



**Investment opportunities of the  
market of organic fertilizers,  
nutrient soils, additives and feed  
in the Republic of Belarus**



**NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION**

REPUBLIC OF BELARUS







### **Rich of Belarus resources**

peat deposits *p.5*  
sapropel *p.6*  
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*One of the most urgent problem in the world is food security governance. A constant increase in agricultural efficiency remains a key factor in solving this problem.*

*The Republic of Belarus has ideal conditions for locating the production of organic fertilizer, nutrient soils, soil-improving supplement and feed.*

*We would like to bring to your attention a brief overview of the investment opportunities of the market of crop and breeding products in the Republic of Belarus and looking to cooperate with you in order to create modern production in this industry.*

***Best regards,  
National Agency of  
Investment and Privatization***



# Raw material potential

## Mineral resources base of Belarus includes



### **fuel and energy resources:**

*oil, gas condensate, peat, lignite coal, oil shale*



### **chemical and agrochemical raw materials :**

*rock and potassium salt, phosphorites, dolomite, sapropel*



### **industrial raw materials:**

*iron oxide, lean moulding sands, bentonite clay*



### **industrial building materials :**

*chalk, marl, gypsum, building stone, sand and gravel mix, glass and construction sands, clays and others*



### **ground water:**

*fresh water, mineral water, industrial brines*

**8,758**



*peat deposits*

**1,930**



*sapropel deposits*

**868**



*clay deposits*

**3**



*trepolite deposits*

**4**



*rock salt deposits*

# Peat in Belarus

**4**  
**bln tons**  
**geological peat**  
**reserves**

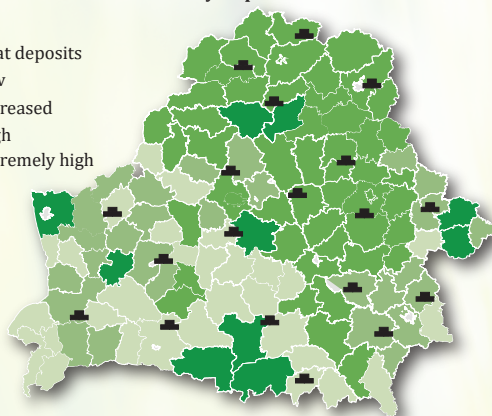
**50**  
**producing fields**

**2,5**  
**bln tons**  
**annual production**  
**volume of peat**

**14%**  
**of the territory of**  
**Belarus is peat deposits**

Map of zoning of the territory of Belarus by availability of peat raw materials

■ peat deposits  
■ low  
■ increased  
■ high  
■ extremely high



- The main industrial application of peat is fuel.
- As a fuel, milling, lump, briquetted and granular peat is used.
- Peat enterprises use 50% of the extracted raw peat for the production of briquettes.
- Fuel pellets are considered to be a new technological type of peat fuel.
- The prospects for the use of fuel pellets are due to the possibilities of fully automating the supply of fuel to the combustion zone, and for using in boilers of any power

Non-fuel production from peat and sapropel can be diverse.

Integrated development of wetland geosystems allows to obtain products with high added value: *activated carbons, organomineral complex fertilizers, peat sorbents, humic preparations, crude peat wax, supplements, etc.*

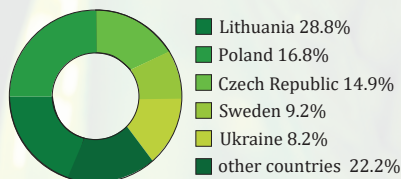
The Institute of the National Academy of Sciences:

- is working on a pilot plant for the production of complex granular fertilizers, which will be tested on an experimental basis;
  - is planning to create a pilot plant for the production of activated carbon based on peat with a capacity of 10 tons of coal per year with the prospect of increasing capacities up to 100 tons per year.
- According to estimations, the need for Belarus in the production of activated carbon is about 600-700 tons annually.*

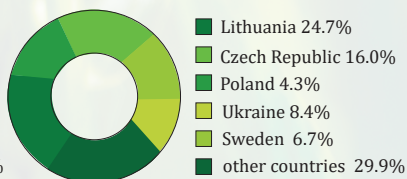
**Pellet production is carried out on the basis of peat raw materials in:**

- Liozensky district of Vitebsk region (FPUE "BrizantEnergy Center")
- Osipovichy district of Mogilev region (JLLC "Ecoark")

CBelarus Export Structure 2019, in quantative terms



Belarus peat export Structure 2019, in value terms





# Sapropel in Belarus

*Sapropels are slit-like organomineral formation in lakes and sediments underlying the peat deposits.*

Map of the sapropel deposits in Belarus



**3.7**  
*bln m<sup>3</sup>*  
geological reserves of peat

**1**  
*bln m<sup>3</sup>*  
reserves under the  
peat deposit

**2.7**  
*bln m<sup>3</sup>*  
reserves in lakes

Advantages of sapropel fertilizers over other types:

- peat contain a larger amount of organic substances necessary for plants; nitrogen content in sapropel is much higher than in peat, shale, oil; has higher heat capacity;
  - manure of animal origin contain fewer weedage, is not infected with pathogenic bacteria and flora; there is no nitrogen loss during long-term storage;
  - chemical fertilizer has no harmful toxic effects on people and animals.
- Application time and ways of embedding sapropel into the soil do not differ from the timing and methods of applying other organic fertilizers.
- When sapropel is embedded before plowing, there are no nitrogen losses even in the case of long delay in plowing.
- Sapropel has a long aftereffect to at least 3-4 years; at doses of 15-20 kg per square meter, the duration of sapropel effect can be traced to 14 years.

**Due to deficit of plowed field:**

**-European states need more than 7 000 000 tons of sapropel per year.**

**-Over 260,000 tons per year - global demand for granular sapropel.**

## Sapropel resources in prospective peat deposits

Region	The number of peat deposits	Area, thousand ha of peat, sapropel	Volume, mln. m <sup>3</sup> Stock, mln. t. sapropel
Brest	44	51,25 7,54	56,89 36,27
Vitebsk	186	101,61 28,21	302,01 164,82
Gomel	66	41,54 3,88	43,28 23,5
Grodno	42	33,76 4,54	51,30 45,57
Minsk	92	81,3 9,25	78,54 55,71
Mogilev	57	41,49 5,82	42,14 26,12
Total:	487	350,95 59,24	574,16 351,99

Sapropel is used for all types of soils and plant species to increase the content of humus, nitrogen and trace elements. When used, the mechanical structure of the soil, moisture and aeration are improved.

