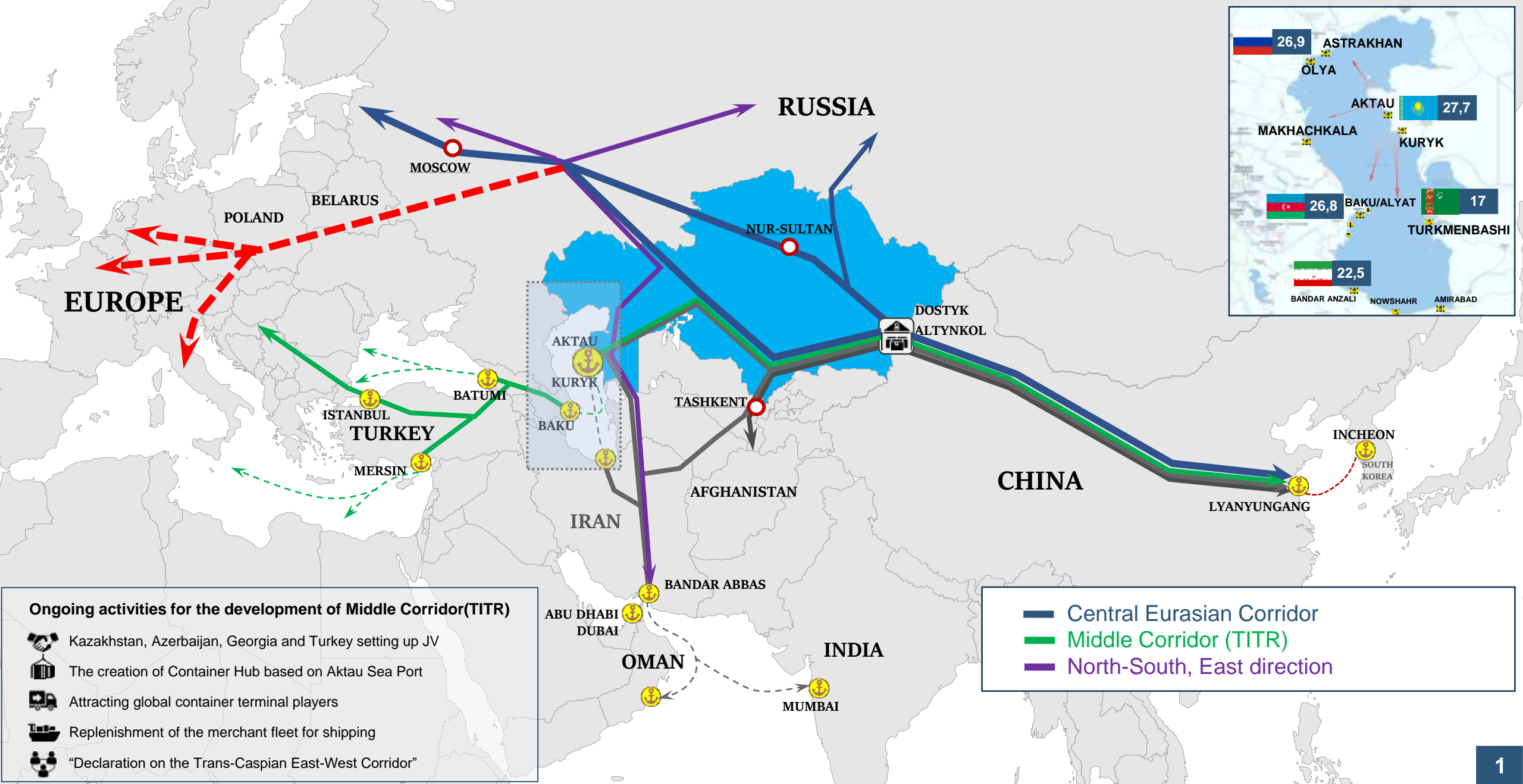
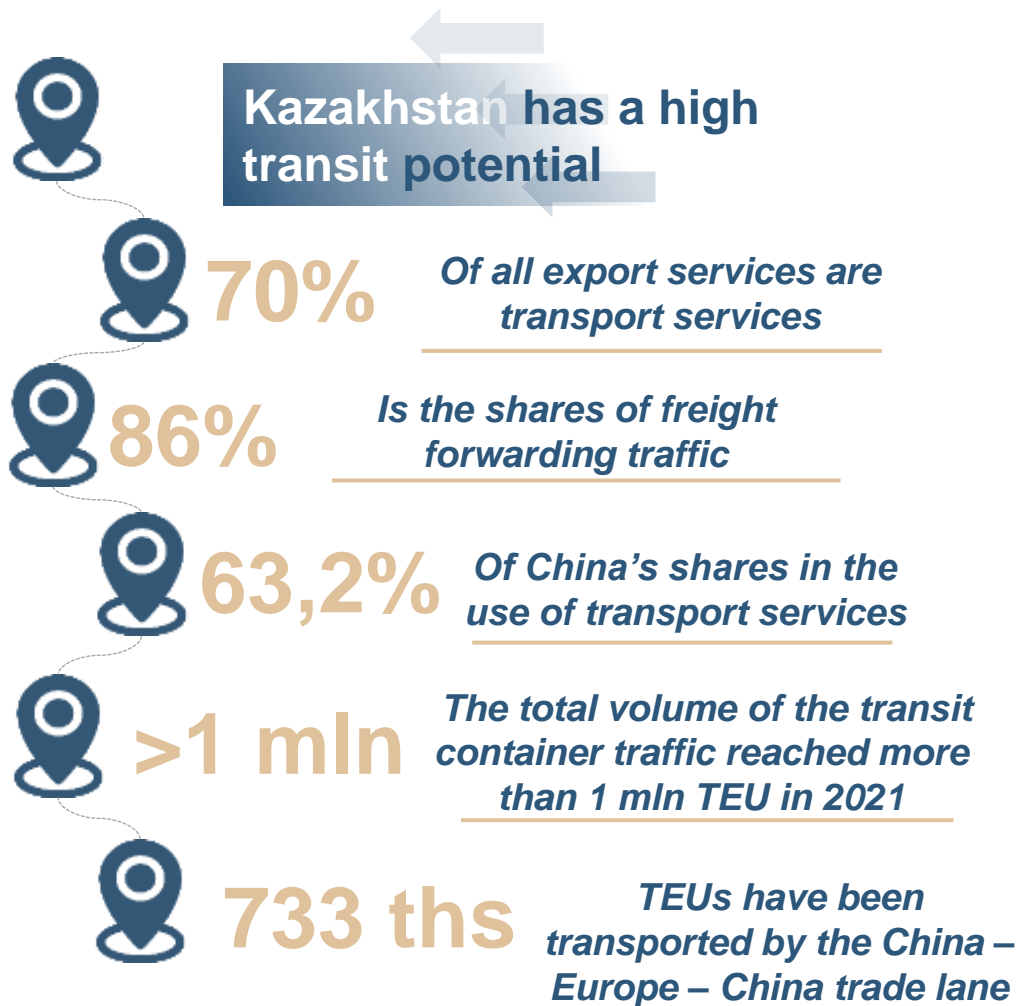




