

ASTANA
VENTURE CLUB

COMMUNITY OF PRIVATE INVESTORS IN KAZAKHSTAN

DEVELOPING INNOVATIONS, WE CREATE THE FUTURE

INNOVATIONS DEVELOPMENT FUTURE



About AVC

Astana Venture Club is an exclusive community for angel investors, where entrepreneurs and experts from diverse fields convene to collaboratively transform ideas into reality and establish successful enterprises for the future.

Astana Venture Club was established to expose a broad spectrum of Kazakhstani entrepreneurs and individuals seeking to broaden their financial horizons to the opportunities presented by alternative investments.

Nurasyl Jarbassov - Chairman of the Board of Directors of DEM Group, founder and head of Astana Venture Club, businessman, philanthropist and venture investor.

Graduate of the Executive MBA program at NU GSB / Fuqua School of Business.

ASTANA VENTURE CLUB

Mission

Development of venture culture and ecosystem in Kazakhstan

Club Objectives

- Promoting international venture capital partnerships
- Creating a favorable environment for investment opportunities
- Formation of a high-yield portfolio for a resident

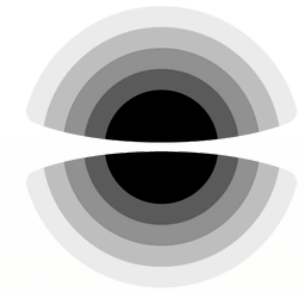


ASTANA
VENTURE CLUB X **PARTNERS**

AVC's mission is to develop a venture culture and ecosystem in Kazakhstan in partnership with Astana hub

Astana hub is the largest international technopark for IT startups in Central Asia, where conditions are created for the free development of Kazakhstani and foreign technology companies

Partnership with the international organization **INVESTORO** provides the club residents with the opportunity to participate in international closed transactions and creates the opportunity to exchange experience and knowledge



astana hub



investbanq



Terricon Valley



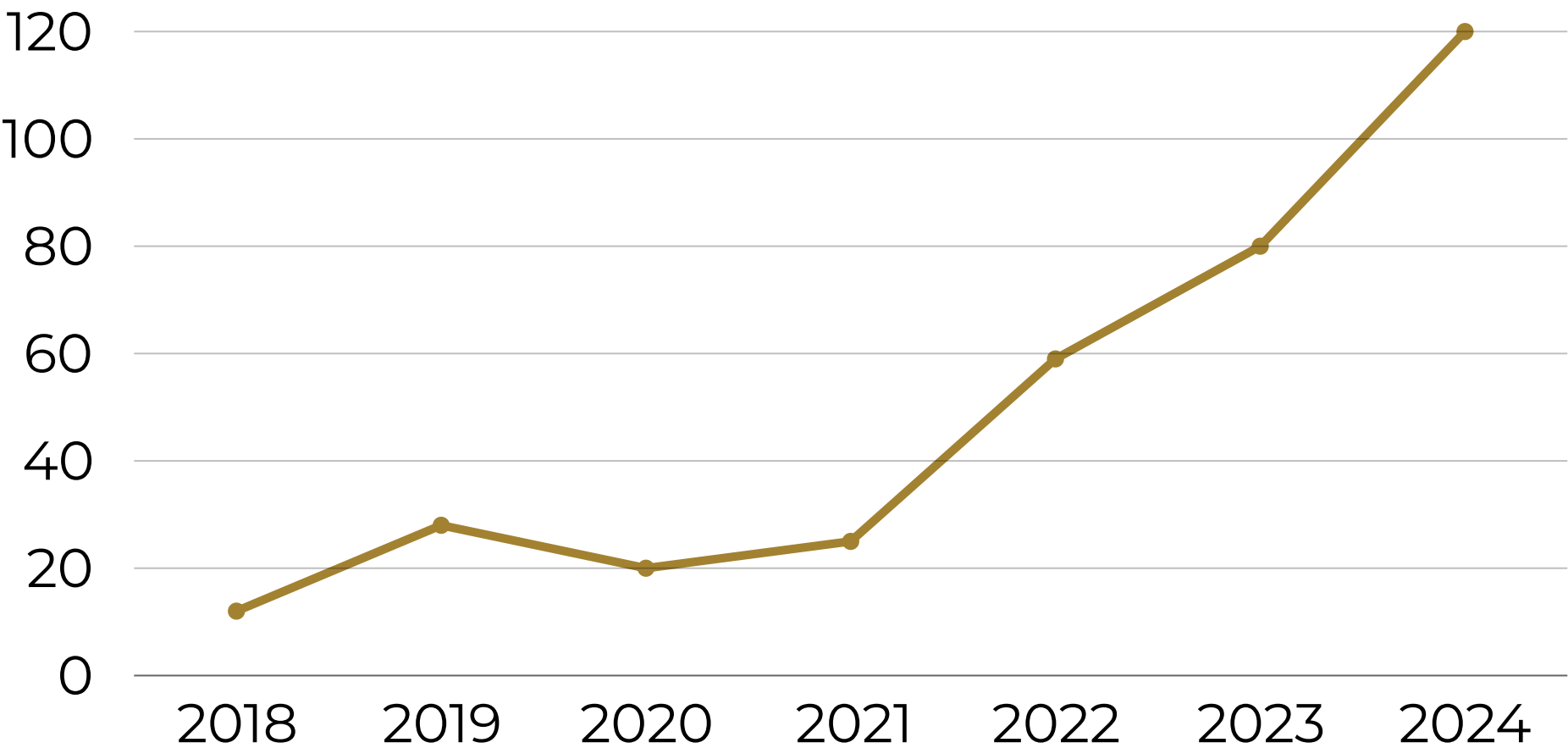
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YELLOW ROCKS!