Sapropel fertilizers contribute to the mobilization of soil composition, lead to self-cleaning of land and arable soils from pathogenic plants, fungi and harmful microorganisms.



Technologies for reclamation of sandy areas allow you to recreate the soil-sod and humus any desert territory, including the yield in

**2-2,5** times.



**27—50%**

increase in crop yields

*Cleared of sapropel, the lake deepens and creates favorable conditions for fish and birds.*

### **Sapropel products:**

#### ***fertilizers, nutritious soils and soil deoxidizing materials***

OA O Zhitkovichikhimservis

OA O Lelchitskyagroservice

SC Novogradok agricultural equipment

#### ***vitamin and mineral supplement for animal feed***

OA O Lelchitskyagroservice

SC Novogradok Selhoztekhnik

components for muds

OA O Zhitkovichikhimservis

#### ***therapeutic mud***

COOO Eco-sapropel

Sanitariums Radon and Plissa

OOO Hermes A

ODO Prirodnye bogatstva

#### ***disposable mud applicators for home use***

Sanitarium Radon

OOO Hermes A

#### ***cosmetics***

COOO Eco-sapropel

Also hemic compounds of peat and sapropel for agriculture and balneology have been tested recently and being prepared for production.

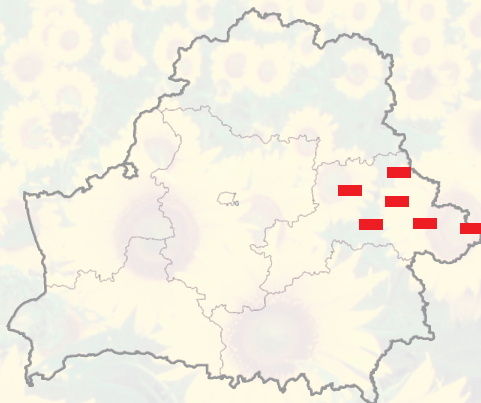
The possibility of application for production of building materials and in exploration (muds) is proved.

Dry sapropel powder is used as a preservative when storing potatoes, vegetables, and fruits.



# ***Zeolite-containing silicites (tripolite) in Belarus***

Map of the silicite deposits in Belarus



- Silicites form a number of varieties:

tripolite  
flask  
diatomites

Silicites are used mainly in industrial production as well as for additives in animal and poultry feed and to reduce the radioactivity of plants grown in contaminated areas.

- The recommended amount of tripolite as a feed additive helps to increase the average daily weight gain of animals, increase egg production, reduce feed costs, and improve reproductive functions.

Tripolite, a unique mineral, can be the basis for the production of a wide range of multi-purpose products, ones, which makes it promising not only in the domestic market, but also for export.

## ***The Stalnoye deposit (Khotimsky district)***

Ready for industrial development and is the largest in Belarus

**30**

***mln tons***

volume of carbonate  
tripolite deposits

**170**

***mln tons***

volume of carbonate  
tripolite deposits  
in conjunction with  
satellite deposits

**500**

***ha***

deposit area

**3-5**

***meters***

depth of tripolite  
formation

**Tripolite  
in Mogilev region  
contains significant amount of  
calcite. Calcite is  
constantly present in the  
rock, and its content  
varies from 15 to 34%.**

### ***Applications of tripolite from the Stalnoye deposit:***

- ***supplement for farm animals  
(as an adsorbent of  
mycotoxins, a source of  
minerals and for premix  
filler);***
- ***production of organic  
fertilizers and soil mixtures;***
- ***production of adsorbents,  
catalysts and fillers for  
various purposes, etc.***



# Bentonite in Belarus

**Bentonite is a natural clay mineral, hydroaluminosilicate.**

Map of the bentonite deposits in Belarus

The main characteristic of bentonite is the ability to absorb moisture and swell

**14—16** times.

*In a limited space while swelling in the presence of water a dense gel forms, which prevents further penetration of moisture. This property, as well as non-toxicity and chemical resistance makes bentonite indispensable in industrial production, construction and many other fields of application.*



## Ostrozhansky bentonite clay deposit (Gomel region)

The Ostrozhansky bentonite clay deposit is in the list of mineral resources proposed for concession in order to attract investment to development and geological exploration of mineral resources.

**12.3**  
*mln*

commercial reserves  
of bentonite

**13.3-26.3**  
*m*

depth of occurrence

**4.7-19.2**  
*m*

bentonite clay  
layer thickness

### Application spheres of bentonite:

- in agriculture as an absorbent in fieldwork;
- in animal breeding as a mineral supplement;
- in food industry, including winemaking;
- in steel founding for the manufacture of molding sands; purification of ferrous metal alloys;
- in oil production (muds) and oil refining;
- in light industry;
- for the production of textile products;
- in the production of household chemicals
- for the production of materials with high absorbing properties;
- in building and construction for waterproofing for buildings, roads and railways, runways, hydraulic facilities, of household, industrial, radioactive and toxic waste;
- as an adsorbent for production of cat litter fillers, etc.

