



ANNUAL REPORT
ON THE STATE OF SMALL AND MEDIUM-SIZED
ENTERPRISES DEVELOPMENT
IN KAZAKHSTAN

————— **2023** —————

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MESSAGE FROM THE CHAIRMAN OF THE BOARD OF DIRECTORS "DAMU" ENTREPRENEURSHIP DEVELOPMENT FUND" JSC



Baybazarov N.S.

Deputy Prime Minister-
Minister of National
Economy
of the Republic of
Kazakhstan

Ladies and gentlemen!

The Damu Fund is a national financial institution that implements government support tools to promote the development of private entrepreneurship in the Republic of Kazakhstan through the provision of financial support. For 26 years, the Fund has been helping Kazakhstani entrepreneurs to fulfill their dream - to open and develop their own business.

Over the entire period of implementation of state support through the Damu Fund, the number of supported projects of entrepreneurs exceeded 202 thousand projects in the amount of loans over 12 trillion tenge.

The main priority of the Fund's work is to create conditions that contribute to the prosperity of small and medium-sized enterprises, since it is this class of entrepreneurs that drives the economy and plays an important role in ensuring sustainable growth and self-employment. Through innovative programs and mechanisms of state support, the Damu Fund seeks to promote the development of competitive entrepreneurs and ensure their successful functioning in the market.

The importance of supporting the Damu Fund cannot be underestimated. Together we are achieving significant results. For example, during 2023, 23.9 thousand projects of various sizes and areas of activity successfully implemented their projects through the financial support of the Fund. These projects no doubt had a significant impact on different areas of society. Among them are projects in the field of manufacturing, education, health care, culture, ecology and much more. The Fund's support allows entrepreneurs to bring their ideas to life, create new jobs, develop innovations, and change their community and country for the better.

The development of an effective business environment has become one of the key aspects of our work, and we are proud that in the person of the Damu Fund, entrepreneurs have found a reliable partner who is ready to support the business path at every step.

The presented report is evidence of our joint efforts in building an effective platform for interaction between business and government representatives.

We are confident that the results achieved will be an inspiration and motivation to follow this path with even greater enthusiasm and efficiency.



MESSAGE FROM THE CHAIRMAN OF THE MANAGEMENT BOARD "DAMU" ENTREPRENEURSHIP DEVELOPMENT FUND" JSC



Buribayeva G.A.

Chairman of the
Management Board
of «Damu «Entrepreneurship
Development Fund» JSC

Damu Entrepreneurship Development Fund JSC has been making a significant contribution to the development of the domestic business environment for more than 25 years. At the end of 2023, with the participation of the Fund, the 23,852 of the project of Kazakhstani entrepreneurs were supported by the state and received loan funds in the amount of 1,566,4 billion tenge, which are aimed at developing or expanding their own business.

As the operator of state support programs, the Fund allocated 290 billion tenge for the development of MSMEs within the framework of the National Project for the Development of Entrepreneurship for 2021-2025 and the Economy of Simple Things.

In terms of subsidizing the interest rate, the Fund supported 12.3 thousand projects in the amount of loans 1 005.2 billion tenge, in terms of the guarantee instrument - 8.2 thousand projects in the amount of loans 363.2 billion tenge, on the instrument of concessional financing - 3.3 thousand borrowers in the amount of loans 197.9 billion tenge.

At the end of 2023, enterprises that received state support achieved a significant socio-economic effect in the form of manufactured products totaling 21 500,5 billion tenge, taxes paid to the budget in the amount of 1 566,2 billion tenge. In 2024, we expect an increase in the above indicators by more than 10%.

The main tool for achieving set goals is the company's development strategy. Thus, in 2023, the Fund approved a new ten-year strategy, which is based on key areas of activity for realizing its role as an institution for the development of entrepreneurship in Kazakhstan.

At the same time, maintaining a high credit rating is an important aspect of the successful implementation of the strategy. In 2023, the international rating agencies Moody's and S&P confirmed the Fund's credit ratings and also improved their forecasts. Moody's affirmed the Baa3/Prime-3 rating and improved its outlook to Positive, while S&P affirmed the BBB-/A-3 rating with a Stable outlook. Positive ratings from rating agencies confirm the reliability and financial stability of the Damu Fund.

For the Fund, the past year turned out to be a breakthrough in launching alternative sources of financing. The fund worked out the direction of supporting entities by providing the opportunity for MSMEs to attract alternative sources, as well as to involve the private market in investing in business projects. So, in the fourth quarter of 2023, the first opening of trading in subsidized bonds in Kazakhstan took place at the Kazakhstan Stock Exchange KASE as part of the implementation of the National Project for the Development of Entrepreneurship for 2021-2025. In 2023, the Fund supported three projects totaling 5.5 billion tenge of bonds.

In order to implement paragraph 58 of the National Action Plan for the implementation of the Address of the Head of State to the people of Kazakhstan dated September 1, 2023 «Economic Course of Fair Kazakhstan», combining the «Business Roadmap» and the «Economy of Simple Things» programs into a comprehensive program to support small and medium-sized enterprises, in 2023, the Fund, together with the Government of the Republic of Kazakhstan, took part in the development of a Unified Comprehensive Program, which was approved

in January 2024. The program includes six areas with the main emphasis on supporting projects in the manufacturing industry, on the development of small and medium-sized enterprises in mono-, small towns and rural settlements, and separately allocated areas to support social entrepreneurship and the development of the stock market.

The Fund continues to pay attention to the development of factoring financing of transactions of small and medium-sized enterprises. In 2023, 28 entrepreneurs were supported by the factoring funds placed by the Fund for a loan of 4,011 million tenge, and funds were additionally placed in Bank CenterCredit JSC in the amount of 1 billion tenge.

Would like to note that along with financial indicators, great attention is paid to the social and environmental responsibility of business today. A high level of ESG valuation contributes to the company's reputation and enhances its image. In 2023, the International Rating Agency S&P Global Corporate Sustainability Assessment assigned the Fund a sustainable development rating of «22.»

Also, given the annual increase in the number of entrepreneurs applying for state support, the Fund continues to work on automating processes and transferring them to an online format. In 2023, for the convenience of entrepreneurs, all business processes of the Fund were transferred to digital format. Now entrepreneurs receive state support through the portal online.damu.kz and bgov.kz. Thanks to the innovations introduced, the deadline for consideration of applications has decreased from 21 to 5 working days, and within the framework of the program to support micro and small enterprises – up to 1 day.

The measures taken have significantly simplified interaction with entrepreneurs and ensured maximum transparency of processes. At the same time, the load on offline interaction channels has decreased.

Every year, to promote and popularize products produced by enterprises that have received state support, the Fund holds an exhibition of Kazakhstani manufacturers «ULTTYQ ONIM». About 320 representatives of micro, small and medium-sized enterprises from all over the country took part in the 7th exhibition of 2023, and the number of visitors amounted to more than 22 thousand people. The exhibition featured building materials, machinery equipment, chemical products, furniture, food, clothing, footwear and more.

The Damu Fund strives to improve the service provided to entrepreneurs. One of the main tasks for the current year is active interaction with the business community and other organizations to improve the business environment and find new opportunities for growth and development of Kazakhstani business.

Damu Fund will also continue to focus on improving its efficiency, transparency and accountability. It is planned to optimize internal processes, introduce advanced technologies and management methodologies, as well as strengthen the system for monitoring and evaluating results.

The implementation of these plans will strengthen the financial stability of the Fund and increase confidence in its activities. In addition, the Fund's service will become even simpler and more accessible for entrepreneurs.



Share of operating SMEs in the total number of registered SMEs

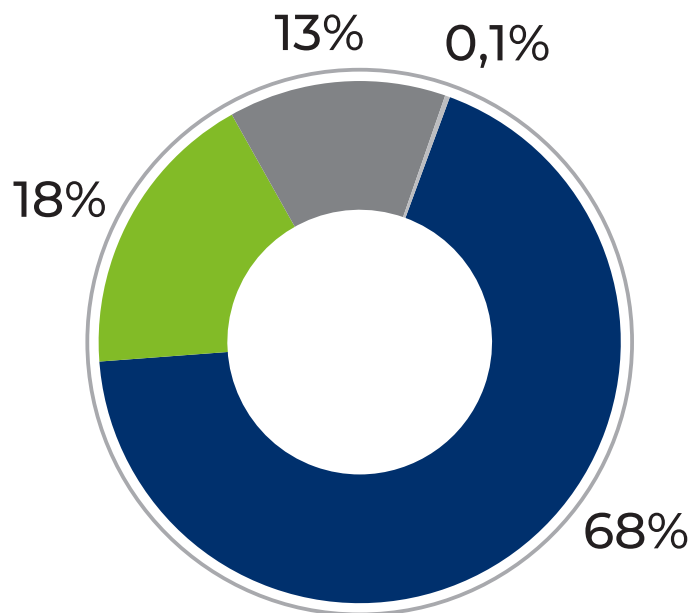
91,9 %

Number of operating SMEs

2 002 thous. units



OPERATING SME ENTITIES



- Legal entities small enterprises
- Legal entities joint ventures
- Individual entrepreneurship
- Peasant farms/farm farms

Contribution of SMEs to the region's employment

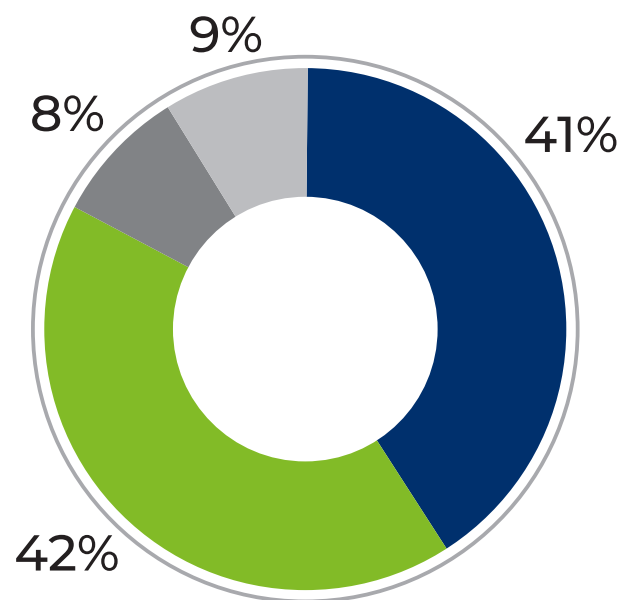
47,6 %

Number of employees in SMEs

4 326,3 тыс. чел.



NUMBER OF EMPLOYEES IN SMESS



- Legal entities small enterprises
- Individual entrepreneurship
- Legal entities joint ventures
- Peasant farms/farm farms

Share of SME gross value added
IN gross domestic product, %

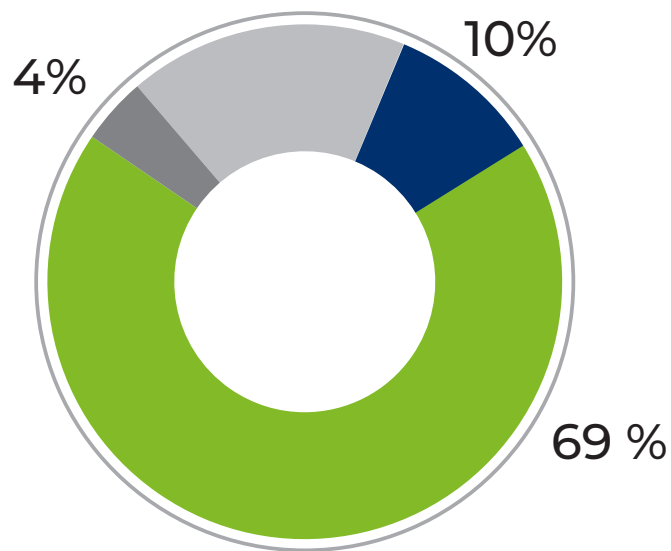
36,5 %

Output of SMEs

68 710,5 billion
KZT

Share of sme gross value
added in gross domestic product

18%



- Peasant farms/farm farms
- Legal entities small enterprises
- Individual entrepreneurship
- Legal entities joint ventures



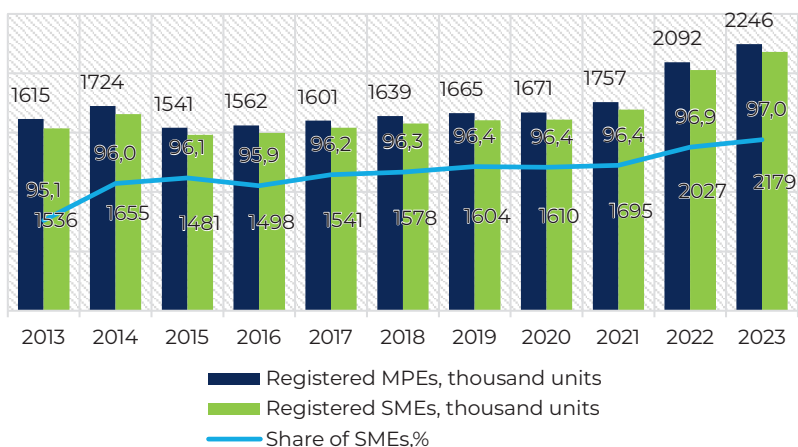
SECTION 1.

MONITORING OF THE STATE AND DYNAMICS OF DEVELOPMENT OF SMALL AND MEDIUM-SIZED ENTERPRISES IN THE REPUBLIC OF KAZAKHSTAN

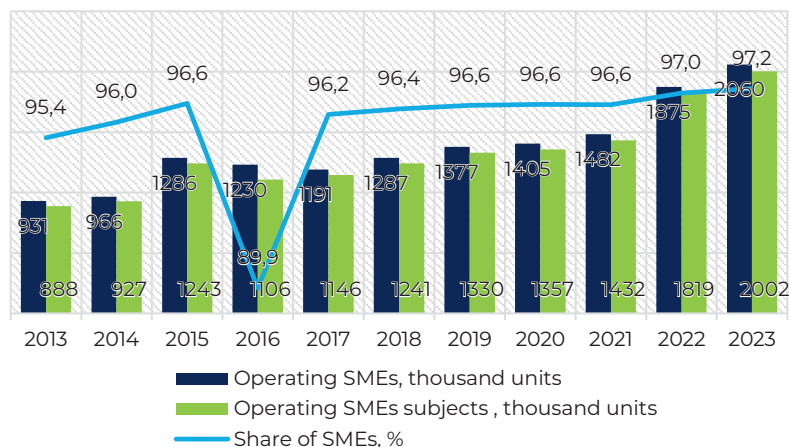
In 2023, Kazakhstan's economy-maintained growth in many indicators of economic activity. Also, SMEs continue to change the institutional structure of the number of entities, in which the share of legal entities is increasing:

- In 2023, the number of active SMEs increased by 10.1% and by the end of the year amounted to 2,002 thousand units. The share of active SMEs among registered ones amounted to 91.9%, which is 2.1 percentage points higher than in 2022;
- In the structure of SMEs by organizational and legal forms, the number of SMEs in the form of a legal entity increased by 19.7 thousand units. Their share in the total structure of SMEs was 18%. The growth rate of SMEs in the form of legal entities for 2023 remained at the level of 2022;
- The number of employees in SMEs increased by 5.3% over the year and amounted to 4,326 thousand people in 01.01.2024. The share of the population employed in SMEs in the total employed population in the country as of 01.01.2024 increased by 1.8 percentage points and amounted to 47.6%;
- Output by SMEs in 2023 exceeded 68.7 trillion tenge. Growth of SME output in comparable prices compared to 2022 by 16.0%. The share of GVA SMEs in the country's GDP at the end of 2023 is estimated at 36.5%, which is equal to the indicator of 2022;
- Income from payments on CIT from small enterprises according to data for four quarters of 2023 amounted to 1,490 billion tenge. Thus, their share in the total amount of CIT receipts was 14.4%.
- Loans to small enterprises at the beginning of 2023 amounted to 7.8 trillion. tenge, corresponding to the growth rate of total lending to the economy. As a result, their share in the total amount of loans to the economy was at the level of 26.2%.
- In the sectoral structure of the SME sector, according to the five-basic indicators, there has been a decline in agriculture and construction since 2010: the share of enterprises, the number of employees and the income of CITs have significantly decreased. In the manufacturing industry, absolute growth is observed (since 2010, the number of subjects has increased 2.0 times, the number of employees is 10%, CIT receipts - by 8%, loans - 3 times).

Dynamics of the number of registered SMEs and PBEs

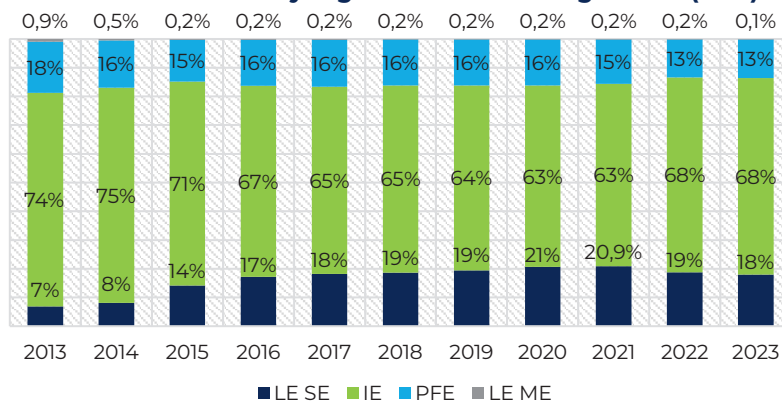


Dynamics of the number of operating SMEs and PBEs

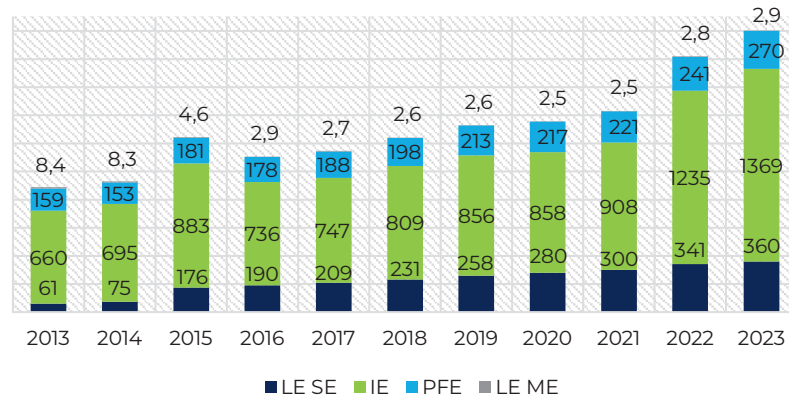


Note: Compiled according to the Bureau of National Statistics ASPR RK (www.stat.gov.kz), National Bank of RK (www.nationalbank.kz). Data for 2023 are compiled on the basis of operational information and assessment of the Damu Fund

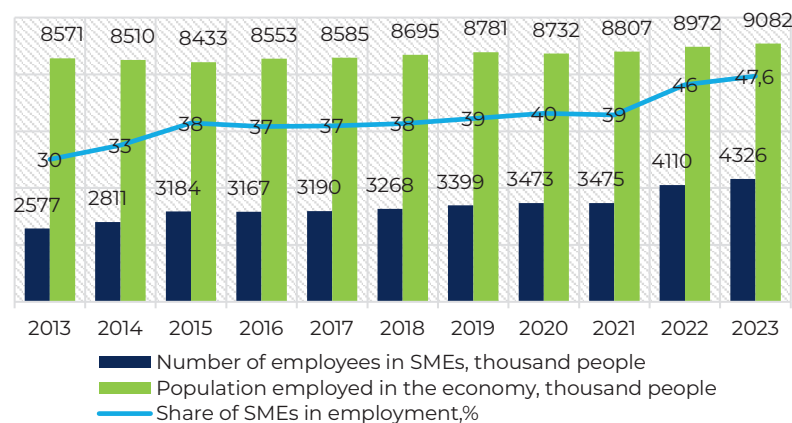
Structure of SMEs by organisational and legal form (in %)



Structure of SMEs by organisational and legal forms (thousand units)

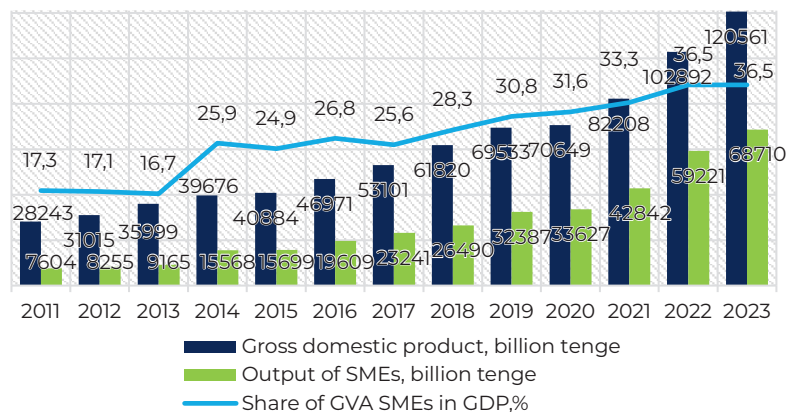


Share of SME employment in the total employed population of the country

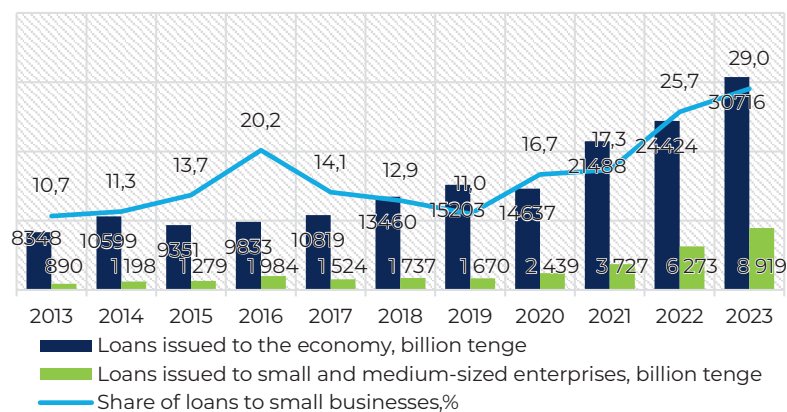


Note: Compiled according to the Bureau of National Statistics ASPR RK (www.stat.gov.kz), National Bank of RK (www.nationalbank.kz). Data for 2023 are compiled on the basis of operational information and assessment of the Damu Fund

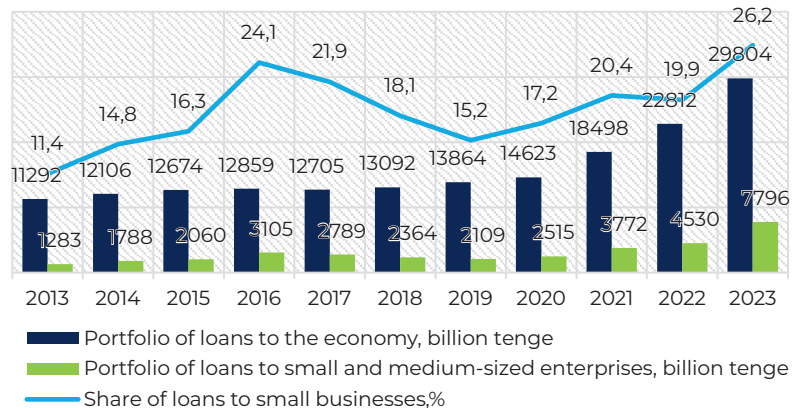
SMEs contribution to GDP



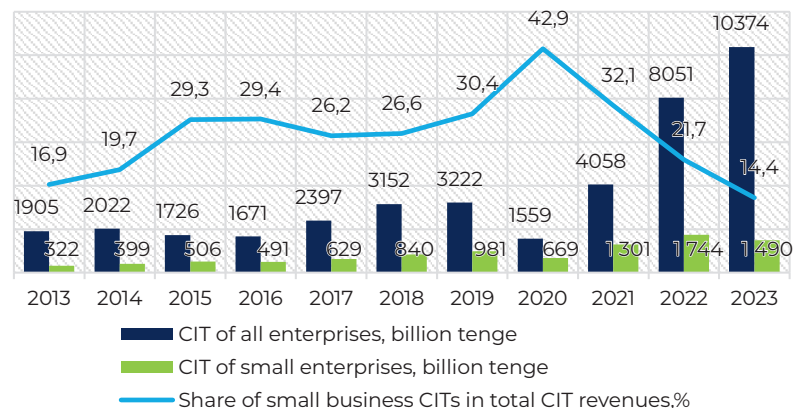
Dynamics of loans issued to STBs (for the period)



STBs loan portfolio (for the period)

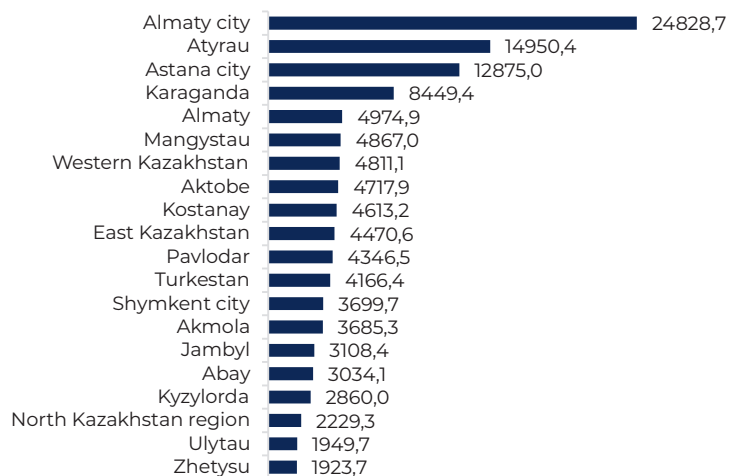


Share of CIT of small enterprises in total CIT receipts

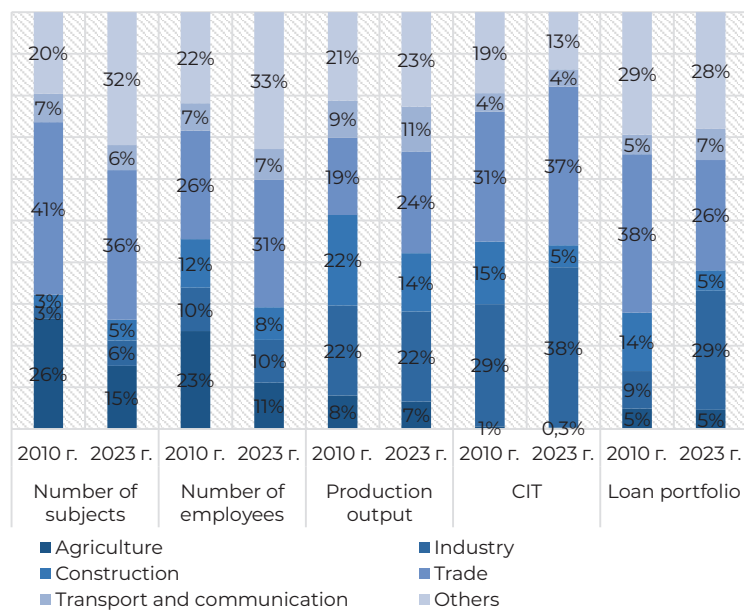


Note: Compiled according to the Bureau of National Statistics ASPR RK (www.stat.gov.kz), National Bank of RK (www.nationalbank.kz). Data for 2023 are compiled on the basis of operational information and assessment of the Damu Fund

GRP for 2023, billion tenge (total: 120,561.1 billion tenge)



Sectoral structure of SMEs macro-indicators



Note: Compiled according to the Bureau of National Statistics ASPR RK (www.stat.gov.kz), National Bank of RK (www.nationalbank.kz). Data for 2023 are compiled on the basis of operational information and assessment of the Damu Fund

SECTION 2. COMPARISON OF SME DEVELOPMENT INDICATORS IN THE REGIONS OF KAZAKHSTAN

At the end of 2023, the economic development of the regions of Kazakhstan in terms of the main indicators of the SME sector was as follows:

- At the end of 2023, the cities of Almaty and Astana, as well as the Turkestan region, are leading in the number of active SMEs. Together, these regions account for 38.7% of all SMEs in the country. The smallest number of active SMEs falls on the Ulytau, North Kazakhstan and Abai regions due to the fact that these regions have a low population;
- In terms of the share of active SMEs in the total number of registered SMEs, the first positions were taken by the Turkestan, Almaty and Ulytau regions. In general, 17 regions have a level of activity of SMEs above the republican one (more than 89.7%), which shows an increase in the level of entrepreneurial culture, where, in the implementation of civilized business, a complex set of principles, techniques, methods of entrepreneurial activity by entities comply with current legal norms, business customs, ethical and moral rules, norms of behavior;
- The largest concentration of the number of registered enterprises with foreign participation or in foreign ownership falls on the city of Almaty: the share of such enterprises is 19.4% of the total number of small and medium-sized enterprises in the city. In addition, in the Zhambyl region, the share of enterprises with foreign participation is 14.3% and exceeds the national level (11.7%);
- The total number of employees in SMEs as of January 1, 2024 amounted to 4,326,3 thousand people, an increase of 5.3% over the year. The regional distribution of the population employed in SMEs is variable. The largest number of people are employed in SMEs in Almaty, Astana, Turkestan, Karaganda and Almaty regions;
- The output of the entire SME sector in Kazakhstan for 2023 amounted to 68,710,5 billion tenge. In the regional context, the largest contribution to production is made by SMEs of the cities of Almaty (19,256 billion tenge), Astana (14,720 billion tenge) and Atyrau region (5,065 billion tenge), the volume of output of which is 56.8% of the total output of SMEs in the country;
- The total amount of CIT paid by small enterprises for four quarters of 2023 amounted to 1,490 billion tenge. The leaders in terms of payments are Atyrau region, Astana and Almaty. Their small businesses paid more than 66% of all CIT receipts from the country's small businesses;
- The size of the total loan portfolio of STBs for loans to small and medium-sized enterprises as of 01.01.2024 amounted to 7,795,6 billion tenge*. The dominant position in the regional structure of lending by small business banks is occupied by the city of Almaty - 3,874,6 billion tenge or 49.7% loans to small businesses in the country. The second place in the size of the loan portfolio is occupied by the city of Astana (1,252,5 billion tenge). Both cities account for more than 66% of all loans in the small business segment;

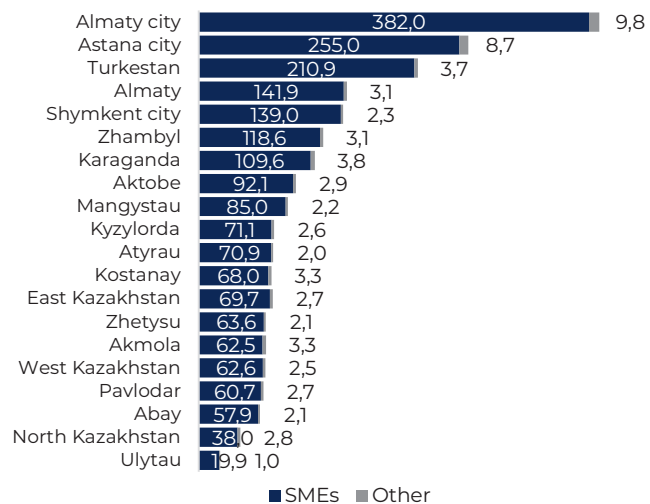
Note: Compiled according to the Bureau of National Statistics ASPR RK (www.stat.gov.kz), National Bank of RK (www.nationalbank.kz).

Data for 2023 are compiled on the basis of operational information and assessment of the Damu Fund.

** Data on the portfolio of loans to small and medium-sized businesses were previously provided by the general.*

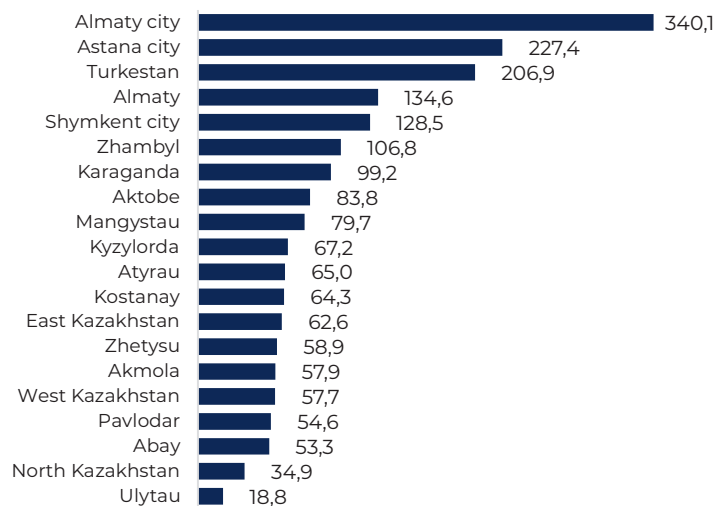
Number of registered SMEs and PBEs as of 01.01.2024, thous.

In Kazakhstan: 2 179.0 thousand registered SMEs

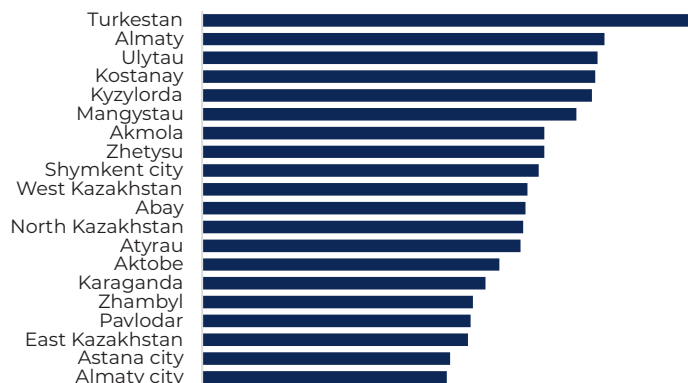


Number of active SMEs as of 01.01.2024, thousand units

In Kazakhstan: 2002.2 thousand active SMEs

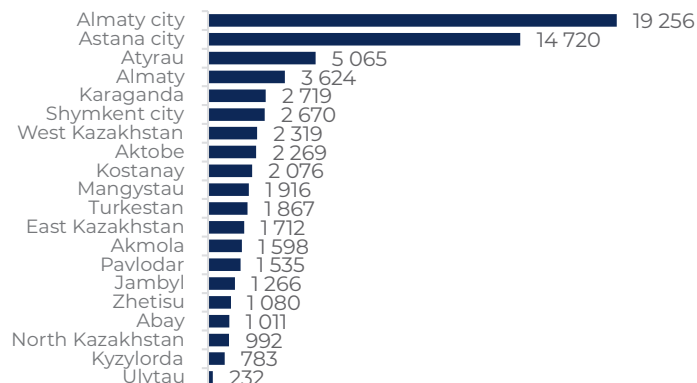


Share of act. SMEs in the total number registered SMEs as of 01.01.2024,%



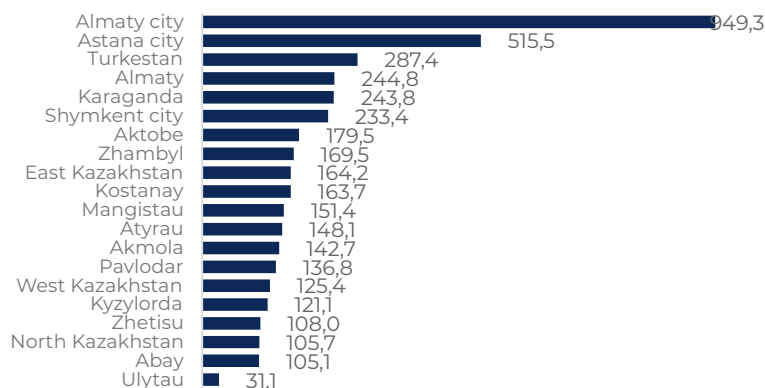
SMEs output in 2023 by regions, billion tenge

In Kazakhstan: 68 710,5 billion tenge



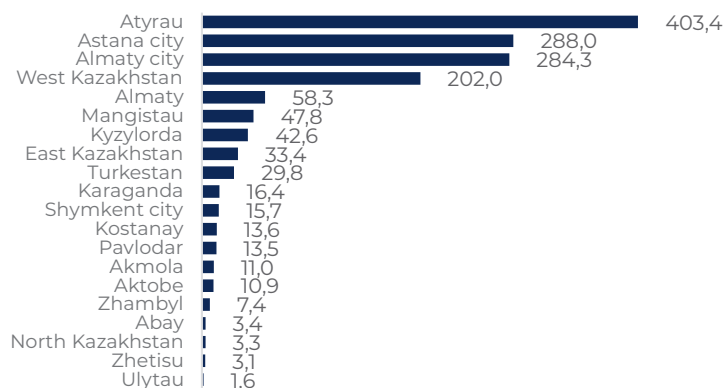
Number of employees in SMEs by region as of 01.01.2024, thousand people

In Kazakhstan: 4 326,3 тыс. человек

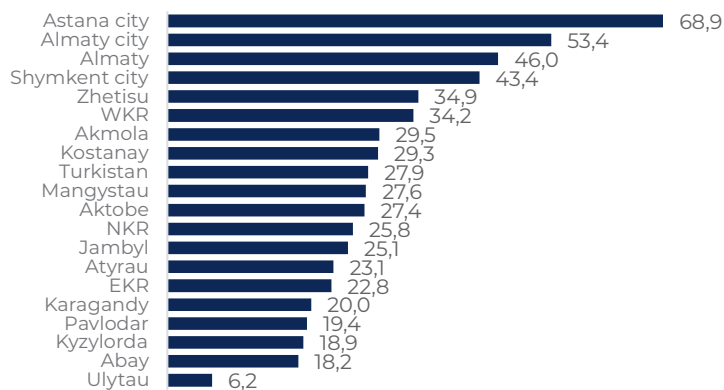


CIT of small enterprises for 2023 by region, billion tenge

In Kazakhstan: 1,489,5 billion tenge

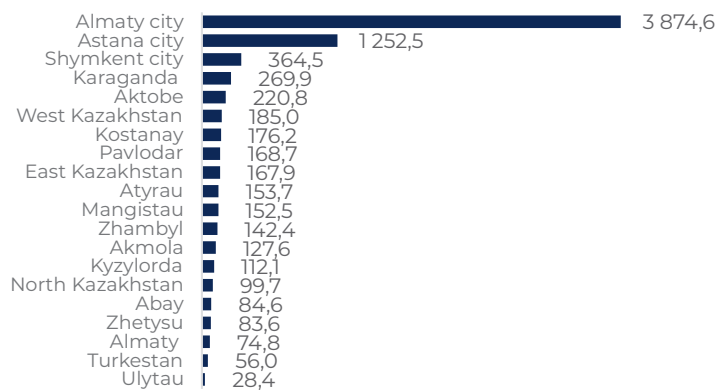


GVA share of SMEs in GRP,%

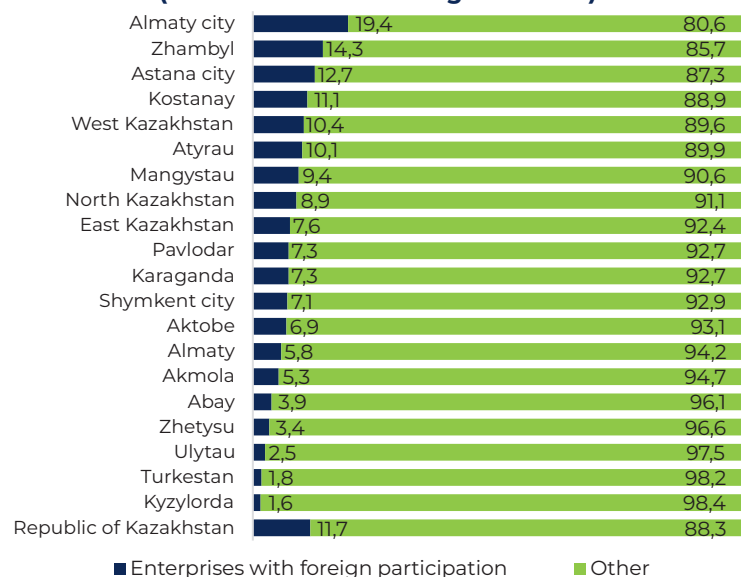


Portfolio of STBs on loans to small and medium-sized enterprises in the regional breakdown as of 01.01.2024

In Kazakhstan: 7 795,6 billion tenge

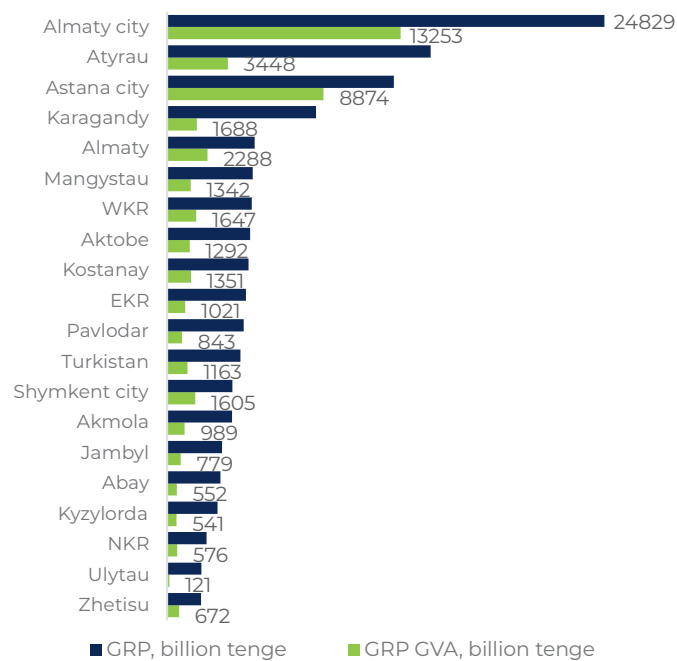


Share of SMEs with foreign participation (based on data from legal entities)



GRP and GVA SMEs for 2023 by region, billion tenge

In Kazakhstan: GDP 120,261 billion tenge,
GVA SMEs 44,044 billion tenge



SECTION 3.

