



Navigating the Path to Future Success

Alina Aldambergen
CEO of KASE

for
Almaty International School
May 2024



Content

△ Exploring KASE: Introduction to Our Stock Market

New generation behaviour changes career perception

IT revolution requires the development of new skills

ESG focus is changing the market landscape



Kazakhstan: Facts and Figures

Territory
2.7 mln. sq.km.

amongst CIS countries
2nd place

worldwide
9th place

Population
20 mln



Kazakhstan in the World Ranking of Explored Resources

- **1st** globally in uranium production
- **2nd** globally in chromium, lead and zinc reserves
- **3rd** globally in manganese reserves
- **5th** globally in copper reserves
- **TOP 10** globally for coal, iron and gold reserves



70 types of resources have been explored



60 elements are currently being produced

Indicator	2019	2020	2021	2022	2023
GDP, USD bn	181.7	171.2	197.1	222.3	261.4
Change in GDP, % (YoY)	+4.5	-2.5	+4.3	+3.2	+5.1
Inflation, % (YoY)	5.4	7.5	8.4	20.3	9.8
Unemployment, %	4.8	4.9	4.9	4.9	4.7
Average USD/KZT rate	382.75	412.95	426.03	460.48	456.31
Budget balance, % of GDP	-1.8	-4.0	-3.0	-2.1	-2.4
National Fund Assets, USD bn	61.8	58.7	55.3	55.7	60.0

S&P Global

**BBB-/stable/A-3
(01.03.24)**

FitchRatings

**BBB/stable/F2
(17.11.23)**

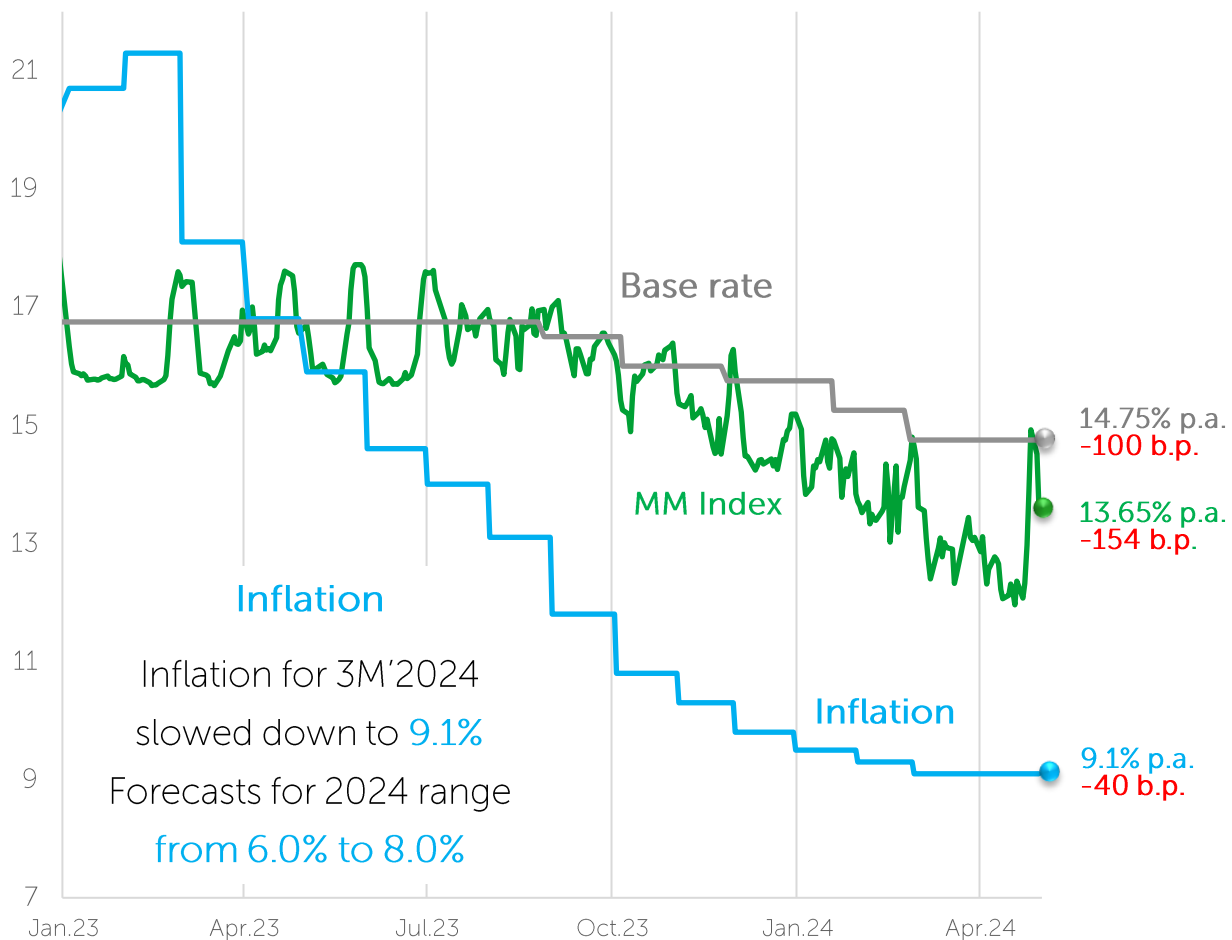
MOODY'S

**Baa2/positive
(27.10.23)**

Key Macro Factors

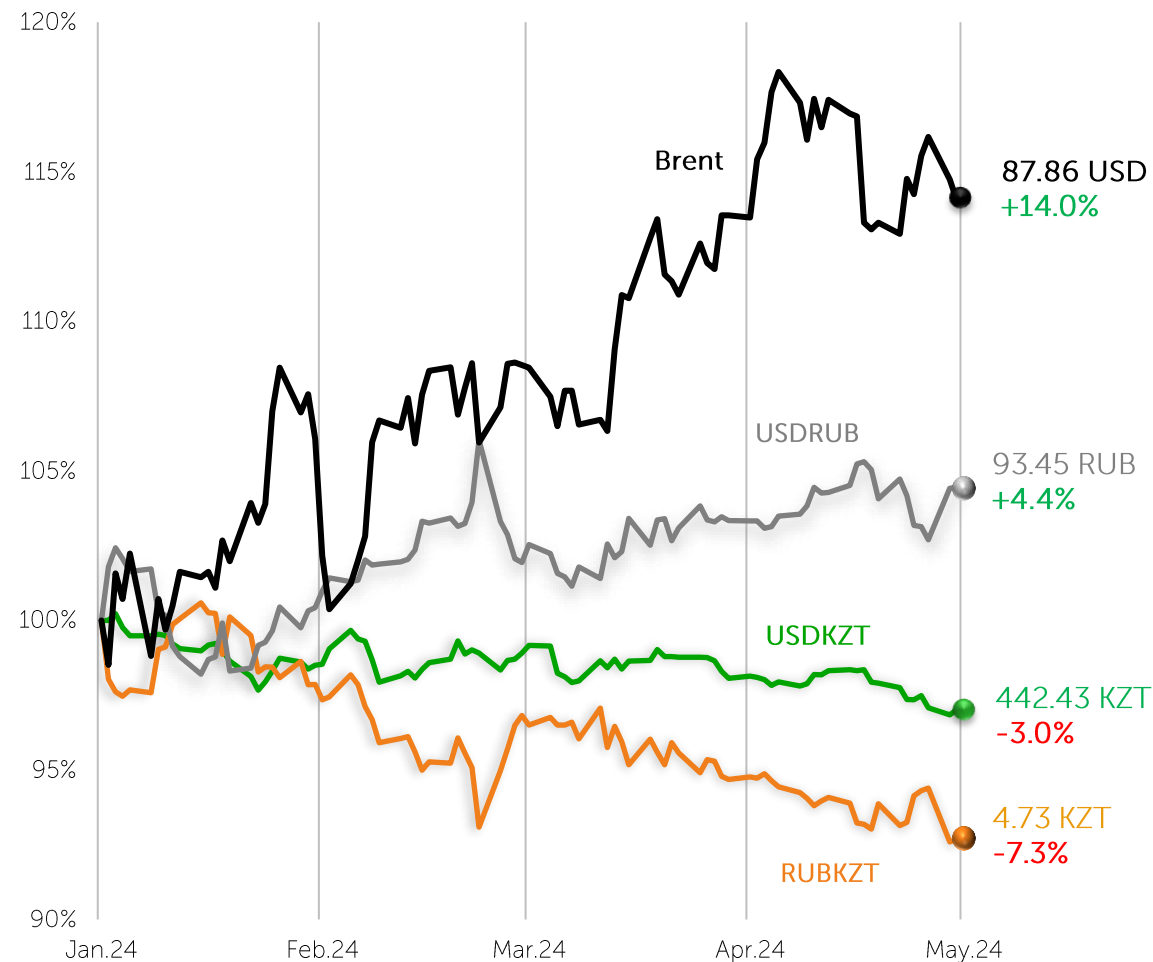
KASE MM Index vs Interest Rate Changes, % per annum

