

Belarus: Welcome to Discover

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Belarus. Key figures

Area – 207 600 sq km.
(ranks **13** among European countries).

Population – 9,465 mn.

Capital City – Minsk (population **1.9** mn).
(ranks **16** among European countries).

Labour resources – 5,8 mn.
(61% of the total amount).

Employment – 4,6 mn.

Number of students – 446 ths (471 per 10,000 people).

Developed infrastructure:

railroad tracks – 5,5 thsd. km

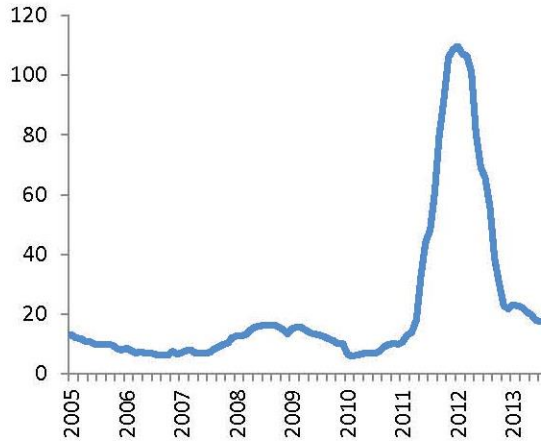
highways – 85,7 thsd. km



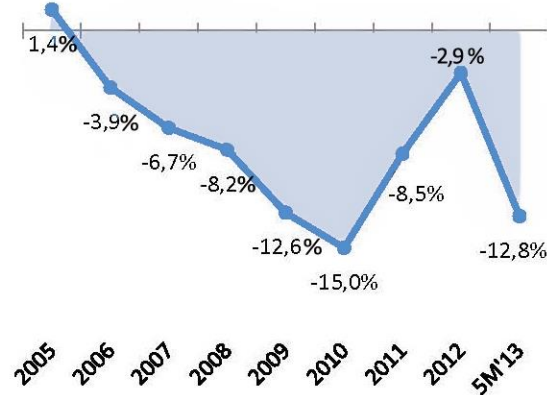
Belarus. Key figures

Macroeconomic overview

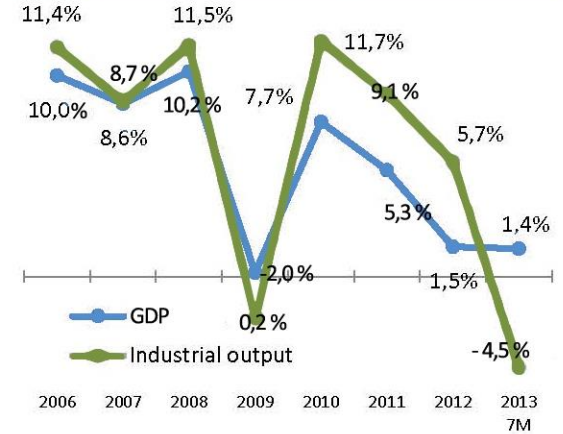