PROSPECTS FOR THE DEVELOPMENT OF TRADE THROUGH THE CASPIAN AND BLACK SEAS





OPPORTUNITIES



Transit corridor development



Development of transport infrastructure



Development of multimodal hubs based on the airports of Kazakhstan



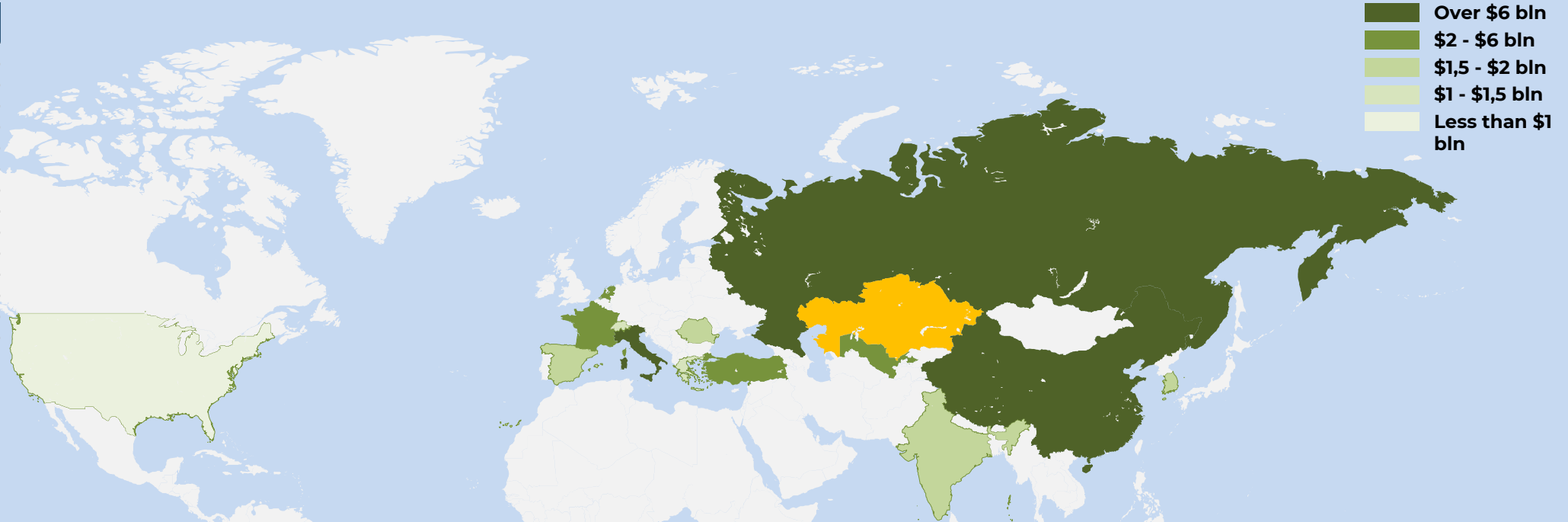
Containerization of cargo flows - expanding export geography