AANALYSIS OF THE DEVELOPMENT OF SMES IN THE REGIONS OF THE REPUBLIC OF KAZAKHSTAN

1. Small and medium enterprises in Astana city

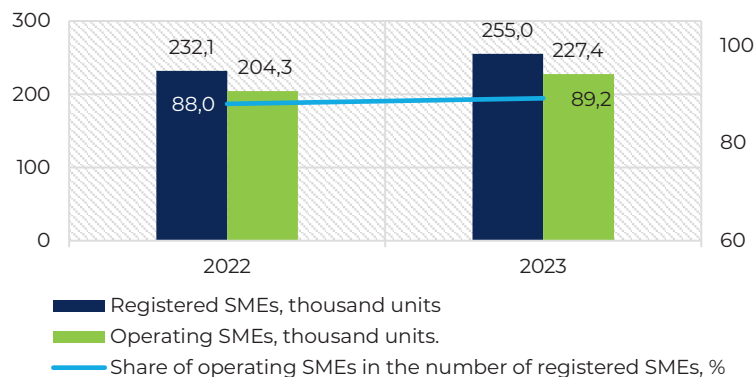
Socio-economic portrait of the city

- Founded in 1832 since December 10, 1997 - the capital of the Republic of Kazakhstan
- Area 0.8 thousand km², 0.03% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 1,430,1 thousand people 7.1% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 689.9 thousand people
- Employed population as of 01.01.2024 658.6 thousand people
- GRP for 2023 12 875 billion tenge 10,7% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 105,4
- GRP per capita 9 247 thousand tenge

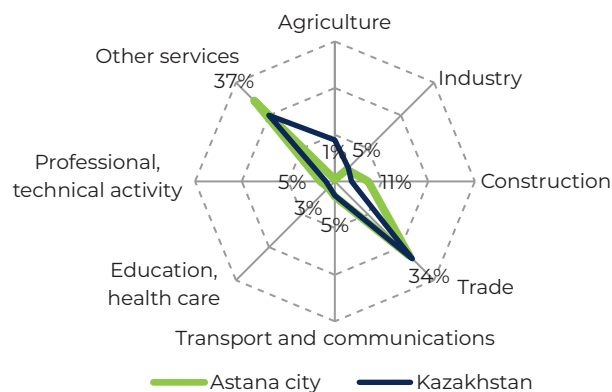
Main changes in the SME sector of Astana city for 2023:

- The number of registered SMEs increased by 9.9%, the number of active SMEs increased by 11.3%. The share of active SMEs increased from 88.0% to 89.2%;
- The industry structure is dominated by trade (33.9%), industry (5.4%) and construction (10.7%);
- The population employed by SMEs increased by 5.3%. The share of employed in SMEs of the total number of employed remained at 78.3%;
- Output of SMEs (in comparable prices) increased by 28.9%. The share of GVA SMEs in GRP decreased slightly from 69.5 to 68.9%;
- Small business CIT expenses increased by 24.3%. Their share in the total CIT expenses of all enterprises increased from 22.0% to 33.0%;
- SME loan portfolio grew by 96.4%. Its share in the total portfolio of loans to the economy increased from 20.0% to 22.5%.

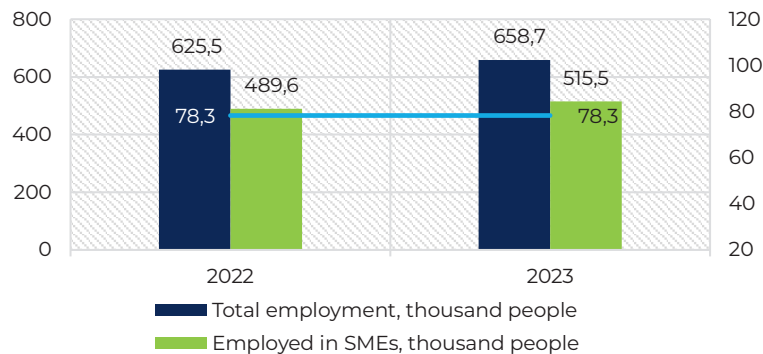
Share of active SMEs in Astana in the total number of registered SMEs



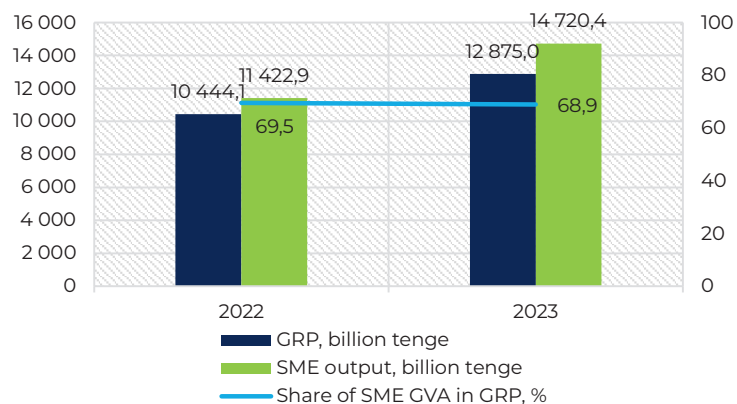
Structure of registered SMEs by type of economic activity



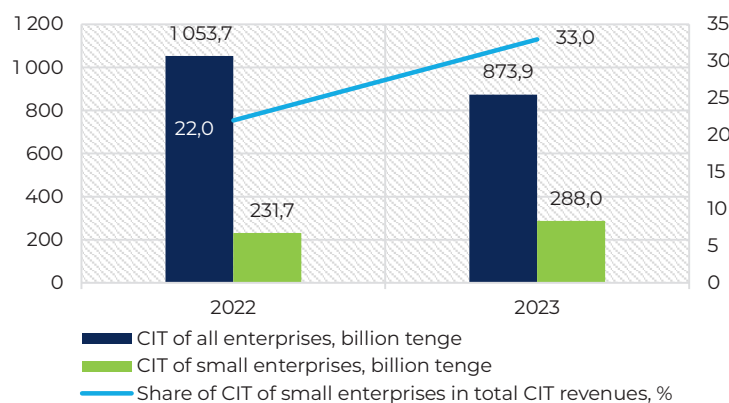
Share of employment in SMEs in Astana in the total number of employees



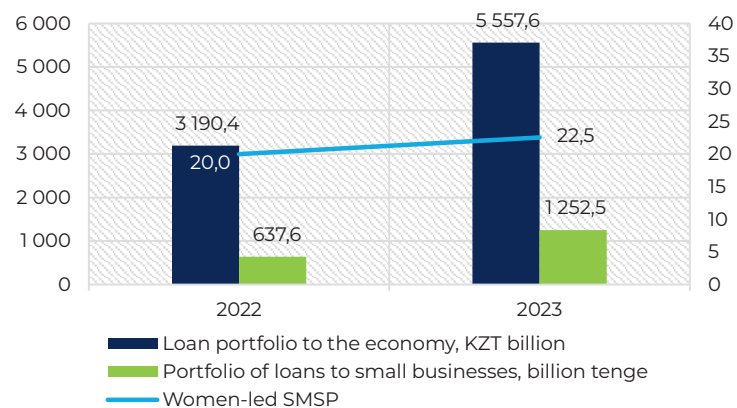
Dynamics of SME output and GRP of Astana city



The loudspeaker paid to CIT of small enterprises Astana



Loan portfolio of STB on loans to the economy and small and medium entrepreneurship in Astana city



Results of the «Damu» Foundation programs in Astana city

CREDITING

	Quantity	Amount of credits, million tenge
2022	258 projects	14 563 million tenge
2023	171 project	12 798 million tenge

SUBSIDIZING









	Supported	Amount of credits	Amount of subsidies
2022	1 855 projects	125 088 million tenge	18 350 million tenge
2023	1 146 projects	87 313 million tenge	22 081 million tenge

GUARANTEERING

	Supported	Amount of credits	Amount of guarantees
2022	1 544 project	39 405 million tenge	20 251 million tenge
2023	782 project	41 623 million tenge	17 973 million tenge

2. Small and medium-sized enterprises in Almaty city

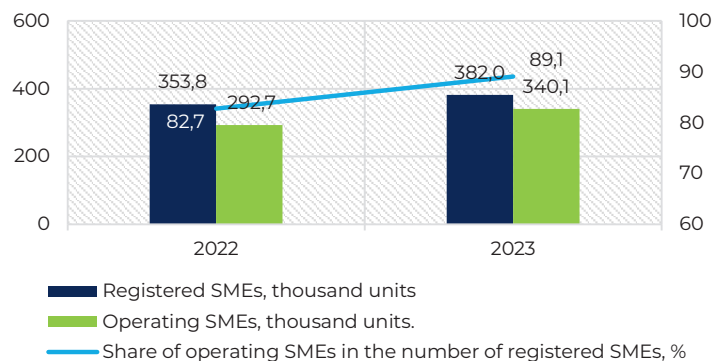
Socio-economic portrait of the city

-  Founded in 1854 from 1929 to 1997
- Capital of the Republic of Kazakhstan
-  Area 0,7 thousand km²,
0,03% of the territory of the Republic of Kazakhstan
-  Population as of 01.01.2024 2,228,6 thousand people
11.1% of the population of the Republic of Kazakhstan
-  Economically active population as of 01.01.2024
1 098,0 thousand people
-  Employed population as of 01.01.2024
1 045,5 thousand people
-  GRP for 2023 24 828,7 billion tenge
20,6% of Kazakhstan's GDP
-  Physical volume index, in % to the corresponding
period of the previous year 110,1
-  GRP per capita 11 310,4 thousand tenge

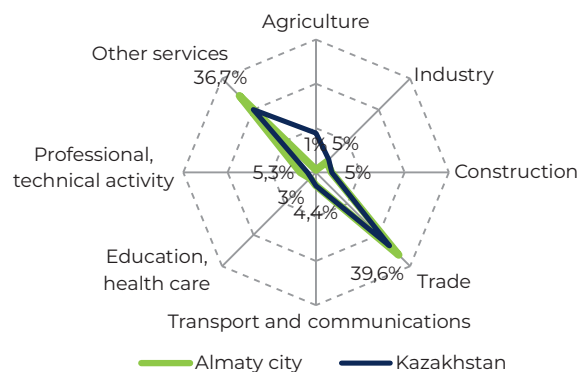
The main changes in the SME sector of the city of Almaty for 2023:

- The number of registered SMEs increased by 8.0%, the number of active SMEs increased by 16.2%. Their share also increased from 82.7% to 89.1%;
- The industry structure is dominated by trade entities (36.9%), service entities (36.7%) and transport and communications (4.4%);
- The population employed by SMEs increased by 9.3%. The share of employed in SMEs from the total number of employed increased from 87.0% to 90.8%;
- Output of SMEs (in comparable prices) increased by 22.1%. The share of GVA SMEs in GRP decreased from 57.8% to 53.4%;
- Small business CIT expenses increased by 11.2%. Their share in the total CIT expenses of all enterprises decreased from 29.9 to 17.4%;
- SME loan portfolio increased by 62.3%. Its share in the total portfolio of loans to the economy increased from 23.9% to 32.5%.

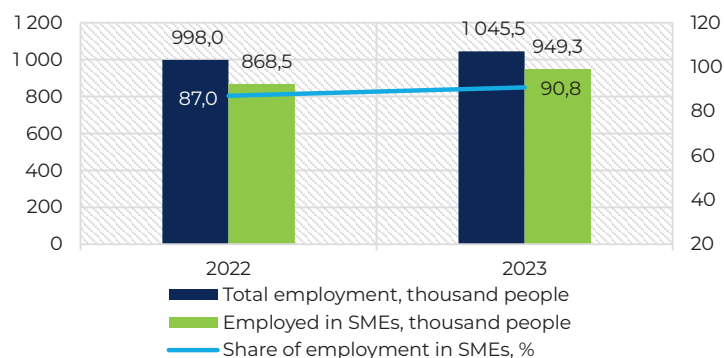
Share of active SMEs in Almaty in the total number of registered SMEs



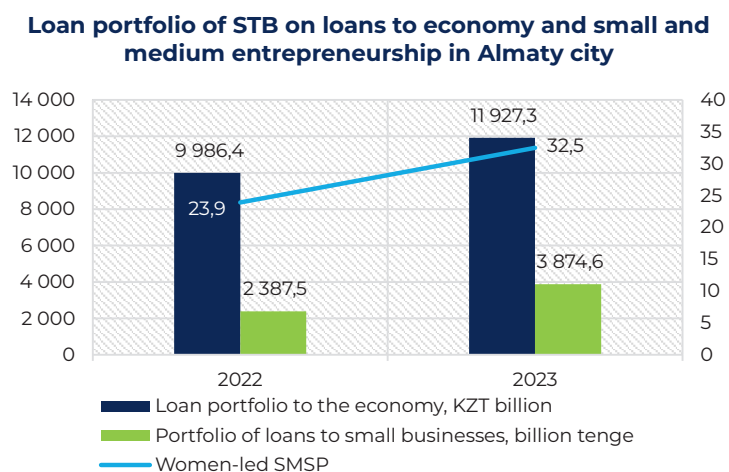
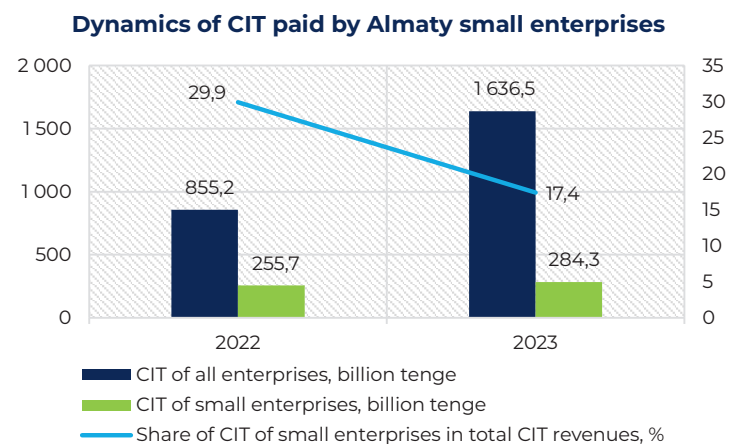
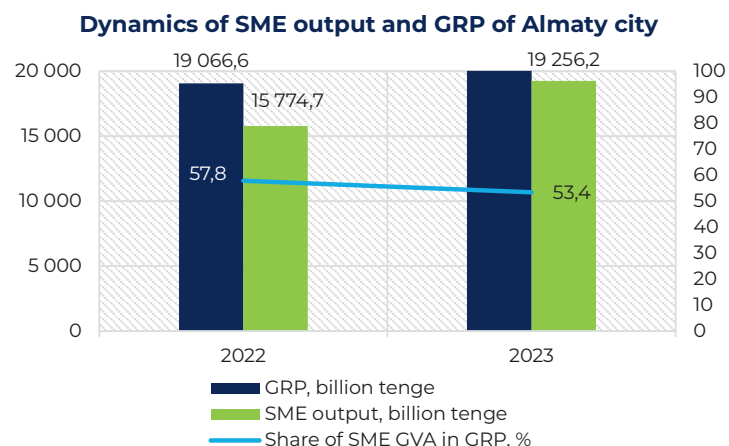
Structure of registered SMEs by type of economic activity



Share of employment in SMEs in Almaty in the total number of employees



Results of the «Damu» Foundation programs in Almaty city



CREDITING

	Quantity	Amount of credits, million tenge
2022	519 projects	45 533 million tenge
2023	469 projects	57 350 million tenge

SUBSIDIZING









	Supported	Amount of credits	Amount of subsidies
2022	1 712 projects	99 775 million tenge	29 274 million tenge
2023	1 193 project	145 188 million tenge	28 819 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 200 projects	34 845 million tenge	16 746 million tenge
2023	550 projects	30 838 million tenge	14 597 million tenge

3. Small and medium-sized enterprises in Shymkent city

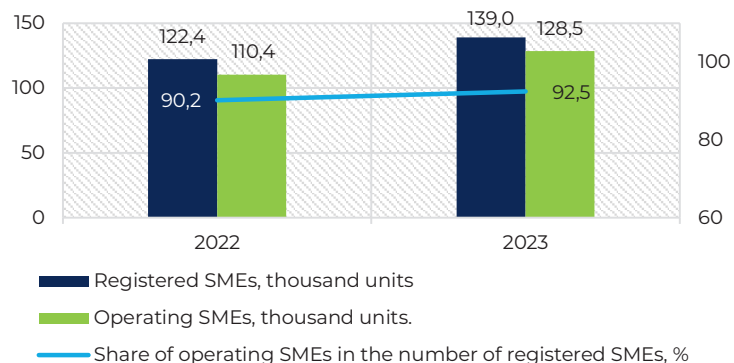
Socio-economic portrait of the city

-  Founded in XII century
-  Area 1,2 thousand km², 0,03% of the territory of the Republic of Kazakhstan
-  Population as of 01.01.2024 1 222,0 thousand people 6,1% of the population of the Republic of Kazakhstan
-  Economically active population as of 01.01.2024 455,7 thousand people
-  Employed population as of 01.01.2024 433,5 thousand people
-  GRP for 2023 3 699,6 billion tenge 3,1% of Kazakhstan's GDP
-  Physical volume index, in % to the corresponding period of the previous year 105,6
-  GRP per capita 3064,8 thousand tenge

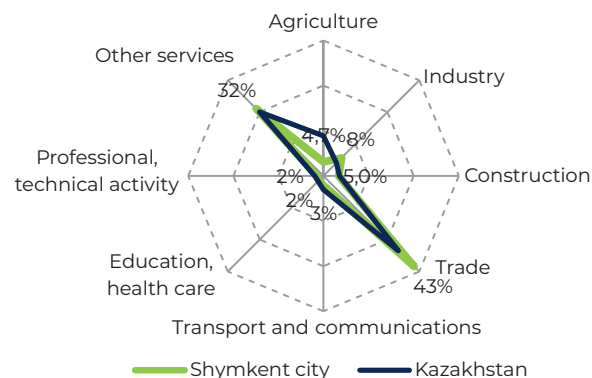
The main indicators of the SME sector of the city of Shymkent for 2023:

- The number of registered SMEs increased by 13.6%, the number of active SMEs increased by 16.4%. Their share increased from 90.2% to 92.5%;
- The industry structure is dominated by trade (43%), services (32%) and industry (8%);
- The population employed by SMEs grew by 13.5%. The share of employed in SMEs from the total number of employed increased from 48.3% to 53.8%;
- Output of SMEs (in comparable prices) increased by 36.1%. The share of GVA SMEs in GRP increased from 41.6% to 43.4%;
- Small business CIT expenses increased by 37.6%. Their share in the total CIT expenses of all enterprises decreased from 24.3% to 8.3%;
- SME loan portfolio grew by 75.8%. Its share in the total portfolio of loans to the economy increased from 16.8% to 22.7%.

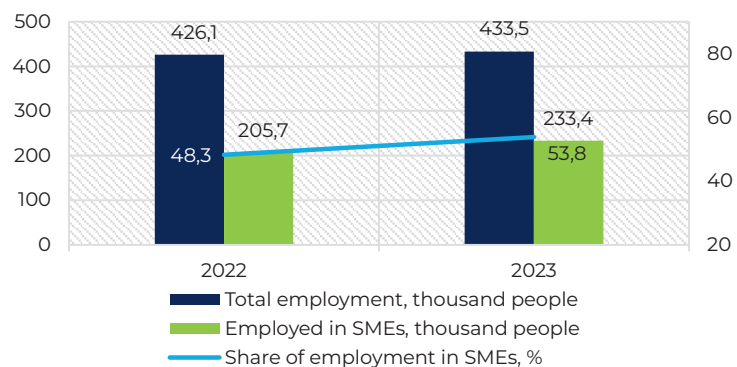
Share of active SMEs in Shymkent in the total number of registered SMEs



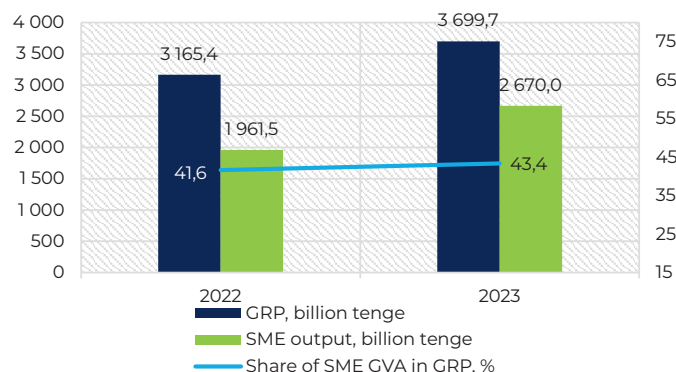
Structure of registered SMEs by type of economic activity



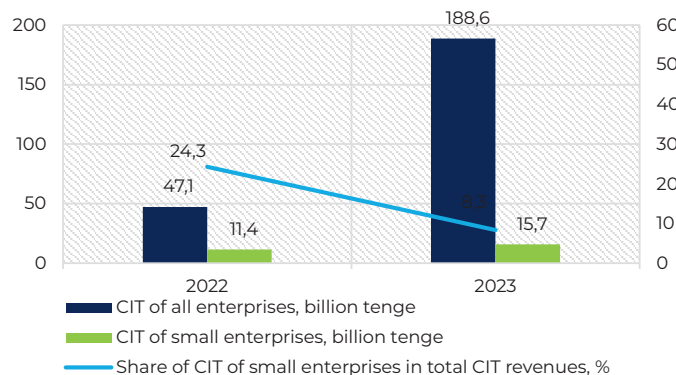
Share of employment in SMEs in Shymkent in the total number of employees



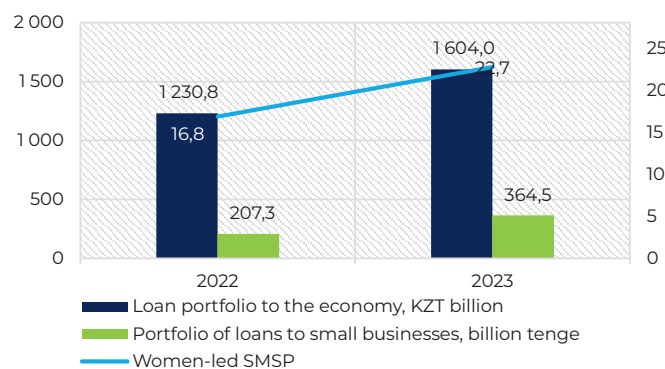
Dynamics of SMME output and GRP of Shymkent city



Dynamics of CIT paid by small enterprises of Shymkent city



Loan portfolio of STB on loans to the economy and small and medium entrepreneurship in Shymkent.



Results of the «Damu» Foundation programs in Shymkent city

CREDITING

	Quantity	Amount of credits, mln tenge
2022	587 projects	17 021 million tenge
2023	439 projects	13 087 million tenge

SUBSIDIZING

	Supported	Сумма кредитов	Amount of subsidies
2022	1 701 project	53 704 million tenge	12 864 million tenge
2023	693 project	54 275 million tenge	11 335 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 408 projects	18 622 million tenge	10 160 million tenge
2023	427 projects	16 670 million tenge	7 024 million tenge

4. Small and medium-sized enterprises in Akmola region

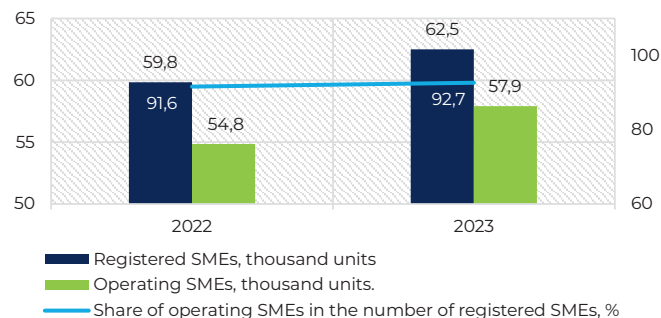
Socio-economic portrait of the region

- Founded October 14, 1939
- Area 146,2 thousand km²,
5,4% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 788,0 thousand people
3,9% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024
427,6 thousand people
- Employed population as of 01.01.2024
407,0 thousand people
- GRP for 2023 3 685,3 billion tenge
3,1% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding
period of the previous year 99,9
- GRP per capita 4 676,7 thousand tenge

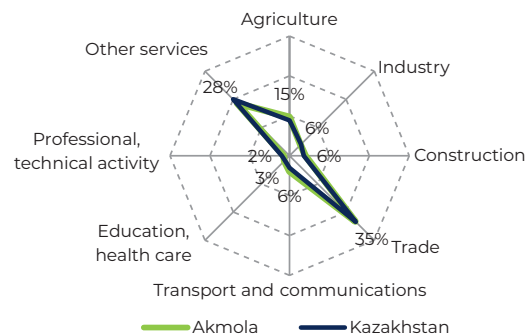
Main changes in the SME sector of Akmola region in 2023:

- The number of registered SMEs increased by 4.4%, the number of active SMEs increased by 5.6%. Their share increased from 91.6% to 92.7%;
- The industry structure is dominated by trade (35%), agriculture (15%) and services (28%);
- The population employed by SMEs grew by 1.3%. The share of employed in SMEs from the total number of employed increased from 33.4% to 35.1%;
- Output of SMEs (in comparable prices) increased by 0.5%. The share of GVA SMEs in GRP remained at the level of 2022 29.5%;
- Small business CIT expenses increased by 16.1%. Their share in the total CIT expenses of all enterprises decreased from 9.8% to 4.9%;
- SME loan portfolio grew by 102.8%. Its share in the total portfolio of loans to the economy increased from 14.9% to 24.6%.

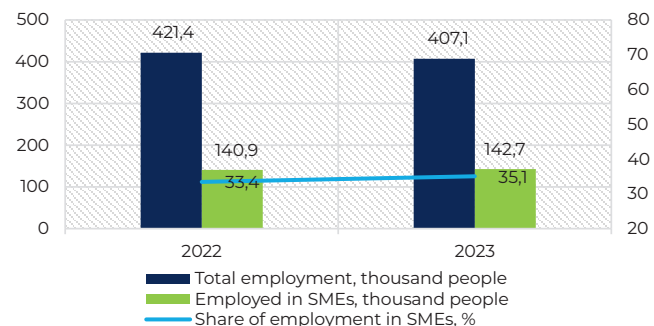
Share of active SMEs in Akmola region in the total number of registered SMEs



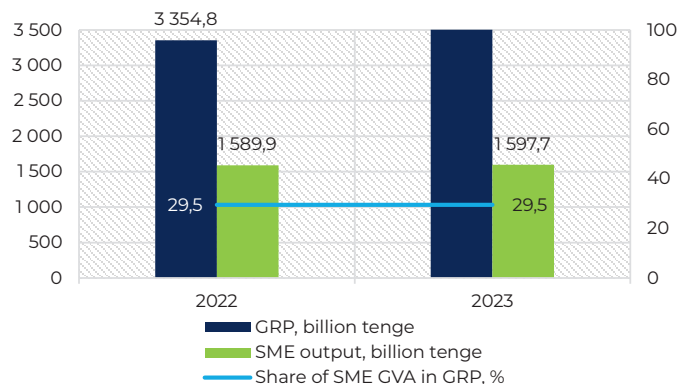
Structure of registered SMEs by type of economic activity



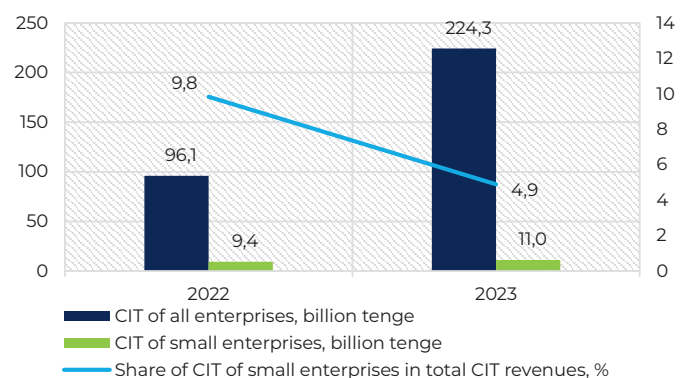
Share of employment in SMEs in Akmola region in the total number of employees



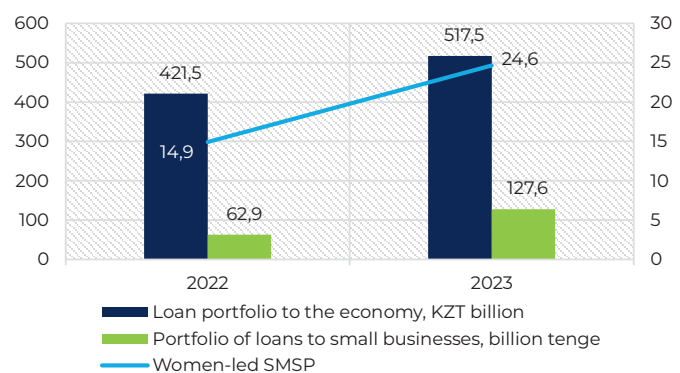
Dynamics of SME output and GRP of Akmola region



Dynamics of CIT paid by small enterprises of Akmola region



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship in Akmola region



Results of the «Damu» Foundation programs in Akmola region

CREDITING

	Quantity	Amount of credits
2022	221 project	4 372 million tenge
2023	81 project	5 435 million tenge

SUBSIDIZING








	Supported	Amount of credits	Amount of subsidies
2022	730 projects	28 358 million tenge	5 526 million tenge
2023	361 projects	30 309 million tenge	6 493 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	570 projects	10 378 million tenge	6 163 million tenge
2023	238 projects	15 489 million tenge	7 583 million tenge

5. Small and medium-sized enterprises in Aktobe region

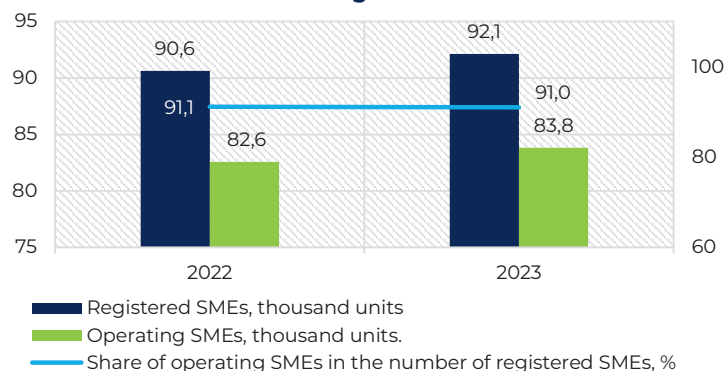
Socio-economic portrait of the region

-  Founded March 10, 1932
-  Area 300,6 thousand km²,
11,0% of the territory of the Republic of Kazakhstan
-  Population as of 01.01.2024 939,4 thousand people
4,7% of the population of the Republic of Kazakhstan
-  Economically active population as of 01.01.2024
456,6 thousand people
-  Employed population as of 01.01.2024
434,9 thousand people
-  GRP for 2023 4 717,8 billion tenge
3,9% of Kazakhstan's GDP
-  Physical volume index, in % to the corresponding
period of the previous year 99,7
-  GRP per capita 5 052,4 thousand tenge

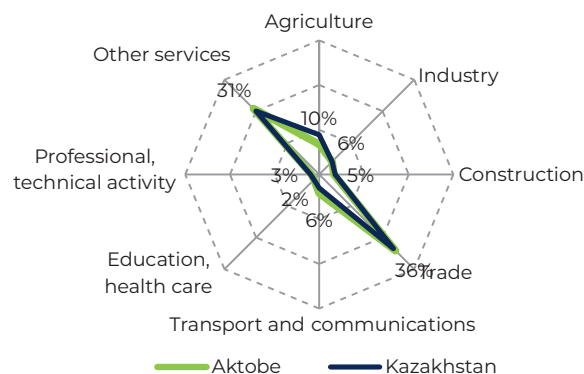
Main changes in the SME sector of Aktobe region for 2023:

- The number of registered SMEs increased by 1.6%, the number of active SMEs increased by 1.5%. Their share decreased slightly from 91.1% to 91.0%;
- The industry structure is dominated by trade (36.0%), services (31.0%) and agriculture (10%);
- The population employed by SMEs declined by 1.4%. The share of employed in SMEs from the total number of employed decreased from 42.8% to 41.3%;
- Output of SMEs (in comparable prices) increased by 27.9%. The share of GVA SMEs in GRP increased from 25.2% to 27.4%;
- CIT costs of small businesses decreased by 7.5%. Their share in the total CIT expenses of all enterprises decreased from 5.1% to 2.7%;
- SME loan portfolio increased by 70.8%. Its share in the total portfolio of loans to the economy increased from 17.2% to 23.2%

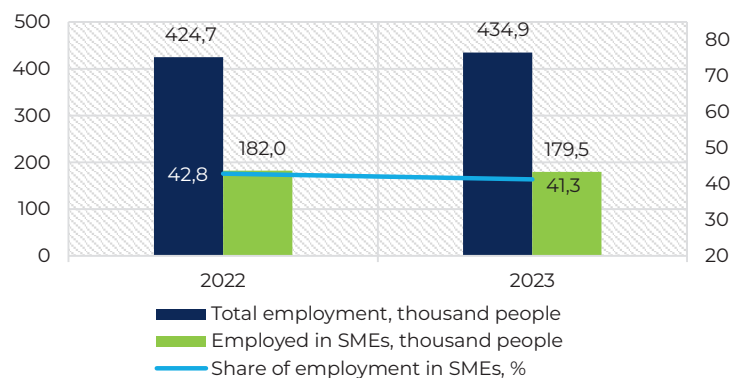
Share of active entities in Aktobe region in the total number of registered SMEs



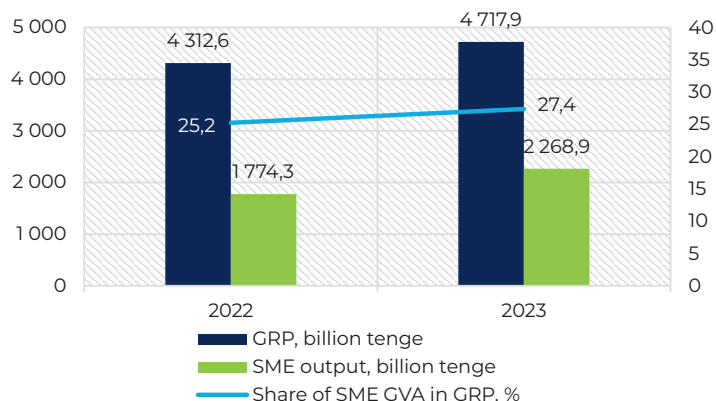
Structure of registered SMEs by type of economic activity



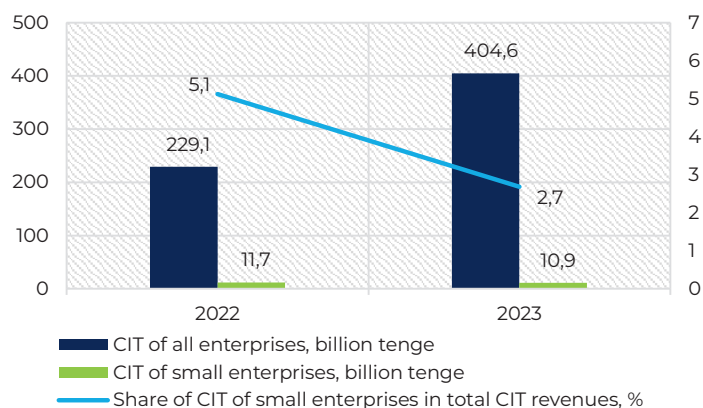
Share of employment in SMEs of Aktobe region in the total number of employed persons



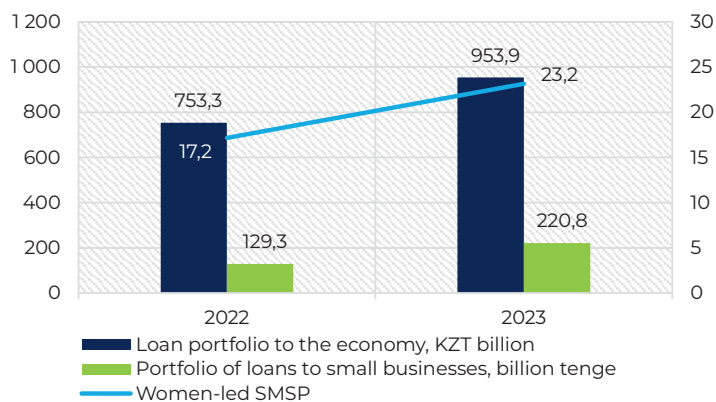
Dynamics of SME output and GRP of Aktobe region



Dynamics of small enterprises of Aktobe region paid to CIT



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship of Aktobe region



Results of the «Damu» Foundation programs in Aktobe region

CREDITING

	Quantity	Amount of credits, million tenge
2022	173 project	8 166 million tenge
2023	127 projects	7 928 million tenge

SUBSIDIZING







	Supported	Amount of credits	Amount of subsidies
2022	2 393 project	66 706 million tenge	7 615 million tenge
2023	948 projects	47 769 million tenge	9 836 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	2 146 projects	34 713 million tenge	20 005 million tenge
2023	694 project	23 433 million tenge	12 421 million tenge

6. Small and medium-sized enterprises in Almaty region

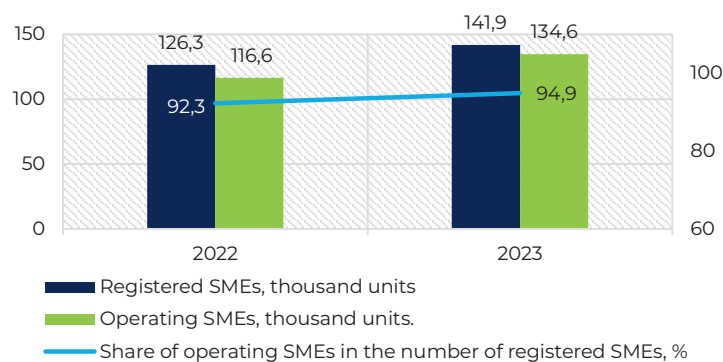
Socio-economic portrait of the region

-  Founded in March 10, 1932
-  Area 105,3 thousand km², 3,9% of the territory of the Republic of Kazakhstan
-  Population as of 01.01.2024 1 531,0 thousand people 7,6% of the population of the Republic of Kazakhstan
-  Economically active population as of 01.01.2024 739,6 thousand people
-  Employed population as of 01.01.2024 704,7 thousand people
-  GRP for 2023 4 974,8 billion tenge 4,1% of Kazakhstan's GDP
-  Physical volume index, in % to the corresponding period of the previous year 102,4
-  GRP per capita 3 276,2 thousand tenge

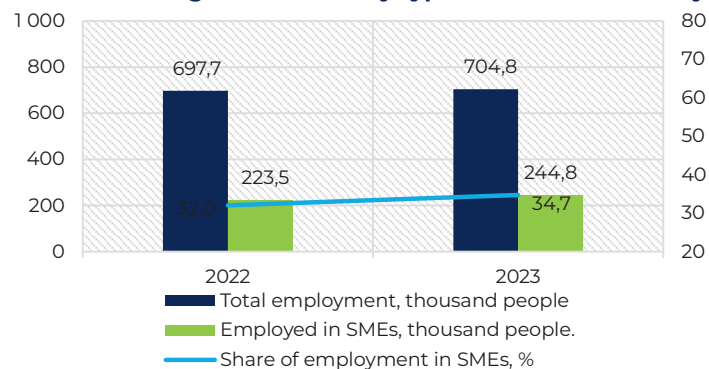
Main changes in the SME sector of Almaty region in 2023:

- The number of registered SMEs increased by 12.3%. The number of active SMEs increased by 15.5%. Their share increased from 92.3% to 94.9%;
- The industry structure is dominated by trade (35%), agriculture (21%) and services (26%);
- The population employed by SMEs increased by 9.5%. The share of employed in SMEs from the total number of employed increased from 32.0% to 34.7%;
- Output of SMEs (in comparable prices) increased by 27.8%. The share of GVA SMEs in GRP increased from 42.1% to 46.0%;
- Small business CIT expenses increased by 103.6%. Their share in the total CIT expenses of all enterprises decreased from 31.7% to 20.5%;
- The portfolio of loans to small and medium-sized enterprises increased slightly by 0.7%. Its share in the total portfolio of loans to the economy increased from 13.4% to 22.6%.