CPI,% y-o-y



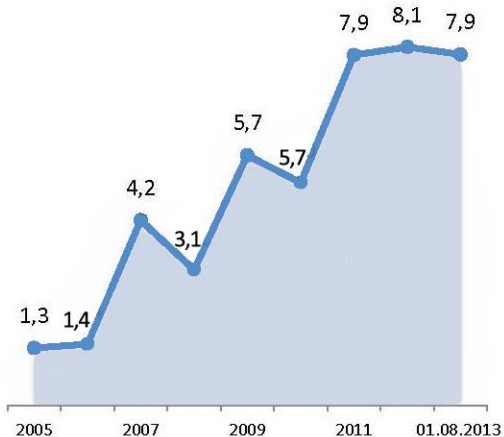
Current account,% of GDP



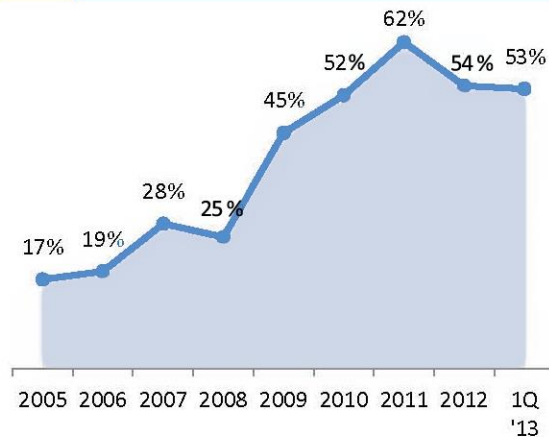
Output,% y-o-y



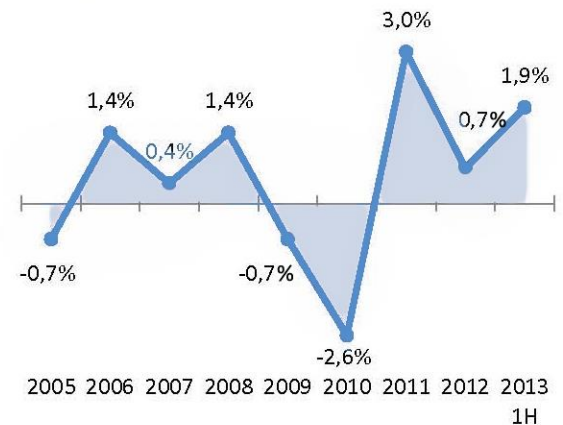
Reserve Assets, bln USD, eop



External Debt, % of GDP



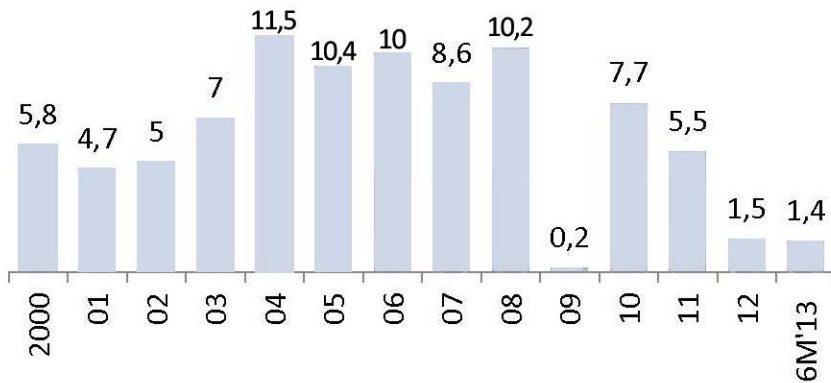
Public sector Budget balance, % of GDP



Belarus. Key figures

Growth and wealth indicators

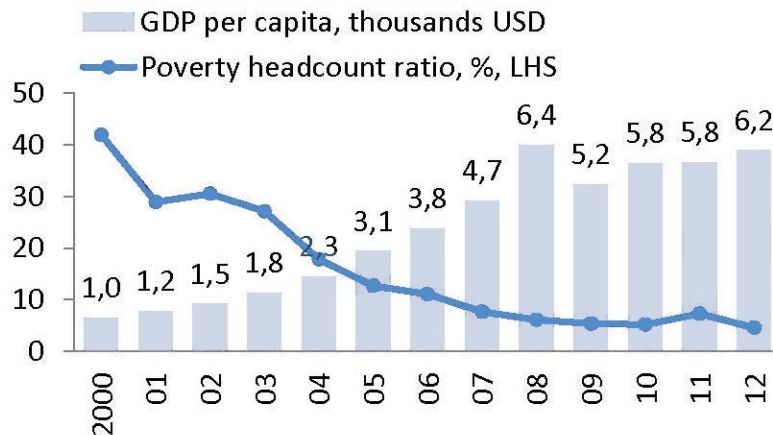
A GDP growth, % y-o-y



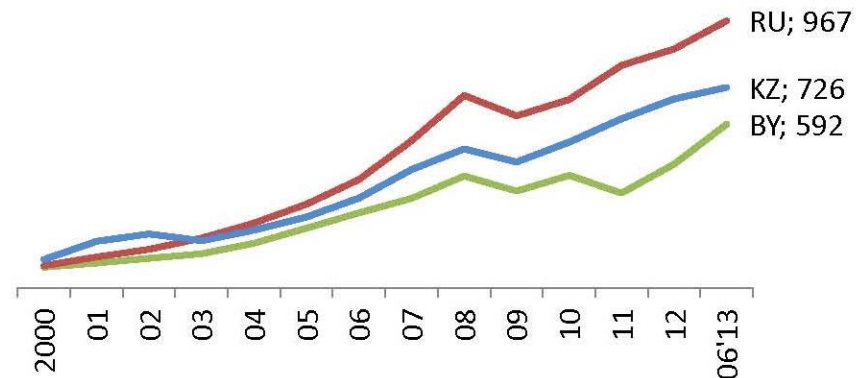
B Belarus growth forecasts, %

Agency	2013	2014
Raiffaisen (Dec 2012)	3.0	4.0
IMF (Mar 2013)	2.1	2.6
World Bank (Apr 2013)	2.5	2.8
HSBC (Apr 2013)	2.5	3.0

