



ҚазМұнайГаз
NATIONAL COMPANY ҰЛТТЫҚ КОМПАНИЯСЫ

NC KMG

Operational and financial results 2Q and 1H 2017



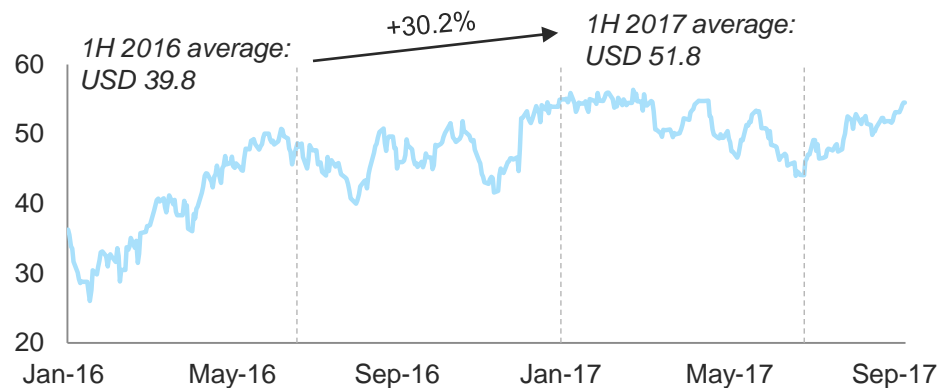
Disclaimer

Forward-looking statements

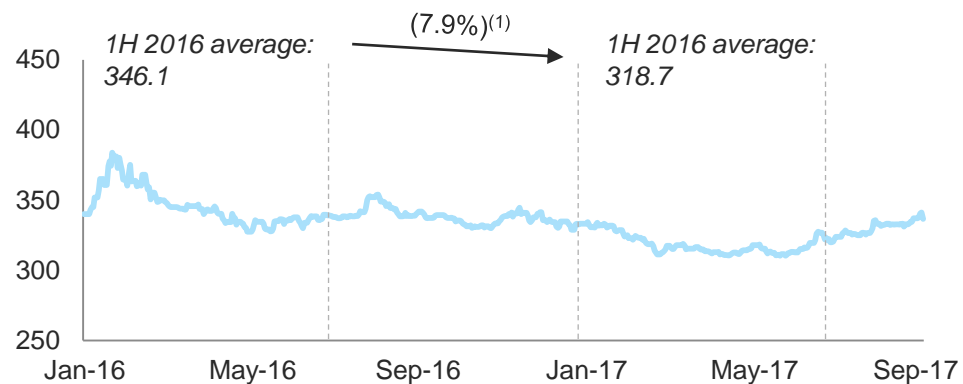
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Macroeconomic environment

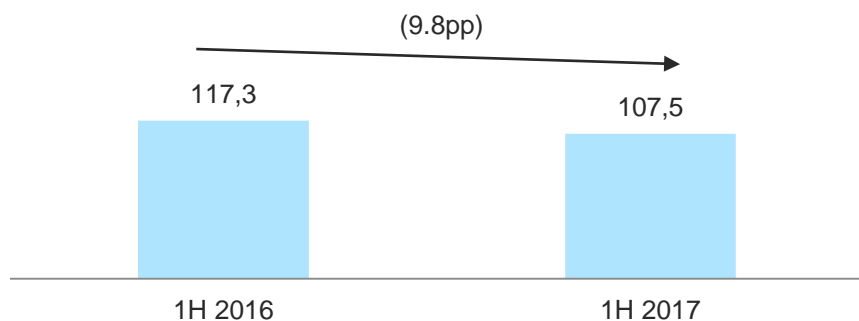
Brent price (USD/bbl)



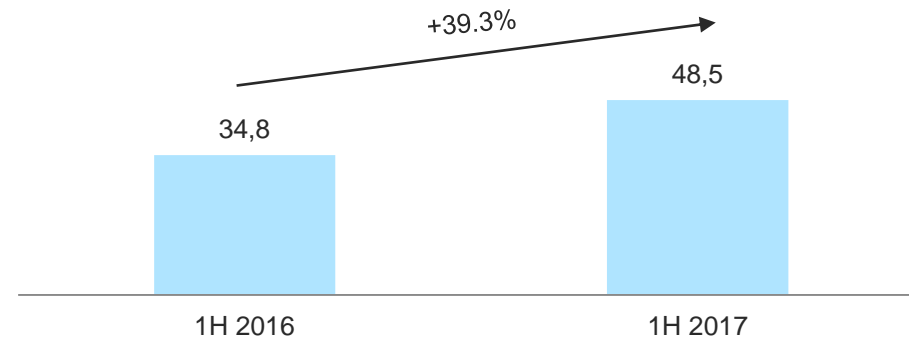
USD/KZT rate



Kazakhstan CPI



Export duty per barrel (USD/tonne)



(1) Or 8.6% appreciation of KZT vs USD
Source: Company data

Key developments in 1H 2017

Upstream

- ✓ Kashagan (NCOC) produced 291kt of oil net to NC KMG in 1H 2017 following launch of commercial production in November 2016
- ✓ On 10 August 2017, Kashagan received additional prepayment in the amount of USD 600m and made early repayment of the second tranche of deferred obligation under the 2008 PSA

Downstream

- ✓ On 30 June 2017, Phase 1 of Shymkent refinery modernisation was completed (a gasoline tops isomerization plant commissioned)
- ✓ Modernisation works at Atyrau and Pavlodar refineries planned to be completed in 2017, Shymkent refinery upgrade to be completed in 2018

Corporate / Financing

- ✓ In April 2017, NC KMG issued a new triple-tranche USD Eurobond rated Baa3/BB/BBB- for the total amount of USD 2.75bn, which represented the largest corporate transaction from the CIS since 2013
- ✓ In May 2017, KMG EP (63% owned by NC KMG) received prepaid tax payments in the amount of KZT 27bn returned as a result of appeal for 2009-2012 tax audit
- ✓ On 3 August 2017, Moody's revised its outlook on NC KMG credit rating from "Negative" to "Stable"

Source: Company data

Summary operating and financial highlights (1H 2017)

