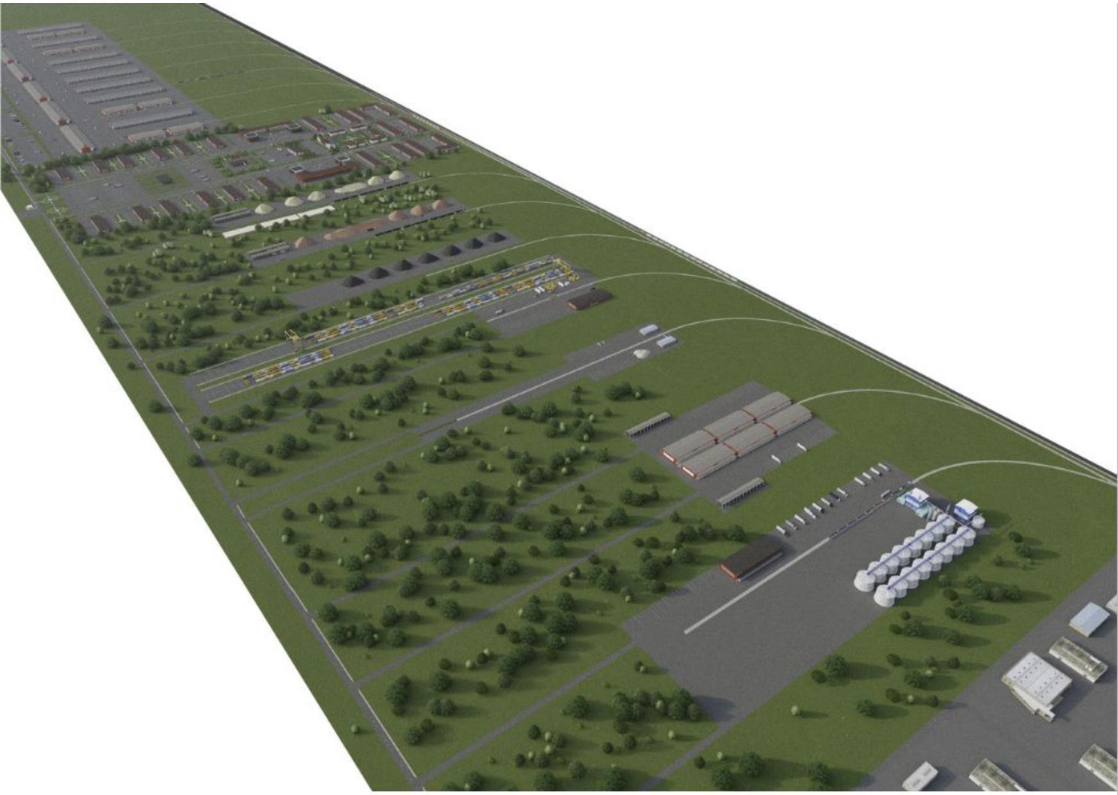
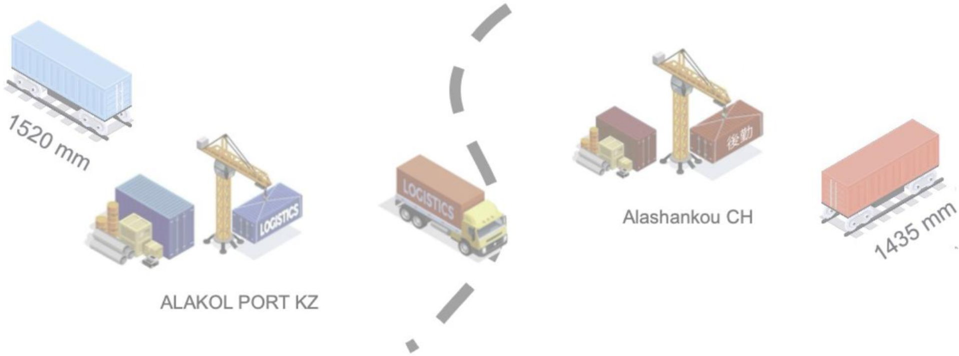
ALAKOL PORT

PROJECT OVERVIEW



Project Concept

Export Kazakh and transit European/Russian goods to China via road transport, bypassing Dostyk railway station.



Handle complex cargo types:
bulk, metal ores, fertilizers, grains, petrochemicals, liquefied gases, etc.