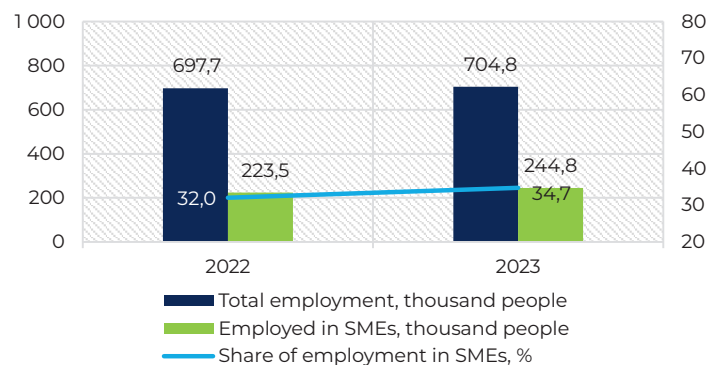
Share of active entities in Almaty region in the total number of registered SMEs



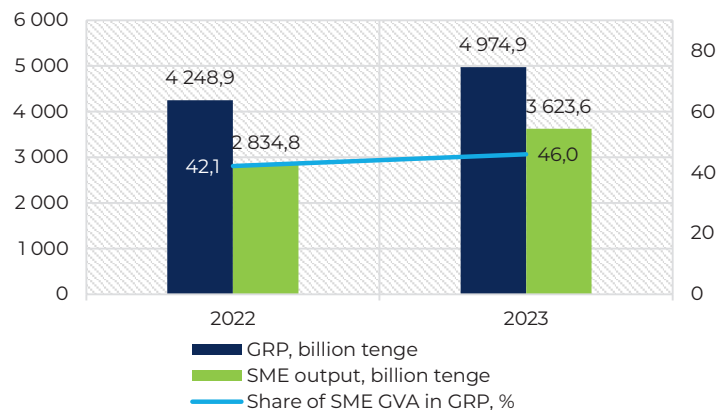
Structure of registered SMEs by type of economic activity



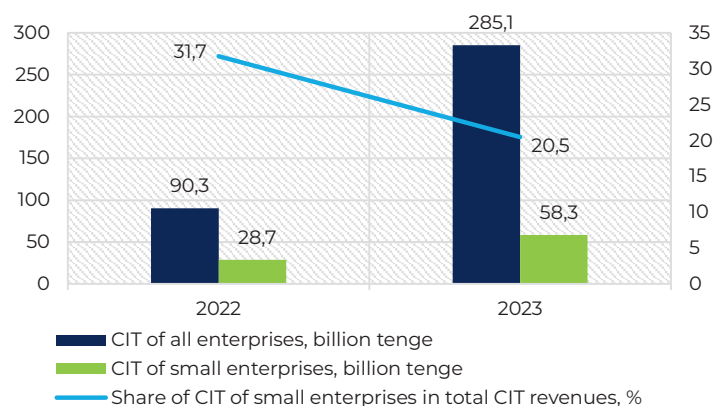
Share of employment in SMEs in Almaty region in the total number of employees



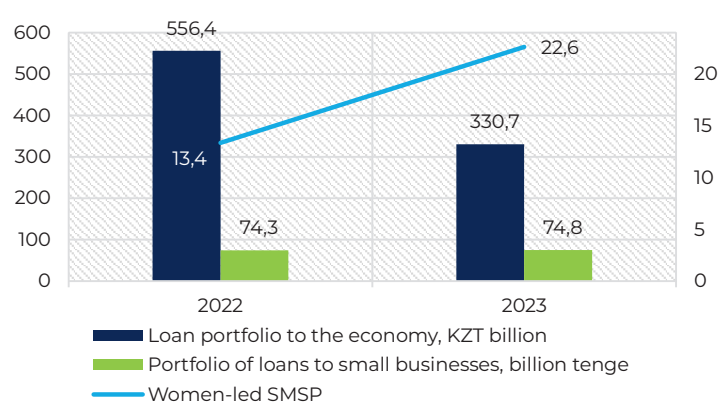
Dynamics of SME output and GRP of Almaty region



Dynamics of small enterprises of Almaty region paid to CIT



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship of Almaty region



Results of the «Damu» Foundation programs in Almaty region

CREDITING

	Quantity	Amount of credits, million tenge
2022	248 projects	11 560 million tenge
2023	322 project	11 047 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	782 project	100 024 million tenge	18 763 million tenge
2023	505 projects	48 690 million tenge	11 727 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	766 projects	16 555 million tenge	8 714 million tenge
2023	291 projects	21 941 million tenge	9 926 million tenge

7. Small and medium-sized enterprises in Atyrau region

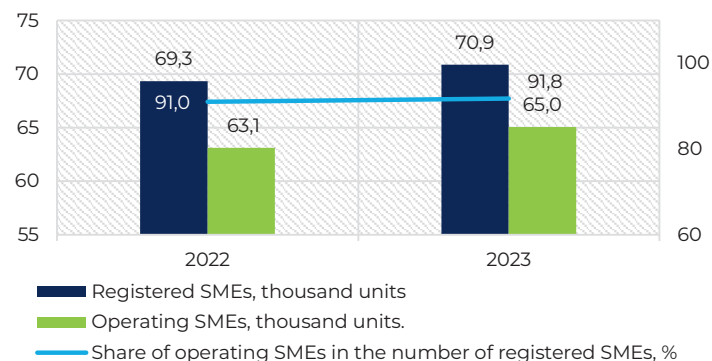
Socio-economic portrait of the region

- Founded on January 15, 1938
- Area 118,6 thousand km², 4,4% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 704,0 thousand people 3.5% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 352,1 thousand people
- Employed population as of 01.01.2024 335,1 thousand people
- GRP for 2023 14 950 billion tenge 12,4% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 109,7
- GRP per capita 21 401,2 thousand tenge

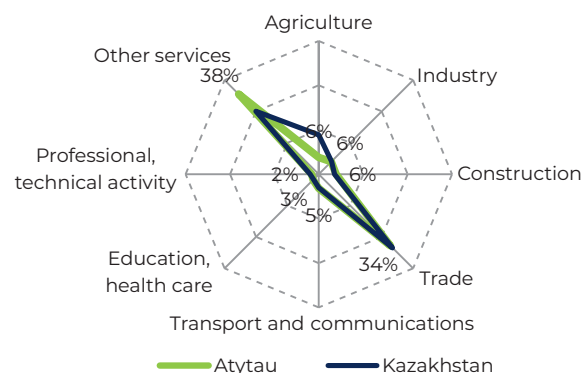
Main changes in the SME sector of Atyrau region for 2023:

- The number of registered SMEs increased by 2.2%, the number of active SMEs increased by 3.1%. Their share increased from 91.0% to 91.8%;
- The sectoral structure is dominated by trade (34%), services (38%), and industry (6%);
- The population employed by SMEs decreased by 2.9%. The share of employed in SMEs from the total number of employed also decreased from 46.7% to 44.2%;
- Output of SMEs (in comparable prices) decreased by 18.7%. The share of GVA SMEs in GRP increased from 22.8% to 23.1%;
- CIT costs of small businesses decreased by 47.1%. Their share in the total CIT expenses of all enterprises decreased from 32.4% to 15.1%;
- SME loan portfolio increased by 60.1%. Its share in the total portfolio of loans to the economy increased from 15.3% to 20.2%.

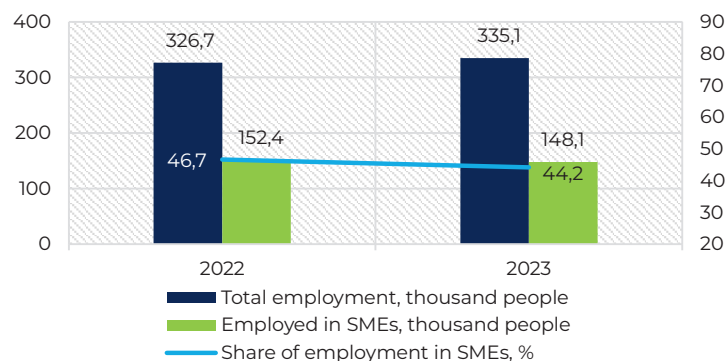
Share of active entities in Atyrau region in the total number of registered SMEs



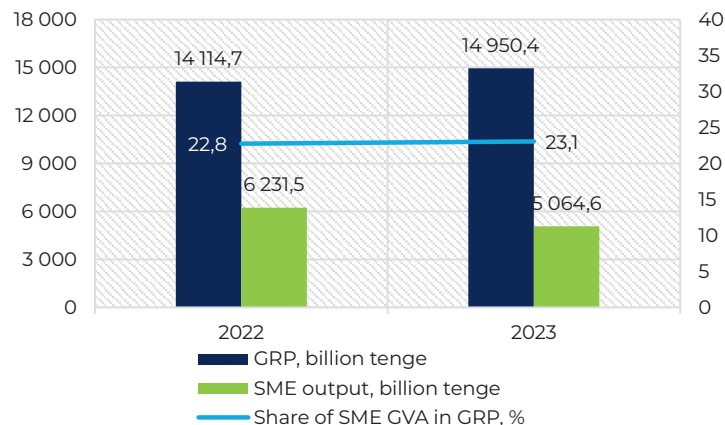
Structure of registered SMEs by type of economic activity



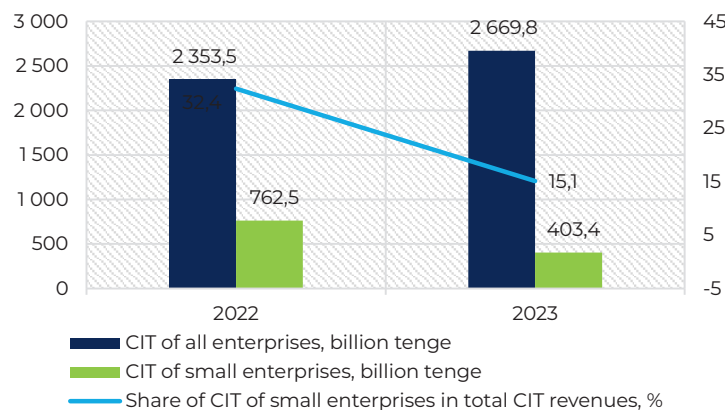
Share of employment in SMEs of Atyrau region in the total number of employees



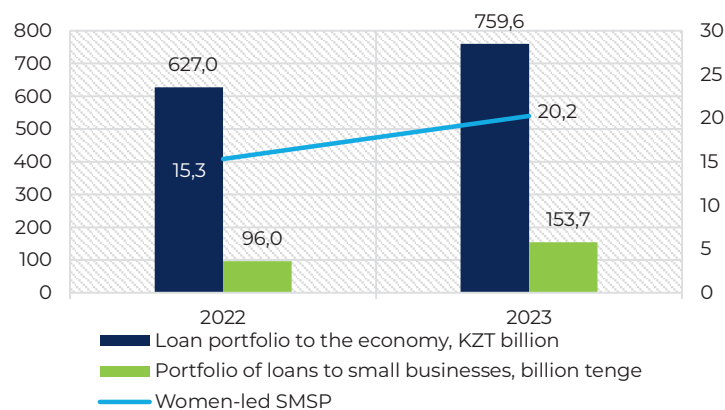
Dynamics of SME output and GRP of Atyrau region



Dynamics of CIT paid by small enterprises of Atyrau region



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship of Atyrau region



Results of the «Damu» Foundation programs in Atyrau region

CREDITING

	Quantity	Amount of credits, million tenge
2022	5 projects	864 million tenge
2023	7 projects	1 105 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	1 361 project	49 885 million tenge	6 719 million tenge
2023	573 project	30 878 million tenge	8 462 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 255 projects	19 544 million tenge	11 909 million tenge
2023	466 projects	15 700 million tenge	7 525 million tenge

8. Small and medium-sized enterprises in East Kazakhstan region

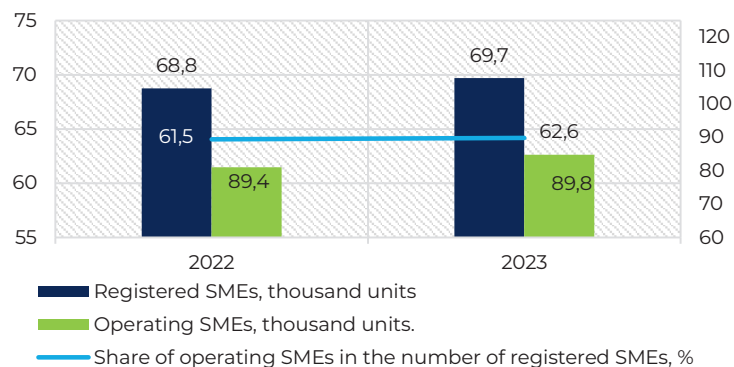
Socio-economic portrait of the region

- Founded March 10, 1932
- Area 97,8 thousand km², 3,6% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 727,0 thousand people
- Economically active population as of 01.01.2024 386,8 thousand people
- Employed population as of 01.01.2024 368,8 thousand people
- GRP for 2023 4 470,5 billion tenge, 3,7% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 103,1
- GRP per capita 6 135,4 thousand tenge

The main changes in the SME sector of the East Kazakhstan region for 2023:

- The number of registered SMEs increased by 1.4%, the number of active SMEs increased by 1.9%. Their share increased from 89.4% to 89.8%;
- The industry structure is dominated by trade (34.0%), agriculture (14.0%) and services (29%);
- The population employed by SMEs increased by 3.9%. The share of employed in SMEs from the total number of employed increased from 43.1% to 44.5%;
- Output of SMEs (in comparable prices) increased by 21.4%. The share of GVA SMEs in GRP increased from 22.2% to 22.8%;
- CIT costs of small businesses increased by 363.1%. Their share in the total CIT expenses of all enterprises increased from 7.3% to 14.4%;
- SME loan portfolio grew by 12.3%. Its share in the total portfolio of loans to the economy increased from 16.3% to 22.4%.

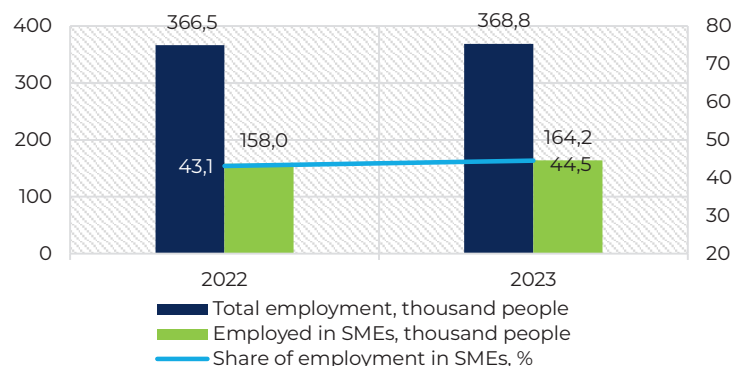
Share of active entities of East Kazakhstan region in the total number of registered SMEs



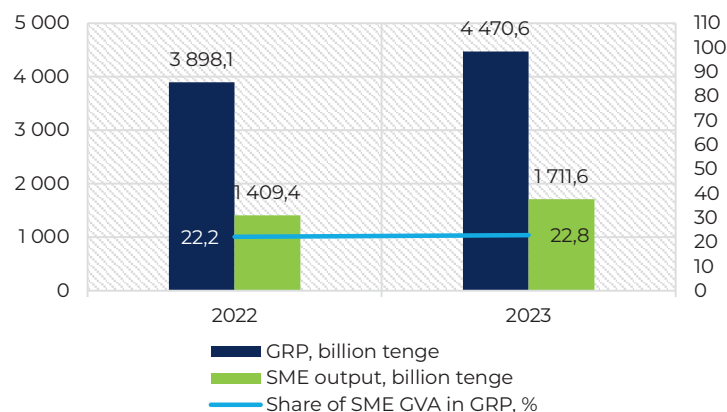
Structure of registered SMEs by type of economic activity



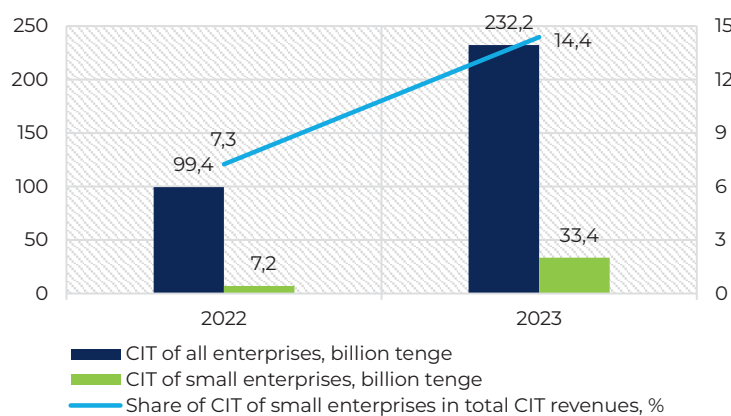
Share of employed in SMEs of the East Kazakhstan region in the total number of employees



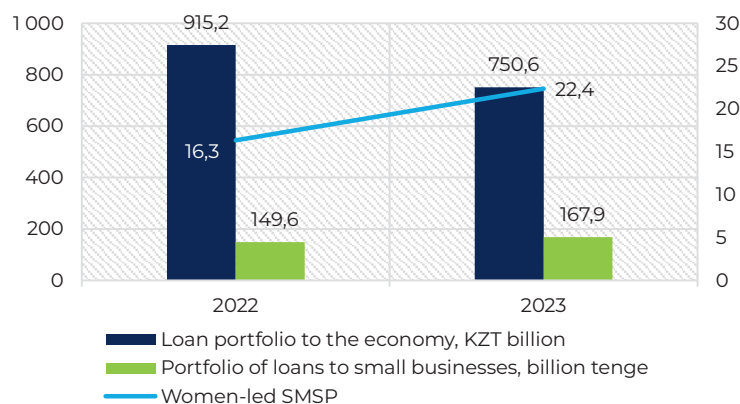
Dynamics of SME output and GRP of East Kazakhstan Region



Dynamics of CIT paid by small enterprises of East-Kazakhstan region



Loan portfolio of STB on loans to the economy and small and medium entrepreneurship of the East Kazakhstan region



Results of the «Damu» Foundation programs in East Kazakhstan region

CREDITING

	Quantity	Amount of credits, million tenge
2022	289 projects	6 270 million tenge
2023	117 projects	6 199 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	980 projects	33 897 million tenge	8 136 million tenge
2023	392 project	21 498 million tenge	5 072 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 004 project	21 115 million tenge	11 156 million tenge
2023	289 projects	13 449 million tenge	6 759 million tenge

9. Small and medium-sized enterprises in Zhambyl region

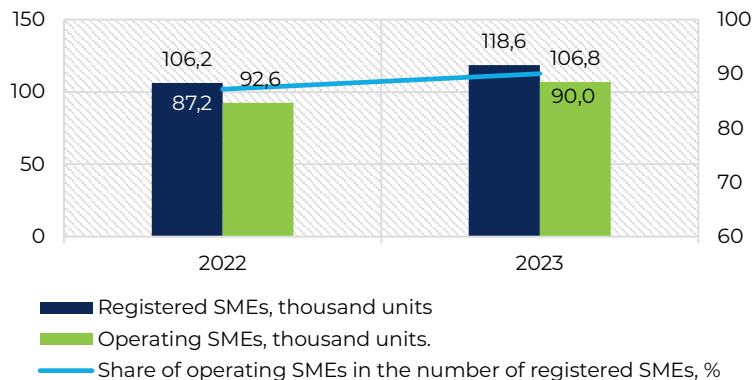
Socio-economic portrait of the region

- Founded in 1939
- Area 144,3 thousand km², 5,3% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 1 222.5 thousand people, 6,1% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 570,8 thousand people
- Employed population as of 01.01.2024 543,6 thousand people
- GRP for 2023 3 108 billion tenge, 2,6% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 101,7
- GRP per capita 2 547 thousand tenge

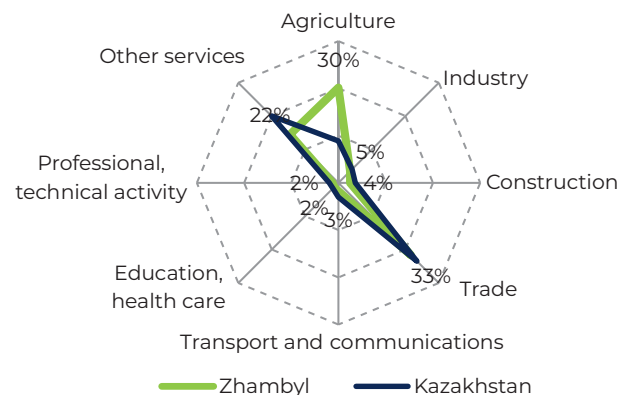
Main changes in the SME sector of Zhambyl region in 2023:

- The number of registered SMEs increased by 11.7%, the number of active SMEs increased by 15.3%. Their share increased from 87.2% to 90.0%;
- The industry structure is dominated by trade (33.0%), agriculture (30.0%) and services (22.0%);
- The population employed by SMEs increased by 11.6%. The share of employed in SMEs from the total number of employed increased from 28.2% to 31.2%;
- Output of SMEs (in comparable prices) increased by 19.9%. The share of GVA SMEs in GRP increased from 24.0% to 25.1%;
- Small business CIT expenses increased by 172.2%. Their share in the total CIT expenses of all enterprises increased from 11.6% to 16.8%;
- SME loan portfolio grew by 64.2%. Its share in the total portfolio of loans to the economy decreased from 16.7 to 21.1%.

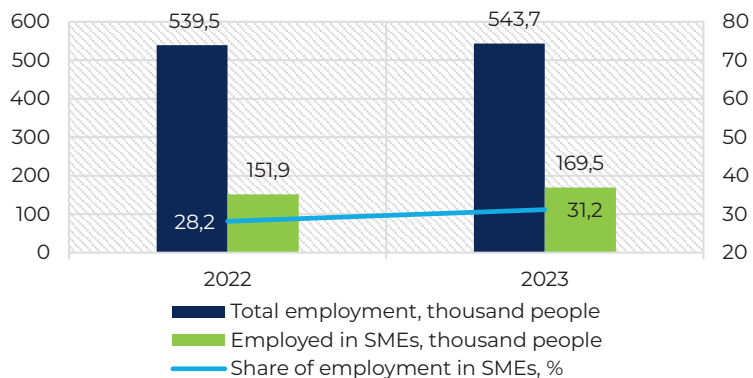
Share of active entities in Zhambyl Region in the total number of registered SMEs



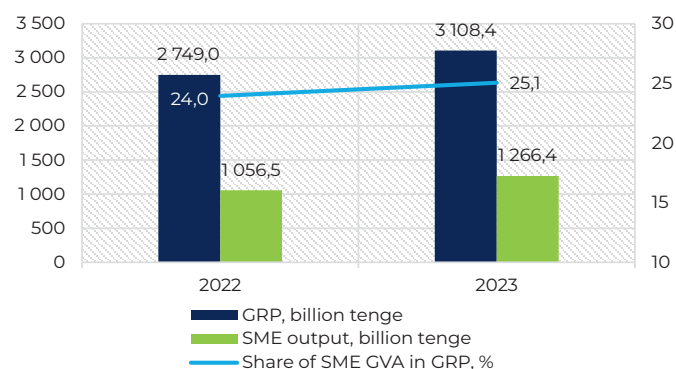
Structure of registered SMEs by type of economic activity



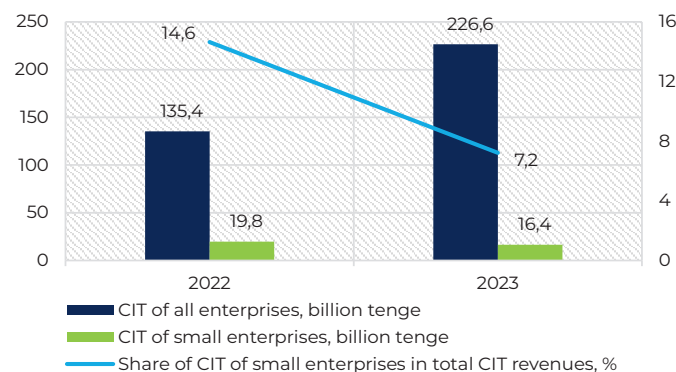
Share of employment in SMEs in Zhambyl Region in the total number of employees



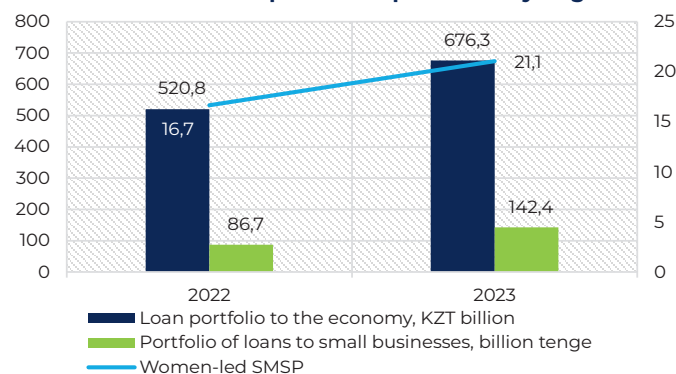
Dynamics of SME output and GRP of Zhambyl Region



Dynamics of CIT paid by small enterprises of Zhambyl region



Loan portfolio of the STB on loans to economy and small and medium entrepreneurship of Zhambyl region



Results of the «Damu» Foundation programs in Zhambyl region

CREDITING

	Quantity	Amount of credits, million tenge
2022	458 projects	6 591 million tenge
2023	268 projects	6 811 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	2 132 project	40 780 million tenge	8 143 million tenge
2023	705 projects	25 987 million tenge	6 623 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	2 001 project	21 869 million tenge	13 950 million tenge
2023	554 project	18 025 million tenge	9 624 million tenge

10. Small and medium-sized enterprises in West Kazakhstan region

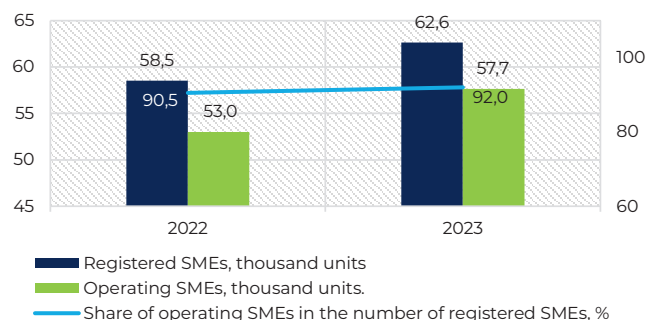
Socio-economic portrait of the region

- Founded March 10, 1932
- Area 151,3 thousand km², 5,6% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 693,2 thousand people, 3,5% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 350,3 thousand people
- Employed population as of 01.01.2024 333,3 thousand people
- GRP for 2023 4 811 billion tenge, 4,0% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 108,4
- GRP per capita 6 965,6 thousand tenge

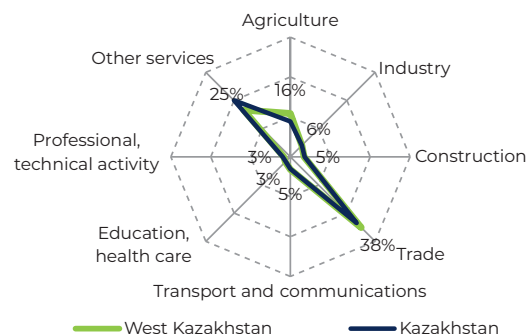
Main changes in the SME sector of the West Kazakhstan region in 2023:

- The number of registered SMEs increased by 7.0%, the number of active SMEs increased by 8.8%. Their share increased from 90.5% to 92.0%;
- The industry structure is dominated by trade (38.0%), agriculture (16.0%) and services (25.0%);
- The population employed by SMEs grew by 2.5%. The share of employed in SMEs from the total number of employed increased from 37.0% to 37.6%;
- Output of SMEs (in comparable prices) increased by 2.1%. The share of GVA SMEs in GRP increased from 33.1% to 34.2%;
- CIT costs for small businesses decreased by 23.6%. Their share in the total CIT expenses of all enterprises increased from 80.5% to 213.5%;
- SME loan portfolio increased by 87.4%. Its share in the total portfolio of loans to the economy increased from 17.8% to 28.5%.

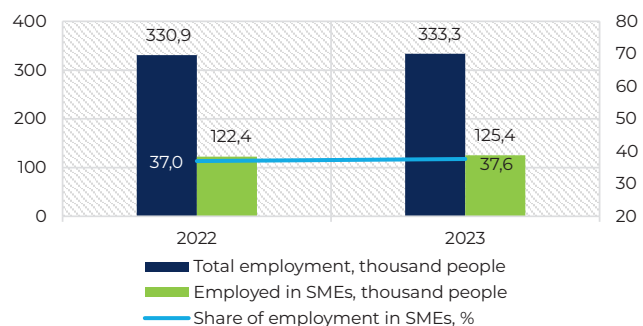
Share of active entities of West Kazakhstan Region in the total number of registered SMEs



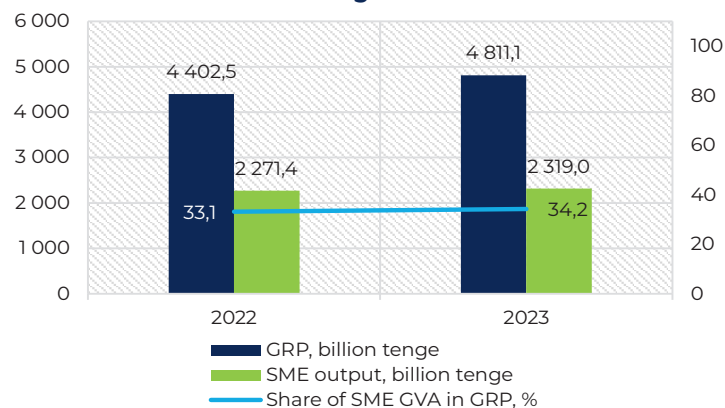
Structure of registered SMEs by type of economic activity



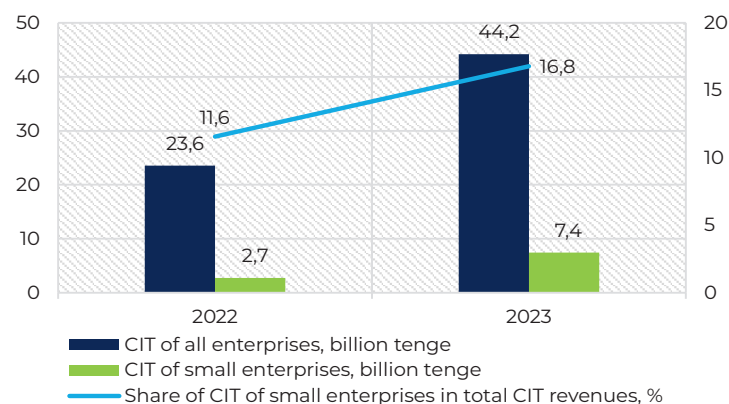
Share of employed in SMEs of the West Kazakhstan region in the total number of employees



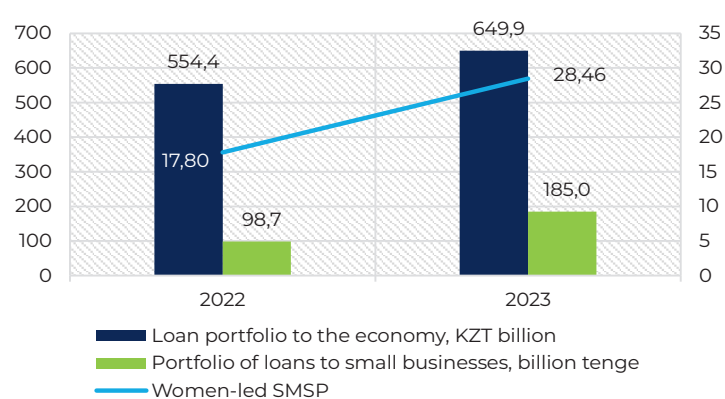
Dynamics of SME output and GRP of West Kazakhstan Region



Dynamics of CIT paid by small enterprises of West-Kazakhstan region



Loan portfolio of STB on loans to economy and small and medium entrepreneurship of West Kazakhstan region



Results of the «Damu» Foundation programs in West Kazakhstan region

CREDITING

	Quantity	Amount of credits, million tenge
2022	64 project	4 487 million tenge
2023	43 project	6 305 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	1 315 projects	39 665 million tenge	5 466 million tenge
2023	429 projects	21 946 million tenge	6 021 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 186 projects	16 995 million tenge	9 587 million tenge
2023	343 project	17 931 million tenge	8 723 million tenge

11. Small and medium-sized enterprises in Karaganda region

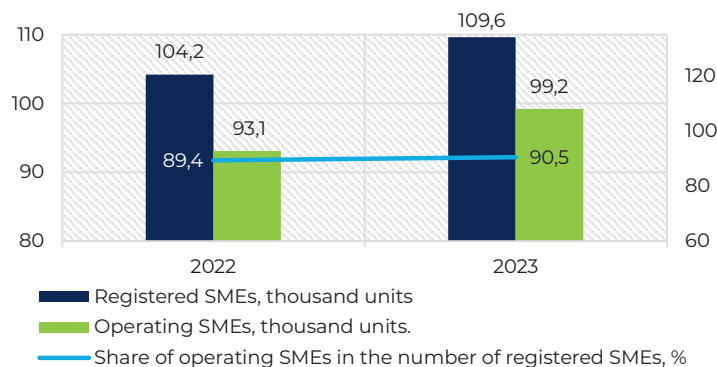
Socio-economic portrait of the region

- Founded March 10, 1932
- Area 239,1 thousand km², 8,8% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 1 135,4 thousand people 5,7% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 558,7 thousand people
- Employed population as of 01.01.2024 535,7 thousand people
- GRP for 2023 8 449 billion tenge 7,0% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 100,1
- GRP per capita 7 443,5 thousand tenge

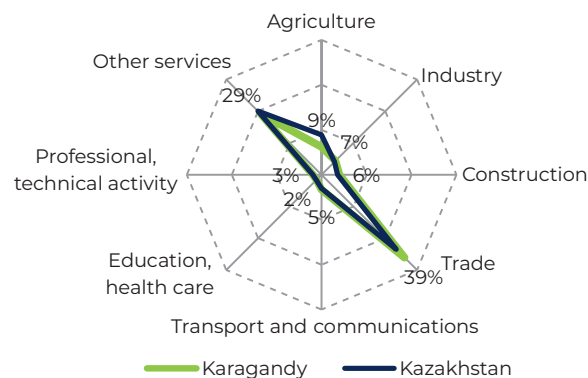
Main changes in the SME sector of the Karaganda region in 2023:

- The number of registered SMEs increased by 5.2%, the number of active SMEs increased by 6.6%. Their share rose from 89.4% to 90.5%;
- The industry structure is dominated by trade (39.0%), services (29%) and agriculture (9%);
- The population employed by SMEs increased by 4.8%. The share of employed in SMEs from the total number of employed increased from 43.5% to 45.5%;
- Output of SMEs (in comparable prices) increased by 12.6%. The share of GVA SMEs in GRP increased from 19.4% to 20.0%;
- CIT costs of small businesses decreased by 17.5%. Their share in the total CIT expenses of all enterprises also decreased from 14.6% to 7.2%;
- SME loan portfolio grew by 74.3%. Its share in the total portfolio of loans to the economy increased from 12.3% to 18.9%.

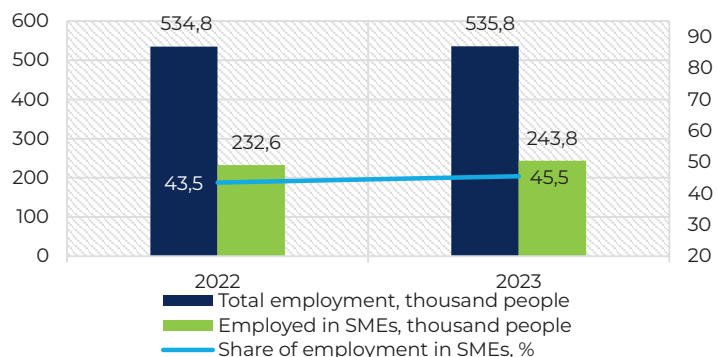
Share of active entities in Karaganda region in the total number of registered SMEs



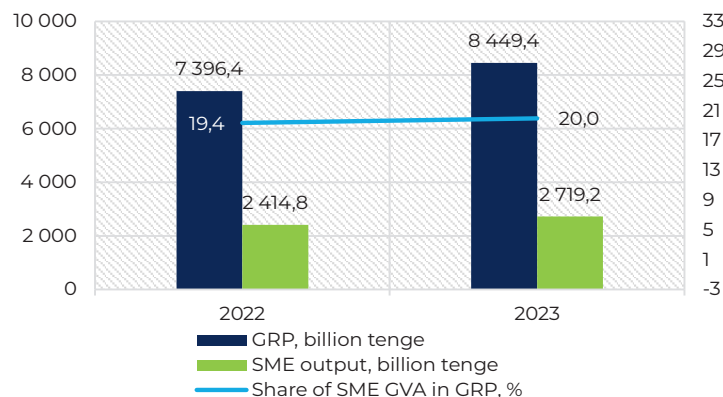
Structure of registered SMEs by type of economic activity



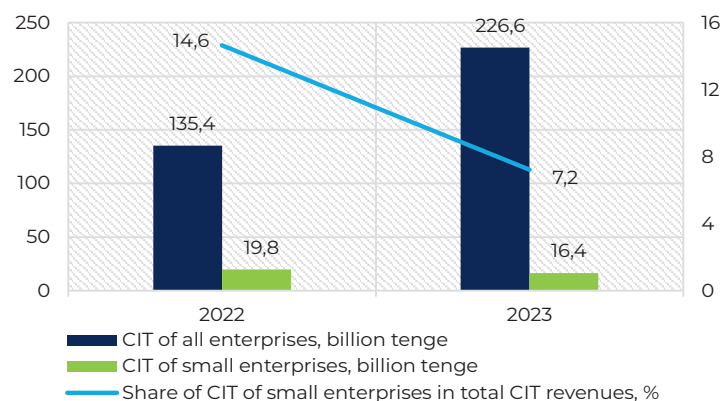
Share of employment in SMEs in Karaganda region in the total number of employees



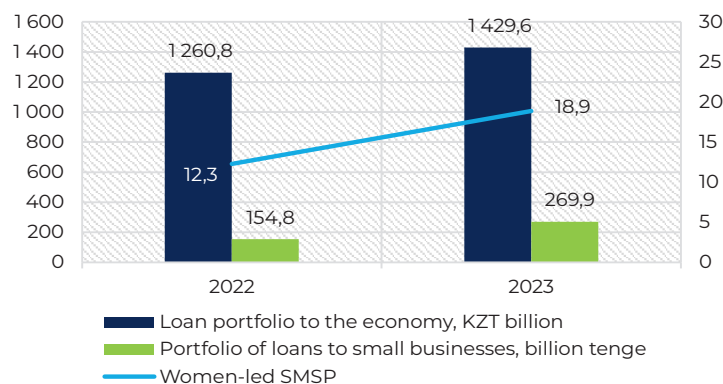
Dynamics of SME output and GRP of Karaganda Region



Dynamics of CIT paid by small enterprises of Karaganda region



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship of Karaganda region



Results of the «Damu» Foundation programs in Karaganda region

CREDITING

	Quantity	Amount of credits, million tenge
2022	238 projects	15 056 million tenge
2023	143 project	17 579 million tenge

SUBSIDIZING






	Supported	Amount of credits	Amount of subsidies
2022	1 077 projects	42 039 million tenge	10 588 million tenge
2023	536 projects	37 625 million tenge	11 707 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	910 projects	18 443 million tenge	10 162 million tenge
2023	401 projects	14 377 million tenge	6 644 million tenge

12. Small and medium-sized enterprises in Kostanay region

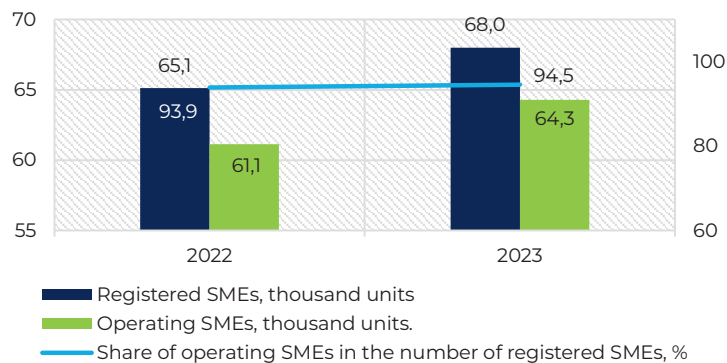
Socio-economic portrait of the region

-  Founded July 29, 1936
-  Area 196,0 thousand km², 7,2% of the territory of the Republic of Kazakhstan
-  Population as of 01.01.2024 830,0 thousand people 4,1% of the population of the Republic of Kazakhstan
-  Economically active population as of 01.01.2024 472,0 thousand people
-  Employed population as of 01.01.2024 449,5 thousand people
-  GRP for 2023 4 613,1 billion tenge 3,8% of Kazakhstan's GDP
-  Physical volume index, in % to the corresponding period of the previous year 102,4
-  GRP per capita 5 550,6 thousand tenge

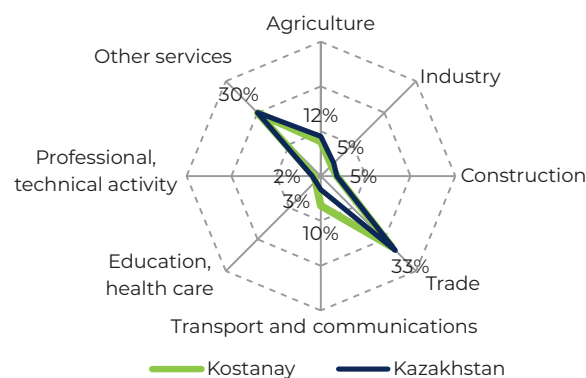
The main changes in the SME sector of Kostanay region for 2023:

- The number of registered SMEs increased by 4.4%, the number of active SMEs increased by 5.2%. Their share rose from 93.9% to 94.5%;
- The industry structure is dominated by trade (33.0%), services (30.0%) and agriculture (12.0%);
- The population employed by SMEs declined by 1.6%. The share of employed in SMEs from the total number of employed slightly decreased from 36.6% to 36.4%;
- Output of SMEs (in comparable prices) decreased by 2.9%. The share of GVA SMEs in GRP decreased from 33.0% to 23.9%;
- Small business CIT expenses increased by 89.2%. Their share in the total CIT expenses of all enterprises increased from 6.1% to 7.0%;
- SME loan portfolio grew by 119.7%. Its share in the total portfolio of loans to the economy increased from 14.8% to 26.1%.

