



NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION

REPUBLIC OF BELARUS



# Instrumentation and electronics in the Republic of Belarus

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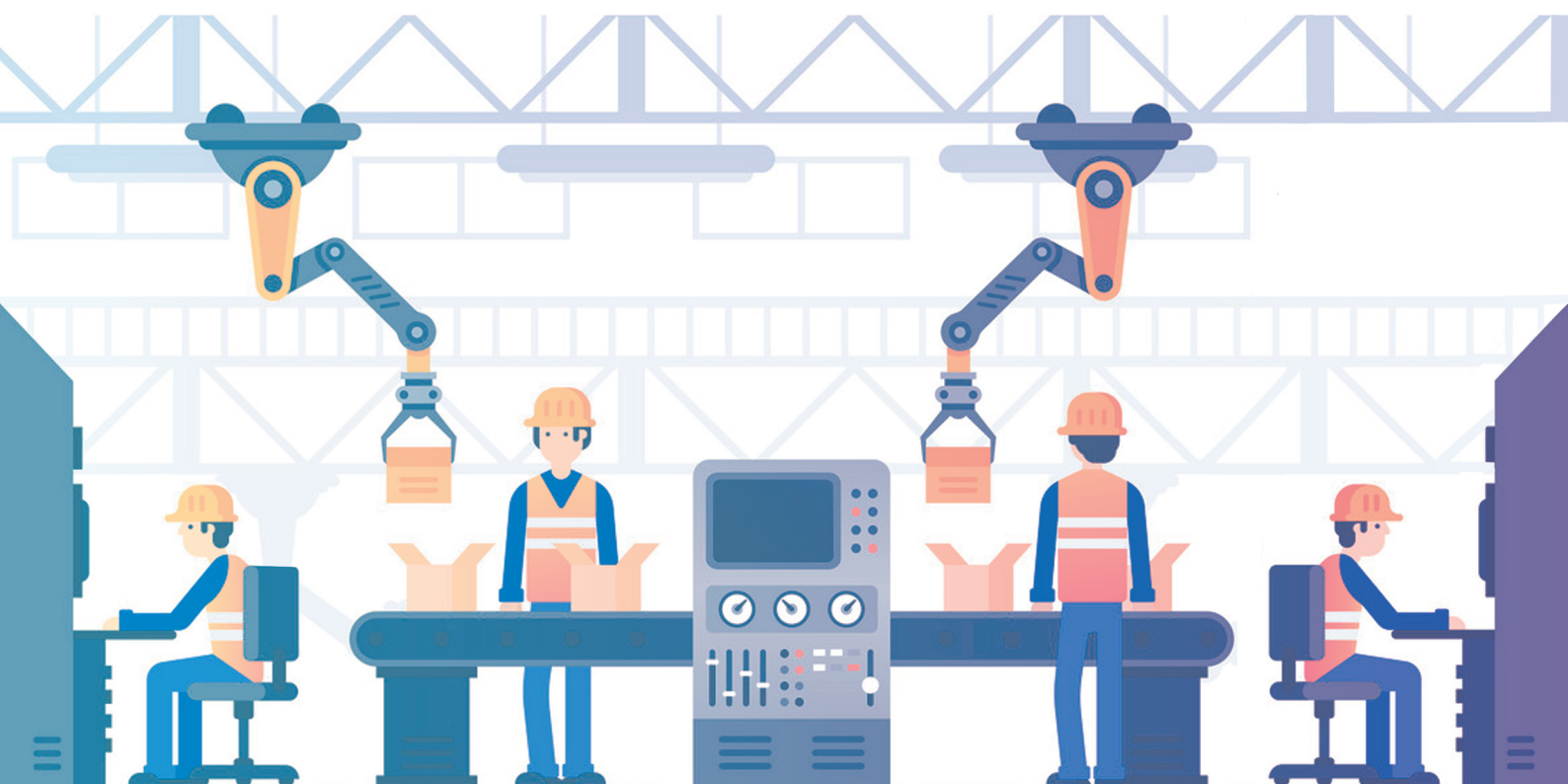


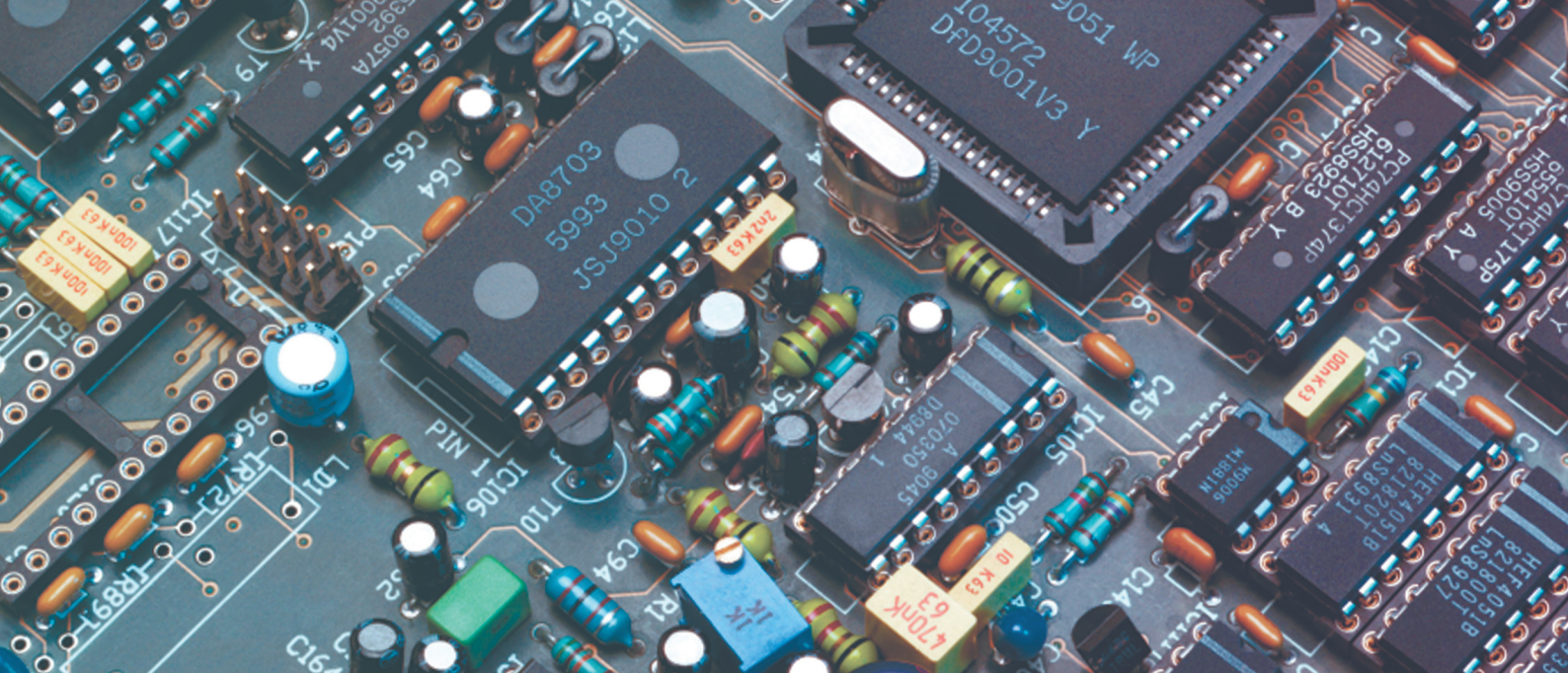
## Production of computing, electronic and optical equipment in the Republic of Belarus

Instrument-making, as well as related radio engineering, electrical engineering, electronic, optical and mechanical industries are non-metal-intensive and non-energy-intensive industries in Belarus. These sub-sectors of mechanical engineering are focused on the use of qualified workforce, engineering and technical stuff, scientific, technical and innovative potential.