Mineral composition of bentonite clay  
Ostrozhanskoe deposit

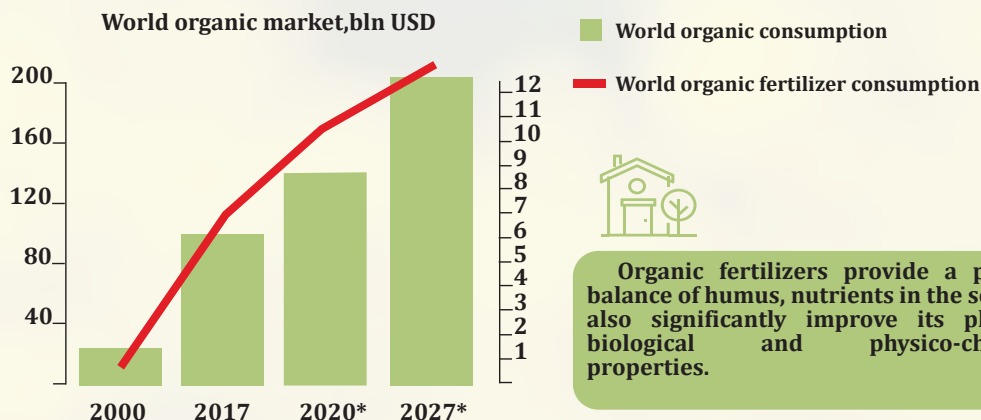
Name of the mineral phase	Content, %
Montmorillonite	18.7-76.7
Hydromica-montmorillonite	25.7-68.0
Kaolinite	1.3-6.4
Hydromica	to 10.4
Silica	10.6-38.6
Gothite-hematite	to 5.7
Feldspar	to 3.0
Calcite	to 4.9
Siberite	to 1.0
X-ray amorphous substances	0-31.4

Granulometric composition of bentonite clay  
Ostrozhanskoye deposit

Size, mm	Content, %
<0,001	26,3-84,3
0,001-0,01	32,7-98,4
0,01-0,05	0,4-19,6
>0,05	0,002-1,0

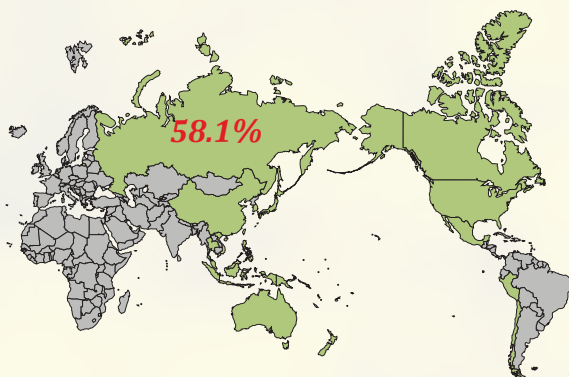


## Organic fertilizers in the world

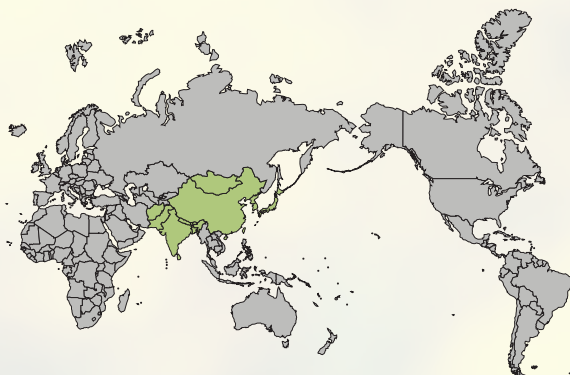


The growth of the global market for organic fertilizers is due to the increasing demand for natural food products, so by 2027 the global market for organic fertilizers can reach \$ 12.5 billion.

***The Asia-Pacific region holds the largest market share of 58.1% in 2019.***



***East and South Asia are the main fertilizer consumers in the region.***



# Organic fertilizers in Belarus

**8 390.6**

*ths ha*

**total agricultural  
land in Belarus**

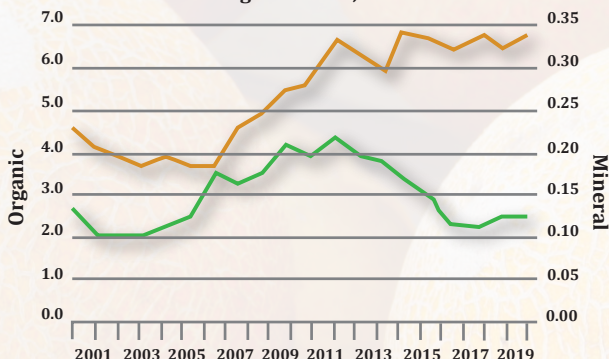
**49.267**  
*ths tons*

**Total organic  
fertilizer  
consumption in  
Belarus**

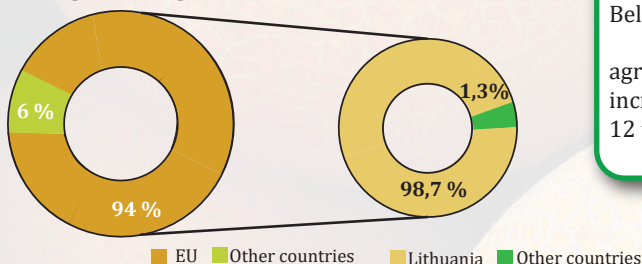
**879.3**  
*ths tons*

**Total mineral  
fertilizer  
consumption  
in Belarus**

**Application of mineral and organic fertilizers per  
hectare of agricultural land of agricultural  
organizations, tons**



**Export structure of fertilizers of animal and  
vegetable origin in Belarus, 2019, in value terms**



Currently about 7 tons of organic fertilizers per hectare are accumulated and applied in Belarus annually.

To ensure a balance of humus in the agricultural land of the republic, it is planned to increase the application of organic fertilizers to 12 tons per hectare.

In 2019, the Republic of Belarus exported 199 tons of fertilizers of animal and vegetable origin in the amount of 1028.0 thousand US dollars. Of these, 173 tons worth 968.3 ths. US dollars were exported to the EU countries, the bulk of exports went to Lithuania (123 tons worth 955.8 thousand US dollars).

**>260**

*тыс. тонн в год*

**оценивается спрос на  
сапропель в Беларуси**

The main consumers are agricultural enterprises. Organic fertilizers made of sapropel replace successfully mineral ones, and cost 2.5-3 times cheaper. A large share of sapropel-based mixtures and fertilizers produced is sold domestically.

Export to the markets of Russia, China, and the Czech Republic is growing. The countries of the Persian Gulf reveal interest in cultivating sandy and solonchak lands. In the UAE, Qatar, Saudi Arabia, and other countries of the region, there is a significant interest in sapropel while organic farming is a trend.

Demand for sapropel in the UAE, for example, is estimated at 12 million tons per year. Japanese and Europeans are also interested in its application, where organic farming is trending.