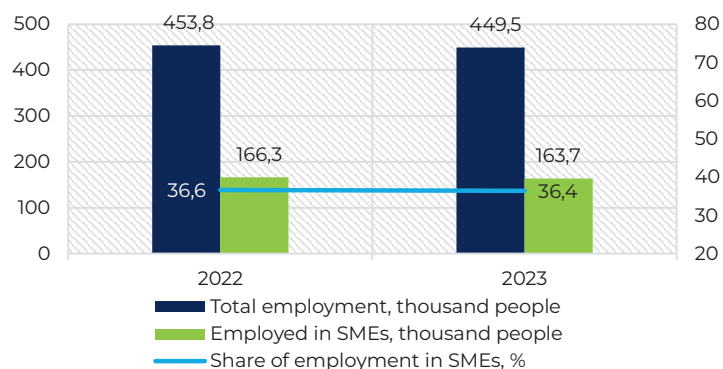
Share of active entities of Kostanay region in the total number of registered SMEs



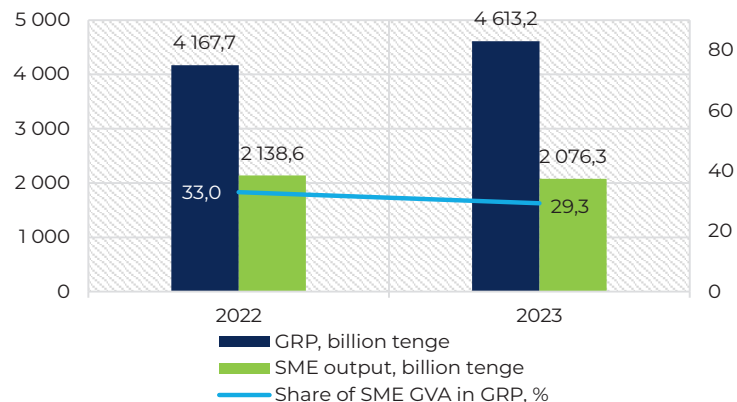
Structure of registered SMEs by type of economic activity



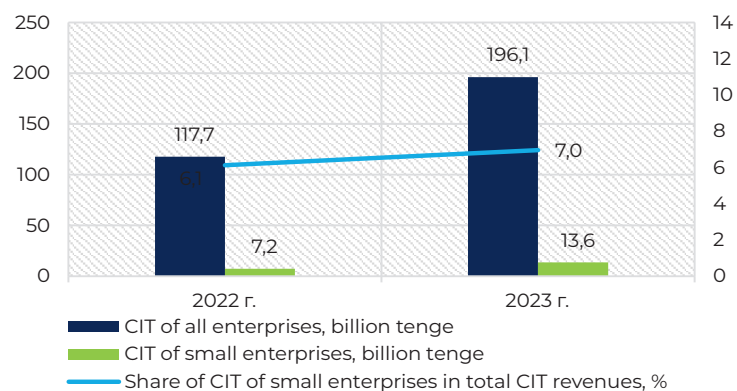
Share of employed in SMEs of Kostanay region in the total number of employed persons



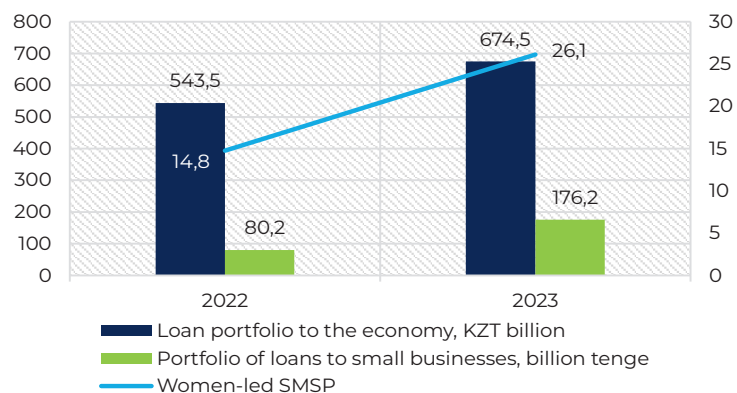
Dynamics of SME output and GRP of Kostanay region



Dynamics of CIT paid by small enterprises of Kostanay region



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship of Kostanay region



Results of the «Damu» Foundation programs in Kostanay region

CREDITING

	Quantity	Amount of credits, million tenge
2022	187 projects	17 579 million tenge
2023	102 project	21 442 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	966 projects	25 410 million tenge	6 432 million tenge
2023	467 projects	32 206 million tenge	6 850 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	801 project	17 380 million tenge	9 311 million tenge
2023	295 project	16 558 million tenge	8 696 million tenge

13. Small and medium-sized enterprises in Kyzylorda region

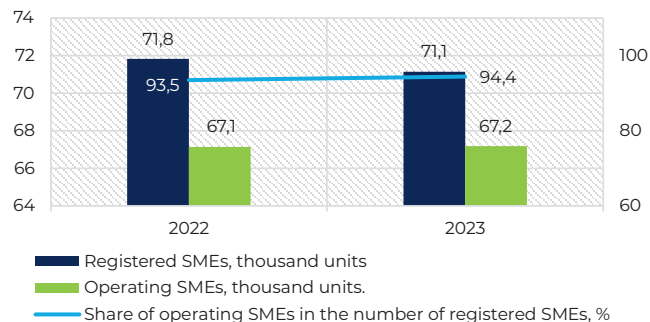
Socio-economic portrait of the region

-  Founded on January 15, 1938
-  Area 226,0 thousand km²,
8,3% of the territory of the Republic of Kazakhstan
-  Population as of 01.01.2024 841,8 thousand people
4,2% of the population of the Republic of Kazakhstan
-  Economically active population as of 01.01.2024
348,5 thousand people
-  Employed population as of 01.01.2024
331,4 thousand people
-  GRP for 2023 2 860 billion tenge
2,4% of Kazakhstan's GDP
-  Physical volume index, in % to the corresponding
period of the previous year 105,6
-  GRP per capita 3 414,0 thousand tenge

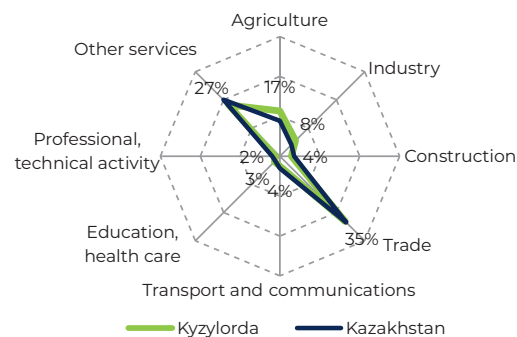
Main changes in the SME sector of Kyzylorda region in 2023:

- The number of registered SMEs decreased by 0.9%, the number of active SMEs slightly increased by 0.1%. Their share rose from 93.5% to 94.4%;
- The industry structure is dominated by trade (35%), agriculture (17%) and services (27%);
- The population employed by SMEs decreased by 0.5%. The share of employed in SMEs from the total number of employed decreased from 36.9% to 36.5%;
- Output of SMEs (in comparable prices) increased by 21.4%. The share of GVA SMEs in GRP increased from 18.1% to 18.9%;
- Small business CIT expenses increased by 31.8%. Their share in the total CIT expenses of all enterprises increased from 15.2% to 32.2%;
- SME loan portfolio grew by 64.4%. Its share in the total portfolio of loans to the economy increased from 15.6% to 20.3%.

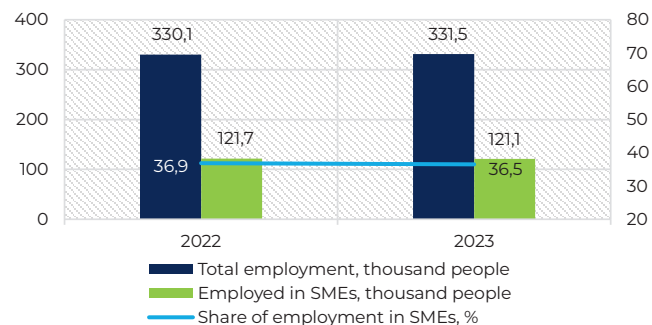
Share of active entities in Kyzylorda region in the total number of registered SMEs



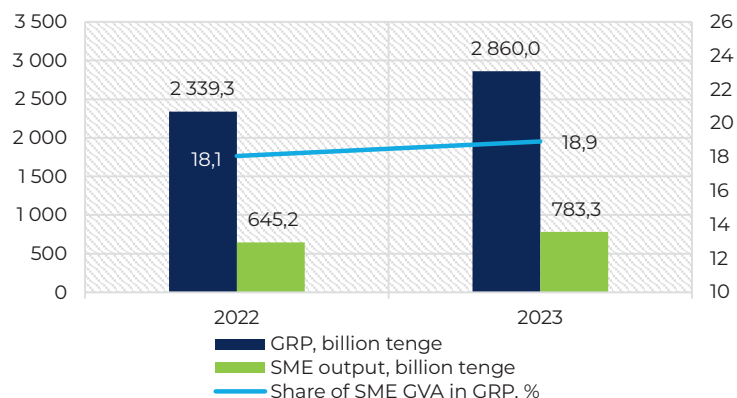
Structure of registered SMEs by type of economic activity



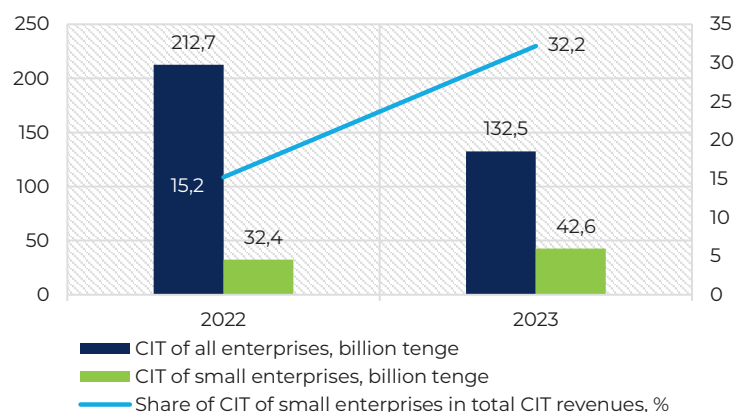
Share of employment in SMEs of Kyzylorda region in the total number of employed persons



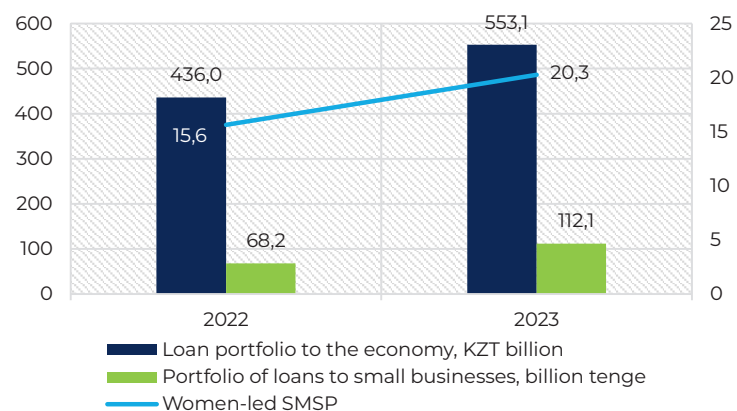
Dynamics of SME output and GRP of Kyzylorda Region



Dynamics of CIT paid by small enterprises of Kyzylorda region



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship of Kyzylorda region



Results of the «Damu» Foundation programs in Kyzylorda region

CREDITING

	Quantity	Amount of credits, million tenge
2022	280 projects	3 376 million tenge
2023	167 projects	1 597 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	1 614 projects	26 903 million tenge	3 786 million tenge
2023	831 projects	28 180 million tenge	5 748 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 478 projects	18 579 million tenge	10 741 million tenge
2023	603 project	16 641 million tenge	8 459 million tenge

14. Small and medium-sized enterprises in Mangystau region

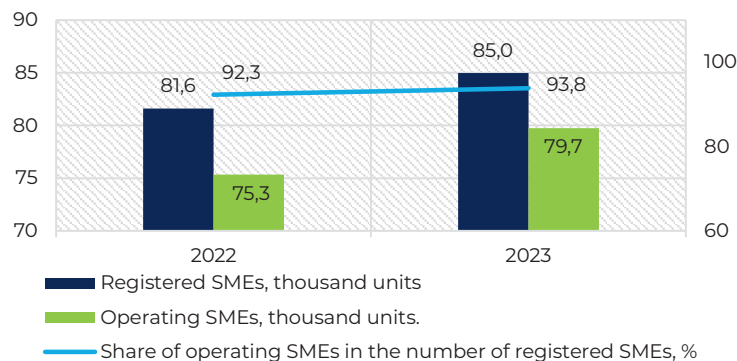
Socio-economic portrait of the region

- Founded March 20, 1973
- Area 165,6 thousand km², 6,1% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 786,9 thousand people, 3,9% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 354,3 thousand people
- Employed population as of 01.01.2024 336,7 thousand people
- GRP for 2023 4 867 billion tenge, 4,0% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 103,0
- GRP per capita 6 263,7 thousand tenge

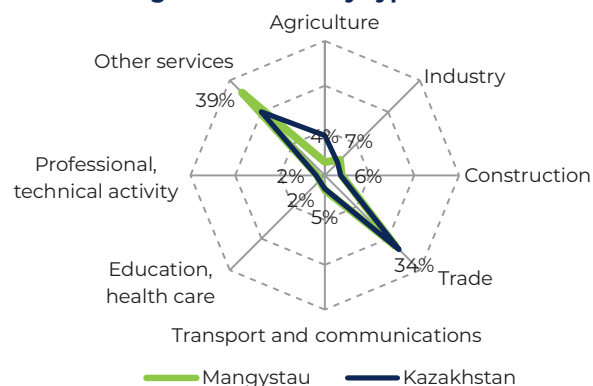
In 2023, the following dynamics was observed in the SME sector of the Mangystau region:

- The number of registered SMEs increased by 4.1%, the number of active SMEs increased by 5.8%. Their share increased from 92.3% to 93.8%;
- The industry structure is dominated by trade (34.0%), services (39.0%) and manufacturing (7.0%);
- The population employed by SMEs declined by 2.5%. The share of employed in SMEs from the total number of employed decreased from 46.7% to 45.0%;
- Output of SMEs (in comparable prices) increased by 4.6%. The share of GVA SMEs in GRP decreased from 30.0% to 27.6%;
- CPN costs of small businesses decreased by 26.6%. Their share in the total CPN expenses of all enterprises decreased from 37.5% to 7.6%;
- SME loan portfolio increased by 44.4%. Its share in the total portfolio of loans to the economy increased from 16.8% to 18.2%.

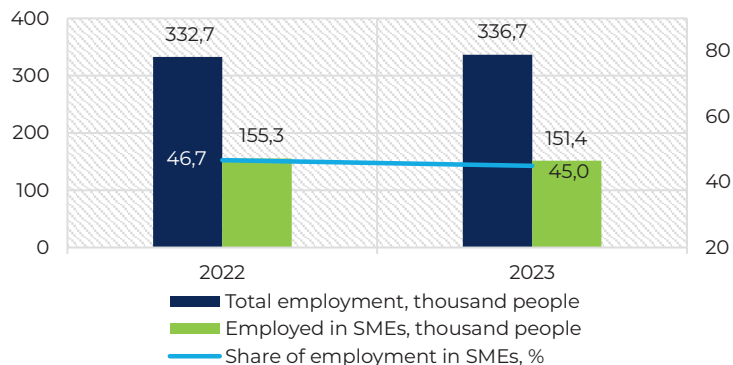
Share of active entities in Mangystau Region in the total number of registered SMEs



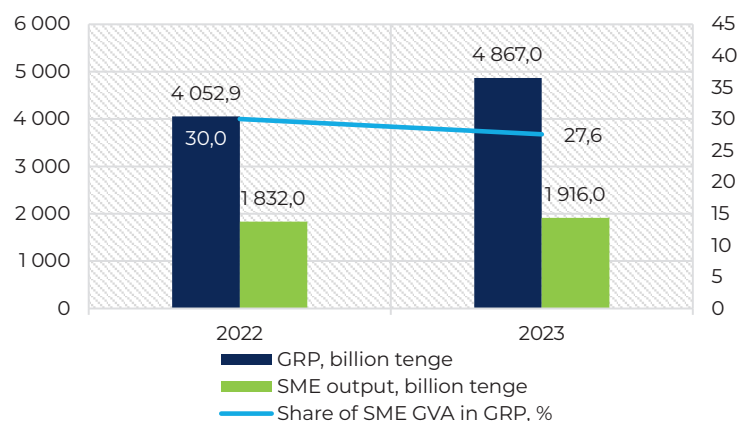
Structure of registered SMEs by type of economic activity



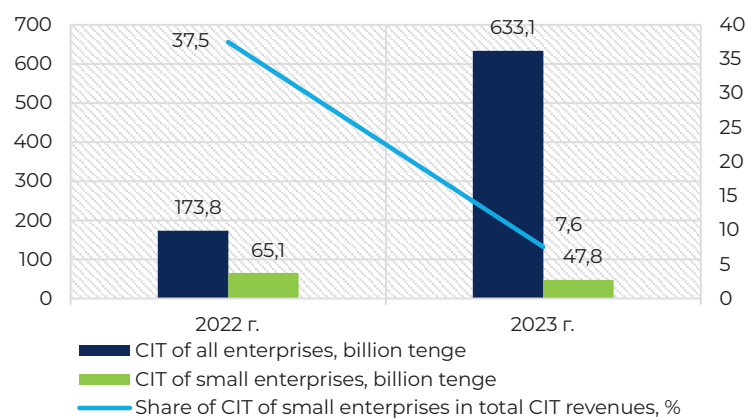
Share of SME employment in Mangystau Region in the total number of employed persons



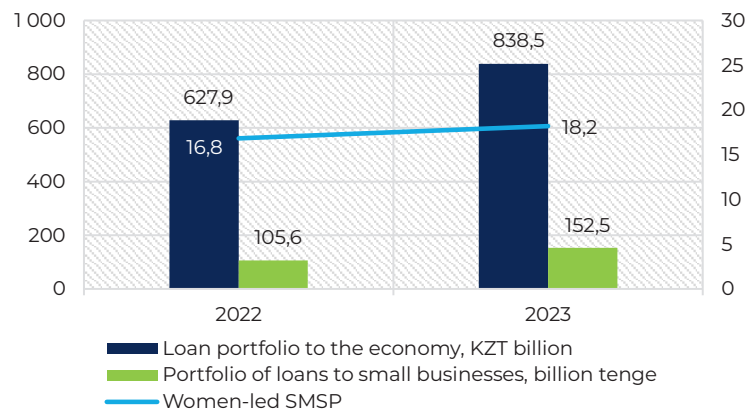
Dynamics of SME output and GRP of Mangystau Region



Dynamics of CIT paid by small enterprises of Mangystau region



Loan portfolio of STB on loans to economy and small and medium entrepreneurship in Mangystau region



Results of the «Damu» Foundation programs in Mangystau region

CREDITING

	Quantity	Amount of credits, million tenge
2022	23 project	3 495 million tenge
2023	19 projects	2 176 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	1 595 projects	40 702 million tenge	10 111 million tenge
2023	1 015 projects	48 206 million tenge	12 762 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 522 project	21 668 million tenge	13 227 million tenge
2023	664 project	20 924 million tenge	10 025 million tenge

15. Small and medium-sized enterprises in Pavlodar region

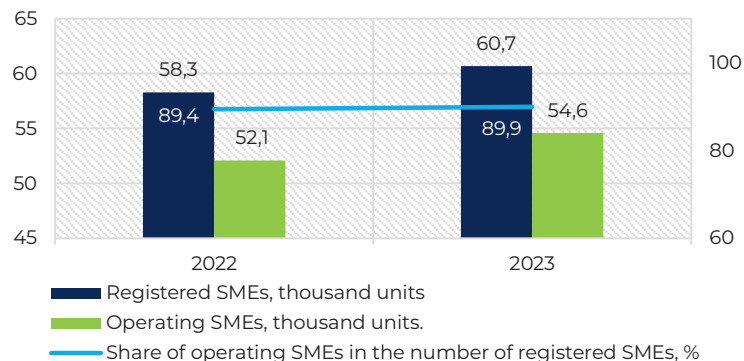
Socio-economic portrait of the region

- Founded in January 1938
- Area 124,8 thousand km², 4,6% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 753,9 thousand people, 3,8% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 404,5 thousand people
- Employed population as of 01.01.2024 385,1 thousand people
- GRP for 2023 4 346 billion tenge, 3,6% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 102,2
- GRP per capita 5 761,2 thousand tenge

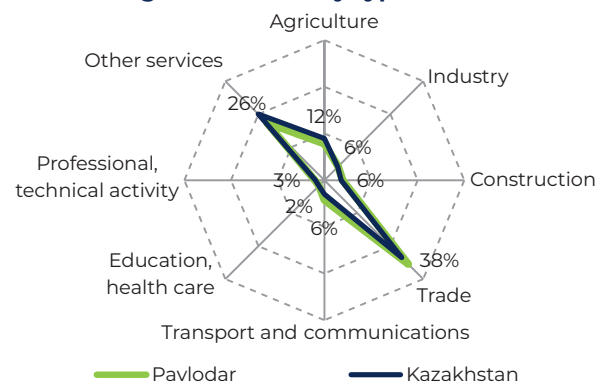
Main changes in the SME sector of Pavlodar region in 2023:

- The number of registered SMEs increased by 4.1%, the number of active SMEs increased by 4.8%. Their share rose from 89.4% to 89.8%;
- Trade (38.0%) and rural households predominate in the sectoral structure. (12%) and services (26%);
- The population employed by SMEs increased by 0.4%. The share of employed in SMEs of the total number of employed remained at 35.5%;
- Output of SMEs (in comparable prices) increased by 12.7%. The share of GVA SMEs in GRP increased from 19.0% to 19.4%;
- CIT spending by small businesses rose 41.2%. Their share in the total CIT expenses of all enterprises decreased from 5.2% to 3.4%;
- SME loan portfolio increased by 58.8%. Its share in the total portfolio of loans to the economy increased from 18.7% to 23.7%.

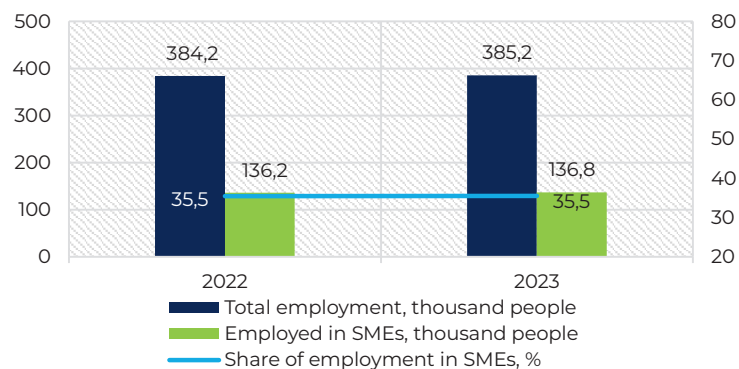
Share of active entities in Pavlodar region in the total number of registered SMEs



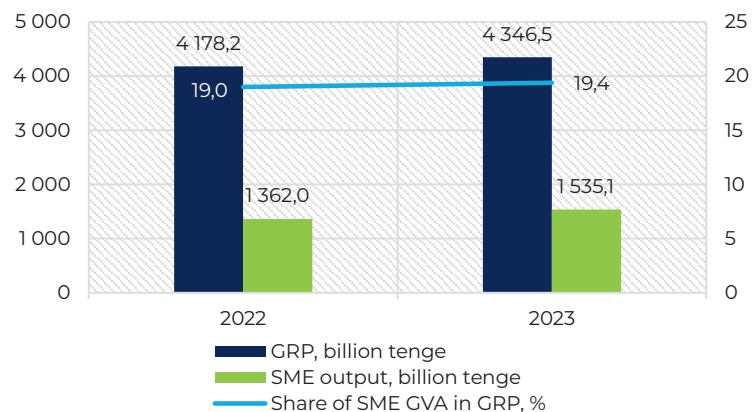
Structure of registered SMEs by type of economic activity



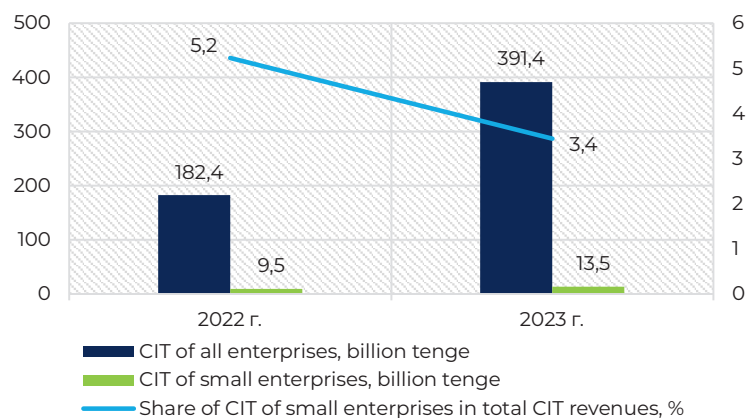
Share of employment in SMEs in Pavlodar region in the total number of employees



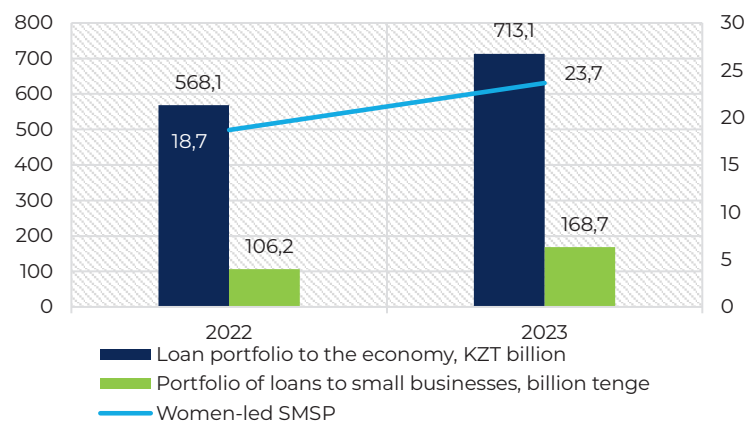
Dynamics of SME output and GRP of Pavlodar region



Dynamics of CIT paid by small enterprises of Pavlodar region



Loan portfolio of the STB on loans to the economy and small and medium entrepreneurship of Pavlodar region



Results of the «Damu» Foundation programs in Pavlodar region

CREDITING

	Quantity	Amount of credits, million tenge
2022	178 projects	5 628 million tenge
2023	102 project	5 743 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	1 116 projects	84 022 million tenge	6 618 million tenge
2023	624 project	35 532 million tenge	8 221 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	883 project	20 763 million tenge	10 679 million tenge
2023	419 projects	24 670 million tenge	12 549 million tenge

16. Small and medium-sized enterprises in North Kazakhstan region

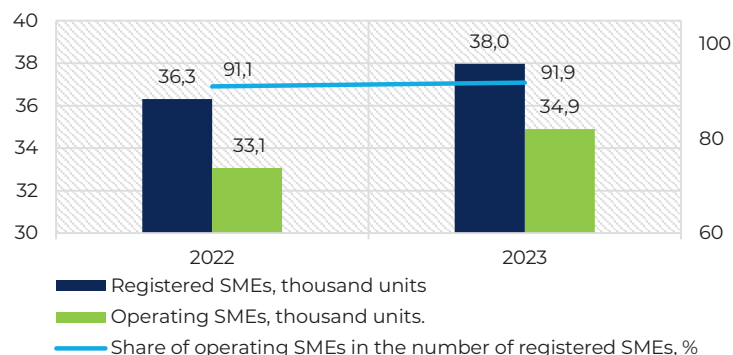
Socio-economic portrait of the region

- Founded in July 1936
- Area 98,0 thousand km², 3,6% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 530,1 thousand people, 2,6% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 293,3 thousand people
- Employed population as of 01.01.2024 274,5 thousand people
- GRP for 2023 2 229,2 billion tenge, 1,8% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 99,9
- GRP per capita 4 189,5 thousand tenge

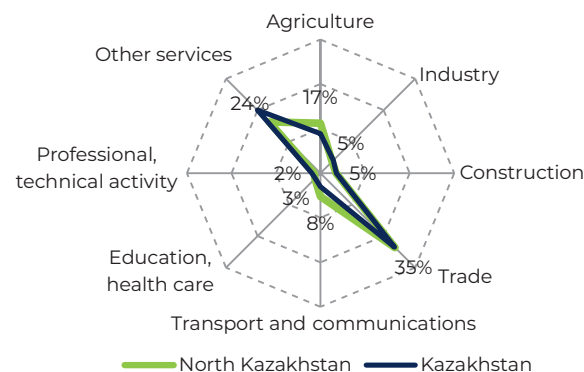
Main changes in the SME sector in the North Kazakhstan region for 2023:

- The number of registered SMEs increased by 4.6%, the number of active SMEs increased by 5.5%. Their share rose from 91.1% to 91.9%;
- The industry structure is dominated by trade (35%), agriculture (17%) and services (24%);
- The population employed by SMEs decreased by 0.7%. The share of employed in SMEs from the total number of employed increased from 38.1% to 38.5%;
- Output of SMEs (in comparable prices) decreased by 24.6%. The share of GVA SMEs in GRP decreased from 37.5% to 25.8%;
- Small business CIT expenses decreased by 40.0%. Their share in the total CIT expenses of all enterprises decreased from 25.3% to 6.5%;
- SME loan portfolio increased by 90.9%. Its share in the total portfolio of loans to the economy decreased from 19.9% to 30.4%.

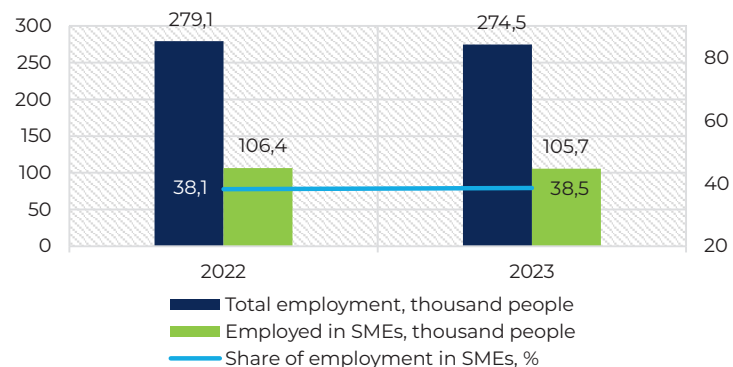
Share of active entities of the North-Kazakhstan region in the total number of registered SMEs



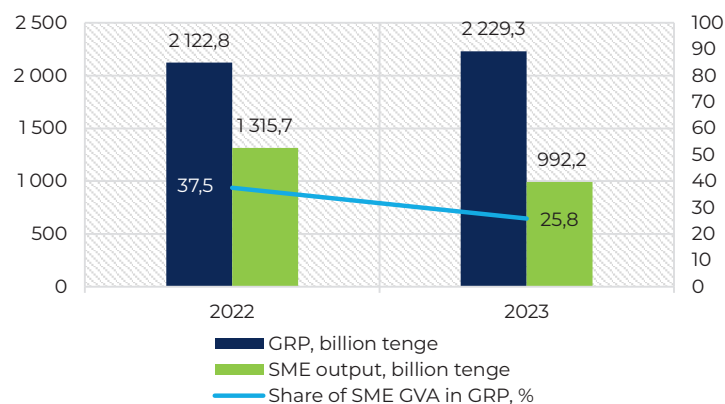
Structure of registered SMEs by type of economic activity



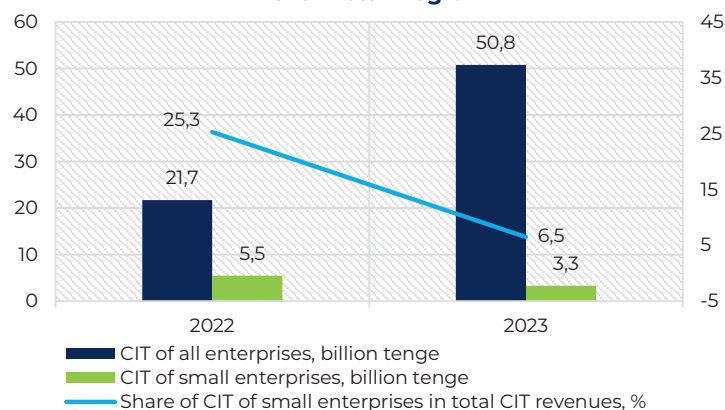
Share of employed in SMEs of the North-Kazakhstan region in the total number of employed persons



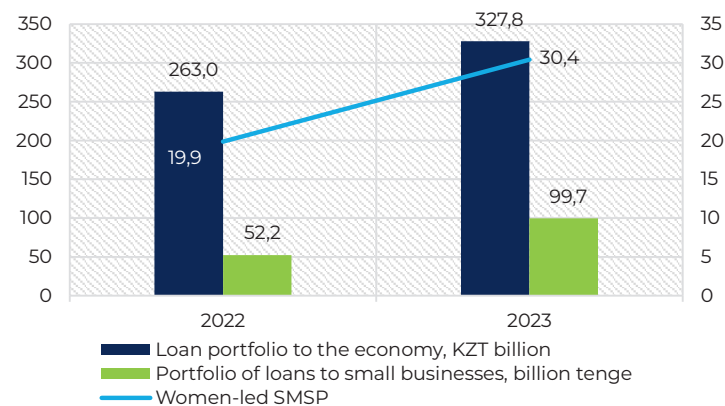
Dynamics of SME output and GRP of the North-Kazakhstan region



Dynamics of CIT paid by small enterprises of North-Kazakhstan region



Loan portfolio of STB on loans to economy and small and medium entrepreneurship of the North-Kazakhstan region



Results of the «Damu» Foundation programs in North Kazakhstan region

CREDITING

	Quantity	Amount of credits, million tenge
2022	80 projects	10 015 million tenge
2023	45 projects	9 333 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	545 projects	44 833 million tenge	6 131 million tenge
2023	340 projects	21 277 million tenge	6 309 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	456 projects	13 502 million tenge	6 719 million tenge
2023	222 project	10 894 million tenge	6 312 million tenge

17. Small and medium-sized enterprises in Turkestan region

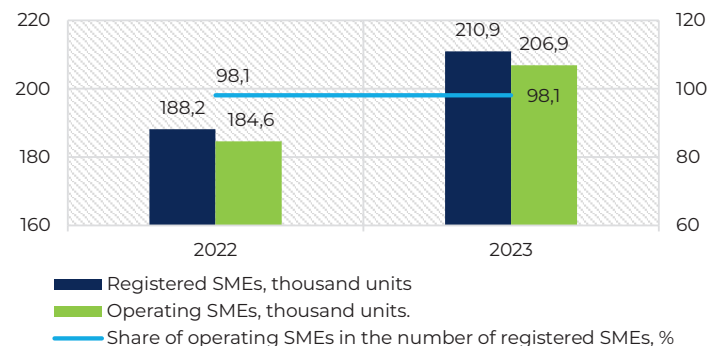
Socio-economic portrait of the region

- Founded March 10, 1932
- Area 117,2 thousand km², 4,3% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 2 142.0 thousand people 10,7% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 842,2 thousand people
- Employed population as of 01.01.2024 800,5 thousand people
- GRP for 2023 4 166 billion tenge 3,5% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 102,2
- GRP per capita 1 955,5 thousand tenge

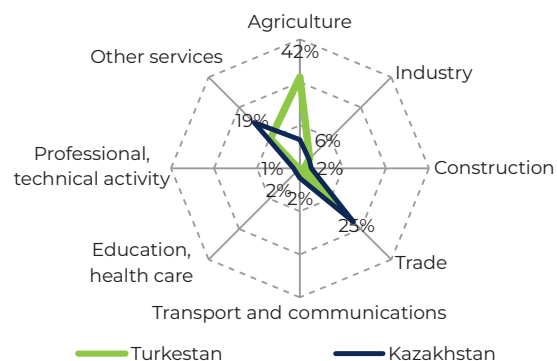
Main indicators of the SME sector of the Turkestan region for 2023:

- The number of registered SMEs increased by 12.1%, the number of active SMEs increased by 12.1%. Their share remained at 98.1%;
- The sectoral structure is dominated by subjects of agriculture (42%), trade (25%) and services (19%);
- The population employed by SMEs increased by 9.0%. The share of employed in SMEs from the total number of employed increased from 33.3% to 35.9%;
- Output of SMEs (in comparable prices) increased by 30.7%. The share of GVA SMEs in GRP increased from 25.4% to 27.9%;
- Small business CIT expenses increased by 118.9%. Their share in the total CIT expenses of all enterprises increased from 9.3% to 10.7%;
- The portfolio of loans to small and medium-sized enterprises grew by 69.8%. Its share in the total portfolio of loans to the economy increased from 9.3% to 11.1%.

