



NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION  
REPUBLIC OF BELARUS

## Investment offer

Developing the manufacture of next-generation competitive lifting equipment



# Investment offer

## General information

Company's characteristics	Market characteristics of the planned production
<p><i>Company's name:</i> "Mogilev lifting equipment manufacturing plant" OJSC</p> <p><i>Ownership:</i> state - 100%</p> <p><i>Registration date:</i> 29.01.2013</p> <p><i>Address:</i> 212030, Mogilev city, 42, Mira ave.</p>	<p><i>Product:</i> passenger lifts (hoisting capacity from 225 to 1275 kg), freight lifts (hoisting capacity from 100 to 6 300 kg), energy-efficient lifts, lifts for medical institutions and people with limited mobility, lifts for special needs</p> <p><i>Annual output of the sector:</i> \$167.2 mln.</p> <p><i>Return on sales:</i> 15.9%</p> <p><i>Main consumers:</i> building companies, assembly and service companies (distribution network of the enterprise in the CIS countries and far abroad)</p> <p><i>Products with similar characteristics:</i> mast construction hoists (hoisting capacity from 1500 to 2000 kg), lifting platforms for the disabled (vertical and inclined movement)</p> <p><i>Distribution channels:</i> commodity distribution network of the enterprise consists of dealers from the Russian Federation (80), the Ukraine (10), the Republic of Kazakhstan (6)</p>

## The project

- **Description:** development of the new generation competitive lifting equipment manufacture; the project's purpose is the improvement of the products' competitiveness and the production of equipment meeting the international standards system; the purchase of modern super universal high-performance CNC equipment
- **Project branch:** electro technical, optical and mechanical industries
- **Project location:** OJSC "Mogilevliftmash", 212030, Mogilev city, 42, Mira ave.
- **Total investment:** \$13.2 mln.



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## Preliminary indicators of the project efficiency

- Sales revenue, excl. VAT (after reaching the estimated capacity): **\$13.2 mln.**
- Pay-back period: **5 years**
- Dynamic pay-back period (DPBP): **5 years**
- Internal rate of return (IRR): **12.5%**
- Net present value (NPV): **\$0.001 mln.**
- Discounting rate (DR): **9%**
- Business plan is available

## Competitive advantages of the project

### Infrastructure available

- Belarusian Railway (2.4 km), republican motor roads (3 km), other roads with improved surface (3 km)
- Utilities: electricity (10 kV, 5.5 km), water supply (2 km) gas pipeline (1.5 km)
- Land plot availability (34.2 ha, industrial purpose)
- Constructions available (104.637 thsd. m<sup>2</sup> – manufacturing area; 67.9 thsd. m<sup>2</sup> – office building; 16.6 thsd. m<sup>2</sup> – foundry)
- Warehouses, logistics terminals (10 000 m<sup>2</sup>, open area)
- Possibility of output expansion and installation of additional production capacities

### Strategic advantages

- Profiled staff
- Commodity distribution network
- Entry into the Common Economic Space market
- Availability of valid patents, licenses, permits



# Contact details



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