Four divisions of the National Academy of Sciences of Belarus, 5 universities and research centers attached to them, 8 branch research institutes, as well as other research organizations specializing in this field are engaged in research and development for the sector of electronic and optical equipment production.

While in Soviet Union, several key enterprises in the field of instrumentation and electronics were built in the Republic of Belarus («Integral», «Horizon», «Monolith», «BelOMO», «Planar»). The factories were equipped with the most modern technologies and the best engineering staff. At the same time, there are a number of modern high-tech and advanced companies in the country: «Regula», «Polimaster», «ADANI», etc. These companies operate in specific niches, but it is their products and brands that represent the modern Belarusian electronic and instrumentation industry on the global market today.





The sector of production of radio-electronic reconnaissance devices (radars) as well as optical and optoelectronic systems of communication location and information processing is very promising and profitable.

Instrument-making industry plays a crucial role in achieving high quality of products manufactured by Belarusian enterprises. The accuracy of measurements is of paramount importance in the creation of equipment that conforms to international standards. The range of products include electrical measuring and analytical devices, weight measuring equipment (including automobile, railway and platform strain gauges), and consumer goods. After the accident at the Chernobyl nuclear power plant, the industry has played an important role in equipping the Republic with tools of radiometric control.

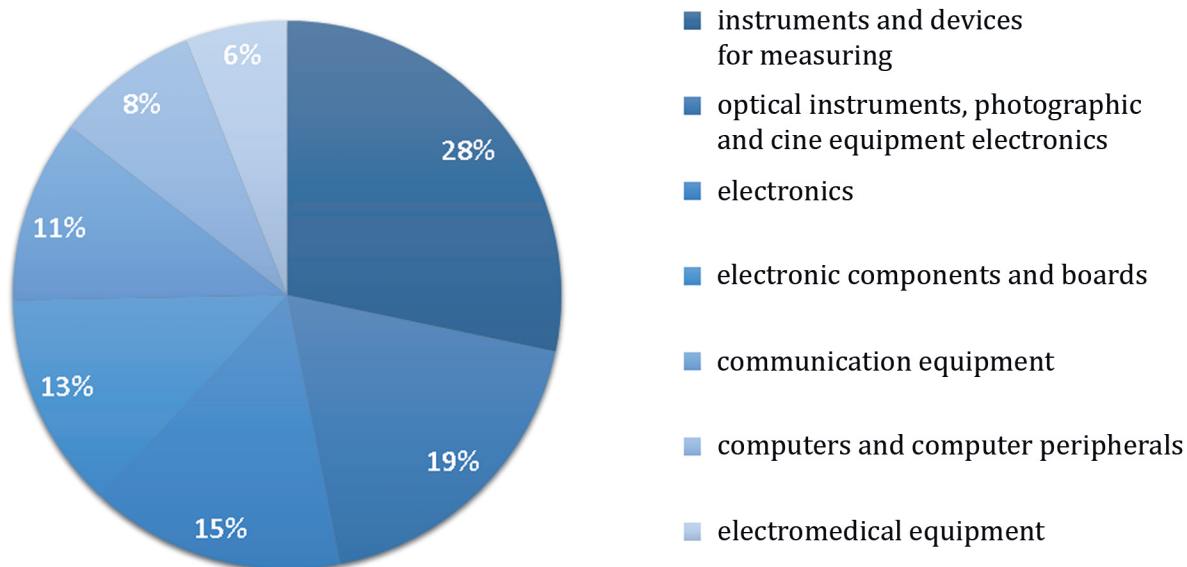
The supreme level of the industry is confirmed in international research ratings:

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Belarus is among the **top-20** countries in the world by the total citation index in the field of photonics.

Belarus occupies **the 2nd place** in the world after Canada in terms of the average citation index per article.

### Structure of the production volume of computing, electronic and optical equipment by main groups of products (services) in 2019, % of total

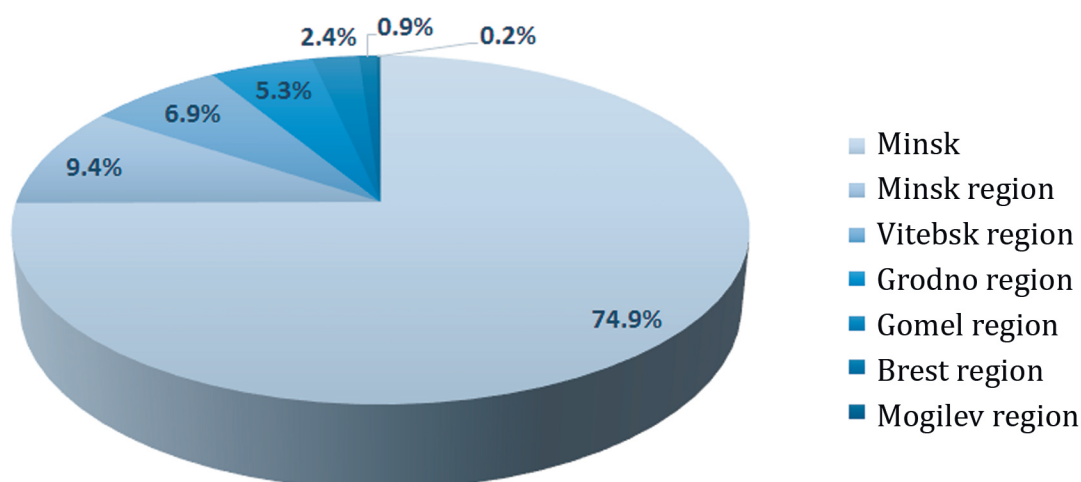


The volume of industrial production of computing, electronic and optical equipment in 2019 amounted to USD 825.7 million, the growth rate was 102% as compared to 2018.

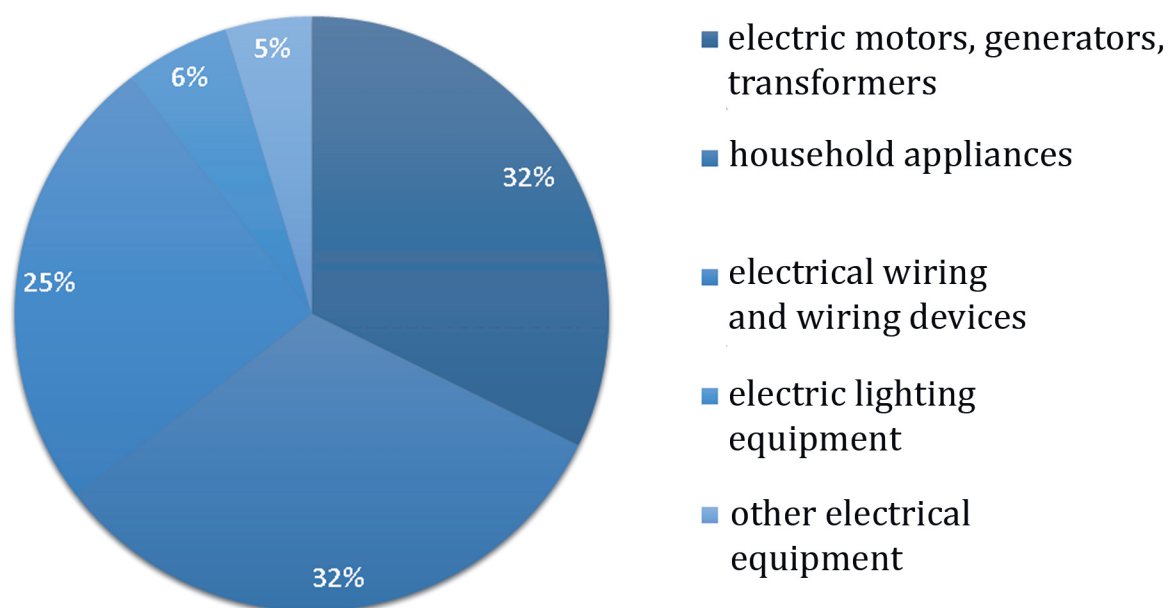
The enterprises of instrument-making in Belarus: RUE "Ekran" in Borisov (produces equipment for navigation and piloting of aircrafts, anti-lock automotive systems, complex electric devices);

