

Provision of a Comprehensive Entrepreneurial License (Franchise) for the CNG Filling Station Construction Project

• Astana, 2026 •

Franchising Model of LLP “QazaqGaz Onimderi”



Advantages:

- ✓ Provision of the trademark.
- ✓ Assistance in obtaining technical specifications for gas supply.
- ✓ Interaction with local executive authorities.
- ✓ Possibility of obtaining a land plot for the construction and operation of a CNG filling station (subject to allocation by the relevant Akimats).
- ✓ Company brand book.
- ✓ Corporate identity elements of the Company.
- ✓ Design standards.
- ✓ Marketing and promotional materials.



Results:

- Reduction of capital expenditures
- Faster commissioning of facilities
- Unified standards



Objective:

- Optimization of costs and corporate procedures
- Implementation of CNG filling station construction projects through franchising

Franchising Terms



600 MCI

per year for the trademark per legal entity, regardless of the number of CNG filling stations transferred under the franchising project



10%

monthly royalty on CNG sales

Natural Gas Vehicle Fuel Market



At present,
in the Republic of Kazakhstan,
25 CNG filling stations are in operation
(CNG filling station = automobile
gas filling compressor station).



Including the CNG filling stations of
LLP "QazaqGaz Onimderi"

- **Aktobe** — 1 station
- **Almaty** — 5 stations



Compressed Natural Gas Production



- 1** Purification and drying of natural gas.



- 2** Compression of natural gas to a pressure of 250 atmospheres.



- 3** Storage of compressed natural gas.



- 4** Dispensing natural gas for vehicle refueling.



Additional information:

According to GOST 27577-2022 "Compressed natural fuel gas for internal combustion engines", clause 3.3, **an automobile gas-filling compressor station (CNG filling station)** is a set of machines, equipment, buildings, structures, and engineering support systems integrated into a single technological cycle for the production, storage, and dispensing of compressed natural gas.

The production of gaseous fuel (OKED 35.21) is **a priority type of activity** under the List of Priority Activities for the Implementation of Investment Projects (Resolution of the Government of the Republic of Kazakhstan No. 13 dated January 14, 2016).

Criteria for Selecting a Land Plot for the Construction of a CNG Filling Station


1
Terrain of the land plot

flat, without flooding


2
Shape of the land plot

rectangular, closer to square


3
Absence nearby

stream, river, lake, etc. (desirable).


4
Location nearby

truck parks, high transit freight traffic, etc.


5
Land plot area

1.0–1.5 ha


Connection to utility networks:

- gas pipeline with pressure of 0.3–0.6 MPa in immediate proximity (about 4,500 m³/hour, about 20 million m³/year);
- electrical substation in immediate proximity (connection capacity about 1.0–1.5 MW);
- highway in immediate proximity with possibility of access;
- water supply and sewerage networks (desirable).


7
Sanitary protection zone

at least 100 meters (within the sanitary protection zone, it is prohibited to place buildings and structures with permanent residence of the population — residential buildings, public daily-service facilities — schools, kindergartens, shops, consumer service facilities, cinemas, cafes, etc.).


8
Distances from plot boundaries:

- to industrial enterprise boundaries — at least 35 meters;
- to bridges, ports, airports, railway stations — at least 100 m;
- to roads — at least 25 meters for Category I roads, at least 15 meters for roads of other categories;
- to deciduous forest areas — at least 20 meters;
- to coniferous forest areas — at least 50 meters;
- to power lines — at least 1.5 pole heights;
- to explosive facilities — subject to approval, but not less than 100 m.

Development Plans for CNG Filling Stations



In 2026, a search is underway for private investors (franchisees) to implement CNG filling station construction projects on the existing sites along the Western Europe – Western China highway in the settlements of **Irgiz** and **Aiteke Bi**.



Work is underway to obtain land plots from state ownership for the construction of CNG filling stations in the cities of **Astana** and **Shymkent**.



Additional sites are being identified for the construction of CNG filling stations along promising transport corridors:

- Astana–Almaty;
- Almaty–Usharal;
- Western Europe–Western China;
- Beyneu–Uralsk



Land plots of LLP “QazaqGaz Onimderi” for the construction of CNG filling stations

Projected Financial and Economic Indicators

No.	Description	Amounts, mln KZT, excl. VAT
1	Design and estimate documentation	51.1
2	Construction and installation works	981.7
3	Land plot	-
4	Designer supervision	4.5
5	Technical supervision	22.3
6	Other costs	4.5
Total excl. VAT:		1,064.1

Description	2027	2028	2029	2030
 Sales price (excl. VAT)	144	154	165	176
 CNG cost, incl.:	112	113	120	128
 Gas purchase price per 1 m ³	74	79	85	91
 Compression	37	34	35	37
 Gross income per 1 m ³	32	41	45	48



 10-year NPV:
1130
mln KZT

 10-year IRR:
36%

 DPP:
~3
years

A large, stylized flame graphic on the left side of the slide, composed of two overlapping shapes in shades of blue and teal.

Thank you for your attention!