



# TRADE HOUSE



## 1. Planning

- Conducting study on demand for products;
- Preparation of drafts future and current plans for production and sale of products;
- Preparation of sales forecasts

## 2. Marketing

- search for new markets for company products and new suppliers;
- Operating activities on electricity sales (in the future), creation of sales database (supply requests, availability of reserves, market capacity)

## 3. Electricity supply monitoring

- Holding commercial negotiations with counterparties in the interests of the company;
- Ensure control over performance of the company's contractual obligations on products supply ;
- monitoring and taking necessary actions to ensure the timely receipt of funds for the products sold;
- ensure control over contracts performance registration (reconciliation reports, invoices), timely execution of sales documentation, preparation of planned ones; reports on execution of products sales plan

**Principal directions  
of activity**

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graph TD; A[Principal directions of activity] --> B[Sales activity on the domestic electricity market of the Republic of Kazakhstan]; A --> C[Electricity export and import]; A --> D[coal sales];
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**Sales activity on the domestic  
electricity market of the Republic of  
Kazakhstan**

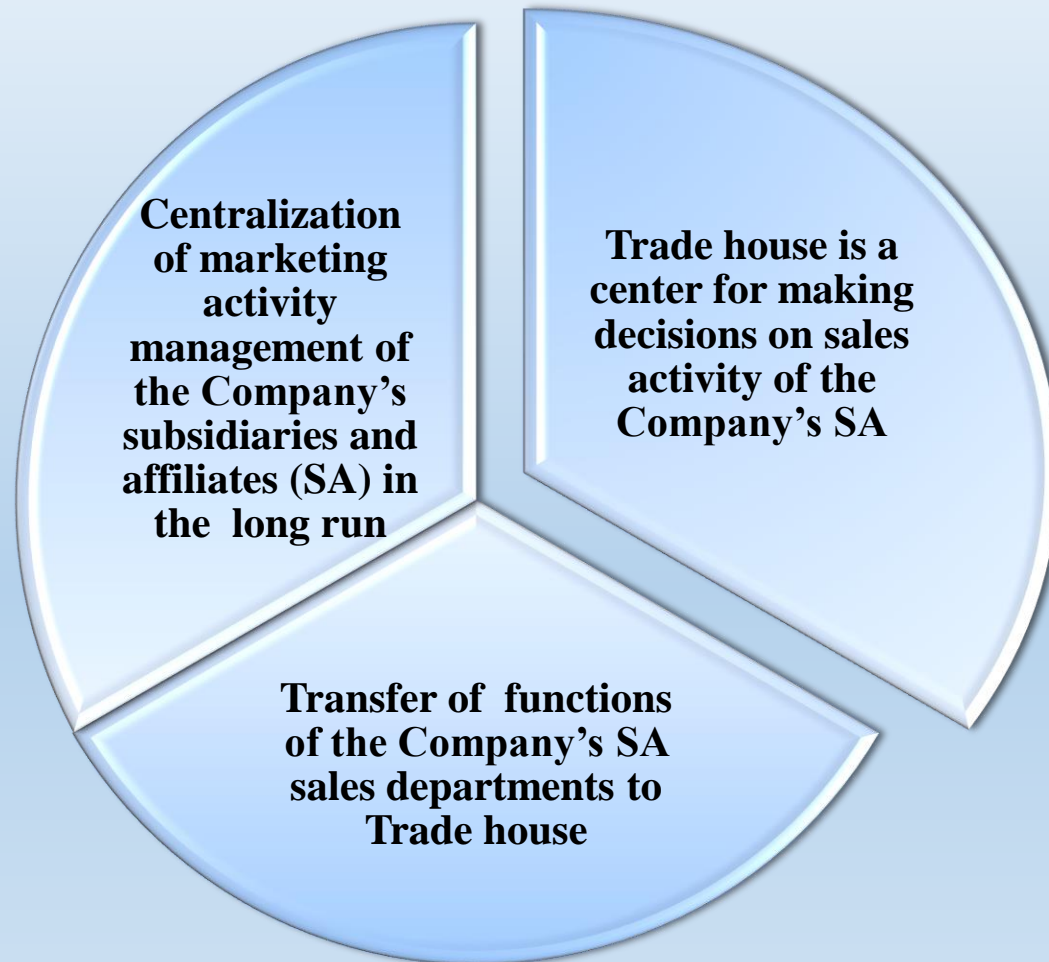
**Electricity export and  
import**

**coal sales**

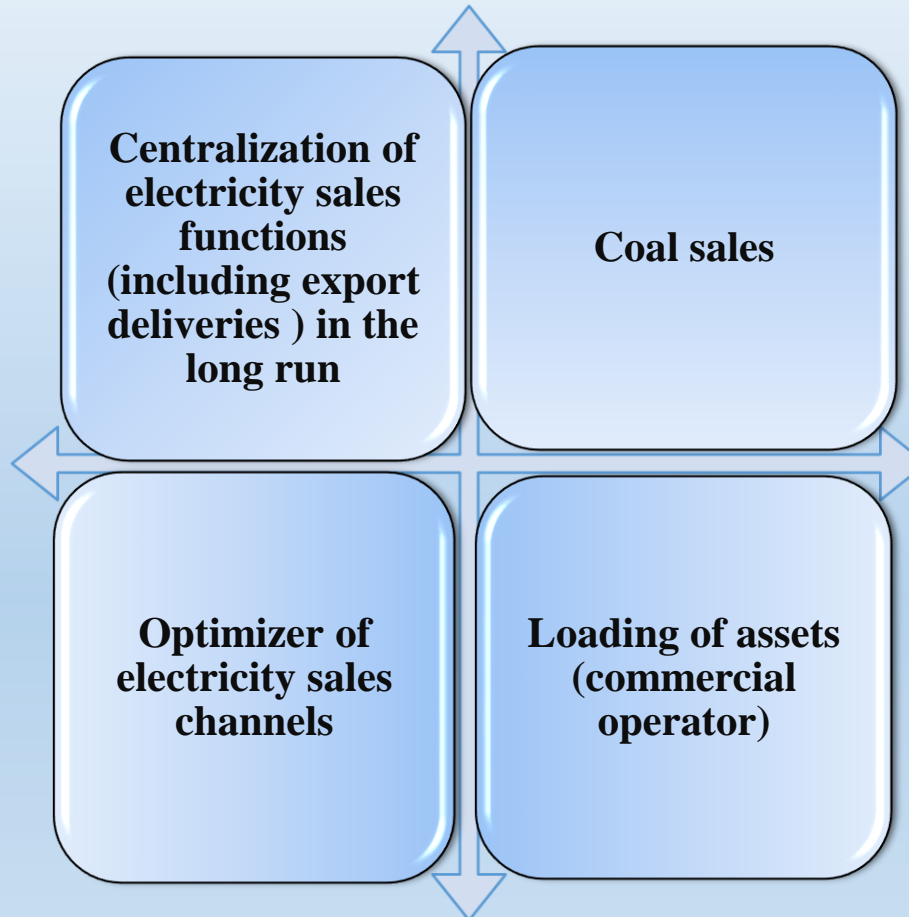
## The target model that contributes to implementation of strategic initiatives