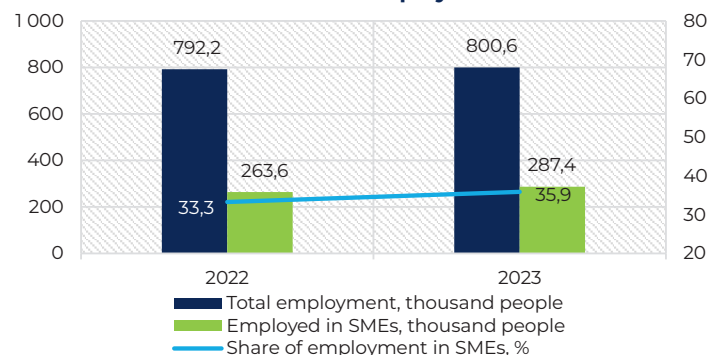
Share of active entities in Turkestan Region in the total number of registered SMEs



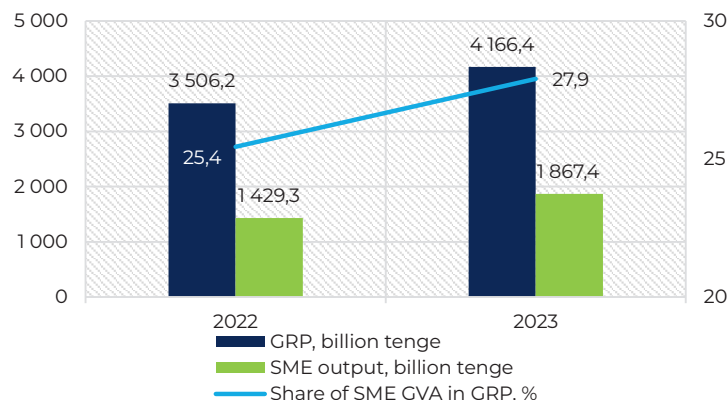
Structure of registered SMEs by type of economic activity



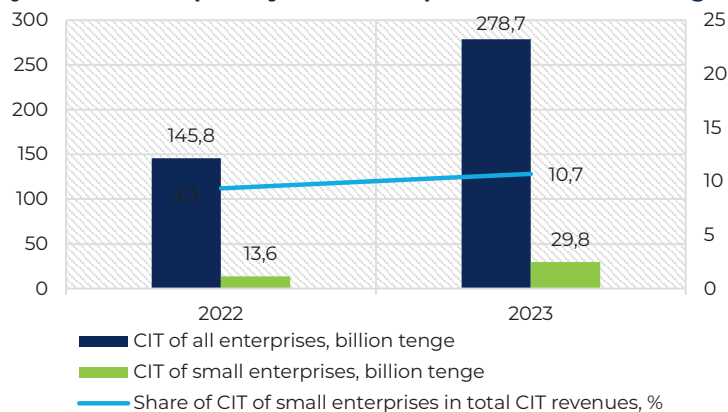
Share of employment in SMEs in Turkestan Region in the total number of employees



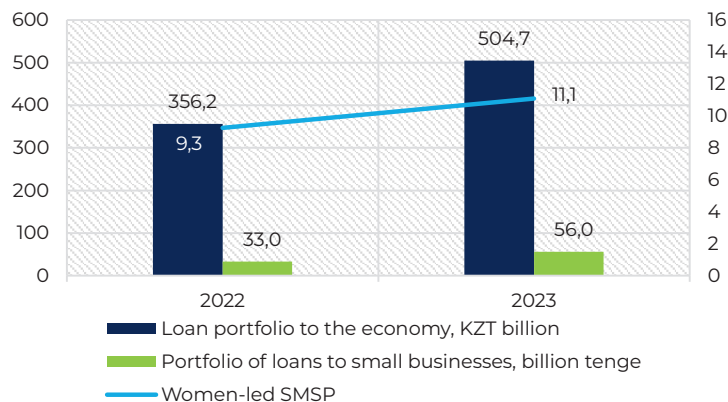
Dynamics of SME output and GRP of Turkestan Region



Dynamics of CIT paid by small enterprises of Turkestan Region



Loan portfolio of STB on loans to economy and small and medium entrepreneurship of Turkestan region



Results of the «Damu» Foundation programs in Turkestan region

CREDITING

	Quantity	Amount of credits, million tenge
2022	1 246 projects	5 534 million tenge
2023	744 project	4 933 million tenge

SUBSIDIZING

	Supported	Amount of credits	Amount of subsidies
2022	1 447 projects	46 565 million tenge	11 112 million tenge
2023	466 projects	37 109 million tenge	10 466 million tenge

GUARANTEEING

	Supported	Amount of credits	Amount of guarantees
2022	1 030 projects	15 330 million tenge	8 327 million tenge
2023	316 projects	17 617 million tenge	7 548 million tenge

18. Small and medium-sized enterprises in Abay region

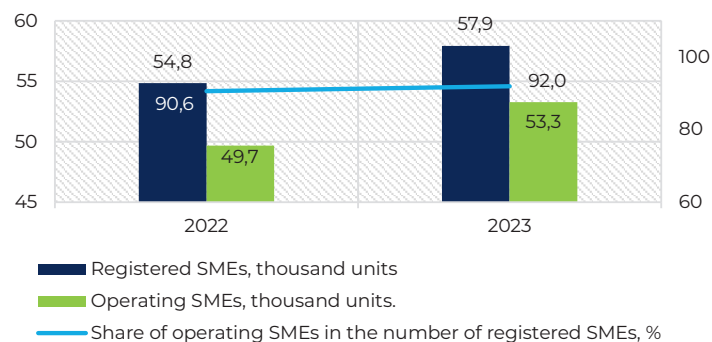
Socio-economic portrait of the region

- Founded on June 8, 2022.
- Area 185,5 thousand km², 6,8% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 607,5 thousand people, 3,0% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 307,2 thousand people
- Employed population as of 01.01.2024 292,4 thousand people
- GRP for 2023 3 034 billion tenge, 2,5% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 105,8
- GRP per capita 4 983 thousand tenge

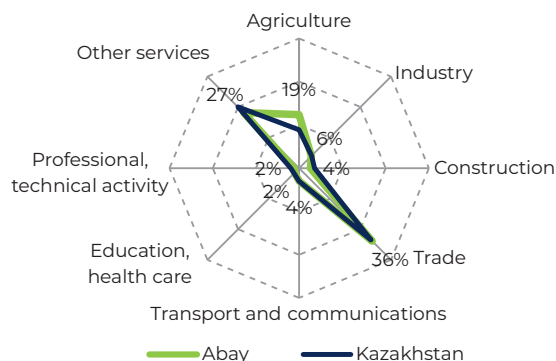
Main indicators of the SME sector of the Abay region for 2023:

- The number of registered SMEs increased by 5.6%, the number of active SMEs increased by 7.2%. Their share rose 90.6% to 92.0%;
- The sectoral structure is dominated by subjects of agriculture (19%), trade (36%) and services (27%);
- The population employed by SMEs increased by 5.7%. The share of employed in SMEs from the total number of employed increased from 34.6% to 35.9%;
- Output of SMEs (in comparable prices) increased by 54.7%. The share of GVA SMEs in GRP increased from 16.6% to 18.2%;
- Small business CIT expenses increased by 53.4%. Their share in the total CIT expenses of all enterprises decreased from 3.7% to 3.4%;
- The portfolio of loans to small and medium-sized enterprises amounted to 84.6 billion tenge, its share in the total portfolio of loans to the economy amounted to 20%.

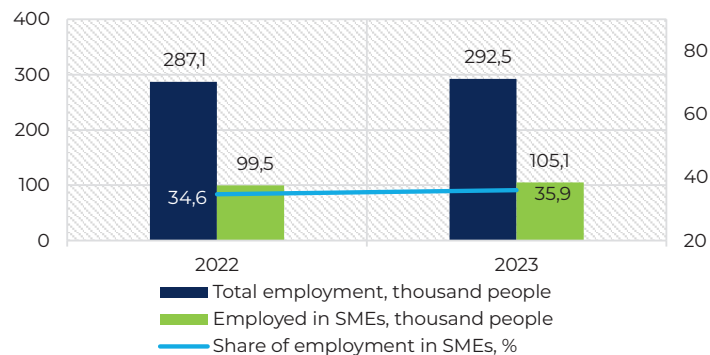
Share of active entities in the Abay region in the total number of registered SMEs



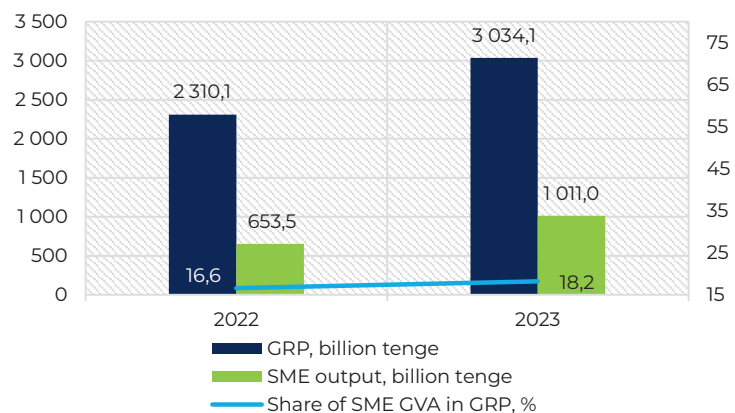
Structure of registered SMEs by type of economic activity



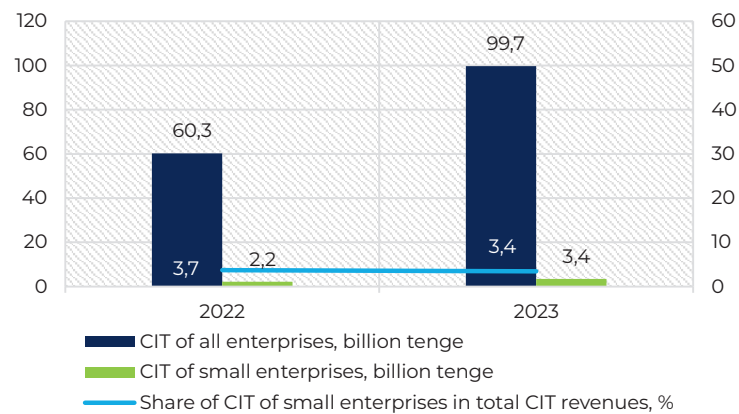
Share of employment in SMEs in Abay region in total employment



Dynamics of SME output and GRP of Abay region



Dynamics of CIT paid by small enterprises of Abay region



19. Small and medium-sized enterprises in Zhetisu region

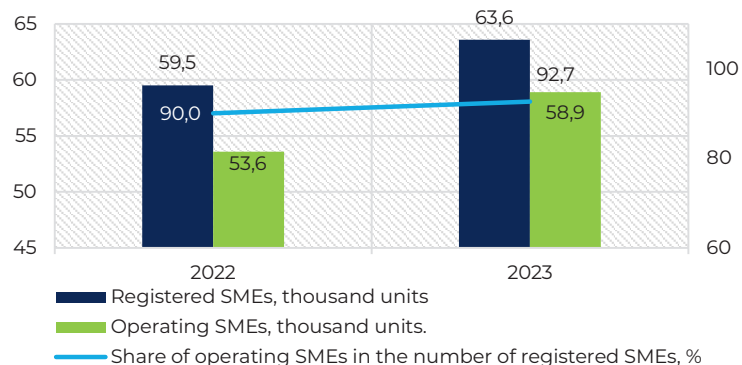
Socio-economic portrait of the region

- Founded on June 8, 2022.
- Area 118,5 thousand km², 4,3% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 698,0 thousand people, 3,5% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 325,0 thousand people
- Employed population as of 01.01.2024 309,2 thousand people
- GRP for 2023 1 924 billion tenge, 1,6% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 116,2
- GRP per capita 2 754,6 thousand tenge

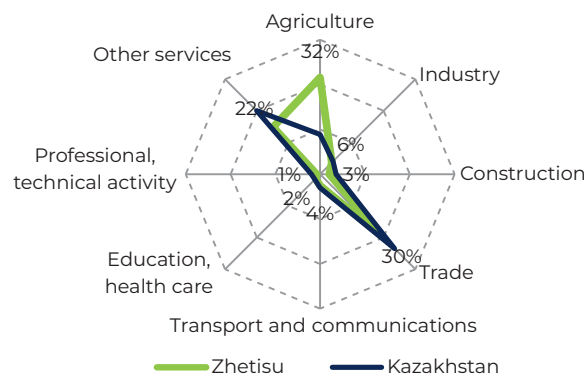
The main indicators of the SME sector of the Zhetisu region for 2023:

- The number of registered SMEs increased by 6.8%, the number of active SMEs increased by 9.9%. Their share rose 90.0% to 92.7%;
- The sectoral structure is dominated by subjects of agriculture (32%), trade (30%) and services (22%);
- The population employed by SMEs increased by 5.9%. The share of employed in SMEs from the total number of employed increased from 31.9% to 34.9%;
- Output of SMEs (in comparable prices) increased by 15.4%. The share of GVA SMEs in GRP decreased from 39.3% to 34.9%;
- Small business CIT expenses increased by 28.9%. Their share in the total CIT expenses of all enterprises decreased from 27.6% to 13.8%;
- The portfolio of loans to small and medium-sized enterprises amounted to 83.6 billion tenge, its share in the total portfolio of loans to the economy amounted to 19.6%.

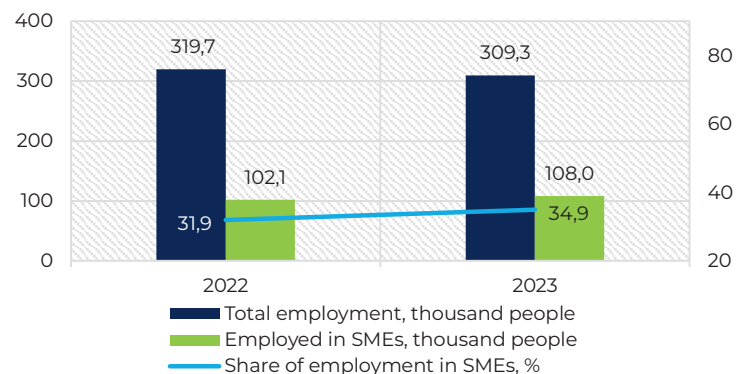
Share of active entities of the Jetisu region in the total number of registered SMEs



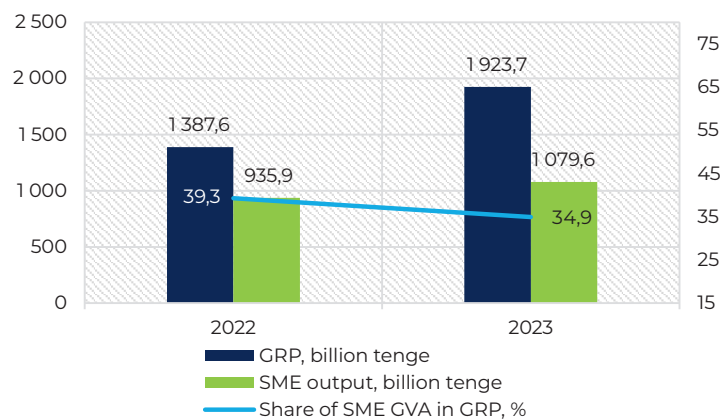
Structure of registered SMEs by type of economic activity



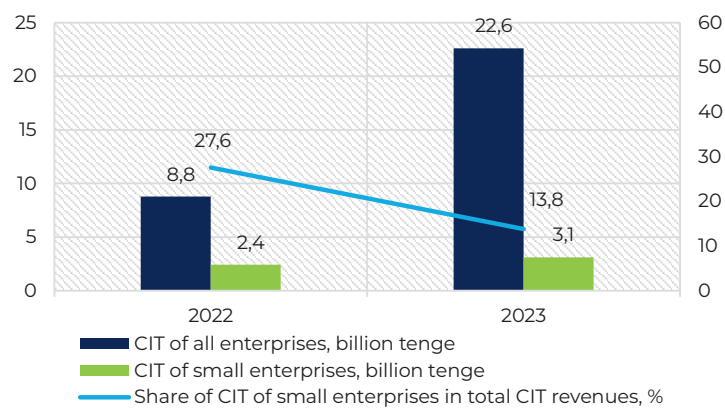
Share of employment in SMEs of the Jetisu region in the total number of employed persons



Dynamics of SME output and GRP of the Zhetisu region



Dynamics of CIT paid by small enterprises of Zhetisu region



20. Small and medium-sized enterprises in Ulytau region

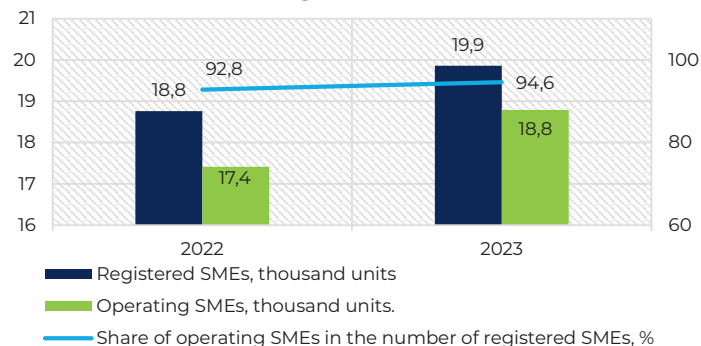
Socio-economic portrait of the region

- Founded on June 8, 2022.
- Area 188,9 thousand km², 6,9% of the territory of the Republic of Kazakhstan
- Population as of 01.01.2024 221,6 thousand people, 1,1% of the population of the Republic of Kazakhstan
- Economically active population as of 01.01.2024 105,3 thousand people
- Employed population as of 01.01.2024 100,9 thousand people
- GRP for 2023 1 950 billion tenge, 1,6% of Kazakhstan's GDP
- Physical volume index, in % to the corresponding period of the previous year 99,3
- GRP per capita 8 802 thousand tenge

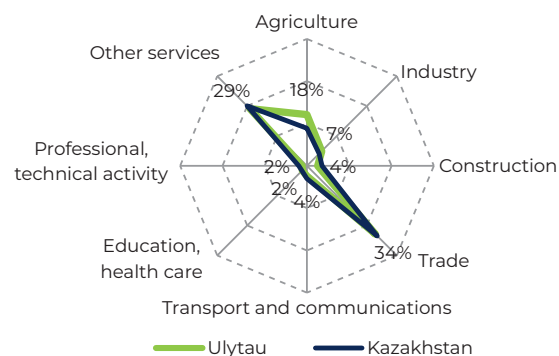
Main indicators of the SME sector of the region of Ulytau for 2023:

- The number of registered SMEs increased by 5.9%, the number of active SMEs increased by 7.9%. Their share rose 92.8% to 94.6%;
- The sectoral structure is dominated by subjects of agriculture (18%), trade (34%) and services (29%);
- The population employed by SMEs decreased slightly by 0.4%. The share of employed in SMEs from the total number of employed decreased from 30.9% to 30.8%;
- Output of SMEs (in comparable prices) increased by 38.5%. The share of GVA SMEs in GRP increased from 5.1% to 6.2%;
- Small business CIT expenses increased by 94.3%. Their share in the total CIT expenses of all enterprises decreased from 1.1% to 0.8%;
- The portfolio of loans to small and medium-sized enterprises amounted to 28.4 billion tenge, its share in the total portfolio of loans to the economy amounted to 15.3%.

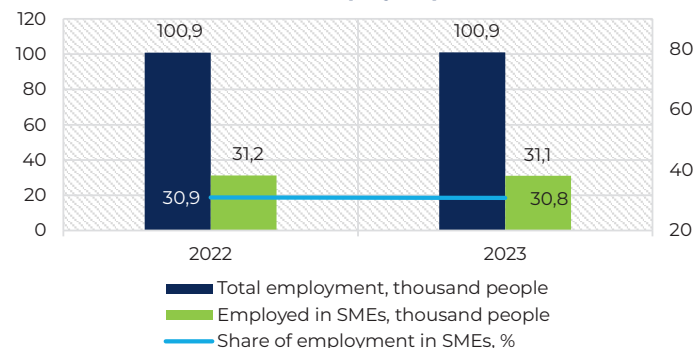
Share of active entities in the Ulytau region in the total number of registered SMEs



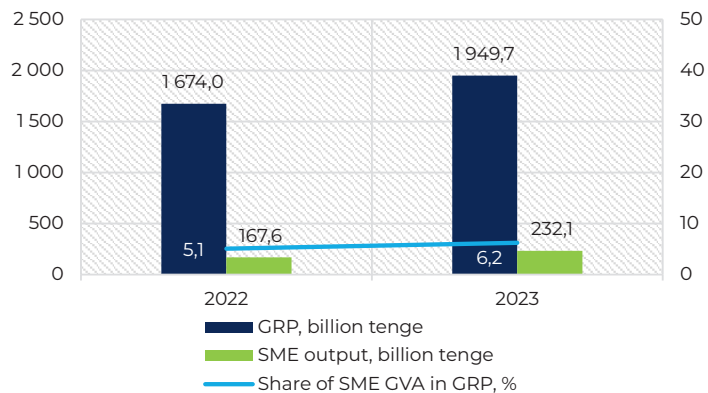
Structure of registered SMEs by type of economic activity



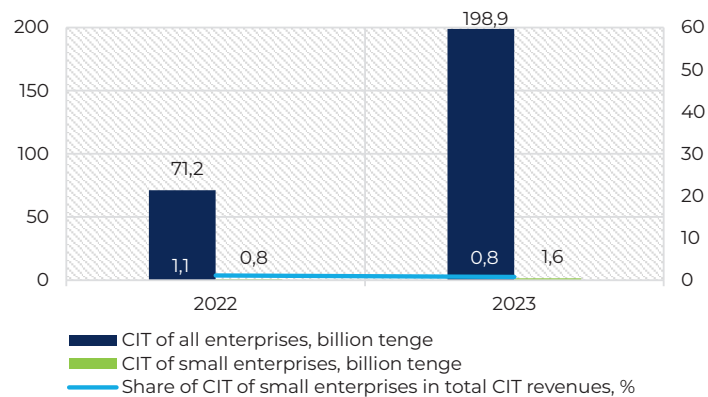
Share of employment in SMEs in the Ulytau region in the total number of employed persons



Dynamics of SME output and GRP of the Ulytau region



Dynamics of CIT paid by small enterprises of the Ulytau region



SECTION 4.

RESULTS OF IMPLEMENTATION OF ENTREPRENEURSHIP SUPPORT PROGRAMS OF DAMU ENTREPRENEURSHIP DEVELOPMENT FUND JSC

Damu Entrepreneurship Development Fund JSC is a national development institution implementing state and proprietary programmes to support entrepreneurship in Kazakhstan. As part of its core activities, Damu Fund provides support to private entrepreneurship through such instruments as:



This section presents the main results of the above instruments as of the end of 2023.

1. FINANCIAL SUPPORT PROGRAMMES FOR ENTREPRENEURSHIP

1.1. Conditional placement programmes with STBs, leasing companies and microfinance institutions for subsequent financing of entrepreneurs

Since November 2007, Damu Fund has been an operator of conditional placement programmes with STBs, microfinance institutions and leasing companies for subsequent lending to private entrepreneurship, including SMEs. During this period and as of 01.01.2024, Damu Fund has financed entrepreneurs under more than 32 conditional placement programmes. Including:

- 1) programs of mass coverage of SMEs that do not provide for regional and sectoral restrictions (1-3 tranches of the Stabilization Program, financing of SMEs through loans from the Asian Development Bank, the European Bank for Reconstruction and Development, programs of conditional placement of funds in microfinance organizations for subsequent financing of SMEs, etc.);
- 2) regional programs that help reduce the regional imbalance in financing of SMEs (Damu-Regions 1-3, targeted financing programs in the regions, etc.);
- 3) sectoral programs that contribute to the diversification of the SME sector (Damu-Ondiris, financing leasing transactions, programs to support SMEs in the manufacturing industry, etc.);
- 4) social programs (support for women's entrepreneurship).

In total, 78 264 borrowers were financed under conditional placement programmes as of 01.01.2024 for a total amount of 2 992.2 billion tenge. Including for 2023 financed 3 330 entrepreneurs for a total amount of 197,923 billion tenge.



Results of conditional allocation programmes as of 01.01.2024

Nº	Program	Realization period	Amount, million tenge	Number of borrowers, units	Average loan amount, million tenge
1	UNDP-GEF Renewable Energy Investment Risk Reduction Programme (RES)	active since 2021	200	1	200
2	Islamic financing	active since 2020	32 034	107	107
3	SME financing programme through MFOs	2016 - active	53 032	12 035	3,6
4	Programme to support SMEs in the manufacturing industry at the expense of the National Fund of the Republic of Kazakhstan (3rd tranche)	active since 2015	358 936	890	30
5	SME support programme in the manufacturing industry at the expense of the National Fund of the Republic of Kazakhstan (2nd tranche)	active since 2014	353 663	824	31
6	SME support programme in the manufacturing industry at the expense of the National Fund of the Republic of Kazakhstan (1 tranche)	active since 2014	329 667	1 261	71
7	Damu-Regions III Programme	2012 - active	264 812	2 909	18,7
8	Programme for financing leasing transactions of SMEs	active since 2011 -	58 618	761	24
9	Regional financing programme for SMEs	active since 2010	186 094	2 756	17,7
10	Productive Employment and Mass Entrepreneurship Programme	active since 2017	72 461	4 875	6,9
11	SME Franchise Transaction Financing Programme	2016-2022	578	12	48
12	ADB Programme (4th tranche)- through the STB	2017-2020	80 112,41	587	137
	- through the MFO	2017-2020			
13	SME lending programme using factoring	2016-2019	27 601,90	32 904	0,8
14	EBRD's SME Finance Programme	2015-2021	1 238,71	3	413
15	EBRD Women in Business Programme - via STB	2015-2021	104 724,79	1 375	76
	- through the MFO	2015-2021	15 034,17	323	46
16	ADB Program (Tranche 3)	2015-2018			
17	ADB Program (Tranche 2)	2014-2019	7 998,70	13 562	0,6
18	Financing program for the SME in Zhanaozen, Mangistau region-2	2012-2019	112 143,78	550	204
19	ADB Programme (1 tranche)	2011-2016	68 819,22	709	97
20	SME financing programme for small towns	2011-2019	1 700,26	54	31

Average loan term, months	Weighted average % rate	Effective % rate
58	6,00%	6,20%
30	14,57%	15,19%
22	24,70%	31,35%
17	6,00%	6,27%
16	5,99%	6,26%
55	5,99%	6,25%
27	13,67%	14,86%
39	15,84%	15,63%
27	7,43%	8,22%
35	6,00%	6,28%
58	14,65%	16,52%
34	13,45%	14,85%
16	41,45%	44,27%
3	21,26%	23,57%
31	14,62%	16,03%
41	14,91%	16,50%
14	41,45%	44,27%
17	15,70%	17,38%
28	14,49%	15,93%
47	10,00%	10,59%



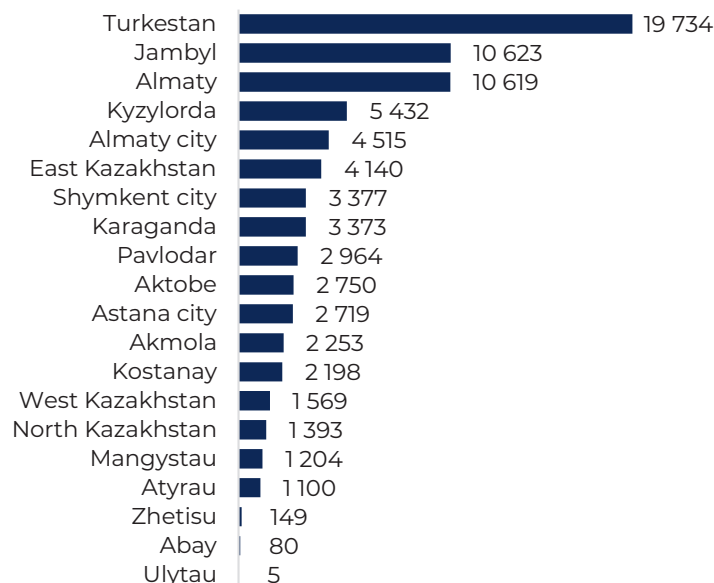
Nº	Program	Realization period	Amount, million tenge	Number of borrowers, units	Average loan amount, million tenge
21	Financing Programme for PBEs engaged in the provision of services in Astana and Almaty cities	2011-2018	76 688,72	1 096	70
22	Damu-Koldau II refinancing programme	2011-2015	346	48	7
23	Damu-Regions II Programme	2010-2019	313	5	63
24	Microcredit Programme for Women's Entrepreneurship	2010-2018	258	2	129
25	Programme for financing leasing transactions of SMEs engaged in the manufacturing industry	2010-2017	12 607,33	164	77
26	Zhanaozen SME Financing Program, Mangystau Region	2009-2018	14 331,48	1 539	9
27	MCO Lending Programme	2009-2017	2 224,09	71	31
28	Damu Ondiris Programme	2009-2016	237	28	8
29	Stabilisation programme (3rd tranche)	2009-2015	1 742,56	8	218
30	Damu-Regions Programme	2008-2015	111 191,74	355	313
31	Stabilisation programme (2nd tranche)	2008-2015	272 375,54	3 974	69
32	Stabilisation programme (1 tranche)	2007-2014	75 631,78	1 596	47
TOTAL		2 697 416,18	85 384	2 604,30	2 604,30

Average loan term, months	Weighted average % rate	Effective % rate
17	13,20%	14,73%
45	13,64%	15,42%
25	11,08%	12,75%
42	12,50%	13,21%
53	9,78%	10,65%
35	12,11%	13,37%
53	8,00%	8,05%
50	9,87%	10,50%
55	12,85%	13,96%
19	8,00%	8,49%
32	11,22%	12,10%
33	12,45%	13,57%
1 074		

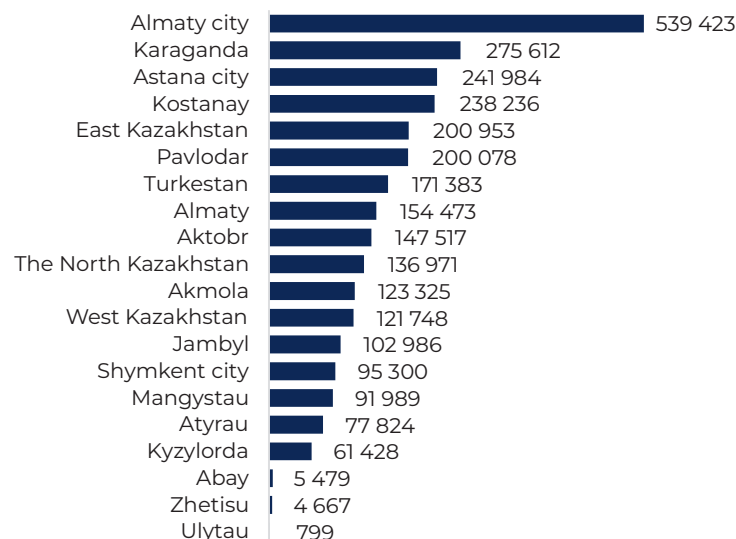


Regionally, the largest amounts were issued in Almaty city, Karaganda region, Astana city, Kostanay region and East Kazakhstan region.

Number of borrowers by region as of 01.01.2024, units.



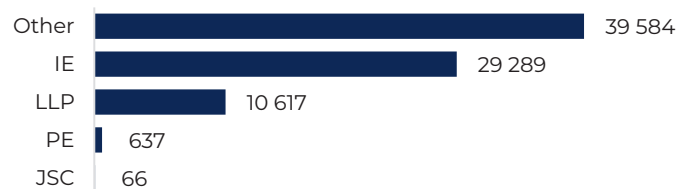
Amount of financing in regional breakdown as of 01.01.2024, million tenge



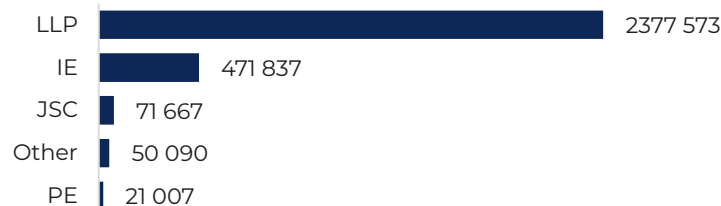
The largest number of borrowers were financed in Turkestan, Zhambyl, Almaty, Kyzylorda regions and Almaty city.

In the structure of the organisational and legal form of the financed participants, the leading positions in terms of the volume of disbursements are occupied by enterprises in the form of limited liability partnerships (10,617 borrowers for the amount of 2,377,573 million tenge) and individual entrepreneurs (29,289 borrowers for the amount of 471,837 million tenge).

Number of borrowers by organisational and legal forms of participants as of 01.01.2024, units.

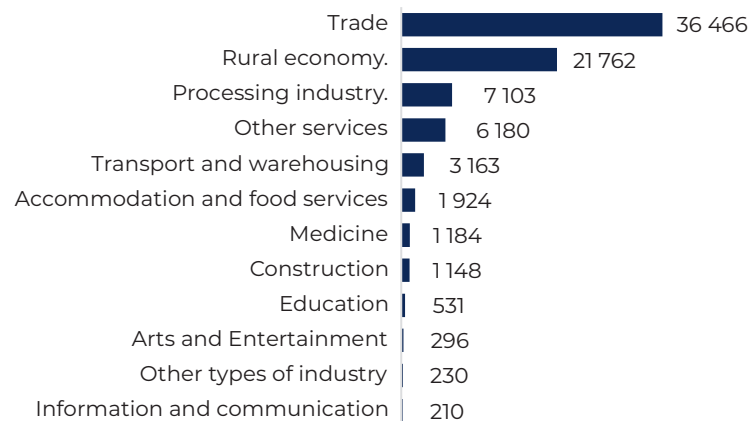


Amount of financing by organisational and legal forms of participants as of 01.01.2024, million tenge

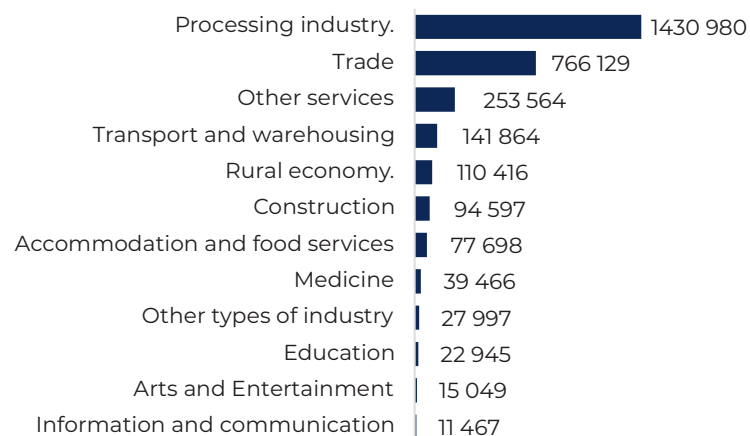


Industries, trade and services are leading in terms of issuance.

Number of borrowers by industry as of 01.01.2024, units.



Amount of financing in sectoral breakdown as of 01.01.2024, million tenge



Borrowers in the construction sector are the least actively financed.

As of 01.01.2024, the leading positions among financial institutions in terms of the volume of issued loans are occupied by JSC Halyk Bank of Kazakhstan, JSC Bank CenterCredit, JSC First Heartland Jusan Bank and JSC Fortebank. In terms of the number of financed borrowers - KMF LLP, Halyk Bank of Kazakhstan, First Heartland Jusan Bank JSC and Bank CenterCredit JSC.

Number of borrowers by financial institutions as of 01.01.2024, units.

MFO KMF	50 962
Halyk Bank	6 550
First Heartland Jýsan Bank	4 435
Bank CentreCredit	3 742
ForteBank	2 940
Bereke Bank	2 275
Eurasian Bank	2 201
MFO Arnur Credit	1 921
Nurbank	846
Bank Caspian	695
MFO Toyota Financial Services Kazakhstan	424
MFO Yrys	388
Delta Bank	313
Bank RBK	304
TechnoLeasing	298
VTB Bank	282
AsiaCredit Bank	249
MFO TAS FINANCE GROUP	211
MFO RIC KYZYLORDA	149
Leasing Group	138
ForteLeasing	125
Kazakhstan Ijara Company	80
MFO CEHIM-VMY	69
Bank of Astana	66
MFO TAS MICROFINANCE	54
Halyk Leasing	49
SK Leasing	48
MFO Asian Credit Fund	48
Capital Bank Kazakhstan	33
MFO Quantum	27
Kazinvestbank	27
Kazakhstan-Ziraat International Bank	27
MFO Kazcredit	20
Astana-finance	19
Finbox MFO	18
MFO Business Finance	18
Bank Astana-Finance	18
Islamic Bank Al Hilal	17
QAZAQ BANKI	16
Capital Leasing Group	14
MFO Damu	12
MFO Aktobe auyI microcredit	12
Eurasian leasing	11
Tengri Bank	10
MFO Rangeld Finance	6
Expert Leasing	5
Eximbank Kazakhstan	4
NUR LEASING	4
MFO SERTA	4
MFO Abzal Credit	4
MFO TT-Finance	3
MFO ECO-Finance	2
MFO Express Finance Group	2
Center Leasing	2

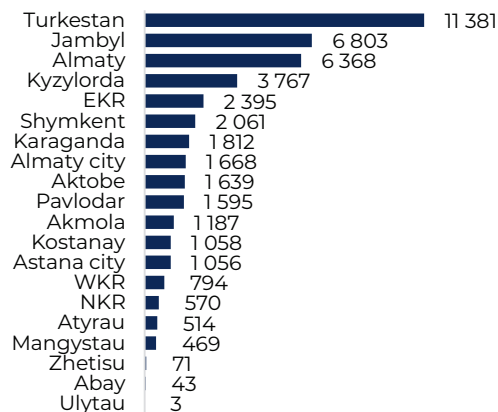
Amount of financing in the context of financial institutions as of 01.01.2024, million tenge

Halyk Bank	849 931
Bank CentreCredit	455 196
First Heartland Jýsan Bank	415 750
ForteBank	345 243
Bereke Bank	254 291
Eurasian Bank	164 150
Nurbank	83 922
Bank RBK	79 364
MFO KMF	63 138
AsiaCredit Bank	36 310
Delta Bank	30 753
Bank Caspian	26 511
Kazinvestbank	21 528
Leasing Group	20 971
Islamic Bank Al Hilal	18 599
TechnoLeasing	15 478
MFO Arnur Credit	14 751
Kazakhstan Ijara Company	13 435
ForteLeasing	12 719
VTB Bank	11 756
KZI Bank	7 644
MFO Toyota Financial Services	6 740
Altyn Bank	5 694
Halyk Leasing	5 540
Astana-finance	5 013
Bank Astana-Finance	4 172
Bank of Astana	3 570
MFO TAS FINANCE GROUP	3 114
MFO Yrys	2 010
NUR LEASING	1 610
QAZAQ BANKI	1 477
Capital Bank Kazakhstan	1 475
MFO RIC KYZYLORDA	1 465
Capital Leasing Group	1 348
MFO Yrys	1 153
Center Leasing	927
MFO TAS MICROFINANCE	900
SK Leasing	829
Eurasian leasing	784
Tengri Bank	500
MFO Yrys	431
MFO CEHIM-VMY	288
MFO Asian Credit Fund	261
Eximbank Kazakhstan	239
Expert Leasing	220
MFO Business Finance	211
MFO Aktobe auyI microcredit	126
MFO Quantum	115
MFO Rangeld Finance	100
Finbox MFO	100
MFO Damu	71
MFO Kazcredit	60
MFO SERTA	55
MFO Abzal Credit	40
MFO ECO-Finance	40
MFO Express Finance Group	35
MFO TT-Finance	22

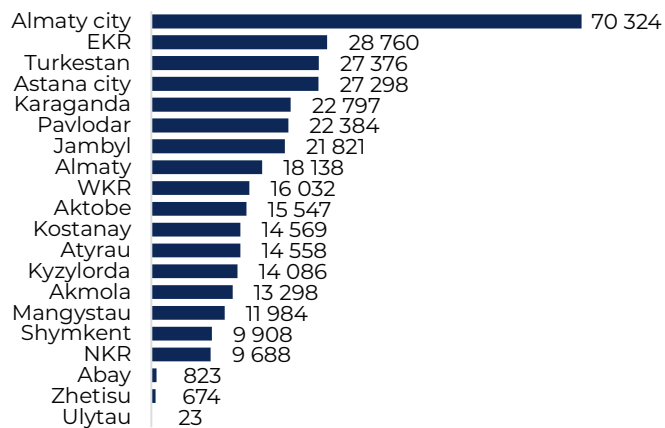
Statistics on the participation of women entrepreneurs

As of the 01.01.2024 of the year, 45 254 borrowers of women entrepreneurs totaling 360,1 billion tenge were financed within the framework of conditional placement programs.

Number of female borrowers by region as of 01.01.2024, units



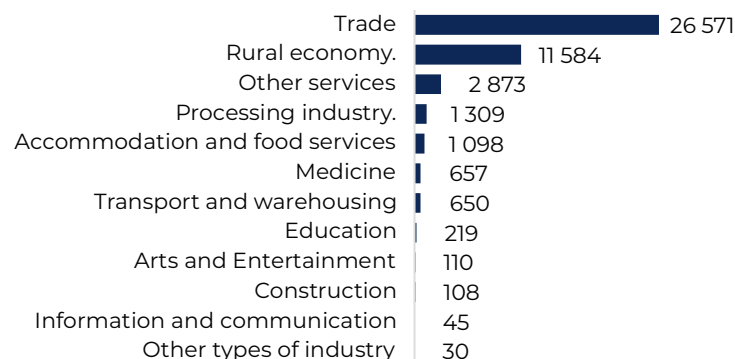
Amount of financing for women's loans in regional context as of 01.01.2024, mln tenge



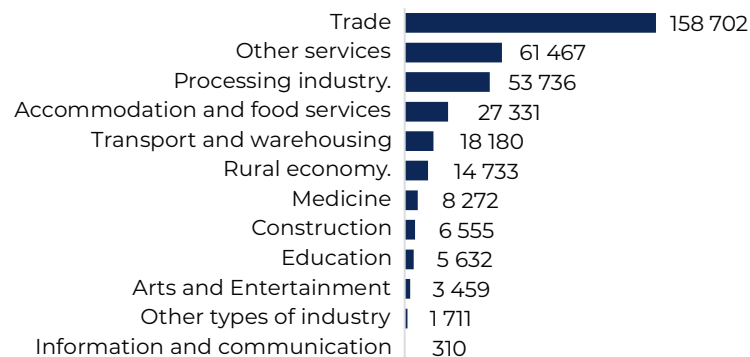
Regionally, the largest number of female borrowers was financed in Turkestan, Zhambyl and Almaty regions. At the same time, the city of Almaty, East Kazakhstan and Turkestan regions are leading in terms of the volume of loans issued to women.

