



INVESTMENT PROJECTS

of West Kazakhstan region



AQJAIYQ
SOCIAL-ENTREPRENEURIAL CORPORATION

List of investment projects

Gas chemical industry

- Construction of a gas chemical complex
- Production of base oil components from associated gas
- Construction of an ammonia-carbamide complex
- Production of nitrogen fertilizers

Energy industry

- Expansion of the gas turbine power plant

Agro-industrial complex

- Organization of a meat cluster for the production of mutton
- Creation of a scientific and production laboratory in the field of animal husbandry
- Construction of a center for the sale of farm animals
- Aquaculture complex for the production of black caviar and commercial sturgeon
- Establishment of a fishery
- Cultivation of agricultural crops
- Feed production
- Mushroom-growing complex and compost production
- Construction of a greenhouse complex

Production of building materials

- Construction of a cement plant
- Processing of flint
- Construction of a brick factory
- Chalk mining and processing

Services sector

- Construction of a 4-star hotel complex
- Construction of a small industrial zone
- Construction of a private school in the village of Podstepnoye, Terektinsky district



Gas chemical industry

Construction of a gas chemical complex

Project idea

Gas chemical complex for the purification of associated gas and the production of gas chemistry products

Project participants

JSC «Condensate»: Project co-financing up to 20%

Investor: Technology and project co-financing

State: Provision of raw materials, provision of measures to support investors

Prerequisites for project implementation

- According to AS Marketing and METI, the demand for polymers has increased by 20% over the past five years.
- According to Bloomberg forecasts, by 2024 the demand for polyethylene in China will grow by 26.6% and reach 13.4 million tons per year

Estimated sales volumes and sales markets

Annual design capacity:

- Polyethylene - 241 thousand tons
- LHG / LPG - 453 thousand tons

Sales markets:

- Kazakhstan, China, CIS, India

Sources of raw materials

- The reserves of the Karachaganak oil and gas condensate field amount to 1.35 trillion m3 of natural gas
- A memorandum was signed on the supply of up to 3 billion m3 of associated gas per year for investment projects in the West Kazakhstan region
- The required volume of associated gas for the project is 1.1 billion m3 per year

Required Investments and Financing Structure

The cost of the project implementation is 1.8 billion US dollars, of which:

- Participation of the initiator - 20% (360 million USD)
- Strategic investors - 20% (360 million USD)
- Portfolio investors - 20% (360 million USD)
- Borrowed funds - 40% (720 million USD)

Place of implementation

West Kazakhstan region, Burlinsky district:

- in the immediate vicinity of the Sulusai railway junction, 12 km from the city of Aksai
- Aksai-Chingirlau highway runs along the site
- in close proximity to power and water sources

Current project status

- Preliminary feasibility study developed by Lummus Technology, Inc. (USA)
- Initial negotiations were held with CITIC Construction Co., Ltd. (China) on joint activities

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax - 10 years

Concessional lending:

- Subsidizing the remuneration rate with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

JSC «Condensate», was established in 1992. Resident of the Republic of Kazakhstan

Main activity: processing of hydrocarbon raw materials to obtain high-quality motor fuel

Contacts: Ruslan Gadelshiev, phone: +7 777 269 93 56

Production of base oil components from associated gas

Project idea

Production of base oil components from associated gas

Project participants

JSC «Condensate»: Project co-financing up to 30%

Investor: Technology and project co-financing

State: Provision of raw materials, provision of measures to support investors

Prerequisites for project implementation

- According to Grand View Research, Inc. (USA), by 2024 the volume of the global market for base oils will be 40.47 billion US dollars
- The main part of the manufactured products will be supplied to Lu'an Group (China), to the EU countries

Estimated sales volumes and sales markets

Annual design capacity:

- Components of base oils - 280 thousand tons
- Aviation fuel for gas turbine engines - 50 thousand tons
- Straight-run gasoline fraction - 30 thousand tons
- Transformer oil - 30 thousand tons
- Liquefied hydrocarbon gas - 10 thousand tons

Sales markets:

- China and EU countries
- By-products will be used in Condensate JSC

Sources of raw materials

- The reserves of the Karachaganak oil and gas condensate field amount to 1.35 trillion m3 of natural gas
- A memorandum was signed on the supply of up to 3 billion m3 of associated gas per year for investment projects in the West Kazakhstan region
- The required volume of associated gas for the project is 1.1 billion m3 per year

Required Investments and Financing Structure

The cost of the project is 880 million US dollars, of which:

- Participation of the initiator - 30% (264 million USD)
- Strategic partners - 20% (\$176 million)
- Borrowed funds - 50% (USD 440 million)

Place of implementation

West Kazakhstan region, Burlinsky district:

- in the immediate vicinity of the Sulusai railway junction, 12 km from the city of Aksai
- Aksai-Chingirlau highway runs along the site
- in close proximity to power and water sources

Current project status

- Signed a memorandum of cooperation with CITIC Construction Co., Ltd. (China) and Kazakh Invest JSC
- A memorandum of cooperation in the implementation of the project was signed with the Akimat of the West Kazakhstan region

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax - 10 years

Concessional lending:

- Subsidizing the remuneration rate with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

JSC «Condensate», was established in 1992. Resident of the Republic of Kazakhstan

Main activity: processing of hydrocarbon raw materials to obtain high-quality motor fuel

Contacts: Ruslan Gadelshiev, phone: +7 777 269 93 56



Construction of an ammonia-carbamide complex

Project idea

Construction of a complex for the production of urea and ammonium nitrate for the agro-industrial complex

Project participants

JSC «Condensate»: Project co-financing up to 20%

Investor: Technology and project co-financing

State: Provision of raw materials, provision of measures to support investors

Prerequisites for the implementation of the project

According to Bloomberg, in 2022, the price of nitrogen fertilizers on the world market increased, including:

- Ammonium nitrate by 30% (US \$ 1,000/ton)
- Carbamide by 58% (US\$585/ton)

Estimated sales volumes and sales markets

Annual design capacity:

- Carbamide - 562 thousand tons
- Ammonium nitrate - 45 thousand tons

Sales markets:

