



NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION  
REPUBLIC OF BELARUS



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# Crop farming in Belarus: investment opportunities

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*Belarusian agriculture is a dynamically developing industry.*

*Belarus almost fully provides itself with food products. Certain types of agricultural goods make up the export potential of the country.*

*Production of agricultural products per capita in the country corresponds to the level of developed countries and in many positions (production of potatoes, sugar beet, meat, milk) exceeds the indicators achieved in the CIS countries.*

*Grain and grain legumes, as well as fodder crops, occupy a significant share in the structure of crop production, which is due to the specialization of the republic's agriculture mainly in the dairy and meat cattle breeding. The main grain crops are barley, rye, and triticale. Potatoes and flax are also very essential. Main vegetables grown are carrots, beetroot, and cabbage.*

*Belarus has a significant potential to increase the gross output of cereals and industrial crops, potatoes, and vegetables, as well as animal feed.*

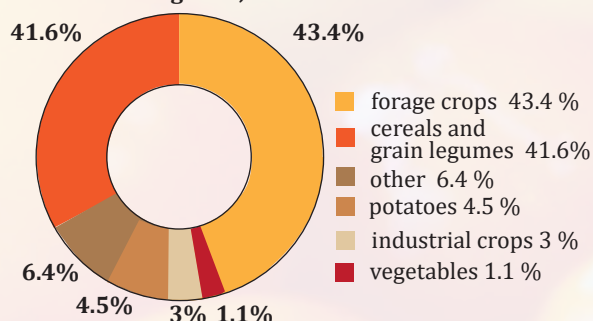
*We bring to your attention a brief overview of investment opportunities in the crop farming in the Republic of Belarus and invite for cooperation to create modern facilities in this industry.*

**Faithfully yours,  
National Agency of Investment  
and Privatization**



# Crop farming in Belarus

**Structure of crops on farms of all categories, 2019**



In the structure of crop farming, a significant share is occupied by cereals and legumes, as well as forage crops due to the specialization of agriculture of the republic mainly on dairy and meat livestock.

The main grain crops are barley, rye, and triticale. Potatoes and flax are also very essential. Main vegetables grown are carrots, beetroot, and cabbage.

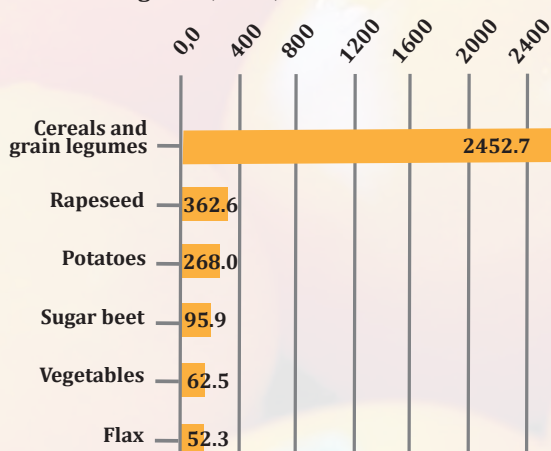
**Number of agricultural organizations in the Republic of Belarus by organizational and legal form**

Number of agricultural organizations as of 01.01.2020:	1382
Co-owned companies	633
JSC	603
CJSC	30
LLC	254
Additional liability company	9
production cooperatives	38
unitary enterprises	448
Number of holding associations	17

**Number of agricultural organizations in the Republic of Belarus by ownership**

Number of agricultural organizations as of 01.01.2020:	1382
State property:	304
republican	27
communal	277
Private property:	1016
state-owned organizations	583
organizations with foreign shares	58
foreign ownership	62

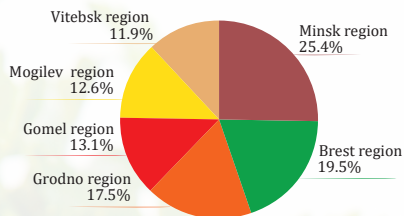
**Area under main crops on farms of all categories, 2019, thousands of hectares**



Currently, agricultural and other organizations have specialized storehouses as follows: potato storage facilities with total capacity of 775 thousand tons; vegetable storage facilities with total capacity of 158 thousand tons; fruit storage facilities with total capacity of 103 thousand tons.



