

OPERATING RESULTS



MAIN ACHIEVEMENTS OF KAZAGROFINANCE JSC IN 2019



103.4 billion KZT was invested in the development of the agro-industrial complex



5,893 units of agricultural machinery and equipment were leased for the amount of **98.5 billion KZT**.



2,231 clients were financed



4,384 contracts for agricultural financing were signed



Invested in agribusiness from 2000 to 2019 **798.1 billion KZT**



The client satisfaction index for the Company's services was **92.1%**



In 2019, the Company received the largest net income in the history of the Company, amounting to **9.2 billion KZT**

Over the past 6 years, investments aimed at introducing new and modernizing existing investment projects in the agro-industrial complex have been made at the expense of the Company's own and attracted funds.



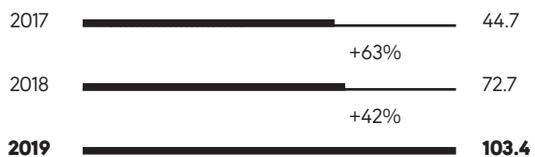
NUMBER OF SERVICED CLIENTS AND CONCLUDED FINANCING AGREEMENTS



The dynamics show the annual growth of the clients served by the Company and the concluded financing agreements.

— number of clients, p.
 — number of contracts, pcs.

INVESTMENT DYNAMICS, BILLION KZT



469

projects

— put into operation in 2007-2019

**REGIONAL STRUCTURE OF THE PROJECTS
COMMISSIONED IN 2007-2019, BY DIRECTIONS**

Regional structure by directions	Almaty	Nur-Sultan	Akmola region	Aktobe region	Almaty region	Atyrau region	East Kazakhstan region	Zhambyl region	West Kazakhstan region	Karaganda region	Kostanay region	Kyzylorda region	Pavlodar region	North Kazakhstan region	Turkistan region	Total
Alternative Energy Sources / Solar Power Station	–	–	–	1	–	–	–	–	–	–	–	–	–	–	–	1
Grain Storages	2	–	17	–	–	–	–	–	–	–	2	1	1	10	1	34
Fodder production	–	–	8	4	–	1	5	4	2	–	3	–	5	3	1	36
Commercial dairy farm	3	–	3	2	2	–	8	2	1	–	5	1	7	4	2	40
Meat processing complex	–	–	1	1	–	–	1	–	1	–	–	1	1	–	–	6
Vegetable stores	2	3	4	1	3	3	3	1	1	3	4	–	10	3	5	46
Feedlots	3	–	1	–	2	–	–	1	–	1	–	2	1	–	3	14
Processing	–	3	5	3	6	3	4	2	2	6	6	7	3	2	6	58
Poultry farms	–	–	3	–	3	1	2	1	–	1	4	–	–	1	2	18
Sow farms	1	–	11	3	10	–	14	6	10	7	11	–	7	18	3	101
Fish farming complex	–	–	–	–	–	1	2	2	–	1	–	–	–	–	–	6
Gardens	3	–	–	–	–	–	–	3	–	–	–	–	–	–	8	14
Assembly factory	–	–	–	–	–	–	1	–	1	1	–	–	–	–	1	4
Irrigation systems	4	–	4	1	4	13	1	10	3	5	–	–	9	4	7	65
Green houses	2	1	1	3	4	–	–	2	–	2	–	–	–	–	10	25
Killing department	–	–	–	–	–	–	–	–	–	–	–	1	–	–	–	1
Total	20	7	58	19	34	22	41	34	21	27	35	13	44	45	49	469

In 2019, the Company commissioned 6 investment projects, including:

- 3 enterprises for processing agricultural products with a production capacity of 4.5 tons per year;
- 1 enterprise using an irrigation system with a production capacity of 576 tons per year;
- 1 grain storage for 15,000 tons;
- 1 dairy farm with production capacity of 2.5 tons per year.

The total cost of the projects amounted to 1.9 billion KZT, including the amount of financing of KazAgroFinance amounted to 1.6 billion KZT. In total, 469 projects with a total cost of 263.3 billion KZT were commissioned during the period 2007-2019, including the amount of financing of KazAgroFinance amounted to 189.8 billion KZT.

LEASING OF AGRICULTURAL MACHINERY PROVIDED TO KAZAGROFINANCE

Machinery name	2017		2018		2019		Total 2000–2019	
	Pcs.	Amount	Pcs.	Amount	Pcs.	Amount	Pcs.	Amount
Seeding machinery	31	509	72	1,736	143	7,336	1,399	52,865
Tractors	788	9,432	1,032	15,592	1,713	30,859	14,428	122,098
Combine harvesters	283	16,869	495	28,268	540	32,856	10,839	250,157
Seeders	124	1,703	133	2,626	416	4,386	2,595	15,750
Other machinery	1,150	7,830	1,550	12,762	3,073	23,017	19,027	102,431
Equipment	24	3,807	144	1,987	8	58	604	58,897
Total	2,400	40,176	3,426	62,972	5,893	98,513	48,892	602,198

In total, KazAgroFinance JSC has financed the procurement of about 48.9 thousand units of agricultural machinery and equipment for a total amount of 602.2 billion KZT. The leased equipment handles 10 million hectares of cultivated lands.

In 2019, the KAF financed 5.9 thousand units of equipment for 98.5 billion KZT (the growth in comparison with 2018 for the main types of equipment was 72% in quantitative terms, 56% in monetary terms). According to the data analysis of the

Ministry of Agriculture, the share of main types of equipment (combines, tractors, sowing systems) leased by the Company is 49% of the total volume of equipment procured by agricultural producers throughout Kazakhstan.

LEASING STRUCTURE UNDER THE SPECIAL PROGRAMS

Program	Number of contracts	Number of equipment	Cost of equipment, million KZT	Share %
Agrotechnics	751	851	8,063.5	8.2%
Master leasing	493	850	24,752.4	25.1%
Own feed	456	531	2,429.9	2.5%
Express leasing	383	541	7,860.3	8.0%
Other	2,277	3,120	55,406.7	56.2%
Total:	4,360	5,893	98,512.8	100.0%

Special programs «Agrotechnics», «Master Leasing», «Express Leasing» and «Own Feed» are most in demand in 2019.

NUMBER OF CLIENTS BY BUSINESS SIZE, P

2017	—	88	—	—
		6,502		
2018	—	89	—	—
		6,878		
2019	—	85		large
		7,581		small/medium

The main share of clients in the Company's portfolio is small and medium-sized businesses.

STRUCTURE OF CLIENTS IN THE PORTFOLIO
BY REGION IN 2019, P



Almaty, East Kazakhstan, West Kazakhstan and Turkestan regions in the regional Company's client map have about a thousand clients.