	Item	Unit	1H 2017	1H 2016	% change
Upstream	Oil and condensate production	kt	11,617	11,325	2.6
	Gas production	mcm	4,032	3,675	9.7
Midstream	Oil transportation	kt	31,989	31,661	1.0
	Pipelines	kt	28,893	28,278	2.2
	Sea transport	kt	3,096	3,383	(8.5)
	Gas transportation	mcm	47,667	44,892	6.2
Downstream	Refining throughput	kt	8,177	8,168	0.1
Financial highlights	Revenue	KZTbn	1,144	694	64.9
		USDm ⁽⁴⁾	3,589	2,009	78.6
	EBITDA ⁽¹⁾⁽²⁾	KZTbn	588	372	58.1
		USDm ⁽⁴⁾	1,844	1,078	71.1
	Net profit	KZTbn	274	104	162.6
		USDm ⁽⁴⁾	861	303	184.5
	Capex ⁽³⁾	KZTbn	266	263	1.0
		USDm ⁽⁴⁾	833	762	9.4
	Net debt ⁽¹⁾	KZTbn	1,130	1,136 ⁽⁶⁾	(0.5)
		USDm ⁽⁵⁾	3,506	3,354 ⁽⁶⁾	4.5

(1) Calculated with relevant adjustments made for the assets classified as for sale

(2) The Company calculates EBITDA for any relevant period as profit before income tax for such period plus finance cost for such period plus depreciation, depletion, amortisation and impairment of long-lived assets for such period

(3) Capital expenditure as reported in segmental reporting section of the financial statements

(4) Converted from KZT to USD at the following exchange rates: for 1H 2017 – 318.7, for 1H 2016 – 345.3

(5) Converted from KZT to USD at the following exchange rates: for 1H 2017 – 322.3, for 1H 2016 – 338.7

(6) Net debt is as at YE2016

Source: Company data

Summary operating and financial highlights (2Q 2017)

	Item	Unit	2Q 2017	1Q 2017	% change
Upstream	Oil and condensate production	kt	5,856	5,761	1.6
	Gas production	mcm	2,002	2,030	(1.4)
Midstream	Oil transportation	kt	16,227	15,764	2.9
	Pipelines	kt	14,631	14,264	2.6
	Sea transport	kt	1,596	1,500	6.4
	Gas transportation	mcm	19,253	25,618	(24.8)
Downstream	Refining throughput	kt	3,981	4,194	(5.1)
Financial highlights	Revenue	KZTbn	552	592	(6.7)
		USDm ⁽²⁾	1,752	1,837	(4.6)
	Net profit	KZTbn	171	103	66.5
		USDm ⁽²⁾	544	320	70.3
	Capex ⁽¹⁾	KZTbn	137	129	6.4
		USDm ⁽²⁾	435	400	8.6

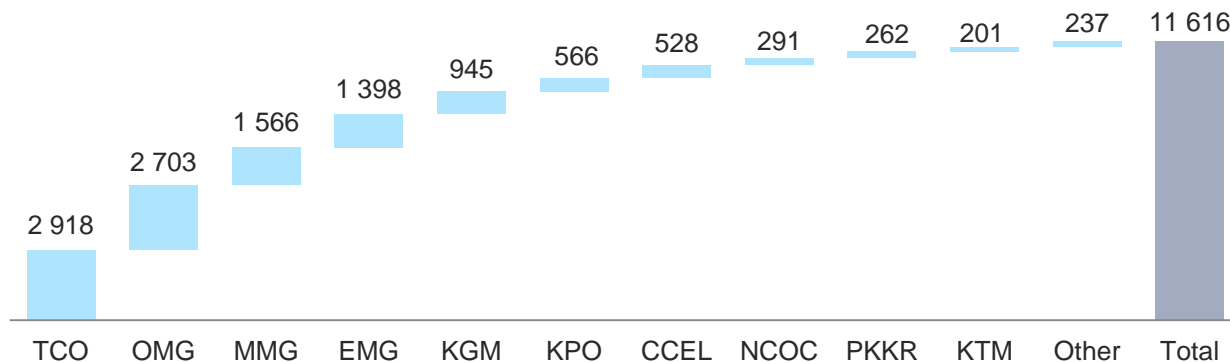
(1) Capital expenditure as reported in segmental reporting section of the financial statements

(2) Converted from KZT to USD at the following exchange rates: for 2Q 2017 – 315.0, for 1Q 2017 – 322.3

Source: Company data

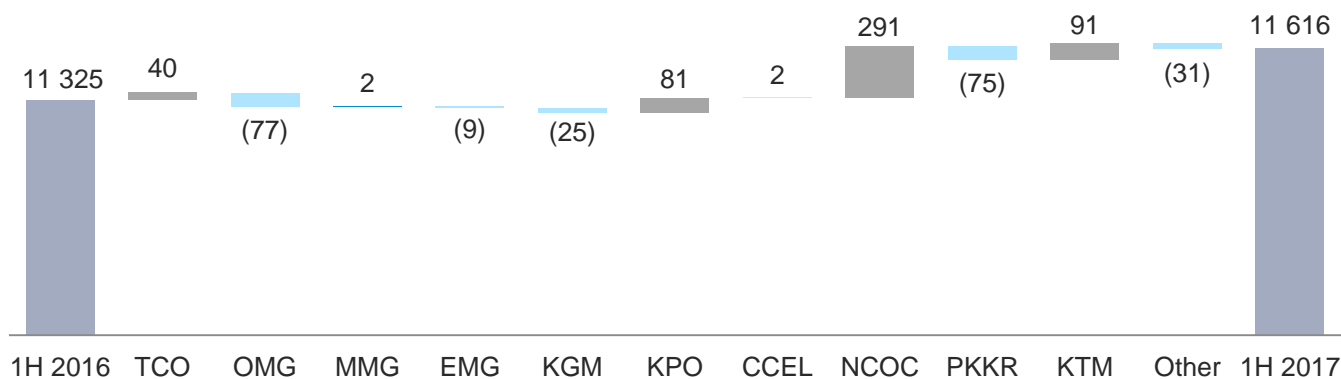
Key operating results: upstream (1/2)

Oil and condensate production in 1H 2017 (kt)



- Major contributors to oil and condensate production in 1H 2017 were TCO, OMG, MMG and EMG

Oil and condensate production (1H 2017 vs 1H 2016, kt)

