# Support for domestic entrepreneurship

In 2025 the share of procurement from local suppliers reached approximately 94%, with a total value of KZT 3.7 trillion, confirming the focus on prioritizing domestic businesses.[23]

**During the reporting period, our procurement system continued to prioritize support for local business. Key measures include:**

- **Priority procurement** — giving priority to Kazakhstani manufacturers in procurement;
- **Ensuring financial stability support** — requiring a mandatory advance payment of at least 30% of the contract value;
- **Expedited payments** — reducing the payment period for goods and services supplied to 5 working days;
- **Reduced administrative burden** — exempting domestic suppliers from providing guarantees (tender deposits and contract performance guarantees).

This approach enables small and medium-sized businesses to preserve working capital and direct it to modernising their own facilities.

We also make active use of offtake contracts guaranteed-purchase contracts for products planned for development or launch. This tool gives entrepreneurs predictability of sales and supports the attraction of bank financing and investment.

In 2025, 363 offtake contracts were concluded for a total amount of KZT 257.5 billion, along with approximately 9,000 contracts with domestic producers for over KZT 2 trillion. The implementation of these projects attracted more than KZT 150 billion of private investment to the country's economy and created 500 new jobs in the processing industry.

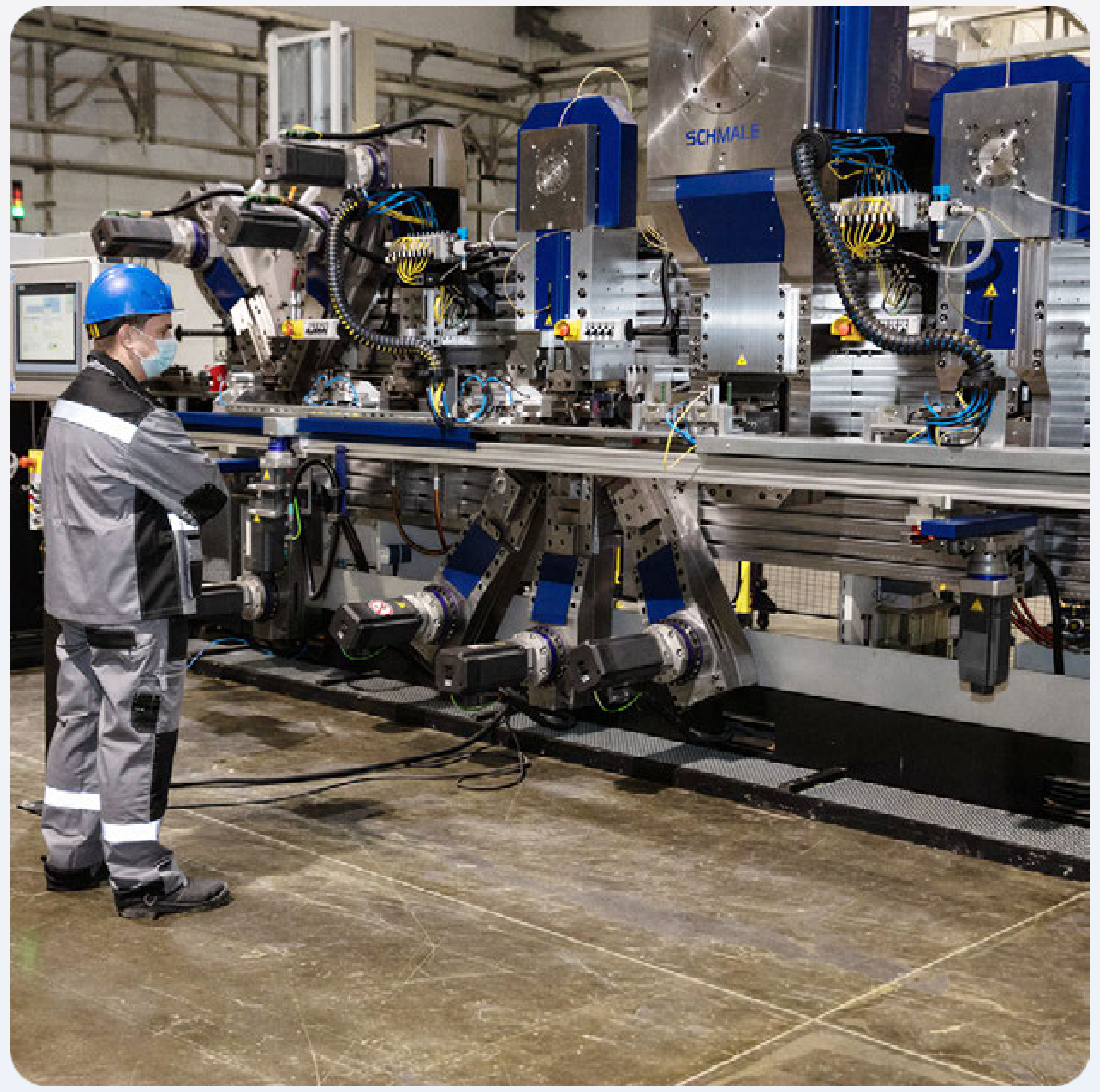
Offtake contracts are one of the key tools for import substitution: the current pool of products to be developed includes more than 4,000 items previously procured abroad.

## PromMashKomplekt LLP case

One example of successful implementation of offtake contracts in 2025 is the case of PromMashKomplekt LLP, demonstrating the effectiveness of the procurement model in supporting domestic rail-engineering. The application of long-term offtake contracts provided the company with guaranteed sales and made it possible to raise the local-content share of production to 62%.

local-content share increased

TO 62 %



94 %

total amount — 3,7 KZT trillion

share of procurement from local suppliers in 2025

363

Off-take contract, total amount KZT 257.5 billion

concluded in 2025

~ 9 THOUSAND

contracts with domestic producers totalling over KZT 2 trillion

concluded in 2025

[23] Local suppliers include organizations registered in Kazakhstan. Since the Fund operates exclusively within the country, Kazakhstan is identified as a significant location for the Group's operations. Total amount includes procurement contracts for the current year only, excluding long-term contracts, including intra-group procurements.

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