



LEADING ELECTRICAL ENGINEERING COMPANY IN  
KAZAKHSTAN

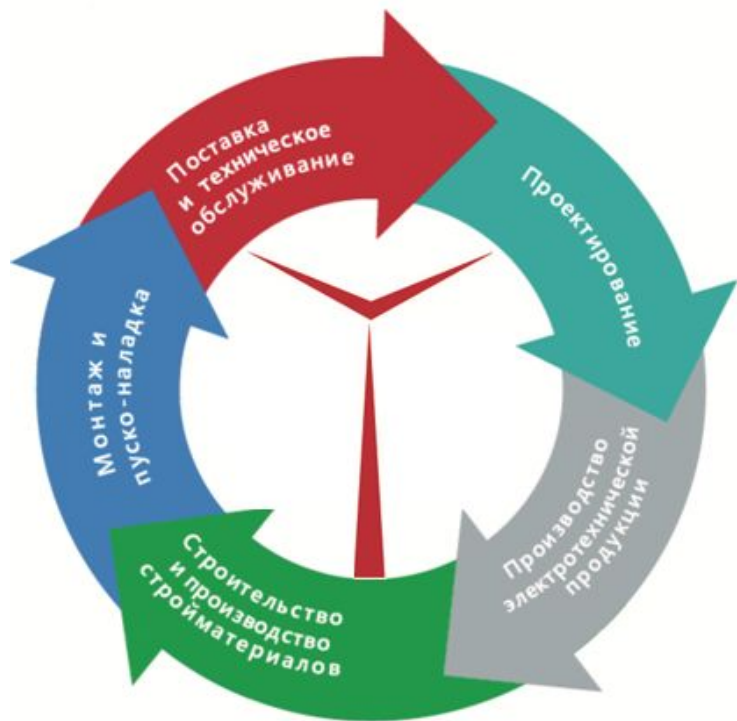
# COMPANY PROFILE

**Alageum Electric** is a large scale dynamically developing electrical engineering company of Kazakhstan providing full range of services on “**from one source – turnkey**” basis in electrical power engineering market with aftersales service support.

**Out mission** is to create a national brand on the world stage, develop science intensive industries, engineering and technical capability of the Republic of Kazakhstan.



# BASIC ACTIVITY AREAS



- JSC “Kazakhstan Scientific Research and Design Institute of Fuel and Power Systems - Energy” - a partner by EPC contracts on “turnkey” basis

**“Alageum Electric” Holding include the following key facilities:**

JSC “Design Institute PromEnergo”

JSC “Kantau Transformer Plant”

“Uralsk Transformer Plant” LLP

“Almaty electromechanical Plant” LLP

- JSC “Electromontazh” (“ELMO”)



## “ALAGEUM ELECTRIC” is:

30

offices in all oblast centers of RK with the Company headquarters in Astana city

4500

employees in “Alageum Electric” Holding

12

operating plants (Kantau, Shymkent, Almaty, Astana, Turkestan, Aktau, Kyzylorda, Uralsk)

2

design and engineering research centers (Astana, Almaty)

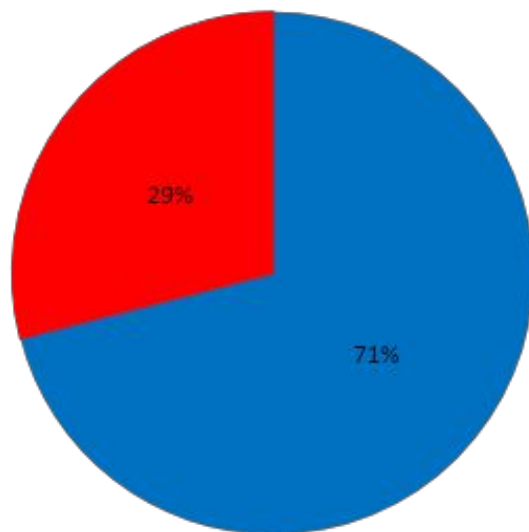
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representation offices (Moscow, Shanghai, Tashkent, Bishkek, Hamburg, Dushanbe)

- **dealership network** in the territory of Russia;
- Polytechnic **College** in Kantau;
- Production using **advanced equipment** of leading European brands

# PERFORMANCE INDICATORS

The Company's share in the market of voltage transformers operating on 6, 10 , 35, 110 kV voltages in RK as of 2016 year-end



