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AND PRIVATIZATION
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Investment Projects in Belarus

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«PALESSE Gs12»





Project 1

Sector

Mechanical engineering
and metal processing

PRODUCTION GROWTH AND
DEVELOPMENT OF NEW TYPES
OF CABLE PRODUCTS
AND HARNESS

Project initiator name

JSC Shchuchin plant Avtoprovod

Project location

Shchuchin, Grodno region

Form of participation of the investor

75 % of the shares of the enterprise
belong to JSC BATE, Managing
Company of the Holding Automotive
components. The form of
participation of the investor in the
project shall be determined during
negotiations.

Project concept

The aim of the project is to develop new for Belarus processing technologies and production of silicone rubber on the basis of which to create production of fire-resistant cables (power cables, installation, monitoring and control cables, fire protection cables), as well as to modernize and renew existing equipment in order to increase productivity, improve working conditions, production quality.

The company during the project implementation plans to start mass production of new cable products. These products are export-oriented and will be sold abroad. Most of the planned cable products are not produced in the Republic of Belarus.

Project implementation period

2016 – 2020 (5 years)

Project concept

The business plan was designed in 2015, competitions were held and contracts for 4 types of equipment were concluded.

Product (technology, service) overview

The company plans to develop mass production of new cable products:

- fire resistant cables for fire protection systems;
- flame resistant installation cables and cables for monitoring and control;
- fire-resistant power cables;
- fire-resistant control cables;
- power and control cables with fire-resistant insulation from polymer compositions, which do not contain halogens;
- high heat-resistant cables with operating temperatures up to 180 °C, used for connecting a variety of devices exposed to elevated temperatures;
- wires with plastic insulation and protective coating for field communication;
- blasting cables;
- control cables;
- wires for automotive vehicles with insulation resistant to heat up to 200 °C;
- harnesses for agricultural, automotive and motorcycle equipment.

Key advantages of the project, competitive advantages of the project

- strong brand;
- highly skilled personnel;
- distribution network;
- availability of valid patents, licenses and permits.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Russia, Belarus, Ukraine, the Czech Republic. The main customers are real estate developers, manufacturers of wire harnesses.

Total investment amount, USD	3 570 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	1 570 000
Expected contribution of the investor, incl. required investment volume, USD	2 000 000
Pay-back period, years	5
Net present value (NPV), USD	203 800
Internal rate of return (IRR), %	27.7

Project 2

Sector

Mechanical engineering
and metal processing

CREATION OF A MODERN FLEXIBLE
AUTOMOTIVE MANUFACTURING
OF STEERING COMPONENTS
FOR THE ASSEMBLY
OF MOTOR VEHICLES

Project initiator name

JSC Borisov plant Avtogydrousilitel

Project location

Borisov, Minsk region

Form of participation of the investor

long-term foreign tied loan

Project concept (project description, goals)

The main concept of this project is to create at JSC Borisov plant Avtogydrousilitel modern energy-efficient production with high productivity.

Implementation of this project will allow the company to carry out modernization of existing production with rejection of rigid flow lines, create capacities for production of new items, including rack steering systems BELGEE, implement modern energy-saving technologies.

Details of steering systems are planned to be processed with the use of progressive modern technical equipment, allowing to make integrated processing of various parts under automatic and semi-automatic conditions. Implementation of modern processing technologies of parts will create highly-productive work places.

Project implementation period, years

Period for project implementation – 2016-2037

Use of investments – 2016-2022

Current stage of the project (what has been done, degree of project readiness)

An open tender for purchasing of 16 units of cutting equipment is being conducted.

Product (technology, service) overview

The project implementation will allow the company to develop production of promising products:

- power steering pump and its modifications;
- steering equipment and its modifications;
- rack-and-pinion steering gear;
- dual steering system;
- steering mechanism with variable gear ratio;
- development of steering systems and other vehicle systems, taking into account trends in development of science and technology (with the use of electric motor drive and electronic control systems, as well as modularity systems).

Key advantages of the project, competitive advantages of the project

The investment project is profitable and paying. Its successful implementation allows the company to:

- reduce costs;
- increase profitability;
- independently and on time pay for long-term project commitments;
- create favorable prospects for further development.

Products manufactured by JSC Borisov plant Avtogydrousilitel have advantages over similar products both in price and quality. Optimal strategy for JSC Borisov plant Avtogydrousilitel is the use of the pricing strategy aimed at maintaining an acceptable level of prices to consumers, coupled with the ever-ongoing work to improve the quality and update the model range of produced items.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The main consumers are the largest automotive plants of CIS: JSC Kamaz, JSC GAZ, JSC Pavlovsky bus, JSC UAZ, JSC AZ Ural, LLC Likinsky Bus, JSC AutoKrAZ, JSC MTZ, JSC MAZ. The target markets for the production are the Russian Federation and CIS countries.

Planned distribution of sales by countries:

- Russian Federation – 77.2 %;
- CIS countries – 0.3 %;
- near-abroad countries – 1.9 %;
- Republic of Belarus – 20.6 %.

Total investment amount, USD	51 300 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	17 300 000
Expected contribution of the investor, incl. required investment volume, USD	34 000 000
Pay-back period, years	
Simple payback period	12 years 7 months
Dynamic payback period	20 years 3 months
Net present value (NPV), USD	714 600
Internal rate of return (IRR), %	7.58

Project 3

Sector

Mechanical engineering
and metal processing

CREATION OF THE HIGHPERFORMANCE
AUTOMATIZED PRODUCTION
OF AUTOMOTIVE COMPONENTS
THAT COMPLY WITH ENVIRONMENTAL
STANDARDS EURO-5, EURO-6 AND
HIGHER FOR ADVANCED MODELS
OF PASSENGER, COMMERCIAL,
AGRICULTURAL AND SPECIALVEHICLES
MANUFACTURED AT CAR ASSEMBLY
PLANTS OF THE CUSTOMS UNION.
ESTABLISHMENT OF PRODUCTION
OF INNOVATIVE AGRICULTURAL
MACHINERY

Project initiator name

JSC BATE, Managing company
of the Automotive Components
Holding

Project location

Borisov, Minsk region

Form of participation of the investor

Options are possible.

Project concept (project description, goals)

The project implies modernization and technical re-equipment of the enterprise, product diversification, standardization of the product line, expansion of sales geography and product range by developing new designs and applying new technological processes in order to improve operational parameters, reduce production costs.

Project implementation period

4 years

Current stage of the project (what has been done, degree of project readiness)

Development and approval of the business plan.

Product (technology, service) overview

Starters for diesel, carburetor and injection engines of automobiles and tractors, alternators for complete set of automotive plants, motors and contactors for emergency drive steering control.

Key advantages of the project, competitive advantages of the project

Improvement of the resource and stability of the quality of manufactured products with capacity development and expansion of perspective items production: gear starters and alternators for kitting and spare parts for automotive vehicles.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- Russia – 61.0 %;
- Belarus – 26.6 %;
- Kazakhstan – 6.2 %;
- Ukraine – 4.4 %;
- others – 1.8 %.

Total investment amount, USD	4 070 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	1 020 000
Expected contribution of the investor, incl. required investment volume, USD	3 050 000
Pay-back period, years	5
Net present value (NPV), USD	1 268 000
Internal rate of return (IRR), %	13.32

Project 4

Sector

Mechanical engineering
and metal processing

CONSTRUCTION OF FACILITIES AND
INCREASE IN SALES AND
PRODUCTION VOLUME OF MINING
DUMP TRUCKS WITH PAYLOAD
CAPACITY OF 90 – 450 TONS

Project initiator name

OJSC BELAZ, Management Company
of BELAZ-HOLDING

Project location

Zhodino, Minsk region

Form of participation of the investor

provision of a long-term credit line

Project concept

The aim of the project is modernization and technical re-equipment of the enterprise for development of the existing and creation of new capacities for the production of heavy-duty dump trucks. Within the project it is planned to purchase, install and launch approximately 140 pieces of equipment, including more than 50 units of CNC equipment. The implementation of the investment project will create the production facility for dump trucks with a capacity of 90-450 tons in the amount of 838 units.

Project implementation period

9 years

Current stage of the project (what has been done, degree of project readiness)

With regard to the construction of additional production facilities (blocks of workshop No.3), the following has been done: construction of an extra-heavy mining dump trucks workshop has been completed (with a total area of 25.1 ths. m²), a painting complex for the parts of heavy and extra-heavy dump trucks has been placed in commercial operation.

The finishing and commissioning workshop of dump trucks with payload capacity of 90-450 tons has been commissioned. Pre-commissioning procedures of painting complex technological equipment are being conducted.

The existing production facilities located in blocks of workshops No. 1 and No. 2 are being successfully modernized. A total of 414 units of new production machinery have been supplied and 148 units of the machinery in use have been modernized.

Project readiness level is 85%.

Product (technology, service) overview

Mining equipment including mining dump trucks with payload capacity ranging from 90 to 450 tons.

Key advantages of the project, competitive advantages of the project

Creation of a full product line of heavy and extra-heavy mining equipment.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The main sales market is the market of Russia and other countries of CIS. As a result of the project implementation it is also planned to increase the market share of non-CIS countries up to 29 %.

Total investment amount, USD	264 500 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	
The investment volume of OJSC BELAZ is	211 300 000
Expected contribution of the investor, incl. required investment volume, USD	
The expected amount of the credit line is	53 200 000
Pay-back period, years	3.9
Net present value (NPV), USD	303 101 000
Internal rate of return (IRR), %	48.9

Project 5

Sector

Mechanical engineering
and metal processing

ORGANIZATION OF RING-ROLLING
PRODUCTION AND PRODUCTION
OF WHEEL RIMS FOR MINING DUMP
TRUCKS WITH THE PAYLOAD
CAPACITY OF 130 – 450 TONS
AT JSC KUZLITMASH

Project initiator name

JSC BELAZ, Management Company
of BELAZ-HOLDING
JSC Kuzlitmash

Project location

Pinsk, Brest region

Form of participation of the investor

provision of a long-term credit line

Project concept

High quality ring blanks (bearings, planetary ring gears, wheel rim bases of dump trucks with carrying capacity of 130 – 450 tons) with minimum allowance for machining.

The objectives of this project are:

- organization of production of high-tech products;
- production of products with high export potential (as part of mining equipment);
- organization of import-substituting production (solution to the problem of dump truck rims import dependence);
- provision of mining equipment production with required quality units to enhance the competitiveness of the final product.