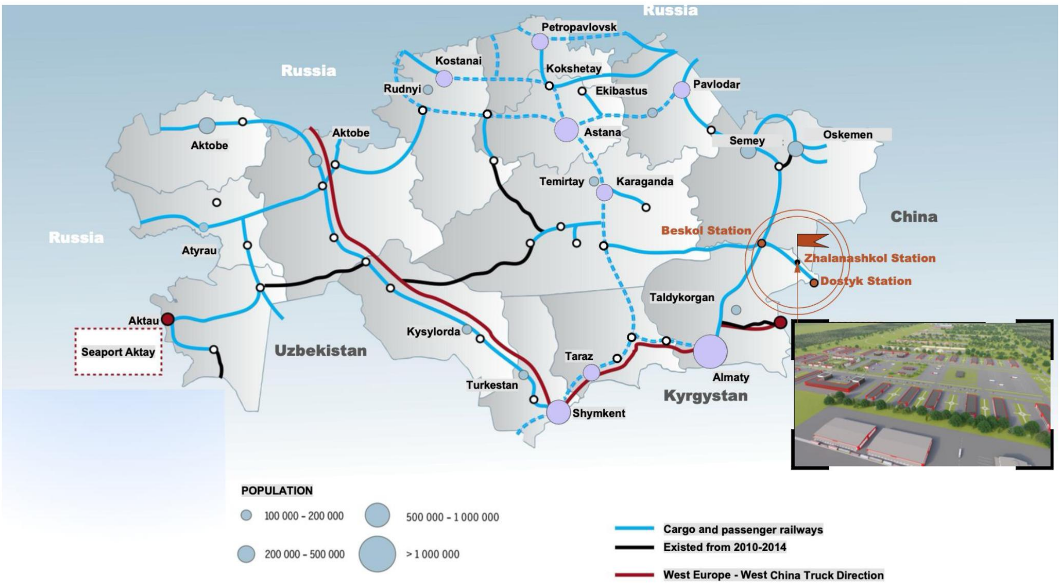
Delivery of cargo to the ALAKOL PORT export port (Zhalanashkol) via railway transport, reloading into vehicles and further delivery to Alashankou station (China). The goods are loaded onto the Chinese Railway and delivered to the consumer.
*China and Kazakhstan have different rail sizes (1435 mm and 1520mm)

Using the same scheme, it is possible to import goods from China to Kazakhstan.

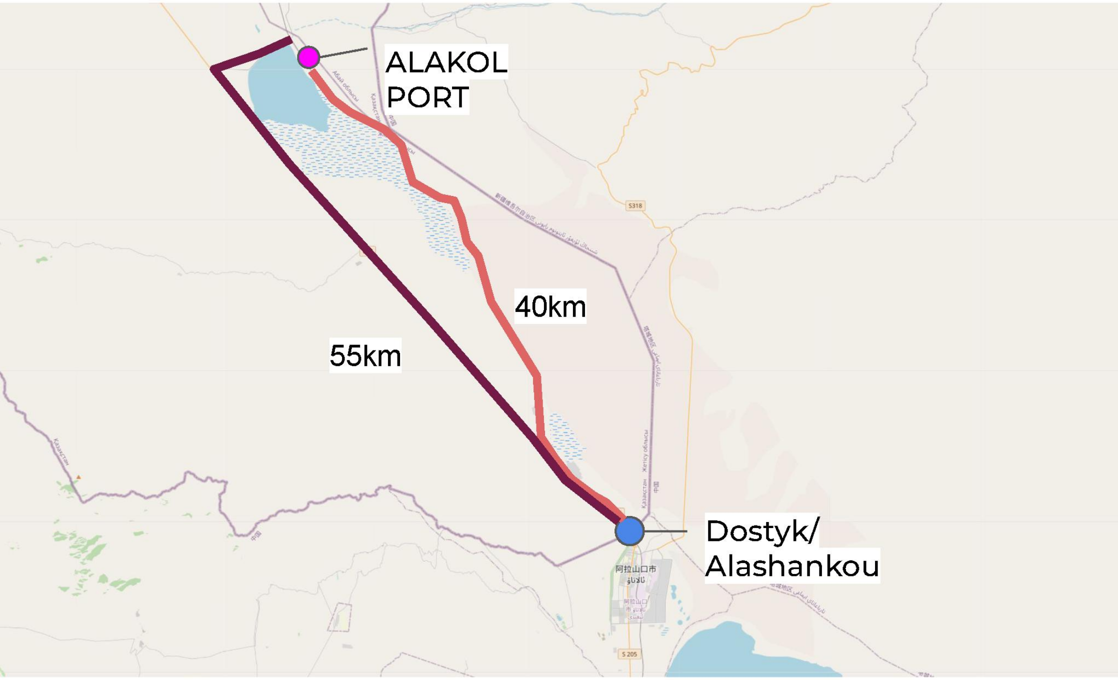
Planned Volume:
Export: 4.5M tons + 70K containers.
Import: 0.5M tons + 140K containers.