data from January 01, 2023 to May 01, 2024



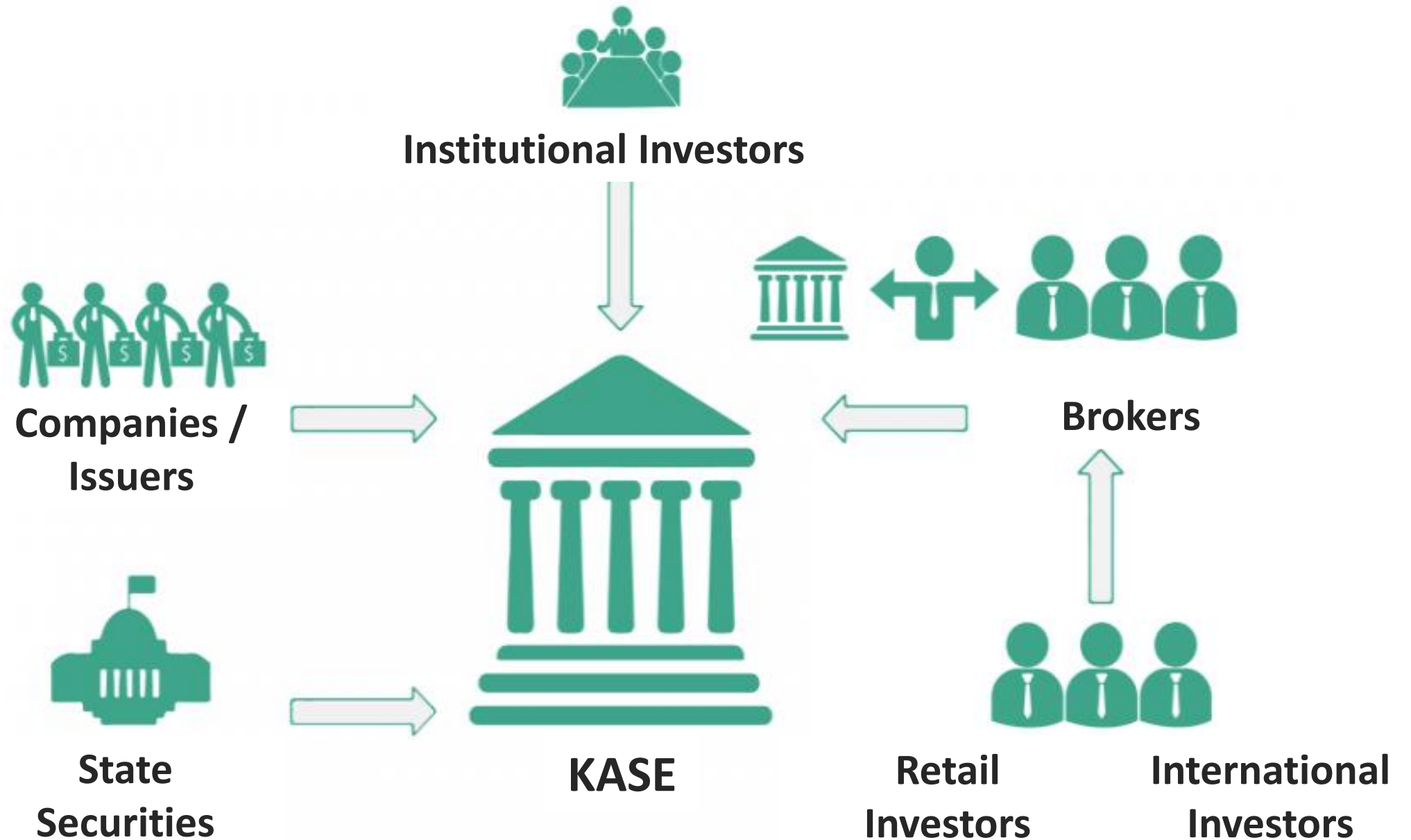
Dynamics of RUB/KZT, USD/KZT, USD/RUB exchange rates vs. oil price dynamics in 2024, %

data from January 01, 2024 to May 01, 2024



Note: MM Index (Money Market Index) – composite indicator of the money market, which represents the average value of average weighted interest rates (yield) on USD/KZT currency swap transactions and one-day auto repo transactions in government securities of the Republic of Kazakhstan weighted by the transactions amount.

Source: NBRK, Bureau of National statistics, KASE, Bloomberg



Trading of state securities issued by the National Bank and Ministry of Finance of RoK, FX and open money market operations by the National Bank



Stock and Money Market Indices and Indicators

New Trading and Clearing Systems in All 4 Markets

Trading Using Omnibus Accounts

Settlement Cycle from T + 0 to T + 2

Multi-instrumental Support of Transactions

CCP in All Markets

Netting in the Stock Market and Repo

Integrated Market

FX

Spot Operations
T+0, T+1, T+2

Money

Currency Swaps
REPO Operations

Stock

Equities
Corporate Bonds
State Securities
Investment Funds

Derivatives

Currency Futures
Equity Futures
KASE Index Futures

Netting for currency and stock markets. operations. Indivisible calculation position for SPOT, REPO and SWAP

Use of securities as collateral in REPO transactions

Hedging instrument

Trading Instruments

1,561 instruments, including 1,013 securities issues; 294 instruments in the T+ list

as of May 01, 2024

Stock market			Money market	Currency market	Derivatives
Stocks	Bonds	Other Securities	Swap operations	Spot	futures
IPO / Auctions	Auctions	Secondary market	RUBKZT	RUBKZT	KASE Index
Buyback	Secondary market	Securities of investment funds	USDKZT	USDKZT	USDKZT
Secondary market	Municipal bonds	ETF	CNYKZT	CNYKZT	RUBKZT
Large companies	Government Securities		EURKZT	EURKZT	KZAP
SME	Ministry Finance		Autorepo	EURUSD	HSBK
Dual listing	National Bank Notes		Stocks	USDCNY	
GDR	Foreign Government Securities		Bonds	EURCNY	
	Corporate bonds		State securities basket		
	IFO bonds		General collateral certificates		
63	217	14	505	22	21
88	611	20			
Settlements					
T+2	T+2	T+2	от T+1 до T+1Y	T+0	T+1W
T+0 - illiquid Securities	T+0 - illiquid Securities	T+0	от T+0 до T+90	T+1	T+1M
				T+2	T+3M
					T+6M

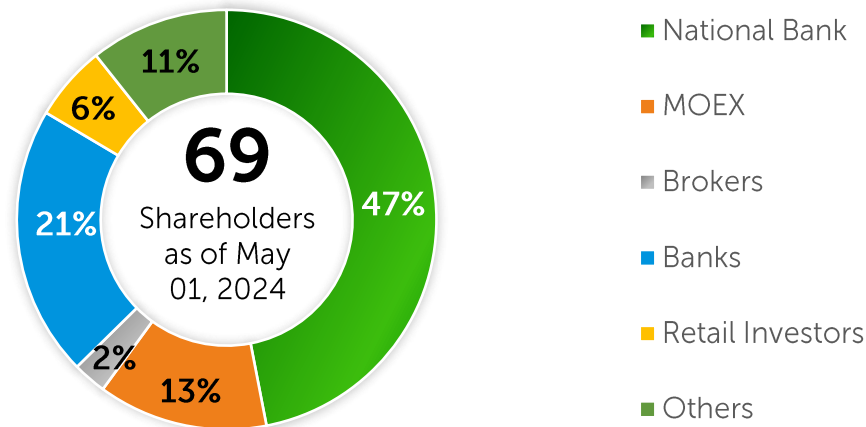
Our company

KASE was established on November 17, 1993

Today KASE is the universal financial market with established mechanisms for interaction of all participants

KASE mission is to promote economic growth of Kazakhstan

Our shareholders



Our services



LISTING

- securities listing for public trading
- private placement
- disclosure of information about issuers' activities



MEMBERSHIP

- equities
- FX
- derivatives



FINANCIAL INSTRUMENTS

- securities
- currencies
- repo operations and currency swaps
- derivatives



POST-TRADING SERVICES

- clearing
- settlement
- CCP



DISSEMINATION OF MARKET DATA

- trading results
- real-time and delayed data
- historical data
- IRIS Finance software product
- KASE MOBILE



IT SOLUTIONS

- three trading systems
- settlement and clearing systems
- FIX-Gateway and FAST protocols
- Web services for market participants