- Kazakhstan - 90%
- CIS countries - 10%

Sources of raw materials

- The reserves of the Karachaganak oil and gas condensate field amount to 1.35 trillion m3 of natural gas
- A memorandum was signed on the supply of up to 3 billion m3 of associated gas per year for investment projects in the West Kazakhstan region
- The required volume of associated gas for the project is 1.1 billion m3 per year

Required Investments and Financing Structure

The cost of the project is 500 million US dollars, of which:

- Participation of the initiator - 20% (100 million USD)
- Strategic investors - 20% (US\$100 million)
- Borrowed funds - 60% (USD 300 million)

Place of implementation

West Kazakhstan region, Burlinsky district:

- in close proximity to sources of raw materials
- in close proximity to the transport and logistics infrastructure

Current project status

At the idea stage

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax - 10 years

Concessional lending:

- Subsidizing the remuneration rate with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

JSC «Condensate», was established in 1992. Resident of the Republic of Kazakhstan

Main activity: processing of hydrocarbon raw materials to obtain high-quality motor fuel.

Contacts: Ruslan Gadelshiev, phone: +7 777 269 93 56

Production of nitrogen fertilizers

Project idea

Production of mineral fertilizers and pesticides from associated gas

As part of the project, it is planned to produce:

- Urea
- Ammonium sulfate
- Ammonium nitrate
- calcium nitrate

Project participants

Investor: Financing and project management

State: Provision of raw materials, provision of measures to support investors

Prerequisites for project implementation

According to Bloomberg, in 2022, the price of nitrogen fertilizers in the world market increased, including:

- Ammonium nitrate at 30% (1,000 USD/ton)
- Carbamide by 58% (\$585/ton)

Estimated sales volumes and sales markets

Annual design capacity:

To be determined by the investor

Sales markets:

Kazakhstan, China, Russia, EU countries

Sources of raw materials

- The reserves of the Karachaganak oil and gas condensate field amount to 1.35 trillion m³ of natural gas
- A memorandum was signed on the supply of up to 3 billion m³ of associated gas per year for investment projects in the West Kazakhstan region
- The required volume of associated gas for the project is 1.1 billion m³ per year

Required Investments and Financing Structure

The cost of the project will be determined by the investor

Place of implementation

West Kazakhstan region, Burlinsky district:

- located 140 km from the regional center, Uralsk
- in close proximity to sources of raw materials

Current project status

At the idea stage

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax - 10 years

Concessional lending:

- Subsidizing the remuneration rate with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Provision of a land plot

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

JSC «SEC «Aqjaiyq», a quasi-state company

Main activity: investments

Contacts: Makhambet Sultanov, phone: +7 771 217 76 96





Energy industry

Expansion of the gas turbine power plant

Project idea

Expansion of a 400 MW gas turbine power plant by acquiring and installing additional gas turbines in three phases

Project participants

Batys Power LLP: Project co-financing up to 10%

Investor: Project co-financing

State: Provision of raw materials, provision of measures to support investors

Prerequisites for project implementation

- The GTPP expansion project of Batys Power LLP is taken into account in the forecast balance of electric energy and capacity of KEGOC JSC for 2025-2033.
- Electricity consumption in the western regions of the Republic of Kazakhstan for the first half of 2022 increased by 3.6%

Estimated sales volumes and equipment suppliers

Expansion design capacity: 396 MW (132 MW per phase)

Power output:

- in the network of KEGOC JSC from GT1 and GT2 for voltage class 220 kV
- in the network of JSC «West Kazakhstan REC» from GT1 by means of a power autotransformer with a capacity of 250 MVA

Equipment Suppliers:

Gas turbines manufactured by General Electric (USA) with a capacity of 132 MW each

Required Investments and Financing Structure

The cost of the project is 300 million US dollars, of which:

- Participation of the initiator - 10% (30 million USD)
- Investor participation - 90% (270 million USD)

Place of implementation

West Kazakhstan region, Baiterek district, Beles settlement:

- Located 25 km from the regional center, Uralsk
- Close proximity to the Stepnaya substation of KEGOC JSC
- Located 3 km from the main gas pipelines «Soyuz» and «Orenburg-Novopskov»

Current project status

- Operating gas turbine power plant with a capacity of 100 MW with a gas turbine manufactured by General Electric (USA)
- There is a land plot for the implementation of the project with an area of 16.3 hectares
- A business plan and a financial and economic model of the project were developed
- An agreement was signed with the Ministry of Energy of the Republic of Kazakhstan for the implementation of a project for the supply of electricity for 2025-2033.
- Negotiations are underway with financial institutions to raise funding

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax - 10 years

Concessional lending:

- Subsidizing the remuneration rate with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Information about the project initiator

Batys Power LLP was established in 2012. Resident of the Republic of Kazakhstan

Main activity: production of electrical energy

Contact: Marina Balashova, phone: +7 771 306 21 87





Agro-industrial complex

Organization of a meat cluster for the production of mutton

Project idea

Creation of a meat cluster of a full cycle for the production of lamb.

As part of the project, it is planned to build:

- Loudspeaker for 44,000 heads
- Feeding area for 20,000 heads
- Meat processing plant with a slaughter capacity of 1,400 carcasses per day

Project participants

Initiator: 3% co-financing and project management

Investor: Co-financing

State: Providing investor support measures

Prerequisites for project implementation

- Mutton consumption in Kazakhstan in 2021 amounted to 171 thousand tons
- Proximity to the western regions of China - the main center of consumption of mutton - China is the largest importer of mutton in the world (365 thousand tons in 2020)
- Proximity to the southern and western regions of the Russian Federation - in 2020, the Russian Federation imported mutton in the amount of 1.7 thousand tons (9.1 million US dollars)
- Price differential with neighboring countries: the average price of lamb in China is 200% higher than the average Kazakhstani price, in the Russian Federation - by 37%

Estimated sales volumes and sales markets

Annual design capacity:

- Lamb - 18 480 tons
- Feed - 124,688 tons

Sales markets:

Kazakhstan, China, Russia, Iran, Middle East countries

Sources of raw materials

- Sheep of the Romanovskaya breed from the breeding farms of the Russian Federation - Agrivolga LLC, Hatis SH LLC, Steppe LLC
- Food grown on our own land plot

Required investments and financing structure

The cost of the project implementation is 35.6 million US dollars, of which:

- Participation of the initiator - 3% (1.1 million USD)
- Investor participation - 35% (12.4 million USD)
- Borrowed funds - 62% (22.1 million USD)

Place of implementation

West Kazakhstan region, Syrymsky district, Togan village:

- located 70 km from the regional center, Uralsk
- favorable climate and fertile soil for the development of sheep breeding
- natural crop meadows and rangelands with access to water

Current project status

- Conducted marketing research and developed a business plan
- Two land plots were issued: 10,000 and 25,000 hectares
- Services for the design of the economy are ordered
- Agreements reached with breeding farms of the Russian Federation on the supply of sheep
- Negotiations are underway with financial institutions to finance the project

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax - 8 years
- Land tax - 10 years

Subsidies/Cost Reimbursement:

- Seed prices - up to 50%
- The cost of fuel and lubricants - up to 40%
- The cost of purchased herbicides - up to 50%
- Parts of expenses for investment investments - from 20% to 80%

Concessional lending:

- For the purchase of biological assets, construction works and working capital
- Subsidizing the interest rate on a loan or leasing for up to 10 years with a grace period of up to 2 years
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Information about the project initiator

KazMeat Industry LLP was established in 2018. Resident of the Republic of Kazakhstan

Main activity: sheep breeding, goat breeding

Contacts: Amantai Murzagaliev, phone: +7 701 777 01 77

Creation of a scientific and production laboratory in the field of animal husbandry

Project idea

Creation of an Innovative Research and Production Laboratory in the field of animal husbandry, which will consist of:

- Breeding station of cattle
- Laboratory complex for fodder production
- Genomic Selection Laboratory
- smart farm

Project participants

NJSC «WKATU named after Zhangir Khan»: Project management

Investor: Full financing

State: Providing investor support measures

Prerequisites for project implementation

- The region is the leader in the Republic of Kazakhstan in the breeding of meat cattle - 830.9 thousand heads
- The region is the leader in the Republic of Kazakhstan in terms of breed conversion of cattle (in 2021, 179.3 thousand heads or 55% of the total breeding stock were covered)
- The region has the most valuable gene pool: the Kazakh white-headed breed of cattle - 64.4 thousand heads, the Edilbaev breed of sheep - 33.7 thousand heads, the horses of the Kushum breed - 8.6 thousand heads
- There are 11 million hectares of pasture land in the region, irrigated arable land

Estimated sales volumes and sales markets

Project capacity:

- Sales of 100 thousand doses of semen to the domestic market and 100 thousand doses for export
- Genotyping and sequencing of farm animals
- Complete Animal DNA Analysis
- Soil fertility and feed analysis services
- Consulting farmers on new technologies in the field of agro-industrial complex

Sales markets:

Kazakhstan, CIS countries

Required Investments and Financing Structure

The cost of the project is 2.1 billion tenge, of which:

- Investor participation - 100%

Place of implementation

West Kazakhstan region, Uralsk, NJSC «WKATU named after Zhangir Khan»

Current project status

NJSC «WKATU named after Zhangir Khan» developed a state investment proposal (SIP)

- Industry-specific conclusion of the Ministry of Education and Science of the Republic of Kazakhstan received
- The source of financing of the PSI is specified in the Ministry of National Economy of the Republic of Kazakhstan

Measures of state support for the project

Subsidies/Cost Reimbursement:

- The cost of semen of a breeding bull of dairy and milk-meat breeds: same-sex - 5 thousand tenge / dose, bi-sex - 10 thousand
- The cost of services for artificial insemination of cattle - 5 thousand tenge / head

Concessional lending:

- Subsidizing the interest rate on a loan or leasing for up to 5 years with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

NJSC «West Kazakhstan Agrarian and Technical University named after Zhangir Khan»

Main activity: agricultural university

Contacts: Alzhan Shamshiden, phone: +7 701 516 54 71

Construction of a center for the sale of farm animals

Project idea

Construction of a center for the sale of livestock of a full cycle

Project participants

Investor: Financing and project management

State: Providing investor support measures

Prerequisites for project implementation

- 9,213 agricultural formations are registered in the region
- The annual growth of livestock in the region is 10-15%
- Annually, the region sells: small cattle - 155.6 thousand heads, cattle - 125.8 thousand heads, horses - 20.3 thousand heads

Estimated sales volumes and sales markets

Annual design capacity:

- Small cattle - 160 thousand heads
- Cattle - 120 thousand heads
- Horses - 20 thousand heads

Sales markets:

Kazakhstan, CIS countries

Sources of raw materials

Livestock in the region:

- Small cattle – 1 507 thousand heads
- Cattle - 833.5 thousand heads
- Horses - 282.2 thousand heads

Required Investments and Financing Structure

The cost of the project will be determined by the investor

Place of implementation

West Kazakhstan region, Uralsk

Current project status

At the idea stage

Measures of state support for the project

Subsidies/Cost Reimbursement:

- The cost of semen of a breeding bull of dairy and milk-meat breeds: same-sex - 5 thousand tenge / dose, bi-sex - 10 thousand
- The cost of services for artificial insemination of cattle - 5 thousand tenge / head

Concessional lending:

- Subsidizing the interest rate on a loan or leasing for up to 5 years with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Provision of land plot

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

JSC «SEC «Aqjaiyq», a quasi-state company

Main activity: investments

Contacts: Makhambet Sultanov, phone: +7 771 217 76 96



Aquaculture complex for the production of black caviar and marketable sturgeon

Project idea

Development of an aquaculture complex for the production of black caviar and marketable sturgeon

Project participants

ESCPPA LLP: Project Management

Investor: Full financing

State: Providing investor support measures

JSC «SEC «Aqjaiyq»: Possible co-financing of the project through participation in the authorized capital up to 20%

Prerequisites for project implementation

According to the forecasts of the OECD and FAO, the average annual growth in fish consumption in the world in 2019-2025. will be 1.8%. World fish consumption in 2018 was 20.3 kg per person, in 2027 it will be 21.3 kg

- The volume of imports of sturgeon caviar in Kazakhstan in 2019 amounted to 3.4 tons, an increase of 50% compared to 2018.

