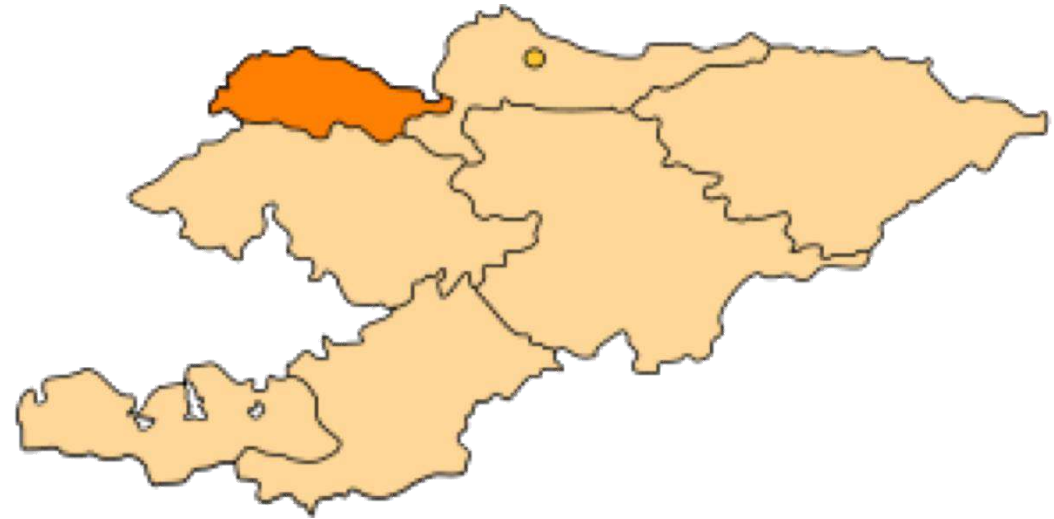


Project Teaser:

Oil Refinery Plant 60,000 BPD

at the free economic zone “Maimak”, Talas oblast, Kyrgyz Republic



Executive Summary

Short Project Description

Project – Building an oil refinery with a processing capacity of 60,000 BPD of raw material.

Creates additional new jobs – 124.

Location – Within the area of 159 hectares belonging to the Initiator at the FEZ Maimak, with existing infrastructure and access to water, gas and electricity.

Project Stage

All approvals received,
looking for financing

Money back guarantee, m EUR

- ✓ Income security based on the Government Guarantee Letter, contracts with buyers;
- ✓ Additional collateral to cover needed investments: fixed assets, land, etc.

Project output and market trends

Output – 2,9 mio tons per year of high quality oil-products with the depth of processing from 96 to 91.52%.

Project participants – JSC "Commercial and industrial company Temirlan-Oil" (Initiator); OTEC Group, Germany (Main Supplier);

Customers – Kyrgyzstan Government, "AL Jawad Trading Est" (UAE), "Jeminey Yede Import & Export Trade Co., Ltd" (China), neighboring countries;

Main market trends:

- Significant deficit of local oil-products.
- Imports of all oil-products numbers to Kyrgyzstan = 98.7% of total consumption According to the Kyrgyzstan Ministry of External Trade & Industry 2016 data.

Main Project Goals

1

To Construct and operate an oil refinery with a processing capacity of 60,000 BPD of raw material for import substitution to cover domestic market deficit and capture a market share of 10% of total Kyrgyzstan consumption.

2

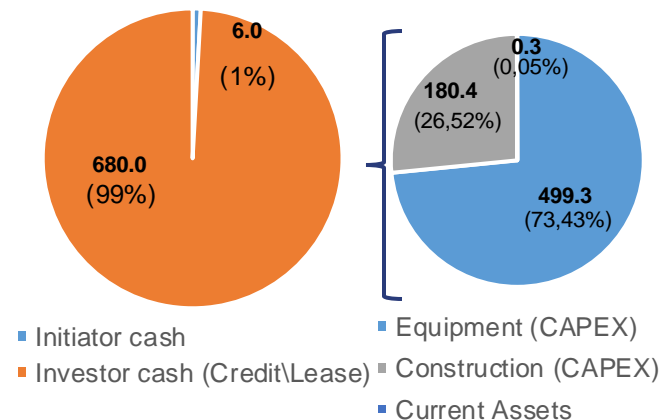
High quality oil-products using advanced technology from a leading Oil-refinery producer

3

Saturating the consumption market of petroleum products of Kyrgyzstan and its neighboring countries

Financial obligations and key financial indicators

Project financing needs, m EUR



*. Initiator has spend about 6 mln. EUR of own Cash

Key indicators, m EUR*

Terms: 9 years
Current debt: 0
Construction period: 7 months
Designed capacity: 21 months
Revenue (3rd year): 525,034
Payback Period: 3 years
Discount Payback Period: 5 years
Discount Rate: 15%
NPV: 502,516
IRR: 37,26%

* FCFF = EBIT(1-Income Tax)+DA-Capex-WCInv

Team and training

- Leaders and experts of JSC "TIC Temirlan-Oil" having more than 20 years of experience in the oil refining & trading industry, including other refining plants.
- The newly employed professionals will be trained provided by CTA Anlagenbau GmbH (Germany).
- In addition, reliable petrochemistry support will be guaranteed by OTEK Group in the first year by oil-refinery service supplier.



Short CV of Director General at JSC "TIC Temirlan-Oil"



Orazbayev Mukhit Dzhaylauevich, 31.08.1954

Born: Kentau, Kazakhstan.