Developing digitalization – optimizing supply chain transparency

- 85-95% of Kazakhstan's trade with Georgia, Turkey, EU countries, North Africa(Algeria, Egypt & Libya) went through the Russia Federation
- An alternative route for Kazakh goods is Middle Corridor(TITR)
- A new commodity for TITR for Q1 2022 already includes rolled steel products

#	Importing country	Export for 2021 \$ mln
1	China	9 873,5
2	Italy	8 890,2
3	Russia	6 916,7
4	Netherlands	4 384,2
5	Turkey	2 963,7
6	Uzbekistan	2 844,1
7	France	2 394,7
8	Korea	1 877,2
9	Spain	1 633,9
10	India	1 625,7
11	Romania	1 521,1
12	Greece	1 321,5
13	Singapore	1 116,3
14	Switzerland	1 083,5
15	USA	872,2



Top 5 export goods to EU countries

	2021, \$ mln
Propane	20 506
Middle distillates	596,9
Natural uranium	268,9
Ferrochrome	228,0
Aluminum unalloyed	217,2

Export growth potential

Metallurgical industry	968,2
Food industry	280,9
Chemical industry	110,4



Top 5 export goods to Turkey

	2021, \$ mln
Natural-gas condensate	1 668,3
Other refined copper	381,2
Aluminum unalloyed	309,4
Copper cathodes	146,8
Middle distillates	81,8

Export growth potential

Metallurgical industry	307,2
Petrochemical industry	184,1
Food industry	54,6



Top 5 export to North African countries

	2021, \$ mln
Propane	68,0
Liquefied butane	40,6
Flat-Rolled Iron	2,2
Petroleum coke	1,4
Ferrosilicon	1,0

Export growth potential

Metallurgical industry	189,8
Chemical industry	124,9
Food industry	56,5



Top 5 export to Georgia

	2021, \$ mln
Light distillates	4,9
Deodorants	4,1
Ferrosilicon	3,9
Other flat products	2,4
Vehicles	1,0

Export growth potential

Food industry	41,2
Building products	10,5
Machine-building industry	9,2

ALTERNATIVE SUPPLIES TO RUSSIAN EXPORT






Netherlands		Market capacity \$ mln
	Light distillates and products	3 662,0
	Ferrosilicon	114,2
	Ferrochrome	49,1
	Raw sunflower oil	7,0
Total export potential		3963,6