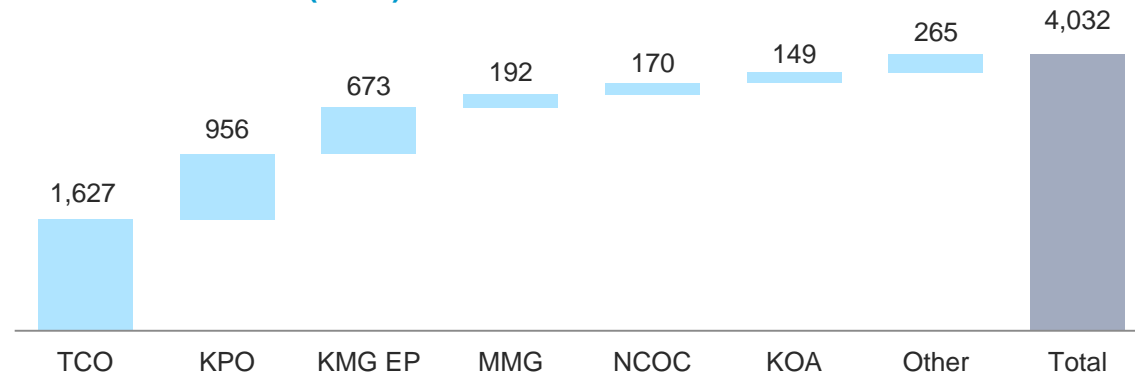


- Increase in production of oil and condensate in 1H 2017 was mainly driven by start of production at Kashagan (NCOC)
- KPO contributed to 1H 2017 production post production halts in 2016
- OMG and EMG production decline was in line with adopted production programme for 2017

Source: Company data

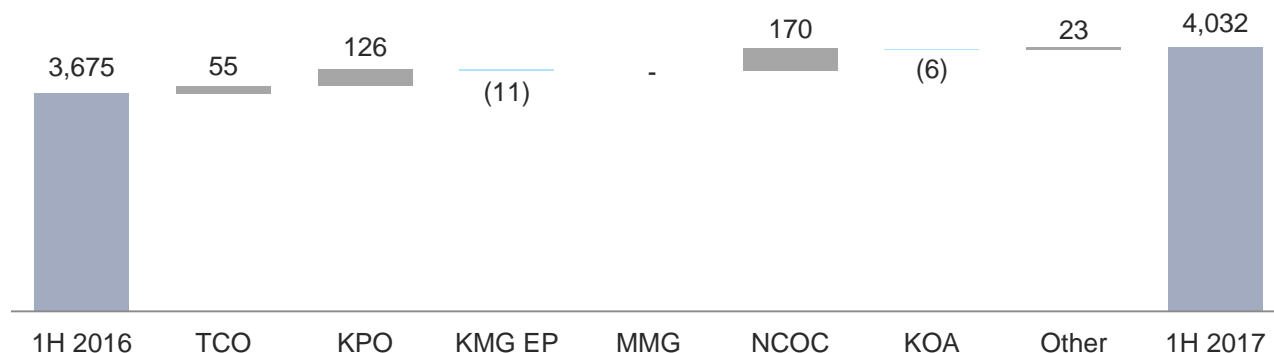
Key operating results: upstream (2/2)

Gas production in 1H 2017⁽¹⁾ (mcm)



- Major contributors to gas production in 1H 2017 were TCO, KPO and KMG EP

Gas production⁽¹⁾ (1H 2017 vs 1H 2016, mcm)

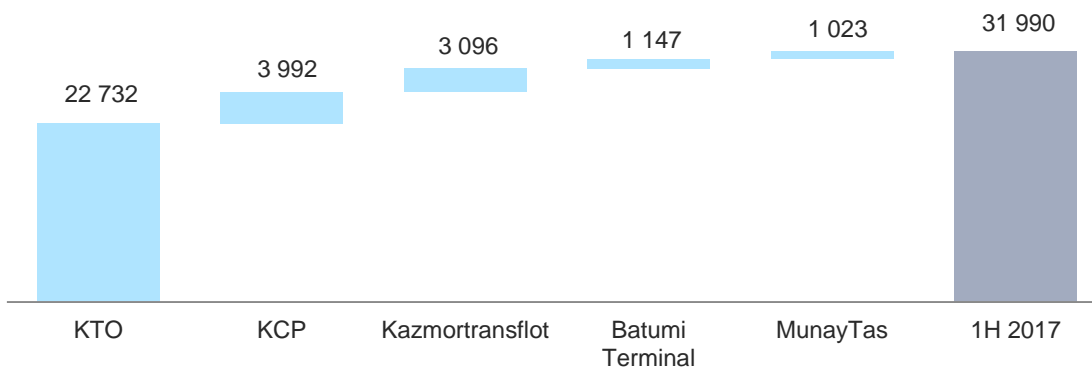


- Start of gas production at Kashagan was one of the key factors of production increase
- KPO contributed to 1H 2017 production post production halts in 2016

(1) Total production including gas for reinjection
Source: Company data

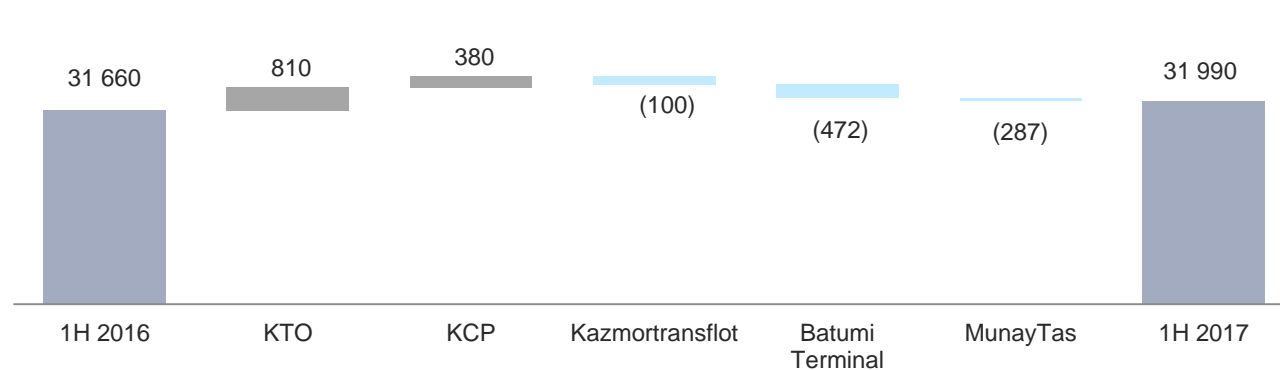
Key operating results: midstream

Total hydrocarbons transportation in 1H 2017 (kt)