Estimated sales volumes and sales markets

Annual design capacity:

Food caviar - 10 tons

Fresh frozen fish - 6.7 tons

Smoked fish - 3 tons

Sales markets:

Domestic market: caviar - 2 tons, smoked fish - 3 tons

Export: fresh-frozen fish - 6.7 tons (Russia), caviar - 8 tons (Russia, UAE, USA, Japan, EU)

Required Investments and Financing Structure

The cost of the project implementation is 8.34 million US dollars, of which:

- Investor participation - 100%
- Acquisition of biological assets – USD 5.21 million
- Acquisition and modernization of equipment - 1.46 million US dollars
- Replenishment of working capital - 1.67 million US dollars

Possible acquisition of the project for 14 million US dollars

Place of implementation

West Kazakhstan region, Uralsk, Zachagansk village

Current project status

- The operating complex operating at minimum capacity due to the small number of livestock
- Participation in the Ural River stocking programs

Measures of state support for the project

Subsidies/cost reimbursement:

- Investment costs in the creation and expansion of fisheries – up to 25%
- Investment costs for the purchase of equipment – up to 25%
- Investment costs for feed production – up to 30%
- The cost of feed for breeding some types of fish is up to 30%
- The cost of RPM, RBO, RMS, medicines – up to 50%

Concessional lending:

- Subsidizing the interest rate on a loan or leasing for up to 5 years with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

LLP «Educational and scientific complex of pilot production of aquaculture»

Contacts: Sergey Ulyanov, phone: +7 707 895 41 21

Establishment of a fishery

Project idea

Creation of a fish farm with a full cycle of cultivation from caviar to marketable fish.

As part of the project, it is planned to build:

- Cages with a capacity of up to 200,000 tons of marketable fish at a time
- Mother liquor for growing fish
- Hot smoking shops

Project participants

Ademi Keleshek LLP: Project Management

Investor: Full financing

State: Providing investor support measures

Prerequisites for project implementation

- Lack of similar production in the region
- Great demand for live fish
- Growth of trade with foreign countries
- Price differential with neighboring countries: the cost of fish products in the Russian Federation is much higher than in the Republic of Kazakhstan

Estimated sales volumes and sales markets

Annual design capacity:

- Fish meat - 200 thousand tons
- Fish stock - 5 million pieces

Sales markets:

Kazakhstan, CIS countries, China, Middle East countries

Sources of raw materials

At the first stage - delivery from the border regions of the Russian Federation

At the second stage - growing on your own farm

Required Investments and Financing Structure

The cost of the project implementation is 1.3 million US dollars, of which:

- Investor participation - 100%
- Buildings and structures, machinery and equipment – \$0.57 million
- Initial working capital – USD 0.73 million

Place of implementation

West Kazakhstan region, Baiterek district, Shchapovo village:

- located 33 km from the regional center, Uralsk
- land plot: the area of artificial ponds - 50 hectares, natural reservoir - 40 ha

Current project status

- Selected and reserved land plot
- Negotiations with potential clients

Measures of state support for the project

Subsidies/Cost Reimbursement:

- Investment costs when creating a fish farm - up to 25%
- Investment costs for the purchase of equipment - up to 25%
- Investment costs for feed production - up to 30%
- The cost of feed for breeding some types of fish - up to 30%
- The cost of RPM, RBO, RMS, medicines - up to 50%

Concessional lending:

- Subsidizing the interest rate on a loan or leasing for up to 5 years with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Provision of a land plot

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

«Ademi Keleshek» LLP was founded in 2008. Resident of the Republic of Kazakhstan

Main activity: fish farming, sale of fish products

Contacts: Nurlan Smanov, phone: +7 701 555 5004



Cultivation of agricultural crops

Project idea

Cultivation and processing of grain sorghum, chickpea, oilseed camelina, corn on irrigated plots and on dry land

The project provides for the acquisition of:

- mobile autonomous plant for the production of granulated feed

Project participants

Initiator: Co-financing up to 40% and project management

Investor: Co-financing

State: Providing investor support measures

Prerequisites for project implementation

- The predisposition of the region's soil to grow large volumes of cereals
- Low cost of production due to the predisposition of crops to arid climate
- Annual growth in consumer demand for agricultural products

Estimated sales volumes and sales markets

Annual design capacity:

- Alfalfa - 20,000 tons
- Corn - 5,000 tons
- Sorghum - 2,500 tons

Sales markets:

Kazakhstan, Russia

Sources of raw materials

There is an agreement on the purchase of seeds and fertilizers in Evralis LLP, Avgust LLP, Alem Agro LLP

Required Investments and Financing Structure

The cost of the project implementation is 4.2 million US dollars, of which:

- Participation of the initiator - 40% (1.7 million USD)
- Investor participation - 60% (2.5 million USD)

Place of implementation

West Kazakhstan region, Zhanibek district, Zhanibek settlement:

- Favorable climate and fertile soil for growing agricultural crops
- The relief of the region is mostly flat.
- The rivers Maly Uzen, Ashchiozek and others flow through the territory of the district.
- There is an irrigation and irrigation system with a total length of 648 km that supplies water from the Volga River

Current project status

- Availability of a land plot of 4,500 hectares
- Availability of grain storage warehouses with a capacity of 11 thousand tons with railway loading
- Experimental fields sown

Measures of state support for the project

Subsidies/Cost Reimbursement:

- The cost of seeds - up to 50%
- Fuel costs - up to 40%
- The cost of purchased herbicides is up to 50%
- Parts of expenses for investment investments - from 20% to 80%

Concessional lending:

- For the purchase of biological assets, construction works and working capital
- Subsidizing the interest rate on a loan or lease for up to 10 years with a grace period of up to 2 years
- Guaranteeing the loan obligation in case of a shortage of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