Vitebsky zavod elektroizmerytelnykh priborov (electric measuring devices, measuring converters, electric meters, air pumps); Gomel plant of measuring devices (analytical devices and electrode systems); Bobruisk factory of weighing devices, etc.

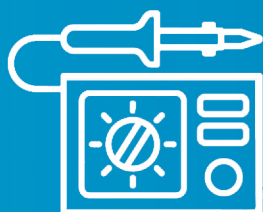
### Structure of the production volume of computing, electronic and optical equipment by regions and the city of Minsk in 2019, % of the total



The volume of electrical equipment production in 2019 amounted to USD 1,368.1 million.  
The growth rate was 101.9% as compared to 2018.



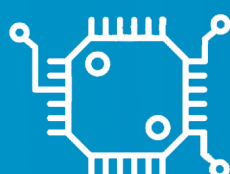
**Structure of the volume of electrical equipment production in 2019, % of the total**



### Computing, electronic and optical equipment production

In 2019, foreign investment to the sector reached **26.4 million US dollars** (+ 60% relative to 2015),

of which direct investment amounted to **25.9 million US dollars** (increased by 2 times relative to 2015)



### Electrical equipment manufacturing

In 2019, foreign investment to the sector reached **57.7 million US dollars** (+ 52% versus 2015),

of which direct investment amounted to **56.6 million US dollars** (+ 90% versus 2015).

## Subsection CI (production of computing, electronic and optical equipment)

The main organizations related to the CI subsection:

### Unitary Enterprise "ZEBT Horizont"

15.4% - share of the company's exports in the nationwide export by CI subsection in 2019 (+ 9.9% versus 2018.)

### OJSC "Integral"

9.8% - share of the company's exports in the nationwide export by CI subsection in 2019

### OJSC "MMW named after S.I. Vavilov"

4.0% - share of the company's exports in the nationwide export by CI subsection in 2019 (+ 9.6% versus 2018.)

5.8% - export growth rate for 2019 by CI subsection.

34.5% - share of exports of organizations of the Ministry of Industry in the nationwide export by CI subsection in 2019.

To increase exports, the dealer network is being expanded, a flexible pricing policy is being pursued for the main products in demand. Work is underway to find new partners in the far-abroad countries.

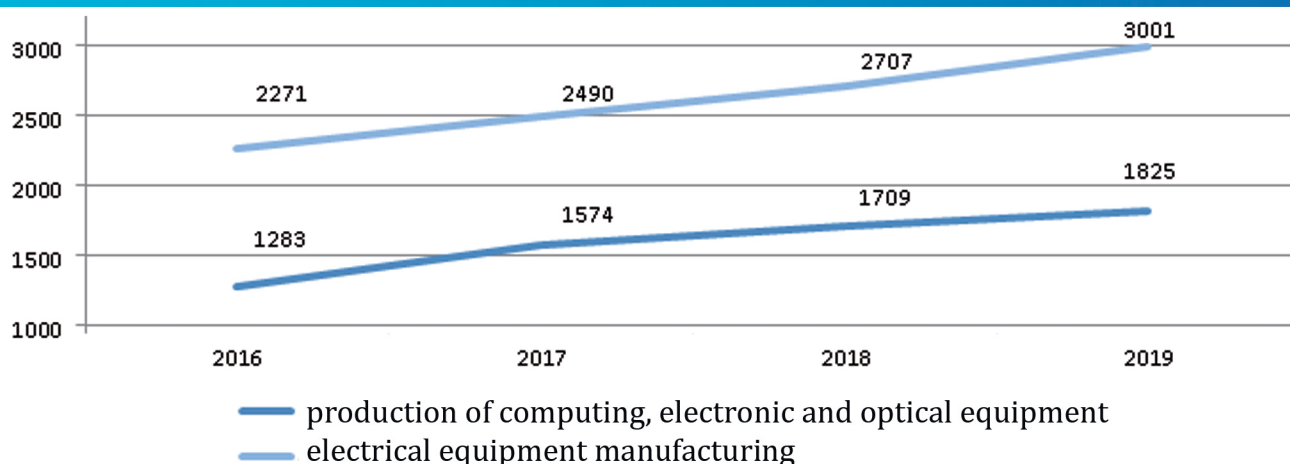
## Subsection CJ (electrical equipment manufacturing)

9.3% - share of the company's exports in the nationwide export by CJ subsection in 2019. The export growth rate is 0.6% relative to 2018.

34.4% - share of exports of organizations of the Ministry of Industry in the nationwide export by CJ subsection in 2019.

The main organization of the Ministry of Industry related to this type of activity is **OJSC "METZ named after V.I. Kozlov"**. In order to increase exports, the enterprise diversifies the range of products exported as well as develops and improves transport and logistics schemes.

Industrial production value, million BYN



## GDP monitoring by subsections CI and CJ, 2019

	in physical terms	in %
<b><i>Production of computing, electronic and optical equipment (subsection CI):</i></b>		<b>102.0</b>
color TVs, thsd pieces	1060	177.6
electronic integrated circuits, mln pieces	1511	101.4
devices for measuring electrical quantities and for measuring ionizing radiation, thsd pieces	81.1	110.3
<b><i>Electrical equipment manufacturing (subsection CJ):</i></b>		<b>101.9</b>
liquid dielectric transformers, thsd pieces	533.3	106.6
lead acid batteries, thsd pieces	280	130.9
household cookers and gas hobs, thsd pieces	114.2	103.2

### "Production of computing, electronic and optical equipment"

(as of 2019)