## Feed and feed additives in the world

The global market for feed and supplements is currently showing steady growth. An increase in the global population stimulates food demand, these making an impact on the supplements market. There is also a shift in eating habits in developed and developing countries.

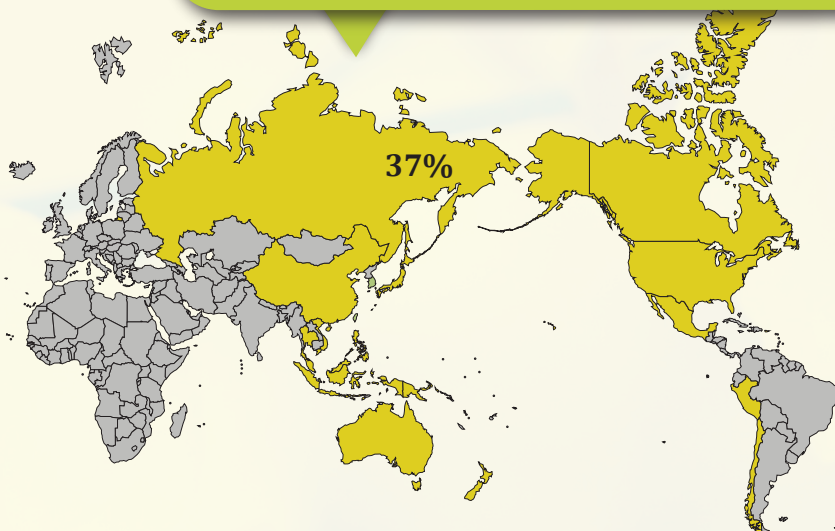
Consumers reduce carbohydrates and increase protein content in their diet, it is stimulating global demand for meat, seafood, milk and eggs.

The market for feed and supplements is also influenced by such factors as industrialization of livestock production, attention to the prevention of livestock diseases and quality of livestock products.

### Feed and feed additives market volume

**39,7 bln \$**  
**2027\***

- Asia-Pacific is the largest regional market for animal supplements. The region has seen an increase in demand due to economic growth in emerging economies such as China, Indonesia and India. Population growth along with an increase in living standards stimulated regional demand for meat, which, in turn, increases the demand for animal feed and feed additives.
- North American supplements market is growing rapidly due to an increase in demand for meat as a source of protein. The United States is the leading market in this region. Due to the increasing demand for poultry, poultry became a leading segment for the consumption of supplements, followed by pigs and cattle.
- EU policy aimed at the search for alternatives to antibiotics has led to an increase in the consumption of acidifiers and probiotics in Europe.



## Feeds and feed additives in Belarus

**4.3**  
*mln*  
heads cattle

**2.9**  
*mln*  
pigs

**149**  
*ths*  
goats and  
sheeps

**38**  
*ths*  
horses

**53.0**  
*mln*  
birds

• It is almost impossible to ensure high animals with productivity only at the expense of herbal feed. It often contains insufficient amounts protein, essential amino acids, minerals and vitamins. Unbalanced diet leads to a decreased productivity, overspending of feed per unit of feed, and, ultimately, to a decrease in the efficiency of the industry.

• It is recommended to use supplements containing various nutrient and biologically active substances to enrich the diet. Diets can be balanced with compound feeds - concentrates, protein-vitamin supplements and premixes.

• For better diet balancing, recipes of compound feeds and premixes are developed taking into account the specific characteristics of the feed base of a particular farm, (the so-called targeted feed and premixes ).

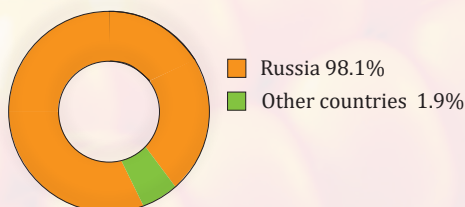


• Adding bentonite clay to the diets of dairy cows in the amount of 2% of the dry matter contributes to an increase in milk productivity by 9.9%.

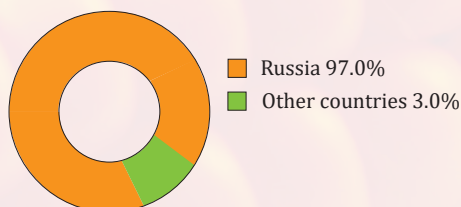
• Tripolite supplementation makes it possible to increase the productivity of cattle by 5-10%, reduce feed costs, save 2-3% of grain in the production of supplements.

• Belarus annually produces more than 6 million tons of prepared feed for farm animals, including 50-70 thousand tons of premixes and 30-70 thousand tons of protein-vitamin-mineral supplements.

Belarus export feed structure 2019,  
in quantitative terms



Belarus export feed structure 2019,  
in value terms





# *Investment projects* for implementation in the Republic of Belarus



# TRIPOLITE MINING AND MANUFACTURING OF PRODUCTS BASED ON IT

## ABOUT THE PROJECT

The project is aimed to launch the production for tripolite and its further processing.

## ABOUT THE DEPOSIT

The Stalnoye deposit is the only one in Belarus. Tripolite reserves are concentrated in 6 deposits.



Khotimsk

The depth of the trepel is 3-5 m.

## DIRECTIONS FOR USE OF TRIPOLITE

- as a feed additive;
- in combination with mineral and organic fertilizers;
- in production of earth mixtures;
- as a neutralizer of soils.

## PROJECT EFFECTIVENESS



**FROM 1 MLN \$**

Project implementation cost



**170 MLN TONS**

Volume of available tripolite



## PROJECT ADVANTAGES

- the versatility of tripolite;
- extensive raw material base;
- the availability of qualified labor resources;
- environmentally friendly technology and environmentally friendly product;
- privileges and preferences in the implementation of the investment project.



# DEVELOPMENT OF A UNIQUE CLAY BENTONITE DEPOSIT AS WELL AS MANUFACTURING OF PRODUCTS BASED ON IT

## ABOUT THE PROJECT

The investment project is aimed to set up a company for the extraction and production from special clay (bentonite) of various products.