eban *Fueling Europe's Growth*

VOLUME OF VENTURE CAPITAL IN
KAZAKHSTAN 2018-2024 (million \$)

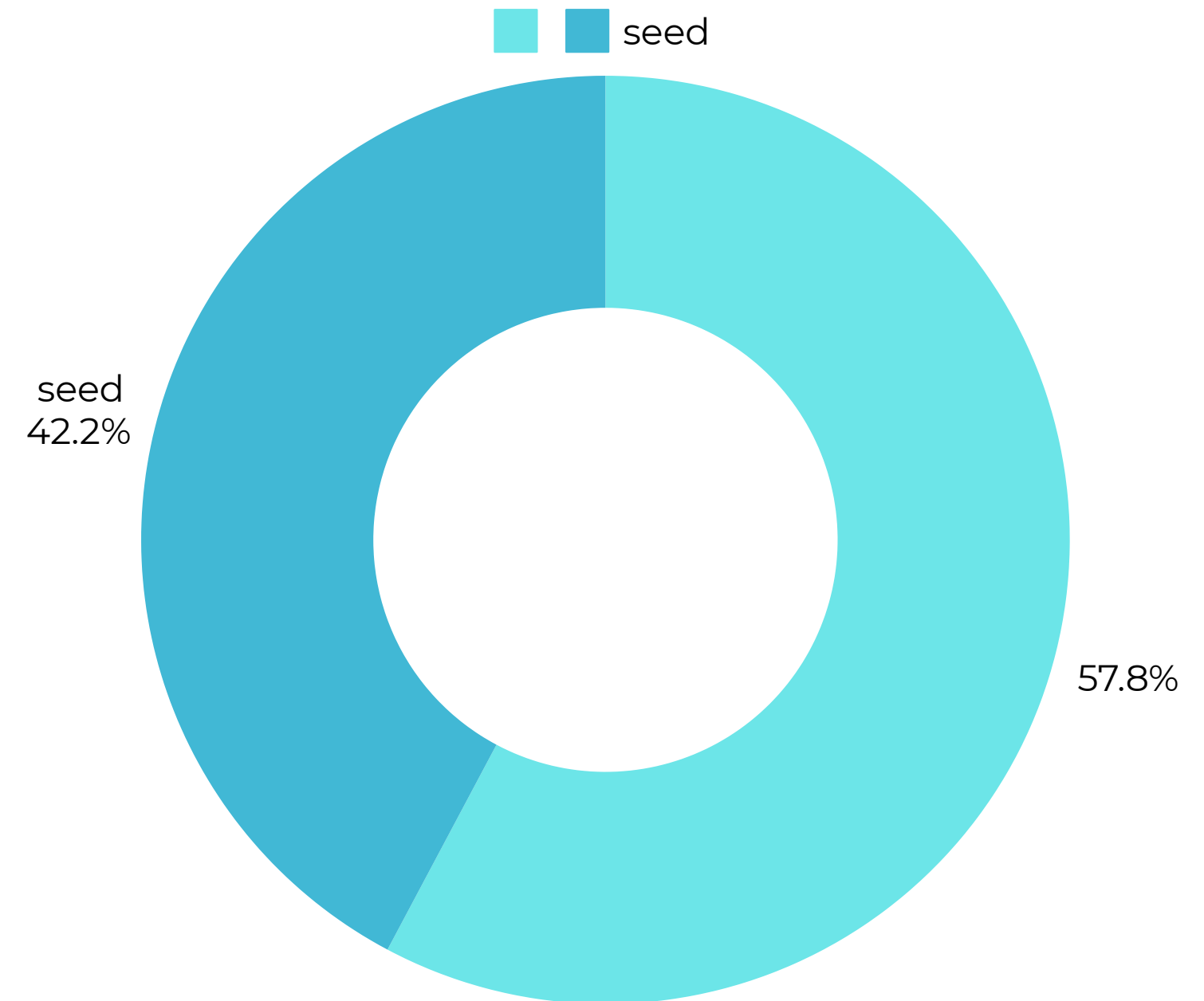


In 2024, the venture capital market in Kazakhstan shows significant growth, becoming a leader in Central Asia





























Over the past six years, the volume of venture capital deals in Kazakhstan has increased more than sixfold, exceeding \$80 million in 2023. At the same time, the total volume of venture capital investments in the region amounted to more than \$110 million, which indicates growing investor interest in the region.

The main share of deals in Kazakhstan are Pre-seed (52%) and Seed (38%) rounds.

The average deal size reached \$1 million, which is explained by the active participation of international investors, who account for about 55% of the total investment. Local investors, including venture funds and business angels, continue to play a key role in the development of the market.



Top Business Angels of Kazakhstan

	Investor	Amount of investment	Investment amount (million \$)	Number of exits
	Murat Abdrakhmanov	 52	 24.5+	 10+
	Yelzhan Kushekbaev	 89	 3+	 5+
	Bakht-Niyazov	 32	 4+	 1+
	Olzhas Zhiyenkulov	 15	 10+	 4+
	Vitaly Kim	 14	 1+	 1+
	Yerlan Issekeshiev	 11	 7+	 2+
	Adil Nurgozhin	 15	 2+	 7+

“

Business angels help create the next generation of successful startups in Kazakhstan and beyond.