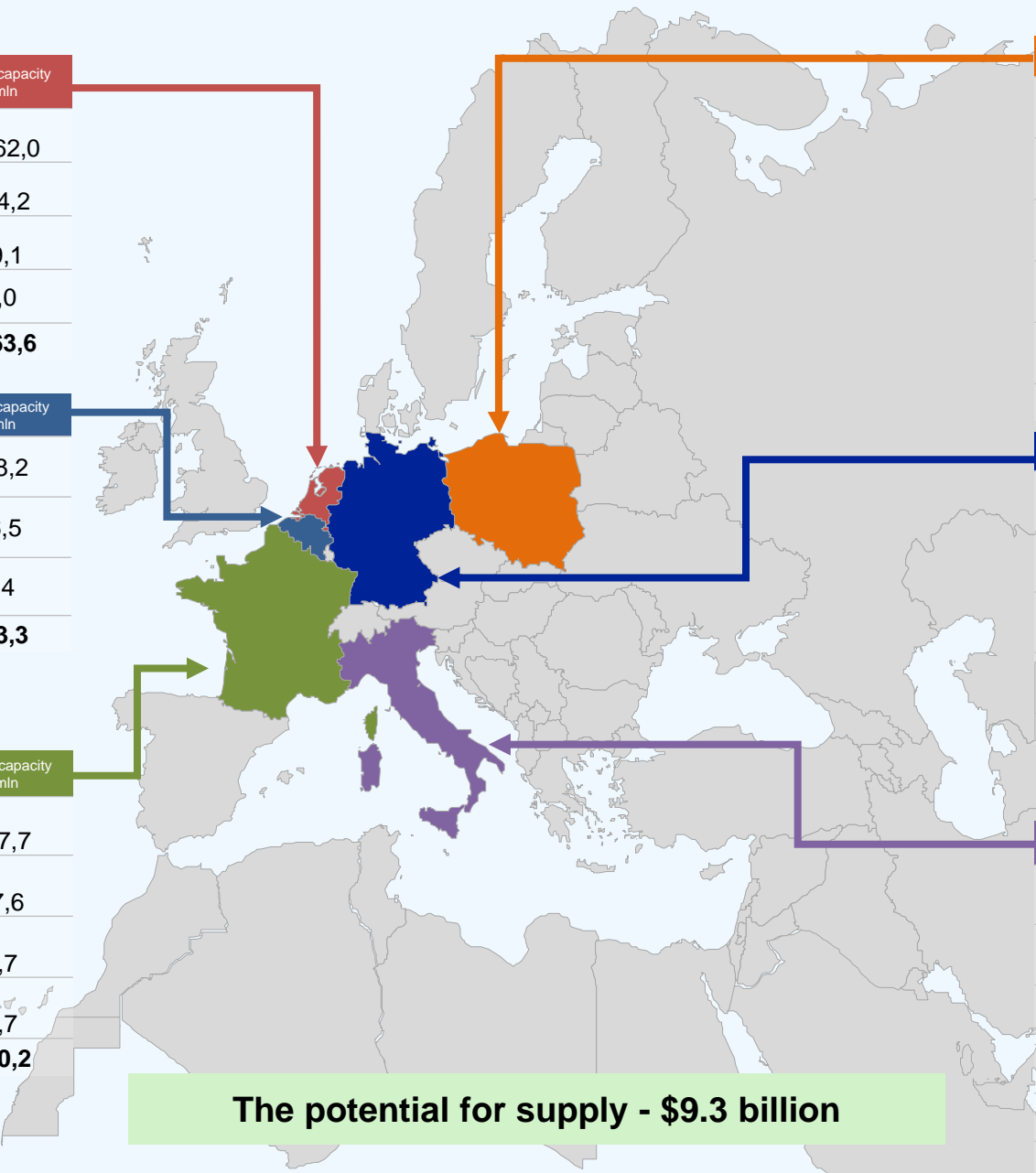
Belgium		Market capacity \$ mln
	Flax seeds	148,2
	Bituminous coal	86,5
	Cakes and other solid waste	3,4
Total export potential		263,3

France		Market capacity \$ mln
	Crude oil and oil products	187,7
	Copper cathodes and cathode sections	47,6
	Ferrous metal products	2,7
	Sulfur	1,7
Total export potential		250,2

Poland		Market capacity \$ mln
	Liquefied propane	546,5
	Bituminous coal	531,3
	Liquefied butanes	20,2
	Flax seeds, whether or not crushed	14,7
	Waste and scrap of alloy steel including corrosion-resistant steel	12,3
Total export potential		1 221,7

Germany		Market capacity \$ mln
	Copper cathodes and cathode sections	1 074,9
	Flax seeds	28,4
	Waste and scrap of alloy steel including corrosion-resistant steel	28,1
	Mustard seeds	18,4
Total export potential		1428,3

Italy		Market capacity \$ mln
	Other distillates and products	1 928,3
	Unalloyed aluminum raw	121,4
	Light distillates and products	62,0
	Wheat and meslin	66,8
	Ferrochrome	7,8
Total export potential		2215,7



The potential for supply - \$9.3 billion



Attracting Top Global Logistics Players to the Trans-Caspian routes



Implementation and integration of electronic systems of Customs administration in ports and the Single Window Concept



Formation of oncoming cargo flows from Europe. Looping the route will increase the attractiveness of the service and affect its cost (backloading)



Development of alternative modes of freight forwarding transportation on the route Azerbaijan – Georgia – Turkey (road & multimodal) owing to the limited capacity of the Baku – Tbilisi – Kars railway line



Using the infrastructure of Georgian ports on the Black Sea (Batumi & Poti) as well as the ports of Bulgaria and Romania with the aim of consolidation, accumulation and then forwarding cargoes to Europe