Project implementation period

5 years

Current stage of the project (what has been done, degree of project readiness)

A tender is being held in order to select technology and equipment for production of ring blanks. Pre-implementation stage.

Product (technology, service) overview

High quality ring blanks (bearings, planetary ring gears, wheel rim bases of dump trucks with carrying capacity of 130 – 450 tons) with minimum allowance for machining.

Key advantages of the project, competitive advantages of the project

Creation of a full product line of heavy and extra-heavy mining equipment.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Organization of import-substituting production, which gives an opportunity for JSC BELAZ to dispense with import of rims for dump trucks.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The main consumers will be JSC BELAZ, Management Company of BELAZ-HOLDING, service centers of JSC BELAZ, the Russian Federation, and Ukraine. The possibility to enter the EU market is also under consideration.

Total investment amount, USD	38 200 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	6 400 000
Expected contribution of the investor, incl. required investment volume, USD	31 800 000
Pay-back period, years	10.5
Net present value (NPV), USD	14 574 000
Internal rate of return (IRR), %	14

Project 6

Sector

Mechanical engineering
and metal processing

CREATING OF A HIGHPERFORMANCE
ASSEMBLING PLANT
OF ELECTRO-MEASURING
INSTRUMENTS

Project initiator name

JSC VZEP

Project location

Vitebsk

Form of participation of the investor

credit

Project concept

Creating of a high-performance assembling plant of electro-measuring instruments corresponding to the European level.

The project includes:

- implementation of information technologies for automation of design work, record of movement of material assets, electronic document management; introduction of GALS-technologies;
- development and improvement of testing facilities in order to reduce risks at the development, pre-production, production stages;
- modernization of an assembly production workshop, including SMD-mounting and final assembly with development of a plastic mold workshop, as well as a control and test station;
- development of the line of existing SMD-mounting equipment considering miniaturization of a component base;
- purchase of equipment for automated control of SMD-mounting site;
- automation of works on installation of bulk items;
- automation of assembly production.

Project implementation period

4th quarter of 2016 – 4th quarter of 2040

Current stage of the project (what has been done, degree of project readiness)

The business plan of the project is being coordinated by the Ministry of Finance of the Republic of Belarus (previously agreed with the Ministry of Industry of the Republic of Belarus and was checked by the State committee for science and technology)

Product (technology, service) overview

Electro-measuring instruments designed for measuring current, voltage, frequency, power, temperature and pressure, applied in ground-based stationary facilities, vehicles (diesel locomotives, automobiles, prime movers, tractors and others), and aviation.

Key advantages of the project, competitive advantages of the project

- strong brand;
- highly skilled personnel;
- full technological cycle of production;
- raw material and components supply chain;
- distribution network;
- guaranteed volume of orders;
- availability of valid patents, licenses and permits.

Target market and market opportunities, planned distribution of sales volume by countries/regions

EEU countries– 99.05 %, including Belarus – 66.67 %;

EU countries – 0.95 %.

Total investment amount, USD	7 624 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	3 524 000
Expected contribution of the investor, incl. required investment volume, USD	4 100 000
Pay-back period, years	
Simple payback period	9
Dynamic payback period	10
Net present value (NPV), USD	14 825 500
Internal rate of return (IRR), %	9.4

Project 7

Sector

Mechanical engineering
and metal processing

MODERNIZATION OF PRODUCTION
ALONG WITH IMPLEMENTATION
OF MODERN TECHNOLOGIES IN
ORDER TO CREATE NEW CAPACITIES
FOR PRODUCTION OF DETAILS
AND UNITS FOR HARVESTING
MACHINES VIA CREATION
OF MOBILE AND FLEXIBLE
PRODUCTION AT JSC GZLIN

Project initiator name

JSC GZLIN (JSC Gomel Plant
of Foundry and Fasteners)

Project location

Gomel

Form of participation of the investor

long term credit

Project concept

The aim of the project is to increase production potential of the organization, implement modern equipment, improve the technological level and production quality, reduce material and energy consumption and labor coefficient of the production, enlarge the production nomenclature, receive additional revenue from sales, primarily for export, additional profit, reduce import components.

Project implementation period

2017 – 2021

Current stage of the project (what has been done, degree of project readiness)

The business plan of the investment project has been developed.

Product (technology, service) overview

Windrowers and pickup heads for forage and grain harvesting complexes, potato harvesters, mowers and other agricultural machinery, spare parts, production of fasteners, production of castings made of high-strength cast iron, steel and non-ferrous metals (aluminum, bronze).

Key advantages of the project, competitive advantages of the product

- well-known trademark;
- field-specific personnel;
- raw materials and component parts supply chain;
- distribution network.

Target market and market opportunities, planned distribution of sales volume by countries/regions

1. Internal market characteristics.

Sufficient saturation of the agricultural machinery market, unstable purchasers' solvency, sufficient quantity of competitors.

Estimated value of production sales is 31 million USD.

The main purchasers are enterprises of the agricultural sector of the Republic of Belarus.

Characteristics of the distribution channels are direct sales to the purchaser and sales via the distribution network of GOMSELMASH Holding.

The main competitors are JSC Bobruiskagromash, JSC Lidaagroprommash, CLAAS, John Deere, Krone.

Competitive advantages are lower price, prompt services, and long guarantee period.

2. Export market characteristics.

Super saturation of the agricultural machinery market, large quantity of competitors.

Estimated value of export sales is 29 million USD.

Export rate within total volume of sales is 48%, including by countries in the volume of exports:

- Russia – 88.2 %;
- Ukraine – 5.7 %;
- Kazakhstan – 3.1 %;
- other countries – 3.0 %.

Tendencies of the market changes are an increase in requirements for the product quality, a reduction in government support, an increase in quantity of competitors. Characteristics of the distribution channels are sales via the distribution network are direct sales to the purchaser.

The main competitors are Rostselmash, CLAAS, John Deere, CNH, PJSC Berdianskye reapers, KUHN, GRIMME, LLC Don Mar.

Total investment amount, USD	32 811 300
Contribution of the project initiator, incl. investment volume of the initiator, USD	22 186 300
Expected contribution of the investor, incl. required investment volume, USD	10 625 000
Pay-back period, years	
Simple payback period	5.9
Dynamic payback period	6.1
Net present value (NPV), USD	5 213 700
Internal rate of return (IRR), %	25.2

Project 8

Sector

Mechanical engineering
and metal processing

COMPLEX MODERNIZATION
OF OPERATIONAL CAPACITY
AND SETTING OF NEW CAPACITY
AT JSC GOMSELMASH

Project initiator name

JSC Gomselmash

Project location

Gomel

Form of participation of the investor

provision of credit resources

Project concept

The project realization makes it possible to produce new goods in 2016 – 2021 and to increase a model scale of the diversified agricultural machinery, produced by the company. The long-term goal is to expand export deliveries of manufactured goods.

In consequence of the investment project realization, technical modernization of the machining production will be put in force by replacement of physically worn and morally outdated machinery through new high-duty equipment with semi/automatic cycle, program control, equipped with power-driven tools, monitoring and tracking systems, also technical modernization of blank, galvanic, thermal, welding, painting production.

Project implementation period

2017 – 2021

Current stage of the project (what has been done, degree of project readiness)

Approval of the business plan of the investment project.

Product (technology, service) overview

Grain, forage, ear corn and potato-picking harvesters, mowers and other agricultural machinery.

Key advantages of the project, competitive advantages of the product

- increase in sales and expansion of markets for products;
- increase in productivity and product quality at all production stages;
- lower costs for production;
- improvement of working conditions.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Home and export markets:

Domestic market expectations is 72 million USD, estimated market share is 97.2%.

Export expectations (reaching the project capacity in 2022) is 245.7 million USD.

Export share in sales volume is 87.4 %, including by countries:

- Russia – 59.8 %;
- Ukraine – 6.0 %;
- Kazakhstan – 11.3 %;
- other CIS countries – 2.1 %;
- far abroad – 20.8 %.

Total investment amount, USD	101 800 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	15 270 000
Expected contribution of the investor, incl. required investment volume, USD	86 530 000
Pay-back period, years	6
Net present value (NPV), USD	44 531 000
Internal rate of return (IRR), %	35.71

Project 9

Sector

Mechanical engineering
and metal processing

ENGINEERING AND
MANUFACTURING DEVELOPMENT
OF SMALL CAPACITY DIESEL
ENGINES WITH THE OUTPUT
OF 75 HP

Project initiator name

JSC MINSK MOTOR PLANT Holding
Managing Company

Project location

Minsk

Form of participation of the investor

options are possible

Project concept

The project will meet the stated requirements of enterprises in the Republic of Belarus for engines, will extend the promotion of new products in domestic and foreign markets, build partnerships with potential customers, retain staff of the enterprise, create new jobs. The principle of the organization of production is as follows: production, assembly and testing of engines are carried out at MINSK MOTOR PLANT.

Steps:

1. Creation of new production at the existing plant.
2. Implementation of works on modernization of production using new technologies.
3. Improvement of the structure of small 2, 3, 4-cylinder diesel engines will enhance their technical level, reduce noise and vibration, increase reliability and ensure compliance with international environmental standards STAGE 2 / 3A / 3B.

Project implementation period

5 years

Current stage of the project (what has been done, degree of project readiness)

The business plan has been developed. Manufacture of 3-cylinder engines with the capacity from 32 to 49 HP with STAGE 2/3A environmental safety level (production volume 2000 engines a year) has been developed as well.

Product (technology, service) overview

2, 3, 4-cylinder diesel engines with capacity from 10 to 75 hp with STAGE 2/3A environmental safety level.

The main competitors (manufacturers of similar consumer characteristics of goods) are Lombardini, Hatz, Caterpillar engines.

Key advantages of the project, competitive advantages of the product

- strong brand;
- highly skilled personnel;
- distribution network;
- availability of valid patents, licenses and permits;
- raw materials and components supply chain;
- guaranteed volume of orders from state consumers.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Current domestic market capacity (over the latest reporting period) 7.3 million USD.

Estimated sales volume distribution by the core regions:

- EEU countries – 70 % (incl. Belarus' market – 90 %);
- EU countries – 10 %;
- other countries – 20 %.