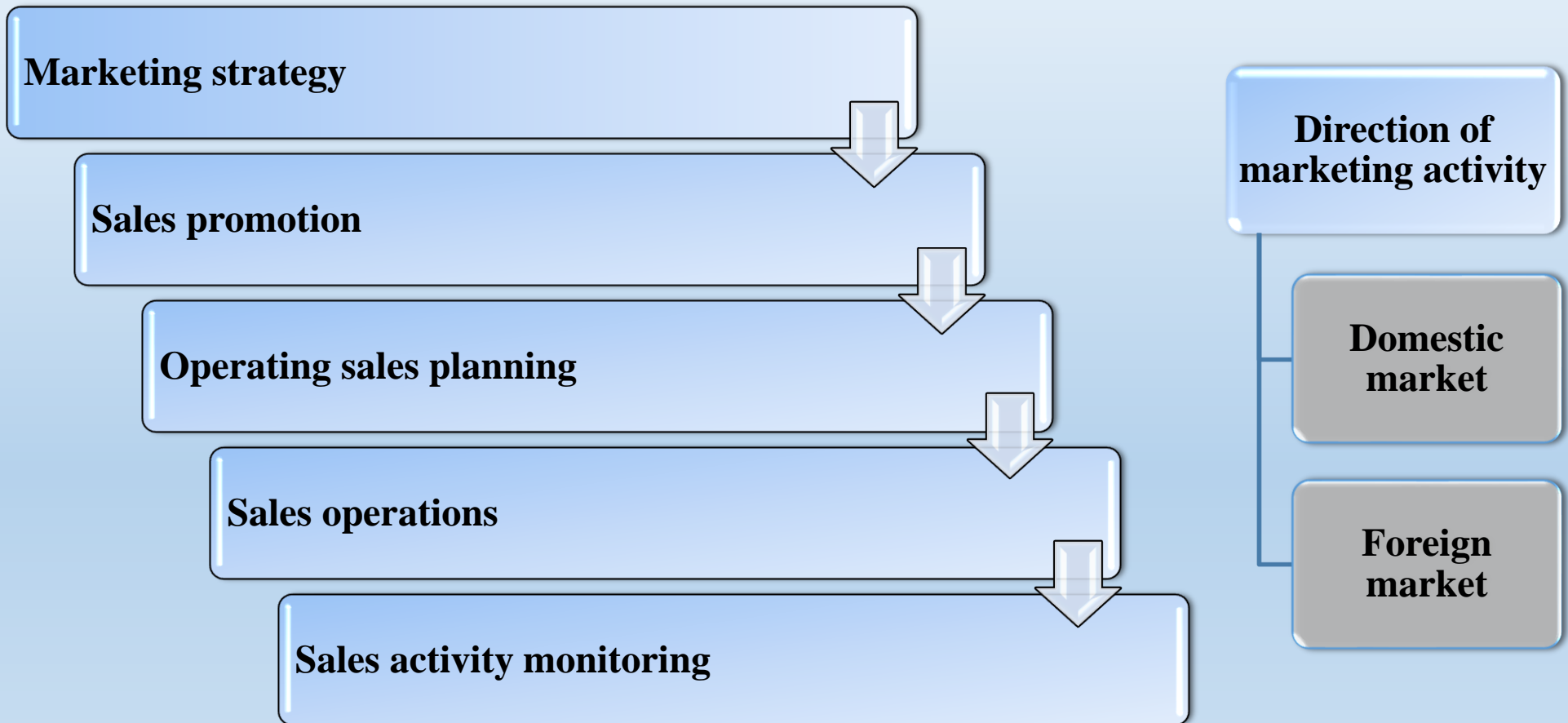
## Strategic initiatives:



## Trade house - profit center



## operating model of sales operations running



## Dry ash sales



Implementation of dry ash handling system is a way to reduce operating costs significantly, and it is also a way to earn additional income if there are consumers of ash and slag for the needs of road construction and manufacture of building materials.



Dry ash is widely used in construction, as a low-grade cement. If a special equipment is available, it is possible to extract microspheres, the raw material with a high commercial value and a wide range of application

Maximum performance of the screening system at GRES-2 is 196 560 tons/month  
Expected ash sales volume is 949 935,5 tons/year



Ekibastuz GRES-2 commissioned equipment for dry ash production in 2016.

Maximum performance of the scanning system is 196 560 tons/month. Ash output per power unit is 136,5 tons / hour (subject to bearing load of 500 MW).

Ash will be stored in silos for a short period of time, in a dry ash storage installed in the building. Capacity of these silos is inconsiderable: 2 x 1000 m<sup>3</sup>, i.e. total of 6 thousand tons of ash.

Expected ash sales volume is 949 935.5 tons / year.

Ash should be removed by special vehicle.

**coal sales**



**Since there is a partner for “Bogatyr Komir” LLP management, the asset is the profit and responsibility center. The Company provides strategic governance.**

**Trade house assists, coordinates and participates in the expansion of coal sales markets. At the same time, trade house may also act as the Seller on new foreign markets**

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