Trade Map

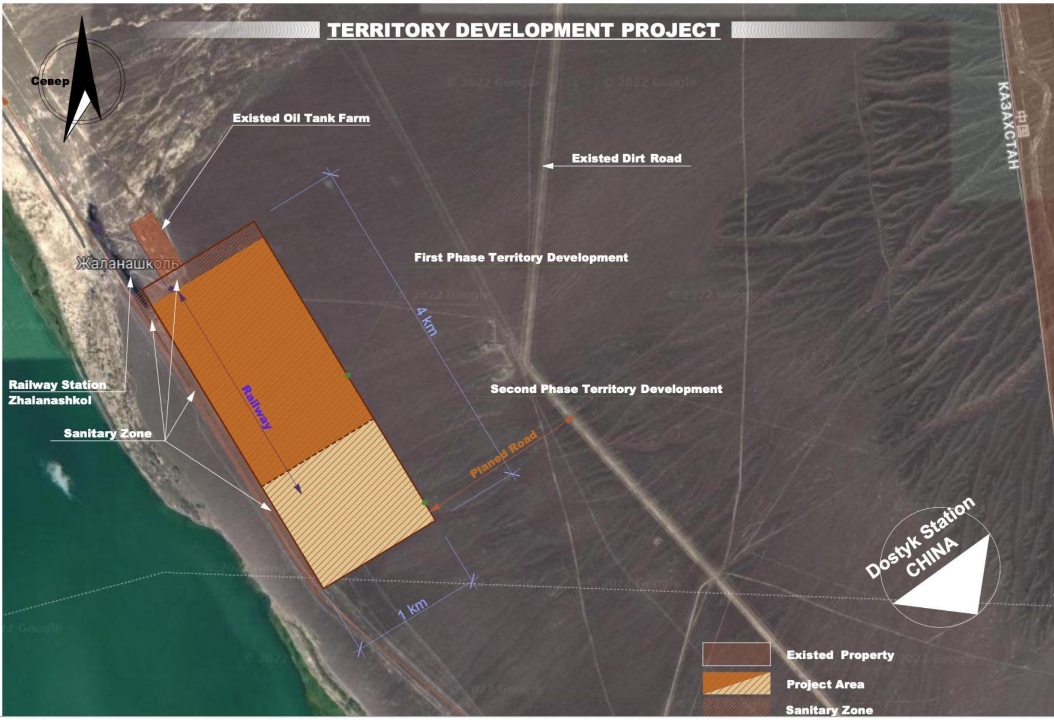

RUSSIA
Conventions:
TTM middle corridor
MTK North-South
No route
Railways
Car Roads
Sea routes
Sea Ports
Москва
Kostanai
Aktobe
Astana
Atyrau
Astrahan
KAZAKHSTAN
Aktau
Kuryk
Bolashak
Dostyk
Urumchi
Shymkent
Almaty
Altynkol
Poty
Istambul
TURKISH
Morsin
Alayt
Eyzeli
Amirabad
IRAN
ПАКИСТАН
ОАЭ
ИНДИЯ
ВЬЕТНАМ


Russia
Petropavlovsk
Russia
Kostanai
Kokshetay
Rudnyi
Ekibastus
Pavlodar
Aktobe
Astana
Semey
Oskemen
Aktobe
Temirtay
Karaganda
China
Russia
Atyrau
Beskol Station
Zhalanashkol Station
Dostyk Station
Taldykorgan
Aktau
Seaport Aktay
Kysylorda
Uzbekistan
Taraz
Almaty
Turkestan
Kyrgystan
Shymkent
POPULATION
100 000 – 200 000
500 000 – 1 000 000
200 000 – 500 000
> 1 000 000
Cargo and passenger railways
Existed from 2010-2014
West Europe - West China Truck Direction

