

Construction and operation of a new international cargo and passenger airport at a strategic location on the New Silk Road (Republic of Kazakhstan, Khorgos, "Eastern Gate" Free Economic Zone)

- The SKYHANSA joint venture (Kazakhstan-Germany) has been established. A
- feasibility study, business plan, and financial model for the project have been developed; design and survey work has been completed; the airport master plan concept has been developed and approved in consultation with government agencies; and technical specifications and a set of tender documents have been prepared to select an EPC contractor.

Key indicators for Phase 1:



"Green" (LEED, ESG) and SMART Airport



A major transportation, logistics, and transit hub in the Eurasian region



Exclusive use of JETA1 and SAF aviation fuel



Cargo volume: over ~10,000 tons/year



Internal rate of return (IRR): > 25%



Payback Period: from 8 years.

Investment Proposal:

- Construction and operation of a world-class multimodal hub
- Project cost: over \$190 million

Strategic advantage:

A private project, independent of government oversight—offering greater flexibility

The airport will become a key multimodal, cargo, and logistics hub in the Asia–Europe–U.S. corridor.

Existing, stable business flows; the goal is to route them through the new airport.

Engaging well-known operators with international experience in managing cargo terminals, fuel facilities, passenger terminals, hotels, and MRO facilities

Expanding the existing Khorgos dry port to strengthen the entire ecosystem of the "Eastern Gate" Free Economic Zone

Market Analysis and Project Description

Government support:

- Memorandums of Cooperation have been signed with the management of the “Khorgos-Eastern Gate” Free Economic Zone, the Zhetisu Regional Administration, and KazPochta JSC
- An agreement was signed with Kazakhinvest JSC; all documentation has been reviewed and approved
- An investment agreement was signed with the Government of Kazakhstan
- A land plot (840 ha). The land plot has been registered and included in the FEZ with tax incentives/preferences until 2035 and for an additional 49 years

Infrastructure:

Negotiations are underway with the Government of Kazakhstan regarding the allocation of funds for the construction and connection of utility networks to the site of the future airport, including railways, highways, gas supply, and power supply

Macroeconomic and geopolitical context:

Kazakhstan serves as a bridge between Europe and Asia, as well as the United States, with significant transit potential. The expansion of the Belt and Road Initiative (BRI) and the growing demand for fast and high-quality logistics solutions. The future airport is located on the Asia-Europe-U.S. transit corridor and will serve as a cargo, logistics, and fuel hub for stopovers and technical landings by international (transcontinental) cargo airlines.

Demand:

Based on a forecasting model that incorporates economic growth data, historical data, and trade trends, our analysis indicates steady growth in the air cargo segment within the e-commerce sector



Trends:

A significant increase in air freight shipments of electronics, pharmaceuticals, e-commerce goods, perishable products, and high-value goods.

- The need to establish and develop a cargo airline
- The need to establish and develop a general aviation and business aviation airline
- The need to develop tourism in the region and the country

Competitors:

Direct:

Almaty and Astana airports, Tashkent, Baku, Istanbul, Dubai Airports

Indirect

The “Dry Port” of Khorgos, railway and road transport (cheaper, but slower and not suitable for perishable goods, (urgent and high-value shipments). Addendum to the multimodal hub in Khorgos to the “dry port”—Competitive edge and synergy

PROJECT DESCRIPTION:

The project's three-phase plan calls for the gradual development of the airport and its facilities. **Phase 1 includes:**

- **Runway: 3,600 m × 75 m, capable of handling E and F class aircraft (B747-8F, A380), fast high-speed taxiways, parking for 10 aircraft, CAT III**
- **Cargo terminal: 10,000 sq. m. – Cold warehouses, customs bonded warehouses**
- **Passenger terminal capacity: ~50 passengers per hour, 300,000 passengers per year**
- **Fuel supply complex for JETA1, SAF with a capacity of 50,000 tons per year**
- **Control and Dispatch Center (CDC) with the SMART Airport system**
- **Business center, 50-room hotel, 20-unit apartment complex**
- **Aviation Maintenance Center (MRO) for servicing Class E and F aircraft**

Gradual commissioning

Model:

BOOT, the management company of SKYHANSA, with a holding structure and top-tier international operators

Technologies:

"Green" airport (LEED, ESG, SAF), SMART (digital) airport, SMART APRON, automated warehouses, e-commerce platform

Services offered:

- **Cargo Terminal:** transit, import, export, cargo handling and storage, bonded warehouse, air cargo transportation
- **Passenger Terminal:** support for business and tourist traffic in the SEZ and the region, tourist services, general aviation
- **Fueling Complex:** sale, storage, and refueling of aircraft with JETA1 and SAF
- Business center for logistics and service companies, a 50-room hotel for crews and guests, and 20 apartments for rotating staff of logistics companies
- **Aviation Technical Center (MRO):** repair and maintenance of E and F class aircraft, C-Check, spare parts, training
- **Aerotropolis:** entertainment cluster

Financial Plan and Investment Proposal

Indicative investment packages for investor partners and operator partners (design, construction, management)

- Airport and airfield infrastructure - \$134 million
- Cargo terminal ~ \$22 million
- Fuel Facility Complex (FFC) - \$6.5 million
- Maintenance, Repair, and Overhaul (MRO) - \$15 million
- Business complex, business center with a hotel and apartments - \$19.7 million

Investment Structure:

- Foreign direct investment from private sources: approximately \$200 million (strategic investor) for the first phase

The project consists of five investment packages, under which several relevant industry operators/investors are being sought on the following terms:

Independent Operator + Joint Venture:

Investment Partner:

- Provides 100% CAPEX financing (30% equity, 70% debt)
- Provides operational management. Customer acquisition / MGU, SLA, and standards
- 30% stake in the joint venture (70% of net profit paid out until the investment is recouped)

SKYHANSA:

- Contribution to share capital – land contribution / infrastructure contribution / SEZ status / SOI GR functions and coordination of the entire airport's operations
- Assistance in securing debt financing
- Stake in the joint venture (fixed capital, non-cash contribution)



Financial Indicators for Phase 1:

- Internal Rate of Return (IRR): >25%
- Payback period: 8 years or more
- Net Present Value (NPV): \$960,000,000
- EBITDA margin: 70%

* 7% financing rate in foreign currency

Team and Partners

External consultants

- Engineering and design: leading international EPC and PMC contractors
- Legal and financial support: consulting services from international firms



SKYMAX TECHNOLOGIES LLP., (Developer, system integrator, engineering company)

- Experience participating in infrastructure projects in Central Asia involving comprehensive airport solutions for nearly 25 years at more than 40 airports
- The team's expertise and professionalism in applying innovative technologies
- Partnerships and distribution agreements with leading manufacturers of aviation and airport equipment
- Category 1 License for Construction Work and Design
- Adherence to high international standards and transparency

CJG Development (HANSA Consortium)

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- Consulting and expert services for infrastructure construction projects related to terminals and fuel complexes
- Projects in Russia, Iraq, Pakistan, the UAE, Saudi Arabia, and the Philippines

STRATEGIC OBJECTIVES

ROADMAP

- May 2026 – **Establishment of a project office**
- August 2026–January 2028 – **Construction of the first phase**
- 2028 (Q1) – commissioning
- 2029–2034 – Expansion and development of capacity (Stages II & III)

Strategic Partners

We invite strategically reliable investors, potential EPC contractors, global logistics companies, airport and hotel operators to participate in the project and share in the direct benefits of establishing a new multi-modal hub airport on the Europe–Asia–U.S.A. route.



Attracting a strategic investor to carry out the project



Engaging an international contractor under an EPC+F model in accordance with the technical specifications for the design and construction of the airport



Commissioning and hiring experienced operators to manage the airport



Phased expansion and development of the airport



Development of a competitive airport as a major player with a cargo logistics and fuel hub and an ATC in the Eurasian region



Return on investment, enhanced training for the SKYMAX TECHNOLOGIES team



Establishing a cargo airline and an airline specializing in general aviation and business aviation



Development of an Aerotropolis



Development of tourism and the entertainment sector

Be a part of our story!

Contacts

Erik Shortanbayev
Tel: +7 701 7668834
info@skyhansa.com

Timur Sadykov
Tel: +7 701 9226699
Timur.Sadykov@skymax.kz

Denis Fefelov
Tel: +7 701 7450045
Denis.Fefelov@skymax.kz