- Major contributors to hydrocarbons transportation in 1H 2017 were KTO, KCP and Kazmortransflot

Total hydrocarbons transportation (1H 2017 vs 1H 2016, kt)

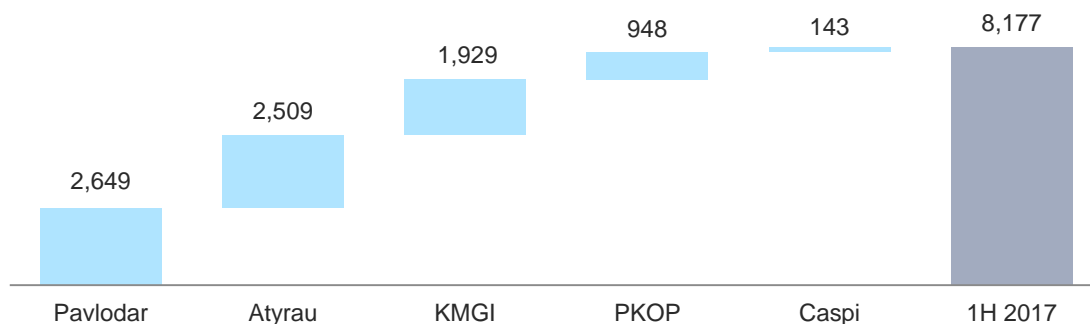


- Volumes at KTO increased due to a new agreement with Rosneft and start of production at Kashagan (NCOC)
- Decline at Batumi Terminal was driven by redirection of light oil products from Azerbaijan to the port of Kulevi and lower volumes from Turkmenistan
- Lower volumes of oil shipments to Turkmenistan and Azerbaijan were also a key factor of decline

Source: Company data

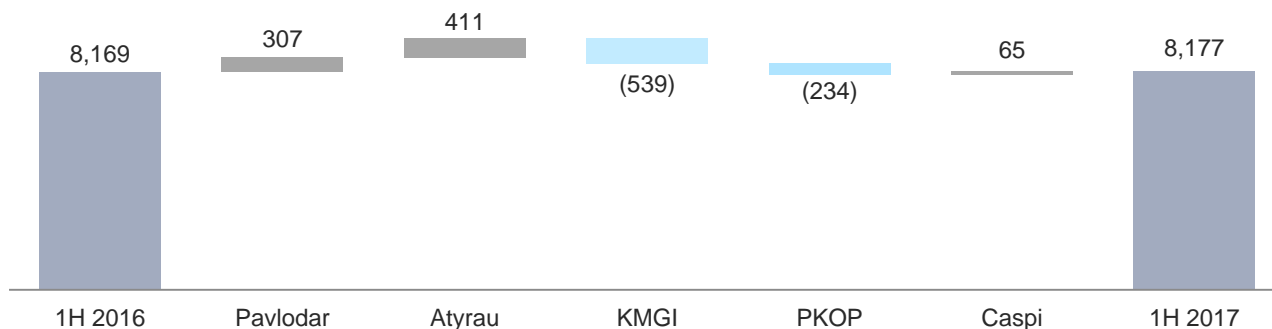
Key operating results: downstream

Refining throughput in 1H 2017⁽¹⁾ (kt)



- Major contributors to refining volumes in 1H 2017 were Pavlodar refinery, Atyrau refinery and KMGI

Refining throughput⁽¹⁾ (1H 2017 vs 1H 2016, kt)

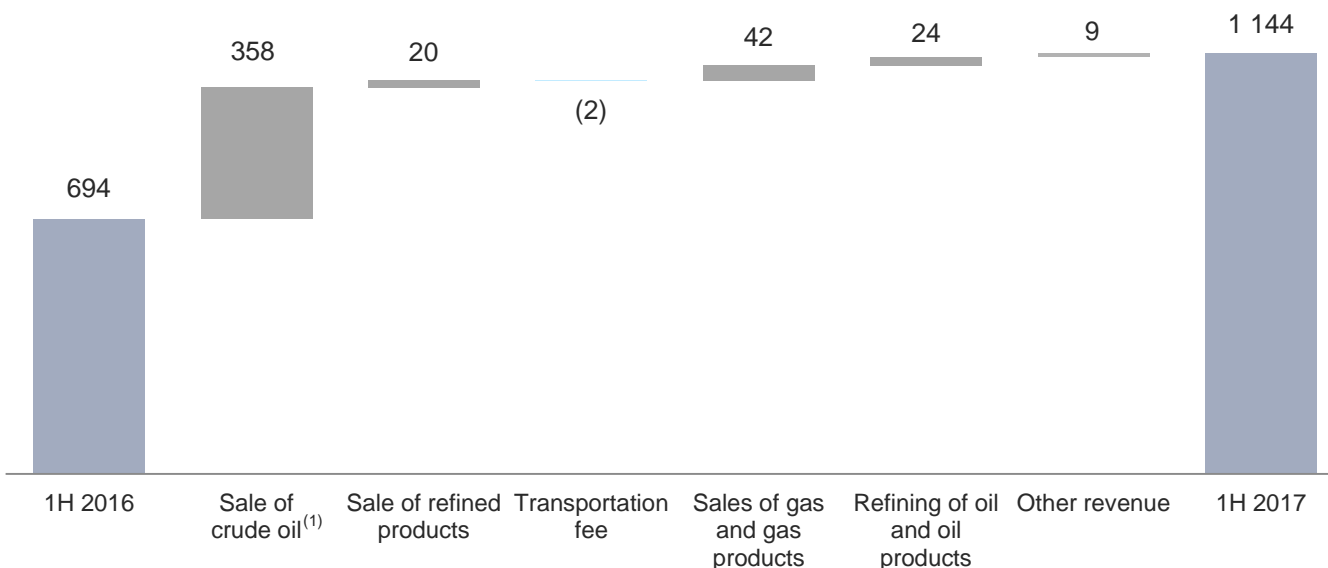


- Refining of oil from third parties and KMG EP increased at Atyrau and Pavlodar refineries
- Volumes at PKOP decreased due to scheduled repair works in March-April 2017
- Unfavorable weather conditions at the Black Sea affected performance of KMGI