«Eco Club» LLP was established in 2013. Resident of the Republic of Kazakhstan

Main activity: production of agricultural products

Contacts: Bauyrzhan Sabanov, phone: +7 777 183 13 33

Feed production

Project idea

Construction of a plant for the production of compound feed with a capacity of 50,000 tons per year

Project participants

Investor: Financing and project management

State: Providing investor support measures

JSC «SEC «Aqjaiyq»: Possible co-financing of the project by participation in the charter capital up to 20%

Prerequisites for project implementation

- Dependence of the region on the supply of feed from outside - own production in 2021 amounted to 24.7 thousand tons, consumption - 105.9 thousand tons
- Large domestic sales market for products:
- Cattle - 833.5 thousand heads
- Small cattle - 1,507 thousand heads
- Horses - 282.2 thousand heads
- Camels - 2.6 thousand heads
- Birds - 1,596 thousand heads

Estimated sales volumes and sales markets

Annual design capacity:

Compound feed - 50 thousand tons

Sales markets:

West-Kazakhstan region

Sources of raw materials

- There are 14 reservoirs in the region with a total water reserve of 167.26 million cubic meters.
- Lands suitable for irrigation on the lands of the reserve:
- Regular irrigation - 33.2 thousand ha
- Estuary irrigation - 138 thousand hectares

Required Investments and Financing Structure

The cost of the project will be determined by the investor

Place of implementation

West-Kazakhstan region

Current project status

At the idea stage

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax - 10 years

Subsidies/Cost Reimbursement:

- Investment costs for the creation of a feed mill - up to 25%

Concessional lending:

- Subsidizing the remuneration rate with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Provision of a land plot

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Information about the project initiator

JSC «SEC «Aqjaiyq», a quasi-state company

Main activity: investments

Contacts: Makhambet Sultanov, phone: +7 771 217 76 96



Mushroom-growing complex and compost production

Project idea

Construction of a mushroom growing complex and a compost plant

Project participants

Initiator: Project Management

Investor: Full financing

State: Providing investor support measures

Prerequisites for project implementation

- Lack of similar production in the region
- Annual growth in demand for manufactured products
- Possibility of year-round cultivation of mushrooms
- Short production cycle

Estimated sales volumes and sales markets

Annual design capacity:

- Mushrooms - 6,200 tons
- Compost - 18,500 tons

Production cycle (yield):

6 weeks

Sales markets:

Kazakhstan, Russia

Sources of raw materials

Raw materials (straw, chicken manure, gypsum, water) for compost production are available in the region

Required Investments and Financing Structure

The cost of the project implementation is 22.8 million US dollars, of which:

- Investor participation - 100%
- Investments in fixed capital - 21.4 million US dollars
- Replenishment of working capital - 1.4 million US dollars

Place of implementation

West Kazakhstan region, Terektinsky district, Aksuat village:

- located 30 km from the regional center, Uralsk

Current project status

- Selected and reserved land plot
- Negotiations with potential clients

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

- Corporate income tax - 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax - 10 years

Subsidies/Cost Reimbursement:

- Investment costs for the creation of a mushroom farm - up to 25%
- Investment costs for the creation and expansion of irrigation systems and drip irrigation - up to 40%
- The cost of mineral fertilizers and pesticides - up to 50%
- The cost of seeds - from 50% to 70%

Concessional lending:

- Subsidizing the interest rate on a loan or leasing for up to 10 years with a grace period of up to 2 years
- Guaranteeing a loan obligation in the event of a lack of collateral

State in-kind grant

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

Sergey Kirishev, resident of the Republic of Kazakhstan

Contacts: +7 771 162 5555

Construction of a greenhouse complex

Project idea

Construction of a greenhouse complex for growing tomatoes and cucumbers with its own power plant 60 MW

The project provides for the use of progressive solutions:

- drip irrigation
- watering by the method of «ebb and flow»
- evaporative cooling and after-humidification
- automatic climate control
- supplementary illumination of plants

Project participants

Initiator: Project management

Investor: Financing

State: Providing investor support measures

JSC «SEC «Aqjaiyq»: Possible co-financing of the project through participation in the authorized capital up to 20%

Prerequisites for project implementation

High demand in the domestic market

- Proximity to Russia - the 3rd largest importer of tomatoes in the world
- Short delivery arm - 20 million people live within a radius of 700 km
- Cheap natural gas

Estimated sales volumes and sales markets

Annual design capacity:

Tomatoes and cucumbers - 3.5 thousand tons

Sales markets:

Kazakhstan, Russia

Sources of raw materials

- Seeds – Rijk Zwaan Almaty LLP
- Fertilizers – KosAgroKommerts LLP
- Means of biological protection - Agrochemistry LLC, UKAZ Group LLP, BIO Technologies LLP

Required Investments and Financing Structure

The cost of the project will be determined by the investor

Place of implementation

West Kazakhstan region, Uralsk, Industrial zone

Current project status

Conducted marketing research and developed a business plan

- A land plot of 36 hectares was received on the territory of the Industrial Zone

Measures of state support for the project

The conclusion of an investment contract, which exempts from:

Corporate income tax - 10 years

Customs duties and value added tax on the import of equipment

Property tax – 8 years

Land tax - 10 years

Subsidies/Cost Reimbursement:

- Seed prices - up to 50%
- The cost of fuel and lubricants - up to 40%
- The cost of purchased herbicides - up to 50%
- Parts of expenses for investment investments - from 20% to 80%

Concessional lending:

- Subsidizing the remuneration rate with a grace period
- Guaranteeing a loan obligation in the event of a lack of collateral

Bringing external infrastructure to the boundaries of the land plot

Registration of a company in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

Broeikas Uralsk LLP

Main activity: production of agricultural products

Contacts: Dauren Baimaganbetov, phone: +7 771 217 76 96



A wide-angle photograph of a large industrial facility, likely a brick or concrete block manufacturing plant. The foreground and middle ground are filled with numerous stacks of red bricks and hollow concrete blocks, arranged in neat rows. The blocks have a distinctive pattern of oval-shaped holes. In the background, the factory's interior is visible, featuring a high ceiling with a complex network of red steel trusses and white pipes. Industrial lighting fixtures are suspended from the ceiling, and various mechanical components and conveyor systems are visible in the distance. The overall scene conveys a sense of large-scale industrial production.