### Regions of Belarus in the total volume of crop production (as of early 2020)



three regions (Minsk, Brest and Grodno regions) account for



**67,5%**  
Gross potato  
harvest



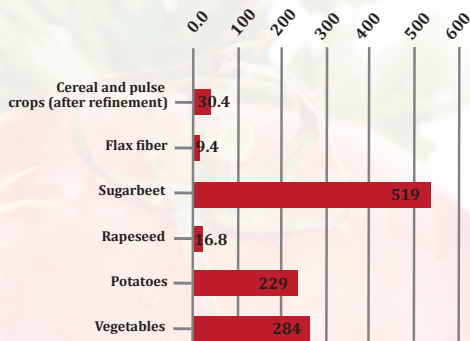
**63,1%**  
Cereals and  
grain legumes



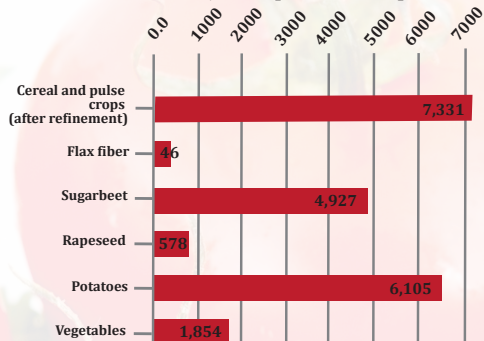
**57,9%**  
Vegetables

Crop farming is the main type of agricultural activity of over 70% of peasant (farm) households. The share of crop farming in farms is over 90%.

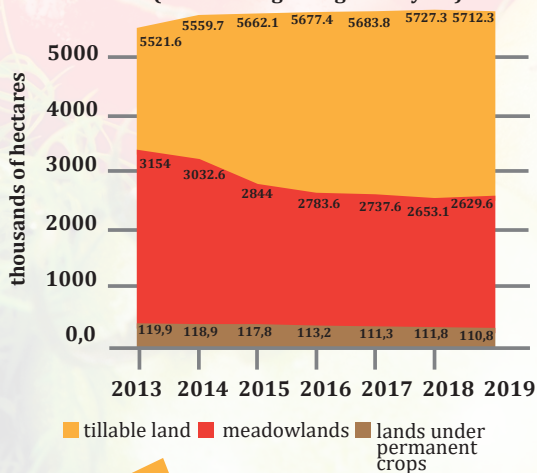
### Gross yield of major crops on farms of all categories in 2019, thousands of tons



### Yields of major crops, centners per hectare

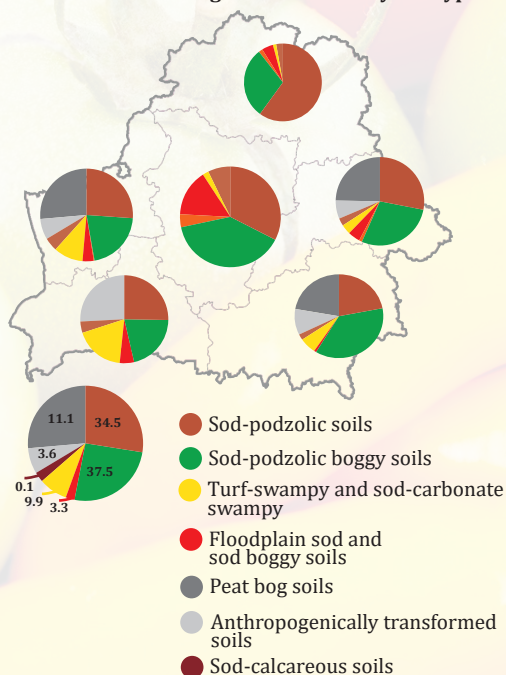


### Agricultural land structure (as of the beginning of the year)



Most of the agricultural land in the Republic of Belarus is arable land used for growing cereals and grain legumes.