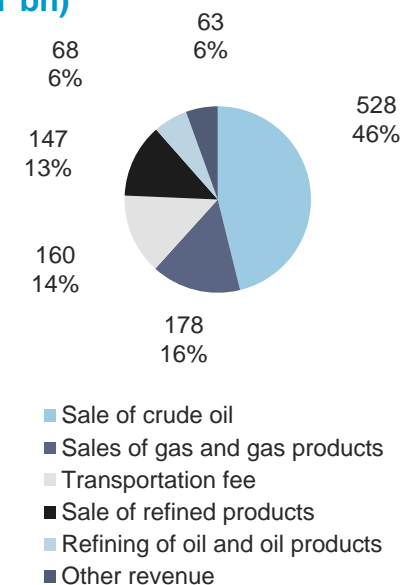
(1) Refining volume is regulated via Production program affirmed by the Ministry of Energy of Kazakhstan
Source: Company data

Key financial results: revenue

Revenue dynamics (KZT bn)



Revenue composition in 1H 2017 (KZT bn)

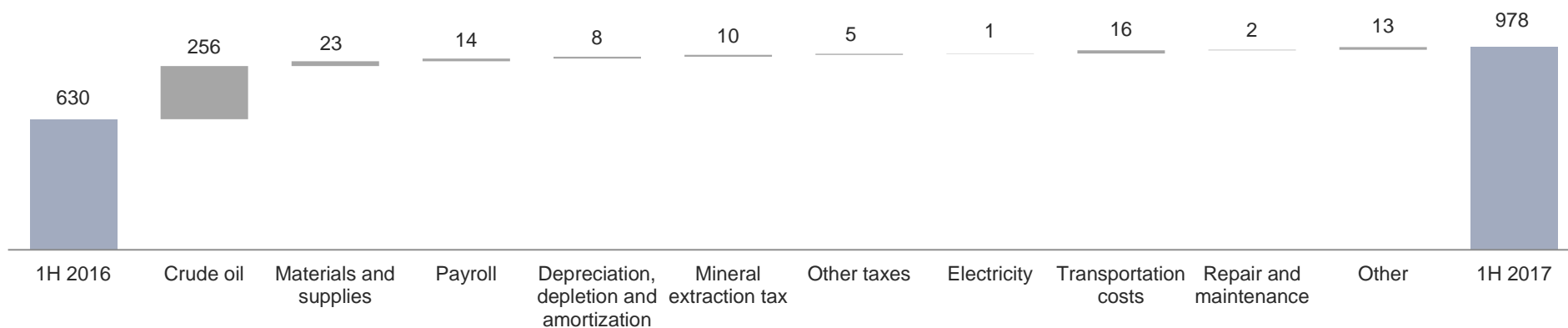


- Increase in revenue is primarily driven by
 - growth in sales of crude oil under TCO Advanced Oil Sale Transaction
 - higher oil prices in 1H 2017 compared to 1H 2016 (average Brent price increase by 30% YoY)
 - growth in income from sales of refined products and from refining & oil products is in line with increased refining volumes at 3 Kazakh refineries out of four (overall increase at 3 refineries is +17%YoY)

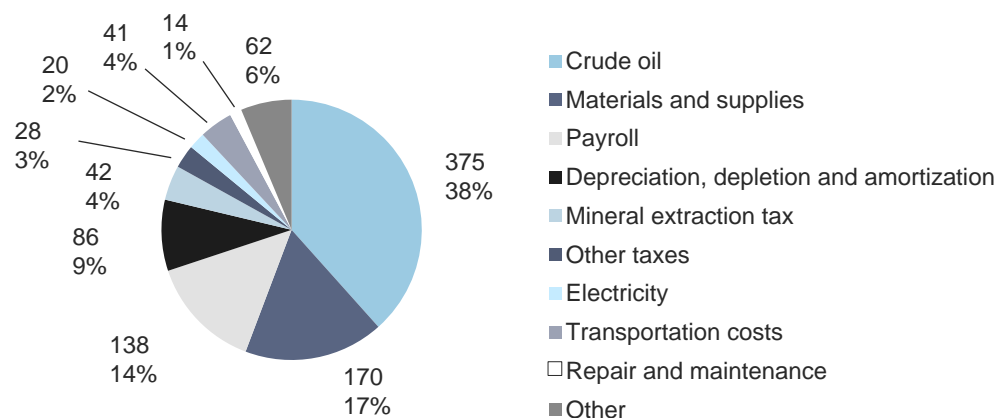
(1) Including change in quality bank for crude oil
Source: Company data

Key financial results: cost of sales

Cost of sales (KZT bn)



Cost of sales composition in 1H 2017 (KZT bn)

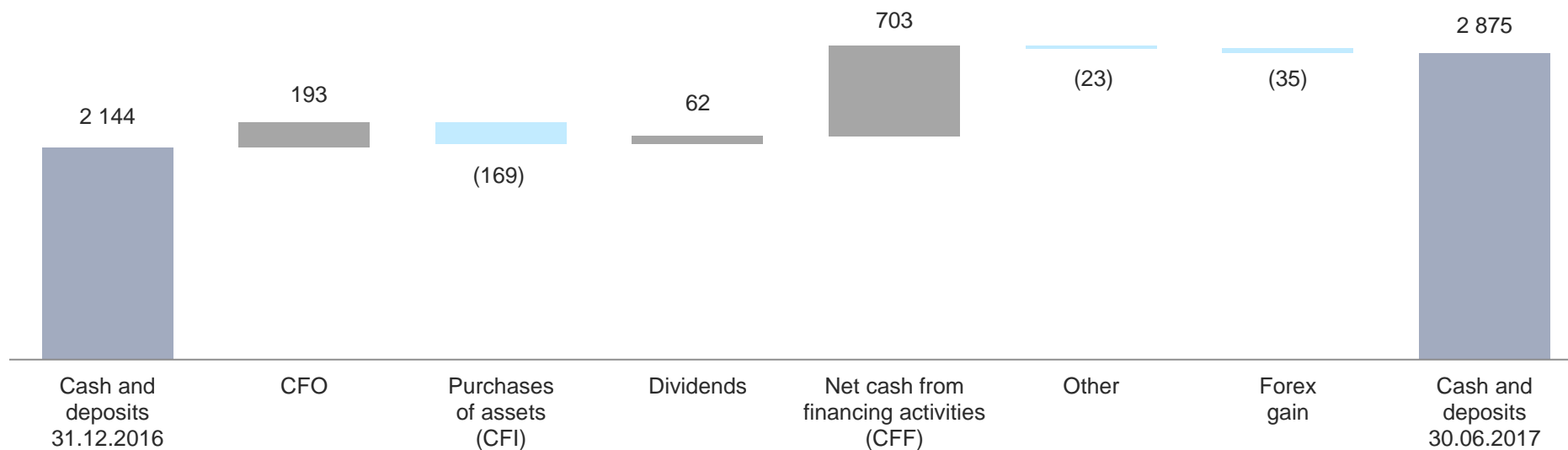


- Increase in cost of sales is mainly attributable to growth in cost of crude oil which relates to sales of crude oil pursuant to the TCO Advanced Oil Sale Transaction
- Gross margin increased from 9.2% in 1H 2016 to 14.5% in 1H 2017