44,1% of the total amount of funds issued to women entrepreneurs was directed to the sphere of trade, 17,1% - to the sphere of services. The largest number of women is in trade, agriculture and service provision.

Number of female borrowers by industry as of 01.01.2024, units

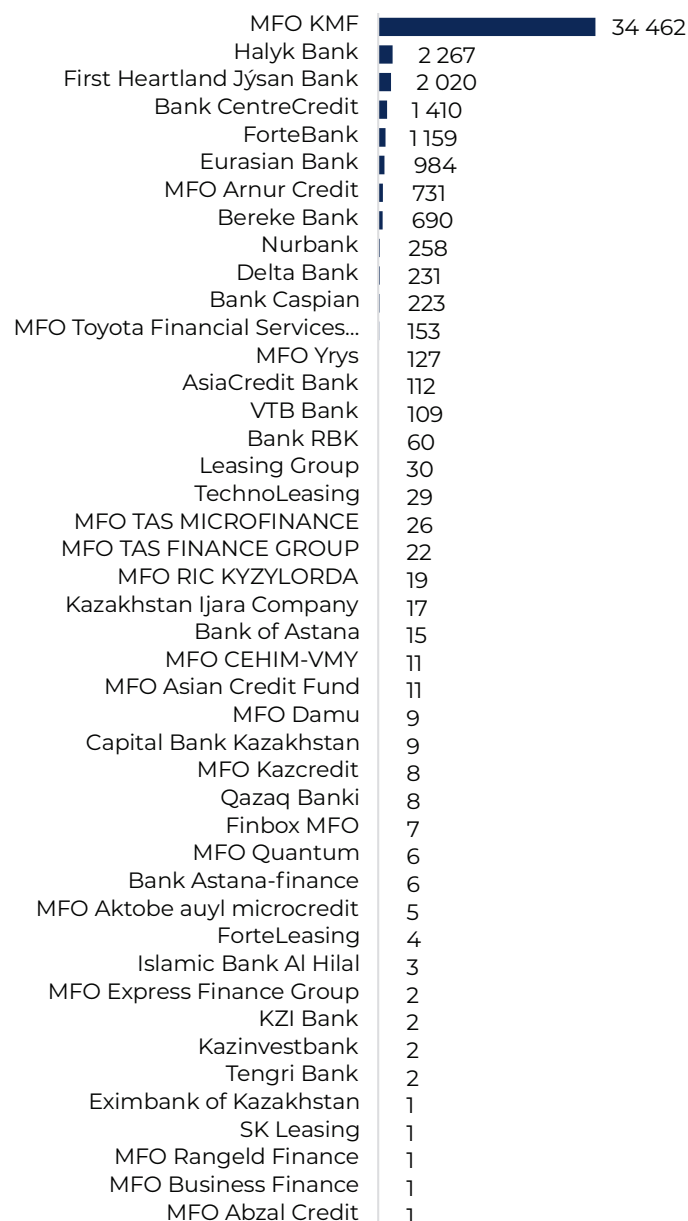


Amount of financing for women's loans by industry as of 01.01.2024, mln tenge



The largest number of female borrowers was financed by MFO KMF LLP, Halyk Bank of Kazakhstan JSC and First Heartland Susan Bank JSC. At the same time, the largest amounts of financing for women fall on Bank CenterCredit JSC, Halyk Bank JSC and First Heartland Susan Bank JSC.

Number of female borrowers by financial institution as of 01.01.2024, units



The amount of financing on loans to women in the context of financial institutions as of 01.01.2024, million tenge.

Bank CentreCredit	71 006
Halyk Bank	65 439
First Heartland Jýsan Bank	60 592
MFO KMF	39 212
ForteBank	37 882
Bereke Bank	17 148
Eurasian Bank	15 924
Nurbank	7 506
Delta Bank	5 605
Bank RBK	5 382
Leasing Group	5 332
MFO Arnur Credit	5 117
MFO Yrys	3 808
Bank Caspian	3 401
AsiaCredit Bank	3 161
Islamic Bank Al Hilal	2 973
VTB Bank	2 522
MFO Toyota Financial Services Kazakhstan	2 329
Kazakhstan Ijara Company	2 204
TechnoLeasing	653
MFO TAS MICROFINANCE	381
Bank of Astana	352
Qazaq Banki	324
MFO TAS FINANCE GROUP	303
Kazinvestbank	286
Bank Astana-finance	269
MFO RIC KYZYLORDA	253
ForteLeasing	140
KZI Bank	128
Capital Bank Kazakhstan	107
MFO Damu	54
MFO Asian Credit Fund	46
MFO Aktobe auyl microcredit	44
Finbox MFO	38
MFO Quantum	25
MFO Kazcredit	22
MFO Express Finance Group	20
MFO Abzal Credit	20
SK Leasing	20
Tengri Bank	16
Eximbank of Kazakhstan	15
MFO Rangeld Finance	14
MFO CEHIM-VMY	13
MFO Business Finance	6

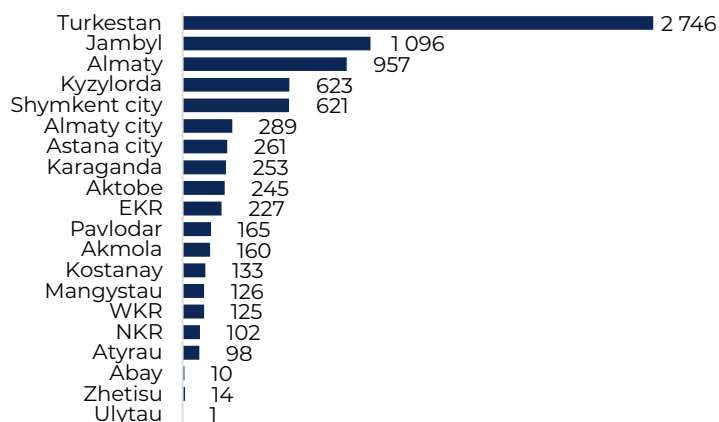


Participation statistics of young entrepreneurs

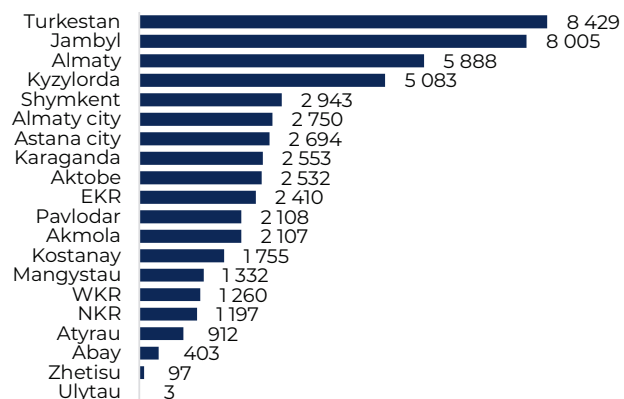
Since the beginning of the implementation of the Conditional Placement Programs in STB and leasing companies, 8 252 projects of young entrepreneurs under 29 years old have been financed for a total of 54 458 million tenge.

Regionally, the largest number of young entrepreneurs was financed in Turkestan, Zhambyl, Almaty and Kyzylorda regions. At the same time, Astana, Almaty, West Kazakhstan and Turkestan regions are leading in terms of the volume of loans issued.

Number of projects of young entrepreneurs in the regional context as of 01.01.2024, units

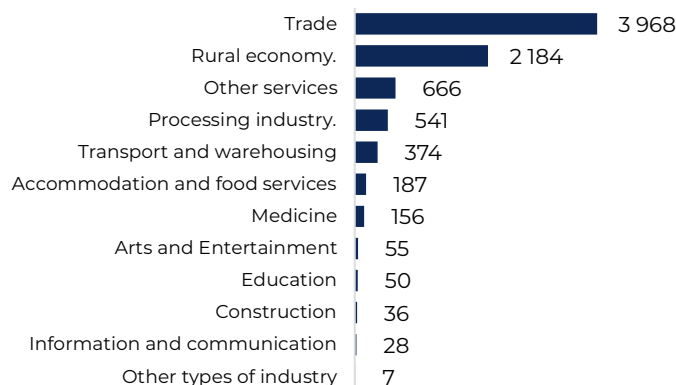


Amount of financing for projects of young entrepreneurs in regional context as of 01.01.2024, mln tenge

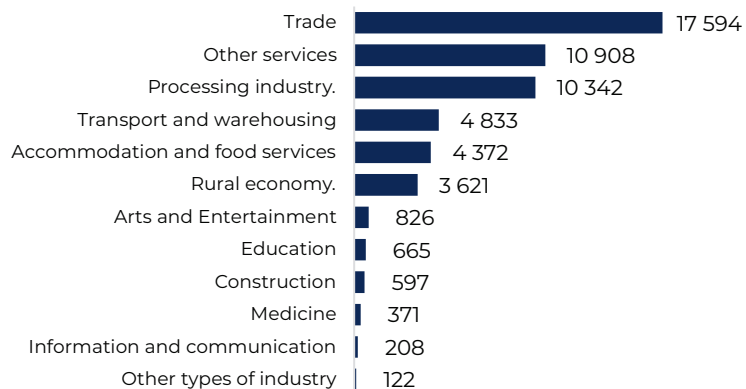


32,3% of the total amount of funds issued to young entrepreneurs were directed to trade, 20% - to the provision of other types of services. The largest number of young people are financed in the field of trade, agriculture and the provision of various services.

Number of projects of young entrepreneurs by industry as of 01.01.2024, units



The amount of financing for projects of young entrepreneurs in the sectoral context as of 01.01. 2024, million tenge



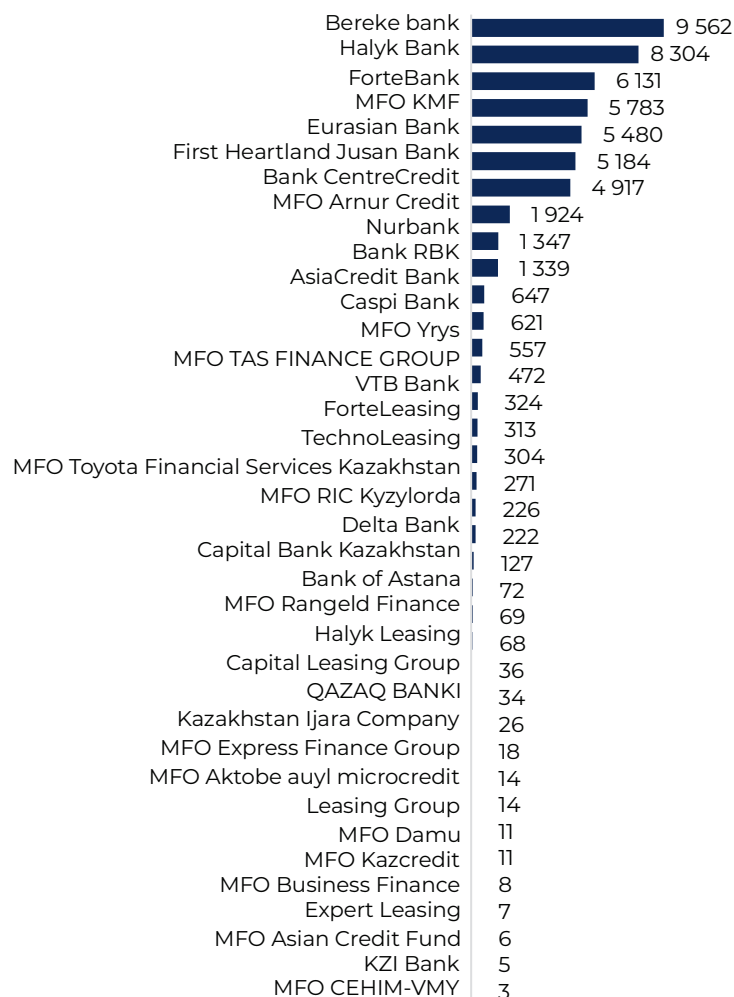
The largest number of young entrepreneurs was financed by MFO KMF LLP, Halyk Bank of Kazakhstan JSC and MFO Arnur Credit. Bereke Bank JSC, Halyk Bank of Kazakhstan JSC and Forte Bank JSC are leading in terms of youth financing.

Number of young entrepreneurs by financial institution as of 01.01.2024, units

MFO KMF	5945
Halyk Bank	399
MFO Arnur Credit	316
Bereke bank	282
Bank CentreCredit	242
ForteBank	237
First Heartland Jusan Bank	225
Eurasian Bank	130
Nurbank	68
MFO Yrys	61
Caspi Bank	52
Bank RBK	49
MFO TAS FINANCE GROUP	45
MFO RIC Kyzylorda	30
AsiaCredit Bank	29
MFO Asian Credit Fund	23
Delta Bank	22
MFO Toyota Financial Services Kazakhstan	19
VTB Bank	16
TechnoLeasing	14
Capital Bank Kazakhstan	10
Bank of Astana	7
ForteLeasing	5
MFO CEHIM-VMY	4
MFO Damoo	4
MFO Rangeld Finance	4
Halyk Leasing	4
MFO Kazcredit	2
QAZAQ BANKI	2
MFO Business Finance	2
Expert Leasing	1
MFO Aktobe auyl microcredit	1
MFO Express Finance Group	1
Leasing Group	1
Kazakhstan Ijara Company	1
Kazakhstan-Ziraat International Bank	1
Capital Leasing Group	1



Amount of financing for young entrepreneurs by financial institutions as of 01.01.2024, mln tenge



Subsidizing the interest rate on loans and leasing transactions of SMEs (SD)

Subsidizing the interest rate is a financial support tool used by the state to partially reimburse the entrepreneur's expenses for paying interest for a loan/lease free of charge and irrevocable. This type of support is being implemented within the framework of the National Project for the Development of Entrepreneurship for 2021-2025 (hereinafter - the Program) approved by the Decree of the Government of the Republic of Kazakhstan dated October 12, 2021 No. 728.

The programme is aimed at achieving the goal of the messages of the President of the Republic of Kazakhstan to the people of Kazakhstan «Strategy «Kazakhstan-2030» and «Kazakhstan's Way-2050: common goal, common interests, common future».

The aim of the Programme is to ensure qualitative changes in the structure of entrepreneurship:

- development of small businesses in order to increase employment;
- reliance on medium-sized businesses - a driver of diversification of economic sectors;
- integrated development of competition - equal conditions for business entities.

Previously, subsidising the interest rate was implemented through the Business Road Map 2025 Programme, Business Road Map 2020 Programme, Monocities Development Programme for 2012-2020 and the Special Plan for Entrepreneurship Development in Zhanaozen for 2012-2014, financed from budget funds.

During the implementation of the State Program, the subsidy tool gained popularity among entrepreneurs, showed effectiveness in terms of attracting loans/leasing transactions for projects implemented in priority sectors of the economy within the framework of the State Program, manufacturing industries defined by SPIID, and without industry restrictions.

For each target segment of entrepreneurship, the State Program provides for a separate direction:

– 1 direction «The first direction: support for small businesses, including microentrepreneurship» is designed for small businesses, including microentrepreneurship;

– 2 direction «sectoral support of entrepreneurs/subjects of industrial-innovative activity provides for the provision of the following financial support measures to entrepreneurs/subjects of industrial-innovative activity»:

1) subsidizing the interest rate on loans/financial leasing agreements of banks/development bank/leasing companies;

2) subsidizing part of the mark-up on goods and part of the lease payment that make up the income of Islamic banks;

3) subsidizing the interest rate on loans issued as part of ensuring long-term tenge liquidity to solve the problem of affordable lending in the manufacturing industry and services, as well as processing in the agro-industrial complex;

4) subsidizing the coupon rate on bonds issued by business entities;

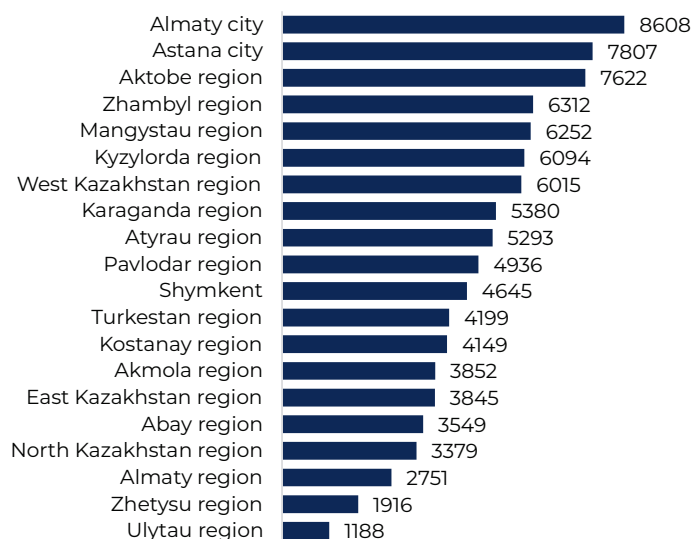
– 4th direction «Non-financial measures of entrepreneurship support» provides for the provision of state non-financial support to private entrepreneurship entities and population with entrepreneurial initiative, which includes information and analytical support of entrepreneurship, development of entrepreneurs' competences, increase of entrepreneurs' productivity, expansion of business relations. Within the framework of this area, Damu Fund provided support through training programmes until 2015. Afterwards, this function was transferred to Atameken. Damu Fund also provides consulting support in the Entrepreneurs' Competence Centres.

The Damu Fund is the financial agent of the Programme and subsidises interest rates on entrepreneurs' loans and provides entrepreneurs with guarantees to banks when obtaining loans.

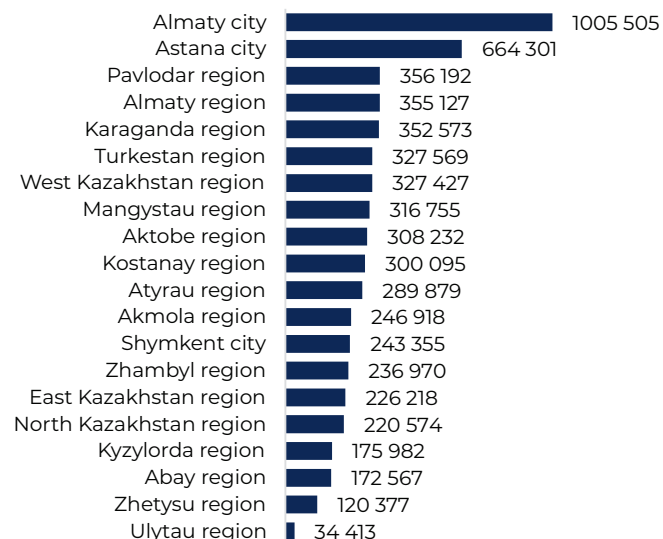
Over the thirteen years of the Programme, interest rate subsidy agreements were signed for 97 792 projects for a total of 6 281 million tenge in loans. Subsidies totalling 725,5 billion tenge were paid out. Including for 2023, 12 166 interest rate subsidy projects were supported for a total of 800,9 million tenge in loans and 192,1 billion tenge in subsidies were paid.



Number of subsidy projects by region as of 01.01.2024, units.

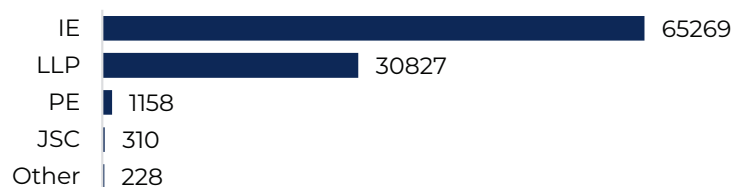


Amount of loans on subsidised projects by region as of 01.01.2024, mln tenge

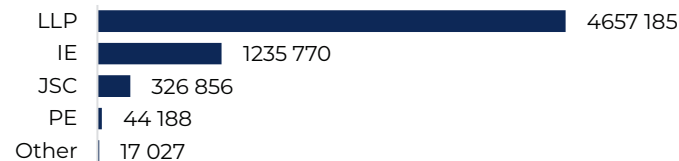


In the regional breakdown of subsidised projects, the leading positions in terms of the number of projects are occupied by: Almaty (8,608 projects), Astana (7 807 projects) and Aktobe region (7 622 projects). In terms of the volume of subsidised loan portfolio, the leading cities are Almaty (1 005 505 million projects) and Astana (7 807 projects). Almaty city (1 005 505 million KZT), Astana city (664 301 million KZT) and Pavlodar region (356 192 million KZT) are the leaders.

Number of subsidy projects by organisational and legal forms of participants as of 01.01.2024, units.

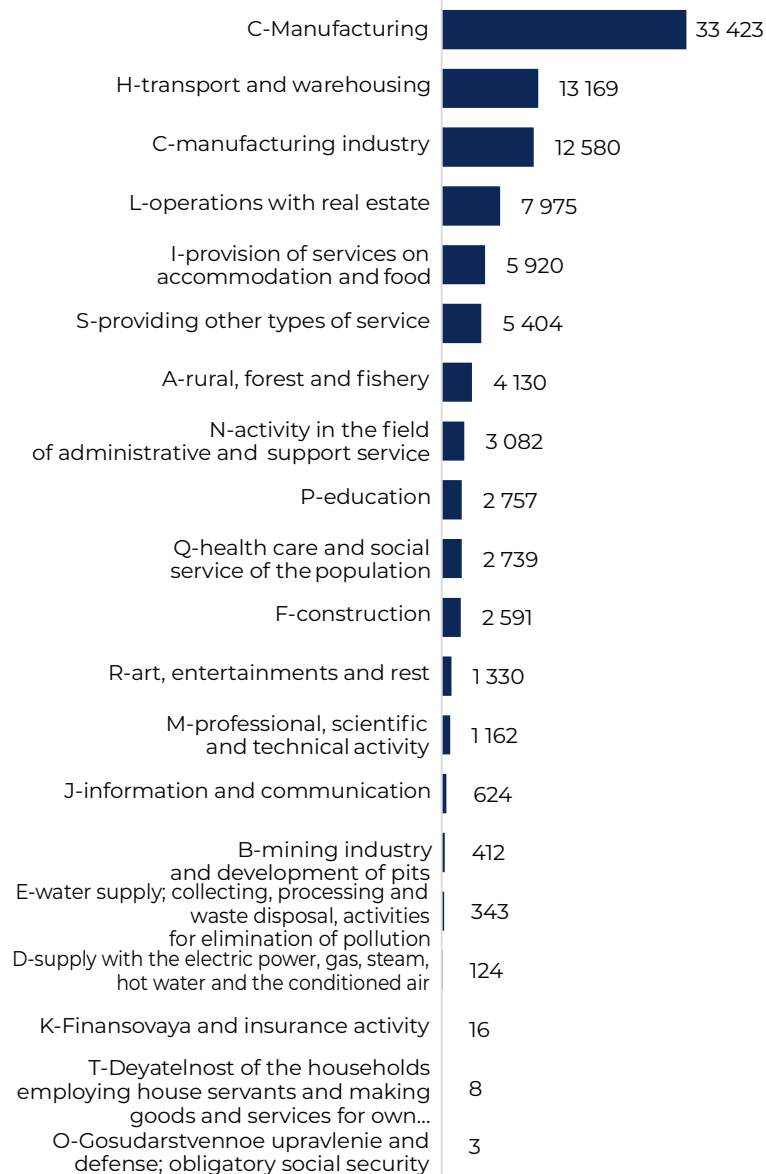


Amount of loans on subsidised projects by organisational and legal forms of participants as of 01.01.2024, million tenge

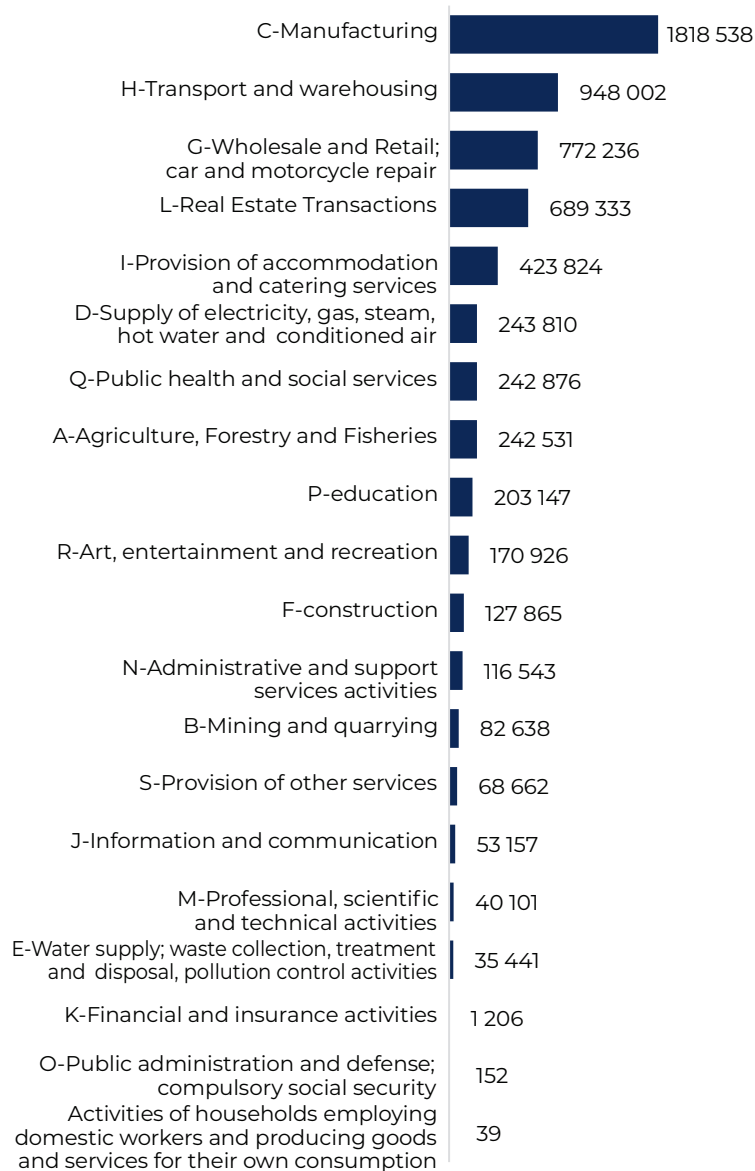


In the structure of participants by organisational-legal form, the leading positions in the structure of subsidy participants are occupied by enterprises in the form of individual entrepreneurs (65 269 projects for the amount of 1 235 770 million tenge) and limited liability partnership (30 827 projects for the amount of 4 657 185 million tenge).

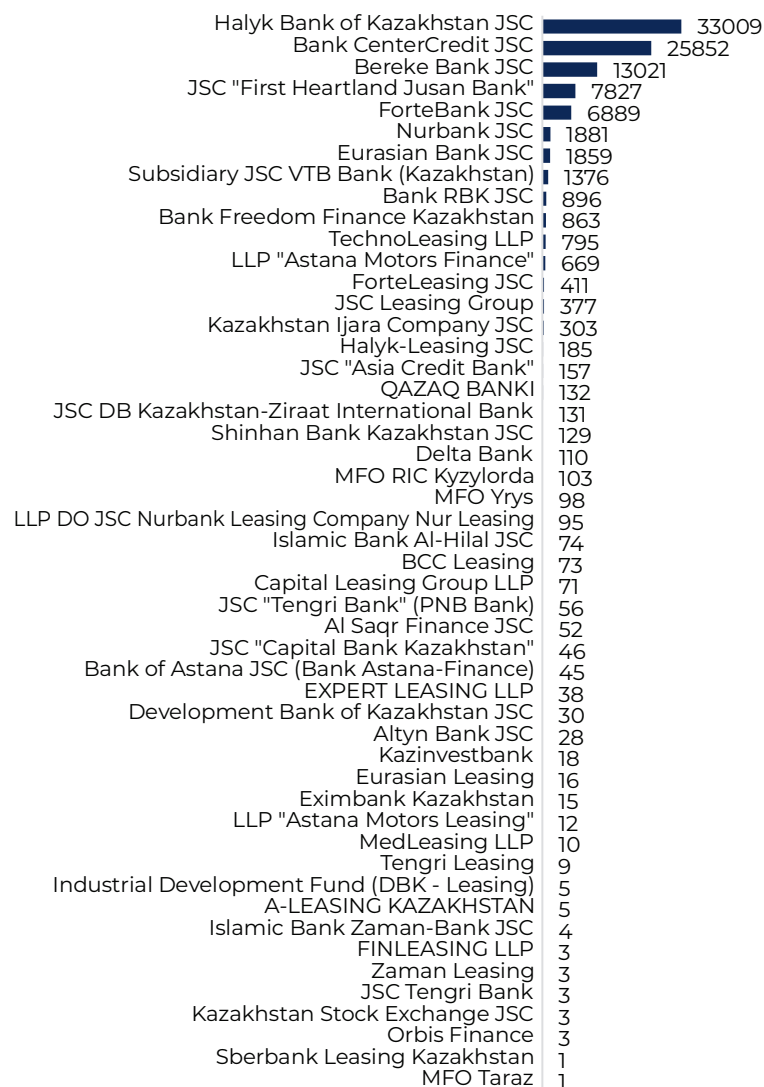
Number of subsidy projects by type of economic activity as of 01.01.2024, units.



Wholesale and retail trade (33 423 projects worth 772 236 million v), manufacturing (12 580 projects worth 1 818 538 million tenge), transport and warehousing (13 169 projects worth 948 002 million tenge) lead the structure of subsidised projects by economic sector.



Number of subsidy projects by financial institutions as of 01.01.2024, units.



To date, the leading positions on subsidies are occupied by JSC Halyk Bank of Kazakhstan (33 009 projects worth 1 829 620 million tenge), JSC Bank CenterCredit (25 852 projects worth 870 013 million tenge), JSC Bereke bank (13 021 projects worth 1 955 490 million tenge).

Amount of loans on subsidised projects by financial institutions of activity as of 01.01.2024, million tenge

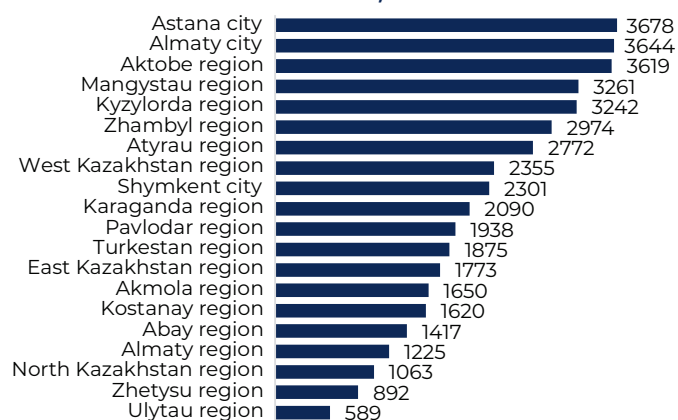
Halyk Bank of Kazakhstan JSC	1829 620
Bereke Bank JSC	955 490
Bank CenterCredit JSC	870 013
JSC "First Heartland Jusan Bank"	674 733
ForteBank JSC	513 468
Development Bank of Kazakhstan JSC	295 990
Bank RBK JSC	237 231
Nurbank JSC	187 433
Eurasian Bank JSC	175 970
Subsidiary JSC VTB Bank (Kazakhstan)	85 881
QAZAQ BANKI	53 100
TechnoLeasing LLP	42 426
JSC "Asia Credit Bank"	38 089
Bank Freedom Finance Kazakhstan	36 856
ForteLeasing JSC	25 956
Kazinvestbank	24 822
JSC DB Kazakhstan-Ziraat International Bank	22 852
LLP "Astana Motors Finance"	20 751
Kazakhstan Ijara Company JSC	20 390
Islamic Bank Al-Hilal JSC	20 203
Bank of Astana JSC (Bank Astana-Finance)	18 581
JSC Leasing Group	16 586
Altyn Bank JSC	16 506
JSC "Tengri Bank" (PNB Bank)	12 594
Halyk-Leasing JSC	11 424
BCC Leasing	11 365
Shinhan Bank Kazakhstan JSC	10 154
LLP DO JSC Nurbank Leasing Company Nur Leasing	8 947
Delta Bank	7 616
JSC "Capital Bank Kazakhstan"	7 361
Kazakhstan Stock Exchange JSC	5 500
Industrial Development Fund (DBK - Leasing)	3 674
Al Saqr Finance JSC	2 499
Eximbank Kazakhstan	2 497
Capital Leasing Group LLP	2 344
Islamic Bank Zaman-Bank JSC	1 866
Eurasian Leasing	1 654
EXPERT LEASING LLP	1 373
Tengri Leasing	1 043
LLP "Astana Motors Leasing"	1 020
MFO RIC Kyzylorda	978
FINLEASING LLP	950
MFO Yrys	789
Sberbank Leasing Kazakhstan	622
JSC Tengri Bank	617
Zaman Leasing	384
MedLeasing LLP	384
A-LEASING KAZAKHSTAN	274
Orbis Finance	146
MFO Taraz	6

Statistics on the participation of women entrepreneurs

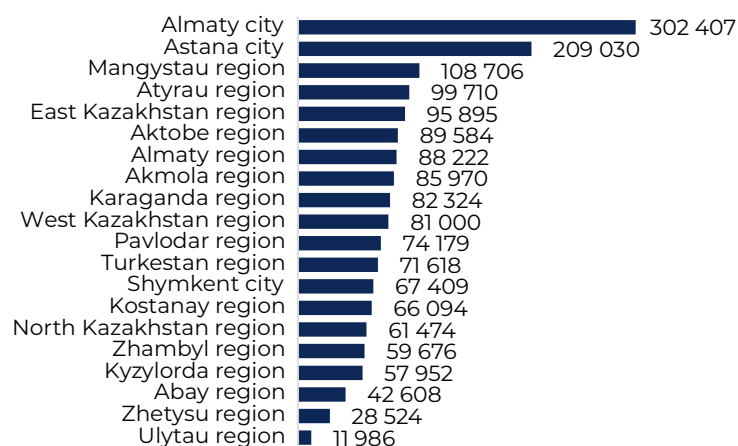
State support measures in the form of subsidies supported 43 978 projects by women entrepreneurs for a total of 1 784 369 million tenge in loans over the entire period.

In the regional context, the most actively subsidised projects of women entrepreneurs are in Astana city, Almaty city and Aktobe region. The largest volumes of subsidised loan portfolio were recorded in Astana, Almaty and Mangystau region.

Number of subsidised projects of women entrepreneurs in the regional context as of 01.01.2024, units.

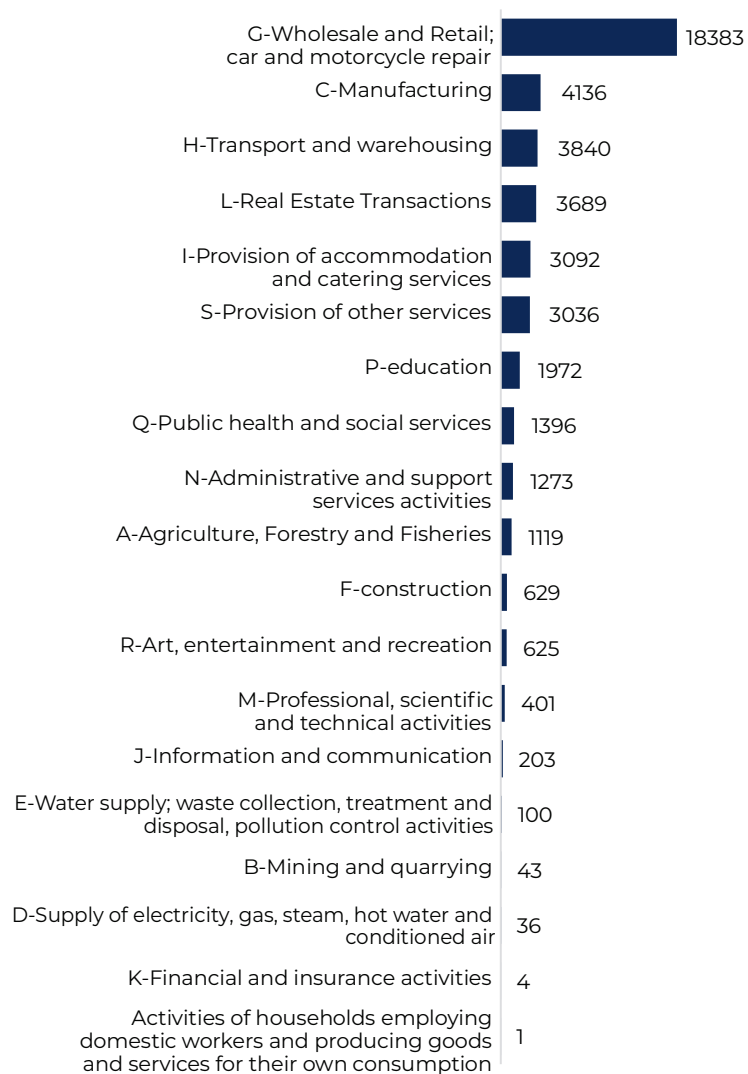


Amount of loans on subsidised projects of women entrepreneurs in regional breakdown as of 01.01.2024, mln. tenge

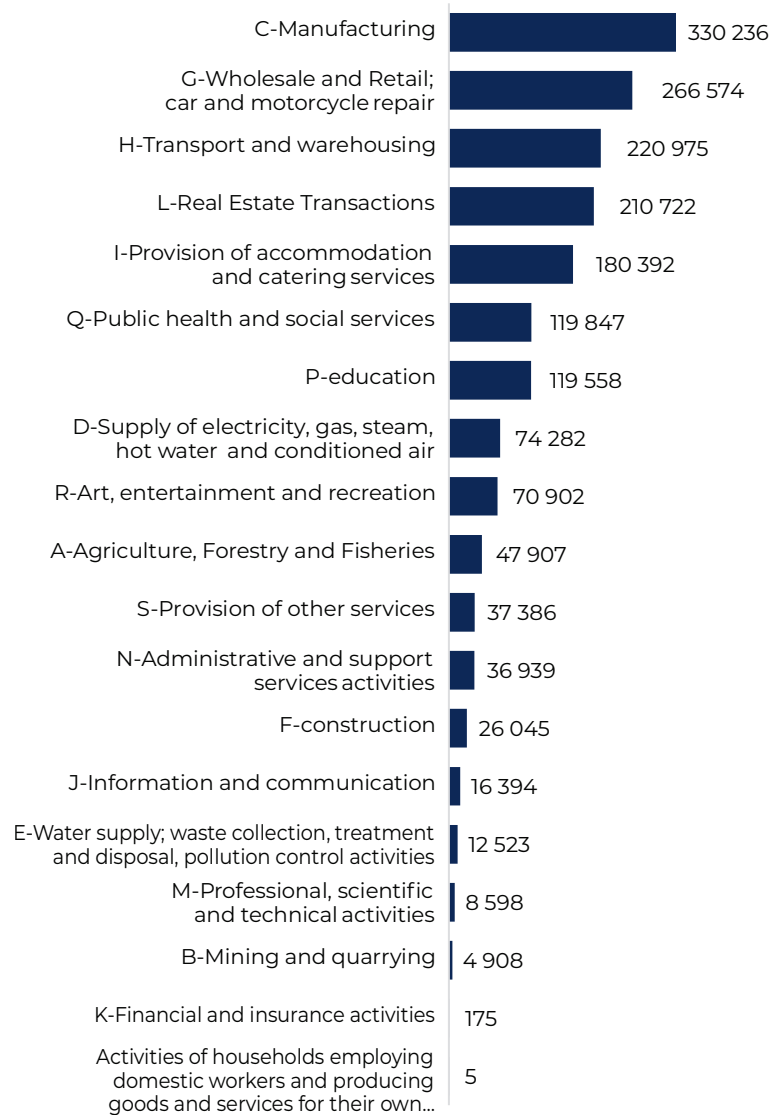


The structure of subsidised projects of women entrepreneurs is dominated by projects in wholesale and retail trade and manufacturing.

Number of subsidised projects of women entrepreneurs in the sectoral context as of 01.01.2024, units.



Amount of loans for subsidised projects of women entrepreneurs by sector as of 01.01.2024, mln. tenge



In terms of financial institutions, the most actively subsidised female representatives of SMEs were Bank CenterCredit JSC, Halyk Bank of Kazakhstan JSC and Bereke bank JSC.

