



EXPO 2017  
• Future Energy •  
Astana Kazakhstan

MinasEnergy  
POSITIVE SOLUTIONS

# Adopting International Best Practices to Reduce Project Risk and Secure the Foreign Investment Required to Achieve the Transition to the Green Economy in Kazakhstan



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# Nova Scotia Power Grid

- Peak demand: ~2 GW
- Minimum: ~0.7 GW
- End of North American power grid
- Continued coal reliance
- Significant renewable penetration

- 0.5 GW wind
- 0.4 GW hydro
- 0.1 GW biomass
- 1.8 GW thermal



# Minas Energy Experience and Expertise



- Project development and operations experience with all types of renewable energy
- Understand consumer impacts of renewable energy
- Experts with public-private partnerships in renewable energy
- Reputation of integrity, operating in Eastern Canada for 80+ years
- Significant contributor to local Green Economy policy development
- *Offer knowledge transfer services so others can minimize their costs associated with the transition to the Green Economy*

Unique Skills  
Combination

# Kazakhstan Market Insight

- Minas Energy active in Kazakhstan market for two years
- Market Observations:
  - *Progressing with policy development*
  - *Technology innovation taking place*
  - *Strategic geographic positioning*
  - *Abundant renewable resource availability*
- Opportunities to Improve the Market
  - *Identify the entity best able to manage various commercial risks, then allocate those risks*
  - *Strengthen the human resources layer of the market*



# Foreign Investment Requirements

Clear Policy



Bankable Technology



Sound Project Economics



Present in Kazakhstan ↑

↓ Opportunities to Improve

Management Team Experience

Allocation of Risk



# Avenues for Market Growth

Experienced management teams and staff=increased foreign investment

- Create a culture of entrepreneurship
- Business model innovation (customer-facing)
- Identify opportunities to retrain jobs lost from fossil industries

Knowledge transfer programs required to affect this necessary change

- Learning experience must extend beyond a lecture hall
- Best to develop these skills through international exchanges



# Advantages of Canada-Kazakhstan Cooperation

- Canada and Kazakhstan have a great history of cooperation
- Expanding into the sphere of renewable energy would be a positive step
- Canadian renewable energy companies ready to foster global relationships
- Canada has an independent stance on global politics, which fosters economic development of its international partners

