

Investment proposal

I. General information

1. **Project name:** Agroecotourism Site “Dubrova Park”



2. **Industry classification of the Project:** Tourism.

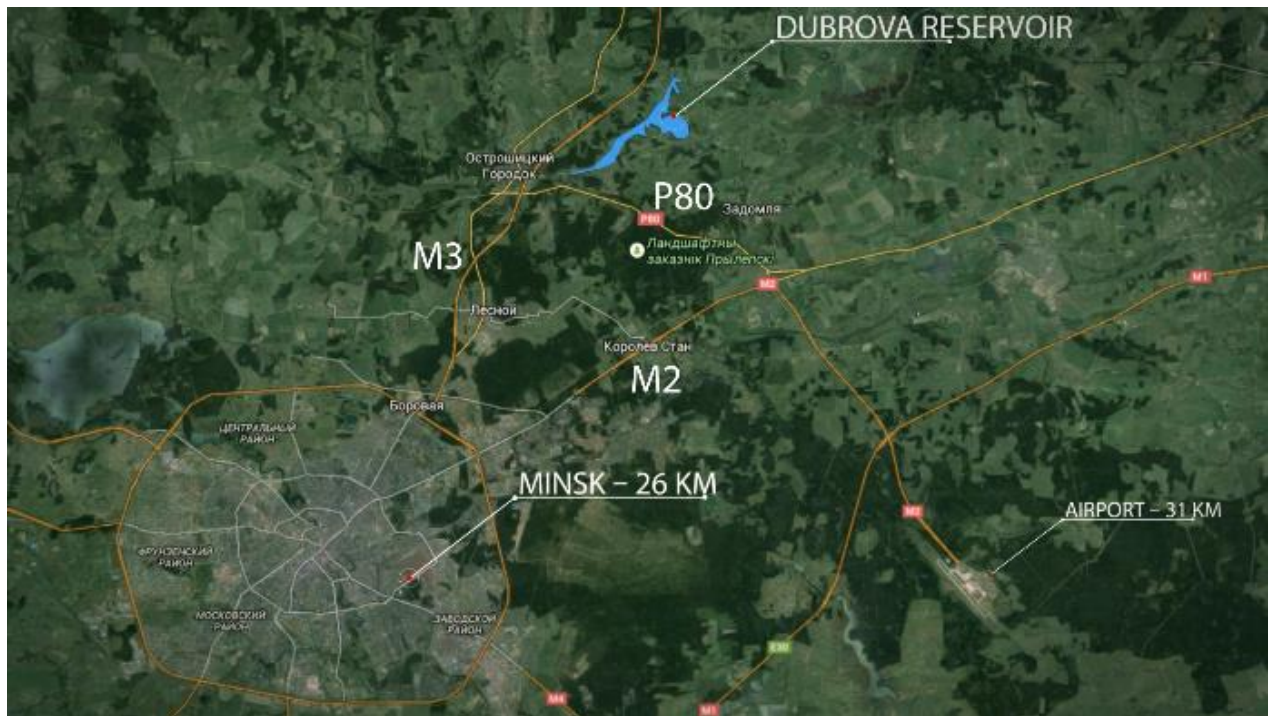
3. **Location of the Project:** Belarus, Minsk Region, Smolevichi District, Prilepy Village Council, the vicinity of Kudrishchino village, Lake Dubrovskoe.



4. **Project description.**

The primary purpose of the investment project is to achieve a favourable environmental, social and business impact. In view of the underdeveloped sector of tourism services for the middle class population (“affordable holidays”), the construction of the Dubrova Park is aimed at satisfying the need of the middle class for various tourism services.

Dubrova Park site is situated on the shore of the water reservoir “Dubrovskoye”, at the border of Minsk District and Smolevichi District in Minsk Region, 26 km to the north-east of Minsk, close to the sports complex Raubichi. The surface area of the water reservoir “Dubrovskoye” is 3,45 km², maximum depth is 14 m.