## ADVANTAGES OF IMPLEMENTATION:

- ✓ The availability of qualified labor resources;
- ✓ Guaranteed sales markets in the Republic of Belarus and abroad;
- ✓ Privileges and preferences in the implementation of the investment project.

## SPHERE OF APPLICATION:

- As a feed additive for animals and fertilizer for the soil;
- Food industry;
- As an additive in winemaking;
- Industrial processing of petroleum products and iron ores, production of ceramics;
- Hydro construction.
- Production of drilling fluids.

## PROJECT EFFECTIVENESS



**\$ 1,3 MLN**

Project  
implementation  
cost



**1 YEAR**

Time to reach  
rated capacity

## ATTRACTIVENESS OF THE INVESTMENT PROJECT:

- Expanding the range of products;
- Stable demand for a new product;
- The presence of a raw material base and significant reserves of bentonite.

# DEEP CHEMICAL PROCESSING OF PEAT TO PRODUCE ACTIVATED CARBON AND OTHER PRODUCTS

## ABOUT THE PROJECT

The investment project is aimed to set up the company for the deep chemical processing of peat with the production of activated carbon with a capacity of 1000 tons per year, as well as other processed products.

## ADVANTAGES OF IMPLEMENTATION:

- ✓ The availability of qualified labor resources;
- ✓ Guaranteed sales market in the Republic of Belarus and abroad;
- ✓ Privileges and preferences in the implementation of the investment project;
- ✓ The presence of plot of land and raw materials.

## OUTPUT PRODUCT:

- Activated carbon;
- Granular organic fertilizers;
- Peat products for agricultural purposes.

## PROJECT EFFECTIVENESS



**\$ 34 MLN**

Project implementation cost



**2 YEARS**

Time to reach rated capacity



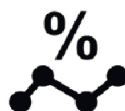
**6 YEARS**

Dynamic payout time



**\$ 30 MLN**

Annual revenue



**32 %**

Internal rate of return



# PRODUCTION OF BIO-COAL AS AN INNOVATIVE SOIL IMPROVER

## ABOUT THE PROJECT

The project is aimed to establish the production of bio-coal.

The use of bio-coal as an organic meliorant is a promising and environmentally friendly way to improve the quality and resistance of soils by improving its properties via saturating it with carbon and reducing nitrogen loss.

Bio-coal is produced from various types of biomass using fast and slow pyrolysis.

## BIO-COAL: SCOPE OF APPLICATION

- in combination with mineral and organic fertilizers;
- in production of soil mixtures;
- as a neutralizer of soils;
- to increase the water-holding ability of clay sand;
- to enhance the aeration of sandy and coarse soils;
- for retaining nitrous oxide  $N_2O$  in soils.

## PROJECT EFFECTIVENESS



**FROM 2.7 MLN \$**

Project implementation cost



**840 TONS**

estimated bio-coal production per year



## PROJECT ADVANTAGES

- extensive raw material base;
- the availability of qualified labor resources;
- environmentally friendly technology (when using smokeless stoves) and environmentally friendly product;
- privileges and preferences in the implementation of the investment project.

# PRODUCTION OF ORGANOMINERAL SOILS AND FERTILIZERS BY BY PROCESSING PEAT AND SAPROPEL

## ABOUT THE PROJECT

The investment project is aimed at setting up on the territory of the Republic of Belarus the company for the production of organic fertilizers based on peat and and sapropel.

## PREREQUISITES FOR IMPLEMENTATION:

- ✓ Increasing demand for organic fertilizers;
- ✓ Growing demand for organic products;
- ✓ Improving the quality of organic fertilizers.

## ADVANTAGES OF IMPLEMENTATION:

- ✓ Availability of qualified and cheap labor resources;
- ✓ Guranteed sales markets in the Republic of Belarus and abroad;
- ✓ Privileges and preferences in the implementation of the project;
- ✓ Availability of raw materials.

## OUTPUT PRODUCT:

- Organic and mineral soils;
- Sapropelic fertilizer;
- Humic product "Coagel".

## ATTRACTIVENESS OF THE INVESTMENT PROJECT:

- Expanding the range of products;
- Stable demand for products in Belarus and abroad;
- Lack of great competition.

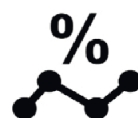
## DISTRIBUTION OF SALES BY MAIN REGIONS

CIS countries – 80%

Belarus – 50%

EU – 10%

Southeast Asia – 10%





## IMPLEMENTATION OF THE PROJECT: AREAS TO CONSIDER

### SHARKOVSHCHINSKY DISTRICT

COST – \$ 1 MLN

INFRASTRUCTURE:



### CECHNICKI DISTRICT

COST – \$ 1,2 MLN

INFRASTRUCTURE:



### KLICHEVSKY DISTRICT

COST – \$ 1,1 MLN

INFRASTRUCTURE:



### MALORITA DISTRICT

COST – \$ 1,2 MLN

INFRASTRUCTURE:



### GANTSEVICH DISTRICT

COST – \$ 1 MLN

INFRASTRUCTURE:



### LELCHITSKY DISTRICT

COST – \$ 1,1 MLN

INFRASTRUCTURE:



# CONSTRUCTION OF A PLANT FOR THE PRODUCTION OF ANIMAL FEED FOR LIVESTOCK

## ABOUT THE PROJECT

The investment project is aimed at setting up the plant for the production of animal feed on the basis of UE "Goretsky Elevator" facilities.

## ADVANTAGES OF IMPLEMENTATION:

- ✓ The availability of qualified labor... resources;
- ✓ Guaranteed sales markets in the Republic of Belarus and abroad;
- ✓ Privileges and preferences in the implementation of the investment project;
- ✓ Extensive raw material base.

## OUTPUT PRODUCT:

- A wide range of feed for livestock;
- Premixes;
- Extrudate.

## PROJECT EFFECTIVENESS



**6 \$ MLN**

Project implementation cost



**980 \$ THSD**

Annual revenue (without VAT)



**2 YEARS**

Time to reach rated capacity



**3 YEARS**

Dynamic payout time



## PRODUCTION OF DRY CORN FEED

### ABOUT THE PROJECT

Investment project is aimed at the installation of drying complex for the production of dry corn feed for livestock at the existing enterprise Exxon-Glucose RUPP.