Production of building materials

Construction of a cement plant

Project idea

Construction of a plant for the production of cement and clinker

Project participants

Initiator: Co-financing up to 33% and project management

Investor: Co-financing

State: Providing investor support measures

Possible co-investor: SINOMALY Company (China)

Prerequisites for project implementation

- The volume of the cement market in the West Kazakhstan region is 3 million tons per year
- Lack of cement production in West Kazakhstan and neighboring regions
- Short payback period of the project – 2.5 years

Estimated sales volumes and sales markets

Annual design capacity:

- Cement - 900 thousand tons
- Clinker - 2.5 thousand tons

Sales markets:

Kazakhstan, Russia

Sources of raw materials

Shipovskoye field – 25-year mining contract

Explored reserves of the deposit:

- chalk reserves - 100 million tons
- clay - 30 million tons
- flasks – 28 million tons

Required Investments and Financing Structure

The cost of the project is 100 million US dollars, of which:

- Participation of the initiator - 33% (33 million USD)
- Investor participation - 67% (67 million USD)

Place of implementation

West Kazakhstan region, Taskala district, Taskala village:

- located 70 km from the regional center, Uralsk
- located 3 km from the railway station Shipovo

Current project status

- A 25-year license was issued to extract raw materials from the Shipovskoye field (estimated value of the field: USD 91 million)
- All building permits received
- All laboratory tests have been carried out and a trial batch has been produced

Measures of state support for the project

Conclusion of an investment contract that exempts from:

- Corporate income tax – 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax – 10 years

Subsidies / cost recovery:

- Part of the costs of investment investments – from 20% to 80%

Concessional lending:

- Subsidizing the interest rate on a loan or lease for up to 10 years with a grace period of up to 2 years
- Guaranteeing the loan obligation in case of a shortage of collateral

Bringing the external infrastructure to the boundaries of the land plot

Company registration in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

SpetsStroyService LLP, established in 2014. Resident of the Republic of Kazakhstan

Main activity: production of building materials

Contacts: Bulat Shakimov, phone: +7 777 777 99 88



Processing of flask

Project idea

Construction of a plant for the production of crushed stone from the flask

Project participants

- **Initiator:** Project Management
- **Investor:** Co-financing
- **State:** Providing investor support measures

Prerequisites for project implementation

- The volume of the market of the West Kazakhstan region is 1.5 million tons of crushed stone per year
- Lack of crushed stone producers in the region
- High demand for crushed stone in neighboring regions of Kazakhstan

Estimated sales volumes and sales markets

Annual design capacity:

- Crushed stone (termolit) - 500 thousand tons or 750 thousand cubic meters.

Sales markets:

- Western regions of Kazakhstan, Russia

Sources of raw materials

Shipovskoye field – 25-year mining contract

Required Investments and Financing Structure

The cost of the project is 10 million US dollars, of which:

- Investor participation - 30% (3 million USD)
- Borrowed funds - 70% (USD 7 million)

Place of implementation

West Kazakhstan region, Taskala district, Taskala village:

- located 70 km from the regional center, Uralsk
- located 3 km from the railway station Shipovo

Current project status

- Created JV LLP "Tasqala But"
- Land plots for the deposit (76 hectares) and for the construction of a plant (5 hectares) were received
- Specifications and points of connection to backbone networks received
- Exploration and prospecting work completed - flask reserves amount to 28 million tons (estimated value of the deposit: 16.4 million US dollars)
- All laboratory tests have been carried out and a trial batch has been produced

Measures of state support for the project

Conclusion of an investment contract that exempts from:

- Corporate income tax – 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax – 10 years

Subsidies/cost recovery:

- Part of the costs of investment investments – from 20% to 80%

Concessional lending:

- Subsidizing the interest rate on a loan or lease for up to 10 years with a grace period of up to 2 years
- Guaranteeing the loan obligation in case of a shortage of collateral

Bringing the external infrastructure to the boundaries of the land plot

Company registration in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

SpetsStroyService LLP, established in 2014. Resident of the Republic of Kazakhstan

Main activity: production of building materials

Contacts: Bulat Shakimov, phone: +7 777 777 99 88

Construction of a brick factory

Project idea

Construction of a plant for the production of ceramic bricks for ordinary and facing works

Project participants

- **Initiator:** Co-financing up to 20% and project management
- **Investor:** Co-financing
- **State:** Providing investor support measures

Prerequisites for project implementation

- The volume of the market of the West Kazakhstan region is 40 million pieces of bricks per year
- Absence of manufacturers of facing bricks in the territory of West Kazakhstan, Atyrau and Aktope regions

Estimated sales volumes and sales markets

Annual design capacity:

- Brick - 15 million pieces

Sales markets:

Western regions of Kazakhstan, Russia

Sources of raw materials

Pugachevskoye field – 20-year production contract, with the possibility of extension

Required Investments and Financing Structure

The cost of the project is 8 million US dollars, of which:

- Participation of the initiator - 20% (1.6 million USD)
- Investor participation - 80% (6.4 million USD)

Place of implementation

West Kazakhstan region, Burlinsky district, Pugachevo village

Current project status

- Received a site of a deposit of raw materials
- All laboratory analyzes of raw materials were carried out
- Received a land plot for the construction of a plant
- Received all permits for the construction of the plant

Measures of state support for the project

Conclusion of an investment contract that exempts from:

- Corporate income tax – 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax – 10 years

Subsidies / cost recovery:

- Part of the costs of investment investments – from 20% to 80%

Concessional lending:

- Subsidizing the interest rate on a loan or lease for up to 10 years with a grace period of up to 2 years
- Guaranteeing the loan obligation in case of a shortage of collateral

Bringing the external infrastructure to the boundaries of the land plot

Company registration in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

Aksai Kirpish LLP was established in 2008. Resident of the Republic of Kazakhstan

Main activity: production of building materials

Contacts: Marat Burushev, phone: +7 777 195 77 74



Chalk mining and processing

Project idea

Mining (chalk) and production of fine hydrophobic chalk for the manufacture of:

- pharmaceutical products
- PVC and plastic products
- paintwork materials
- building materials
- household chemicals
- compound feed

Project participants

Investor: Financing and project management

State: Providing investor support measures

JSC «SEC «Aqjaiyq»: Possible co-financing of the project through participation in the authorized capital up to 20%

Prerequisites for project implementation

Increasing demand for building materials:

- According to the development plan, the housing stock of the West Kazakhstan region in 2021-2025. will increase by 3 million sq.m.
- Availability of information on mineral reserves
- Annual rise in prices for imported products

Estimated sales volumes and sales markets

Annual design capacity:

To be determined by the investor

Sales markets:

Kazakhstan, Russia

Sources of raw materials

Explored reserves in the region:

- Chalk - 100 million tons
- Clay - 30 million tons

Required Investments and financing structure

The cost of the project will be determined by the investor

Place of implementation

West Kazakhstan region, Terektinsky district:

- near the railway stations Yaik and Poima

Current project status

At the idea stage

Measures of state support for the project

Conclusion of an investment contract that exempts from:

- Corporate income tax – 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax – 10 years

Concessional lending:

- Subsidizing the interest rate on a loan or lease for up to 10 years with a grace period of up to 2 years
- Guaranteeing the loan obligation in case of a shortage of collateral

Provision of a land plot

Bringing the external infrastructure to the boundaries of the land plot

Company registration in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Export support

Information about the project initiator

JSC «SEC «Aqjaiyq», a quasi-state company

Main activity: investments

Contacts: Makhambet Sultanov, phone: +7 771 217 76 96



Services sector

Construction of a 4-star hotel complex

Project idea

Completion of construction and commissioning of a 4-star hotel complex

Project participants

Initiator: Co-financing up to 25% and project management

Investor: Co-financing

State: Providing investor support measures

Prerequisites for project implementation

- Lack of modern hotel complexes in Uralsk
- Growth in the volume of services provided by hotels in the West Kazakhstan region: 2020 - 4.4 million US dollars, 2021 - 5.3 million

Estimated sales volumes and potential customers

Project capacity:

8 storey building with basement and attic

- Number of rooms - 105 (230 beds)
- In the main hall: lounge bar and karaoke room
- 1st floor: restaurant, fitness room with SPA area
- 2nd floor: premises for business meetings and meetings
- 3-7 floors: hotel rooms

Potential clients:

The predicted passenger traffic at Uralsk International Airport by 2026 is 1.5 million people per year

Required Investments and Financing Structure

The cost of the project implementation is 9.2 million US dollars, of which:

- Participation of the initiator - 25% (2.3 million USD)
- Investor participation - 75% (6.9 million USD)

Place of implementation

West Kazakhstan region, Uralsk city:

- Zhana Orda microdistrict, opposite to the Park of the First President

Current project status

- The total area of the building is 11 thousand square meters.
- Foundation slab construction – 100%
- Monolithic walls of the ground floor, heat and waterproofing of the outer walls of the ground floor -100%
- Construction of a monolithic building frame -100%
- Masonry walls and partitions - 70%

Measures of state support for the project

Conclusion of an investment contract that exempts from:

- Corporate income tax – 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax – 10 years

Subsidies / cost recovery:

- Part of the costs of investment investments – from 20% to 80%
- Parts of the costs of construction, reconstruction of facilities
- Parts of the costs of purchasing motor vehicles

Concessional lending:

- Financing under the «Economy of Simple Things» program

Bringing the external infrastructure to the boundaries of the land plot

Company registration in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Information about the project initiator

Uralsk Office LLP was established in 2014. Resident of the Republic of Kazakhstan

Main activity: construction of non-residential buildings

Contacts: Azamat Gubaidullin, phone: +7 778 000 07 84

Construction of a small industrial zone

Project idea

Construction of industrial facilities for subsequent leasing.
As part of the project implementation, it is possible to provide:

- Construction of industrial workshops
- Construction of warehouses for finished products
- Construction of office premises
- Platforms for cargo transport

Project participants

Investor: Financing and project management

State: providing support measures to investors

JSC «SEC «Aqjaiyq»: Possible co-financing of the project through participation in the authorized capital up to 20%

Prerequisites for project implementation

- The main part of the region's production facilities are worn out
- Increasing demand for industrial facilities and warehouses for finished products
- Geographical location - the ability to attract export-oriented companies

Estimated sales volumes and potential customers

Volume of sales:

To be determined by the investor

Potential clients:

Local and foreign manufacturing companies

Required Investments and Financing Structure

The cost of the project will be determined by the investor

Place of implementation

West Kazakhstan region, Uralsk, Derkul village:

- Convenient access roads for trucks
- Railway in the immediate vicinity of the land plot

Current project status

At the idea stage

Measures of state support for the project

Conclusion of an investment contract that exempts from:

- Corporate income tax – 10 years
- Customs duties and value added tax on the import of equipment
- Property tax – 8 years
- Land tax – 10 years

Concessional lending:

- Subsidizing the interest rate on a loan or lease for up to 10 years with a grace period of up to 2 years
- Guaranteeing the loan obligation in case of a shortage of collateral

Provision of a land plot

Bringing the external infrastructure to the boundaries of the land plot

Company registration in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Information about the project initiator

JSC «SEC «Aqjaiyq», a quasi-state company

Main activity: investments

Contacts: Makhambet Sultanov, phone: +7 771 217 76 96



Construction of a private school in the village of Podstepnoe, Terektinsky district

Project idea

Construction and management of pre-school and secondary education facilities in the village of Podstepnoe.

The project provides for the construction of:

- Private school
- Kindergarten

Project participants

- **Investor:** Financing and management of educational facilities
- **State:** Providing investor support measures

Prerequisites for project implementation

- There are 2 schools for 690 places in the village of Podstepnoe, where 1,814 children study. There is a shortage of places for 434 students
- In 2022, 40 new apartment buildings (240 apartments) were built. The need for the school has increased by 166 student places.
- In 2023, 1,000 new apartments will be built. The need for the school will grow by 600 student places.

