



NATIONAL AGENCY
OF INVESTMENT
AND PRIVATIZATION
REPUBLIC OF BELARUS

Investment offer

Establishment of engine mounts
production for completing engines
conforming with Euro-4 standards



Investment offer

General information

Company's characteristics	Market characteristics of the planned production
<p><i>Company's name:</i> Joint Stock Company "Borisov Plant of Aggregates"</p> <p><i>Ownership:</i> private</p> <p><i>Registration date:</i> January 30, 2009</p> <p><i>Authorized fund structure:</i> "BATE" JSC - 100 %</p> <p><i>Address:</i> 222517, Minsk., Borisov, 1a named the N-Neman regiment str.</p>	<p><i>Product name and description:</i> units for completing engines with the ecological norms Euro-4 and higher: water pumps, oil pumps, turbochargers, compressors of various modifications for different types of engines</p> <p><i>Market capacity:</i> \$10.1 mln.</p> <p><i>Return on sales:</i> 15.8% (in 2015)</p> <p><i>Availability of goods with similar product performance:</i> basic models of water and oil pumps, turbochargers and compressors produced by JSC "BZA"</p>

The project

- **Description:** innovation of production units for completing engines with the ecological norms Euro-4 and higher. **Preconditions:** the presence of demand in the domestic and foreign markets. **Actual status:** the project is underway; producing modifications of water and oil pumps, compressors planned for innovation within the project has been finished and launched to production. Products intended for turbo-supercharging are required additional work and test. **Expected results:** units for completing engines with the ecological norms Euro-4 and higher.
- **Project branch:** machinery
- **Project location:** JSC "BZA", Borisov, the Republic of Belarus
- **Financing requirement for investor:** \$7.1 mln.
- **Total investment:** \$ 14, 3 million, including capital expenditures: \$ 11, 4 million



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Preliminary indicators of project efficiency

- Sales revenue, without VAT (after reaching the estimated capacity) **\$ 7.8 mln.**
- Pay-back period: **5 years**
- Dynamic pay-back period: **7 years**
- Internal rate of return (IRR) **22.3%**
- Net present value (NPV): **\$0.23 mln.**
- Discount rate: 20.99 %
- Business plan/feasibility study availability: business plan

Competitive advantages of the project

Infrastructure available

- Railway lines and roads: Belarusian Railway branch (5 km); republican motor roads (0.5 km)
- Communications available: power grid (voltage): 0.4 kV; plumbing
- Land and production facilities: land availability (11.9477 ha, purpose: for maintenance of buildings and structures of production plant); presence of constructions (107 673 m², purpose: for organization of units' production and separate parts for diesel engines of automotive engineering, short description: production departments, garage for 25 cars, administrative and amenity building, substation, compressed air plant of low and high pressure, pumping station, breakdown of emulsion station, clockhouse, neutralization of chemical flow station, storm overflow of pumping station, artesian well).
- Other infrastructure: warehouses, logistics terminals (6 444 m², central storage, central tool storehouse, storehouse for sale, storehouse of works and building department, oil storehouse, metal storage facilities); possibility to expand production and install additional facilities



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Strategic advantages

- Strong brand
- Profiled staff
- Supply chain of raw materials and components
- Use of local raw materials
- Distribution network
- Undersaturated domestic market for the production proposed
- Entry into the Common Economic Space market
- Guaranteed volumes of orders



Contact details



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