### ADVANTAGES OF IMPLEMENTATION:

- ✓ The availability of qualified labor resources;
- ✓ Guaranteed sales markets in the Republic of Belarus and abroad;
- ✓ Privileges and preferences in the implementation of the investment project;
- ✓ Availability of land plot and premises.

### OUTPUT PRODUCT

Dry corn feed product for livestock

### PROJECT EFFECTIVENESS



**\$ 715 THSD**

Project implementation cost



**1 YEAR**

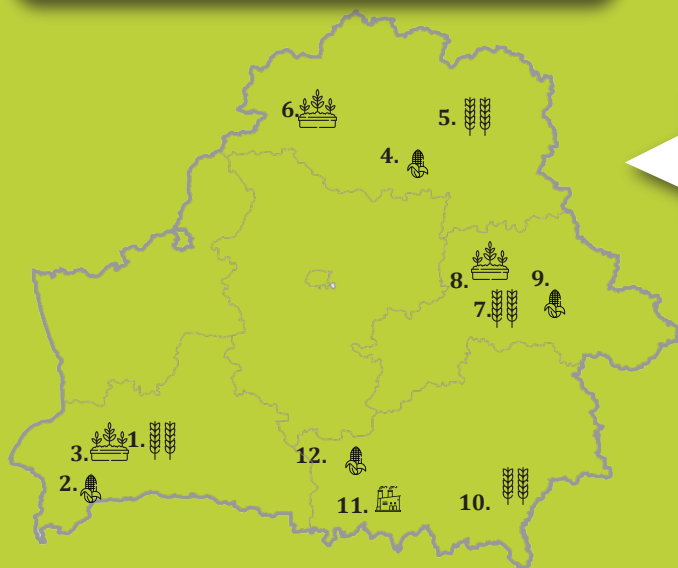
Time to reach rated capacity

### ATTRACTIVENESS OF THE INVESTMENT PROJECT:

- Expanding the range of products;
- Increasing the shelf life and sales of raw corn feed;
- Stable demand for a new product;
- The ability to sell the finished product over a long distance.

More investment projects and ideas as well as land and real estate for the implementation of investment projects can be found on the interactive portal **"Investor's Roadmap Interactive Portal"**

[map.investinbelarus.by](http://map.investinbelarus.by)



Projects for the production of feed, fertilizers and soil posted on the **"Investor's Roadmap Interactive Portal"**.

Title of investment project	Project cost	Form and expected participation of the investor
-----------------------------	--------------	---

### Brest Region

1. Organization of sapropel production and production of mineral supplements and organic fertilizers in the Gantsevichi district	\$ 1.2 mln	Creating a new enterprise
2. Mining and integrated processing of sapropel deposits in Maloritsky district	\$ 1 mln	Creating a new enterprise
3. Mining and integrated processing of sapropel deposits in Kobrin district	\$ 1 mln	Creating a new enterprise

### Vitebsk region

4. Organization of peat extraction and processing on the basis of the "Swamp in the floodplain of the Essa" field in the Chashnitsky district	\$ 2 mln	Creating a new enterprise
5. Mining and integrated processing of sapropel deposits in Sennensky district	\$ 0.9 mln	Creating a new enterprise
6. Peat-based liquid fertilizer production in Sharkovshchinsky district	\$ 1.1 mln	Creating a new enterprise

### Mogilev region

7. Organization of sapropel production and processing in the Glusky district	\$ 1.8 mln	Creating a new enterprise
8. Nutrient soil production based on raw materials from the Tataraka peat deposit in the Osipovskiy district	\$ 1 mln	Creating a new enterprise
9. Organization of production for the production of sapropel on Lake NeroPLYa in Belynichy district	\$ 2 mln	Creating a new enterprise

### Gomel region

10. Reconstruction of the Sevka peat site for the extraction of peat and sapropel for fertilizer in the Loevsky district	\$ 1.8 mln	Creating a new enterprise
11. Creation of a modern production of potassium humate from a mixture of peat and sapropel in Lechitsky district	\$ 1 mln	Creating a new enterprise
12. Organization of production for the extraction and processing of sapropels in the Zhitkovichi district	\$ 2 mln	Creating a new enterprise



## The Republic of Belarus

The Republic of Belarus is a state in the center of Europe. The shortest transport communications that connect the CIS countries with the states of Western Europe run through the territory of Belarus. By area Belarus surpasses such European countries as Austria, Belgium, Greece, the Netherlands, Portugal, and the Czech Republic.

Agricultural land makes up 41% of the territory of Belarus, forest land -42%.

The Republic of Belarus is an exportoriented state with a developed industry, services sector and agriculture.

Belarus maintains trade relations with almost all countries of the world.



## Key indicators, 2019



### Population

9.48 mln (45.7 people/km<sup>2</sup>)



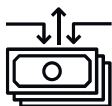
### Territory

207,600 km<sup>2</sup>



### Foreign trade in goods and services

~84.2 bln \$ (2019)



### Nominal GDP

~63.2 bln \$ (2019)



### GDP per capita

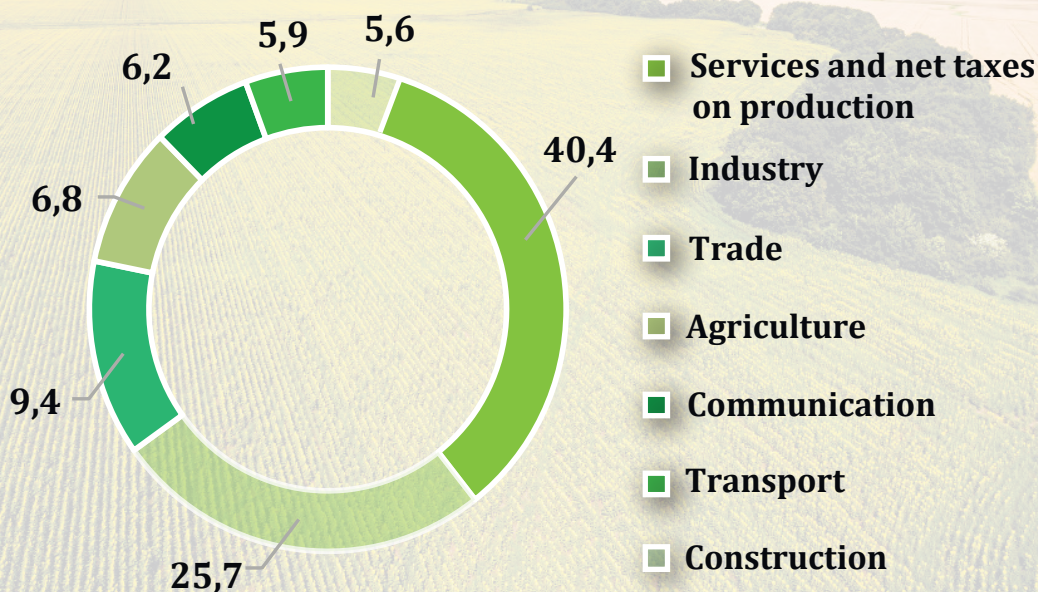
~20.1 thsd \$ (2019)