C GDP per capita and poverty ratio

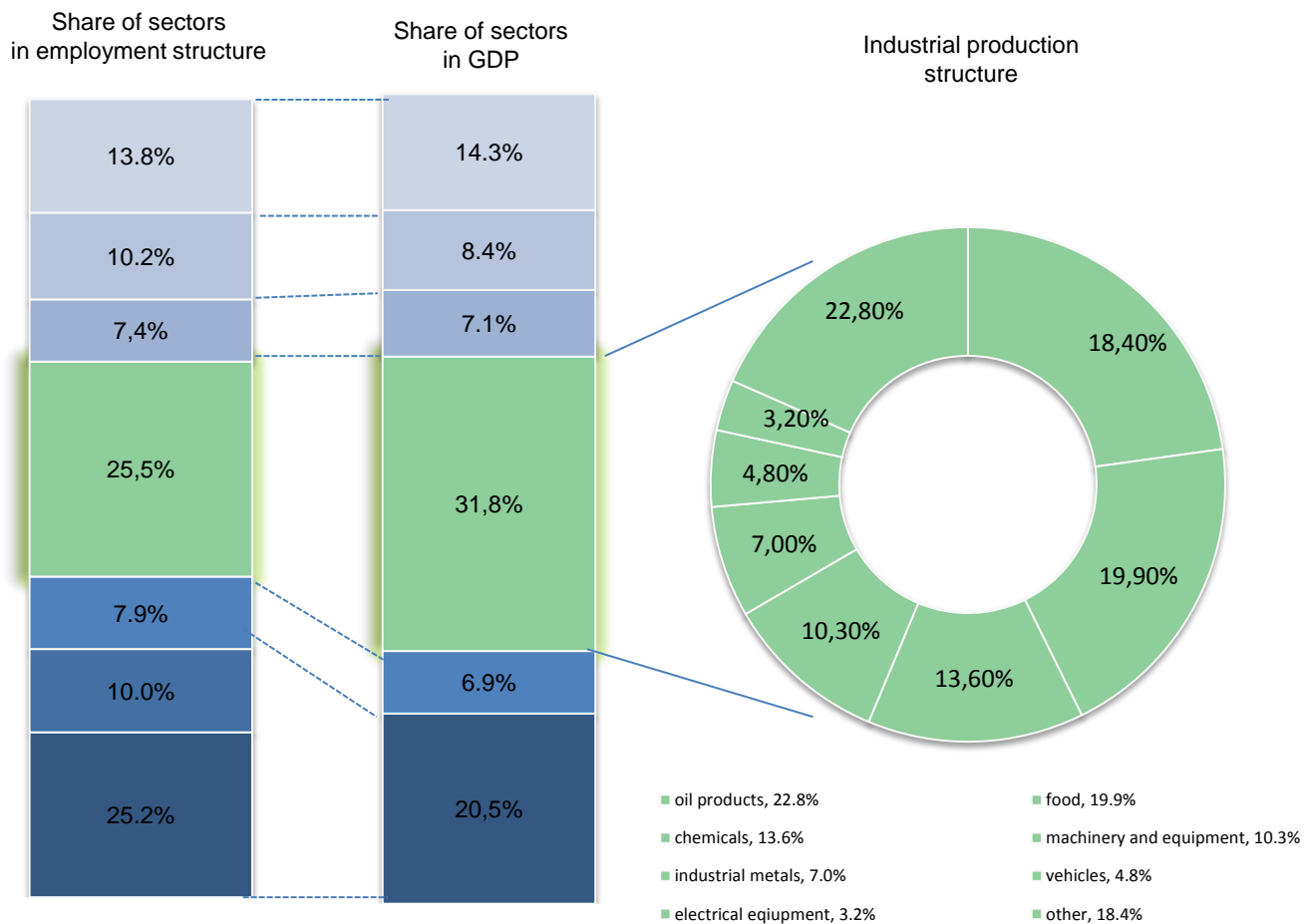


D Average nominal salary, USD



Belarus. Key figures

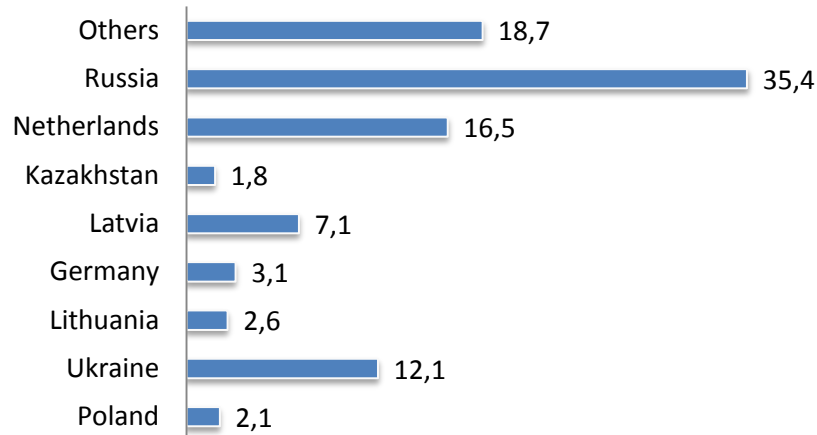
Economic structure, 2012



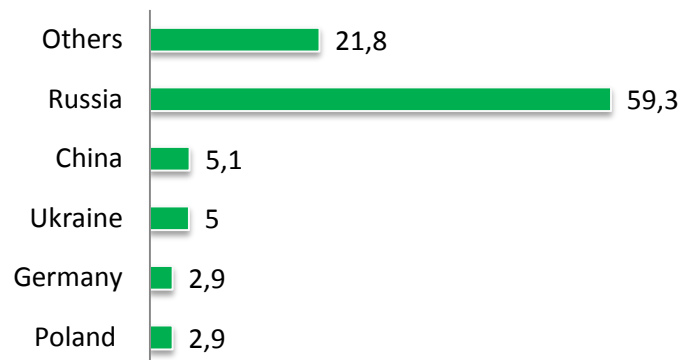
Belarus. Key figures

Foreign trade, 2012

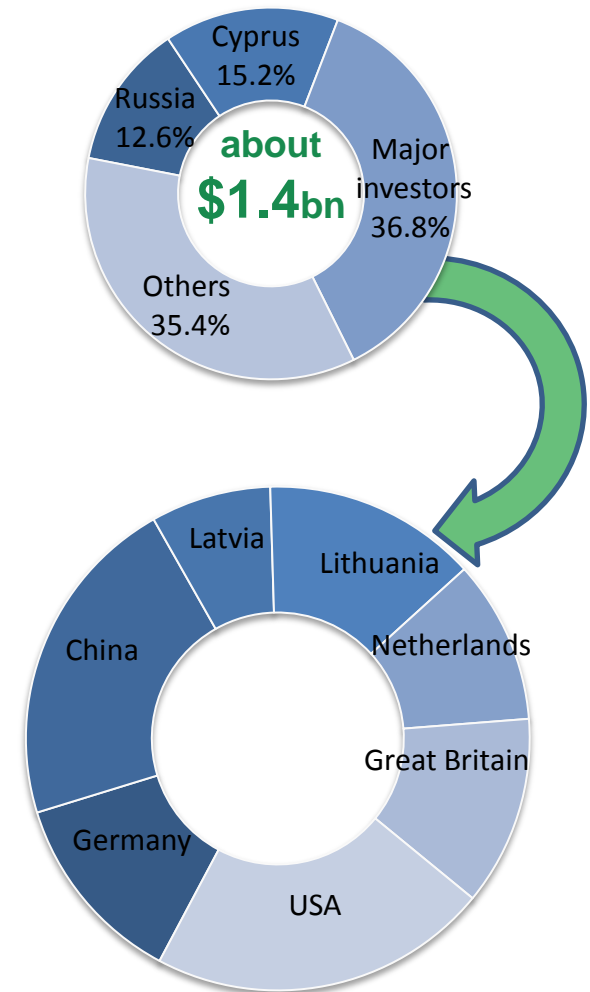
Export, 46 bn \$



Import, 47 bn \$



