



PRODUCTION OF METALWORKING MACHINES

PROJECT

For implementation there is provided a project on manufacturing of metalworking machines.

The project is considered promising due to the following reasons:

- **93 billion USD** was a volume of world machine tools market in 2012. **CAGR for last 5 years was 19%.**
- Experts expect further **growth of the machine tool market** at **8.6% per year till 2017.**
- Russia needs **50 000 new machine tools annually.** 85% is the share of import in the machine tools consumption in Russia.
- Laser metalworking machines, ultrasonic metalworking machines, electrochemical metalworking machines and waterjet cutting machines are the most promising segments in the metal working machines.
- Belarusian machine tools sector includes **30 enterprises.**
- Production of metalworking machines is oriented on the Custom Union market. Total import volume of metalworking machines to Russia is more than **1.6 billion USD).**
- **Capex** varies between **USD 10-50 mn, IRR 15-20%.**

MARKETS

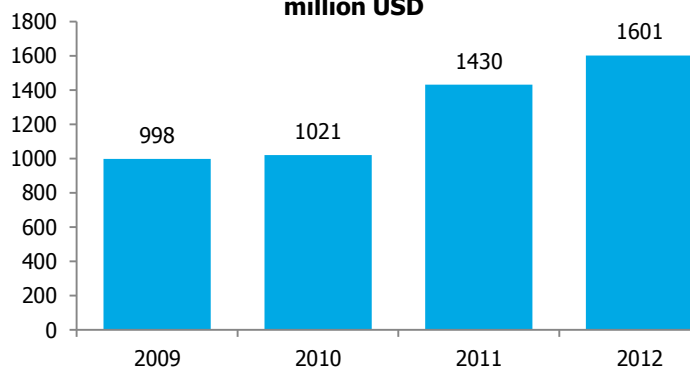
Belarusian market :

- **189 million USD** was an volume of metalworking machines import to Belarus in 2012.
- **Germany and Italy** are the largest exporters of woodworking machines to Belarus.

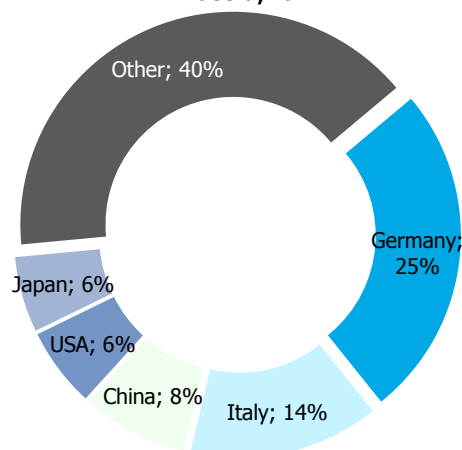
Market of Custom Union:

- **1601 million USD** was an volume of woodworking machines import to Russia in 2012.
- **Germany (25%), Italy (14%), China (8%)** are the largest exporters of woodworking machines to Russian Federation.

Import of metalworking machines to Russia, million USD



Import structure of metalworking machines to Russia, %



MARKET OPPORTUNITIES

Global opportunities:

- **93 billion USD** was a volume of world machine tools market in 2012. **CAGR for last 5 years was 19%.**
- Experts expect further **growth of the machine tool market** at **8.6% per year till 2017.**
- **China (30%), Japan (20), Germany (15%)** are the largest machine tools producers.

Regional opportunities:

- **Russian Federation** is reckoned among **top ten largest importers of machine tools**. 3% is a share of Russian market in global machine tool market.
- Russia needs **50 000 new machine tools annually**. 85% is the share of import in the machine tools consumption in Russia.
- **85%** is a share of import in metalworking machines consumption.
- Till 2020 Russia plans to spend **130 billion USD** according to the industry development program.
- Till 2020 Russia plans to spend **300 billion USD** according to the military-industrial complex development program.

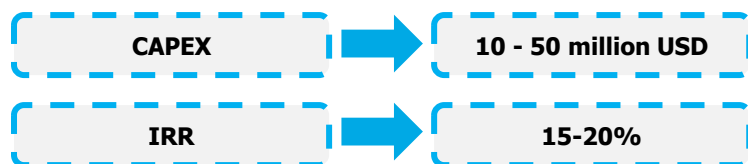
Attractive segments:

- Laser metalworking machines, ultrasonic metalworking machines, electrochemical metalworking machines and waterjet cutting machines are the most promising segments in the metal working machines.

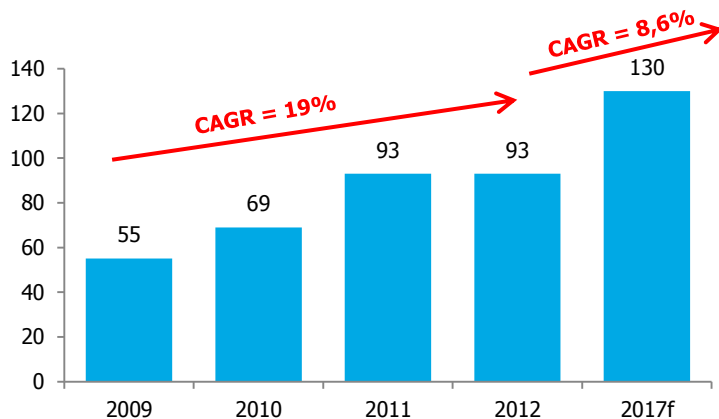
POTENTIAL INVESTORS

Large producers of woodworking machines from China, Japan, South Korea, Taiwan and Europe.

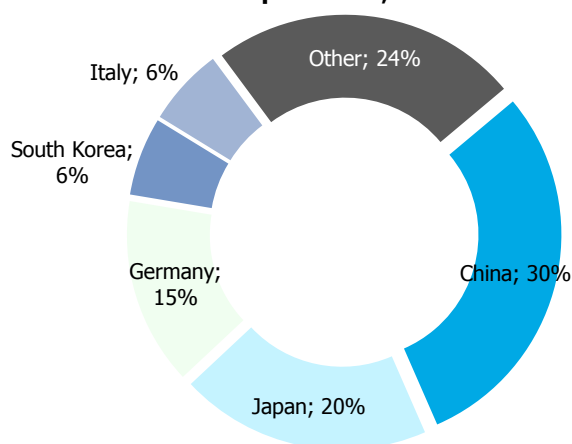
INVESTMENT OPPORTUNITIES



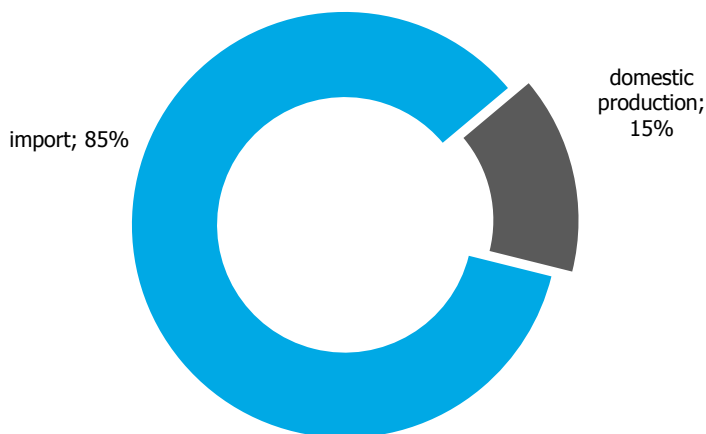
World machine tools market, billion USD



Global metalworking machines market, largest producers, 2012



Structure of Russian metalworking machines market, 2012



Budget funding according to the Russia industry development program, billion USD

