

# Atyrau Street Lighting PPP:

## Beyond Traditional Concessions

A public benefit-based urban Infrastructure PPP



Eurasian Development Bank

# The EDB Invests in Promoting Better Living Standards for >200 Million People Living in the Eurasian Region



7 Eurasian countries

10 Regional offices

**20** Years of stable growth and investment in sustainable development

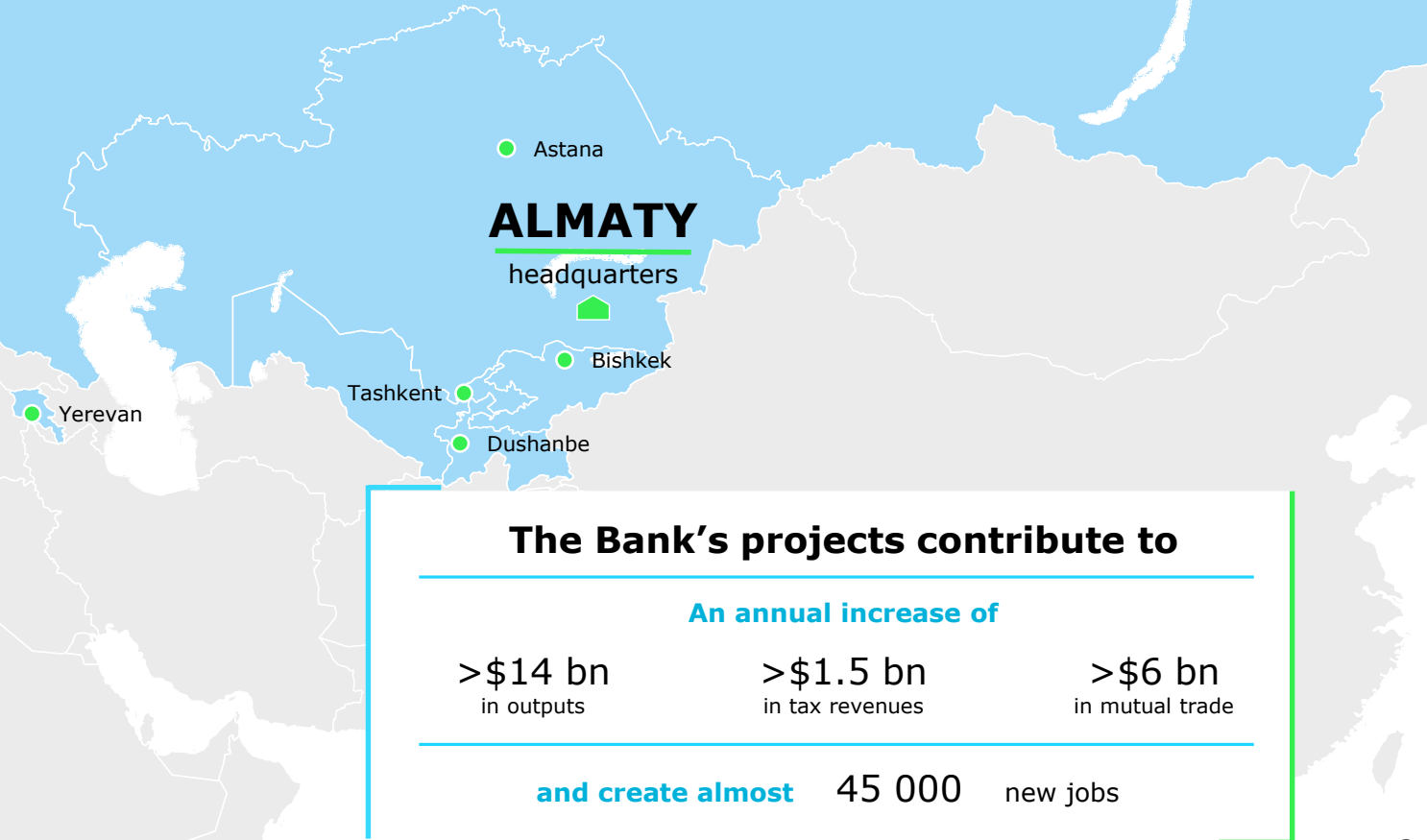
**326** successful national development projects and integration projects