Foreign direct investment, 2012



Source: National Statistical Committee of the Republic of Belarus

Belarus. Key figures

Position in the world market



The **1st** largest
producer of
potash with
15% market
share



The **1st** largest
producer of
mining dump
trucks with **30%**
market share



The **2nd** largest
producer of
tractors with **8%**
market share



The **5th** largest
exporter of dry
milk with **10%**
market share

Global companies located in Belarus



Microsoft



PHILIPS

kronosspann



DANONE



NEC

Alcatel-Lucent



FRESENIUS

Reasons to invest – core benefits

Core benefits

Common economic space

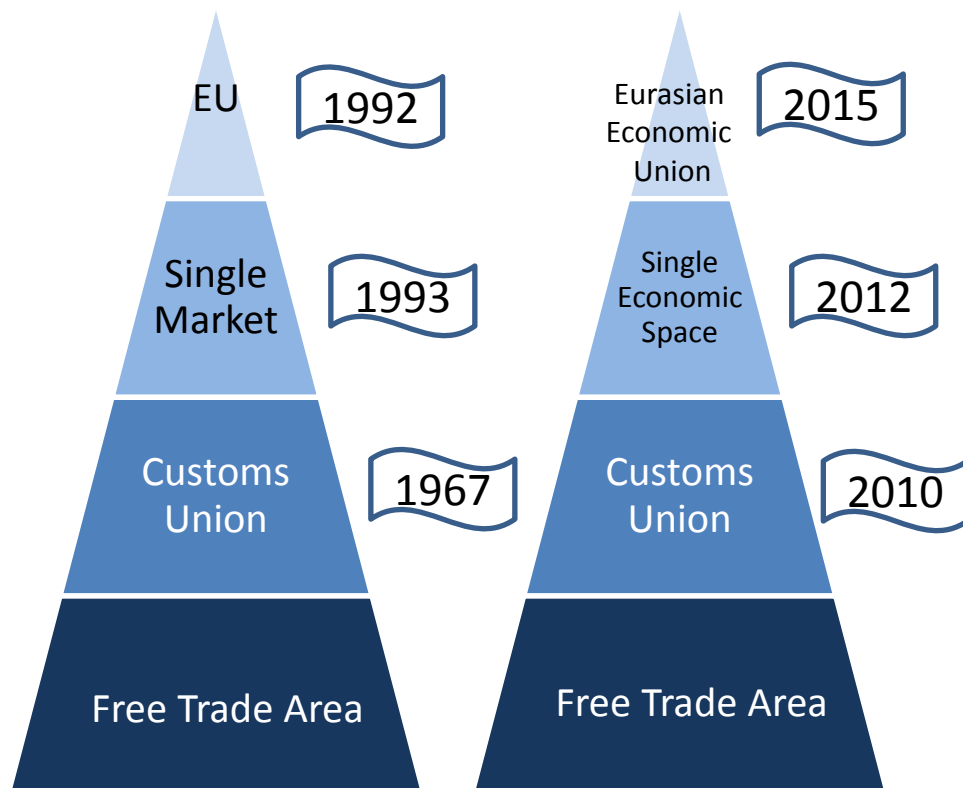
Investing in Belarus companies enter the **170 mn. market** of the CES countries (Belarus, Russia, Kazakhstan)