316  
number of  
organizations

19.4 thsd people  
average headcount

1.6%  
share in total  
industrial production

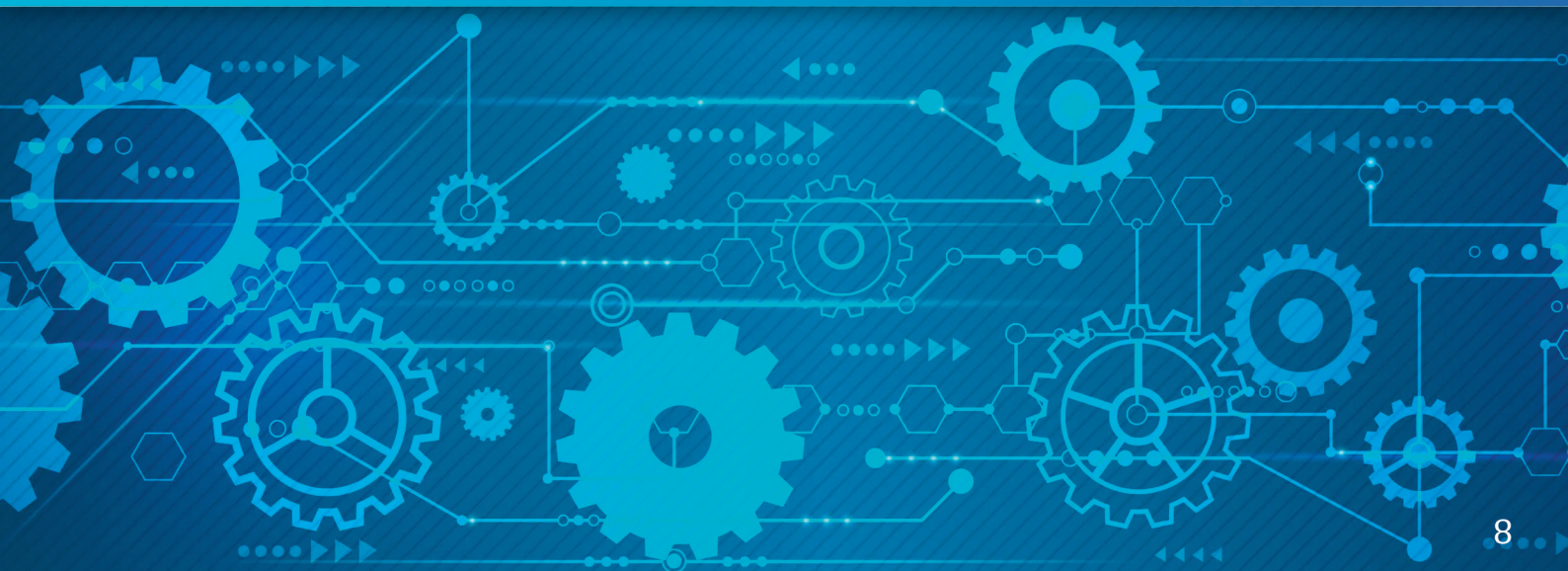
### "Electrical equipment manufacturing "

(as of 2019)

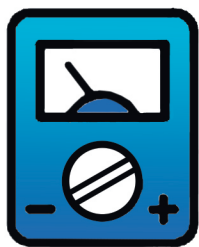
436  
number of  
organizations

31.7 hsd people  
average headcount

2.6%  
share in total  
industrial production



## Radio engineering industry



The radio engineering industry of Belarus is specialized in the development and production of television and radio equipment, communication facilities, technically sophisticated consumer goods, products for various sectors of the economy.

The introduction of new technologies, the use of modern materials and components from the best world manufacturers have significantly improved the quality and reliability of products. Modern television production is represented in Belarus by the largest enterprises in the industry - OJSC "Gorizont" and RUE "Vityaz".

Development and production of communications equipment, other types of products is carried out at the enterprises as follows:

**Minsk Production Association of Computing Machinery (OJSC «MPOVT»)** - digital automatic telephone exchanges, personal computers, computer networks, classrooms, electronic cash registers, ultrasonic flow meters - water and heat meters, multilayer printed circuit boards

**JSC "Amkodor-Belvar"** - radio measuring equipment, medical and dosimetric devices, starter batteries and household electrical appliances, etc.

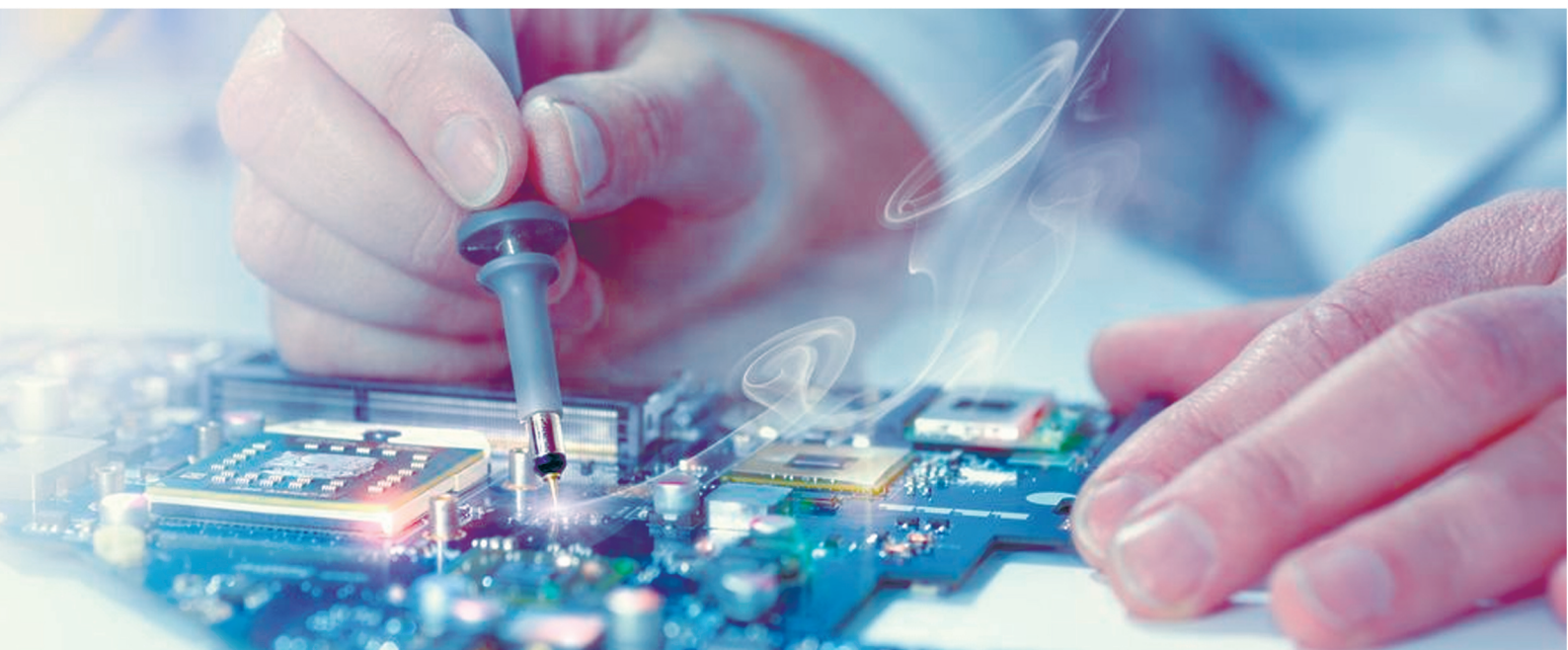
**Molodechno "Sputnik" radio plant** - systems of stationary and mobile radiotelephone communication.

**Minsk "Kalibr" plant** - radio measuring instruments and devices, logic analyzers, programmers for integrated circuits, printed circuit boards.

**Novopolotsk "Izmeritel" plant** - telemetry systems for various purposes, frequency converters, satellite navigation equipment, products for telecommunication and communication, video surveillance systems.

## Radio-electronic industry

The electronic industry is meant to provide the radio engineering industry and instrument making with an integral element base and components. The strong interrelation of the electronic, radio engineering industry and instrument making led to the emergence of a new sub-industry - the radio-electronic industry. The level of industrial development of a modern state is determined by the level of production and consumption of electronic products. The electronics industry is becoming a major driving force in many countries around the world.



The electronic industry of Belarus is represented by the Scientific and Production Holding of Precision Engineering "Planar", NPO "Integral", Vitebsk Plant of Radio Components "Monolit", Pruzhany Plant of Radio Components, Minsk Research Institute of Radio Materials. The main products are integrated microcircuits, semiconductor devices, liquid crystal displays and panels, a wide range of monolithic ceramic capacitors, optical and mechanical, assembly and control equipment for the radio-electronic industry; medical equipment, including an artificial heart valve.

