



NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION  
REPUBLIC OF BELARUS

## **Investment offer**

Establishment of production of next-generation automotive components



# Investment offer

## General information

Company's characteristics	Market characteristics of the planned production
<i>Company's name:</i> "Ekran" OJSC <i>Registration date:</i> 05.02.2009 <i>Authorized fund structure:</i> non-state entities – 100% <i>Address:</i> 167, Polka Normandia – Neman str., Borisov town	<i>Product:</i> dynamic stability control systems <i>Market capacity:</i> \$27 mln. <i>Main consumers:</i> "MAZ" OJSC, "KAMAZ" OJSC <i>Return on sales:</i> 2.9% (in 2013) <i>Average nominal monthly wages of the similar businesses:</i> \$390 (in 2013)

## The project

- **Description:** project's goal is to master new technologies for processing parts of type bodies of rotation and case-shaped parts for dynamic stability control system and other components for auto tractors. It will enable to increase the output of braking systems for MAZ automobiles and other trucks and buses manufactured in the Republic of Belarus, as well as an opportunity to expand the geography of export supplies of the brake control systems. Project stages: 1 Development of business plan of innovative (investment) project. 2 Tendering for the supply of equipment, project documentation, contracts. 3 Commissioning (putting into operation). 4 Reaching the estimated capacity.
- **Project branch:** automotive components
- **Financing requirement for investor:** \$3.7 mln.
- **Total investment:** \$5.7 mln.
- **Type of investor participation:** joint venture on the basis of the existent enterprise



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## Preliminary indicators of project efficiency

- Sales revenue, without VAT (after reaching the estimated capacity): **\$53 mln.**
- Pay-back period: **5 years**
- Dynamic pay-back period (DPBP): **6 years**
- Internal rate of return (IRR): **3.1%**
- Net present value (NPV): **\$4.6 mln.**
- Discount rate: 15%
- Business plan/feasibility study: developed

## Infrastructure available

- Belarusian Railway (8 km), republican motor roads (15 km), other roads with improved surface (5 km)
- Electricity (voltage: 10 000; 6.1 km), water supply
- Land availability (11 371 ha for operation and maintenance of buildings and structures of production area)
- Constructions (70 596.4 sq.m)
- Warehouses, logistics terminals (2 891.4 sq.m)
- Possibility of output expansion and installation of additional capacities

## Strategic advantages

- Strong brand
- Profiled staff
- Supply chain of raw materials and components
- Use of local raw materials
- Distribution network
- Undersaturated market in Belarus for the production proposed
- Entry into the Common Economic Space market
- Guaranteed volumes of orders
- Availability of valid patents, licenses, permits



# Contact details



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## Regional Development Department

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