- ✓ Single customs territory and common customs code
- ✓ 4 freedoms: free movement of goods, services, capital and labor force
- ✓ Common customs tariff and non-tariff regulation measures
- ✓ Abolition of customs clearance of goods in mutual trade
- ✓ Harmonizing and unifying norms and standards

Core benefits

Common economic space



Creating 4 Common Spaces

Key Competencies of the EEC

01.2012	01.01.2013	01.01.2017
Macroeconomics	Rail transport	Industrial subsidies
Natural monopolies	Competition	
Public procurement		
Competition		

The EEC will be delegated over 90 competences in pursuance of the SES Agreements

Core benefits

Belarus is a transportation and logistics hub of Eurasia

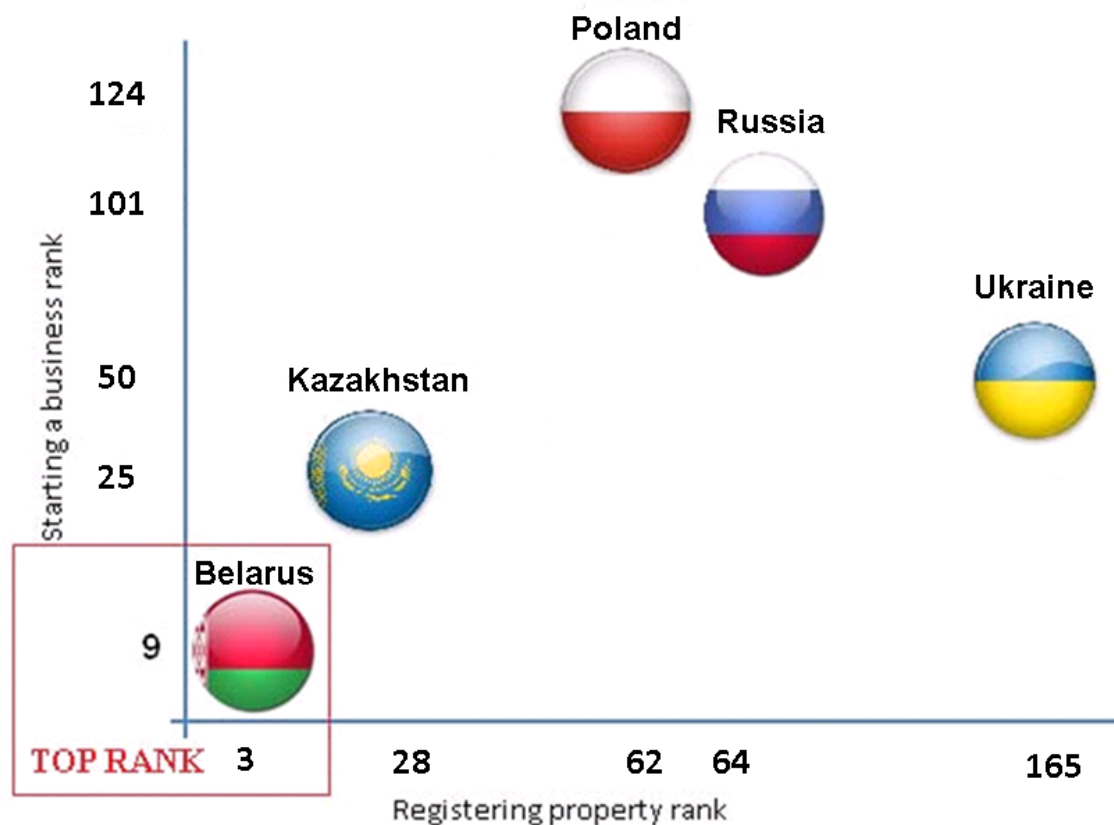


Annually over **100 mn. tones**
of European cargo cross Belarus's territory.
90% of the cargo traffic is between Russia and the EU

Core benefits

Competitive investment and taxation conditions

Belarus ranked **58th** in the WB Doing Business - 2013
leaving Russia and Ukraine far behind



Preferential regimes and incentives for investors

✓ **Investment agreement with Belarus**

✓ **6 free economic zones**

(0% profit tax for 5 years; 10% VAT; exemption from real estate and land tax)

✓ **High-Tech Park**

(0% profit tax for 15 years; 0% VAT; exemption from real estate tax and land tax for 3 years)

✓ **The territory of small and medium towns**