**\$8.5 bn** EDB charter capital

**\$6.5 bn** current investment portfolio

**\$2.4 bn** equity

As of 31 December 2025



**The Bank's projects contribute to**

An annual increase of

>\$14 bn in outputs	>\$1.5 bn in tax revenues	>\$6 bn in mutual trade
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and create almost 45 000 new jobs

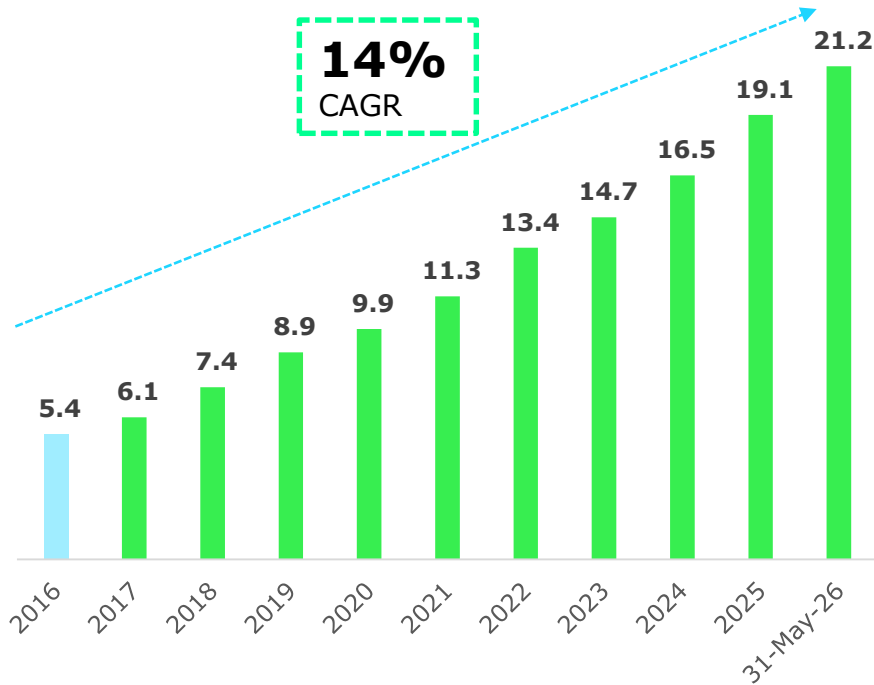
# The EDB's Investment Portfolio

as of 31 May 2026

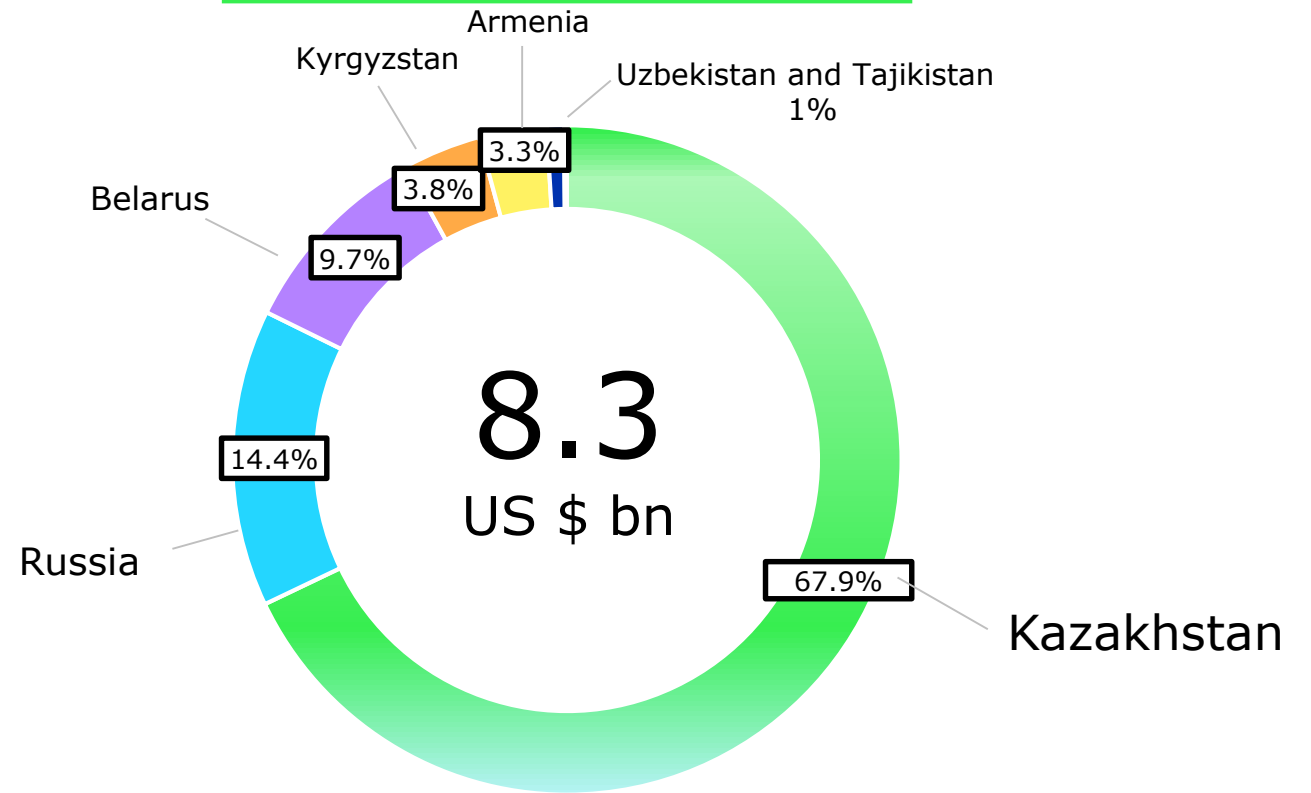
Cumulative Investment Portfolio (US \$ bn)

**X3.9** from 2016

**14%**  
CAGR



Current Investment Portfolio breakdown by country



# Project in the snapshot



## Country

Kazakhstan



## Sector

Municipal  
Infrastructure



## PPP Model

Design – Finance –  
Build – Operate –  
Maintain (DFBOM)



## Public Partner

Department of Energy  
and Housing &  
Utilities of Atyrau  
Region



## Private Partner

Batys Transit JSC



## EDB

Financier



## Loan terms

Total project cost: 80 mln  
EDB Share: 60 mln  
Tenor: up to 10 years



## Project scope:

- Construction and operation of urban street lighting infrastructure
- 780 streets and the Atyrau-Aktobe highway
- More than 670 km of lighting networks
- Expansion of lighting coverage to previously unlit areas

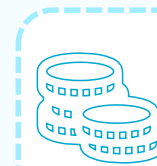


## Strategic objectives

Deliver safer, smarter and more energy-efficient urban lighting services through a long-term PPP arrangement and