## Optical-mechanical industry



The optical mechanics industry is the essential branch of the high-tech complex of Belarus. The industry specializes in the production of space and aviation topographic equipment; cinema equipment; photographic complexes; devices and rangefinders, including those using lasers.

The enterprises of the industry also produce machines for processing optical parts, vacuum installations for coating optical parts, machines for cutting glass, quartz, and ceramics.

Many types of optoelectronic and laser developments stand at the level of world scientific and technical standards.

Major companies operating in the sector are as follows:

**JSC "Belarusian Optical and Mechanical Association"** – a recognized leader in optoelectronic instrumentation.

**OJSC "MMP named after S.I. Vavilov "** - optical and optoelectronic products, air brake controls.

**JSC "Zenit-BelOMO"** - optical sights, binoculars, microscopes, measuring instruments.

**OJSC "Rogachevsky plant" Diaprojector "** - medical equipment, day sights, video projection equipment, night vision devices.

**JSC "Zhlobin plant" Svet "** - mechanical parts, construction nails, staples, coated cables, forensic magnifiers.

Minsk Mechanical Plant named after S.I. Vavilov is the pioneer of optical instrumentation in Belarus. On its basis, the Belarusian Optical and Mechanical Association "BelOMO" was created, which included newly built enterprises with looped production cycles.

In the markets of non-CIS countries, mainly optical products are sold (sights for small arms and armored vehicles, complex medical equipment, etc.). Main consumers are Arab countries (Egypt, Libya, etc.), countries of Eastern Europe (Czech Republic, Slovakia) and Western Europe (Netherlands, Italy), cooperation with India and several countries of Central Africa (Nigeria) is being developed.

## Key players



**The scientific and production holding of precision engineering "Planar"** is an integrated complex of enterprises, which, using the latest achievements of science and technology in various fields of knowledge, develops and manufactures the most complex optical-mechanical, control, measuring and assembly equipment for microelectronics. Its parent company is included on the register of high-tech enterprises of the Republic of Belarus.



**Minsk Electrotechnical Plant named after V.I.Kozlov** is one of the world leaders in the production of power distribution transformers and various switchboard devices.



**JSC "AGAT-SYSTEM"** is a company for the development, manufacture, testing and implementation of integrated information and reference and control systems for various purposes, hardware and software systems and technical means, including communication and data transmission facilities, computers, control and measuring instruments, input and display devices.



**Scientific and technical firm "IZOVAK"**. The main activity of the company is innovation in the field of new film technologies, creation of unique vacuum equipment, ion sources, sputtering technology and related software.



**OJSC "Peleng"** is a leading design and engineering enterprise of the optical and mechanical industry in Belarus. JSC "Peleng" is included on the Register of high-tech manufacturers and enterprises of the Republic of Belarus. The main activities of OJSC "Peleng" are R&D and production of science-intensive optoelectronic products for wide application.



**Regula Ltd.** is the largest manufacturer of expert products for verifying the authenticity of documents, banknotes and securities. The company's products and solutions are used by law enforcement specialists in Europe, the Middle East, Asia, Australia and New Zealand, North and South America.

# Key players



The main activity of the **"Polimaster" holding** is the development and production of radiation monitoring equipment to prevent illegal turnover of radioactive materials, counter terrorist threats. "Polimaster" has gained a reputation as one of the most promising companies in the world in the field of radiation monitoring, due to the constant development of modern devices and their joint production at partner enterprises.



**Solar Laser Systems** has been operating on the international photonics market for 25 years and specializes in research, development and production of solid-state laser systems and spectral analysis devices for science, medicine and industry. The company has implemented a full cycle of work on the creation of laser and spectral-analytical systems - from research and development to the delivery of finished products.



**JV Technoton** is a leading global manufacturer of equipment for fuel consumption control and monitoring of automotive vehicles (DFM fuel flow meters, DUT-E fuel level sensors, Crocodile contactless readers, MasterCAN vehicle data interfaces). Technoton owns the trademarks "SKRT", "DUT-E", "DFM", "Technoton", "ORF", "Crocodile" and a number of patents. The company's products are supplied to the CIS countries, the European Union, Asia, Latin America and Africa (more than 140 countries in total).



**Research and Production Unitary Enterprise "ATOMTECH"** is a leading research and production center of the Republic of Belarus and one of the world leaders in the development and production of equipment for nuclear measurements and radiation monitoring.



**JSC "INTEGRAL"** has a 50-year experience in the development and production of integrated microcircuits (IC), discrete semiconductor devices, display facilities, electronic and medical equipment. INTEGRAL develops and manufactures the latest microelectronic components for domestic and foreign manufacturers of consumer and industrial electronics, as well as special equipment operating in extreme conditions.

# Key players

**"BelOMO" Holding** is an enterprise known for its specialization - production of laser, optoelectronic and optomechanical devices and systems. It produces sights, binoculars, night vision devices and much more.

Production of domestic thermal imagers is one of the innovative projects of BelOMO.

**Specialization of the enterprises that are part of the "BelOMO" Holding:**



**JSC "BelOMO - MMW named after S. I. Vavilov"** - extra complex optical-mechanical and optical-electronic equipment (space, topographic, spectrozonal, photogrammetric systems and complexes; cinematographic equipment; armored, gyro-stabilized sights, laser guidance devices; industrial mobile and stationary cinema installations).



**"Zenit-BelOMO" OJSC** is the only plant in the former USSR specialized in the production of photo cameras. Also, the plant produces optical sights for small arms.



**Rogachev Plant "Diaprojector"** - slide projection apparatus, various types of sights and guidance devices for armored vehicles.



**JSC "Zhlobin Plant "Svet"** - reproduction equipment, photographic enlargers, optical devices. The plant also has a large production potential in machining and hardware production.



**Unitary Enterprise "STC" LEMT of the BelOMO"** - specializes in the development and manufacture of laser products and products for medicine.



**OJSC "Plant" OPTIC** "is the largest in the CIS manufacturer of fiber optics: plates and window elements for electro-optical converters, as well as tapers and fiber-optic lighting harnesses.

# Key players

**Unitary Enterprise "Adani"** is a high-tech enterprise of a complete innovation cycle (development, production, maintenance). The company is focused on technologies of medical X-ray image, X-ray inspection systems and non-destructive testing.



The company has registered **more than 50 patents** for inventions and industrial designs around the world.

UE "Adani" is a resident of FEZ "Minsk".

During the period of being a resident of the FEZ "Minsk" the volume of investments amounted to **38.6 million USD**.

The enterprise is planning to create a research and production complex with a flexible automated production system for the development, production and maintenance of high-tech and science-intensive products.

The innovation and industrial cluster will include a research and development center, pilot production, serial mechanical and assembly production, service and marketing companies in various countries, joint ventures and representative offices.



## Innovative instrumentation

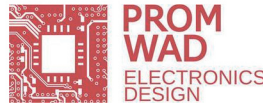
In October 2017, the Association "Innovative Instrumentation" was registered in Belarus - an association of manufacturers of innovative high-tech products in the Republic of Belarus. The founders of the Association are some of the strongest private companies in Belarus operating in the world instrument-making market: Izovac LLC (Minsk); Izovac Technologies LLC (Minsk); LLC "Polimaster" (Minsk); CJSC "SOLARLS" (Minsk); JV "Technoton" CJSC (Minsk region, Novodvorsky s/s, district of Bolshoye Stiklevo village); JV "Technoton" CJSC (Minsk region, Novodvorsky s/s, district of Bolshoye Stiklevo village); CJSC "Plant Flometer" (Vileyka); "Regula" LLC (Minsk).

