machines — up to 80,000 units per year, including fully automatic and semi-automatic models.
- Cooktops and Ovens — 70,000 units per year, including both gas and electric models.
- Range Hoods — 50,000 units per year, including wall-mounted, built-in, and chimney-style models. The project provides flexibility in reconfiguring production lines based on market demand, as well as the potential to expand the product range.

Market and Sales

- The Kazakhstan household appliances market remains heavily import-dependent, with over 90% of products coming from Russia, Turkey, China, and Uzbekistan. At the same time, domestic demand is growing: in 2023 alone, sales of large household appliances in the country exceeded 1.2 million units.
- The main sales channels will include national and regional consumer electronics retail chains *(Technodom, Sulpak, Mechta, DNS)*, e-commerce platforms, and the corporate segment *(hotels, real estate developers, HoReCa)*.
- The project is also focused on export expansion: thanks to the EAEU, no customs duties are required when entering the markets of Uzbekistan, Kyrgyzstan, Tajikistan, and Russia.
- Almaty's logistical location allows for route optimization due to its proximity to major trade hubs.

Location and Infrastructure

- The Industrial Zone of Almaty city is located in the Alatau District and is a fully equipped area with centralized water, electricity, and gas supply networks, roads, lighting, and railway connection.
- The land plot allocated for the enterprise is estimated to be between 3 and 5 hectares.

Financial Parameters of the Project

- Investment Volume: USD 25 million (including construction, equipment, working capital, and commissioning).
- NPV *(10 years, discount rate 12%)*: 18,2 million $
- Internal Rate of Return *(IRR)*: 22,6%
- Payback Period: 5,1 years
- EBITDA margin *(in stable phase)*: 18–20%
- Revenue forecast by year 5: 45–50 million $
- Number of workplace created: 350 people

Financing Structure

- 70% — Debt Financing (potential funding through Development Bank of Kazakhstan, DAMU Fund, or second-tier banks under government programs)
- 30% — Equity from a strategic investor or joint venture partnership

What Makes the Project Attractive?

- Unique opportunity to occupy a market niche with minimal competition within a country where the market is 90% import-dependent.
- Logistical and production advantages due to the location in Kazakhstan's largest city, with ready-to-use infrastructure.
- Experienced project initiator and administrative support backed by a professional initiator and comprehensive support at all stages of the project.
- Growth potential in regional markets of Central Asia and EAEU driven by strategic export positioning.
- Potential for production localization and cooperation with local component suppliers.
- Participation in government support programs for manufacturers: tax incentives, cost reimbursements, and export subsidies.

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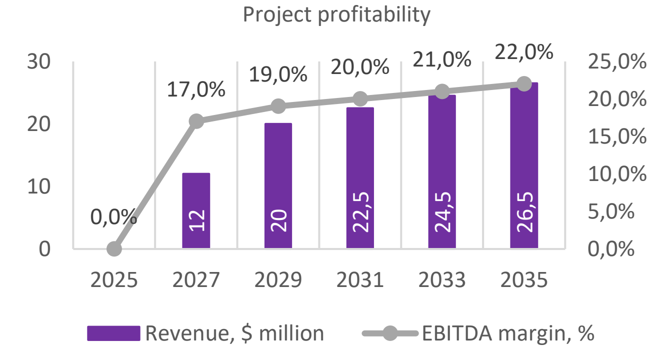
Construction of a plant for the production of auto components



Project description

- The project envisages the construction of a modern factory for the production of auto components - components and units for passenger cars, including seats, panels, cable harnesses, plastic elements, heating/ventilation systems, etc.
- The enterprise is focused on meeting the growing needs of existing and new auto assembly capacities in Almaty and the region: Hyundai Trans Kazakhstan, Astana Motors Manufacturing *(Chery, Haval, Changan)* and other manufacturers.
- The production site will be located in the Industrial Zone of the city with the possibility of connecting to the existing engineering infrastructure and logistics corridors.
- The project involves cooperation with international technology partners and the organization of deliveries on a just-in-time basis.

Project initiator

The initiator of the project is Almaty Business Development Company *(ABDC)*, an organization specializing in attracting investment and developing key sectors of the Almaty economy. The company provides comprehensive support for investment projects: from site selection to interaction with government agencies and infrastructure partners. As part of its activities, ABDC offers unique conditions for the implementation of industrial projects, including organizing access to government support measures and support until reaching full production capacity.

Products and capacities

- Seats and upholstery — up to 80,000 sets per year
- Electrical components *(harnesses, blocks)* — up to 150,000 units
- Plastic panels and parts — up to 100,000 sets
- Metal components and fasteners — up to 200,000 units
- The project provides a phased implementation and expansion of the range depending on demand.