Total investment amount, USD	10 100 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	1 300 000
Expected contribution of the investor, incl. required investment volume, USD	8 800 000
Pay-back period, years	6
Net present value (NPV), USD	1 099 200
Internal rate of return (IRR), %	21

Project 10

Sector

Mechanical engineering
and metal processing

ORGANIZATION OF THE PRODUCTION
OF DRY-TYPE DISTRIBUTION
TRANSFORMERS WITH WINDINGS
IN SELFENGINEERED CAST ISOLATION

Project initiator name

JSC Minsk Electrotechnical Plant
named after V.I. Kozlov

Project location

Minsk

Form of participation of the investor

provision of a loan (credit)
by the investor

Project concept

Mastering the production of dry distribution transformers of I, II and III dimensions using windings in self-engineered cast insulation, which will make possible to:

- eliminate the dependence of the company from suppliers through import substitution;
- increase the production competitiveness by reducing production time, expanding the range and reducing the cost of dry-type transformers;
- earn extra income.

Project implementation period

2016 – 2025

Current stage of the project (what has been done, degree of project readiness)

The business plan of the investment project has been developed.

The market size has been determined as well as its degree of filling with competitors, also the development directions of Minsk Electrotechnical Plant named after V.I. Kozlov to enhance the product competitiveness have been elaborated.

Marketing search for the producers of special equipment for manufacture of windings in cast isolation has been conducted.

Product (technology, service) overview

Dry distribution transformers with windings in self-engineered cast isolation of I, II and III dimensions.

Key advantages of the project, competitive advantages of the product

- developed brand;
- highly qualified personnel ;
- supply chain of raw materials and components;
- distribution network.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Estimated sales volume distribution by core regions:

- EEU countries – 98 %, incl. the market of Belarus – 3 %;
- EU countries – 2 %.

Total investment amount, USD	6 746 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	2 705 000
Expected contribution of the investor, incl. required investment volume, USD	4 041 000
Pay-back period, years	6
Net present value (NPV), USD	237 000
Internal rate of return (IRR), %	9.4

Project 11

Sector

Mechanical engineering
and metal processing
Tool industry

MODERNIZATION OF PRODUCTION
FACILITIES OF JSC ORSHA TOOL
FACTORY

Project initiator name

JSC Orsha Tool Factory

Project location

Orsha, Vitebsk region

Form of participation of the investor

joint venture

Project concept

Modernization of production capacities in order to create specialized production of modern cutting and auxiliary tools, aimed at developing new tool designs competitive in the Republic of Belarus, CIS, other countries, and corresponding to the appropriate technical level of leading companies.

Project implementation period

2 years

Current stage of the project (what has been done, degree of project readiness)

An architectural and construction project is being developed.

Product (technology, service) overview

Cutters with SMP, split cutters with SMP, drills, taps, rotary burrs, collet chucks and collets for fast processing; tool holders; high-accuracy chucks for drilling and milling, tool drive heads, etc.

It is planned to release tools with HSK.

Key advantages of the project, competitive advantages of the product

During the project implementation it is planned to develop, master, and put into mass production not less than 300 names and typical sizes of new item types of cutter tools and accessory instruments of particular accuracy and productivity, giving the possibility to implement the technological possibilities of high-precision and high-efficiency equipment.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- Belarus – 30 %;
- Russia – 70 %.

Total investment amount, USD	65 500 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	19 650 000
Expected contribution of the investor, incl. required investment volume, USD	45 850 000
Pay-back period, years	12.8
Net present value (NPV), USD	9 778 600
Internal rate of return (IRR), %	2.9

Project 12

Sector

Mechanical engineering
and metal processing

CREATION OF PRODUCTION
CAPACITIES FOR MANUFACTURE
OF HIGH-STRENGTH FASTENERS
AND SELF-TAPPING SCREWS
FOR ROOFING, WINDOW, GYPSUM-
FIBER SHEET AND SCREWS
FOR CONSTRUCTION MATERIALS IN
THE AMOUNT OF UP TO 5300 TONS
PER YEAR

Project initiator name

JSC RMZ

Project location

Rechitsa, Gomel Region

Form of participation of the investor

participation in financing

Project concept

The investment project provides for establishment of the capacities for the production of high-strength fasteners within technical re-equipment of the calibrated nails sector at the main site of the plant and production of self-tapping screws for roofing, window, gypsum-fiber sheet and screws for structural building materials at the sites of Metal Products Factory that have transport and engineering infrastructure.

The heat treatment capacities (500 tons per month) available at the power plant can not meet the consumers' requirement in high-strength fasteners.

Project implementation period

3 years

Current stage of the project (what has been done, degree of project readiness)

Stage 1. Technical re-equipment of the calibrated nails department for manufacture of M6 – M10 screws with annual production output of 1500 tons (125 tons per month) based on purchase and installation of cold heading and rolling equipment consisting of 6 units.

Equipment installation and commissioning according to stage 1: November – December 2016.

Stage 2. Re-equipment of the woodscrew department within column lines 14-16 with purchase and installation of conveyor type quenching and tempering aggregate for heat treatment of fasteners.

Equipment installation according to stage 2: November – December 2016, commissioning in January 2017.

Product (technology, service) overview

Fasteners – flange bolts.

Key advantages of the project, competitive advantages of the product

- reputation of the production plant, both in the domestic market and abroad;
- large industrial potential of the production;
- highly-qualified specialists;
- accumulated long-term experience in operation;
- developed commodity distribution network and significant amount of regular customers. The commodity distribution network includes 4 dealers in the EU countries, 8 dealers in the CIS;
- proximity to traffic arteries;
- active marketing policy.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- domestic market – 15.0 %;
- non-CIS countries – 30.0 %;
- Russia and CIS countries – 55.0 %.

Total investment amount, USD	3 518 126
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	3 518 126
Pay-back period, years	6
Net present value (NPV), USD	301 205
Internal rate of return (IRR), %	6.6

Project 13

Sector

Mechanical engineering
and metal processing

CONSTRUCTION OF THE PLANT
FOR PRODUCTION OF BRIDGE TYPE
CRANES WITH A LOADING
CAPACITY UP TO 240 TONS WITH
RECONSTRUCTION OF THE
EXISTING PRODUCTION CAPACITIES
AT JSC SLUTSK LIFTING AND
CONVEYING MACHINES PLANT

Project initiator name

JSC Slutsk Lifting and Conveying
Machines Plant

Project location

Slutsk, Minsk region

Form of participation of the investor

providing a long-term credit line

Project concept

The main goal of the project is to construct and equip a new production building for the manufacture of lifting appliances with modern hi-tech equipment, and also to reconstruct and modernize the existing productions, as a result, the growth of the main financial and economic indicators of the activity of OJSC Slutsk Lifting-and-Conveying Machines Plant – income from sales, profit, indicators of profitability, solvency and financial stability.

Project implementation period

2016 – 2018

Current stage of the project (what has been done, degree of project readiness)

1. The permission of Slutsk Regional Executive Committee for the preparatory period of the construction of the plant for production of bridge cranes with a loading capacity up to 240 tons with reconstruction of the existing production capacities at JSC Slutsk Lifting and Conveying Machines Plant has been acquired;
2. A positive decision of RUE State examination body for the preparatory period of the project implementation has been received;
3. The project documentation for the architectural project stage on the first start-up complex has been developed.

Product (technology, service) overview

Production of new products, in particular:

- bridge one-frame basic cranes with a loading capacity from 1 to 20 tons;
- bridge two-frame basic cranes with a loading capacity from 5 to 240 tons;
- underhung bridge cranes with a loading capacity from 1 to 10 tons;
- bridge gantry cranes with a loading capacity from 3.2 to 120 tons;
- electric tackles with a loading capacity from 0.125 to 12.5 tons;
- crane carts with a loading capacity up to 50 tons.

Key advantages of the project, competitive advantages of the product

The construction of the plant for production of bridge cranes with a loading capacity up to 240 tons will allow the company to enter the segment of specialized crane products of high loading capacity intended for operation in special conditions, in which only the leading companies of both the Russian, and European markets operate.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The planned sales markets:

- Belarus – 45.2 %;
- Russia – 20.0 %;
- Europe – 24.8 %;
- Asia-Pacific Region – 10.0 %.

Total investment amount, USD	12 772 500
Contribution of the project initiator, incl. investment volume of the initiator, USD	643 700
Expected contribution of the investor, incl. required investment volume, USD	12 128 800
Pay-back period, years	9 years 3 months
Net present value (NPV), USD	2 184 600
Internal rate of return (IRR), %	10.4

Project 14

Sector

Mechanical engineering
and metal processing

CREATION OF HIGH-PERFORMANCE
PRODUCTION OF INTELLECTUAL
COMPONENTS AND SYSTEMS
FOR VEHICLES OF THE ECOLOGICAL
CLASS EURO-5, EURO-6 IN THE
PERIOD 2016 – 2025 AT JSC EKRAN

Project initiator name

JSC Ekran

Project location

Borisov, Minsk region

Form of participation of the investor

Options are possible.

Project concept

Modernization of the existing production with the creation of conveyor assembly lines with the use of additive technology in order to develop a new generation of sensors, actuators and high-intelligence units of car control systems, which can take control without the driver.

Project implementation period

2016 – 2025

Current stage of the project (what has been done, degree of project readiness)

The business plan has been developed; the project has passed the state examination in the State Science and Technology Committee of the Republic of Belarus.

Product (technology, service) overview

1. Systems of active safety of vehicles: anti-lock braking system ABS for trailer part with function anti capsizing; anti-lock system of the tractor with roadholding function; electronic drive system of brakes.
2. Intellectual auto components: programmable sensors with a digital output on CAN-bus.
3. Commutatorless motors.

Key advantages of the project, competitive advantages of the product

Lower price

Target market and market opportunities, planned distribution of sales volume by countries/regions

The planned sales markets:

Expected share of the market is 85 %; export share in sales volume is 11.4 %, including the Russian Federation is 11.3 %.

Total investment amount, USD	11 300 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	3 390 000
Expected contribution of the investor, incl. required investment volume, USD	7 910 000
Pay-back period, years	12
Net present value (NPV), USD	1 281 200
Internal rate of return (IRR), %	13.7

Project 15

Sector

Mechanical engineering
and metal processing

TECHNICAL MODERNIZATION
OF JSC BELCARD IN 2015-2019

Project initiator name

JSC Belcard

Project location

Grodno

Form of participation of the investor

Options are possible.

Project concept

The aim of the project is to establish flexible manufacturing facilities of mechanical processing division with the updating of an active part of the main facilities, resulting in the improvement of the produced auto components quality and reliability, as well as to increase labour productivity. Renewed manufacturing facilities are planned to be capable of manufacturing of the whole range of cardan shaft and gear parts, as well as the assembly of hydraulic absorbers.

