

# **GX | For Potential Strategic Partnership in Kazakhstan**

November 2023



# MUFG | Overview



### **GLOBAL PRESENCE**

# London Paris Tokyo PHong Kong Singapore Regional Hub

Approx. 50 Countries

# MARKET LEADER in PROJECT FINANCE

### Global MLAs 2022

#	Institution	No. Deals	\$m
1	MUFG	182	19,433
2	SMBC	148	17,627
3	Societe Generale	116	14,919
4	Credit Agricole	143	14,373
5	Santander	109	12,897
6	ING	99	12,445
7	Mizuho	83	12,231
8	BNP Paribas	83	12,109
9	CIBC	55	7,652
10	Natixis	61	7,506

Source: MUFG, PFI League Tables 2022



# MUFG | Central Asia

# GCIB EMEA COVERAGE (LONDON)

Two specialists are assigned to cover Central Asia

# **MUFG's Presence in CA**

- ➤ MUFG is one of the most active banks in CA, consistently placing in top 3 in both loans and bonds
- Established relationships & solid track record with state-owned corporates and banks

### **CLIENT UNIVERSE**

- National O&G Companies
- State Owned Banks
- SWF & Ministry of Finance
- State Owned Auto, Transpiration and Telecom Industries

MUFG Top DCM House in

**Central Asia** 

**KazTransGas** 

### **SECTORS**

### TRADITIONAL PRODUCT OFFERING

Energy

Social Infrastructure

Transport Infrastructure

Telecom

Corporate Lending

ECA DCM

Structured Commodity Finance

Deposits

Sovereign

### **FOCUS ON NEW PRODUCTS OFFERING**

Blended Finance ESG Financing Project Finance Securitisation PPP

### 2022 Highlights







# ALMATY REPRESENTATIVE OFFICE

Established in 2008

The only Japanese FI in Central Asia



# MUFG | One of the most active banks in Kazakhstan (2018-2022)



# Development Bank of Kazakhstan

USD 500mn, New 5.950% Notes due 2025 & Tender Offer for \$700mn of DBK's 2022 Notes

Active Bookrunner and Deal Manager May 2022, Kazakhstan



### Tengizchevroil

USD 1.25bn New 2.625% Notes due 2025 New 3.250% Notes due 2030

Joint Bookrunner

July 2020, Kazakhstan



Sovereign Wealth Fund "Samruk-Kazyna"

USD 600m Syndicated Facility

Agent

June 2018, Kazakhstan



### Sovereign Wealth Fund "Samruk-Kazyna"

Debut 2.0% USD500m 5 years Notes

Active Bookrunner

October 2021, Kazakhstan



### **Kazakhstan Temir Zholy**

**USD 217m** 

**Tender Offer** 

Joint Dealer Manager

June 2020, Kazakhstan



### Development Bank of Kazakhstan

KTZ 100bn New 8.95% Notes due 2023

Joint Bookrunner

Apr 2018, Kazakhstan



### KazTransGaz

USD 706.32m

**Consent Solicitation** 

Lead Solicitation Agent

April 2021, Kazakhstan



# Beineu Shymkent Gas Pipeline

**USD 720m** 

**Syndicated Facility** 

Joint Underwriter, BMLA, Facility and Doc Agent

Aug 2019, Kazakhstan



### KazMunayGas

USD 3.25bn Tender Offer and Exit Consent Notes & New Notes.

Active Bookrunner and Joint Dealer Manager Apr, 2018; Feb 2019



### KazMunayGas

**USD 907m** 

Tender Offer and Exit
Consent Notes & New Notes.

Active Bookrunner and Joint Dealer Manager

October 2020, Kazakhstan



### Kazakhstan Temir Zholy

**EUR 140m** 

Bpifrance Buyer's Credit

MLA

Sept 2018, Kazakhstan

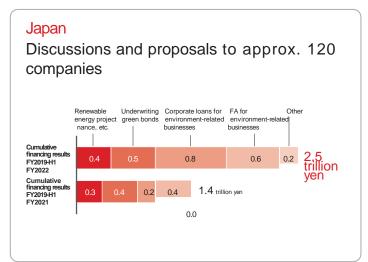


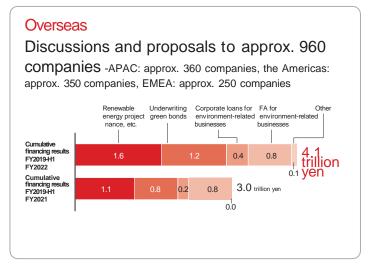
# MUFG ESG | Your trust, Your future, Our commitment