KASE – Universal Exchange (2/2)

as of May 01, 2024

4
markets



- Securities
- Money
- FX
- Derivatives

>1 500
instruments in trade list




- >1 000 securities
- money market instruments
- derivatives
- FX instruments

250
issuers



30
indices and indicators



- 18 security market
- 10 money market
- 2 composite indices

5th place
by market capitalisation among FEAS stock exchanges



2nd place
by trading volume among CIS exchanges



52
members of the exchange



~2,8 mln
accounts of retail investors



Frontier

MSCI **FTSE**

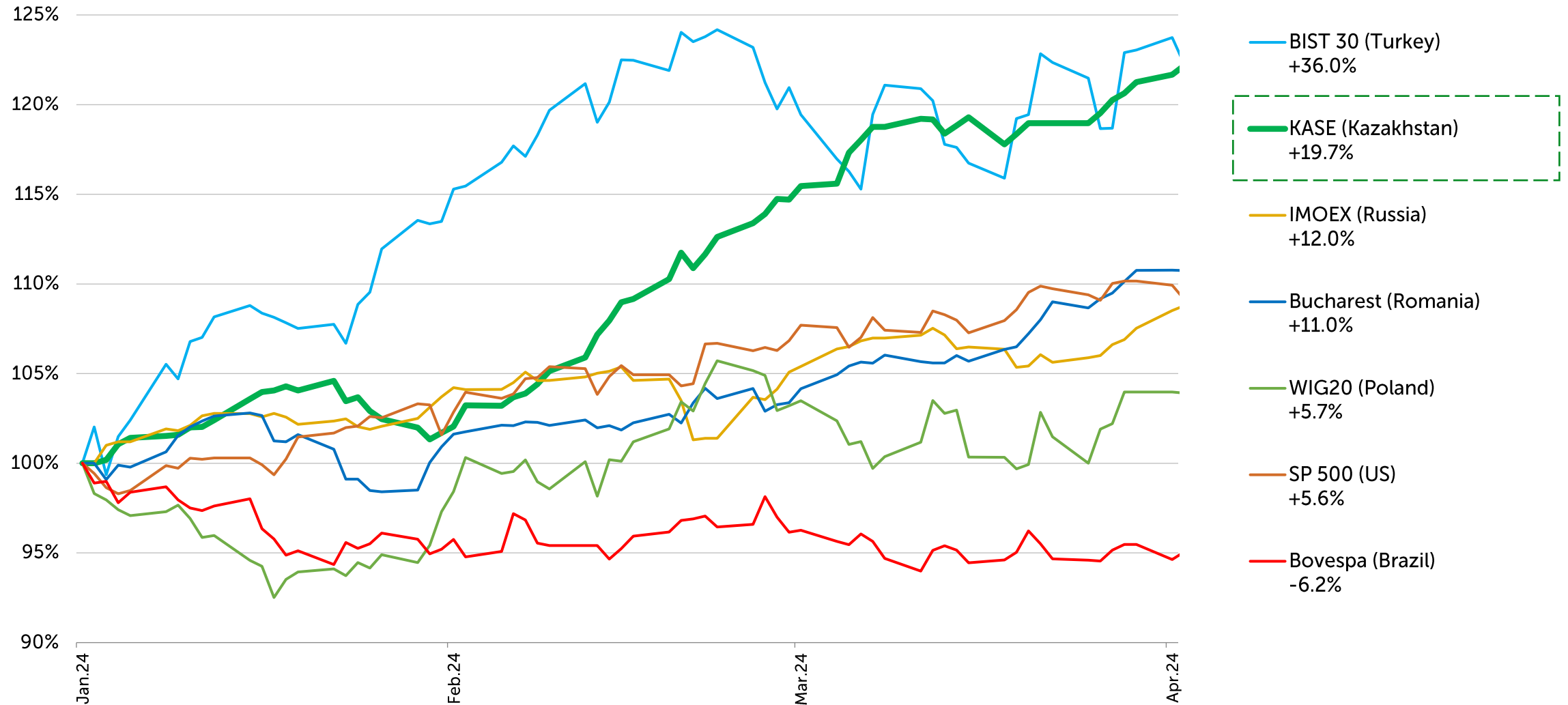


McGraw Hill Financial

Source: KASE, CSD, IAE

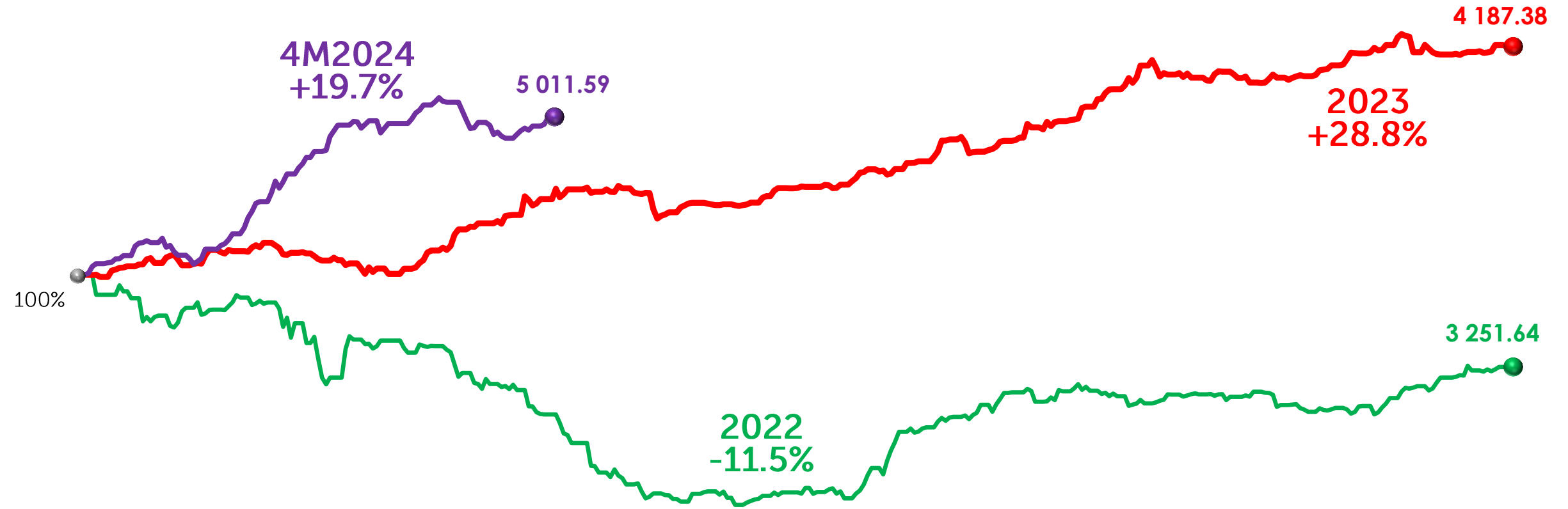
KASE Index and Emerging Markets Indices

data from 01 January to 30 April 2024



KASE Index Dynamics

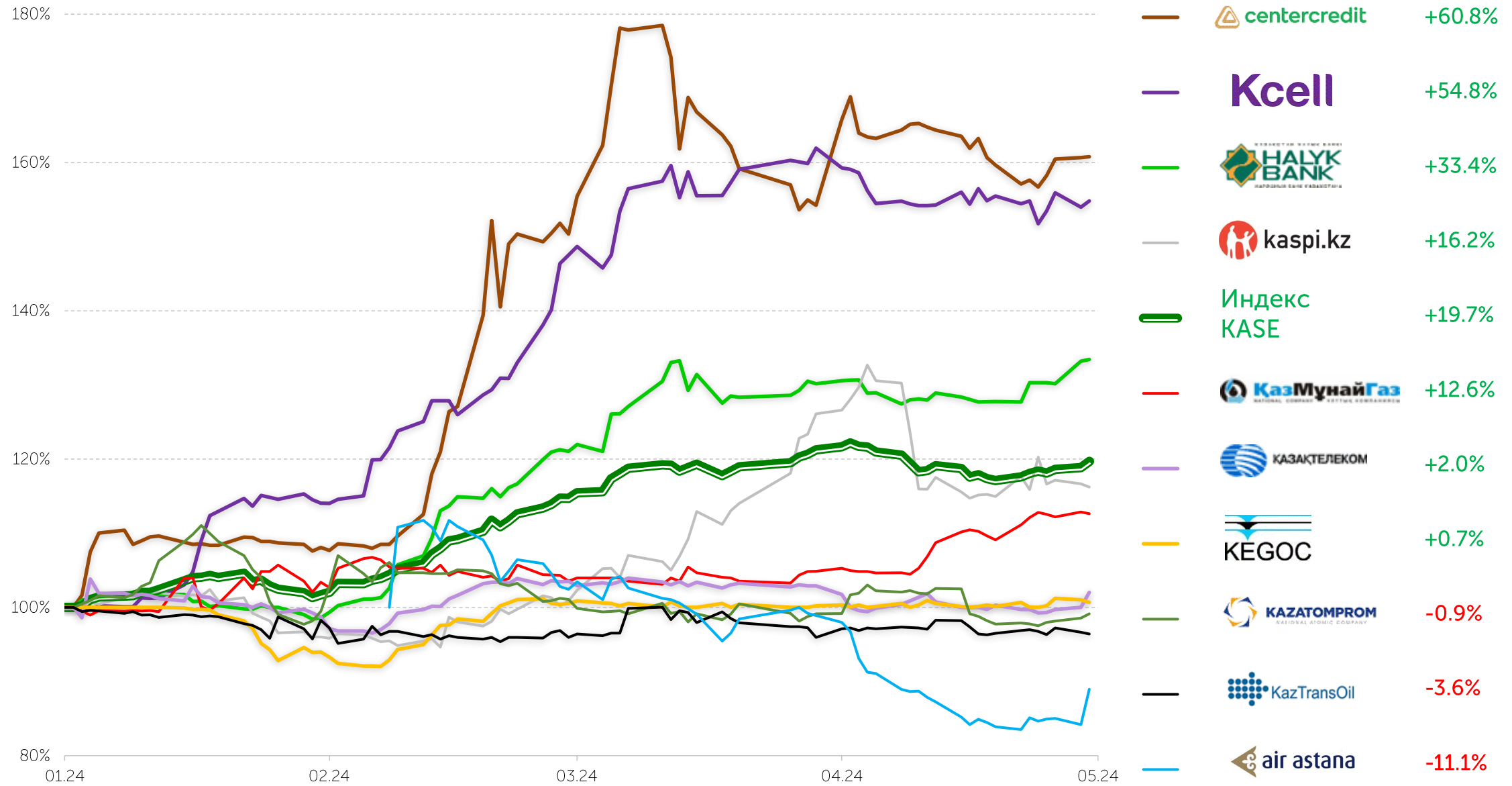
KASE Index in 2022 – 4M2024



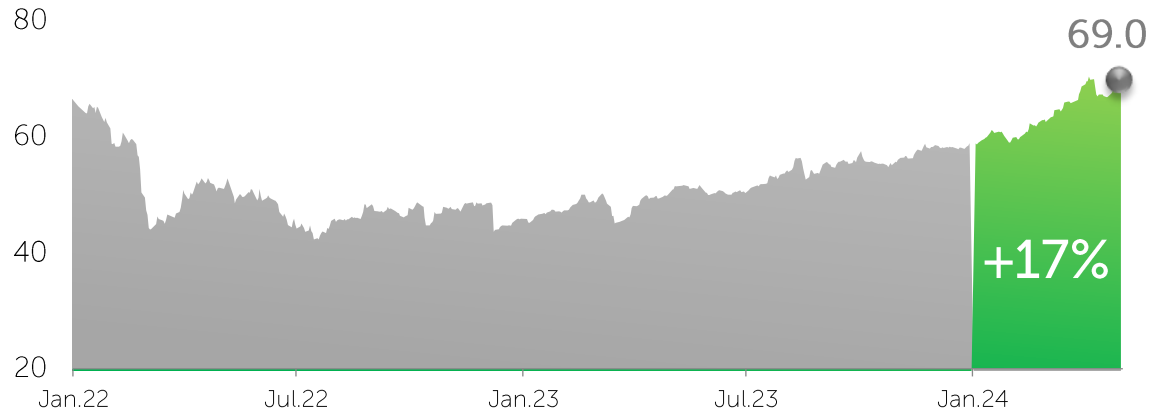
KASE Index components



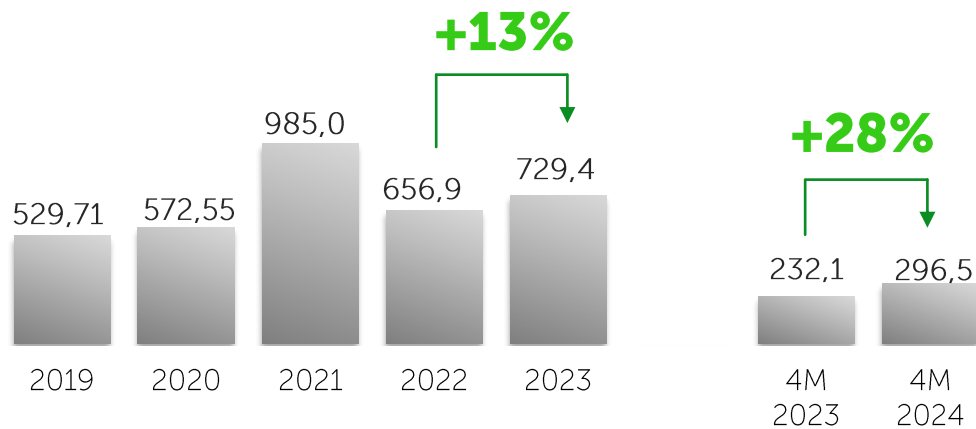
KASE Index components in 4M2024



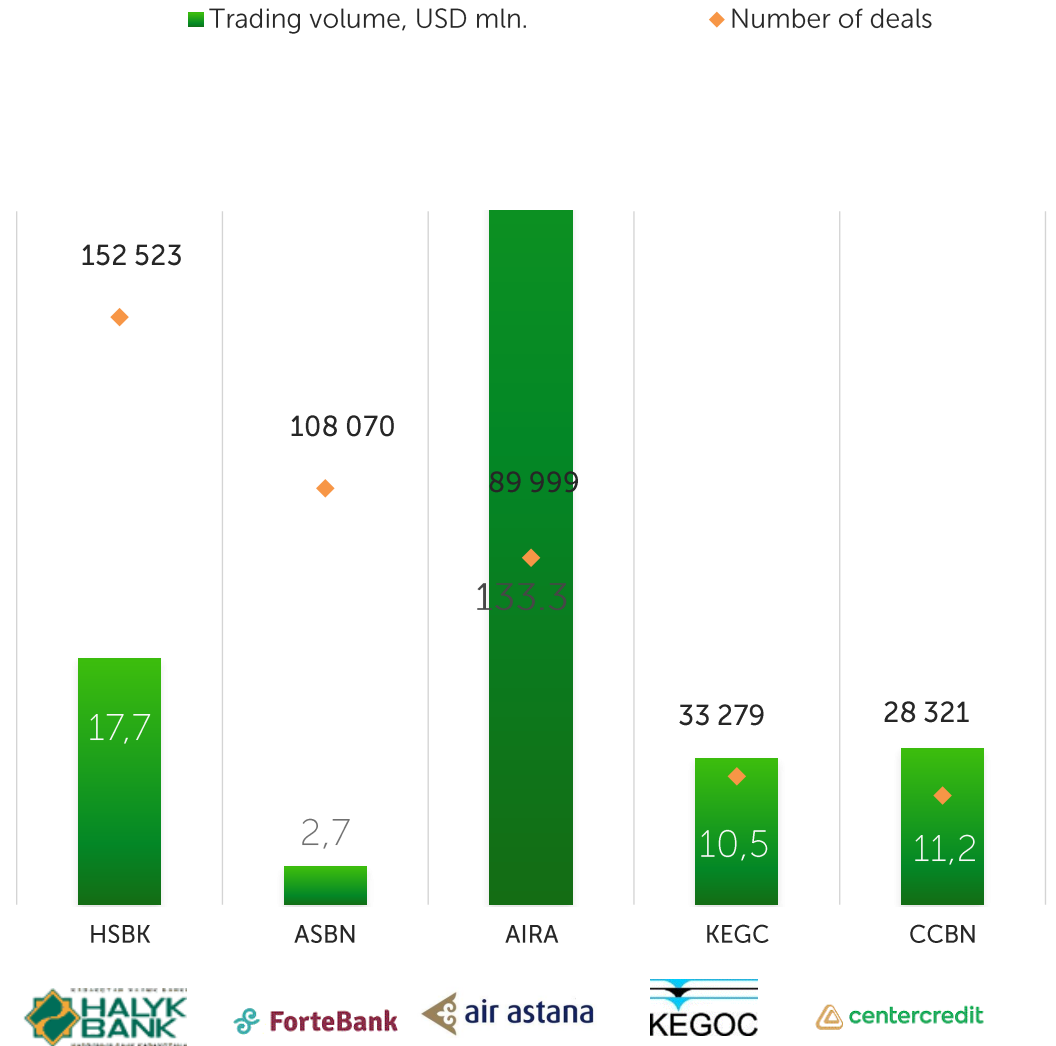
Equity Market Capitalisation, USD bn



Trading volume, USD mln

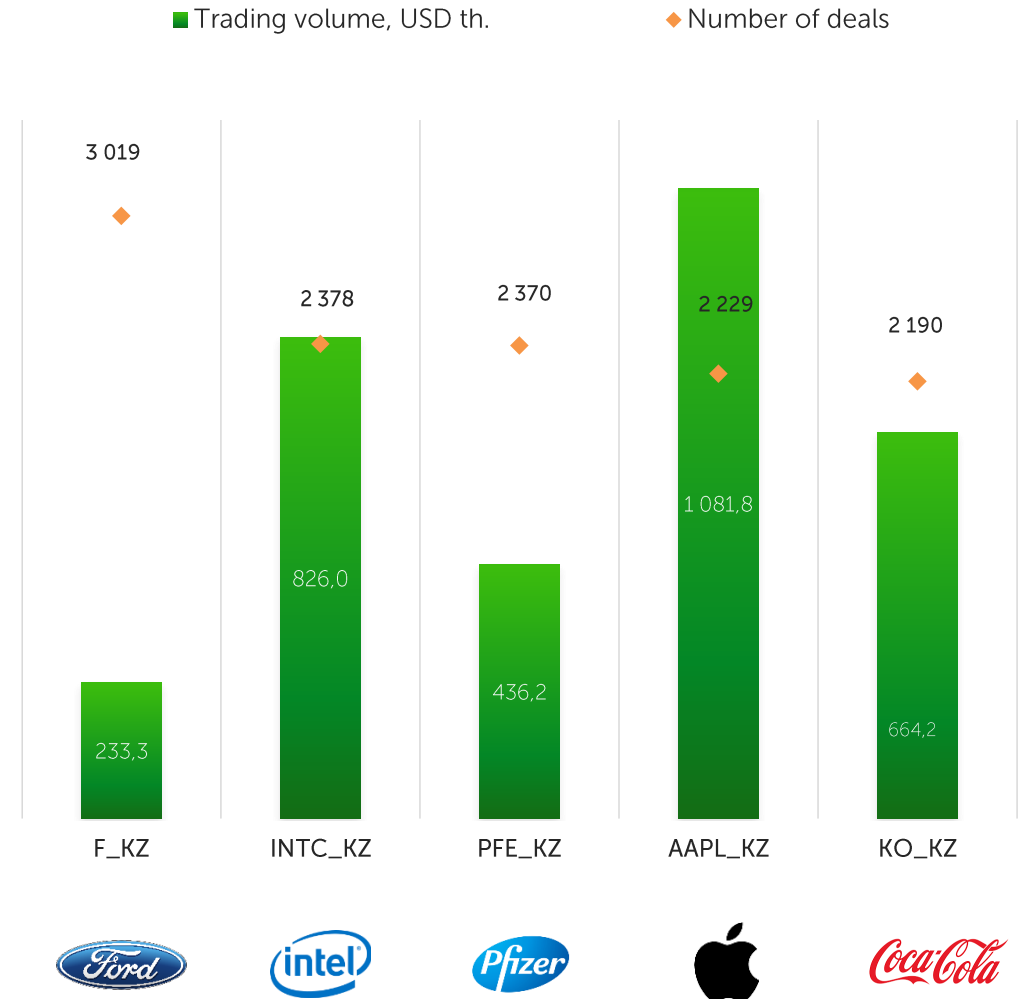


Top 5 most liquid stocks at the end of 4M 2024



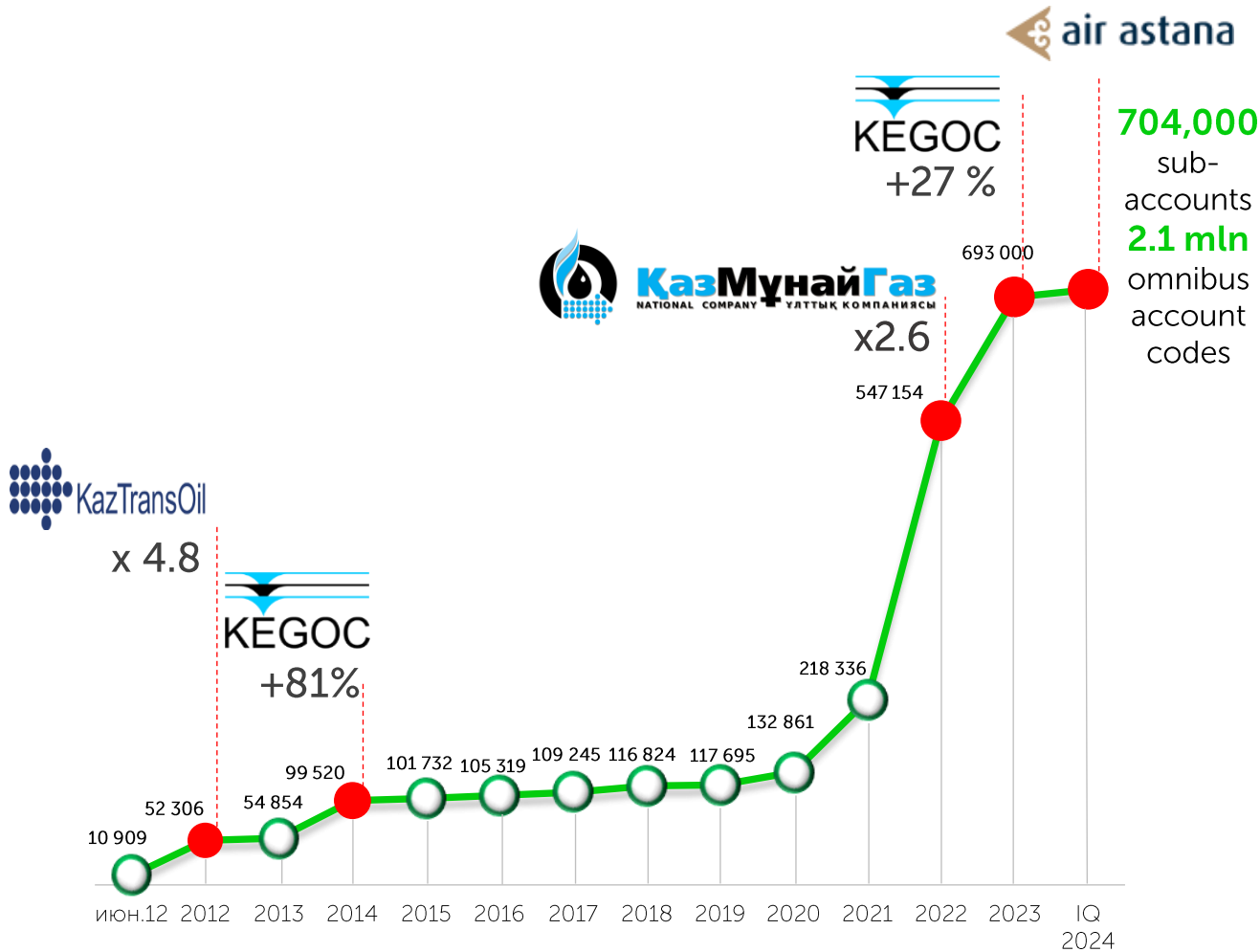