### Net FDI

~1.3 bln \$ (2019)

## GDP structure, 2019



## Global rankings

FDI Intelligence, 2020	
Minsk	2
Sofia	3
Bucharest	4
Kiyev	5

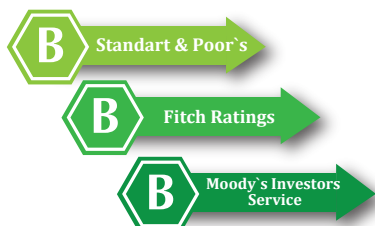
\*among the cities of Europe, division «The Financial Times», category "Cost Effectiveness doing business"

Global Food Security Index, 2019	
Belarus	36
Romania	38
Russia	42
Kazakhstan	48

\* country performance by food indicator security, 2019

Human Development Index, 2019	
Belarus	50
Bulgaria	52
Georgia	70
Ukraine	88

\*Belarus belongs to the group of countries with high level of human development



\*«B» - stable outlook



**5.7**  
Dentists  
per 10 000  
population



Belarus  
in **top 10**  
of Lonely Planet  
Best in Travel 2019



Belarus  
in **top 25**  
countries  
favorable for  
motherhood



BelAZ  
**450-ton**  
dump truck  
twice entered into  
the Guinness Book  
of Records



Belarus is  
world's  
**3rd** largest  
exporter of  
potash  
fertilizers





Eurasian  
Economic Union



### Investment agreement

Investment agreement with Belarus provides certain other benefits and additional governmental support.

>60

agreements for promotion and mutual protection of investments

>70

agreements on avoidance of double taxation

### Visa-free regime

Visa-free travel to Belarus for 30 days for citizens of 70 + countries through the national airport. Visa-free travel to Brest and Grodno regions for 15 days for citizens of 70 + countries through 12 international checkpoints on the EU border.

# Preferential Investment Regimes

## Free Economic Zones

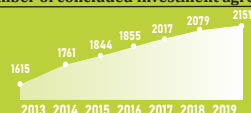
1. Exemption from income tax upon sale for export and to other residents of FEZ
2. Exemption from real estate tax on objects in the territory of FEZ for three years from the date of registration
3. Exemption from land tax and lease of land for the period of design and construction, but not more than 5 years from the date of registration. Exemption irrespective of the direction of their use (when sold for export and (or) to other residents of the FEZ)
4. Exemption from payment for the right to conclude a land lease agreement

\*Minimum investment amount 0.5 million EUR

## Investment agreement

1. VAT deduction in full
2. Exemption from import customs duties and taxes upon import into the Republic of Belarus of technological equipment, raw materials
3. Exemption from compensation for losses of forestry and agricultural production

Number of concluded investment agreements



## Small towns

1. Exemption from income tax for 7 years from the date of registration, in the sale of goods (works, services) of own production
2. Real estate tax exemption for 7 years from the date of buildings registration
3. Exemption from import customs duties in respect of imported goods contributed to the authorized capital, from the date of manufacture of which no more than 5 years have passed on some commodity items
4. Exemption from income tax in respect of profit derived from the sale of goods of own production
5. Income tax exemption for 7 years

## Southeastern region of the Mogilev region

1. Income tax - 10% for 7 years from the date of commencement of business
2. Pension insurance for entities - 24%, within 7 years from the start of business
3. Financing the costs of creating engineering and transport infrastructure for the implementation of projects in agriculture and industry

## Industrial park "Great Stone"

1. Exemption from income tax for 10 years, and subsequently at a rate of 50% of the current in the republic
2. Real estate tax exemption
3. Land tax exemption
4. Rent exemption
5. Exemption from compensation for losses of forestry and agricultural production
6. Income tax for employees of residents of the park - 9% until 01/01/2027

## Orsha district

1. VAT deduction in full when constructing and equipping facilities in the territory of Orsha district
2. Exemption from state duties for issuing special permits for the right to engage in labor activities in the Republic of Belarus to foreign citizens and stateless persons
3. Exemption from compensation for losses of forestry and agricultural production during the implementation of projects to create (expand) the production of goods (works, services)
4. Pension insurance for entities - 24%
5. Financial support of medium-sized enterprises at the expense of the regional budget

## Preferential business conditions for agricultural enterprises

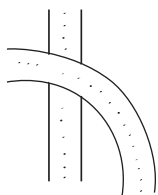
1. Exemption from income tax, real estate tax, land tax, land rent, environmental tax
2. Single tax for agricultural producers - 1% of gross revenue
3. Value added tax 10%
4. Deductions to the Federal tax service 30% instead of 34%

\* at least 50% of the revenue for the previous reporting year was received from the sale of its own agricultural products





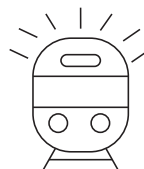
# Favorable geographical location



**103**  
*thsd km*  
motorway total  
length



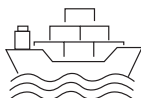
**6**  
international  
airports,  
9 airfields



**5480**  
*km*  
railway total  
length



**2067,4**  
*km*  
length of inland  
waterways



**8**  
river ports

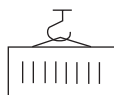


Distance to the ports  
of the Baltic Sea

- ➔ **Riga-600 km**
- ➔ **Klaipeda-700 km**
- ➔ **Ventspils-760 km**
- ➔ **Tallinn-760 km**
- ➔ **Gdansk-900 km**

Belarus is crossed by the main Trans-European Transport Corridors (II West-East and IX North-South, with branching Corridor IXB). The country's beneficial geographical location determines its advanced transport infrastructure.