*NurasyI Jarbassov
Astana Venture Club*

\$136 mln

Freedom Holding and its main shareholder Timur Turlov have invested in startups in recent years



E-commerce/
Marketplaces



Payments



HR



Logistics



Smart city



Medtech



Bussiness
management



HERE ARE SOME KEY FIGURES AND FORECASTS REGARDING
THE FUTURE OF THE VENTURE MARKET IN KAZAKHSTAN:

● **Growth in venture capital investment:**

It is expected that by 2025 the volume of venture investments in Kazakhstan could reach \$150-200 million

● **Number of venture funds:**

By 2025, the number of venture funds in Kazakhstan may increase to 20-25 active players



Development of educational programs: ●

The number of educational programs related to entrepreneurship and venture capital could grow to 30-40

Economic impact of startups: ●

By 2025, Kazakhstani startups will be able to contribute more than \$500 million to the country's GDP.

Projects 2024

zypl.ai software provides financial institutions with a flexible system for making decisions on credit applications with high accuracy and speed
Total asset growth according to internal assessment: 275%



New Homes Mate - AI marketplace of new private homes from developers.
Currently, New Homes Mate takes an average of 3% from the developer for a lead, earning ~10-15 thousand dollars per transaction.
To date, the presence has expanded to 15 cities in 7 states.