Project implementation period

5 years

Current stage of the project (what has been done, degree of project readiness)

The business-plan has been elaborated.

Product (technology, service) overview

Driveshafts of automotive type meet STB 1686-2006 requirements. The lifetime of Belcard driveshafts exceeds 500 000 km of run. High-duty types of treatment are used in the manufacturing process.

Key advantages of the project, competitive advantages of the product

It is planned to further extend manufacture of Belcard-2000 driveshafts, which are patented in the Republic of Belarus, the Russian Federation, Ukraine, and which comply in their characteristics with the best world standards.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- EEU countries – 97 %, incl. Belarus – 33 %;
- EU countries – 2%;
- other countries – 1 %.

The project is export-oriented.

Total investment amount, USD	15 800 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	4 141 000
Expected contribution of the investor, incl. required investment volume, USD R&D, equipment procurement, preproduction	11 659 000
Pay-back period, years	8
Net present value (NPV), USD	126 500
Internal rate of return (IRR), %	11.75





Project 16

Sector

Civil aviation

CONSTRUCTION OF AN AIR CARGO
TERMINAL FOR BUSINESS AVIATION
AIRCRAFTS STORAGE
AT VITEBSK AIRPORT

Project initiator name

Airport Vitebsk

Project location

Vitebsk

Form of participation of the investor

any form

Project concept

The project implies the construction of an air cargo set of 6000 sq. meters, for 3 aircrafts of type B 737 or up to 15 business jets for long or short-time sheltering. The set will also have an open platform of the same area. At the second stage the set will transform into a storage and maintenance center. The construction of the air cargo set will take one year. The storage and maintenance center construction will take 3 years.

Project implementation period

1 year

Current stage of the project (what has been done, degree of project readiness)

A land plot has been allocated on the territory of the airport Vitebsk.

Product (technology, service) overview

Aircrafts storage in airplane sheds and its maintenance are in demand. It doubles resource and service life of an aircraft.

Key advantages of the project, competitive advantages of the product

The service cost is two times lower than that at Moscow and St. Petersburg airports. Formalities concerning foreign crew stay are simplified (one can stay on the territory of the Republic of Belarus up to 15 days without a visa). Vitebsk is equidistant from the main cities where business aviation is required.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Business aviation companies, owners of aircrafts and companies of the Russian Federation, Ukraine, Baltic countries and Poland exploiting aviation transport.

Total investment amount, USD	2 600 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	All required utility lines, approach roads and sites for construction, possibility to create an aviation company.
Expected contribution of the investor, incl. required investment volume, USD R&D, equipment procurement, preproduction	2 600 000
Pay-back period, years	7
Net present value (NPV), USD	210 000
Internal rate of return (IRR), %	15.9



Project 17

PUBLIC PRIVATE PARTNERSHIP
PROJECTS

Sector

Transport

M-10 HIGHWAY PPP PILOT PROJECT
IN THE REPUBLIC OF BELARUS

Project initiator name

Public partner – Ministry of
Transport and Communications of
the Republic of Belarus

Project location

Kalinkovichy and Retchitsa districts,
Gomel region

Form of participation of the investor

Public Private Partnership

Project concept

M-10 is the priority project that included in the State Programme for Development and Maintenance of Motorways in the Republic of Belarus 2015 – 2019, and has been approved by Interministerial Infrastructure Coordination Board as a pilot project to be implemented on a PPP basis.

The objective of the project is to increase the transit attractiveness and traffic of the Republic of Belarus.

The purpose of the project is to reconstruct and upgrade to category I-b the 85.25 km long section of the M-10 road from km 109.9 (close to Retchitsa) to km 195.15 (East of the city of Kalinkovichy). The reconstruction should double the traffic capacity, increase axle load to 11.5 tonnes per axle and reduce travel time. The construction is expected to take place during 2018 – 2020.

Project implementation period

20 years

Current stage of the project (what has been done, degree of project readiness)

The project design has been developed and now is being reviewed by the State construction commission.

Within the framework of the EBRD agreement, the PPP project is being prepared with engagement of international consultants.

Product (technology, service) overview

The section of the M-10 highway covered by this project runs from km-109.9 (near Rechitsa) to km 195.15 (west of Kalinkovichy); a total length of 85.25 km. The project involves the improvement of the M-10 and part of the R-31 with increase of number of lanes from two to four.

Key advantages of the project, competitive advantages of the product

The M-10 highway project is a pilot project proposed on a PPP basis by the Government of Belarus. The project is expected to be structured on the basis of an availability payment scheme: the private partner will build, operate and maintain the motorway section and in return receive the availability payment pre-determined by the PPP agreement.

Total investment amount, USD	225 000 000
Contribution of the project initiator, incl. investment volume of the initiator	This parameter will be specified in the financial model of the project, which is being developed now.
Expected contribution of the investor, incl. required investment volume	This parameter will be specified in the financial model of the project, which is being developed now.

Project 18

PUBLIC PRIVATE PARTNERSHIP
PROJECTS

Sector

Energy

CONSTRUCTION OF
BESHENKOVICHY HYDROPOWER
PLANT ON THE WESTERN DVINA
RIVER

Project initiator name

Ministry of Energy of the
Republic of Belarus, state production
association Belenergo,
RUE Vitebskenergo

Project location

Western Dvina river, Beshenkovichy
district, Vitebsk region

Form of participation of the investor

Public Private Partnership

Project concept

The project involves the construction of a hydroelectric power station on the Western Dvina river. In order to secure the carrying capacity of the Zapadnaya Dvina river, there is a possibility of construction a ship lock at the HPP dam site. Installed capacity is 33 MW.

Projected energy generation in a normal water year is 130 mln. kW.h.

Design calculation of Beshenkovichy HPP has shown that horizontal axis turbines are the preferable hydropower capital equipment for the plant. 3 to 6 hydrounits may be used.

The maximum water flow through HPP is 465 m³/s. Surface area of the constructed water reservoir is 1836.2 ha.

Maximum water level difference between downstream and upstream pools is 9 m.

Maximum flooded area is up to 802.7 ha.

Project implementation period

15 - 20 years

Product (technology, service) overview

The HPP as part of the hydrosystem, 110 kV switchyard, a ship lock, a water reservoir.

Construction of Beshenkovichy HPP will improve the reliability of the industrial and power complex of Vitebsk region. In case of emergency related to the interruptions in gas supply or an accident at the thermal power plant, Beshenkovichy HPP shall provide independent power output of 33 MW for power supply of the 1st category facilities.

Key advantages of the project, competitive advantages of the product

The Republic of Belarus guarantees the purchase of the whole energy generated by the hydro-electric power plant and shall at its own expense construct power transmission lines, required to ensure power supply to the electric power system of the Republic of Belarus.

With a view of creation of more favorable conditions for investing in the construction of renewable energy facilities and provision of state guarantees for investment protection, Presidential Decree No.209 dd. 18 May 2015 “On the use of renewable energy sources” stipulates fixing of permanent coefficients applied in determining the tariffs for electric energy produced by power units for the period of 10 years from the date of the unit commissioning. The document also provides the differentiation of multiplying coefficients not only depending on the type of renewable energy sources but also on other unit characteristic (electrical power, equipment life at the date of the unit commissioning, etc.).

Decree № 45 of the Ministry of Economy of the Republic of Belarus dd. 7 August 2015 stipulates the following multiplying coefficients for the purchase of electrical energy generated from alternative and renewable energy sources with the connected capacity up to 750 kVA.

Furthermore, the investor can propose and economically justify other terms and conditions for the electric energy sale to the Republic of Belarus within the period of the hydro-electric power plant operation, which are to be specified in the investment contract.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The Republic of Belarus

Total investment amount, USD	186 000 000
Contribution of the project initiator, incl. investment volume of the initiator, USD Approximate cost of the construction of power transmission lines required to ensure power supply to the electric power system of the Republic of Belarus	2 000 000
Expected contribution of the investor, incl. required investment volume, USD The BOT scheme covers a full range of design, construction and installation works for implementation of the investment project.	Approximate amount of investments is 186 000 000
Compulsory requirements are construction of a ship lock, reservoir bed clearing, reconstruction of roads in a flood zone, bank protection works, relocation of a flood zone, and reconstruction of bridge crossings.	

Project 19

PUBLIC PRIVATE PARTNERSHIP
PROJECTS

Sector

Social sphere, education

CONSTRUCTION OF THREE
KINDERGARTENS IN MINSK REGION:
TOWN MACHULISCHI, AGROTOWN
MIHANOVICHI, AGROTOWN
SENITSA.

Project initiator name

Minsk Region Executive Committee

Project location

Minsk region: town Machulischi,
agrotown Mihanovich,
agrotown Senitsa

Form of participation of the investor

Public Private Partnership

Project concept

In order to improve the efficiency of pre-school educational services in Minsk region, it is supposed to construct three kindergartens in town Machulischi, agrotown Mihanovich, agrotown Senitsa. Primarily, it is connected with intensive housing construction in Minsk region, the growth of population. The project will provide 610 children with places in preschool institutions of Minsk region. The project meets the goals and objectives identified in Minsk Region Development Strategy for 2016 – 2025.

Project implementation period

15 – 20 years

Current stage of the project (what has been done, degree of project readiness)

Project design and assessment of the technical feasibility of the project have been developed. Land plots for design and construction have been also allocated. It is supposed that feasibility study documentation will be provided in the second-third quarter of 2017 as part of the technical assistance of the European Union.

Product (technology, service) overview

The project will improve the social standards in order to ensure places in pre-school institutions. The project implies the construction of kindergartens in town Machulischi for 230 children, in agrotown Mihanovich for 230 children and in agrotown Senitsa – 150 children. It is expected that each building will include two or three floors interior and exterior brick walls, with a swimming pool.

