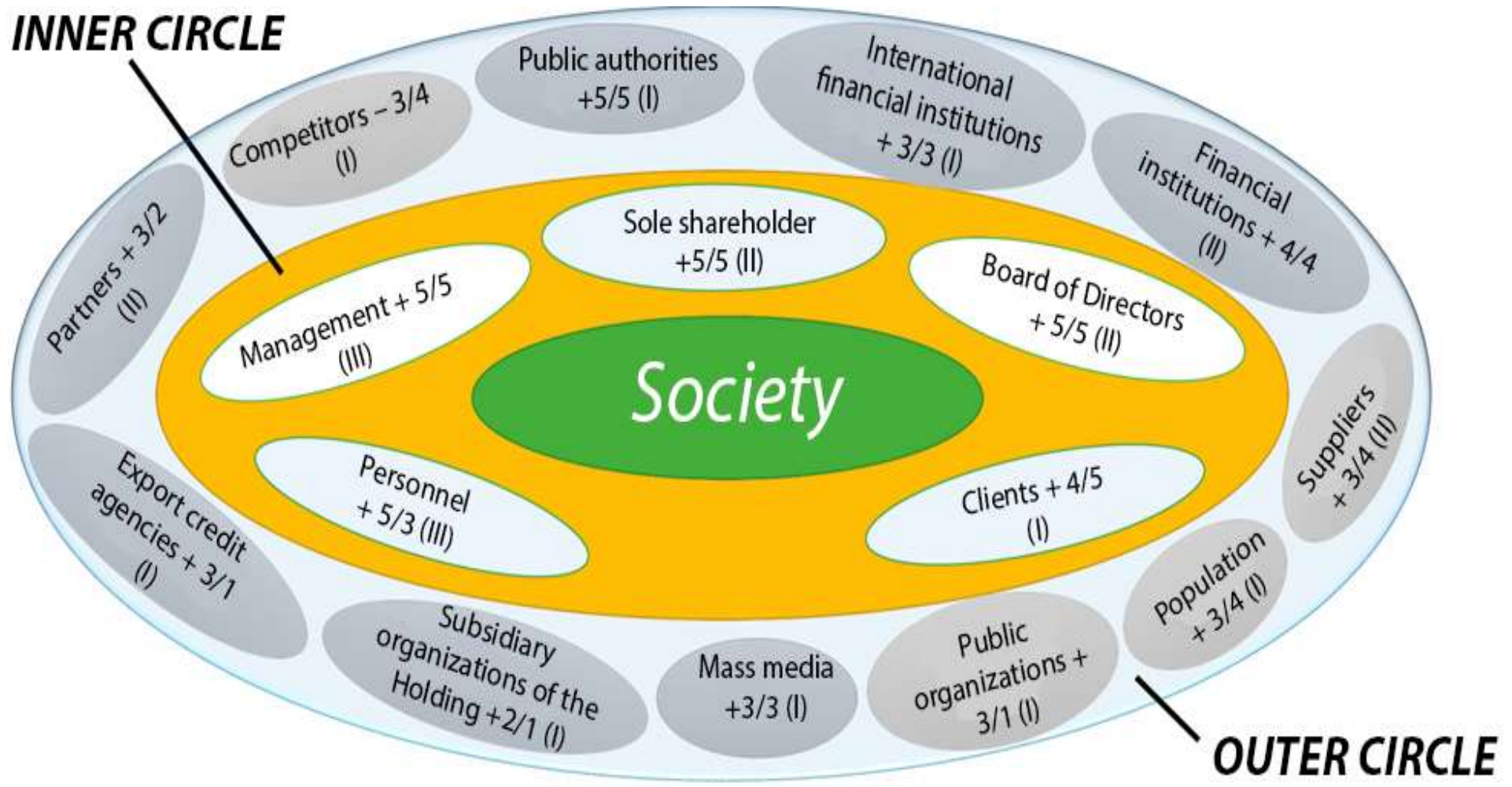


Charter of Stakeholders and extend of their influence on interests of EIC KazakhExport JSC (hereinafter the ‘Company’)



X/Y

X = between -5 and +5 – strength of support/ counteraction of a stakeholder (in the chart it is designated with the first figure)

Y = between 0 and 5 – strength of influence of a stakeholder (in the chart it is designated with the second figure)

n = I, II, III – degree of influence of the Company on stakeholders (on the chart it is given in brackets as lines I, II, III)

Level of relationship of stakeholders (areas of influence) expresses a degree of possible influence of the Company on this or that interested party. In figure 'Chart of stakeholders and degrees of influence on interests of the Company' (annex N 1) it is determined as III, II and I linear relationships:

Area of powers/ responsibility (III).

This area covers stakeholders which are directly subordinate to the Company (administrative control levers).

Area of direct influence (II).

This area covers stakeholders which are directly influenced by the Company based on a strategy of exchange of resources or conviction.

Area of indirect influence (I).

This area covers stakeholders on which the Company exerts poor, indirect influence using support of interested parties. Degree of significance of influence is evaluated by two scales x/y, where:

x = between -5 and +5, in increments of 1 (or lower), features a degree of support/ counteraction of a stakeholder of the Company (-5 – extreme degree of counteraction, +5 – highest degree of counteraction),

y = between 0 and 5, with 1 (or lower) pitch features a degree of influence of a stakeholder on the Company.

Parameter of significance of a stakeholder is calculated by formula:

$$(\pm x + y) = d$$

Methods of interaction with each stakeholder and also instruments of influence are determined by structural subdivisions of the Company on their own depending on specifics of their activities.

Figures in the table are to be changed (not static), depending on implementation of the interaction strategy, with frequency of at least once a year. Change in figures in the table underlie updates of parameters in the Chart of Stakeholders.

Degree of Influence of Stakeholders on Interests of the Company

Stakeholders	Spheres of influence on interests of the Company					
	Strategic management and development	Operating activities	Regulatory control	Quality of management of projects and/or business processes	Operating results	Image
Inner circle						
Sole shareholder	*					*
Board of directors	*		*		*	
Management	*	*	*	*	*	*
Personnel		*			*	*
Clients		*		*		
Outer circle						
Public authorities	*				*	*
Subsidiaries of the Holding						
Competitors	*	*	*	*	*	*
International financial institutions	*			*	*	*
Financial institutions		*	*	*	*	
Suppliers			*	*	*	
Population					*	
Public organizations						
Mass media						*
Partners				*	*	
Export credit agencies	*			*	*	

Note:

High degree of influence	Minor degree of influence	*	High degree of interest
Strategic management and development	determination of long-term priorities, strategic directions for development of the Company through adoption of government and sectoral development programs, development and approval of strategic documents of the Company.		
Operating activities	continuous daily activities for management of regulatory, standard processes of the Company.		
Statutory regulation	adoption of regulatory documents which directly or indirectly regulate these or those areas of activities of the Company.		
Management quality for projects and/or business processes	extent of competence and efficiency of employees and management of the Company in provision of services for management of projects and/or business processes.		
Operating outcomes	quantitative data of efficiency of operating activities of the Company.		
Image	formed public opinion about qualities, advantages and disadvantages of the Company.		