KAZAKHSTAN
2020 ANNUAL RESEARCH: KEY HIGHLIGHTS

GLOBAL DATA 2019

10.3% Total GDP contribution

330 MN Jobs globally (1 in 10 jobs)

While the global economy grew by 2.5%, Travel & Tourism grew significantly more at 3.5%

1 in 4 net new jobs were created by Travel & Tourism over the last five years

Global GDP impact by sector (2018 data). Share of total economy GDP

<table>
<thead>
<tr>
<th>Sector</th>
<th>Share of GDP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mining</td>
<td>0%</td>
</tr>
<tr>
<td>Automotive</td>
<td>5%</td>
</tr>
<tr>
<td>Agriculture</td>
<td>10%</td>
</tr>
<tr>
<td>Travel &amp; Tourism</td>
<td>15%</td>
</tr>
<tr>
<td>Retail</td>
<td>20%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>25%</td>
</tr>
</tbody>
</table>

CONTRIBUTION OF TRAVEL & TOURISM TO GDP

5.2% OF TOTAL ECONOMY

Total T&T GDP = KZT3,393.6BN (USD8,866.1MN)

+5.7% 2019 Travel & Tourism GDP growth vs +3.4% real economy GDP growth

CONTRIBUTION OF TRAVEL & TOURISM TO EMPLOYMENT

429.8 JOBS (000's)

(4.9% of total employment)

INTERNATIONAL VISITOR IMPACT

KZT1,103.7 BN

in visitor spend (4.1% of total exports)

(USD2,883.5MN)

INBOUND ARRIVALS

1. UZBEKISTAN 42%
2. RUSSIAN FEDERATION 21%
3. KYRGYZSTAN 16%
4. AZERBAIJAN 2%
5. GERMANY 2%
REST OF WORLD 17%

OUTBOUND DEPARTURES

1. RUSSIAN FEDERATION 39%
2. KYRGYZSTAN 29%
3. UZBEKISTAN 22%
4. TURKEY 4%
5. UNITED ARAB EMIRATES 1%
REST OF WORLD 5%

Note: Data are average shares over the 2016-2018 period
Source: Oxford Economics, national sources and UNWTO

SECTOR CHARACTERISTICS (2019)

<table>
<thead>
<tr>
<th>Category</th>
<th>Share of Spending</th>
</tr>
</thead>
<tbody>
<tr>
<td>LEISURE SPENDING</td>
<td>84%</td>
</tr>
<tr>
<td>BUSINESS SPENDING</td>
<td>16%</td>
</tr>
<tr>
<td>DOMESTIC SPENDING</td>
<td>54%</td>
</tr>
<tr>
<td>INTERNATIONAL SPENDING</td>
<td>46%</td>
</tr>
</tbody>
</table>

1All values are in constant 2019 prices & exchange rates
As reported in March 2020

While the global economy grew by 2.5%, Travel & Tourism grew significantly more at 3.5%