Project Location



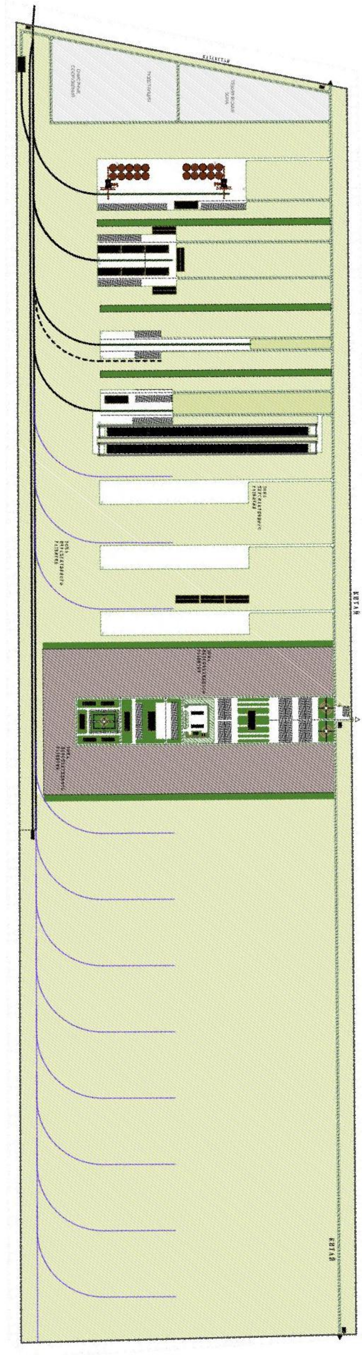
Project Development



Conventions:

1. Existed Oil Tank Farm
2. Sanitary Zone
3. Projected Territory
4. Projected Railway
5. Railway Dead End Line
6. Zhalanashkol Station
7. Railway

Project Site Plan



Investment Requirements

Working Capital Requirements

	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	PPP
thousand USD												
Inventory	913	1,017	1,130	1,264	1,410	1,433	1,451	1,476	1,496	1,517	1,534	
Accounts receivable	5,151	7,373	9,771	12,463	15,417	16,319	17,165	18,106	19,009	19,953	20,856	
Accounts payable	2,018	2,249	2,498	2,793	3,117	3,168	3,207	3,262	3,306	3,353	3,390	
Working capital	4,047	6,141	8,403	10,934	13,710	14,584	15,409	16,320	17,198	18,116	19,000	19,542
Need for working capital	4,047	2,095	2,262	2,531	2,776	874	824	911	878	918	883	543
in % of revenue	*15%*	*16%*	*16%*	*17%*	*17%*	*17%*	*17%*	*17%*	*17%*	*17%*	*17%*	*17%*
Total	**4,047**	**2,095**	**2,262**	**2,531**	**2,776**	**874**	**824**	**911**	**878**	**918**	**883**	**543**

Investment schedule

	2024	2025
thousand USD		
Buildings and constructions	47,338	23,316
Equipment	25,077	25,077
Total	**72,415**	**48,393**

Deloitte.

Financial performance forecast

Forecast Profit and Loss Statement

	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	PPP
thousand USD												
Sales	**26,861**	**38,445**	**51,090**	**64,988**	**80,387**	**85,094**	**89,749**	**94,412**	**99,118**	**104,039**	**109,048**	**112,162**
Revenue growth rate	*n/a*	*43%*	*33%*	*27%*	*24%*	*6%*	*5%*	*5%*	*5%*	*5%*	*5%*	*3%*
Cost of sales	(17,535)	(19,544)	(21,772)	(24,276)	(27,084)	(27,533)	(27,946)	(28,346)	(28,734)	(29,140)	(29,543)	
Gross profit	**9,326**	**18,901**	**29,318**	**40,712**	**53,303**	**57,561**	**61,803**	**66,066**	**70,384**	**74,899**	**79,505**	
Gross margin	35%	49%	57%	63%	66%	68%	69%	70%	71%	72%	73%	
G&A costs	(682)	(954)	(1,245)	(1,558)	(1,893)	(1,969)	(2,039)	(2,109)	(2,983)	(3,022)	(3,061)	
Selling costs	(1,343)	(1,922)	(2,554)	(3,249)	(4,019)	(4,255)	(4,487)	(4,721)	(4,956)	(5,202)	(5,452)	
EBITDA	**7,301**	**16,025**	**25,519**	**35,905**	**47,391**	**51,337**	**55,277**	**59,237**	**62,445**	**66,675**	**70,992**	**73,019**
EBITDA margin	27%	42%	50%	55%	59%	60%	62%	63%	63%	64%	65%	65%
D&A costs	(4,274)	(8,685)	(8,963)	(9,247)	(9,536)	(9,831)	(10,132)	(10,440)	(10,754)	(11,075)	(11,403)	(11,403)
Operational profit before tax	**3,027**	**7,339**	**16,556**	**26,658**	**37,855**	**41,506**	**45,145**	**48,797**	**51,692**	**55,600**	**59,590**	**61,617**
Corporate tax	-	-	-	-	-	-	-	-	-	-	(11,918)	(12,323)
Net operational profit	**3,027**	**7,339**	**16,556**	**26,658**	**37,855**	**41,506**	**45,145**	**48,797**	**51,692**	**55,600**	**47,672**	**49,294**