Total - more than 1,200 students are guaranteed for 2 shifts of training

Estimated sales volumes and sales markets

Project capacity:

- Private school - 600 places
- Kindergarten - 200 places

Personnel Availability

In the region there are educational institutions for the training of teachers in various areas:

- West Kazakhstan State University named after M. Utemisov
- Higher Pedagogical College named after Zh. Dosmukhamedov

Required Investments and Financing Structure

The cost of the project is 2.5 billion tenge

Place of implementation

West Kazakhstan region, Terektinsky district, Podstepnoe settlement:

- Located 7 km from the regional center, Uralsk
- Population - 10,320 people (2020)

Current project status

- A land plot of 3.1 hectares has been allocated
- Design and estimate documentation for the construction of a school for 600 places has been developed

Measures of state support for the project

Cost recovery and subsidies:

- CAPEX reimbursement for 8 years in the amount of 96 MCI (304 thousand tenge) per year per student with a planned annual indexation of 5% (total amount in 2022 - 183.2 million tenge)
- OPEX reimbursement for 20 years in the amount of 531 thousand tenge per year per student with uniform staffing from grades 1 to 11 with a planned annual indexation of 5% (total amount in 2022 - 376.3 million tenge)
- Subsidy per child in kindergartens in 2022 - 45 thousand tenge per month

Concessional lending:

- Subsidizing the interest rate on a loan or lease with a grace period
- Guaranteeing loan obligations in the event of a lack of collateral

Bringing the external infrastructure to the boundaries of the land plot

Company registration in the AIFC (protection of investor rights by Anglo-Saxon law)

Project support through the Investor Service Center («single window»)

Information about the project initiator

JSC «SEC «Aqjaiyq», a quasi-state company

Main activity: investments

Contacts: Makhambet Sultanov, phone: +7 771 217 76 96

Investor Service Center of the
West Kazakhstan region

CONTACTS

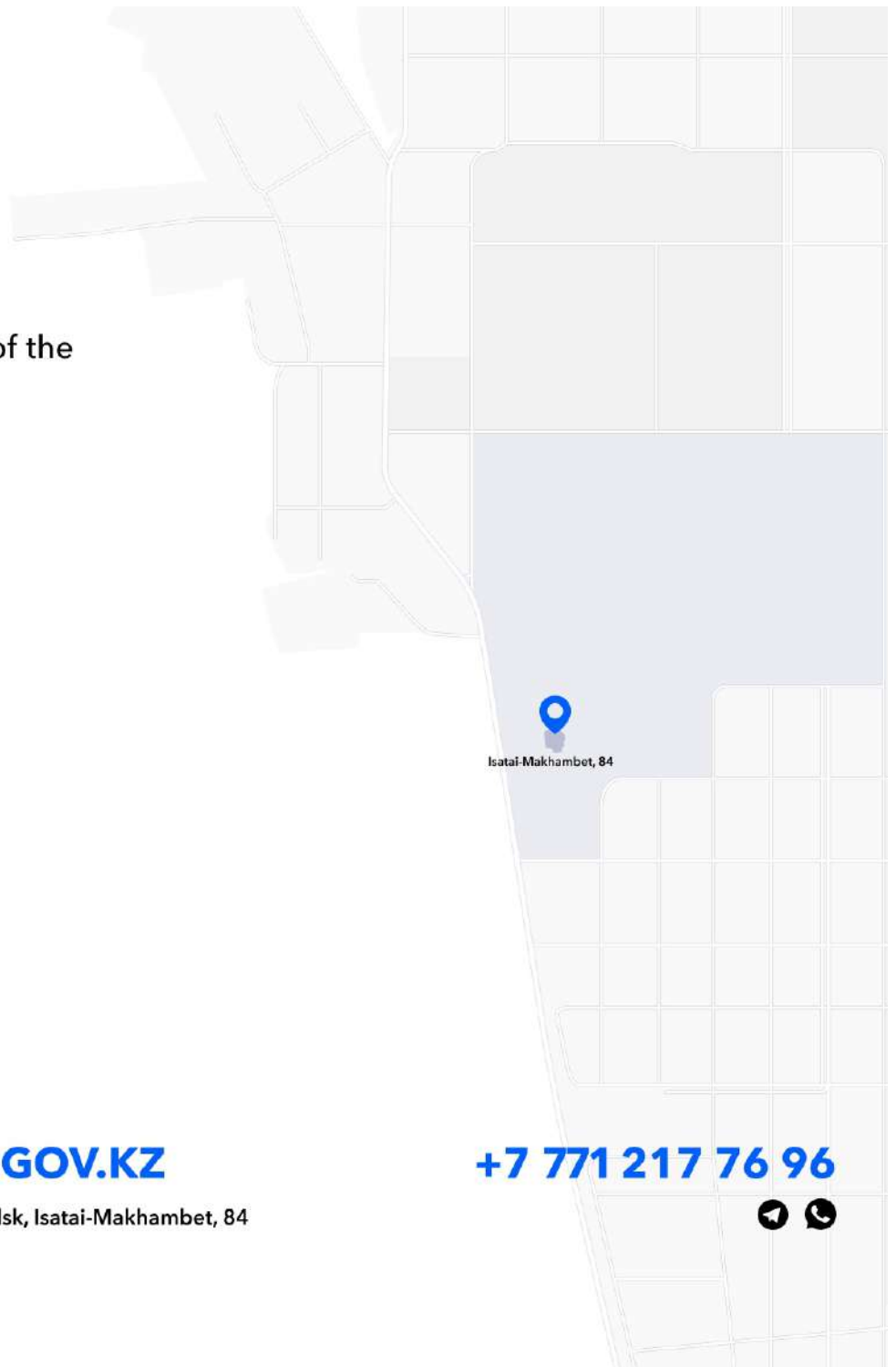


WWW.INVEST07.GOV.KZ

✉ invest@aqjaiyq-sp.kz

📍 Uralsk, Isatai-Makhambet, 84

+7 771 217 76 96







POSTMAN PR
рекламно-производственная компания

Республика Казахстан, г. Уральск, ул. Жунисова, 82,
тел. 310-286 / 310183, E-mail: postpost@mail.ru