Washmen is a dry cleaning and laundry service with its own high-tech production and courier service. The service has taken a confident leadership position in Dubai/Abu Dhabi, and since 2023 has entered a stable profitable zone: adjusted EBITDA in January 2024 - \$465k (30% of net revenue) with growth potential to \$700-800k per month by the end of 2024
(35-40% of net revenue) - \$9-10 million EBITDA ran rate by the end of 2024.



Benefits for AVC Residents

Training and development

SCHOOL OF BUSINESS - ANGELS

Venture Intensive Expert -
Vitaly Polekhin



Member of the Board of Directors of EBAN, the European Association of Business Angels and other participants in the early stage investment market, co-founder and head of the Investors Club of the SKOLKOVO School of Management. Leading teacher of the venture investment programs and the Startup Academy at the SKOLKOVO School of Management.

Collective experience

DEMO DAY
INVEST DAY
VC PARTY
EVENING TEA

Syndicate investment model

- **Lower entry check**

Investment amounts for each individual startup start from \$20,000, which is comfortable for starting in venture investments.

- **Quality deals**

Providing structured transactions with comprehensive due diligence and analysis.

You research and choose only what other BAs are already investing their own money in.

+ 100 participants of the SBA

SCHOOL OF BUSINESS - ANGELS



3-day online intensive

You will gain knowledge about the best practices of investors in startups and fast-growing companies.

- In the training course program, you will be able to study:
- Typical strategies of private investors and ways of their implementation
- Investment process
- Key performance indicators analysis
- Formation of a portfolio of venture investments
- Case studies
- Features of angel investments in Kazakhstan

Speaker Vitaly Polekhin is the President of the International Organization of Investors INVESTORO. Of the 40 startups in his personal portfolio and 250 within INVESTORO, Vitaly has more than 10 successful exits from invested businesses.





Venture Intensive Expert -
Vitaly Polekhin

ASTANA VENTURE CLUB

VC ecosystem map & Investor guide

Other VC ecosystem players in the Central Asia and Caucasus region

Not exhaustive

Angel clubs	    	   	  	 	  	  
Grants	      	   	     	  	 	   
Incubators, Accelerators	         <p>±54 universities incubators and accelerators</p>	           	         	      	      	          
	<p>Kazakhstan</p> 	<p>Uzbekistan</p> 	<p>Kyrgyzstan</p> 	<p>Tajikistan</p> 	<p>Azerbaijan</p> 	<p>Georgia</p> 

OUR TEAM



Nurasyl Jarbassov
Founder and CEO of
AVC

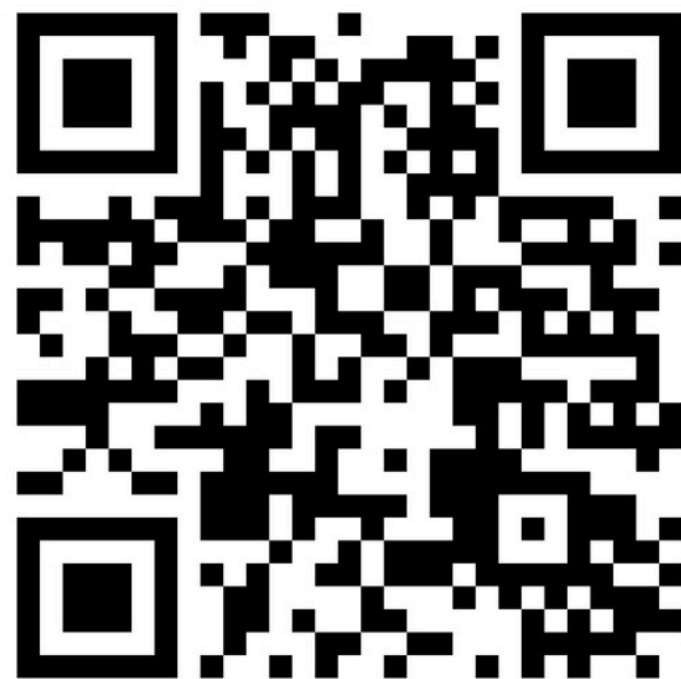


Zulfiya Aitkali
Business Angel
Manager



Aiym Ramazanova
Marketing and
Communications Manager

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