Source: Company data

Cash & deposits

Changes in cash and deposits over 1H 2017⁽¹⁾ (KZT bn)



- NC KMG demonstrated positive cash dynamics in H1 2017, primarily driven by substantial cash from financing activities (mainly from USD 2.75bn Eurobond issue) as well as contribution of cash flow from operating activities

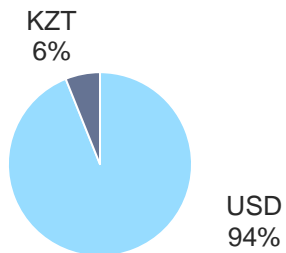
(1) Including the share of discontinued operations
Source: Company data

Debt overview

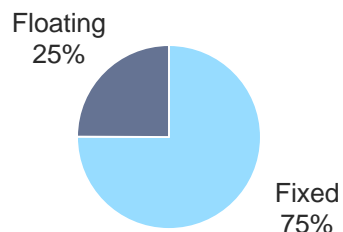
Debt position (as of 30-Jun-17)

- Total debt as of 30-Jun-17 is KZT 4,005bn, or c.USD 12.4bn

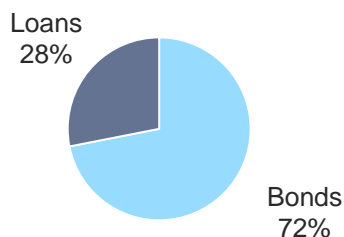
By currency



By interest rate



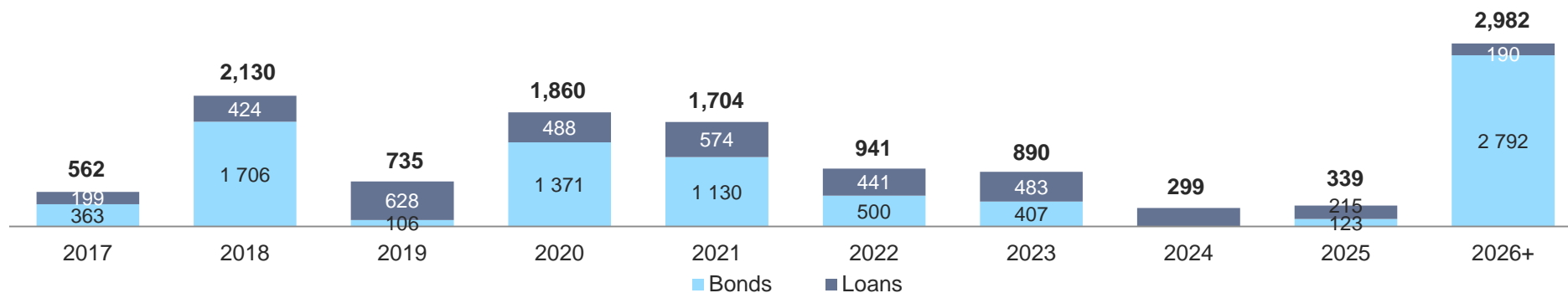
By instrument type



Highlights

- Rated Baa3 / BBB- / BB by Moody's / Fitch / S&P
- In 1H 2017, NC KMG further improved its debt portfolio structure and, among other things:
 - optimised debt maturity schedule shifting a significant share of indebtedness to 2026 and beyond
 - issued a new triple-tranche USD 2.75 billion Eurobond (due in 2022, 2027 and 2047)

Long-term debt maturity profile (USDm⁽¹⁾)



(1) Converted from KZT to USD at the exchange rate of 322.3 (as of 30 June 2017)
Source: Company data

Leverage dynamics

Item	Unit	YE2014	YE2015	YE2016	1H2017
Gross debt	USDm	17,018	10,197	9,840	12,427
Cash	USDm	8,878	5,309	6,433	8,920
Net debt	USDm	8,141	4,888	3,406	3,506
Guaranteed obligations ⁽¹⁾	USDm	545	566	718	732
Net Debt/EBITDA⁽²⁾	x	3.18	2.75	1.66	1.64

- Leverage has been gradually decreasing over the last years – net debt/EBITDA amounted to 1.64x as of 30 June 2017
- For the purposes of covenant testing, net debt includes guaranteed obligations at Beineu-Shymkent Gas Pipeline LLP

(1) Beineu-Shymkent Gas Pipeline LLP (50% owned by KMG)

