



NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION

REPUBLIC OF BELARUS

# Investment offer

Production generation and sale of  
caterpillar tractors



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## General information

Company's information	Domestic market and key sector indicators
<p><i>Company's name:</i> "Mozyr Machine-building Plant" OJSC</p> <p><i>Ownership:</i> state – 98.8%</p> <p><i>Registration date:</i> 2000</p>	<p><i>Market capacity:</i> \$99.9 mln.</p> <p><i>Key market players:</i> "Shantui", LLC "CHTZ-URALTRAK", "YTO Group Corporation", "Caterpillar", "Volgograd Tractor Plant", "ALTRAK", "John Deere"</p> <p><i>Annual output of the sector :</i> \$20 mln.</p> <p><i>Return on sales:</i> 3.73 %.</p> <p><i>Average nominal monthly wages in the sector:</i> \$890</p>

## Description of the project

- **Financing requirement for investor:** \$7.7 mln.
- **Total investment:** \$18 mln., incl. capital expenditures - \$12.3 mln.
- **Type of investor participation:** profit share on a contractual basis, acquisition of shares
- **Investments for construction,** purchase of equipment, technologies and licenses
- **Expected number of employees for the project implementation:** 257

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## Project efficiency and expected performance indicators

Year of project realization	1	2	3	4	5
Expected sales, \$ mln.	20	50	100	100	100
Expected market share (%)	8.6	17.8	28.3	23.9	23.9
Expected exports, \$ mln.	12	41	86	86	86
Share of exports in total sales (%)	65	82	85.9	85.9	85.9

*Expected geographic structure of export: CIS countries: 85.9%*

## Preliminary indicators of project efficiency

- Pay-back period (PBP): **5.8 years**
- Dynamic pay-back period (DPBP): **7.1 years**
- Internal rate of return (IRR): **20.6 %**
- Net present value (NPV): **\$2.3 mln.**

## Competitive advantages and investor's benefits

- Railway and motor transport infrastructure
- Warehouses, logistics terminals
- Dominance in the domestic market
- Access to large contractual works



# Contact details



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