5. The Level of Project Readiness:

As of today, the following have been constructed and commissioned on the park's territory:

- fenced park area;
- car parking at the gateways;
- beach facilities;
- security checkpoints.



II. Initiator of the Project

1. **Full name of organization:** Unitary Enterprise “Ozeritsky-Agro” (founded and owned by JSC Belagroprombank)
2. **Authorized fund structure, %:**

Legal entities:	Share
- state ownership	0
- private ownership	100
Individuals	0

III. Markets profile

A. Services profile:

1. **Product name and description:** Tourism services, recreation and leisure services.
2. **Primary consumers:** Middle-class population.
3. **Primary competitors (producers of goods similar in consumer properties):** health resorts of the Republic of Belarus, recreation centres, and rural farmsteads.

B. Domestic market profile

1. **Current market size (for the last reporting period).** As of year-start 2015, 1 254 organisations carried out tourism business in the Republic of Belarus, servicing more than 934 000 mass tourists and 648 000 individual tourists.
2. **Business strategy in the domestic market:** best price/quality/service balance for the middle class population;

C. Foreign markets profile

1. **Expected breakdown of volume of services sales by key regions, %:**

EAEU countries	Belarus market	EU countries	Other countries
30	65	5	0

IV. Existing infrastructure

Road and rail links:

- Transfer from central bus/railway station and from Minsk-2 International Airport.
- Distance from Minsk: 26 km;
- Distance from Minsk-2 International Airport: 31 km
- National motorways (distance, km): M3 Highway– 15km, M1/E30 Highway– 20km.
- Other improved roads (distance, km): asphalt road across the territory of the site.

Available utilities:



Power supply network (voltage: 110 kW, runs through the park's territory)



Water supply system, 3 sewage pumping stations with a capacity 24 m³/h



Gas pipeline, 500 m

Land plot and production area:

- land plot (square area: 80,6ha, designated for construction of public leisure and recreation facilities).
- buildings (square area: 89,6 m², designated for security checkpoints).

Other infrastructure:

- fire water tanks (two metallic tanks installed with a water storage capacity 75 m³ for fire safety);
- fecal sewage network, rainwater sewage network, exterior lighting network;
- floating modular platform;
- beach facilities;
- changing pavilions;
- composting toilets installation area;
- turn around area;
- tennis court;
- footpaths;
- temporary station of Society of Life Saving on Water;
- outer fencing;
- vertical planning, coastal fortification;
- reinforced concrete staircases;
- planted trees (540 trees) and shrubs (300 shrubs);
- flower beds covering an area of 420 m².



V. Key Advantages of the Project

- **Investor's freedom to choose the area in which to do business.** This investment project is not tied up to any specific tourism segment. Therefore, the investor has a freedom to choose the area of business activity related to project implementation.
- **Ready base for construction.** All the utilities necessary for the construction of the tourism site have been installed and connected.
- **Convenient transport connection.** Motorway, railway and airport connection.
- **A well-developed network of sports, historical and cultural activities.** Dubrova Park is located in close proximity to Silichi and Logoisk ski resorts, the National Winter Olympic Training Centre "Raubichi", the historical and cultural complex "Stalin Line", the museum complex of ancient crafts and technologies "Dudutki", health and recreation centres for children and adults.

VI. Project Financing

A. Total project investment cost: at the current stage of the project, about USD 6 million has been invested. Further investments will depend on the area of business activity chosen by the investor for the project implementation.

B. The sources of investment.

- Investor's funds;
- Partial financing with loan funds from JSC Belagroprombank is possible;

C. Purpose of investment:

- Construction;
- Preparation and provision of tourism services.

D. The form of investor participation:

Possible registration of the land plot as an independent legal entity with potential transfer of share of interest. Optional: controlling interest.

VII. Contact details

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Presentation video

<https://youtu.be/ubAAOUUIjH0> - English version

<https://youtu.be/HXd8vROO3IE> - Russian version

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