



**KPPF**

Kazakhstan Project  
Preparation Fund

# KAZAKHSTAN PROJECT PREPARATION FUND – NEW INSTRUMENT OF BAITEREK HOLDING ON THE SUPPORTING OF THE INVESTORS



**Established** on March 19, 2014 in accordance with the decision of the Coordination Council on PPP under the Government of the Republic of Kazakhstan.

**Founders:**

- JSC "National managing holding" Baiterek "(97.7%)
- JSC "Kazakhstan PPP Center" (2.3%)

**The purpose of the activity:** assistance in attracting investments and developing the economy by providing services to finance the development of project documentation and advisory support of infrastructure projects, as well as projects in the manufacturing industry.

**Main activities:**

- Financing the development of project documentation and structuring of investment and infrastructure projects, including public-private partnership projects, as well as the implementation of the developed project documentation;
- Advisory support of concession projects and public-private partnership projects;
- Advising state bodies and potential investors on the creation and structuring of investment and infrastructure projects, including public-private partnership projects

# KPPF mission is to increase investment attractiveness of development projects in Kazakhstan



## KPPF mission is to increase investment attractiveness of development projects in Kazakhstan through the following:

- ❑ Search for development projects which require high quality project documentation
- ❑ Project documentation development
- ❑ Financing project documentation development on refundable basis
- ❑ Finding investors for potential projects

# The Fund offers its services within 3 packages

## Content of services within each package

## Type of package

<p><b>Project documentation development</b></p> <p>Fixed fee<sup>1</sup></p>		<p><b>“Basic”</b></p>
<p><b>Project documentation development</b></p> <p>Fixed fee<sup>1</sup></p>	<p><b>Finding investors</b></p> <p>Success fee<sup>1</sup></p>	<p><b>“Extended”</b></p>
<p><b>Project documentation development</b></p> <p>Success fee<sup>1</sup></p>	<p><b>Finding investors</b></p> <p>Success fee<sup>1</sup></p>	<p><b>“Full”</b></p>

*1 - Fees for services are determined for each project individually*

# Financing project documentation development stage is the main competitive advantage and value proposition of KPPF for project initiators

## Major players on Kazakhstan market for each type of services

## KPPF value propositions



### For project initiators

- Financing project documentation development
- Searching for consultants required for project development
- Coordinating all works related to project development

### For investors

- Providing investors with high quality project documentation

## KPPF clients

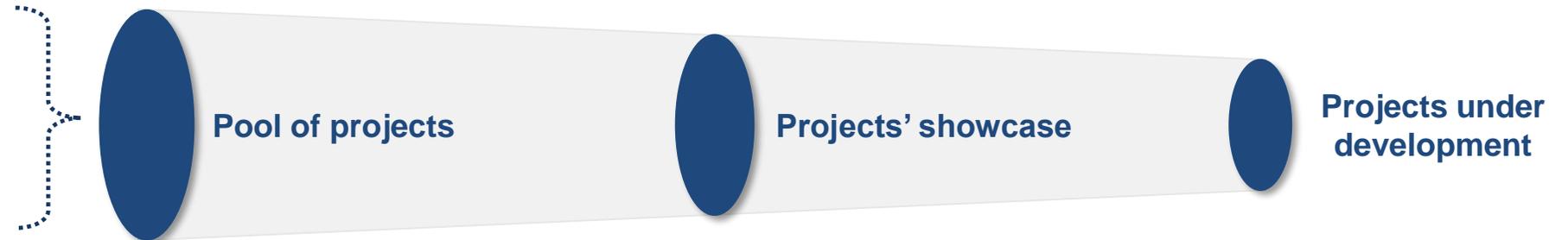
- Private investors
- Government bodies
- Investment funds
- Banks
- International financial institutions



**KPPF** comes up with project structuring and financing for project documentation development if needed

### Our partners:

- Development Bank of Kazakhstan
- Kazyna Capital Management and private equity funds
- IC “Kazakh Export”
- Entrepreneurship Development Fund “Damu” JSC
- International financial institutions (WB, IFC, EBRD, ADB)
- Kazakh and international consulting companies



### 1. Pre-screening

- Selecting projects which meet the mandate and initial selection criteria

### 2. Screening

- Screening projects for compliance with additional criteria
- Assessment of projects' potential
- Assessment of interest from potential investors and financial institutions

### 3. Start for development

- Signing of contract with a project initiator
- Meetings with investors and financial institutions, agreeing on terms and signing termsheets
- Further implementation of a project

### 4. Development of project documentation

- Technical part
- Financial model
- Analysis of risks
- Social and economic effect analysis
- Legal issues
- Other

### Hospital in Almaty city

*Healthcare*



#### **Concession project of construction and operation of the University Clinic at KNMU in Almaty:**

- ✓ **Project Administrator:** the Ministry of Healthcare of the Republic of Kazakhstan.
- ✓ **Technical specifications:** Hospital for 300 beds, clinic 500 visits per shift
- ✓ **Estimated cost:** \$ 80 million
- ✓ **Type of contract:** PPP contract modelled on «design-build-finance-transfer-maintenance»
- ✓ **Functions of the concessionaire:**
  - Financing, construction and equipment;
  - Operation, maintenance and management of the concession, including current and capital repairs of the concession object
- ✓ **KPPF services** : advisory support of the project "on a turn-key basis" (development and support of project documentation, organization of the tender and attraction of the concessionaire)

### Airport terminal in Kyzylorda city

Civil Aviation



**The PPP project on the construction and operation of the passenger terminal of the international airport "Korkyt ata" in Kyzylorda:**

**Project Administrator:** The Akimat of Kyzylorda region

✓ **Technical specifications:** Passenger capacity 250 passengers / hour, 2 telescopic landing gangway

✓ **Estimated cost:** \$ 26.7 million.

✓ **Type of contract:** PPP contract modelled on design-build-finance-transfer- maintenance»

✓ **Private partner functions:**

- Financing, construction and equipment;
- Aviation and non-aviation services;
- Operation, maintenance and management of the concession, including current and capital repairs of the concession object.

✓ **KPPF services:** Advisory support of the project "on a turn-key basis" (development and support of project documentation, organization of the tender and attraction of a private partner)

**For further information, please refer to the following contacts:**

**Abdygapparov Asset**

Managing Director

[a.abdygapparov@kppf.kz](mailto:a.abdygapparov@kppf.kz)

**Aizada Zhunisbekova**

Managing Director

[a.zhunisbekova@kppf.kz](mailto:a.zhunisbekova@kppf.kz)

**Aslan Bulatov**

Chief Projects Officer

[a.bulatov@kppf.kz](mailto:a.bulatov@kppf.kz)



+7 (7172) 79-04-50



kense@kppf.kz



“Moscow” Business Center, floor 16, 18 Dostyk street, 010000, Astana,  
Republic of Kazakhstan