(2) In accordance with Bond definition for covenant testing

Source: Company data

Prepayments overview

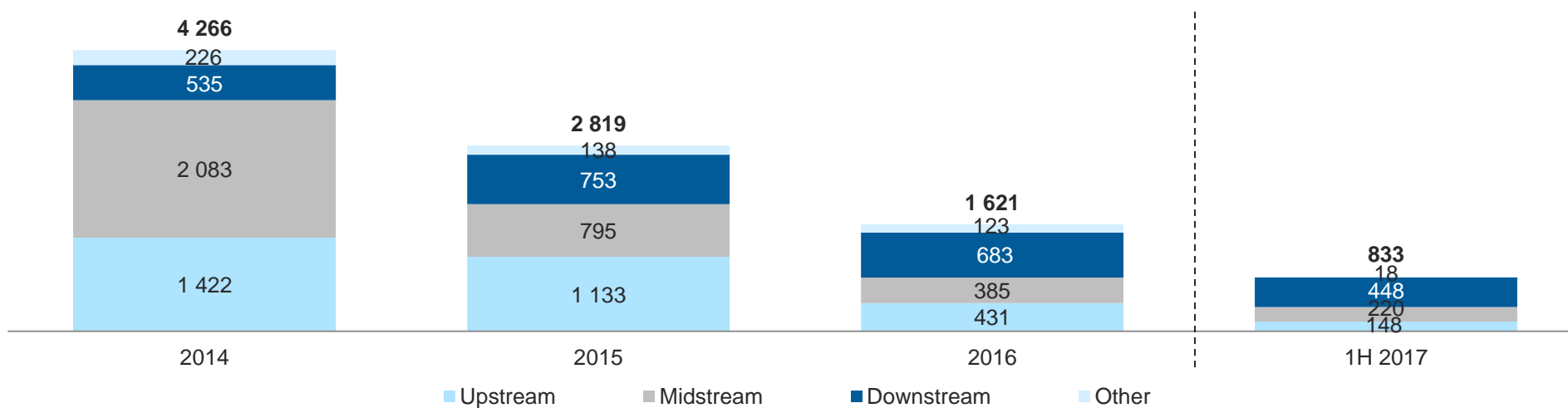
Item	Unit	YE2014	YE2015	YE2016	1H2017
Prepayments for TCO crude oil deliveries	USDm			3,000	2,750
Prepayments for Kashagan crude oil deliveries ⁽¹⁾	USDm			1,000	1,000

- In 2016 NC KMG entered into a long-term crude oil and LPG supply agreement involving prepayments
- Total minimum delivery volume is c.30mt of crude oil and 1mt of LPG in the period from the date of the contract to March 2020
- In 1H 2017 NC KMG partially settled the prepayments by oil supply in the total amount of USD 250 million

(1) At Kashagan BV level (50% owned by KMG)
Source: Company data

Capex overview

Historical capex (USDm⁽¹⁾)



Key investment projects

- Modernisation works at the Atyrau refinery
- Construction works at the Pavlodar refinery
- NC KMG exploration projects
- KMG EP production support and volume increase capex

(1) Converted from KZT to USD at the following exchange rates: for 2014 – 179.1, for 2015 – 222.3, for 2016 – 341.8, for 1H 2017 – 318.7

Source: Company data



Appendix

Interim condensed consolidated balance sheet

	(000s of KZT)	
	As of 30 June 2017	As of 31 December 2016
Assets		
Non-current assets		
Property, plant and equipment	3,098,985,688	2,953,135,665
Exploration and evaluation assets	229,871,551	231,553,168
Investment property	28,909,630	29,480,044
Intangible assets	114,625,393	116,488,612
Long-term bank deposits	47,940,337	50,027,102
Investments in joint ventures and associates	3,721,004,864	3,706,276,810
Deferred income tax asset	59,952,715	71,909,033
VAT receivable	91,871,029	71,918,992
Advances for non-current assets	124,892,295	139,185,121
Bonds receivable from the Samruk-Kazyna	37,837,823	37,683,003
Note receivable from a shareholder of a joint venture	18,530,886	16,695,758
Note receivable from associate	30,808,367	34,837,804
Loans due from related parties	483,063,745	476,777,932
Other non-current assets	27,611,017	20,687,850
Total non-current assets	8,115,905,340	7,956,656,894
Current assets		
Inventory	107,235,277	98,776,900
VAT receivable	80,531,716	68,719,671
Income tax prepaid	37,744,923	74,457,414
Trade accounts receivable	175,667,786	279,811,631
Short-term bank deposits	1,862,170,183	1,182,669,493
Bonds receivable from Samruk-Kazyna	2,220,000	4,440,000
Loans due from related parties	114,829,658	113,616,133
Note receivable from a shareholder of a joint venture	17,034,122	17,617,100
Other current assets	130,717,782	149,079,608
Cash and cash equivalents	933,671,463	878,438,350
Total current assets	3,461,822,910	2,867,626,300
Assets classified as held for sale	1,012,925,350	1,058,794,076
	4,474,748,260	3,926,420,376
Total assets	12,590,653,600	11,883,077,270

Source: Consolidated financial statements for the six months ended 30 June 2017

Interim condensed consolidated balance sheet (cont'd)

	(000s of KZT)	
	As of 30 June 2017	As of 31 December 2016
Equity		
Share capital	709,344,505	696,376,625
Additional paid-in capital	241,883,160	243,655,405
Other equity	115,195	222,074
Currency translation reserve	1,265,037,452	1,372,771,521
Retained earnings	3,355,330,918	3,163,685,193
Attributable to equity holder of the Parent Company	5,571,711,230	5,476,710,818
Non-controlling interest	813,004,503	801,560,097
Total equity	6,384,715,733	6,278,270,915
Non-current liabilities		
Borrowings	3,559,110,310	2,706,101,321
Provisions	144,856,432	139,371,823
Deferred income tax liabilities	286,073,677	264,599,978
Financial guarantee	11,488,619	12,259,980
Prepayment on oil supply agreements	553,016,931	738,572,306
Other non-current liabilities	50,728,398	52,509,205
Total non-current liabilities	4,605,274,367	3,913,414,613
Current liabilities		
Borrowings	247,097,715	366,438,649
Provisions	78,702,631	94,394,277
Income tax payable	9,730,663	2,301,839
Trade accounts payable	192,432,763	260,137,009
Other taxes payable	52,909,893	34,014,457
Financial guarantee	1,321,894	1,211,481
Prepayment on oil supply agreements	322,270,000	249,967,500
Other current liabilities	171,724,203	119,042,249
Total current liabilities	1,076,189,762	1,127,507,461
Liabilities directly associated with assets classified as held for sale	524,473,738	563,884,281
Total liabilities	6,205,937,867	5,604,806,355
Total equity and liabilities	12,590,653,600	11,883,077,270