## Key PPP features



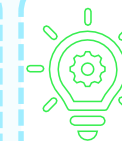
Private  
financing  
mobilized



Public  
benefit-based  
service  
delivery



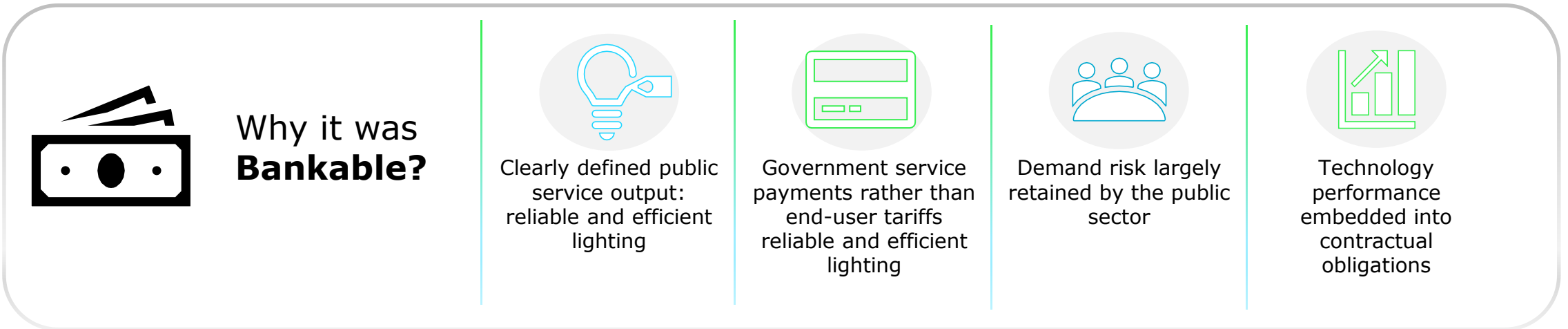
Lifecycle  
asset  
management



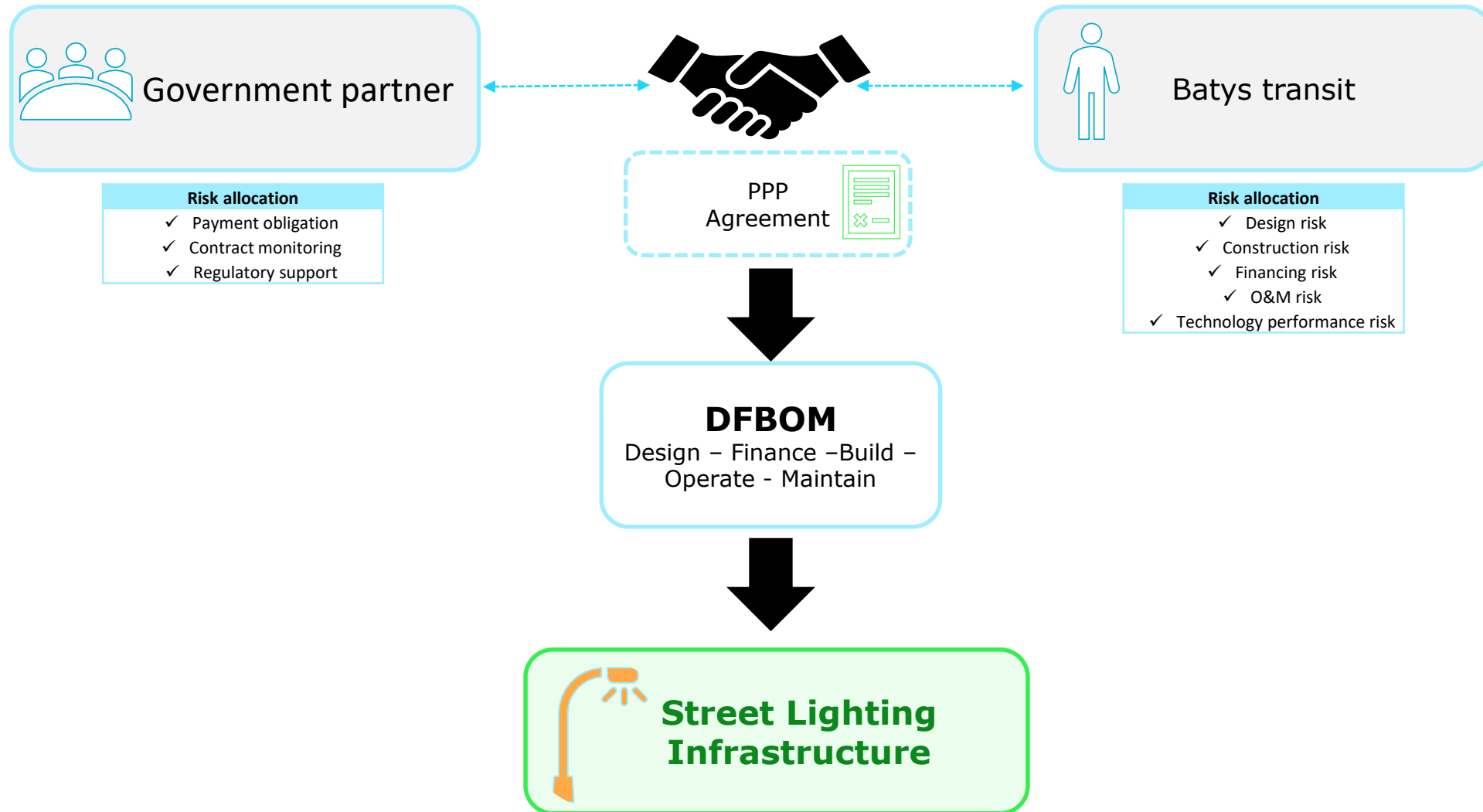
Technology-  
driven efficiency  
gains



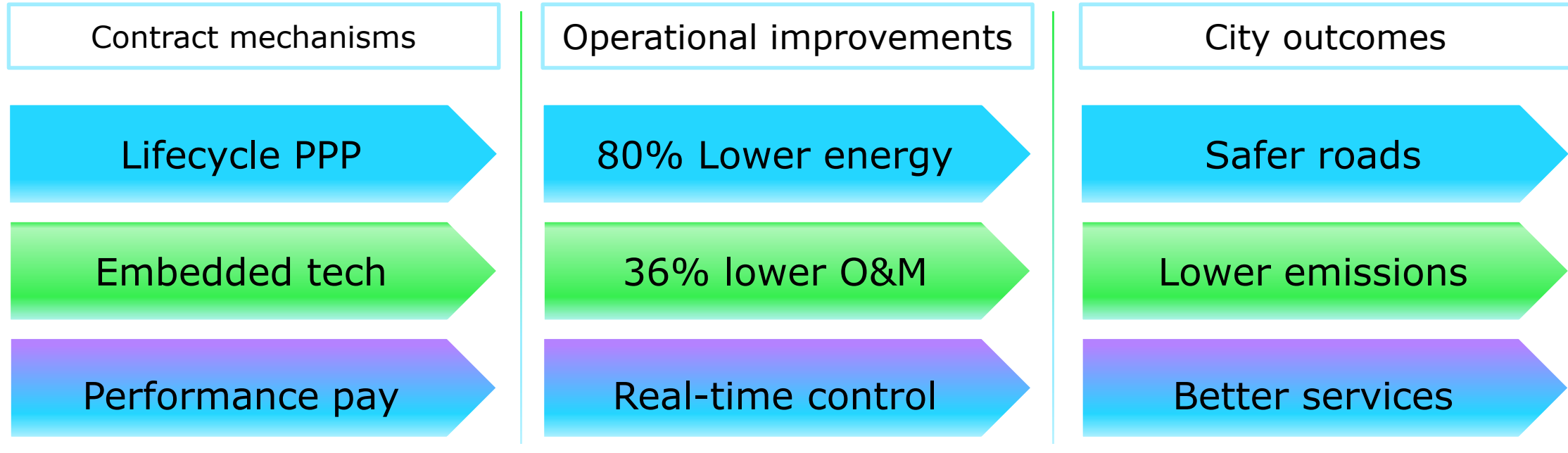
# PPP Rationale



# Contractual structure of the Atyrau Street Lighting PPP



# From contract design to city impact



44% reduction in evening/night road accidents

**Environmental Finance Award Winner**

**2021**



# Comparison with traditional PPP Concessions

## Traditional PPP Concessions



Revenue generated from end-users (tolls, fares, fees)



Private sector assumes significant demand risk



Focus on financing and construction of large assets



Success measured by asset performance



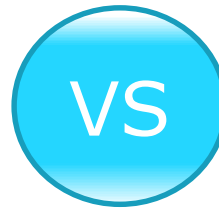
Technology often procured separately



Infrastructure as the primary output



Typically applied to national transport infrastructure and large public facilities



## Atyrau Street Lighting PPP



Revenue generated through government service payments



Demand risk remains largely with the public sector



Focus on long-term service delivery and operational performance



Success measured by service outcomes and public benefits



Smart technologies embedded within the PPP contract



Social benefits as the primary output



Applied to municipal infrastructure and urban services



# Key takeaways

1

PPPs can be successfully applied to municipal infrastructure services, not only large transport concessions

2

Public benefit-based contracts create stronger incentives for efficiency and innovation

3

Smart technologies can be integrated directly into PPP contractual frameworks

4

Availability-based PPP structures can mobilize private capital even where direct user revenues are limited

5

The model is highly replicable across cities in Kazakhstan, Central Asia and other emerging markets



**The Project illustrates how public benefit-based PPPs can support urban modernization without relying on user charges**





Eurasian Development Bank

# Thank you for your attention!

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