Key advantages of the project, competitive advantages of the product

The project of construction of pre-school institutions is a pilot PPP project. It will be structured on the basis of a compensation payments scheme from the budget to the private partner. If it is necessary, the revenue from value-added services is also possible.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Minsk district, Minsk region, Belarus

Total investment amount, USD	13 000 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	13 000 000
Pay-back period, years	15 – 20

Project 20

PUBLIC PRIVATE PARTNERSHIP
PROJECTS

Sector

Health

RECONSTRUCTION OF THE COMPLEX
OF BUILDINGS OF HEALTH CARE
FACILITY CITY CLINICAL HOSPITAL
№ 3 IN GRODNO INTO GRODNO
REGIONAL CLINICAL ONCOLOGIC
DISPENSARY

Project initiator name

Grodno Regional Executive
Committee

Project location

Grodno

Form of participation of the investor

Public Private Partnership

Project concept

The project involves the reconstruction of existing buildings of health care facility City clinical hospital № 3 in Grodno with modern equipment, functional and technical maintenance of the complex, extension of the complex by building new facilities. At the same time the project involves: reconstruction of a 5-storey medical building of City clinical hospital № 3 and the adjoining clinical building; construction of a new building, construction of new facilities used for diagnostic and radiologic equipment. The complex will also include an oncosurgery department, a radiological department, a chemotherapy department, a surgical department, an anatomic pathology department. It is also planned to purchase equipment for radionuclide diagnostics, linear accelerators, telecurie therapy machines, broncho-medical equipment and others. At present, in Grodno the department for oncology patients is situated separately in the premises of Grodno Regional Clinical Hospital. The project itself is an infrastructural type of PPP medicine projects where the private partner will support the operational availability of the institution. It is supposed that medical services will be provided by the public partner.

Project implementation period

15 years

Current stage of the project (what has been done, degree of project readiness)

Negotiations are in progress in order to involve the International Finance Corporation to finance the preliminary stage of the project.

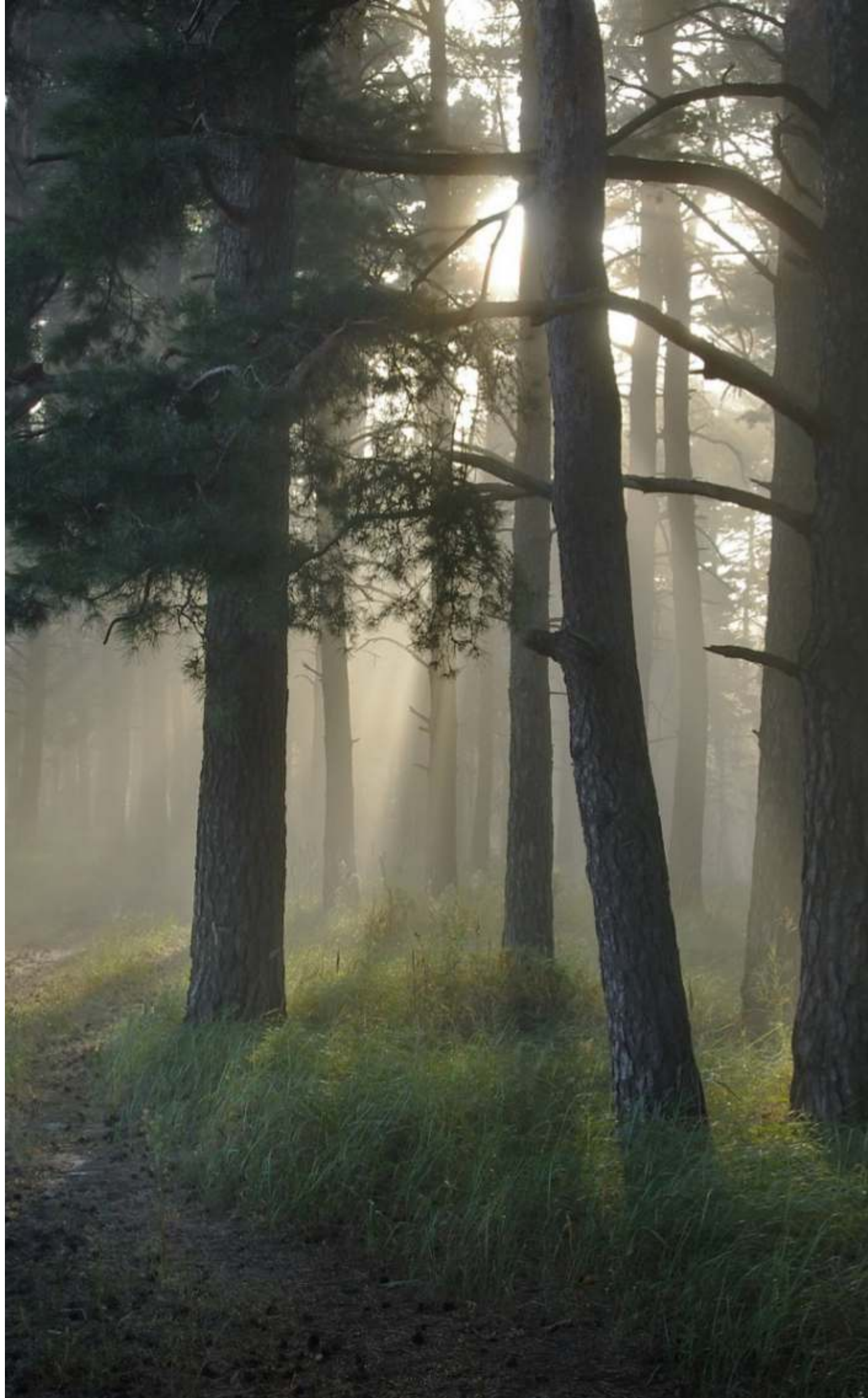
Product (technology, service) overview

The project provides creation of in-patient departments, surgery blocks, a boarding house for patients, a medical and support therapy department, outpatient departments, separate facilities for isotope therapy, an X-ray therapy department and a radionuclide diagnostics department, an anatomic pathology department, fitting out of all departments with modern equipment.

Key advantages of the project, competitive advantages of the product

Grodno regional clinical oncologic dispensary commissioning will ensure the health infrastructure development, implement new effective methods of treatment of oncological neoplasms, fit up the complex with modern medical equipment, improve the quality of diagnostic and treatment processes, will also help to reduce cancer mortality and reserve the labor potential of Grodno region.

Total investment amount, USD	100 000 000 + maintenance and operating expenses
Contribution of the project initiator, incl. investment volume of the initiator, USD	At least 20 % of the capital and operating costs is equity capital
Expected contribution of the investor, incl. required investment volume The amount of the contribution of the private partner will surely be determined only after the completion of the offer documents on the implementation of the project (detailed feasibility study), including a competitive selection process.	80 % – borrowed capital.
Pay-back period, years	15



Project 21

Sector

Woodworking industry

ORGANIZATION OF PELLET
PRODUCTION WITH CAPACITY
OF 170 THOUSAND TONS PER YEAR
AT IVATSEVICH DREV JSC

Project initiator name

Ivatsevichdrev JSC

Project location

Ivatsevichy, Brest region

Form of participation of the investor

establishment of a subsidiary
of JSC Ivatsevichdrev to produce
pellets

Project concept

The main goal of the project is to produce and export timber pellets (170 thousand tons per year) as an environmentally safe alternative to traditional kinds of fuel (firewood, peat, reduced fuel oil, diesel and stove fuel, coal). Basic prerequisites for the project implementation:

- growing environmental challenges in respect to fuel combustion and emission control;
- introduction of emission quotas;
- rising cost of energy sources;
- guaranteed sales markets.

Project implementation period

2 years

Current stage of the project (what has been done, degree of project readiness)

The business plan has been developed.

Product (technology, service) overview

Industrial and household pellets.

Key advantages of the project, competitive advantages of the product

Supply chain of raw materials and components has been established, orders are guaranteed at 100 % capacity.

The product is an environmentally safe alternative to traditional kinds of fuel.

Target market and market opportunities, planned distribution of sales volume by countries/regions

European countries (Lithuania, Latvia, Germany, Italy, Sweden, the Czech Republic, Poland, etc.)

Total investment amount, USD	55 200 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	1 800 000
Expected contribution of the investor, incl. required investment volume, USD Infrastructure development, construction, equipment procurement, working capital financing	53 400 000
Pay-back period, years	6 – 8
Net present value (NPV), USD	7 381 200
Internal rate of return (IRR), %	9.4

Project 22

Sector

Light industry

TECHNICAL RE-EQUIPMENT
OF THE SECTION FOR FOOTWEAR
WITH STITCH MOLDING FASTENING

Project initiator name

JSC Grodno Footwear Factory
NEMAN

Project location

Grodno

Form of participation of the investor

creation of a joint venture on the
basis of the molding shop,
distribution of shares: 50/50

Project concept

According to the project it is necessary to purchase 13 units of processing equipment, including a rotary machine for molding construction method of double density soles. This equipment will make it possible to introduce new advanced technology in the footwear production, significantly improve quality and appearance of products, enhance the competitiveness of the enterprise in both the domestic and foreign markets, obtain high added value.

Project implementation period

1 year

Current stage of the project (what has been done, degree of project readiness)

Feasibility study has been done; there are also analogs of footwear samples.

Product (technology, service) **overview**

- slippers for men and women;
- walking boots for men, women and children;
- special footwear;
- ankle boots;
- female & children PVC boots;
- low shoes;
- boots for men and women.

Key advantages of the project, competitive advantages of the product

- strong brand NEMAN – on the market for more than 65 years;
- qualified personnel (734 people work);
- distribution network (there are 19 shops);
- presence of valid licenses;
- core partners – in the Republic of Belarus: the branch of JSC Grodno Shoe Factory Neman Footwear for All Family, JSC TSUM Minsk, JSC GUM, JLLC Vestostunion, LLC Evrotorg and other distribution networks of the country; partners in the Russian Federation.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Main potential consumers are the population of Belarus, retail and wholesale companies of Belarus, CIS and far abroad countries (Lithuania, Latvia, Estonia).

Estimated sales volume distribution by core regions:

- EEU countries (Eurasian economic union) – 85%, incl. Belarus' market – 82%;
- EU countries – 5%;
- other countries – 10%.

Total investment amount, USD	1 100 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD Equipment procurement	1 100 000
Pay-back period, years	3



Project 23

Sector

Health & pharmaceuticals

ORGANIZATION OF HIGHTECHNOLOGY
PRODUCTION OF PHARMACEUTICAL
SUBSTANCES AND CULTURAL MEDIA
FROM DOMESTIC RAW MATERIALS
OF NATURAL ORIGIN
FOR THE ECONOMIC COMPLEX
OF THE REPUBLIC OF BELARUS
AND CIS

Project initiator name

BelAseptika JSC

Project location

Tsnyanka village, Minsk district

Form of participation of the investor

a new enterprise with a local partner

Project concept

It is planned to develop and organize production of pharmaceutical substances. The purpose of the project is to create on the territory of Belarus the production of cultural media and pharmaceutical substances from domestic endocrine-enzymatic and special raw materials of animal and vegetable origin. The planned production will make it possible to produce value-added products.