The Trans-European Transport Corridor with its branching opens direct access to the specialized sea ports of Klaipeda, Ventspils and Kaliningrad for cargo owners from Central Russia and Eastern Ukraine.



**20-foot container delivery charge (from Minsk)**



## Research base

### ***Institute of Nature Management of the National Academy of Sciences of Belarus***

is a world leader in peat and sapropel research

**100** patents and copyright certificates, hundreds of scientific publications, numerous scientific conferences and symposiums confirm the scientific and practical importance of developments in peat and sapropel for various sectors of the economy.

The challenge of creating the technological base for the production of new materials and preparations for use in agriculture, fuel energy, chemical-technological, environmental, balneological and medical areas is being successfully addressed.

In 2018, a number of new production technologies based on peat were developed.

According to the Institute's developments, the country's enterprises produce export-oriented and import-substituting products (fertilizer mixtures and nutritious soils, plant growth regulators, etc.).



### ***Scientific and Practical Center of the National Academy of Sciences of Belarus for Animal Breeding***

The main goal of the center:

concentration of the scientific potential of the republic on improving the efficiency of animal breeding through the integrated scientific research and the introduction of scientific developments in production, their authorial support as well as advanced training of animal breeding specialists through courses, seminars, conferences, postgraduate studies and doctoral studies.

The center has established scientific schools in:  
breeding,  
feeding,  
hygiene,  
physiology of farm animals,  
animal products technologies.

The Center also has a number of laboratories.



### ***Gorki Technopark***

A platform for the support and interaction of startups, businesses, scientists and investors; the subject of the innovation infrastructure of the scientific and industrial cluster of agricultural biotechnologies and the green economy, created on the basis of the Belarusian State Agricultural Academy, the largest agrarian multidisciplinary university in the CIS and Europe. Technopark is specialized in agribusiness

The mission of the technopark:  
creating conditions for the development of science-intensive organizations (residents) and to assist them in carrying out innovative activities from developing an innovation to its and commercialization.



### ***Technopark Poles'e***

Founders:

Belarusian Innovation Fund,  
local executive bodies represented by their specialized departments,  
Polesky State University.

The technology park aims to create conditions favorable for the organization and development of innovative enterprises, including accelerating the production of the results of research and development, inventions and discoveries aimed at developing competitive, export-oriented and import-substituting technologies, goods, works (services).

The key area of activity is attracting residents and providing favorable conditions for the intensive formation and development of agriculture and the agrobiotechnological industry.





# Высококвалифицированные кадры

## **Belarusian State Agricultural Academy**

*is the largest multidisciplinary higher educational institution in the agricultural sector among the CIS countries and Europe*

**100,000** highly qualified specialists trained for the country's agricultural sector and other sectors of the national economy

**10** faculties

**9,000** full-time and part-time students

**21** specialties

**2** specializations

Masters are being trained, there is an opportunity to receive a second higher education in 4 specialties at the Higher School of Agribusiness.

Highly qualified personnel are being trained through postgraduate studies in 40 specialties in 7 branches of science and doctoral programs in 15 specialties in 4 branches of science.

Every year, 2.0 - 2.5 thousand senior employees and specialists of agricultural organizations of Belarus are upgrading their qualifications. Much attention is paid to research work.

## **Belarusian State University**

*is a leading scientific educational, innovative and cultural center of Belarus*

**28** faculties, educational institutes, educational institutions

**16** educational buildings

**87** research laboratories

**4** research institutes

**13** research centers

**11** unitary enterprises

**3** educational and experimental stations

**1** scientific and technological park

A number of faculties train unique specialists: the Faculty of Chemistry - the core of the chemical cluster, including the Institute of Physical and Chemical Problems, the enterprise BSU "Unidragmet" and the technology park "Unitechprom BSU"; The Faculty of Geography and Geoinformatics is the only educational and scientific center in the country for the training of specialists in the field of geoinformatics, cosmoaerocartography, geodemography, hydrometeorology, geocology as well as the largest for the training of geologists and geographers in Belarus.

## **Vitebsk State Academy of Veterinary Medicine**

*is the largest educational and scientific center for the preparation of highly qualified personnel for the agricultural sector of Belarus*

**35,000** specialists trained

**4** faculties

The Academy also includes the Agrarian College of the Ural State High-School Aviation Administration, branches in Rechitsa, Gomel Oblast and in Pinsk, Brest Oblast, as well as the first Research Institute of Applied Veterinary Medicine and Biotechnology in the system of agricultural education.

The Academy opened postgraduate and doctoral programs in veterinary, agricultural and biological specialties, there are councils for the defense of dissertations for obtaining the degree of doctor and candidate of sciences in five scientific specialties.

## **Francisk Skorina Gomel State University**

*is the largest research and educational center, recognized by domestic and world scientific community. The oldest university in the region*

**12** faculties

Postgraduate studies are underway. The university includes two research institutes. The Center for Collective Use for Environmental Monitoring and Research of the Composition and Properties of the Substances (CCP "Isomer") is functioning as part of four research laboratories.

## **Grodno State Agrarian University**

*is the largest educational and scientific center of the Western region of Belarus.*

**30,000** highly qualified specialists have been trained

**50,000** managers and specialists of the agro-industrial complex have been retrained and upgraded their skills

**7** faculties

**11** specialties in agricultural, engineering, technological and economic fields

**800,000** full-time and part-time students

The training of scientific personnel of higher qualification is carried out by magistracy, graduate school and doctoral studies. The Council for the defense of candidate and doctoral dissertations is working successfully.







# National Agency of Investment and Privatization

Informational  
support

State  
private partnership

Paperwork

Investor support



Search for potential  
investors

Arrangement of  
meetings and visits

Post investment  
support

Presentation  
of projects



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