Number of subsidised projects of women entrepreneurs by financial institutions as of 01.01.2024, units.

Halyk Bank of Kazakhstan JSC	15544
Bank CenterCredit JSC	12559
Bereke Bank JSC	5684
JSC "First Heartland Jusan Bank"	3121
ForteBank JSC	3100
Nurbank JSC	757
Eurasian Bank JSC	649
Subsidiary JSC VTB Bank (Kazakhstan)	582
Bank Freedom Finance Kazakhstan	399
Bank RBK JSC	328
LLP "Astana Motors Finance"	228
TechnoLeasing LLP	144
JSC Leasing Group	138
ForteLeasing JSC	113
Shinhan Bank Kazakhstan JSC	64
Kazakhstan Ijara Company JSC	63
Halyk-Leasing JSC	57
JSC "Asia Credit Bank"	52
Delta Bank	50
JSC AO Kazakhstan-Ziraat International Bank	48
Islamic Bank Al-Hilal JSC	47
QAZAQ BANK	30
MFO RIC Kyzylorda	28
LLP AO JSC Nurbank Leasing Company Nur Leasing	23
MFO Yrys	23
BCC Leasing	22
Capital Leasing Group LLP	21
JSC "Tengri Bank" (PNB Bank)	20
EXPERT LEASING LLP	19
JSC "Capital Bank Kazakhstan"	16
Al Saqr Finance JSC	10
Bank of Astana JSC (Bank Astana-Finance)	8
MedLeasing LLP	6
Development Bank of Kazakhstan JSC	5
A-LEASING KAZAKHSTAN	4
Eximbank Kazakhstan	3
Altyn Bank JSC	3
LLP "Astana Motors Leasing"	2
Kazinvestbank	2
Zaman Leasing	2
Islamic Bank Zaman-Bank JSC	1
Kazakhstan Stock Exchange JSC	1
Tengri Leasing	1
Orbis Finance	1

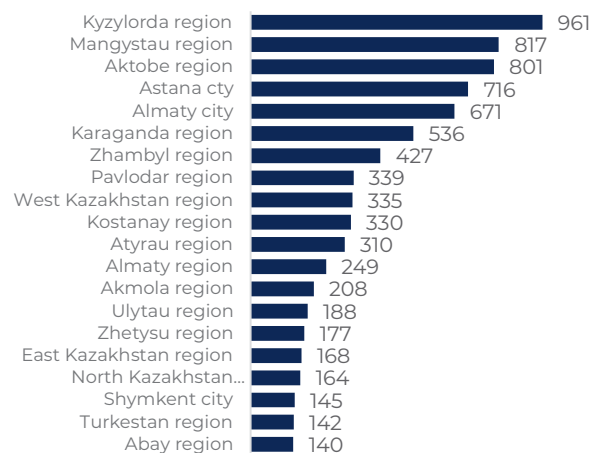
Amount of loans on subsidised projects of women entrepreneurs by financial institutions as of 01.01.2024, mln. tenge

JSC "Halyk Bank of Kazakhstan"	525 263
JSC "Bank CenterCredit"	319 269
JSC "Bereke Bank"	239 776
JSC "First Heartland Jusan Bank"	204 107
JSC "ForteBank"	162 548
Development Bank of Kazakhstan JSC	70 923
JSC Nurbank	53 783
JSC Bank RBK	52 407
JSC "Eurasian Bank"	35 015
JSC VTB Bank (Kazakhstan)	19 096
Bank Freedom Finance Kazakhstan	12 204
JSC "Asia Credit Bank"	9 271
LLP "Astana Motors Finance"	8 106
LLP TechnoLeasing	7 078
QAZAQ BANK	6 945
ForteLeasing	6 702
JSC Islamic Bank Al-Hilal	6 293
JSC AO Kazakhstan-Ziraat International Bank	5 559
JSC Leasing Group	5 483
JSC "Tengri Bank" (PNB Bank)	4 997
JSC "Shinhan Bank Kazakhstan"	4 847
JSC "Kazakhstan Ijara Company"	3 942
JSC "Capital Bank Kazakhstan"	3 502
LLP Subsidiary JSC Nurbank Leasing Company...	3 185
JSC "Halyk-Leasing"	3 079
Delta Bank	2 738
BCC Leasing	2 500
JSC "Altyn Bank"	1 088
JSC Al Saqr Finance	661
LLP "Capital Leasing Group"	594
LLP EXPERT LEASING	579
JSC "Kazakhstan Stock Exchange"	500
JSC Islamic Bank Zaman-Bank	423
Kazinvestbank	323
LLP MedLeasing	279
MFO RIC Kyzylorda	263
JSC "Bank of Astana" (Bank "Astana-Finance")	207
LLP "Astana Motors Leasing"	206
MFI Yrys	192
A-LEASING KAZAKHSTAN	167
ZamanLeasing	155
Tengri Leasing	60
Orbis Finance	32
Eximbank Kazakhstan	23

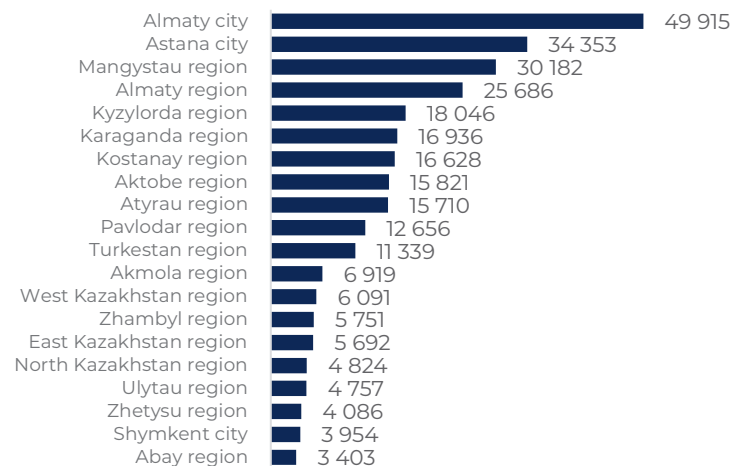
Statistics on participation of young entrepreneurs (statistics based on data provided by entrepreneurs)

Within the framework of state support measures in the form of subsidies for the entire period supported 7 824 projects of young entrepreneurs (up to 2022 (29 years) in 2023 the age is increased to 35 years) for a total amount of loans 292 750 million tenge.

Number of subsidised projects of young entrepreneurs in the regional context as of 01.01.2024, units.



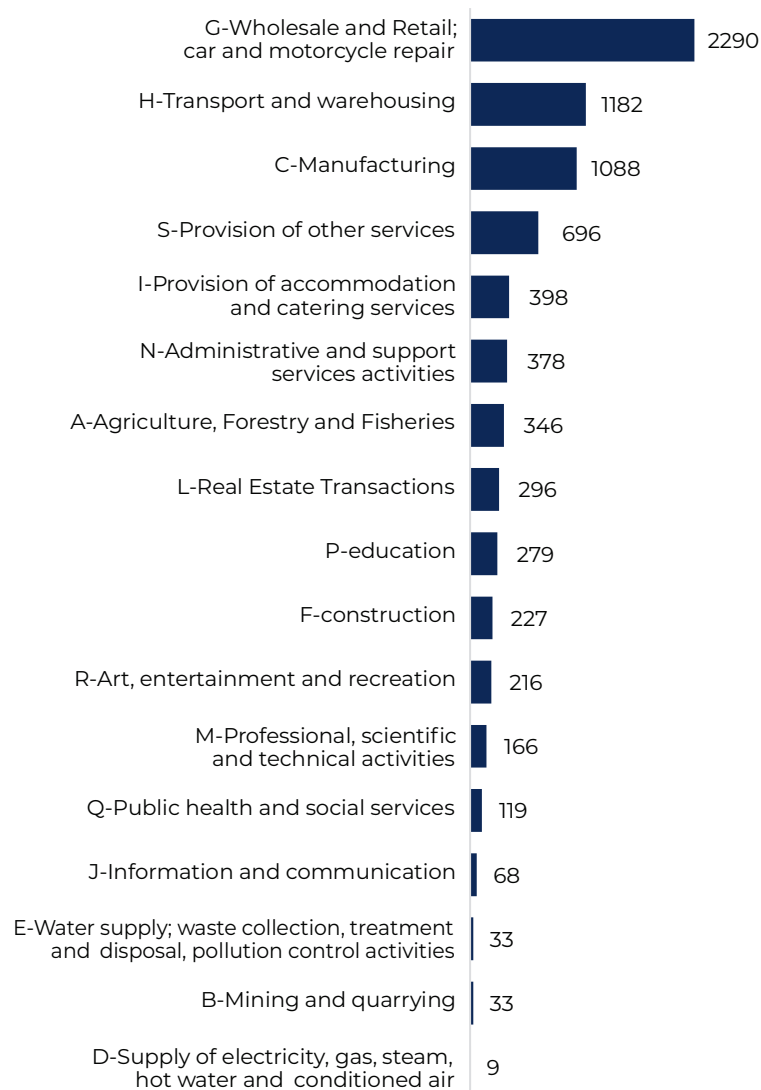
Amount of loans on subsidised projects of young entrepreneurs in regional breakdown as of 01.01.2024, mln. tenge



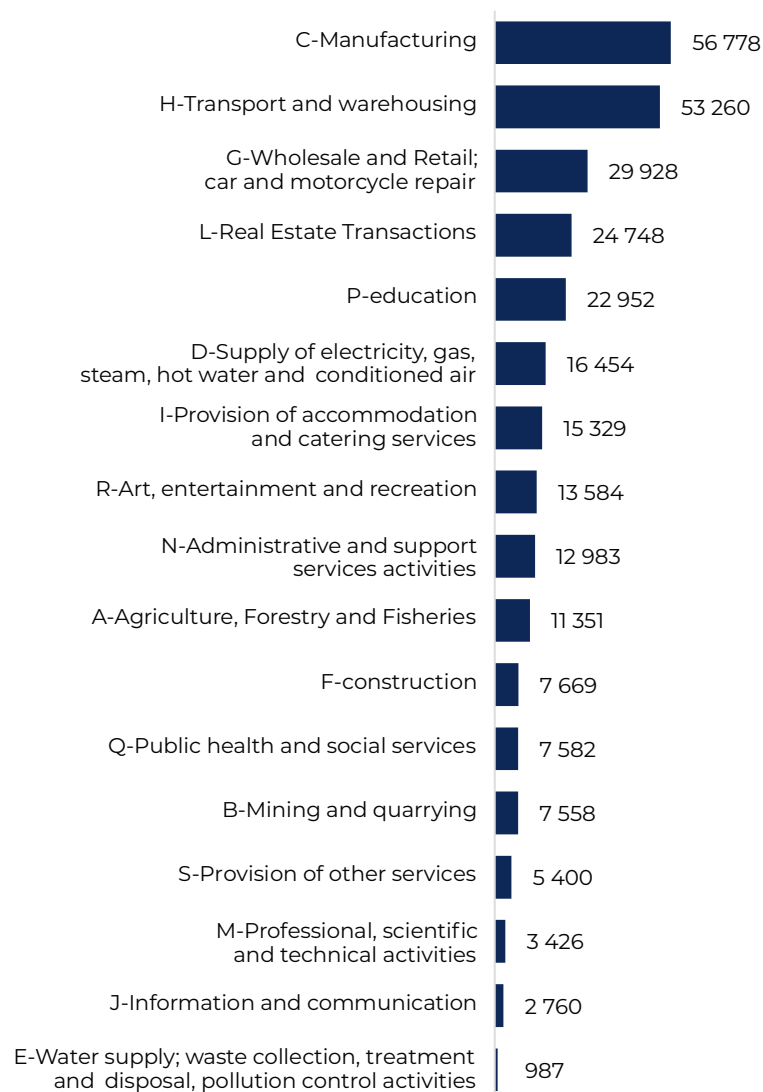
In the regional context, the largest number of subsidy agreements for young entrepreneurs was signed in the cities of Kyzylorda, Mangistau and Aktobe regions. The cities of Almaty and Astana and Mangistau region are the leaders in terms of the volume of subsidised loan portfolio.

Among the subsidised projects of young entrepreneurs, the predominant share is occupied by projects of the transport and warehousing sector, manufacturing industry of wholesale and retail trade.

Number of subsidised projects of young entrepreneurs by sector as of 01.01.2024, units.

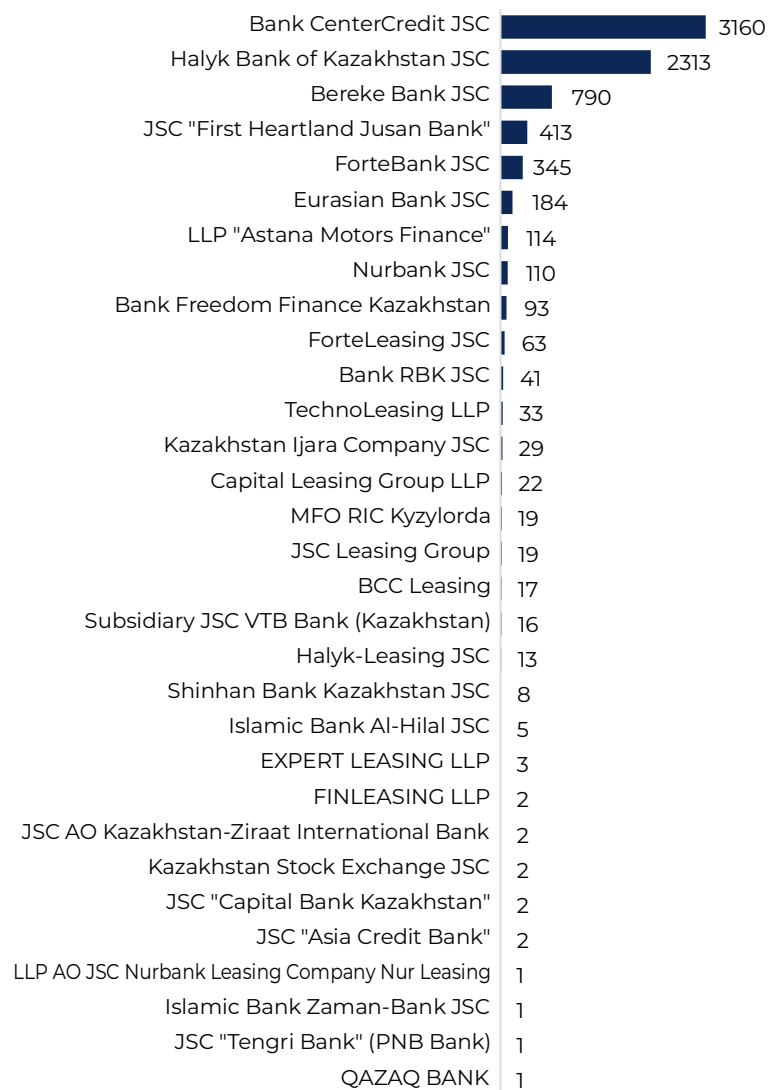


Amount of loans on subsidised projects of young entrepreneurs by industry as of 01.01.2024, mln. tenge



In terms of financial institutions, Bank CenterCredit JSC, Halyk Bank of Kazakhstan JSC and Bereke bank JSC were the most active in subsidising projects of young entrepreneurs. Halyk Bank of Kazakhstan, Bank CenterCredit JSC and Bereke bank JSC are the leaders in terms of the amount of subsidised projects.

Number of subsidised projects of young entrepreneurs by financial institutions as of 01.01.2024, units.



**Amount of loans for subsidised projects
of young entrepreneurs by financial institutions
as of 01.01.2024, mln. tenge**

Halyk Bank of Kazakhstan JSC	92 765
Bank CenterCredit JSC	66 126
Bereke Bank JSC	34 718
ForteBank JSC	26 576
JSC "First Heartland Jusan Bank"	17 274
Bank RBK JSC	12 621
Kazakhstan Stock Exchange JSC	6 000
Eurasian Bank JSC	5 242
Islamic Bank Al-Hilal JSC	5 135
Nurbank JSC	4 831
BCC Leasing	4 746
LLP "Astana Motors Finance"	4 162
Kazakhstan Ijara Company JSC	2 526
TechnoLeasing LLP	1 933
ForteLeasing JSC	1 612
Bank Freedom Finance Kazakhstan	1 510
Subsidiary JSC VTB Bank (Kazakhstan)	962
JSC Leasing Group	718
Capital Leasing Group LLP	653
Halyk-Leasing JSC	602
FINLEASING LLP	493
Shinhan Bank Kazakhstan JSC	467
JSC AO Kazakhstan-Ziraat International Bank	217
JSC "Capital Bank Kazakhstan"	204
EXPERT LEASING LLP	193
JSC "Asia Credit Bank"	170
MFO RIC Kyzylorda	138
Islamic Bank Zaman-Bank JSC	92
LLP DO JSC Nurbank Leasing Company	45
Nur Leasing	45
QAZAQ BANK	15
JSC "Tengri Bank" (PNB Bank)	5

1.2. Partial Loan Guarantee

Partial guaranteeing of loans of private business entities is carried out within the framework of the State Programme.

Directions of the guarantee instrument under the State Programme:

- 1 direction 'Support for small businesses, including microentrepreneurship' is focused on small businesses, including microentrepreneurship; support is provided without sectoral restrictions;

- 2 area «Sectoral support for entrepreneurs/subjects of industrial-innovative activities» provides support for entrepreneurs/subjects of industrial-innovative activities of the following financial support measures:

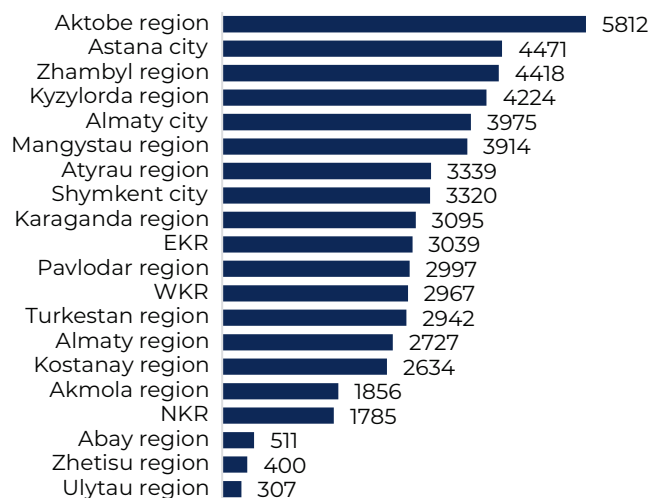
- 1) guarantee of loans/financial leasing agreements for entrepreneurs in regional centers and cities of republican significance in priority sectors of the economy, entrepreneurs of mono- and small cities, rural settlements and social entrepreneurship entities without industry restrictions;

- 2) guarantee on loans issued as part of ensuring long-term tenge liquidity to solve the problem of affordable lending in the manufacturing industry and services, as well as processing in the agro-industrial complex;

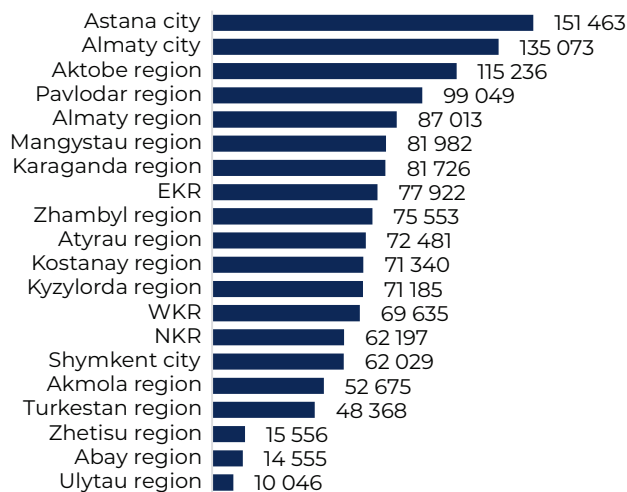
- 3 direction «Guarantee on bonds issued by business entities» provides for support of issuers employed in priority sectors of the economy on issued bonds within the guarantee amount.

As of January 1, 2024, within the framework of the State Program, 58 733 loan guarantee agreements were signed in the amount of 1455 083 million tenge, the number of guarantees amounted to 689 807 million tenge. Including for 2023, 7 943 loan guarantee agreements were concluded in the amount of 332 436 million tenge, the amount of guarantees amounted to 161 294 million tenge.

Number of guarantee projects by region as of 01.01.2024, units



Amount of loans under guaranteed projects by regions as of 01.01.2024, mln tenge



As of January 1, 2024, in the regional context, the largest number of guarantees was issued to entrepreneurs of the Aktobe region (5 812 projects), Astana (4 471 projects) and Zhambyl region (4 418 projects).

Astana (151 463 mln tenge), Almaty (135 073 mln tenge), Aktobe region (115 236 mln tenge) are leading in the amount of loans under guarantees

In terms of the legal form of participants to guarantee about 81% of projects (47 858 projects) were concluded with individual entrepreneurs and 18% of projects (10 774 projects) - with enterprises in the form of LLP.

Number of guarantee projects in terms of legal forms of participants as of 01.01.2024, units



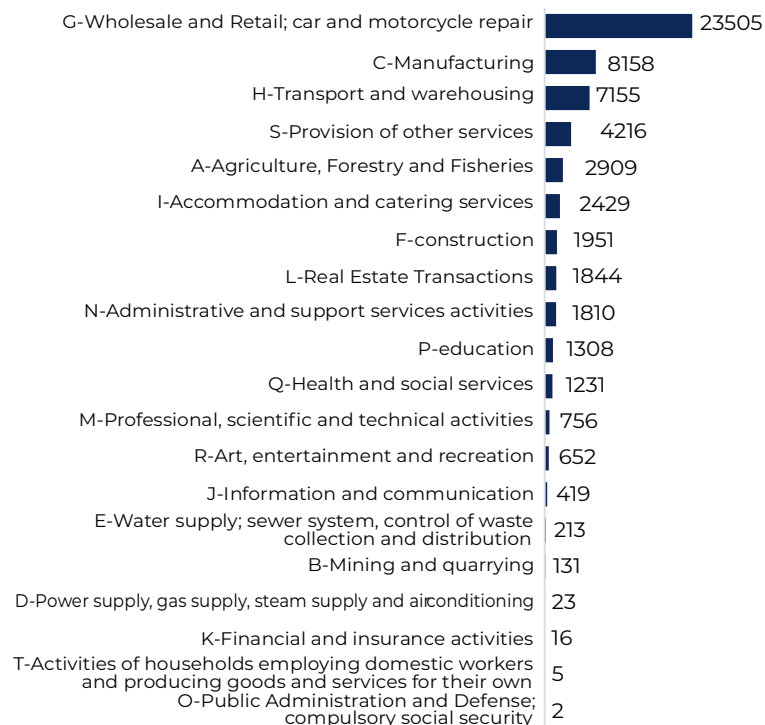
Amount of loans under guaranteed projects by legal forms of participants as of 01.01.2024, mln tenge



In terms of the amount of loans for guaranteed projects, the leading positions are occupied by projects issued to enterprises in the form of LLP.

In the sectoral context of guaranteed projects by sectors of the economy, projects in the field of trade (23 505 projects in the amount of loans 292 341 million tenge) and manufacturing (8 158 projects in the amount of loans 406 978 million tenge) continue to occupy leading positions.

Number of loans under guaranteed projects by type of economic activity as of 01.01.2024, units



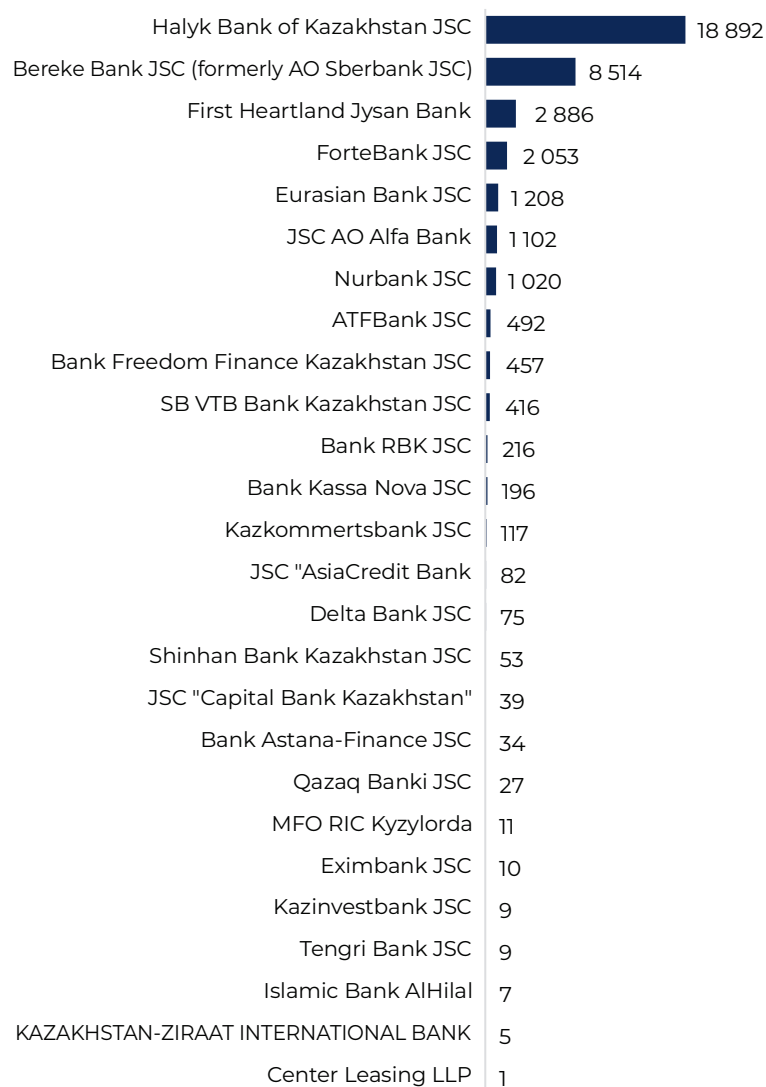
Amount of loans under guaranteed projects by types of economic activity as of 01.01.2024, mln tenge



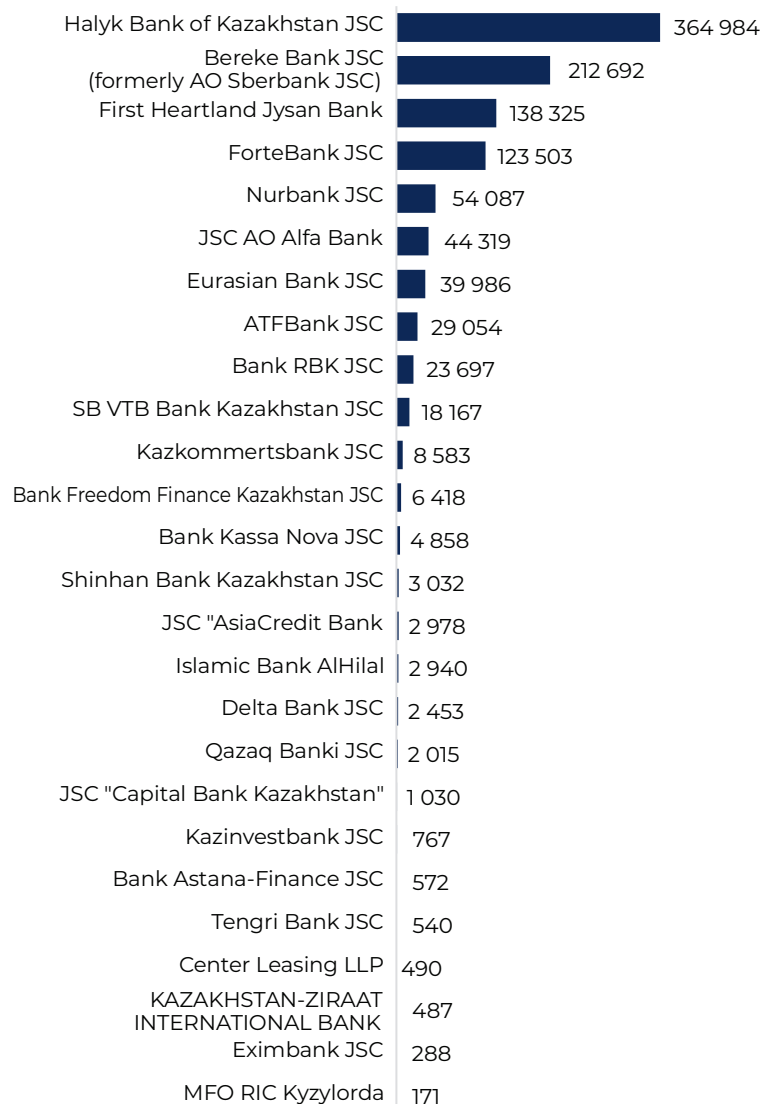
At the same time, over the past 6 years, the least activity of participants in the Guarantee Program has been observed in the field of «Information and Communication.»

In the context of financial institutions, the leading positions in guaranteeing loans are occupied by Halyk Bank of Kazakhstan JSC (18 892 projects worth 364 984 million tenge), Bereke Bank JSC (8 514 projects worth 212 692 million tenge) and First Heartland Susan Bank JSC (2 886 projects worth 138 325 million tenge).

**Number of guarantee projects by financial institution
as of 01.01.2024, units**



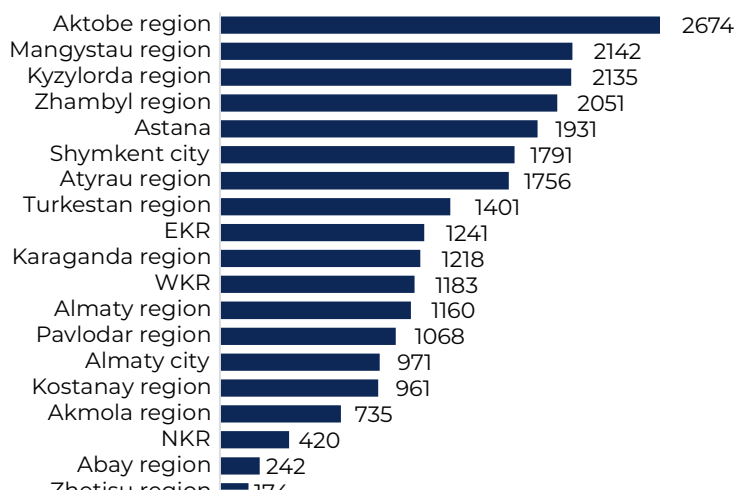
Amount of loans under guaranteed projects by financial institutions as of 01.01.2024, mln tenge



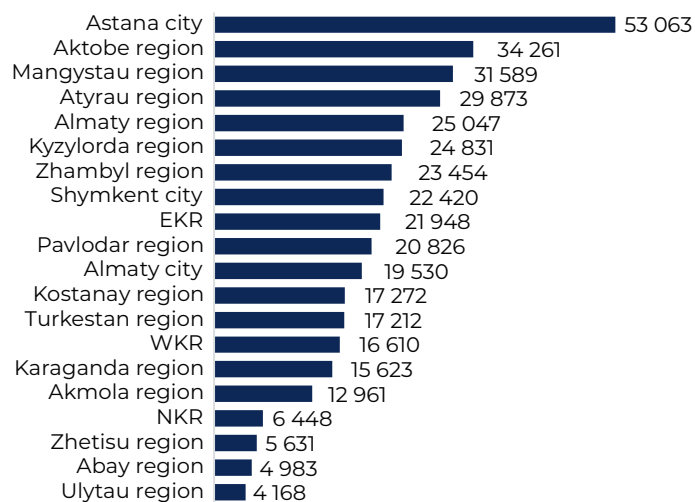
Statistics on participation of women entrepreneurs

Within the framework of the State Program, 25 411 projects of women entrepreneurs received guarantees for loans in the amount of 407 748 million tenge, the amount of guarantees amounted to 209 487 million tenge.

Number of regional contracts for guaranteeing women entrepreneurs as of 01.01.2024, units

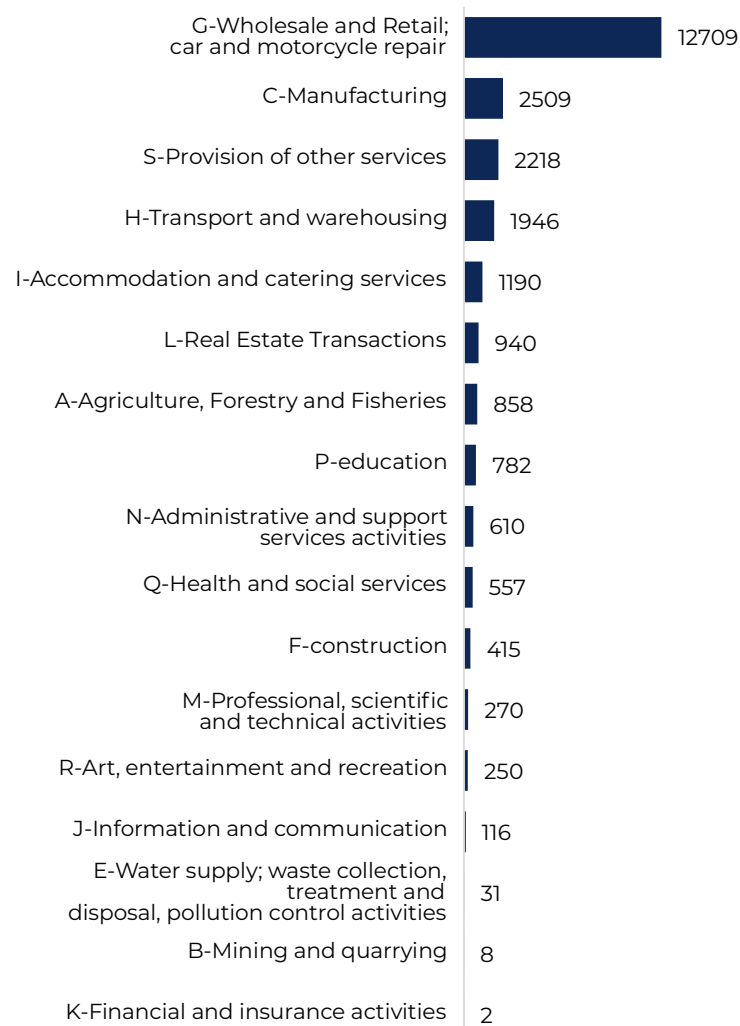


Amount of loans under signed contracts to guarantee women entrepreneurs in regional context as of 01.01.2024, mln tenge, units

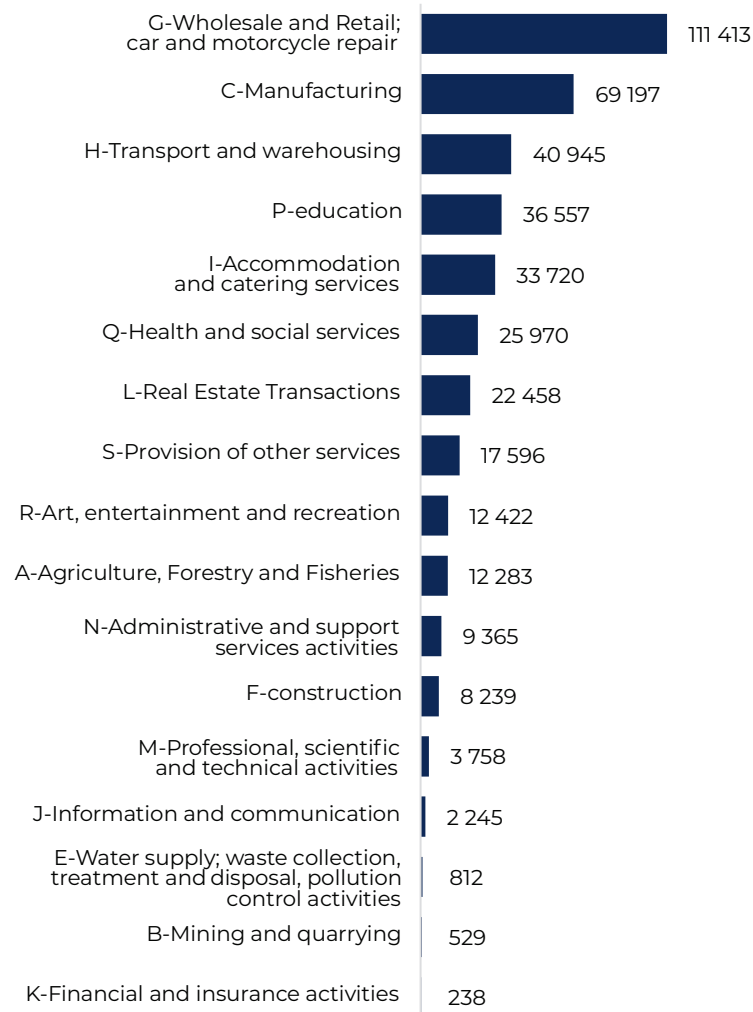


In regional terms, the largest number of guarantees was signed in Aktobe region, Mangistau region of Kyzylorda region. The largest amount of loans under the signed contracts of guarantees for women entrepreneurs was recorded in Astana, Aktobe and Mangistau regions.

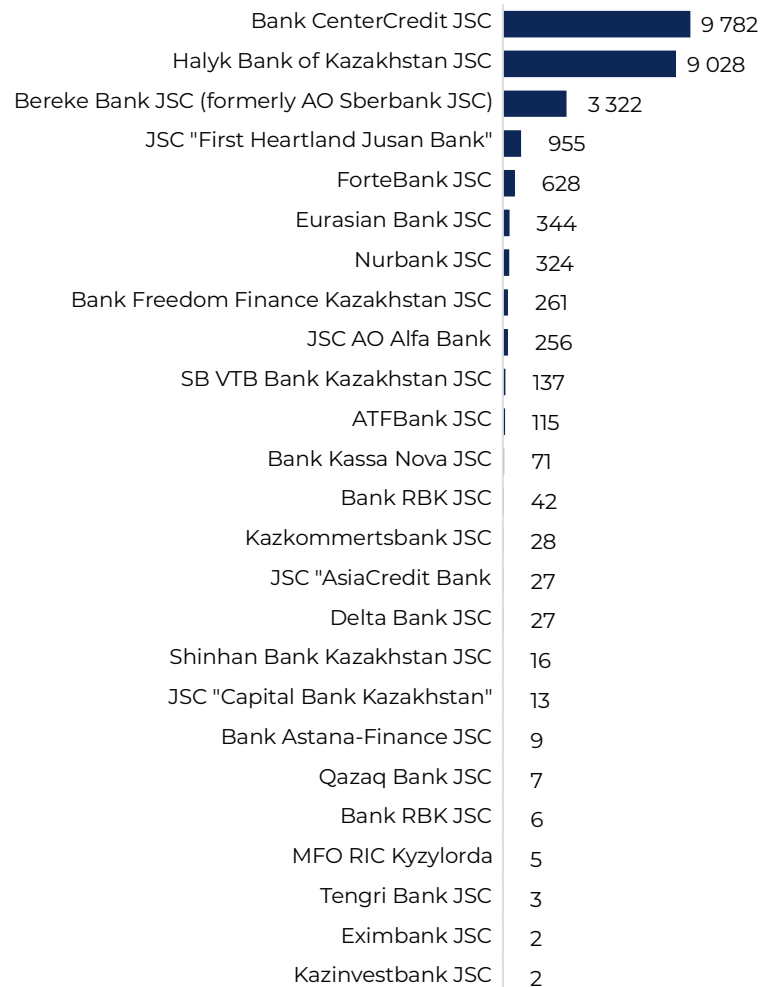
**Number of guarantee agreements
women entrepreneurs by industry
as of 01.01.2024, units**



Amount of loans under signed contracts to guarantee women entrepreneurs by industry as of 01.01.2024, mln tenge

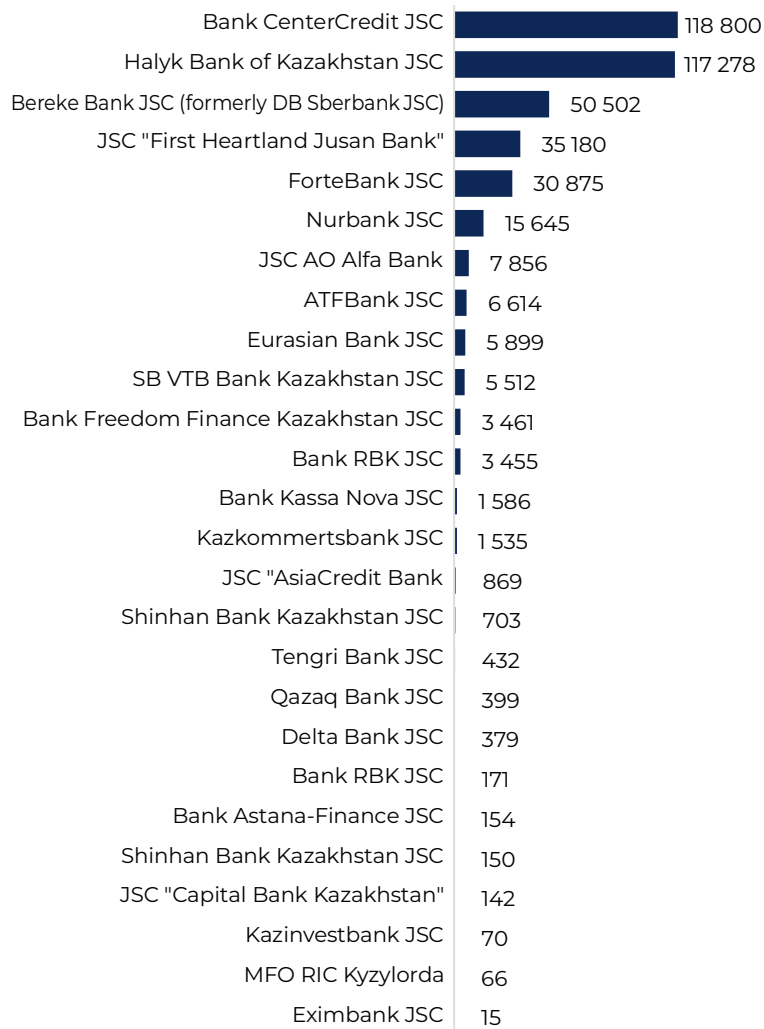


Number of contracts guaranteeing women entrepreneurs by financial institutions as of 01.01.2024, units



In the sectoral context, women mainly received guarantees in the field of trade, manufacturing, and other types of services. In terms of the amount of the loan portfolio under the signed contracts for guaranteeing women, projects in the field of trade, manufacturing, transport and warehousing prevail.