Top-5 most popular assets of KASE Global at the end of 4M 2024



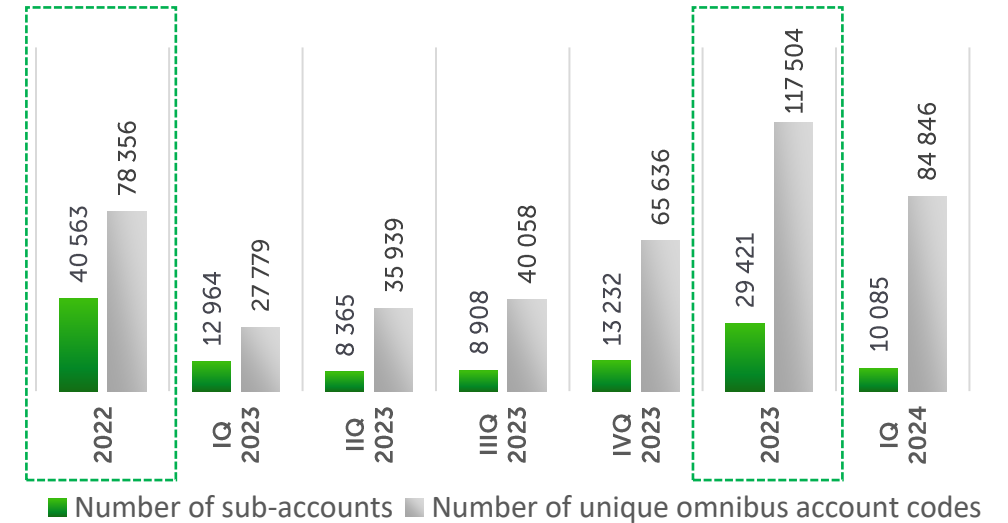
Growth in the number of retail investors

The role of IPOs in attracting retail investors



Note: Data are as at the end of the year

Active sub-accounts of individuals on the stock market

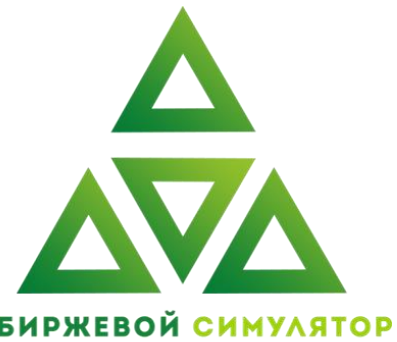


Share of participation of individuals in the secondary market in IQ'2024

In the sector:

- + Shares – **60.7 %**
- + KASE Global – **50.7 %**
- + Corporate bonds – **17.2 %**
- + Government securities – **0.7 %**
- + Securities of investment funds – **51.8 %**
- + Securities of MFIs – **13.9 %**

Stock Simulator



«Stock Simulator» – is a platform where you can pretend to be an investor who buys and sells shares of local and foreign companies to make money. Only instead of real money, you use virtual money, so you can learn and experiment without fear of losing real money..

To participate in the exchange simulator it is necessary to download the mobile application of Kazakhstan Stock Exchange – KASE Mobile



To learn more about exchanges activity read a comic

<https://comics.feas.org/books/english-strip-comics/>