### Purpose: Committed to Empowering a Brighter Future. Medium-term Business Plan 10 Priority Environmental and Social Issues That MUFG Must Address Corporate transformation **MUFG Carbon Neutrality Declaration** Identify areas of Response to aging population Response to poverty high affinity & low birthrate Net zero GHG emissions from our between world Digital transformation (DX) Climate change measures & financed portfolio by 2050 expectations and Developing social infrastructure environmental protection our business Net zero GHG emissions from our own operations Supporting industrial operations by 2030 Promoting workstyle reforms Contributing to resolving development & innovation environmental and social issues Inclusion & diversity Overcoming threats to health Ensuring equal access to Reduction of educational Transforming our corporate financial services disparities culture

### Decarbonization through Financial Services









# MUFG ESG |Financing Results and Case Examples

### Renewable energy support



- Financing support for one of the world's largest offshore wind projects
- Green loan for a mega solar project, the largest single financing solar project ever in the U.S. to date
- First green loan for offshore wind power project in APAC (Taiwan)
- Climate bond initiative certified solar project in Egypt
- Expanding the base of renewable energy investors through the Renewable Trust, which invests in loans to renewable energy companies (currently accumulated over 10 billion yen, and will increase the number of issues from April 2023)
- Support all offshore wind projects in Japan

### Support to launch decarbonization initiatives



- Collaborated with Zeroboard Inc. and Japan Credit Rating Agency Ltd. to develop a sustainability-linked loan framework for NAGASE & CO., LTD. to encourage the calculation, disclosure, and reduction of GHG emissions throughout the supply chain
- Selected as a model case for the 2022 Green Finance Model Case Creation Project by the Ministry of the Environment

### Enhanced collaboration with Zeroboard Inc.

- Partnered with startup Zeroboard Inc. in November 2021
- Beginning with its use as a customer engagement tool, the partnership with Zeroboard Inc. has expanded to include the first sustainability-linked loan scheme contract and overseas expansion through the partnership with Krungsri
- Invested in Zeroboard Inc. in February 2022 to further strengthen collaboration

### Transition support



- Underwriting of transition bonds issued by JERA Co., Inc. (First in the Japanese power industry) Total amount of issuance: 20 billion yen
- Underwriting of transition bonds issued by Idemitsu Kosan Co., Ltd. (First in the Japanese petroleum industry) Total amount of issuance: 20 billion yen
- Underwriting of transition bonds issued by Mitsubishi Heavy Industries, Ltd.: Total amount of issuance: 10 billion yen
- Underwriting of transition-linked bonds issued by ENEOS
   Holdings, Inc. (First time in Japan): Total amount of issuance: 100
   billion yen
- Origination of a transition-linked loan to Japan Airlines Co., Ltd. (First in the Japanese airline industry) Total amount: Approx. 26.5 billion yen
- Origination of a transition-linked loan to Kirin Holdings Company,
   Limited (First in the Japanese food industry): 50 billion yen
- Commenced handling of Japan's first money trust for individuals with green finance certification for loan claims against Tokyu Fudosan Holdings Corporation
- First green loan for a biogas power generation project using cattle manure as feedstock in Japan: 3.5 billion yen for Kabuto Bio Farm, LLC.



# MUFG ESG | Our market leading ESG Franchise

- MUFG has a leading ESG platform with extensive expertise advising on ESG related transactions across multiple products, jurisdictions and sectors
- MUFG seek to be your trusted ESG advisor and financing partner of choice and would be delighted to work alongside you in your ESG journey
- We support clients through our ESG advisory and comprehensive ESG financing solutions tailored towards the needs of the energy transition and emerging ESG trends



MUFG Strategy & Approach	ESG Market Update	MUFG ESG Research	Structured Finance
Sector Strategies / Benchmarking	ESG Ratings ESG reporting standards to improving disclosure; sector positioning; research solutions	Transition Strategies Leading bank within ESG related project and aviation finance	ESG Investor Considerations
Bond / Loan Frameworks Leadership in framework redaction, SPO engagement for public & private transactions	Green Deposits	M&A	MUFG Hosted ESG Events
Bond / Loan Executions	Macro ESG Topics & Contrivances	Commodity Finance  E.g. secured lending capabilities against carbon permits & green certificates	Carbon Permit Financing



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