■ AO "Alageum Electric" ■ Конкуренты

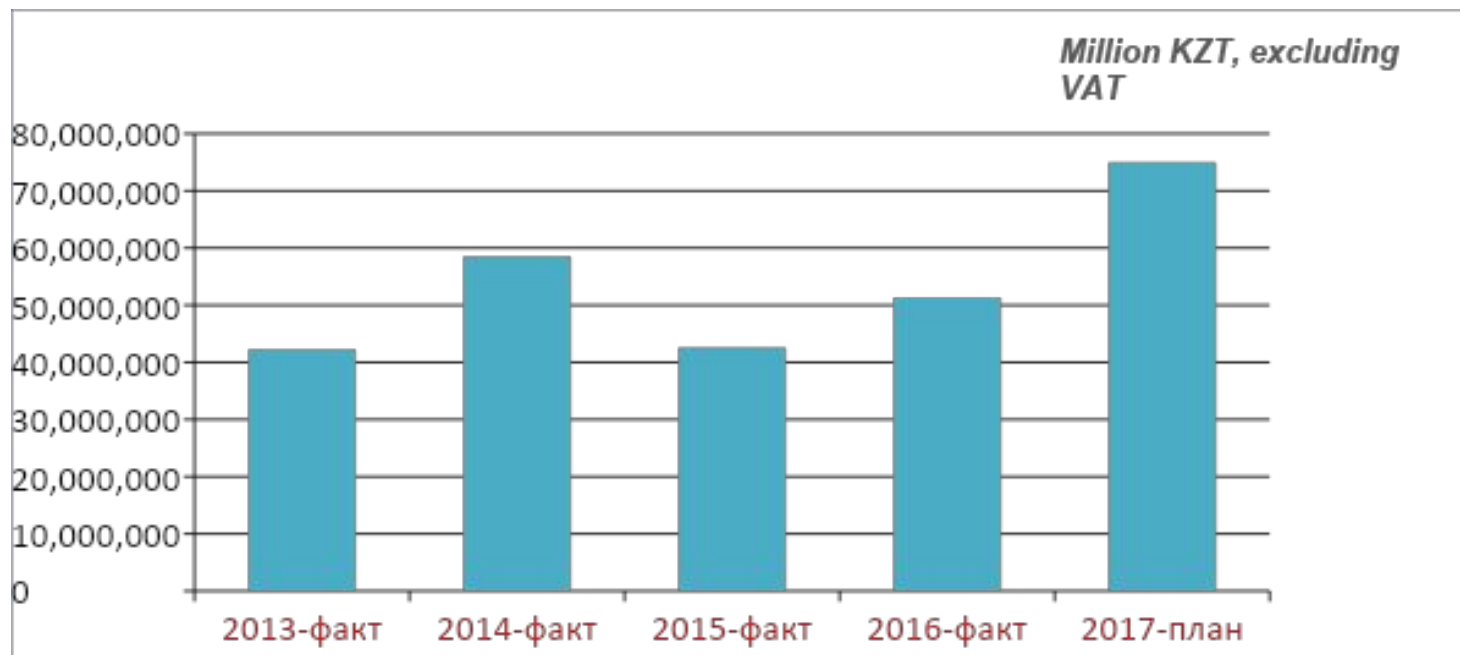
During 2016 7395 transformers operating on 6, 10 , 35, 110 kV voltages were produced in RK.

**220-500 kV voltage range transformers are planned to be produced beginning from 2018**





# PERFORMANCE INDICATORS



**The Company's total annual income as of 2016 year-end was \$162 million.**

# COMPETITIVE ADVANTAGES OF “ALAGEUM ELECTRIC”:



**Highly qualified engineers and technicians – over 500 specialists**

**Presence in all regions of Kazakhstan and CIS**

**Fully integrated solution of “turnkey” problems. EPC contracts**

**Construction of substations for 10, 20, 35, 110 kV voltages**

# ENGINEERING



## **JSC “Design Institute PromEnergo”, JSC “Kazakhstan Scientific Research and Design Institute of Fuel and Power Systems – Energy”**

Specializing in designing energy facilities, utility networks, high-voltage power transmission lines and unit substations for 10, 35, 110, 220, 500 kV. Design engineers of these Institutes developed hundreds unique Feasibility Studies and significant projects for electrical power engineering industry of Kazakhstan. Fulfilling EPC contracts on “turnkey” basis.





# PRODUCTION



## JSC “Kantau Transformer Plant”

The Plant history begins from 1959. Today the Plant is widely regarded as the leading enterprise of national electrical engineering industry and producer of transformer equipment for 10, 20, 35, 110 kV voltages in RK.

# PRODUCTION



## “Uralsk Transformer Plant”

This is one of investment projects realized by “Alageum Electric” in 2014. The Plant produces a wide range of electric equipment:

Plant design capacity: 14 000 transformer units annually. Russian Federation is the major sales market for products manufactured by the Plant.





## INSTALLATION, START-UP AND COMMISSIONING

JSC “Electromontazh”(“**ELMO**”) is one the largest installation companies in Kazakhstan providing full range of electrical installation works in sites of any complexity.



Today “ELMO” united over 14 specialized installation departments located in all regions of Kazakhstan.



# KENTAU POLYTECHNIC COLLEGE



Graduates from this dual system college are specialists in the areas of Power Supply, Automation and Control, Construction, Accounting and Audit. Students spend most of the time in Kentaу Transformer Plant. For 5 years of the College activity the graduates twice left the College, all College students were employed in business units of the holding company. The College cooperates with higher education institutions in Russia for further student training.