Location and infrastructure

- Industrial zone of Almaty: connection to utilities *(water, gas, electricity)*, roads, sites from 2 to 5 hectares
- Proximity to Hyundai and Astana Motors plants
- Access to national highways and BAKAD

Market and sales

- More than 600,000 cars are registered in Almaty, demand for spare parts and service is growing annually
- Hyundai, Chery, Haval and other factories plan to produce up to 130,000 cars per year – there is a stable demand for local components
- Kazakhstan's auto industry is still only partially localized - the level of local parts in manufactured cars is less than 10%, with a target level of 30-40%
- Outsourcing of auto components in Almaty will reduce the costs of assembly production, ensure flexibility of logistics and form an industrial cluster

Financial parameters of the project

- Investment volume *(CAPEX)*: $25–40 million
- Production capacity: 3–5 main process lines
- NPV *(10 years, 12% discount)*: $15–25 million
- Internal rate of return *(IRR)*: 18–21%
- Payback period: 5–6 years
- EBITDA margin in the stable phase: 18–22%
- Revenue forecast by year 5: $25–28 million
- Number of jobs created: 300–400 people

What are the benefits of the project?

- Strategic demand from the two largest automobile factories in the country
- Participation in the creation of a new automobile manufacturing cluster
- Possibility of industrial cooperation with foreign suppliers
- Prospects for growth in the regional markets of Central Asia and the Eurasian Economic Union due to strategic export positioning
- State programs for localization and stimulation of mechanical engineering
- Participation in state programs to support manufacturers: tax incentives, cost reimbursements, export subsidies
- Possibility of placement in an area with ready infrastructure and logistics

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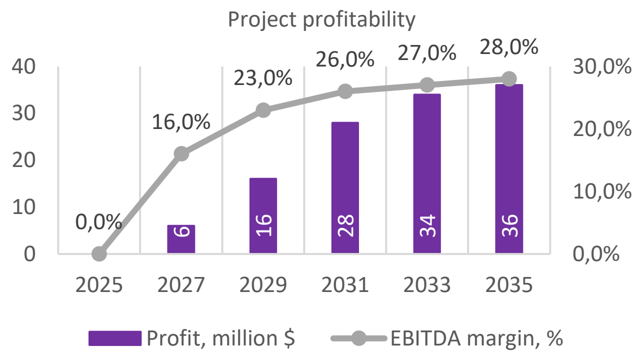
Construction of a Techno Park for high-tech production in the Almaty Industrial Zone (IZA)



Project description

- The project envisages the creation of a multi-industry industrial technology park on a 10-hectare territory in the Industrial Zone Almaty (IZA).
- The goal is to create a center for the placement of high-tech industries, start-ups and engineering enterprises with a priority on export, innovation and industrial cooperation.
- The format involves the construction of production, laboratory, office and engineering blocks with the possibility of leasing, subleasing or placement on a joint venture basis.

Project initiator

An initiator of the project is «Almaty Business Development Company» LLP *(ABDC)* — an organization specializing on investment attraction and development of key sectors of Almaty economy. The company provides comprehensive support for investment projects: from site selection to interaction with government agencies and infrastructure partners. As a part of its activities, the company provides investors with access to government support measures, project promotion at the national level and administrative support until reaching full operational capacity.

Features and infrastructure

- Area: 10 ha
- Format: Modular buildings for R&D, assembly, technical sites, offices
- Infrastructure: centralized power supply, gas, water, sewerage
- Logistics: exit to BAKAD, access to industrial highways, proximity to the railway station and airport
- Connection to digital platforms: accounting, management, support
- Possibilities: rent, purchase, joint venture, placement of anchor production facilities, R&D zones

Priority areas

- Robotics and automation
- Assembly of electronics and smart components (EMS)
- Automotive components and electronic modules for EV
- Medical equipment and consumables
- 3D printing, prototyping, Center for Youth Innovative Creativity (CYIC)
- Green technologies and energy storage
- Industrial IoT solutions, measuring devices and sensors
- New construction and packaging materials

Financial aspects of the project

- Investment volume*(CAPEX)*: 40–80 million USD
- NPV *(15 years, discount rate 12%)*: from 30 million USD
- Internal rate of return *(IRR)*: 17–20%
- Payback period: 6–8 years
- EBITDA margin in a stable phase: 22–28%
- Jobs creation : 500–800

Why Almaty?

- Almaty — the largest metropolis and tourist center of Kazakhstan, with a population of over 2.3 million people in the city and over 3.5 million people in the agglomeration.
- Industrial Zone Almaty *(IZA)* — key site with ready infrastructure
- Strong potential of university and human resources *(Satbayev University, AUES, KBTU and etc.)*
- A rapidly developing cluster of automotive, logistics and food industries

What is the attractiveness of the project?

- The first high-tech techno park of this format in Almaty
- High demand for industrial space from companies from China, Korea, Europe
- Potential for export and localization in the context of reorientation of global supply chains
- Growth prospects in the regional markets of Central Asia and the EAEU due to strategic export positioning
- Reducing dependence on imports (especially in medical technology, electronics, robotics)
- Possibility of integration with educational institutions and R&D programs
- Participation in state programs to support manufacturers: tax incentives, cost compensation, export subsidies
- Possibility of placement in an area with ready infrastructure and logistics

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