Project implementation period

Until 2020

Current stage of the project (what has been done, degree of project readiness)

The business plan has been developed. The building and assembly work on repair and reconstruction of rooms, construction of communication networks to the production building has been completed; the main processing equipment has been bought and installed.

Product (technology, service) **overview**

Dry cattle bile, bases of culture media, dehydrated culture media, pancreatic enzymes, Collagenase enzyme, gelatin, hydrolyzates of whey protein, soy, pea protein, wheat, corn, and pharmaceutical substances based on vegetable raw materials.

Key advantages of the project, competitive advantages of the product

- experience: 20 years of presence in the market of disinfectants; the share in the disinfectants and antiseptics market is 30%;
- guaranteed volume of orders: participation in the state program of import substitution of medicines;
- well-developed distribution network through healthcare institutions, processing industry enterprises, hygiene and sanitation centers;
- valid license for production of pharmaceutical products.

Target market and market opportunities, planned distribution of sales volume by countries/regions

CIS countries – 100 %, incl. Belarus' market – 60 %

Total investment amount, USD	5 300 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	500 000
Expected contribution of the investor, incl. required investment volume, USD Equipment procurement, preproduction	4 800 000
Pay-back period, years	5.1 – 6.6
Net present value (NPV), USD	500 000
Internal rate of return (IRR), %	32.7

Project 24

Sector

Health & pharmaceuticals

ESTABLISHMENT OF FULL-CYCLE
PHARMACEUTICAL PRODUCTION
OF HUMANE DRUGS ON THE BASES
OF BELVITUNIPHARM PLANT
IN VITEBSK

Project initiator name

BelVitunipharm JSC

Project location

Vitebsk

Form of participation of the investor

foreign direct investment
into the charter fund

Project concept

Implementation of the project will make it possible to solve the tasks set before the industry, involving satiating of the market with effective drugs, produced in accordance with international rules of Good Manufacturing Practice (GMP), specifically:

- produce high-quality saleable goods;
- work up and develop markets, consolidate the position on the markets, create a distribution system;
- meet demands and expectations of customers;
- become a leader on the market of the Republic of Belarus;
- optimize technological processes and usage of production areas;
- technically reequip and modernize the equipment of the enterprise;
- amend conditions;
- reduce expenses for production of a unit of output;
- put into action production the facilities that are in reserve;
- provide new working positions;
- provide with import-substituting finished products.

Project implementation period

12 years

Current stage of the project (what has been done, degree of project readiness)

The premises are owned by the bank and ready for sale.

Product (technology, service) **overview**

Production department will be established for manufacturing of a wide range of preparations, namely solid forms of pharmaceuticals.

Key advantages of the project, competitive advantages of the product

- qualified specialists;
- raw materials and components supply chain;
- entry into the market of Common Free Market Zone;
- guaranteed orders (from state and private enterprises);
- actual patents;
- availability of licenses and permissions.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Belarus, near abroad

Total investment amount, USD	4 383 400
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	4 383 400
Pay-back period, years	7
Net present value (NPV), USD	588 800
Internal rate of return (IRR), %	9.1

Project 25

Sector

Health & pharmaceuticals

CREATION OF NEW PRODUCTION
FOR MANUFACTURE OF HIGH-
EFFICIENT IMPORT-SUBSTITUTING
MEDICINE

Project initiator name

Open Joint Stock Company
Borisovskiy Zavod Medicinskikh
Preparatov (JSC BZMP)

Project location

Borisov, Minsk region

Form of participation of the investor

joint venture

JSC BZMP is ready to discuss
investor's proposals
and ready to consider any share
of participation of the investor
in the investment project,
up to a controlling stake
(80 000 000 USD), but
not less than 50%.

Project concept

Creation of modern production according to international standards for manufacture of high efficient medicine to retain and expand export capacity, manufacture competitive products and increase output of import-substituting medicines.

Project implementation period

4 years (2017 – 2020)

Current stage of the project (what has been done, degree of project readiness)

An investment offer has been developed.

Product (technology, service) **overview**

Pharmaceutical substances and medical drugs.

Possible options for cooperation in development of medicines

- production of medical sprays;
- production of aerosols;
- production of medicine in form of lyophilisate;
- production of hormones;
- production of solid dosage forms;
- production of β -lactam antibiotics;
- production of inhalation solution;
- production of immunoglobulin;
- production of vaccines;
- production of medical contrast medium (contrast agent);
- production of anti-cancer drugs;
- manufacturing of APIs (active pharmaceutical substances).

Key advantages of the project, competitive advantages of the product

- developed brand;
- profiled staff;
- supply chain of raw materials;
- distribution network (more than 100 companies);
- guaranteed volume of orders;
- presence of valid licenses, permits.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Medicine is exported to 24 countries worldwide: CIS countries, Ukraine, Georgia, European countries, to Asia and Africa and America countries.

- EEU countries – 90 %, including Belarus' market – 25 %;
- other countries – 10 %.

Total investment amount, USD	80 000 000
Contribution of the project initiator, incl. investment volume of the initiator	
<ul style="list-style-type: none"> - provision of a land plot for construction of building for Joint Venture; - support in development of design specifications and estimates; - engagement of experienced qualified personnel for building and construction works; - infrastructure development; - development, registration of new drugs and their manufacturing on launched production facilities; cost financing in accordance with the share in authorized fund (up to 50 %).	
Expected contribution of the investor, incl. required investment volume	
<ul style="list-style-type: none"> - purchase of equipment and technologies; - development of design documentation, control of building and construction works; - expansion into new markets; - joint venture management; cost financing in accordance with the share in authorized fund (up to 100 %).	

Project 26

Sector

Health & pharmaceuticals

PRODUCTION OF DISPOSABLE
CONTAINERS FOR VENOUS BLOOD
SAMPLING

Project initiator name

JSC Medplast

Project location

Gomel

Form of participation of the investor

creation of a joint venture

Project concept

The aim of the project is the creation and development of new high-tech production of vacuum containers for the collection of venous blood samples using new technologies providing production of a wide range of products at the level of the best European counterparts.

The realized investment project has an import substitution goal. Production of disposable containers for sampling venous blood at scheduled volume will enable to meet the demand of medical institutions of the Republic of Belarus in polyethylene terephthalate test-tubes of 13x100mm size, and thereby provide savings of foreign exchange reserves.

Project implementation period

3 years

Current stage of the project (what has been done, degree of project readiness)

Pre-investment stage. Pre-feasibility study of the project has been completed, a business plan has been developed, medical and technical requirements for products have been developed together with the Gomel State Medical University.

Product (technology, service) **overview**

Disposable containers for sampling venous blood, used for blood sampling with the use of vacuum test-tubes (with or without the reactant).

Key advantages of the project, competitive advantages of the project

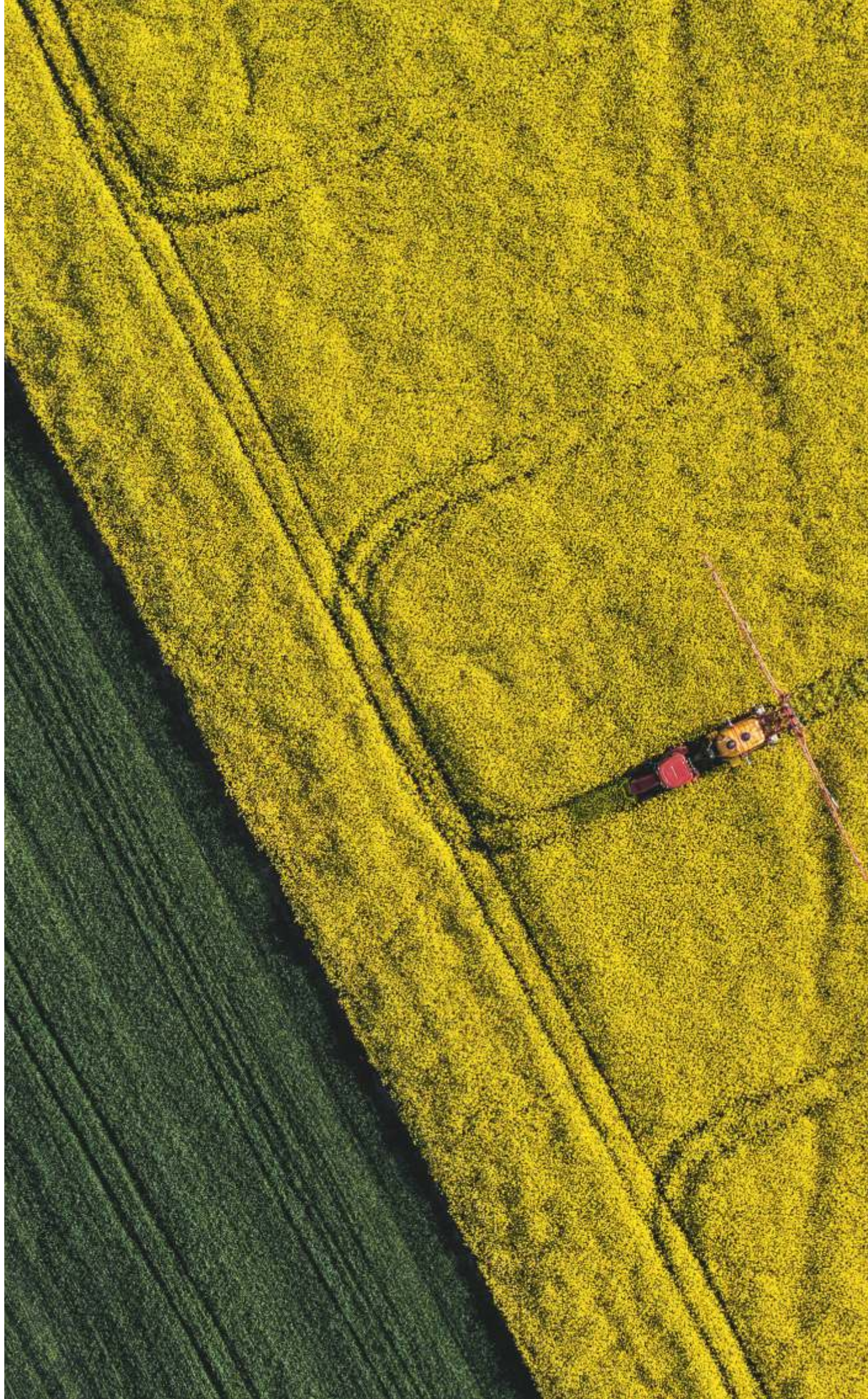
The applicability of the following project is determined by the following factors:

- creation of a new modern manufacture;
- increase of consumer demand on new types of systems of blood sampling and ensuring secure blood sampling by medical institutions;
- involvement in economic circulation of industrial estates, which are not used in technological process;
- product differentiation and expansion of product combination.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The market of the Republic of Belarus – 30 million items per year

Total investment amount, USD	1 507 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	1 507 000
Pay-back period, years	3
Net present value (NPV), USD	829 200
Internal rate of return (IRR), %	23.9



Project 27

Sector

Agriculture & food industry

RECONSTRUCTION
OF JSC BELYNICHI PROTEIN
FACTORY WITH INSTALLATION
OF PRODUCTION LINES OF FEED
ADDITIVES FOR ANIMALS

Project initiator name

JSC Belynichi protein factory

Project location

Melnik village, Belynichi district,
Mogilev region

Form of participation of the investor

contribution to the statutory fund of a
new enterprise, acquisition of shares
(stakes in the authorized capital) of
an existing enterprise, additional
issue of shares for sale to the
investor, ready to consider proposals
of the investor

Project concept

The purpose of the project is purchase and installation of a line for the production of feed additives for animals. For its implementation it is necessary to construct production premises for equipment for the plant slaughtering disposal of waste derived from industrial processing of meat, condemned products and other animal waste, acquisition of two specialized vehicles with loading and unloading mechanisms, roller containers, ramps for transportation of containers. The installation of such feedstock lines provide processing of at least 60 tons a day and the yield of finished products in the form of fat and flour technical animal feed.

Project implementation period

3 years

Current stage of the project (what has been done, degree of project readiness)

The existence of a business plan (updating is needed)

Product (technology, service) overview

Meat and bone meal is a dry crumbly mass, without dense clumps, with a specific smell and different color. Meal is a valuable source of energy with high content of protein, digestible fats and amino acids.

Key advantages of the project, competitive advantages of the project

- well-skilled staff;
- guaranteed volume of orders;
- presence of valid patents, licenses, permits;
- possibility of using local raw materials;
- entry into the market of the common economic space.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- Belarus' market – 35 %;
- EU countries – 20 %;
- other countries – 45%.

Total investment amount, USD	7 615 800
Contribution of the project initiator, incl. investment volume of the initiator, USD Utility vehicles have been acquired. The amount of investments accounted for	115 800
Expected contribution of the investor, incl. required investment volume, USD Construction, equipment & technologies procurement, working capital financing	7 500 000
Pay-back period, years	9
Net present value (NPV), USD	1 486 200
Internal rate of return (IRR), %	31.46

Project 28

Sector

Agriculture & food industry

NEW PRODUCTION
OF CONVENIENCE MEAT PRODUCTS
AT BOBRUISK MEAT PROCESSING
PLANT JSC

Project initiator name

JSC Bobruisk Meat Processing Plant

Project location

Bobruisk, Mogilev region

Form of participation of the investor

It is expected that the investor has an experience in the development of the meat industry in developed countries and accordingly an experience in the joint implementation of the project of semi-finished meat products processing beginning from the equipment and technology ending with its implementation. The co-operation is possible in various forms: from the creation of a joint venture or introduction of new technologies to the production under the brand name of the existing companies.

Project concept

The project implies introduction of new technologies for the processing of semi-finished meat products using modern automated production lines at Bobruisk Meat Processing plant JSC.

The **prerequisites** for the development of the project are steady consumer demand for ready to cook products, shift in priorities in home cooking towards using products that do not require much time for pre-treatment and are subjected to heat treatment in a convenient package for some minutes as well as giving the opportunity for both children and elderly people to cook without no effort and skill using modern household appliances at home.

The **objective** of this project is to increase the production volume of the enterprise through the production of new (innovative) products of high quality and obtain a guaranteed stable income as well as to force the image of the company that implements significant investment projects on the territory of the Republic of Belarus.

Current stage of the project (what has been done, degree of project readiness)

Feasibility study has been developed.

Product (technology, service) overview

Packed large-sized and small-sized natural semi-finished meat products and instant semi-finished meat products (meat for roasting, kebabs, meatballs, fresh sausages, minced meat, etc.)

Key advantages of the project, competitive advantages of the project

- strong brand;
- qualified staff;
- supply chain of raw materials;
- distribution network;
- guaranteed volume of orders.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- EEU countries – 100 %, incl. Belarus – 70 %

Total investment amount, EUR	1 000 000
Contribution of the project initiator, incl. investment volume of the initiator, EUR	100 000
Expected contribution of the investor, incl. required investment volume, EUR Equipment procurement, preproduction	900 000
Pay-back period, years	1.5 – 2
Internal rate of return (IRR), %	51

Project 29

Sector

Agriculture & food industry

RECONSTRUCTION
OF LUKOMER DAIRY FARM

Project initiator name

JSC Agrofirma Malech

Project location

Lukomer village, Beryoza district,
Brest region

Form of participation of the investor

purchase of shares (share in the authorized fund) of the existing enterprise (50 %); additional issue of shares for selling to the investor (50 %). Other investment options can be considered.

Project concept

The project involves reconstruction of the existing dairy farm with transfer of milking technology with a milk delivery line to the milking parlor with an increase in dairy cattle population at a dairy farm up to 600 head.

Background: the need to increase milk production in both quantitative and qualitative terms.

Objectives: Increase in population of dairy cattle up to 600 head. Production of milk of extra quality 100 %.

The project will increase the quality of milk, profitability, demand.

Product (technology, service) overview

Whole cow's milk of extra quality

Key advantages of the project, competitive advantages of the project

- qualified staff;
- experience;
- supply chain of raw materials;
- guaranteed volume of orders;
- valid permit for the production of milk;
- benefits as part of the state support in order to stimulate entrepreneurial activity in the medium, small towns, rural areas.

Product (technology, service) overview

Belarus' market – 100 %

Total investment amount, USD	2 000 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	2 000 000
Pay-back period, years	5

Project 30

Sector

Agriculture & food industry

CONSTRUCTION OF AN OIL
EXTRACTION PLANT WITH
A PRODUCTIVITY RATE OF 500 TONS
PER DAY WITH AN ELEVATOR
COMPLEX WITH CAPACITY
OF 50 000 TONS AT
KRASNOBEREZHSKY PRODUCTION
SITE OF OJSC GOMEL FAT FACTORY

Project initiator name

JSC Gomel Fat Factory

Project location

Krasny Bereg village, Zhlobin district,
Gomel region

Form of participation of the investor

creation of a new enterprise

Project concept

Construction of an oil extraction plant with a production rate of 500 tons per day with an elevator complex will provide JSC Gomel Fat Factory with raw materials for processing units.

Project implementation period

4 years

Current stage of the project (what has been done, degree of project readiness)

Investment offer

Product (technology, service) overview

Fat and oil products

Key advantages of the project, competitive advantages of the project

- favorable geographical location in the region;
- own capacity for storage of rapeseeds;
- a closed cycle enterprise, which covers all the stages: from the cultivation of raw materials to its processing and production of finished.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The main market is the domestic market. External markets:

- CIS countries – 64 %, including Russia;
- EU countries – 23 %;
- Asian countries – 13 %.

Total investment amount, USD	13 500 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	13 500 000
Pay-back period, years	4.5

Project 31

Sector

Agriculture & food industry

RECONSTRUCSHION
AND MODERNIZATION OF POTATO
STORAGE FACILITIES OF 3 000 TONS
WITH THE INSTALLATION
OF EQUIPMENT FOR
THE PRODUCTION OF POTATO
FLAKES AT JSC COMBINE VOSTOK

Project initiator name

JSC Combine Vostok

Project location

Agrotown Uritskoe, Gomel district,
Gomel region

Form of participation of the investor

any form

Project concept

The project implies the introduction of a new production line for production of potato flakes with capacity of 550 kg/h, which will allow the company to issue new import-substituting goods, while reducing storage losses of agricultural products, increase export and earn extra income.

Project implementation period

2017 – 2018

Current stage of the project (what has been done, degree of project readiness)

The feasibility study and business plan are at the stage of development.

Product (technology, service) overview

Dried potato flakes.

The scope of the product:

- making mashed potatoes;
- confectionery, bakery;
- poultry & meat industry;
- production of potato products.

Key advantages of the project, competitive advantages of the project

- advanced technologies for processing of potatoes and vegetables;
- use of elite seeds;
- infrastructure;
- strong brand;
- strong relationship with customers;
- long-term storage without substantial changes of quality indicators;
- strict control of quality and safety of raw materials;
- absence of dyes, additives and preservatives in the final product;
- ease of culinary preparation;
- good recoverability of the product.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Belarus, Russia

Total investment amount, USD	6 700 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	3 350 000
Expected contribution of the investor, incl. required investment volume, USD Participation in equipment procurement, preproduction	3 350 000
Pay-back period, years	3.7
Internal rate of return (IRR), %	15

Project 32

Sector

Agriculture & food industry

CONSTRUCTION OF AN ENERGY-
SAVING GREENHOUSE WITH
AN AREA OF 6 HECTARES
AT JSC KOMBINAT VOSTOK

Project initiator name

JSC Combine Vostok

Project location

Agrotown Uritskoe, Gomel district,
Gomel region

Form of participation of the investor

any form

Project concept

The project includes construction of an energy-saving greenhouse with the most advanced technology allowing to reduce the use of energy (gas) to a minimum and to obtain a high yield. Raising the level of yield will lead to increase in output and exports and additional profit.

Project implementation period

2017 – 2018

Current stage of the project (what has been done, degree of project readiness)

Feasibility study has been done.