### Structure of the Association:



Cooperation between the companies participating in the Association will expand opportunities in the areas of innovation, design and production. Thus, powerful potential of the instrument-making and engineering industries of Belarus will allow them to make a significant contribution to the development of the country's economy. The synergistic effect of interaction between companies will give a new impetus to the development of the instrumentation sector and expanding its presence in the global hi-tech industry market.

## Innovative instrumentation



Promwad Company is the largest independent electronics design center in Eastern Europe. The company creates new devices and embedded systems for its customers in the global electronics market: from an idea to the launch of mass production in the selected spot of the world.



The Litoplast group of companies has been one of the leading diversified enterprises in Belarus for 27 years.

Range of products:

- plastic products for medical, clothing, perfumery and cosmetics and food industries;
- electrical products (electronic control units for complex technical household appliances, etc.);
- heating systems (household and industrial heating).



The NTLab group of companies develops analog and digital integrated circuits, electronic modules and equipment on their basis for use in the field of radio navigation, digital radio communication, radio frequency identification, automatic control of robotic complexes.



Rozum Robotics is a privately held manufacturing and engineering company engaged in designing, developing and manufacturing robotic solutions and components. The production of the component base and the assembly of finished products is carried out by the company independently on its own production line in Minsk.

Since 2018 Rozum Robotics has been a resident of the Hi-Tech Park.

# Innovative instrumentation

## The aggregated indicators of the Association:

80% - exports share

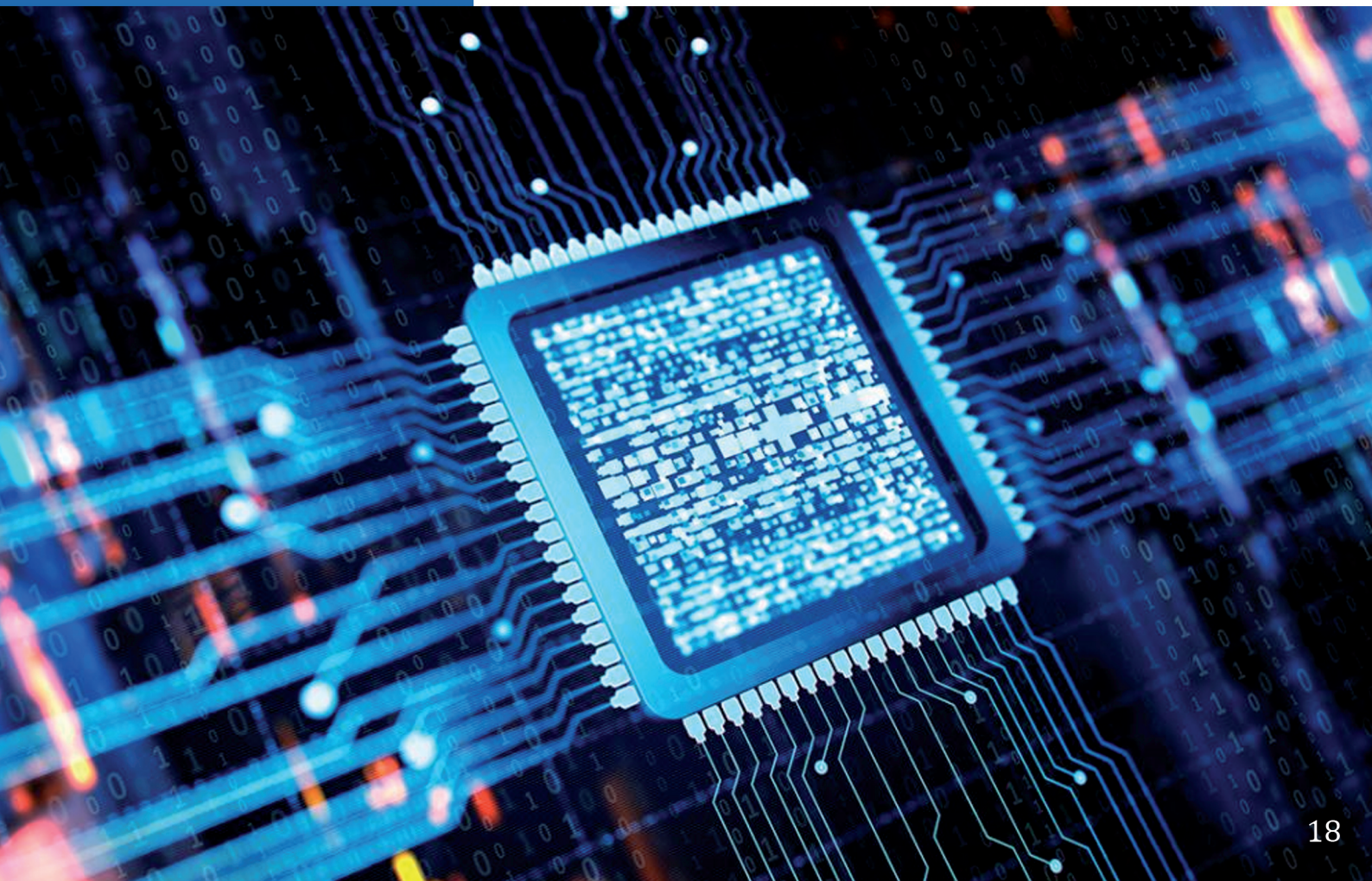
65% high-tech products

680 employees

The main advantages of the Association are:

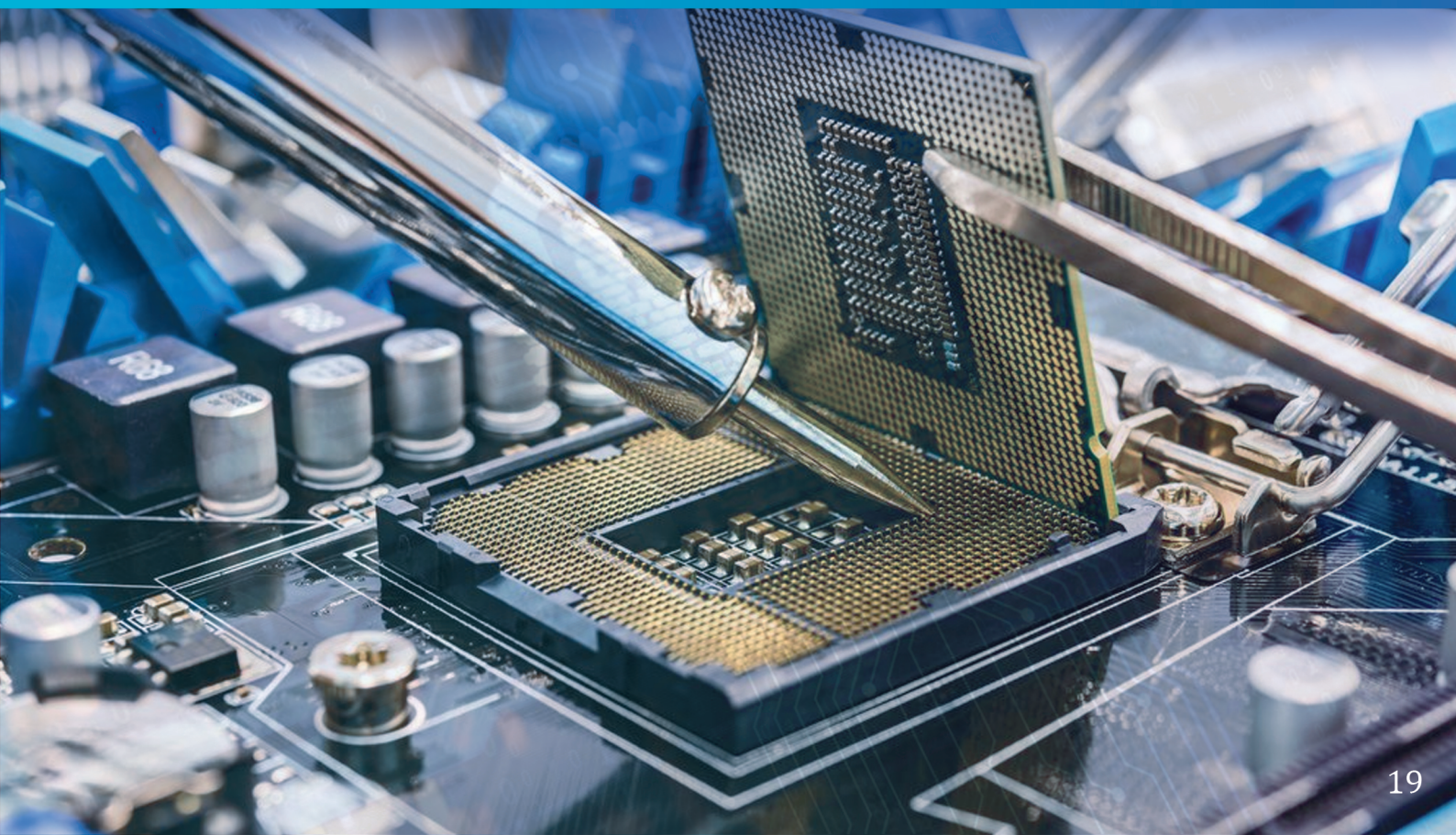
- common information resource;
- cooperation in marketing and sales;
- cooperation in research and development;
- cooperation in production and procurement;
- cooperation in financial management;
- development of personnel and engineering resources.

Today, the Association is actively developing the instrument-making industry in cooperation with the State Committee for Science and Technology, the Ministry of Economy and the Hi-Tech Park, also it holds public events and start-up competitions.





# Investment projects for implementation in the Republic of Belarus



## 3D PRINTERS MANUFACTURING

The investment project involves setting up the production facilities for the production of equipment for three-dimensional printing of plastic products (3D printers).

**TOTAL INVESTMENT COST**

**100 MLN. USD**

**Forms of Investor's participation** – setting up a new company.



According to the Gartner report, more than 6.7 mln 3D printing devices will be sold in 2020, more than a 15-fold jump compared to the data for 2016.

Advantages of  
the project  
implementation  
in Belarus

- Active development of additive production in the world;
- Development of new high-precision production facilities based on 3D printing;
- Favorable geographical location of the Republic of Belarus;
- Availability of qualified human resources;
- High potential of the consumption market, including in the EAU countries;
- Privileges and preferences under the special legal regime of the free economic zone "Vitebsk" residency with developed infrastructure.

# PRODUCTION OF ULTRASOUND DIAGNOSTIC DEVICES

The investment project aimed at setting up a company in order to produce ultrasound diagnostic devices (stationary and (or) portable) on the territory of the Republic of Belarus.

## TOTAL INVESTMENT COST

**FROM 15 TO 30 MLN. USD**

**Forms of Investor's participation**– setting up a new company.

## THE PROJECT'S EFFICIENCY

Estimated time period to full design capacity	2-3 years
Internal rate of return (IRR)	18%-20%
Dynamic pay back period	5 years

## OUTPUT PRODUCT



- Universal and specialized (cardiological, neurological, pediatric, intracavitary, ophthalmological) ultrasound diagnostics devices;
- Stationary and portable ultrasound diagnostics devices;
- Ordinary ultrasound diagnostics devices, medium, high, expert and premium class of ultrasound diagnostics devices.

### Advantages of the project implementation in Belarus

- Qualified human resources and successful experience in creating similar production facilities;
- Privileges and preferences under the special legal regime of the free economic zone "Vitebsk" residency with developed infrastructure;
- Possibility to export finished products to the Eurasian Economic Union countries (over 180 mln. consumers) without paying customs duties and fees.

## PRODUCTION OF EQUIPMENT FOR LASER SURGERY IN FREE ECONOMIC ZONE "VITEBSK"

The project aimed at the creation of a modern production of medical appliances, as well as the introduction of advanced technologies; increase in production and sales of medical equipment for laser surgery.

**TOTAL INVESTMENT COST      FROM 30 MLN. USD**

**Forms of Investor's participation**– setting up a new company.

Advantages of  
the project  
implementation  
in Belarus

- Economically advantageous location;
- High potential of the consumption market, including the Eurasian economic union countries;
- Increase in funding of the healthcare modernization programs in the Eurasian economic union countries in particular and in the world in general;
- Availability of qualified and inexpensive human resources;
- Availability of raw materials.
- Possibility of further expansion of production and installation of additional capacities.
- Possibility to export finished products to the Eurasian Economic Union countries (over 180 mln. consumers) without paying customs duties and fees.
- Privileges and preferences under the special legal regime of the free economic zone "Vitebsk" residency.

## PRODUCTION OF INDUSTRIAL LASERS

The project's implementation involves construction of a plant in order to produce industrial lasers (fiber, diode or disk types) for processing (cutting, welding, micro-processing, marking/engraving, thermal treatment, hardfacing and cleaning) of metal, as well as other materials.

### TOTAL INVESTMENT COST

FROM 10 TO 150 MLN. USD

**Forms of Investor's participation** – setting up a new company or joint venture in cooperation with a local company.

### PROJECT'S EFFICIENCY



Estimated time period to full design capacity	2 years
Pay back period	5 years
Internal rate of return (IRR)	20%-40%
Profitability of sales	30%-50%

Advantages of the project implementation in Belarus

- Possibility of partial financing of the investment project implementation by using resources of "Belarusian innovation fund" under the State Committee for Science and Technology of the Republic of Belarus;
- Possibility of further production expansion (Ministry of Industry's enterprises can provide assistance at implementation of the investment project);
- Privileges and preferences under the special legal regime of the free economic zone "Vitebsk" residency with developed infrastructure.

## PRODUCTION OF LED LUMINARIES

### **Company Overview**

JSC Lida Plant of Electrical products is a modern company with its own production facilities. The company is one of the largest producers in the industrial lightning market of the Republic of Belarus.

The Company specializes in development, production and sale of industrial lighting products. Currently, the key priority of the Company is the development of energy-efficient lighting systems based on LED technologies.

### **Sales geography**

The company sales network covers more than 20 countries of the world. The main export markets of the Company are the Russian Federation, Kazakhstan, Ukraine, Georgia, Moldova, Armenia, Bulgaria, Mongolia, Pakistan, etc.

### **Overview of the Investment Project**

The implementation of the investment project aims to launch the production of LED luminaries.

Aimed:

- to increase manufacturing capacity;
- to significantly increase volumes of production;
- to manufacture products according to the market demand;
- to significantly improve the quality of products at competitive prices.

### **Advantages of the Project**

- State support to the Company;
- Import reductions, getting additional profit and stable income;
- Growth of export volume;
- Meeting the demand for this type of the product in the Republic of Belarus;
- Opportunity to enter the new sales markets.

### **Project finance**

The total investment costs of the project will be USD 1 mln.