The image features a central QR code that, when scanned, likely leads to the website mentioned in the URL above. The background is a collage of educational materials. On the left, there are several comic book panels from 'CITY COMICS' depicting a business meeting. The characters are in professional attire, and their speech bubbles contain business-related dialogue such as 'THE BOARD OF DIRECTORS', 'DEAR BOARD OF DIRECTORS', 'WELCOME TO THE BOARD', 'AS MEMBERS OF THE SHAREHOLDERS', 'WE WILL INTRODUCE YOU TO THE SAFETY RULES', 'AND THEN WE WILL LEAD YOU TO THE BOARD ROOM', 'SO COLLEAGUES, ARE YOU READY?', 'LET'S START DISCUSSING THE BOARD', 'KAREN PLEASE START', 'THE BOARD OF DIRECTORS HEADED BY THE CHAIRMAN', 'PLEASE RESPONDE', 'LETTING THE FINANCIALS OFFICERS FOR CLOAKERS FOR YOU', 'TO THE BRIGHT FUTURE', 'DEAR BOARD OF DIRECTORS', 'THEY WILL DEFINITELY TAKE THE COMPANY TO THE NEXT LEVEL!', 'AS MEMBERS OF THE SHAREHOLDERS', and 'WE WILL INTRODUCE YOU SAFETY'. On the right, there are financial documents. One document is titled 'STOCK | SECURITY | SHAREHOLDER' and contains text about shareholders and company ownership. Another document is titled 'SECURITY' and discusses the role of a security officer. The bottom right corner of the collage shows the title 'CITY COMICS'.