Product (technology, service) overview

Various vegetables grown in protected ground

Key advantages of the project, competitive advantages of the project

- well-skilled staff;
- use of elite seeds;
- infrastructure;
- strong brand;
- strong relationship with customers.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Belarus, Russia

Total investment amount, USD	13 000 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	100 000
Expected contribution of the investor, incl. required investment volume, USD Participation in equipment procurement, preproduction	12 900 000
Pay-back period, years	7.2
Internal rate of return (IRR), %	29

Project 33

Sector

Agriculture & food industry

CONSTRUCTION OF CATTLE
BREEDING FARMS FOR DAIRY AND
MEAT BREEDING CATTLE
IN VITEBSK REGION

Project initiator name

Committee on agriculture,
Committee on economy of Vitebsk
Region Executive Committee

Project location

Arable land plots in Vitebsk region

Form of participation of the investor

greenfield investment

Project concept

Construction of large cattle-breeding farms for 3 000 – 5 000 cattle each, import of breeding herds, development of fodder zones for cultivation of forage on the lands of agricultural organizations by granting of land plots under lease. The piece of land for placing a farm is selected individually. The further processing of meat raw materials and production of products may be done on a give-and-take basis using the capacities of operating meat-packing plants in Miory, Glubokoye, Vitebsk and Orsha. The degree of processing and technological level of meat-packing plants allows production of more than 300 items, including meat food for children.

Project implementation period

13 years

Product (technology, service) overview

High productive cattle, meat and dairy products. The manufacture of bio-products is also possible.

Key advantages of the project, competitive advantages of the project

- highly qualified staff;
- supply chain of raw materials and components;
- distribution network;
- guaranteed volume of orders;
- benefits within the project implementation: state support for creation of new enterprises in the rural area (exemption from profit tax, customs duty on imported equipment, etc.).

Target market and market opportunities, planned distribution of sales volume by countries/regions

The main sales market is the Russian Federation (regions of Central and North - Western federal districts, Moscow and Saint Petersburg). There are meat-packing and milk plants, however a raw zone for manufacture of beef meat and milk is poorly developed and limited by separate large-scale enterprises in Voronezh, Oryol, Belgorod regions and does not meet the demand for meat and milk processing.

Total investment amount, USD	60 000 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	60 000 000
Pay-back period, years	7
Net present value (NPV), USD	48 000 000
Internal rate of return (IRR), %	13



Project 34

Sector

Chemical industry

CONSTRUCTION OF A NITROGEN
COMPLEX AT JSC GRODNO AZOT

Project initiator name

Belneftekhim Concern,
JSC Grodno Azot

Project location

Grodno

Form of participation of the investor
financing

Project concept

JSC Grodno Azot intends to build on its territory a nitrogen complex comprising: an ammonia production shop with capacity of 875 thousand tons per year, installation for hydrogen production with capacity of 200 mln m³ per year and an urea production shop with capacity of 1 225 thousand m³ per year.

Project implementation period

2017 – 2022

Current stage of the project (what has been done, degree of project readiness)

The feasibility study has been developed.

Product (technology, service) overview

Liquid ammonia for technical use, produced in accordance with GOST 6221 – 90 is used in agriculture as a nitrogen fertilizer, for processing into fertilizer, and for nitric acid production. Transportation to consumers is provided by rail and road.

Prilled and granular urea, produced according to GOST 2081 – 92, TU RB 500036524.096 – 200 is designed for the use in the industry as a raw material in the manufacture of resins, adhesives, etc., it is used in agriculture as mineral nitrogen fertilizer, in livestock it is used as feed additive.

Key advantages of the project, competitive advantages of the project

- strong brand;
- highly qualified personnel.

Target market and market opportunities, planned distribution of sales volume by countries/regions

The main volumes of carbamide exports in 2014 – 2015 were supplied to the European market (Germany, Poland, France, Lithuania, the UK, Belgium, Spain, the Netherlands, Austria, the Czech Republic), Canada, Africa (Nigeria, Cameroon, Congo, Morocco), Latin America (Cuba, Ecuador).

Estimated distribution of sales by major regions:

- Belarus – 60 %;
- EU – 30 %;
- other countries – 10 %.

Total investment amount, USD	1 581 700 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	237 300 000
Expected contribution of the investor, incl. required investment volume, USD	1 344 400 000
Pay-back period, years Simple (since operating activity)	6.8*
Net present value (NPV), USD	382 000 000 *
Internal rate of return (IRR), %	8.9 *

*according to feasibility study, developed by JSC NIIK in 2015 – 2016

Project 35

Sector

Chemical industry

CONSTRUCTION OF A NEW
ETHYLENE-PROPYLENE PLANT
AT JSC NAFTAN, POLYMER PLANT

Project initiator name

Belneftekhim Concern,
JSC Naftan, Polymir plant

Project location

Novopolotsk, Vitebsk region

Form of participation of the investor

JSC Naftan is ready to consider any
form of participation of the investor
in this project.

Project concept

The project involves the commissioning of the capacity of ethylene at least 200 thousand tons per year and 100 thousand tons per year of propylene with the necessary set of new off-site facilities, which will increase the amount of processing of hydrocarbon raw materials, and the amount of the target production (total 300 thousand tons per year, including 200 thousand tons of ethylene per year), which will increase the volume of commodity production – high density polyethylene.

Project implementation period

4 years

Current stage of the project (what has been done, degree of project readiness)

The work on procurement of services for the development of pre-project documentation upon the facility in accordance with the requirements of the technical regulations of the Republic of Belarus has been done.

Product (technology, service) overview

The construction of the facility for pyrolysis, compression and gas separation of hydrocarbon crude with all required off-site facilities, ensuring production of pyrolysis products, including ethylene and propylene, with their further processing at the production facilities existing at the plant (polyethylene, acrylonitrile, acrylic fiber).

Key advantages of the project, competitive advantages of the project

- existing refining capacities;
- qualified personnel;
- logistic capabilities (geographic advantages);
- existing off-site units.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Polyethylene:

- domestic market – 33.7 %;
- export – 66.3 %, including Russian Federation – 38.3 %;
- CIS – 15.9 %;
- far foreign countries – 12.1 %.

Target market and market opportunities, planned distribution of sales volume by countries/regions

Polyethylene:

- domestic market – 33.7 %;
- export – 66.3 %, including Russian Federation – 38.3 %;
- CIS – 15.9 %;
- far foreign countries – 12.1 %.

Total investment amount, USD	511 000 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD Up to 100 % (credit resources)	511 000 000
Pay-back period, years Simple payback period	10.7 (from the first installment)/ 6.7(after putting into operation)
Dynamic payback period	13.3 / 9.3 accordingly
Net present value (NPV), USD	224 300 000
Internal rate of return (IRR), %	10.9

Project 36

Sector

Construction materials

CONSTRUCTION OF A GYPSUM
PLANT ON THE BASIS OF BRINEV
GYPSUM DEPOSIT IN PETRIKOV
DISTRICT

Project initiator name

Gomel Regional Executive
Committee

Project location

Petrikov district, Gomel region

Form of participation of the investor

greenfield

Project concept

Organization of production of 500 000 tons of gypsum and gypsum-anhydrite stone, construction of a gypsum plant on the basis of Brinev deposit.

Project implementation period

2 years

Current stage of the project (what has been done, degree of project readiness)

Preliminary exploration of the western section and detailed exploration of the eastern section have been done.

Mineral reserves on the western area of Brinev deposit according to a preliminary exploration have been approved in the amount of 119 525 thous. tons (categories C1 + C2).

As a result of the detailed exploration of the east area of Brinev deposit, proven reserves of categories B and C1 have comprised 125 618 thous. tons. The reserves of gypsum and rim gypsum have been calculated on the eastern section area by C2 category amounting to 85 011 thousand tons. The eastern field is ready for commercial development. A concession proposal has been developed.

Product (technology, service) overview

Gypsum stone can be used for the production of gypsum binders, additives for cement production and medical gypsum. Gypsum content reaches 94.6 %.

Key advantages of the project, competitive advantages of the project

- absence of such production in Belarus;
- privileges and preferences.

Total investment amount, USD	42 720 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	42 720 000
Pay-back period, years	7.8
Internal rate of return (IRR), %	15

Project 37

Sector

Construction materials

PRODUCTION OF GEOMEMBRANE
AT JSC PINSK NONWOVEN
MATERIALS

Project initiator name

JSC PINEMA
(JSC Pinsk Nonwoven Materials)

Project location

Pinsk, Pinsk district, Brest region

Form of participation of the investor

- contribution to the authorized fund of a newly established enterprise
- purchase of the shares (shares in the authorized fund) of the existent enterprise
- purchase of the enterprise as an asset complex
- additional issue of shares for selling to the investor

Project concept

The production of geomembranes (5m wide) made of PE, PP, PVC for the construction of membrane screens in the structures of liquid waste storage sites, solid domestic, agricultural and industrial waste sites, etc. It is planned to purchase equipment, install and create the site for the production of geomembranes.

Prerequisites of the project implementation:

- There is no similar production in Belarus. The project implies import-substituting production.
- The role of environmentally protected objects is increasing.

Current stage of the project (what has been done, degree of project readiness)

Preliminary equipment selection, primary marketing research

Product (technology, service) overview

Polymer waterproofing geomembrane (5m width) – import substituting product

Key advantages of the project, competitive advantages of the project

- developed brand;
- qualified staff;
- supply chain of raw materials;
- distribution network;
- valid patents, licenses, permits.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- Belarus – 90 %;
- other EEU countries – 5 %;
- EU countries – 5 %.

Total investment amount, USD	900 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD Equipment procurement, preproduction	900 000
Pay-back period, years	3
Net present value (NPV), USD	160 000
Internal rate of return (IRR), %	20

Project 38

Sector

Construction materials

CONSTRUCTION OF A CEMENT
PLANT ON THE BASIS OF DEPOSITS
OF CHALK SHIROKOYE
AND PODKAMENIE

Project initiator name

Gomel Regional Executive
Committee

Project location

Gomel Regional Executive
Committee

Form of participation of the investor
greenfield

Project concept

The project for the construction and operation of a cement plant in Vetka district allows using cement chalk deposit Podkamenie and Shirokoye located on the territory of the region as a source of raw materials.

Project implementation period

7 years

Product (technology, service) overview

Chalk mined at deposits Podkamenie and Shirokoye is clean, white, with a bluish tinge, corresponds to the upper class A and is suitable for the production of air lime 1st grade CaCO₃ content – 99.2%. Installed reserves of high quality chalk raw materials in the field are about 943 million tons.

Target market and market opportunities, planned distribution of sales volume by countries/regions

- EEU countries – 20 %;
- Belarus' market – 53 %;
- EU countries – 20 %;
- other countries – 7 %.

Total investment amount, USD	300 000 000
Contribution of the project initiator, incl. investment volume of the initiator, USD	-
Expected contribution of the investor, incl. required investment volume, USD	300 000 000
Pay-back period, years	7

Sailing lovers can enjoy in Belarus more than 1000 lakes.





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