## INDICATORS OF FINANCIAL EFFICIENCY OF THE PROJECT

Period of reaching the project capacity, years	<b>2</b>
Payback Period, years	<b>3</b>
Discounted Period, years	<b>5</b>
Period of Calculation, years	<b>10</b>

### **Import Indicators**

The increasing volume of imports of luminaries illustrates high demand for such products in the Republic of Belarus (growth– 42% compared to January, 2018).

In quantitative terms, the import of luminaries increased by 14.9 % compared to January 2018.

### **Export indicators**

Exports of these products in monetary terms decreased in the Republic of Belarus (decrease in monetary terms by 28.1 % compared to January 2018).

This is caused by a decrease in the cost of production, aimed at stimulation of sales.

Export of luminaries increased by 7.2 % in quantitative terms compared to January 2018.

### **Characteristics of internal and external market of luminaries**

Estimated share of the domestic market: 50 %.

Operating Profit Margin: 18%.

Strategic priorities for the domestic market:

- Low costs;
- High quality;
- Attractive service;
- State support.

Estimated distribution of sales in external markets: – of members of EAEU (65 %), including the market of Belarus – 33 %, other countries – 2 %.

# ORGANIZATION OF LIGHT-EMITTING DIODES MANUFACTURING BASED ON NANOSTRUCTURED SILICON AND NANOSTRUCTURED COMPOSITE SHIELD MATERIALS

**Forms of Investor's participation** – setting up a new company/new production.

**TOTAL INVESTMENT COST** **UP TO 60 MLN. USD**

Distribution territory – EU, EAEU region



Advantages of the project implementation in Belarus

- Global growth in demand for light-emitting diodes;
- Availability for internal sales area;
- Energy-saving technologies advancement;
- Competence for optical, vacuum equipment manufacture in Belarus;
- Privileges and preferences under the special legal regime of the free economic zone "Vitebsk" residency;
- etc.

## 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 export-oriented 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

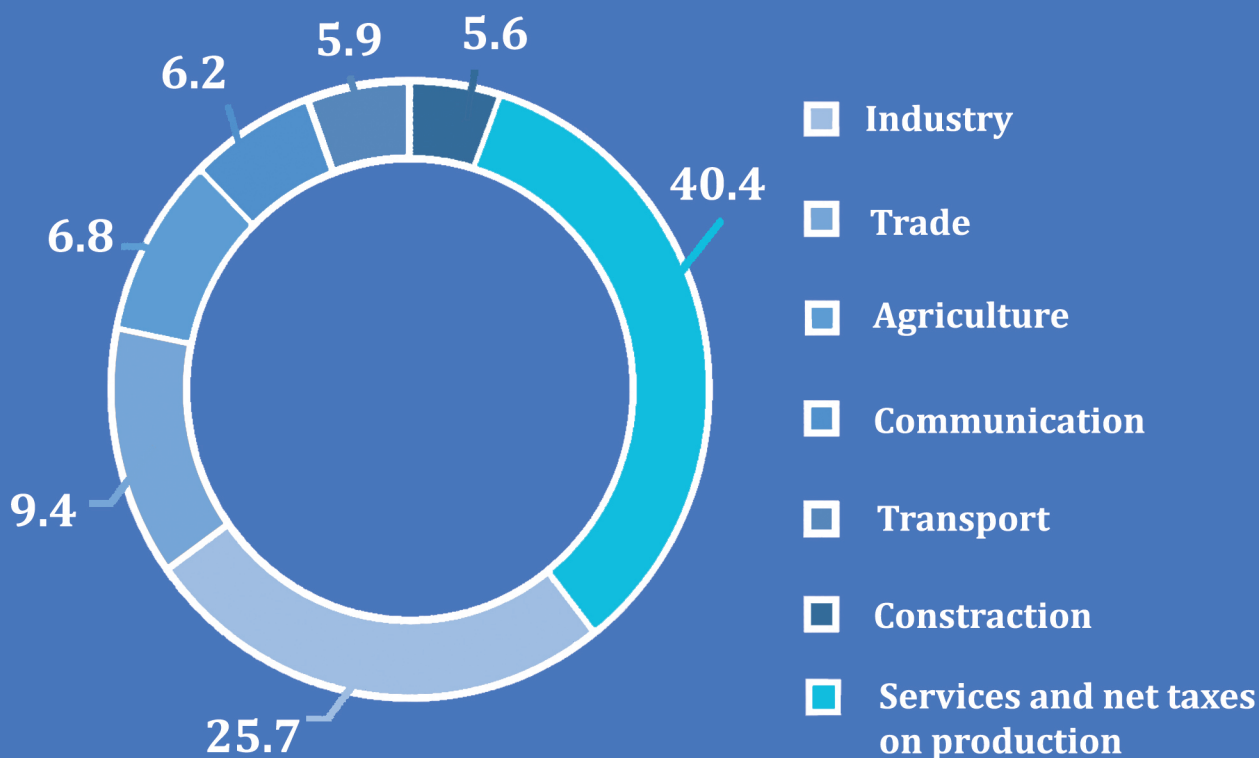
~20.1 thsd \$ (2019)



### Net FDI

~1.3 bln \$ (2019)

# GDP structure, 2019



## Global rankings

### FDI Intelligence, 2020

<b>Minsk</b>	<b>2</b>
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

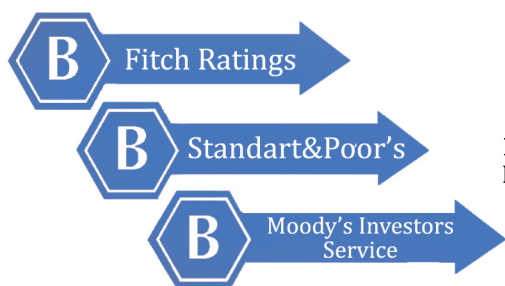
<b>Belarus</b>	<b>36</b>
Romania	38
Russia	42
Kazakhstan	48

\* country performance by food indicator security, 2019

### Human Development Index, 2019

<b>Belarus</b>	<b>50</b>
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

10 mln customers of EAEU



184 mln customers of Belarus

### 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

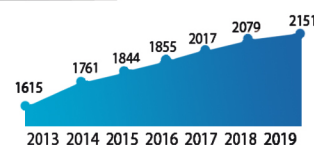
1. Exemption from income tax upon sale for export and to other residents of FEZ
2. Exemption from real estate tax on objects in the territory of FEZ for three years from the date of registration
3. Exemption from land tax and lease of land for the period of design and construction, but not more than 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 terms for agricultural enterprises

1. Exemption from income tax, real estate tax, land tax, land rent, ecological tax
  2. Single tax for agricultural producers - 1% of the gross revenue
  3. Value added tax - 10%
  4. Payments to the Social Protection of Population Fund 30% instead of 34%
- \*at least 50% of the revenue for the previous year was received from the sale of 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

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.

Distance to the ports  
of the Baltic Sea

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

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



# National Agency of Investment and Privatization

**The Agency provides assistance for foreign investors interested in launching a business in Belarus:**

- ▶ provision of information about investment opportunities, preferential regimes and benefits granted, economic sectors and legislation
- ▶ provision of up-to-date information about investment projects
- ▶ assistance in selection of sites and premises
- ▶ search for prospective partners for investment projects, arranging meetings and negotiations for establishing cooperation
- ▶ providing a platform for negotiations and support during negotiations
- ▶ organization of visits to the Republic of Belarus (schedule development, visa support)
- ▶ representation of investor's interests during negotiations with governmental representatives concerning implementation of investment projects, as well as improvement of doing business in the Republic of Belarus
- ▶ aftercare



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