## “Hi-Po” PROGRAM (HIGH POTENTIAL)



It's a program for identifying high potential employees among the Holding staff. During one year participants involved in this Program have trainings held by the best experts in management, marketing, sales, logistics, time management, finance, information security and foreign language skills. Based on the year end results, the best graduates will be included in the candidate pool for the Holding's executive positions. Last year graduates already occupy high and mid-level executive positions.



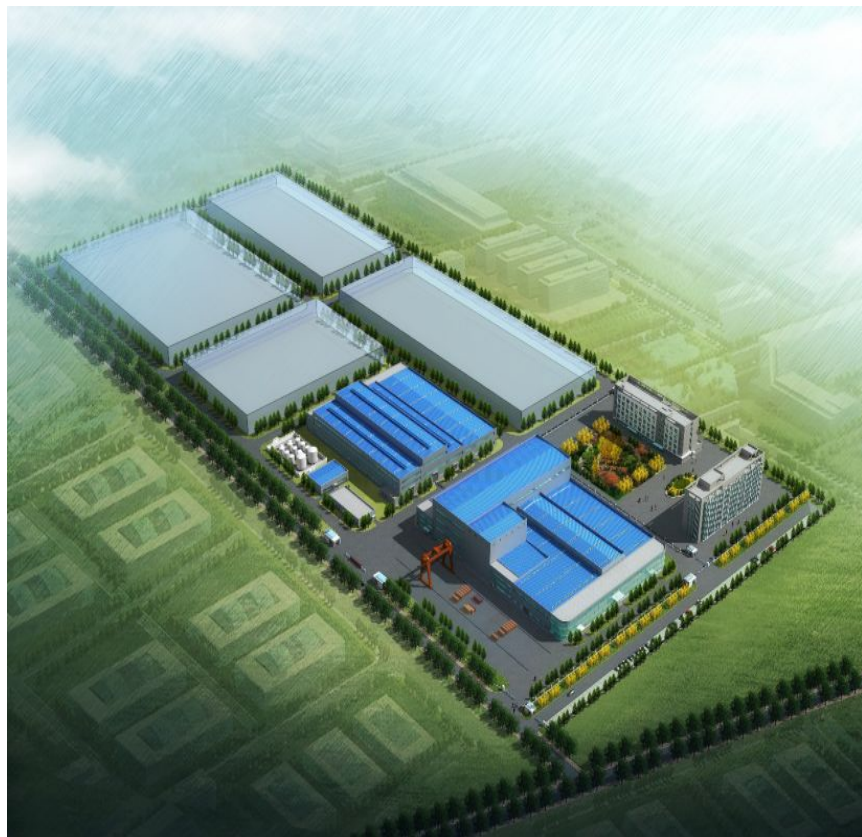
# EXPORT ORIENTATED

Well developed distribution network in CIS, Europe and China lets us promptly respond to your requirements and provide optimal solutions.

Development of foreign markets started in 2001. Today exported products are supplied to Russia, countries of Central Asia, Afghanistan and Azerbaijan. Export share in the Company's total sales volume is more than 40 %. The Company is planning to enter and achieve its positions in the markets of CIS, Southern Caucasus and Iran.



# PERSPECTIVE BUSINESS PROJECTS



## **“Asia Trafo” LLP**

**Project objective and concept:** production of 2 500 – 250 000 kVA power oil transformers, voltage classes 110, 220, 500 kV.

**Project realization period:** 2017-2018.

**Project realization place:** Republic of Kazakhstan, South Kazakhstan oblast, Shymkent city.

**Total project cost :** \$50 million.

**Overall annual production upon reaching the project capacity:** 120 transformer units per year.

**Overall annual profit upon reaching the project capacity:** \$100 million.

**Number of created jobs:** 400 persons.

**Sales market:** CIS countries – 50%, Kazakhstan – 50%.





# ACHIEVEMENTS AND AWARDS OF THE COMPANY



«Alageum Electric» holding company is one of the few companies, which was included in the list of 32 worthy companies in the "Leaders of competitiveness - national champions". Only 32 companies were selected among the 302 applications - leaders in their industry. The goal of the program for supporting the medium-sized business is to create the competitive, export-oriented production of the non-resource sector in Kazakhstan by forming regional and global scale companies.





# THE COMPANY'S ACHIEVEMENTS AND

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On 6<sup>th</sup> December, 2016 “Kantau Transformer Plant” was the first ever to be honored to perform under “Uly Dala Yeli” umbrella brand and also was a prize winner of “Paryz” competition for Corporate Social Responsibility



# COMPANY'S PARTNERS

Advantages of full service package - designing, production, equipment supply and installation, starting-up and adjustment and launching “turnkey” with aftersales technical support are duly appreciated by hundreds of partners and clients cooperating with “Alageum Electric” company including government agencies, leading national and foreign companies.



THANK YOU FOR YOUR ATTENTION