Amount of loans under signed contracts to guarantee women entrepreneurs by financial institutions as of 01.01.2024, mln tenge



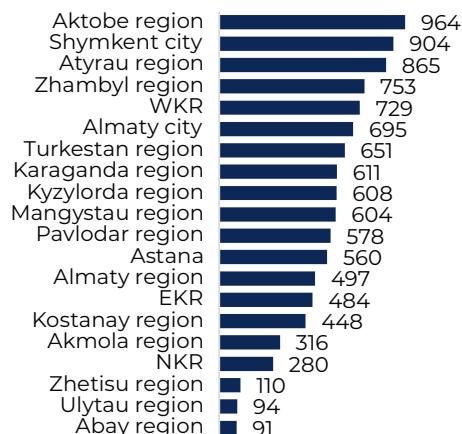
In terms of financial institutions, the most active in terms of the number and amount of guarantees provided to women are Bank Center Credit JSC, Halyk Bank of Kazakhstan JSC, Bereke Bank JSC.

Participation statistics of young entrepreneurs

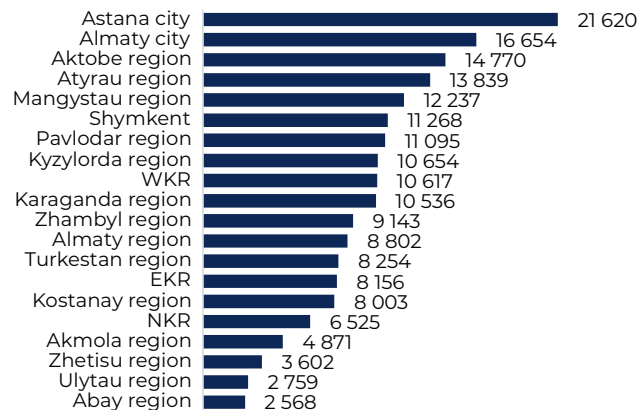
Within the framework of the State Program, 10 842 projects of young entrepreneurs under the age of 35 received guarantees for loans in the amount of 195 972 million tenge, the amount of guarantees amounted to 108 591 million tenge.

In regional terms, the largest number of guarantee agreements for young entrepreneurs was signed in the city of Shymkent, Atyrau, Aktobe regions. The largest amount of loans under signed youth guarantee agreements was recorded in Astana, Atyrau and Aktobe regions.

Number of regional contracts for guaranteeing young entrepreneurs as of 01.01.2024, units

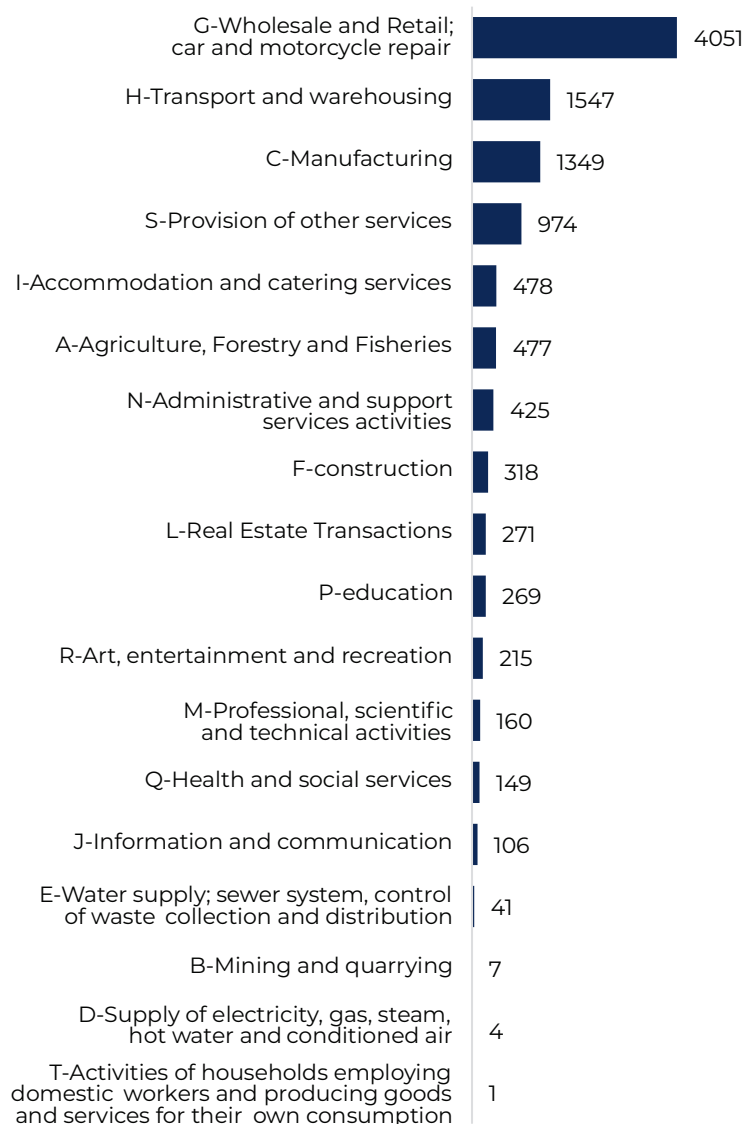


Amount of loans under signed agreements guaranteeing young entrepreneurs in regional context as of 01.01.2024, mln tenge

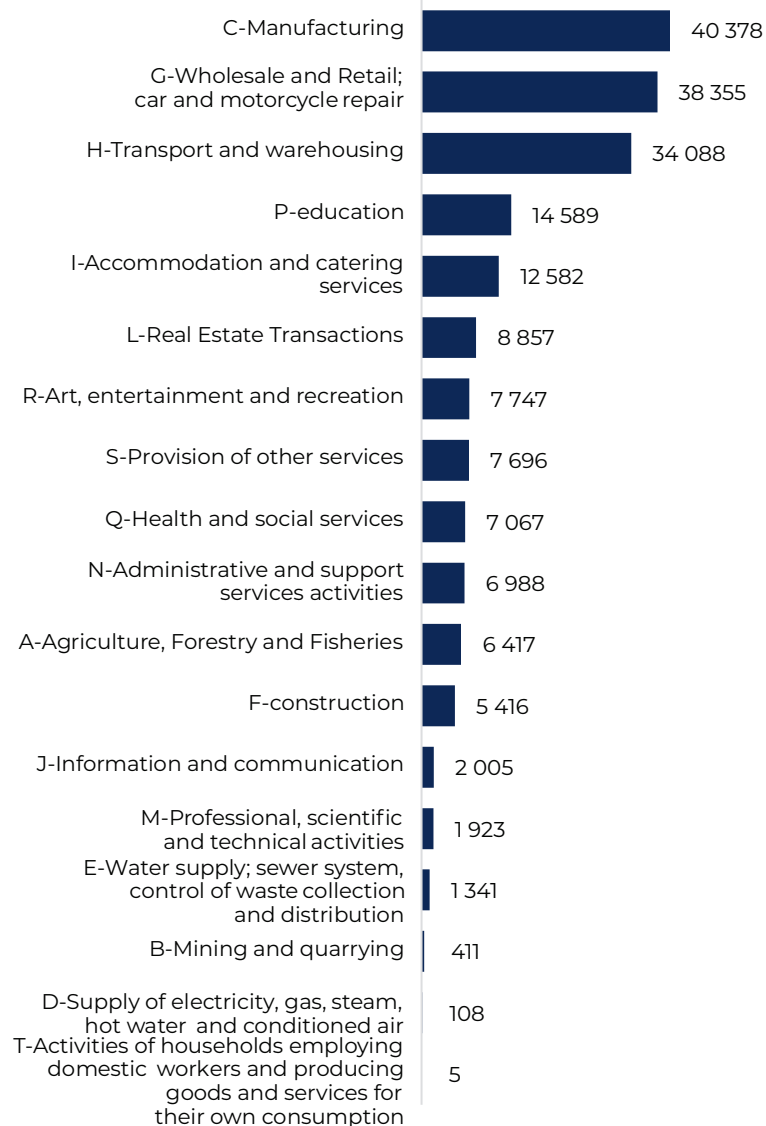


Among the signed contracts of guarantees to young entrepreneurs, the largest share is occupied by projects in the field of trade, transport and warehousing, in the manufacturing industry.

Number of contracts for guaranteeing young entrepreneurs by industry as of 01.01.2024, units

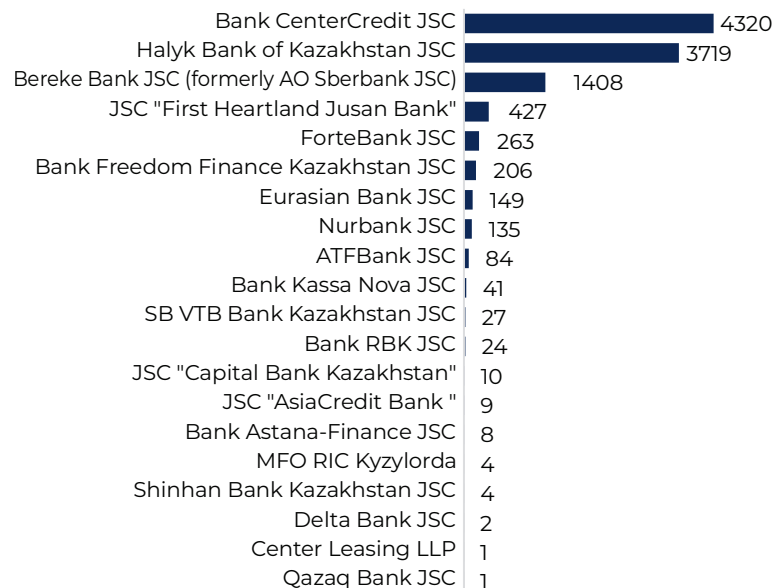


**Amount of loans under signed agreements
guaranteeing young entrepreneurs by industry
as of 01.01.2024, mln tenge**

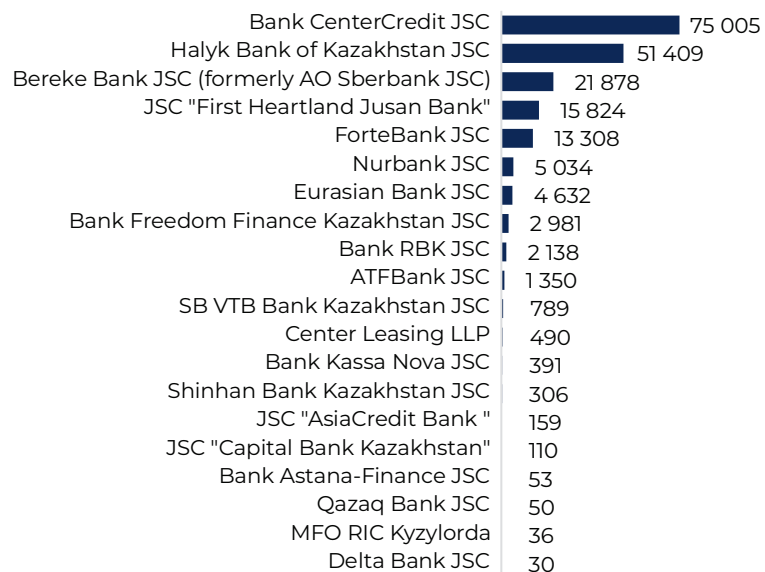


In the context of financial institutions, the largest number of guarantee agreements for young entrepreneurs was signed by Bank CenterCredit JSC, Halyk Bank of Kazakhstan JSC and Bereke Bank JSC. Halyk Bank of Kazakhstan JSC, Bank Center Credit JSC and Bereke Bank JSC are leading in terms of the amount of the loan portfolio under the signed youth guarantee agreements.

Number of contracts for guaranteeing young entrepreneurs in the context of financial institutions as of 01.01.2024, units



Amount of loans under signed agreements guaranteeing young entrepreneurs by financial institutions as of 01.01.2024, mln tenge



2.2. CLIENT SERVICE

2.1. Monitoring of services for service support of doing business and training of top management of SMEs

In 2023, the Fund's clients took part in an international exhibition and forum organised by the Fund and international organisations.

So, on September 26, 2023, the Fund provided assistance in organizing the Finnish-Kazakh business forum held as part of the Team Finland visit to Almaty, organizing the participation of more than 33 PBEs supported within the framework of the Fund's support tools.

During the Forum, a number of B2B meetings were held where Kazakhstani entrepreneurs could get acquainted with the latest Finnish innovations and technologies, establish new contacts and negotiations with potential partners in the field of mining, engineering, agribusiness, water supply, waste processing, and others.

In the period 22-25 November 2023, the Fund together with the Ministry of National Economy of the Republic of Kazakhstan organised the participation of Kazakh PBEs in the UN Special Programme for the Economies of Central Asia (SPECA) in Baku, Azerbaijan.

The purpose of the event is to demonstrate the economic potential of the participating countries, discuss the possibilities of mutually beneficial cooperation and strengthen regional economic ties between the states.

In total, the Fund ensured the participation of 44 PBEs, 25 in person and 19 in absentia, supported by the Damu Fund.

In 2023, 4 532 clients contacted the branches of the regional network of the Damu Fund, who were provided with 5 831 services.

In 2023, distance learning also continued in the form of a video platform containing training courses for existing and aspiring entrepreneurs with many different speeches of successful Kazakhstani and international entrepreneurs divided into blocks on certain topics. During the reporting year, 8,761 people registered on the Fund's distance learning platform.



The content of the web platform contains 4 blocks:

- Business model;
- Operational management;
- Marketing;
- Sales.
- The structure

The structure of each block contains 2 video tutorials from niche and top speakers.

In each issue, Kazakhstani and international speakers - current businessmen tell how they decided to open their own business, what difficulties they face daily and how they are overcome.

Business leaders share their experience and recommendations for those who are thinking of starting a business or want to further develop their business - what pitfalls need to be taken into account so as not to burn out and take their place in the market.

Information on distance learning is published on the corporate website of the Damu Fund www.damu.kz in the section «I want to learn.» Also, articles are periodically published on the Fund's social networks inviting entrepreneurs to take part in free training.

In 2023, the Fund continued to monitor the component «Provision of service support for existing business activities» within the framework of the program «National Project for the Development of Entrepreneurship for 2021-2025.»

In 2023, 22 093 SMEs applied for service support services, which received 25 853 services.

2.2. Creation of conditions for qualitative development of domestic entrepreneurship

Internet resources of the Damu Fund

In 2023, the Fund's corporate website was redesigned and a Damu Analytics section was created, where analytical data on support for entrepreneurs is made publicly available. The corporate portal contains information on state business support measures provided by the Damu Fund, as well as analytical information and up-to-date reporting on the Fund's programmes

For 2023, the corporate site achieved the following results: the number of views – 2 910 000, the number of

visitors – 731 237, the number of online consultations – 8 310 units.

Since 2019, a product site has been operating online. damu.kz designed to receive support for online services. After submitting an application, the entrepreneur can independently track its status on the website in his personal account, as well as receive SMS notifications as the application progresses.

The website of the exhibition of domestic manufacturers UltyqOnim operates. The site contains information about the conditions of the exhibition, the media gallery, as well as the possibility of booking a stand online.

Call center

In 2023 the call center agents of Fund consulted 43 302 clients. For the purpose of rendering consultations 3 414 outgoing calls were made. On a pop-up window on the corporate website of Fund 11 786 addresses were accepted.

In 2023, to improve the work of the Call Center, a new IVR voice menu was introduced - an interactive voice menu - a system of pre-recorded voice messages that performs the function of routing calls within the Call Center.

After the introduction of the new IVR, the number of non-core calls decreased by 40%. The dynamics show a decline, thereby unloading the Fund's line 1408.

In addition, to improve the skills of Call Center operators, training events are held on an ongoing basis, as well as customer service scripts are updated.

2.3 Promoting entrepreneurship

Exhibition of Kazakhstani manufacturers «ULTTYQ ÓNIM»

Since 2015, the Damu Fund has annually held an exhibition of Kazakhstani producers who received state support from ULTTYQ ÓNIM (hereinafter - Exhibition). The exhibition is one of the channels for popularizing the goods of Kazakhstani manufacturers among the population and informing private entrepreneurs about the measures of state support provided by NMH Baiterek JSC.

Every year, the number of participants in the Exhibition increases, from 80 companies that received state support

in 2015 to 475 companies, and the number of visitors, amounting to more than 13 000 people in 2019. In 2022, the number of visitors was about 20 000 people, in 2023 the number of visitors was about 22,000 people.

Within the framework of the Exhibition, free master classes are held on business development and increasing sales, tastings, contests, fashion shows are held. Stands of development institutions are organized to provide advice on state support measures for potential and existing private entrepreneurs.

Participation in the exhibition for companies is free, the costs of organizing and holding the exhibition are fully carried out at the expense of the organizers.

International cooperation

In 2023, the Fund continued to expand cooperation with international financial institutions and foreign organizations. In particular,

- Within the framework of cooperation with the European Bank for Reconstruction and Development (EBRD) in 2023, 23 billion tenge was allocated to support and finance Kazakhstani business. The fund acted as an investor by purchasing EBRD bonds on the organized securities market. The funds received were sent through second-tier banks to support the SMEs in Kazakhstan. The Fund also actively interacted with the World Bank, the UN Development Program Kazakhstan, the European Investment Bank, the French Development Agency and other organizations to discuss issues of attracting funds and implementing SMEs support programs.
- Interaction with international rating agencies Moody's and Standard & Poor's. On October 31, 2023, Moody's Investors Service affirmed the Fund's long-term and short-term credit ratings on foreign and local currency liabilities at Baa3/Prime (stable). Following the increase in the country forecast, Moody's Investors Service also raised the Fund's outlook from Stable to Positive. The change in the forecast to «Positive» is a signal of a possible increase in the rating in the future while maintaining the current dynamics in the future. The rating on the National Scale is confirmed at «Aa2.kz.» At the same time, on November 01, 2023, the international rating agency

S&P Global Ratings confirmed the long-term and short-term ratings of the Fund for obligations in foreign and national currency at the level BBB-/A-3 respectively, the outlook is «Stable.» The rating on the National Scale is confirmed at «kzAAA.»

- For the first time in 2023, the Fund received an official ESG rating from S&P Global of «22.» The assessment was based on an analysis of the Fund's activities in the field of sustainable development. According to S&P Global, the Fund ranks 66th percentile in the global financial industry. In particular, the Fund received 26 points for the management and economic dimension (Governance & Economic Dimension), 5 points for the environmental dimension (Environment Dimension), 27 points for the social dimension (Social Dimension). In turn, the following indicators were highly appreciated: business ethics - 55 points (Business ethics) and customer relationship management - 100 points (Customer relationship management).
- In April 2023, the Fund joined the Association of European Guarantee Organizations of the European Union, which is an international non-profit organization founded in 1992. This platform provides an opportunity to exchange best practices, participate in significant events and improve their support mechanisms.
- In December 2023, joined the signatories of the Green Investment Principles for Belt and Road in Central Asia at the 28th Conference of the Parties to the UN Framework Convention on Climate Change (COP28). This green investment club brings together 46 global institutions

from 17 countries with total assets of 42 trillion US dollars.

- The Fund took part in 6 official significant events, such as: Annual meeting of members of the Association of European Guarantee Organizations in Athens (Greece); Program of exchange of information and experience within the Organization of Turkic States in Istanbul (Turkey); Annual meeting of the World Bank and International Monetary Fund Groups in Marrakech, Morocco; An event on the study of the SME cooperation network between the member countries of the Organization of Islamic States in Istanbul (Turkey); Exhibition dedicated to the 25th anniversary of the UN Special Program for the Economies of Central Asia in Baku (Azerbaijan); 28th Session of the Conference of the Parties to the UN Framework Convention on Climate Change in Dubai (UAE).
- Participation in internal conferences: event of the Green Finance Centre of AIFC on «ESG risk accounting and disclosure of information in the field of sustainable development in banks», in Module 4 «Sustainable business development and ESG basics for SMEs' within the course «Environmental and financial sustainability for business», a series of webinars for entrepreneurs in the framework of cooperation with the EBRD in Kostanay and Taldykorgan on 31 October on the topic: «Developing business in social networks».



SECTION 5. NEW TOOLS FOR SUPPORTING SMALL AND MEDIUM-SIZED ENTERPRISES

National Entrepreneurship Development Project for 2021-2025

The national project for the development of entrepreneurship for 2021-2025, approved by Decree of the Government of the Republic of Kazakhstan dated October 12, 2021 No. 728, is aimed at stimulating MSMEs to maintain existing and create new permanent jobs, increase the level of production of domestic enterprises and ensure greater availability of financing. Support under the Program is provided for the instruments of subsidizing part of the interest rate and partial guarantee of entrepreneurs' loans. The program provides several areas of support:

The direction: «Support for micro and small entrepreneurship»

provides for the provision of financial support measures to entrepreneurs in the form of portfolio subsidies for a portion of the interest rate/markup on goods, which constitutes the income of an Islamic bank, and partial guaranteeing of loans/microcredits issued by second-tier banks, Islamic banks and microfinance organisations. The participants of the direction are entrepreneurs/subjects of small, including microentrepreneurship. State support is provided without sectoral restrictions, except for trade (food trade is allowed).

The maximum limit per borrower is 20 million tenge.

Subsidies are carried out on loans/microcredits with a nominal interest rate not exceeding the base rate set by the National Bank of the Republic of Kazakhstan and increased by 7 percentage points, of which 14.75% is subsidized by the state, and the difference is paid by the entrepreneur, for projects in mono and small towns, rural settlements, social entrepreneurship entities up to 15.75% is subsidized by the state, and the difference is paid by the entrepreneur.

For microloans of MFIs, portfolio subsidies for part of the remuneration rate and partial guarantees are carried out only with a nominal remuneration rate of not more than 28% per annum, of which 50% of the nominal remuneration rate is subsidized by the state.

The term of portfolio subsidies for investment purposes is 3 years, for replenishment of working capital - 2 years without the right to extend the term of subsidies.

Loans/microloans with a nominal interest rate not exceeding the base rate established by the National

Bank of the Republic of Kazakhstan and increased by 7 percentage points are subject to guarantee.

Under the guarantee instrument, the size of the portfolio partial guarantee is no more than 85% of the loan/microcredit amount, and the term of the guarantee is no more than the term of the loan/microcredit.

The direction «Support for entrepreneurs/subjects of industrial innovation activity» is considered projects in priority sectors of the economy.

The participants of the direction are entrepreneurs/subjects of industrial and innovative activities, implementing and (or) planning to implement their own and effective projects in priority sectors of the economy, according to the list in accordance with the appendix to the rules of subsidies and guarantees, without taking into account the place of registration of the entrepreneur. At the same time, without industry restrictions, but taking into account the place of implementation and the place of registration of the entrepreneur, projects are being considered that are implemented in settlements, including in mono and small towns, rural settlements, except for cities of republican significance/regional centers. At the same time, projects of social entrepreneurship entities are carried out without industry restrictions and taking into account the place of registration and implementation of the project.

The amount of the loan/leasing/financing, which is used to subsidize part of the interest rate/markup on goods/part of the lease payment, is not more than 3 billion tenge for one entrepreneur in accordance with the list of priority sectors of the economy.

The threshold of the subsidized part of the remuneration rate: the base rate of the National Bank of the Republic of Kazakhstan and increased by 5 percentage points, of which 12.75% is subsidized by the state, and the difference is paid by the entrepreneur, for projects in mono and small towns, rural settlements, social entrepreneurship entities up to 13.75% is subsidized by the state, and the difference is paid by the entrepreneur.

The term of subsidies for investments is up to 5 years, for replenishment of working capital up to 3 years.

Loans/leases with a nominal interest rate not exceeding the base rate established by the National Bank of the Republic of Kazakhstan and increased by 5 percentage points are subject to guarantee under this direction.

According to the guarantee instrument, the amount of credit/leasing for projects is no more than 1 billion tenge for existing entrepreneurs and no more than 360 million tenge for novice entrepreneurs.

The guarantee cannot exceed:

up to **360** million tenge up to **600** million tenge up to **1** million tenge



The term of the provided guarantee is no longer than the term of the loan.

Direction «Regional financing of small and medium-sized private entrepreneurship» (included in 2022) for financing of small and medium-sized entrepreneurship, subsidies shall be provided in socially vulnerable regions or during the introduction of a state of emergency/emergency, or other cases upon written agreement of the local executive body with the authorised body for entrepreneurship.

The amount of a subsidised loan cannot exceed 500 million tenge for one SME. The maximum financing limit for MFIs per one subject of small and medium-sized entrepreneurship is not more than 8 000 (eight thousand) MSEs.

Subsidies are provided for loans/microcredits with a nominal interest rate not exceeding 8.5%, of which the difference is paid by the SME according to a written agreement between the financial agency and the local executive body. At the same time, the rate of interest paid by SMEs should not be less than 1 per cent per annum.

The subsidy period is 5 (five) years, for working capital replenishment it is 3 (three) years without the right to prolong the subsidy period.

For the year 2023, the Fund supported within the framework of the National Project:

- - subsidising 7,841 MSME projects for a loan portfolio of 761.5 billion tenge, with subsidies paid out amounting to 170.9 billion tenge. Separately, as part of portfolio subsidies, 4,325 projects were supported for a loan amount of KZT 39.5 billion, with KZT 21.2 billion paid out;
- - under the guarantee instrument 4,052 projects for the amount of the loan portfolio of KZT 298.6 billion, the amount of the guarantee totalled KZT 132.6 billion. Separately, under the portfolio guarantee, 3,891 projects were supported for a loan portfolio amount of KZT 33.8bn, the guarantee amount totalled KZT 28.7 billion.

The Economics of Simple Things

Resolution of the Government of the Republic of Kazakhstan dated 11.12.2018 No. 820 approved the mechanism for lending to priority projects within the framework of ensuring long-term tenge liquidity to solve the problem of affordable lending (hereinafter - the Mechanism).

The Facility supports private entrepreneurship through interest rate subsidies and partial guarantees. From the end of 2021, the Mechanism is included in the National Entrepreneurship Development Project for 2021-2025.

The purpose of the provided funds is lending to entrepreneurs operating in the manufacturing industry and services and processing in the agro-industrial complex for the purposes of investment and replenishment of working capital. Working capital replenishment is allowed on a revolving basis.

The maximum amount of the loan/leasing for which part of the interest rate is subsidised is not limited.

Subsidies for projects implemented within the list of processing industries in the agro-industrial complex and manufacturing industry are provided for loans/leasing transactions with a nominal interest rate not exceeding the base rate set by the National Bank of Kazakhstan and increased by 4.5 percentage points, of which 12.25% is subsidised by the state and the difference is paid by the entrepreneur.

Subsidising of projects implemented within the list of economic sectors on mining and services is carried out on loans/leasing transactions with a nominal interest rate not exceeding the base rate established by the National Bank of the Republic of Kazakhstan and increased by 4.5 percentage points, of which 10.25% is subsidised by the state and the difference is paid by the entrepreneur.

Subsidy period: for investments - up to 5 years, for working capital replenishment - up to 3 years.

Under the guarantee instrument, the amount of the guarantee within one project of the borrower cannot exceed 50% of the loan amount up to 1 billion tenge inclusive.

Loans with a nominal interest rate - the base rate of the National Bank of the Republic of Kazakhstan and increased by 4.5 percentage points - are subject to guarantee. The term of the guarantee is not more than the term of the loan.

For 2023, within the framework of the Mechanism, the Fund supported:

- - 151 projects were supported under the subsidy instrument for the amount of the loan portfolio of 202.5 billion tenge, and the amount of subsidies paid was 73.7 billion tenge;
- - 14 projects were supported under the guarantee instrument for the amount of the loan portfolio of KZT 5.8 billion, the amount of the guarantee was KZT 2.6 billion.

In 2023, for subsidy and guarantee instruments, all changes were aimed at incentivising MSMEs to maintain existing and create new permanent jobs, increase the production level of domestic enterprises and make financing more accessible. In particular:

✓ within the framework of the National Entrepreneurship Development Project for 2021-2025

1. A measure of support for social entrepreneurship entities is provided within the framework of subsidies and guarantees.

2. An accession agreement is provided along with the signing of a tripartite subsidy agreement for each tranche (subsidies will be carried out on the basis of a payment schedule).

3. Islamic securities with a subsidized coupon rate are provided.

4. The maximum amount of credit/leasing for replenishment of working capital within the framework of the Economy of Simple Things under the subsidy instrument is not more than 5 billion tenge.

5. The subsidization of the remuneration rate within the framework of the Economy of Simple Things and the National Project (transition to a fixed amount of subsidization of the remuneration rate) was revised.

6. Revised the terms of counter obligations of entrepreneurs within the framework of the National Project on Subsidizing and Guaranteeing Instruments.

7. Requirements have been established for leasing companies within the framework of the National Project.

8. Priority sectors of the economy in the manufacturing industry were supplemented within the framework of the Economy of Simple Things (116 GCEA) with the exclusion of goods at the exit by subsidizing and guaranteeing instruments.



9. The term for subsidizing loans in the most key (priority) sectors of the economy (20 GCEA) has been increased to 7 years within the framework of the Economy of Simple Things.

10. Criteria for selecting projects (payback period, net profit, internal rate of return, cash flows) for the amount of a loan for investment purposes over 10 billion tenge have been determined within the framework of the Economy of Simple Things under the subsidy instrument.

11. Subsidies are provided for construction projects and (or) reconstruction and equipment of new hotels of category «3», «4» and «5» stars implemented in regional centers within the framework of the Economy of Simple Things.

12. A differentiated remuneration rate has been established depending on the priority of sectors of the economy within the framework of the Economy of Simple Things.

13. Subsidies are provided for construction projects, expansion of shopping centers, modern-format shopping facilities and multifunctional complexes in trade activities within the framework of the National Project;

14. Increased the period for payment of claims for guarantees from 10 to 20 working days;

15. Monitoring of projects by second-tier banks/microfinance organizations in accordance with the portfolio subsidy agreement;

16. There are requirements for leasing companies within the framework of the National Project.

Programme for financing small and medium-sized enterprises on the principles of Islamic finance

One of the forms of support is preferential lending to entrepreneurs through second-tier banks, microfinance institutions and leasing companies that are Partners of the Fund, which lend to entrepreneurs on preferential terms and for specific purposes in accordance with the requirements of conditional placement programmes.

In March 2021, a new programme of conditional placement of funds in STBs/MFOs for subsequent financing of MSMEs was launched under the UNDP-GEF project 'Reducing Risks of Investing in Renewable Energy Sources (RES)'. The programme is implemented from the funds raised in 2020 through the issuance of green bonds of the Damu Fund with the participation of UNDP. The

programme provides financial support for new and/or existing MSME green projects, including but not limited to: renewable energy, energy efficiency, pollution prevention and control, sustainable management of living natural resources and land use, conservation of terrestrial and aquatic biodiversity, clean transport, sustainable water and wastewater management, climate change adaptation, eco-efficient and/or ada

However, during the year, the Fund realigned some of its conditional allocation products:

- under the programmes from the National Fund of the Republic of Kazakhstan (NF 1, 2, 3 tranches):

- a) the maximum financing limit for one SMSP has been increased from 1,850 million tenge to 3,600 million tenge, the financing limit for beginners of SMSP has been increased from 20 million tenge to 60 million tenge, the list of food industries for which financing is provided without a limit on the amount has been expanded (made on the basis of amendments to the Government decree of 21.09.2021);

- b) a ban is provided on the provision by the Bank of a loan to the ultimate borrower for the purpose of replenishing working capital in terms of paying tax obligations, pension and social contributions to the budget.

- on the Fund's product 'Damu-Leasing' (hereinafter - the Programme for LC):

- a) The list of loan purposes and leasing items has been expanded to include buildings, structures, machinery, land plots and the types of vehicles: railway and air transport. In addition, a minimum tranche amount and a ban on the purchase of luxury cars were established. A variable pricing model was introduced under the Programme for LCs;

- b) it became possible to pledge to the Fund property rights (claims) to the leasing portfolio in addition to leasing items and other liquid collateral;

- for the product 'Damu-Micro' (hereinafter - the MFI Programme) a minimum tranche amount and a ban on the purchase of 'luxury' class cars was established in order to comply with the requirements of the Entrepreneurial Code of the Republic of Kazakhstan. A variable pricing model was introduced under the MFI Programme.

In 2022, the Fund resumed financing of SME factoring transactions.

The regional SME financing programme (Point Regional Programmes) includes a factoring instrument, factoring transactions can now be financed on favourable terms: the loan term is no longer than 36 months, when lending through MFOs on factoring, the loan amount is increased to 20,000 MRP (in exceptional cases by decision of the authorised body of the Damu Fund), factoring partners can also be leasing companies. At the end of 2022 and 2023, funds in the amount of KZT 2 billion were placed under the programme with Bank CenterCredit JSC, and during 2023, 38 SMEs were supported with these funds for a total amount of KZT 4.1 billion.

Also, changes were made to a separate programme 'Damu-Factoring', providing for the participation of microfinance institutions/leasing companies as Partners, the maximum loan amount for SMEs was increased to KZT 500 million through STBs/LK, up to 20,000 MSEs through MFOs, revised interest rates on loans to SMEs through MFOs/LC with recourse - the rate of placement on the Partner, increased not more than 12% per annum, without recourse - the rate of placement on the Partner, increased not more than 13% per annum. At the end of 2022, funds in the amount of KZT 1 billion were placed under this programme in LLP 'MFO «KMF (KMF)», at the expense of these funds in 2023 supported 16 SMEs for a total amount of KZT 1.9 billion.

In 2021, the Fund raised funds through the issue of social bonds in the amount of 1 billion tenge. The raised funds are focused on the implementation of social objectives: financing of micro, small and medium-sized private entrepreneurship through STBs/ MFOs and / or RK in the conditions of pandemic COVID-19 with the possibility of preserving and / or creating jobs, operating on the list of activities according to Annex 1 to the Resolution of the Government of the Republic of Kazakhstan dated 20 April 2020 № 224. The funds are co-financed with the Fund's own funds in the ratio of 1:2. The total pool of funds in the amount of KZT 3 billion was placed at the end of 2021 in JSC 'Bank RBK', at the expense of these funds during 2023 supported 15 SMEs (53 loans) totalling KZT 4.1 billion.



Programme for financing small and medium-sized enterprises on the principles of Islamic finance

One of the strategic directions of Damu Foundation's activities is the implementation of a product oriented towards financing SMEs in accordance with the principles and norms of Islamic finance.

As part of the implementation of this strategic objective, the Damu Foundation launched a programme on the principles of Islamic finance at its own expense in 2020.

Financial support is provided to SMEs that operate and implement projects in accordance with Shariah and meet the requirements of the Fund's programme. Funds are channelled to MSMEs through second-tier Islamic banks and leasing companies.

The Shariah prohibits granting a loan at a lending interest or any remuneration from the borrower. Shariah prohibits wastefulness. Money in Islamic finance can only be used as a measure of the value of a commodity and not as the commodity itself. Shariah permits the sale of a commodity or asset with instalment payments and the addition of a mark-up on the commodity. In Islamic finance, money is used to buy and sell real assets. In the practice of Damu Fund's partners, two financing instruments are mainly used: murabaha and ijarah. In murabaha, the borrower receives cash in the end, while ijarah is an analogue of traditional leasing.

Another difference between Islamic credit organisations and conventional ones is that it is forbidden to take advantage of a debtor's plight to obtain additional benefits. The Koran advises to give a delay until the situation of the borrower improves, encourages forgiveness of debts. Therefore, organisations do not impose sanctions, fines, penalties, penalties on the client. Those who have defaulted on instalment or mortgage payments will not be bothered by debt collectors and courts, with late payment penalties going to charity. It is this soft attitude that attracts people, encouraging them to borrow from Islamic financial institutions.

The partners of the Programme are Al Hilal Islamic Bank JSC and Kazakhstan Ijara Company JSC, to whom the Fund has placed funds in the amount of KZT 16.4 billion since the beginning of the Programme. During 2023, these funds supported 20 SMEs for a total amount of KZT 6.1 billion.

In 2023, the Fund supported 3,330 projects for a total of KZT 198 billion in loans across all products under conditional placement programmes.

In 2023, the Fund continued implementation of the product 'Regional Financing of Small and Medium-Sized Private Entrepreneurship' (hereinafter - the Programme). Within the framework of which SMEs of a certain region/city are financed. The essence of the Programme is the joint allocation of funds by Akimats (hereinafter - LEB) and the Fund to finance entrepreneurs.

In 2023, the Programme attracted co-financing from the MIOs of Almaty, Astana, Shymkent, Abay, Aktobe, East Kazakhstan, Karaganda, Kostanay regions in the amount of 3,850 billion tenge. At the same time, funds in the amount of KZT400 million raised from the LEB of Shymkent city were returned.

Development of information technologies in the Fund

In 2023, as part of the digitalization of public services, the IT division of the Fund carried out the following measures:

1. The OnlineDamu mobile application was developed and implemented. Through this application, entrepreneurs can apply for state support measures, receive notification of the status of the application, and electronically sign documents. The process has become more transparent and the period for receiving state support has been reduced.

2. A service has been introduced for signing electronic applications (consents) of legal entities and individual entrepreneurs in the Doculite system to receive data from the State Revenue Committee of the Ministry of Finance of the Republic of Kazakhstan. Through the created service, it is planned to obtain at least 80 thousand electronic consents in 2024.

3. Showcases and dashboards have been created for the structural divisions of the Fund. The use of dashboards increases the transparency and availability of quality data, allows for comprehensive data management of the Fund and opens access to data for prompt decision-making.



GLOSSARY

1. Entrepreneur - a small and (or) medium-sized business entity, carrying out its activities in accordance with the Entrepreneurial Code of the Republic of Kazakhstan
2. SMEs - small and medium-sized enterprises
3. SME - small and medium entrepreneurship
4. SMEs - small and medium-sized business entities
5. SMME - Small, Medium & Micro Enterprises
6. STB - second-tier bank
7. LEB - local executive bodies
8. NB RK - National Bank of the Republic of Kazakhstan
9. CIT - Corporate Income Tax
10. GVA - gross value added
11. GRP - gross regional product
12. GDP - gross domestic product
13. MFO - microfinance organizations
14. LC - leasing companies
15. SC - Service Center
16. GP - government program
17. BR - Business Roadmap
18. Subsidies agreement - a tripartite written agreement concluded between a financial agency, a bank /leasing company and an entrepreneur, under which the financial agency partially subsidizes the interest rate on the entrepreneur's loan / leasing issued by the bank / leasing company in the form approved by the authorized body on entrepreneurship
19. Guaranteeing - a form of state support for entrepreneurs, provided in the form of a partial guarantee as security for the fulfillment of obligations under an entrepreneur's loan, on the terms of the Program and in accordance with the guarantee agreement
20. The program of conditional allocation of funds (PCAF) is one of the instruments for implementing state policy on financial support of small and medium-sized businesses in the Republic of Kazakhstan. It is implemented through providing the second-tier banks with the Fund's financial resources (funding) on certain (targeted and restrictive) conditions for subsequent lending to SMEs. At the same time, one of the basic principles of working with partner banks is the policy of non-interference in their internal procedures and the lending process on the part of the Fund, as well as their full responsibility for the risks of decisions made