Content

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△ New generation behaviour changes career perception

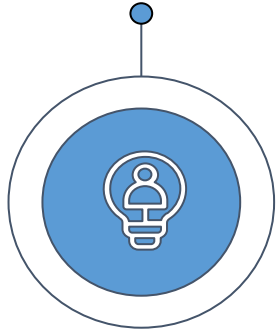
IT revolution requires the development of new skills

ESG focus is changing the market landscape

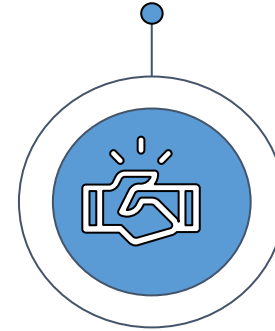


HOW THE NEW GENERATION'S PRECEPTION OF CAREERS IS CHANGING?

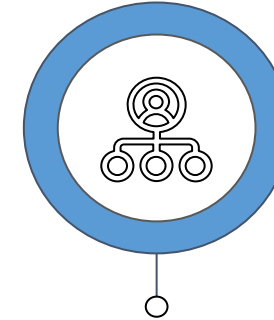
Tech-Focused Roles



Diversity and job flexibility



Consistent & Open feedback



Work-Life Balance



27% of the workforce will account for Generation Z by 2025



77% of Gen Z say company's diversity is an essential factor



39% of youth is accounted in total workforce in Kazakhstan, Y2023*



24% of youth are under 30 years age of total workforce at KASE

*<https://stat.gov.kz/en/industries/labor-and-income/stat-empt-unempl/publications/163686/>

HOW GOALS, BEHAVIOUR, GUIDELENESSE HAVE CHANGED?



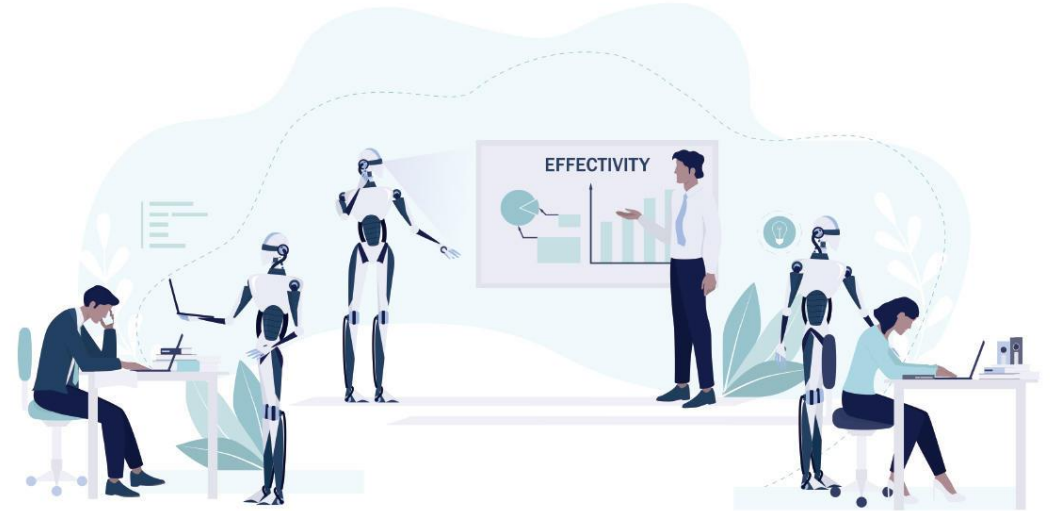
HUMAN BRAIN

- creativity
- intuition
- insight
- emotionality

AI Will Transform the Global Economy.

HOWEVER

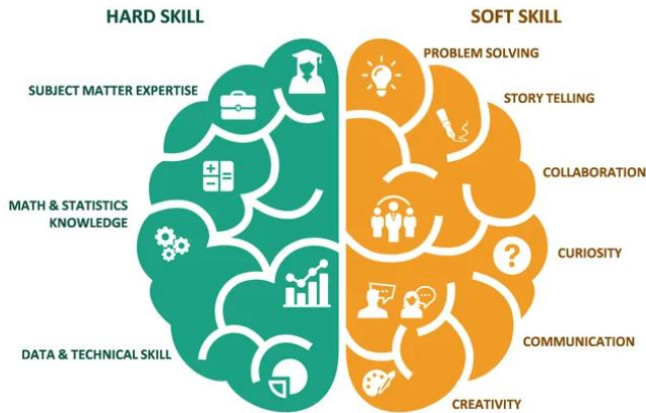
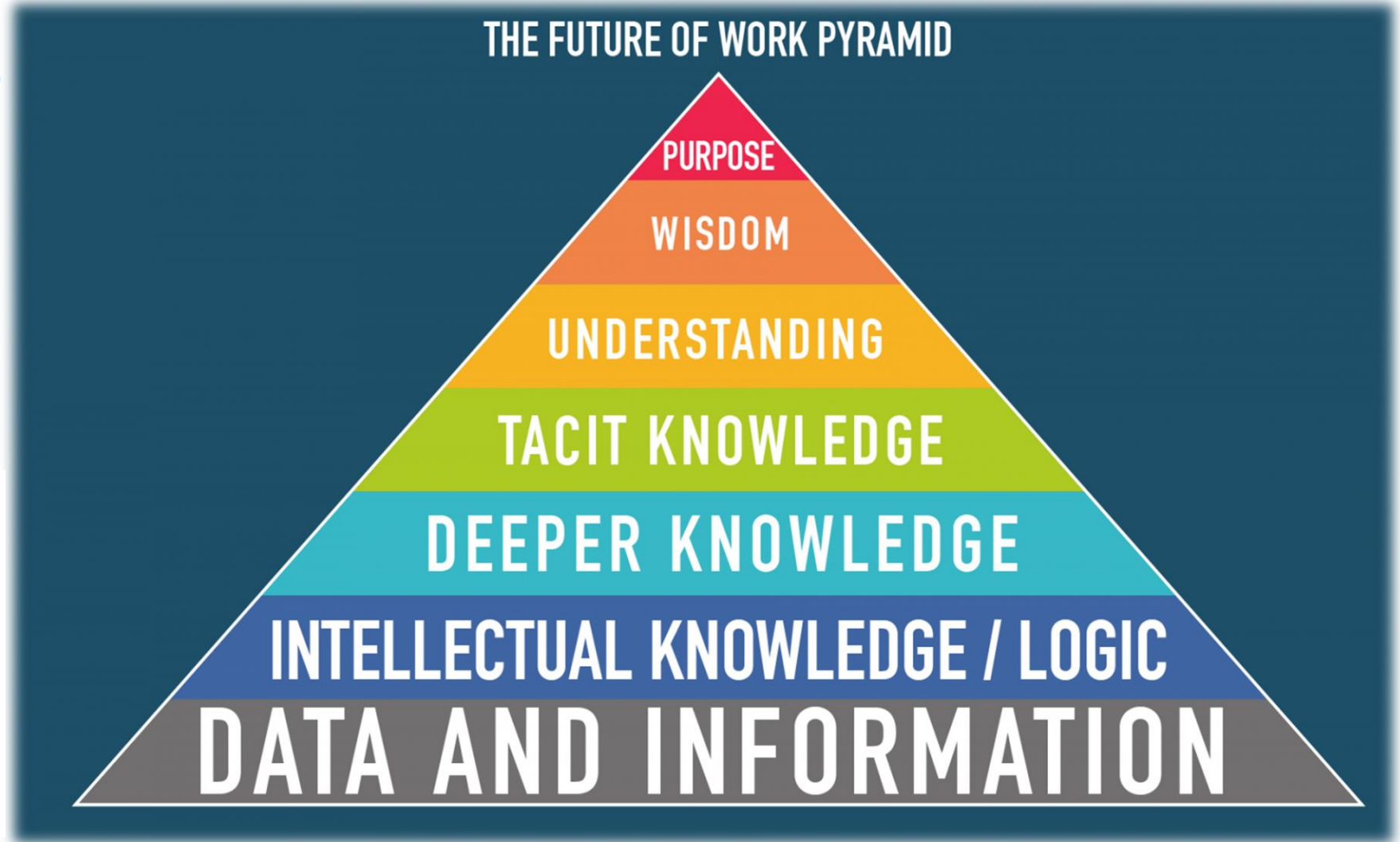
Let's Make Sure It Benefits Humanity.



ARTIFICIAL INTELLIGENCE

- high performance
- unlimited memory
- “no exhaustion”
- “assurance”

WHAT SKILLS NEED TO BE DEVELOPED UNDER NEW CONDITIONS?



