



KEY PERFORMANCE INDICATORS

№	Strategic KPI	2021	2022	2023		% of plan	% of 2022
				plan	actual		
Performance indicator							
1	Real estate commissioning, thousand m ²	8.18	150.65	95.42	82.00	86%	54%
2	Sold real estate, thousand m ²	29.07	99.1	142.15	96.66	68%	98%
Financial performance							
3	Net income, million tenge	9,786.1	5,284	12,033	7,437	62%	141%
4	ROACE, %	8.08%	5.29%	10.47%	7.04%	67%	133%
5	Debt/Equity, ratio	1.54	1.13	0.75	0.76	101%	67%
6	NAV, million tenge	65,343	70,612	78,268	77,891	100%	110%

- Real estate commissioning** reflects the commissioning of real estate under all programs and projects of the Company. In the reporting period, with a plan of 95.42 thousand m², 82 thousand m² of real estate were put into operation (86% of the plan), including 7 facilities commissioned – Gul-Ana RC in Almaty City, Sun City RC in Konayev Town, “On the Millennium Alley, 2nd stage” in Astana City, Akkent RC in Almaty City, Bavaria-2 RC in Aktobe City, Residential Complex on Beybarys Avenue, building No. 498 in Atyrau City, and plant for production of roofing and facing materials in Astana City.
- Sold real estate.** With a plan of 142.15 thousand m², 96.66 thousand m² were sold (68% of the plan). The deviation is due to the termination of the agreement on investment in construction for one project, the refusal of joint operations for three projects, and low financing of mortgage loans.
- Net income.** The Company’s net income at the end of 2023 amounted to 7,437.3 million tenge, with net income in 2022 being 5,283.7 million tenge (+41% compared to the same period in 2022). The deviation of the indicator from the plan of 62% is due to the recognition of additional reserves within the framework of investment activities, the termination of the contract for one project, the lack of an affirmative conclusion on a due diligence non-departmental examination of the design and estimate documentation within the framework of the national project “Comfortable School”.
- ROACE.** In the reporting period, the indicator was 7.04%, which is 33% higher than in 2022. The deviation is due to a decrease in debt on loans received, including full repayment of the bond loan, partial prepayment of the loan as part of the Green Quarter project and repayment of the loan as part of the “Rental Housing” direction of the Nurly Zher Program in accordance with schedule, in the reporting period. The growth of the indicator was also influenced by the increase in net income.
- Debt/Equity** in the reporting period was 0.76, which is 33% lower than in 2022. The deviation is due to a decrease in debt on loans received, including full repayment of the bond loan, partial prepayment of the loan within the framework of the Green Quarter project and repayment of the loan within the “Rental Housing” direction of the Nurly Zher Program in accordance with schedule, in the reporting period.
- Net asset value.** Compared to 2022, the indicator increased by 10%, which was due to an increase in equity. In the reporting period, the Company paid dividends to the Sole Shareholder in the amount of 6.4 billion tenge, which is 4.4 billion tenge higher than in 2022. In addition, the Company transferred the ownership of the building of Kazyna Tower Business Centre to the State, which was previously transferred by the Sole Shareholder to the Company as a contribution to the authorized capital.



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