Source: Consolidated financial statements for the six months ended 30 June 2017

Interim condensed consolidated income statement

	(000s of KZT)	
	1H 2017	1H 2016
Revenue	1,143,864,345	693,756,422
Cost of sales	(977,661,272)	(629,641,916)
Gross profit	166,203,073	64,114,506
General and administrative expenses	(32,269,212)	(64,970,264)
Transportation and selling expenses	(132,846,145)	(94,827,509)
Impairment of property, plant and equipment, exploration and evaluation assets and intangible assets, other than goodwill	(2,971,703)	(1,912,153)
Loss on disposal of property, plant and equipment, intangible assets and investment property, net	(1,020,522)	(5,366,273)
Other operating income	5,733,211	8,880,769
Other operating expenses	(14,085,447)	(8,951,245)
Operating profit/(loss)	(11,256,745)	(103,032,170)
Net foreign exchange gain/(loss)	18,658,552	(2,802,575)
Finance income	56,694,233	50,510,545
Finance cost	(138,114,147)	(111,452,613)
Reversal of impairment of investments in joint ventures	14,686,162	-
Net loss on acquisition on subsidiary	(3,249,292)	-
Share in profit of joint ventures and associates, net	179,460,566	101,959,817
Profit/(loss) before income tax	116,879,329	(64,816,995)
Income tax expense	(90,844,654)	(67,223,554)
Gain/(loss) for the period from continuing operations	26,034,675	(132,040,549)
Profit after income tax for the period from discontinued operations	248,347,479	236,520,010
Net profit for the period attributable to:	274,382,154	104,479,461
Equity holders of the Parent Company	242,814,392	81,707,296
Non-controlling interests	31,567,762	22,772,165
	274,382,154	104,479,461

Source: Consolidated financial statements for the six months ended 30 June 2017

Interim condensed consolidated income statement (cont'd)

	(000s of KZT)	
	1H 2017	1H 2016
Other comprehensive income		
Other comprehensive income/(loss) to be reclassified to profit or loss in subsequent periods		
Exchange differences on translation of foreign operations	(114,243,111)	(474,099)
Disposal of joint ventures	(423,776)	
Other comprehensive income/(loss) to be reclassified to profit or loss in subsequent periods	(144,666,887)	(474,099)
Other comprehensive (loss)/income not to be reclassified to profit or loss in subsequent periods		
Actuarial (loss)/gain on defined benefit plans of the Group	(37,718)	161,359
Actuarial loss on defined benefit plans of joint ventures	(170,534)	(912,757)
Write-off of deferred tax assets	(150,746)	
Other comprehensive loss not to be reclassified to profit or loss in subsequent periods	(358,998)	(751,398)
Other comprehensive income/(loss) for the period	(115,025,885)	(1,225,497)
Total comprehensive income for the period, net of tax	159,356,269	103,253,964
Total comprehensive income for the period attributable to:		
Equity holders of the Parent Company	134,736,502	80,400,549
Non-controlling interests	24,619,767	22,853,415
	159,356,269	103,253,964

Source: Consolidated financial statements for the six months ended 30 June 2017

Interim condensed consolidated statement of cash flows

	(000s of KZT)	
	1H 2017	1H 2016 (restated) ⁽¹⁾
Cash flows from operating activities		
Receipts from customers	2,473,159,114	2,876,231,564
Payments to suppliers	(1,646,611,125)	(1,114,506,140)
Other taxes and payments	(384,880,262)	(379,564,791)
Income taxes paid	(48,044,202)	(58,837,901)
Interest received	44,898,915	30,468,423
Interest paid	(95,941,476)	(76,817,257)
Payments to employees	(170,949,138)	(152,507,549)
Taxes received from Tax authorities	47,321,875	3,739,488
Other payments	(26,304,900)	(34,608,173)
Net cash flow from operating activities	192,648,801	1,093,597,664
Cash flow from investing activities		
(Withdrawal)/placement of bank deposits, net	(711,377,929)	132,040,296
Purchase of property, plant and equipment, intangible assets, investment property and exploration and evaluation assets	(168,647,760)	(166,019,365)
Proceeds from sale of property, plant and equipment, intangible assets, investment property and exploration and evaluation assets	505,754	301,354
Proceeds from acquisition of subsidiaries	180,678	–
Dividends received from joint ventures and associates	61,654,826	12,560,016
Acquisition of and contribution to joint ventures	(2,625)	(56,334,899)
Refund of contribution to joint ventures	489,960	1,672,268
Repayment of loan due from related parties	325,158	15,741,731
Note receivable from associate	115,684	3,583,938
Loans given to related parties	(24,733,948)	(81,805,922)
Net cash flow used in investing activities	(841,490,202)	(138,260,583)

(1) The Group changed method of presentation of consolidated cash flow statement
Source: Consolidated financial statements for the six months ended 30 June 2017

Interim condensed consolidated statement of cash flows

	(000s of KZT)	
	1H 2017	1H 2016 (restated) ⁽¹⁾
Cash flows from financing activities		
Proceeds from borrowings	930,211,668	249,999,814
Repayment of borrowings	(221,282,206)	(457,230,778)
Distributions to Samruk-Kazyna	-	(2,202,898)
Dividends paid to Samruk-Kazyna and national Bank of RK	-	(31,104,442)
Dividends aid to non-controlling interests	(5,997,716)	(5,150,989)
Issue of shares	1	1
Net cash flow from/ (used in) financing activities	702,931,747	(245,689,292)
Effects of exchange rate changes on cash and cash equivalents	568,919	10,352,403
Net change in cash and cash equivalents	54,659,265	720,000,192
Cash and cash equivalents, at the beginning of the period	905,452,511	808,434,139
Cash and cash equivalents, at the end of the period	960,111,776	1,528,434,331

(1) The Group changed method of presentation of consolidated cash flow statement
Source: Consolidated financial statements for the six months ended 30 June 2017

Abbreviations list

NC KMG – JSC National Company KazMunaiGas
TCO – Tengizchevroil LLP
KPO - Karachaganak Petroleum Operating B.V.
MMG – JSC Mangystaumunaigaz
OMG – JSC OzenMunaiGas
KGM – JV Kazgermunai LLP
EMG – JSC EmbaMunaiGas
CCEL – CITIC Canada Energy Limited (holds 94% in JSC Karazhanbasmunai)
PKKR – JSC PetroKazakhstan Kumkol Resources
NCOC – North Caspian Operating Company N.V.
PKOP – PetroKazakhstan Oil Products LLP
KTO – JSC KazTransOil
KCP - Kazakhstan-China Pipeline LLP
MunayTas – JSC MunayTas North-West Pipeline Company
KMG I – KMG International
Caspi – JSC “Caspi Bitum JV”
KMG EP - JSC KazMunaiGas Exploration Production
KTM - Kazakhturkmunai LLP
KOA - Kazakhoil Aktobe LLP
bbl – barrel
kt – thousand tonnes
mt – million tonnes
LPG – liquefied petroleum gas
KZT –Tenge (national currency)
USD - US dollars
bn – billion
mcm – million cubic meters
bcm – billion cubic meters