Content

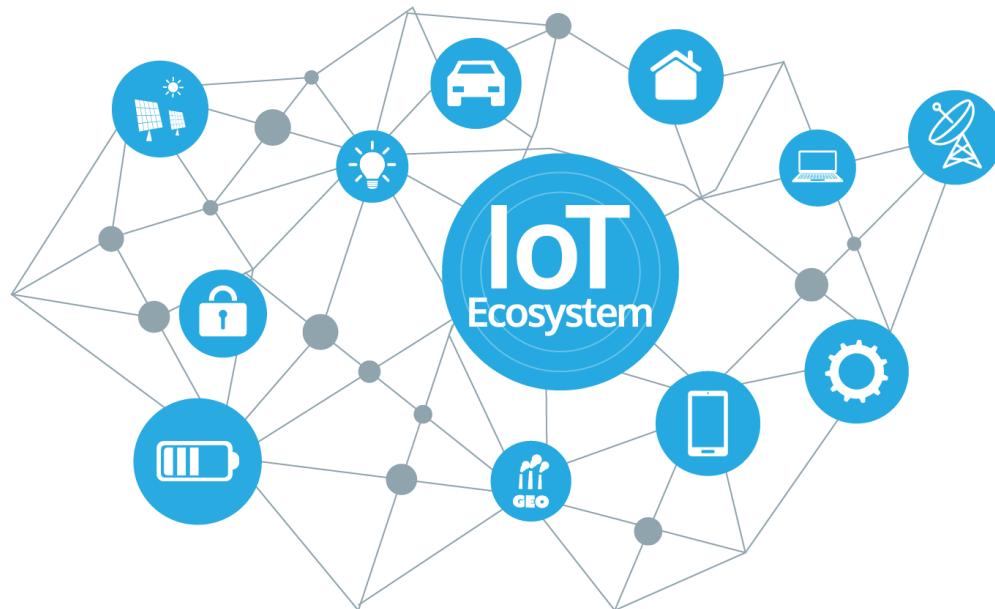
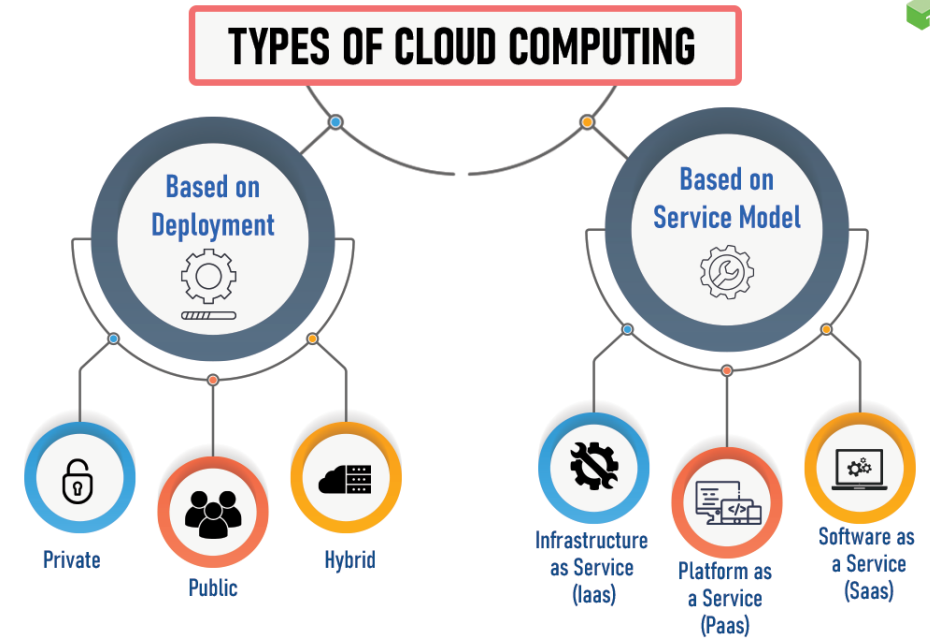
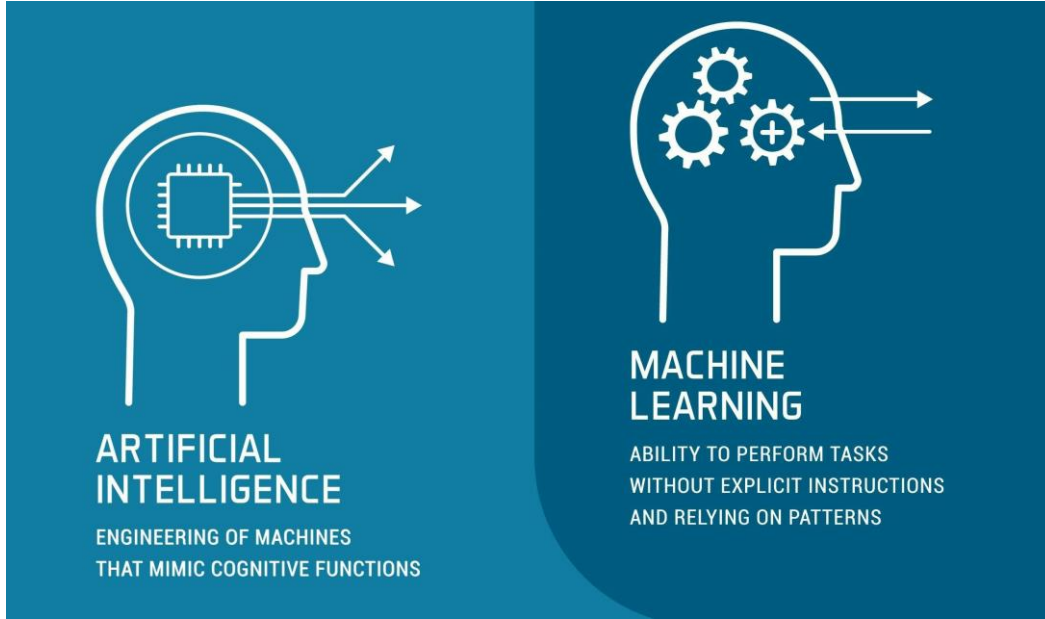
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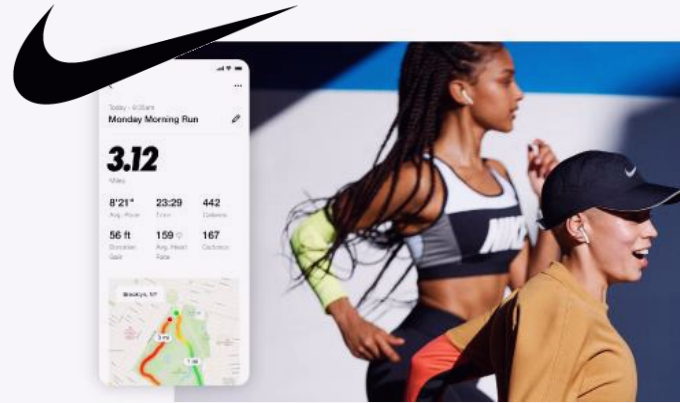
Technology in Business

In the rapidly evolving landscape of development, and also talking about the future of IT — it has become important to let go of legacy software.

How Kodak Collapsed for ignoring technological advancements?



Successful Cases When Companies Succeeded in Digital



Who killed the Blackberry?



... Embrace technology – BUT DON'T BECOME IT



**If you work in the future like a robot, a robot will replace you!
If you learn like a robot, you will never have a job!**

BLOCKCHAIN TECHNOLOGY

MvP project -
Tokenized Securities

CLOUD SOLUTIONS

PoC project with
Amazon Web Services



KASE –
IT Projects Portfolio

ARTIFICIAL INTELLIGENCE

PoC project
using RPA and AI

DATA CENTER

Failover Metrocluster
Solution



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UN Sustainable Development Goals and ESG in Kazakhstan



2015:

Kazakhstan committed to 17 UN SDGs

2016:

Kazakhstan ratified Paris Agreement committing to Net Zero by 2060

2021:

Kazakhstan's new Environmental Code established the taxonomy for green projects

2023:

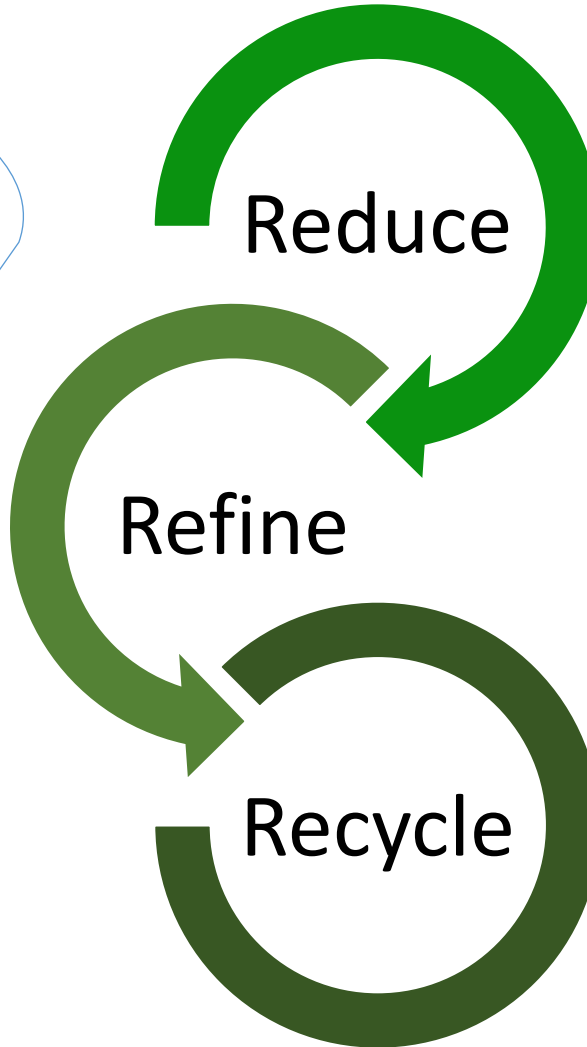
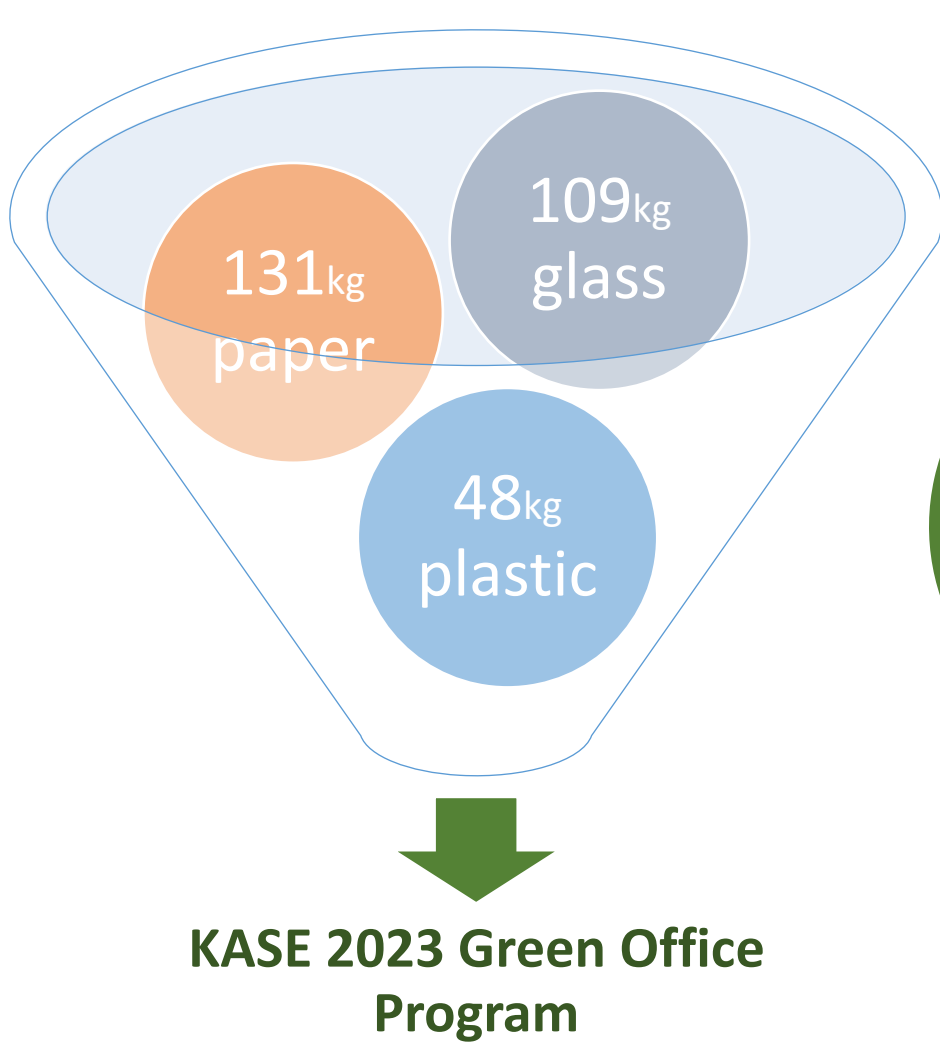
Financial Regulator adopted set of recommendations for ESG disclosure for financial institutions

DIVERSITY for Businesses

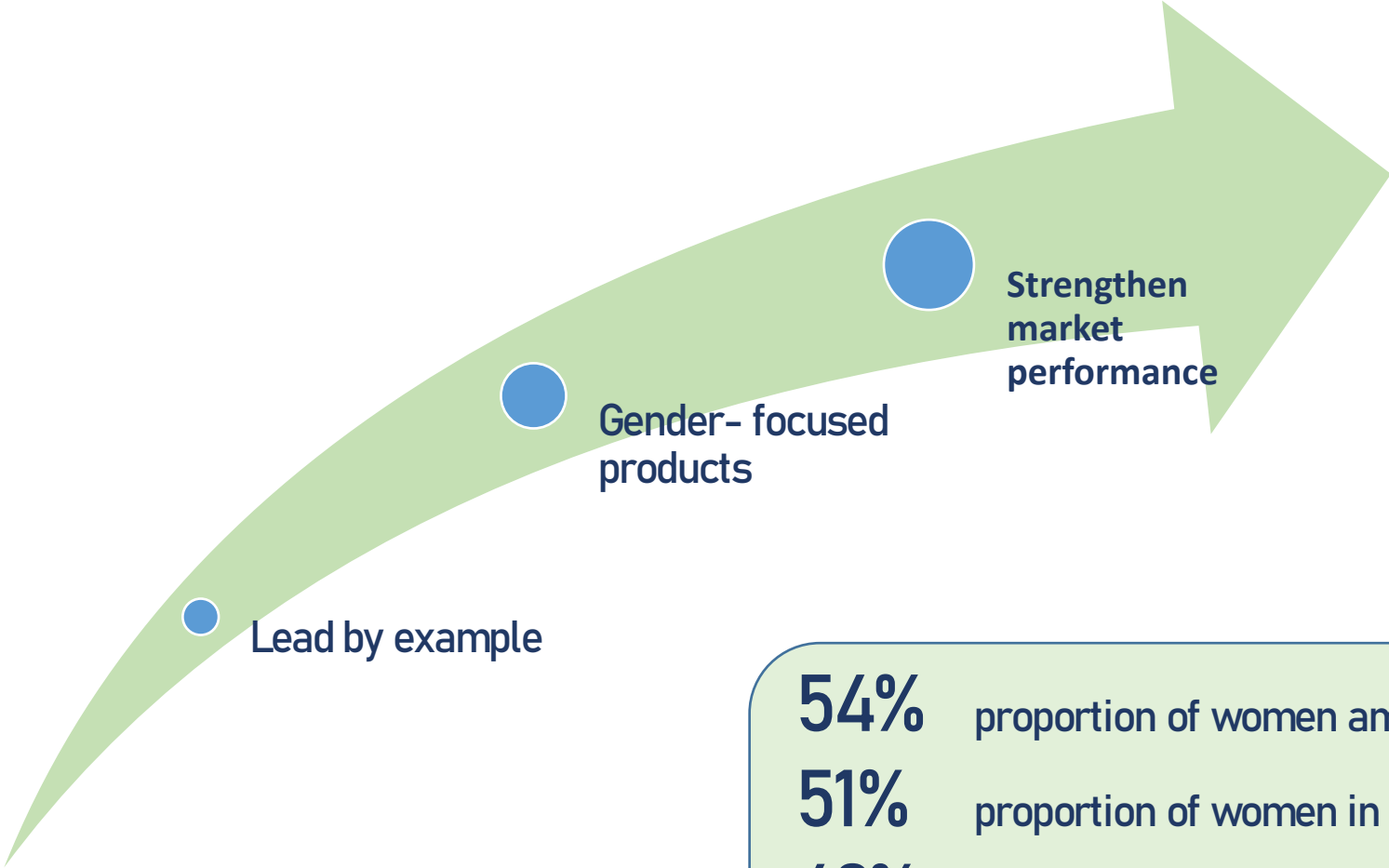
Diversity of personnel is one of the ways a company achieves competitive advantages...

...since the interaction of people different in gender, age, nationality, culture leads to a **synergistic effect**, mutual enrichment and the **creation of new value**, **maximum realization of the creative potential** of employees.





How KASE Can Advance Gender Equality?



- 54%** proportion of women among KASE's employees
- 51%** proportion of women in middle management roles
- 40%** proportion of women on KASE's Management Board
- 30%** proportion of women on KASE's Board of Directors



Adaptable and Tech-Savvy

Embraces new technologies and is willing to continuously learn.
Skilled in navigating digital tools and platforms.

Future-Focused and Visionary

Looks ahead and anticipates future trends and demands.
Aligns personal and professional goals with future opportunities.

Innovative and Creative

Thinks outside the box and brings new ideas to the table.
Uses creativity to solve problems and improve processes.

**Shaping the Future:
Traits of a Successful and In-Demand Professional**

Collaborative and Communicative

Works well in teams and communicates effectively.
Values diversity and inclusivity in the workplace.

Ethical and Socially Responsible

Committed to ethical practices and sustainability.
Understands and promotes ESG (Environmental, Social, and Governance) principles.



Thank You!



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