Nationality: Kazakh

Residence address in Kazakhstan: 14 Fadeeva street, Almaty

Marital status: Married, 2 children's

Work experience:

- 1982 – 1984 - Instructor of the Ekibastuz City Committee of Komsomol .
- 1984 – 1987 - Deputy Chief of Staff of the Komsomol Central Committee for the construction of the Baikal-Amur Mainline, Tynda, Amur Region.
- 1987 – 1992 - Director of Board of JV Soviet-American enterprises “Renova” .
- 1992 – 1996 - Director of the «AKO» LLC, Kazakhstan.
- 1996 – 1998 - Director General at JSC "TIC Temirlan-Oil", Russia .
- 1998 – present - Director General at JSC "TIC Temirlan-Oil", Kyrgyzstan

Language skills: Kazakh, Russian, Turkish.

Education - Higher:

- 1976 – 1982 - Almaty Institute of Public Economy, Kazakhstan.
Specialization: Economy & Planning, material-technical supply

Timeline

Project realization plan (starting from attracting of additional Investments)

№	Type of works\Period	Year of the project										
		2024	2025	2025	2025	2025	2026	2026	2026	2026	2027	2027
		Quarter of the year	4	1	2	3	4	1	2	3	4	1
№ of quarter		1	2	3	4	5	6	7	8	9	10	11
1	Putting collateral for funding and obtaining project financing (audit)	1										
2	Production of project, design, engineering and technical documentation											
3	Manufacturing, supply of the 1 st part of the constructions and equipment											
4	Installation of the 1 st part of structures and equipment											
5	Manufacturing, supply of the 2 nd part of the constructions and equipment											
6	Installation of the 2 nd part of structures and equipment											
7	Manufacturing, supply of the 3 rd part of the constructions and equipment											
8	Installation of the 3 rd part of structures and equipment											
9	Manufacturing, supply of the 4 th part of the constructions and equipment											
10	Installation of the 4 th part of structures and equipment											
11	Manufacturing, supply of the 5 th part of the constructions and equipment											
12	Installation of the 5 th part of structures and equipment											
13	Construction of infrastructure facilities											
14	Purchase and installation of an auxiliary equipment											
6	Pre-commissioning activities											
7	The formation and training of staff											
8	Purchase of crude oil											
9	Zero cycle to full production											

Already done by the Initiator:

- ✓ The signing of the memorandum with the key supplier – OTEC Group (Germany);
- ✓ The signing of the memorandums with the key buyers – "AL Jawad Trading Est" (UAE), "Jeminey Yede Import & Export Trade Co., Ltd" (China);
- ✓ The passage of the Republic Coordination Council and inclusion of the project into the Kyrgyzstan Industrialization Map;
- ✓ Preparation and approval of documents for the land plot;
- ✓ Approval of connection to the oil pipeline;

Projected Financials

Project Financials, EUR

Name	1 year	2 year	3 year	4 year	5 year	6 year	7 year	8 year	9 year	Total for 9 years
Proceeds from goods sales, services excluding VAT	-	-	1 413 261 000	1 413 261 000	1 413 261 000	1 413 261 000	1 413 261 000	1 413 261 000	1 413 261 000	9 892 827 000
Cost of goods and services sold, excluding VAT	-	-	888 226 811	888 226 811	888 226 811	888 226 811	888 226 811	888 226 811	888 226 811	6 217 587 675
Gross Revenue:	-	-	525 034 189	525 034 189	525 034 189	525 034 189	525 034 189	525 034 189	525 034 189	3 675 239 325
Expenses for a period:	-	-	118 709 181	118 709 181	118 709 181	118 709 181	118 709 181	118 709 181	118 709 181	830 964 266
Miscellaneous expenditures	-	-	4 378 765	4 378 765	4 378 765	4 378 765	4 378 765	4 378 765	4 378 765	30 651 358
Excise			114 330 415	114 330 415	114 330 415	114 330 415	114 330 415	114 330 415	114 330 415	
Proceeds from fees	-	-	406 325 008	406 325 008	406 325 008	406 325 008	406 325 008	406 325 008	406 325 008	2 844 275 059
			36 382 902	31 185 345	25 987 787	20 790 230	15 592 672	10 395 115	5 197 557	145 531 609
Fees from the lender	-	-	369 942 106	375 139 664	380 337 221	385 534 779	390 732 336	395 929 893	401 127 451	2 698 743 450
Profit before taxation	-	-	36 994 211	37 513 966	38 033 722	38 553 478	39 073 234	39 592 989	40 112 745	269 874 345
CIT	-	-	332 947 895	337 625 697	342 303 499	346 981 301	351 659 102	356 336 904	361 014 706	2 428 869 105
Net profit	-	-	332 947 895	337 625 697	342 303 499	346 981 301	351 659 102	356 336 904	361 014 706	2 428 869 105
Cumulative net profit	-	-	332 947 895	670 573 593	1 012 877 092	1 359 858 392	1 711 517 495	2 067 854 399	2 428 869 105	

Comments

0 period - the first investment stage.

1st year - Manufacturing, construction and installation.

2nd year – full production capacity achieved.



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About Initiator

Name of the Entity - JSC "Traiding and industrial company Temirlan-Oil"

Responsible officer/Project coordinator - Orazbayev Mukhit Dzhaylauevich

Main activities – Oil refining and trading.

Legal address – Talas Region, Kyrgyz Republic, Free Economic Zone «Maimak»

Type of ownership - JSC

The ownership structure – 100% Orazbayev Mukhit Dzhaylauevich (Individual)

The average number of (people) - 35

Full name of the head coordinator - Orazbayev Mukhit Dzhaylauevich

Contacts:

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e-mail Mukhit.Orazbaev@Temirlan-oil.com