(0% profit tax for 7 years, 0% VAT for 5 years)

✓ **The Belarusian-Chinese Industrial Park**

(0% profit tax for 10 years; exemption from real estate tax and land tax for 10 years)

Core benefits

National Agency of Investment and Privatization

Established 2011 under the guidance of the Ministry of Economy with the World Bank Group support (International Finance Corp.)



THE WORLD BANK GROUP



Core agency services

- facilitate investor visits to Belarus
- solution provider
- interaction between government agencies
- aftercare
- selection of investment objects
- pilot privatization tenders

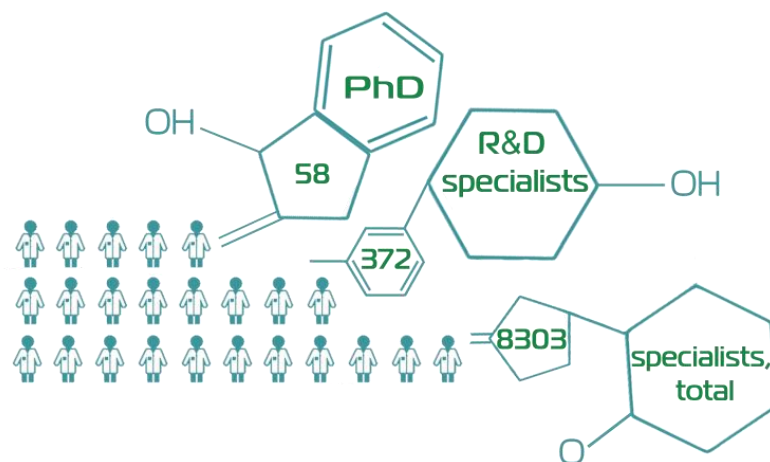
The aim is to help to those who to Belarus for the first time (to provide “soft landing”)

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FDI priority sectors

Why invest?

- Tariff-free access to the \$32 billion Pharmaceutical market of the CES
- 3rd place among CIS countries in pharmaceutical sales per capita
- About 40% of production is exported to 29 countries of near and far abroad countries
- 26 pharmaceutical companies. 29 organizations make research in the field of pharmacy
- Since 2012 the laboratory of Belarus are included in official medical testing laboratories (OMCL) of European Directorate for Quality Control of Medicines (EDQM)



Welcome to Belarus!



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Source Images (AP Photo/Sergey Grits)