### Distribution of agricultural land by soil type





## Grain subcomplex

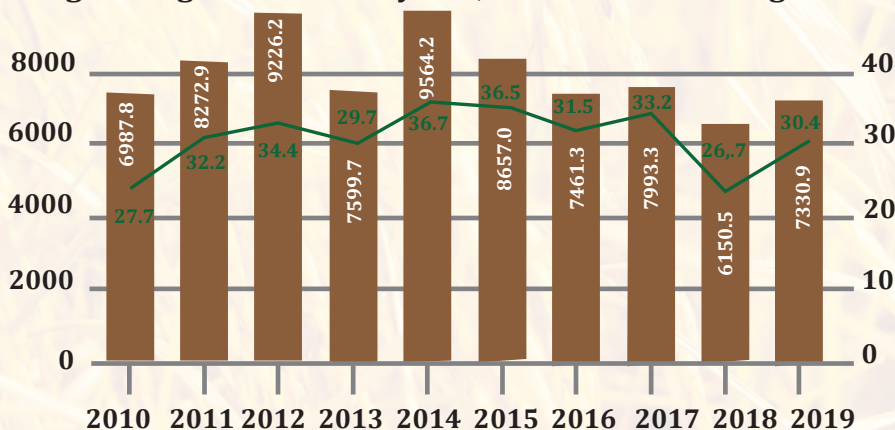


In 2019, production of cereals and grain legumes in farms of all categories amounted to 7,330.9 thousand tons. Yields of cereals and grain legumes amounted to 30.4 centners per hectare.

### Largest growth in grain exports from Belarus by country, 2019

	tons	Growth by % by 2018
<b>Barley</b>		
<b>CIS countries:</b>	<b>897</b>	<b>6.9 times</b>
<b>Russia</b>	<b>897</b>	<b>8 times</b>
<b>Oats</b>		
<b>Non-CIS countries:</b>	<b>8,718</b>	<b>279.2</b>
<b>EU countries</b>	<b>3,072</b>	<b>234.7</b>
<b>Lithuania</b>	<b>3,072</b>	<b>234.7</b>
<b>Norway</b>	<b>5,646</b>	<b>3.1 times</b>
<b>Buckwheat, millet and other cereals</b>		
<b>CIS countries:</b>	<b>1 926</b>	<b>4,815 times</b>
<b>Azerbaijan</b>	<b>400 kg</b>	<b>125.0</b>
<b>Armenia</b>	<b>190 kg</b>	<b>237,5</b>

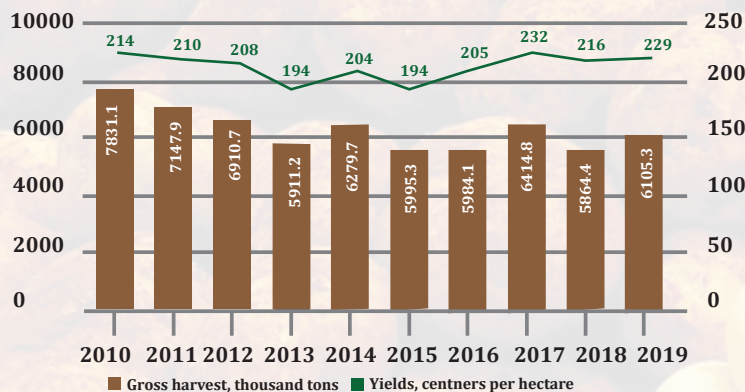
### Dynamics of gross harvest and yields of cereals and grain legumes over 10 years, on farms of all categories





# Potato production

Dynamics of gross harvest and yield of potatoes over 10 years, on farms of all categories



In 2019, the export of potatoes in physical terms increased by 20.4%.

Production of fruit and vegetables, as well as potatoes is concentrated in large-scale organizations of the republic.

In 2019, farms of all categories produced 6.1 million tons of potatoes. Both the yield and gross yield reveal positive growth.

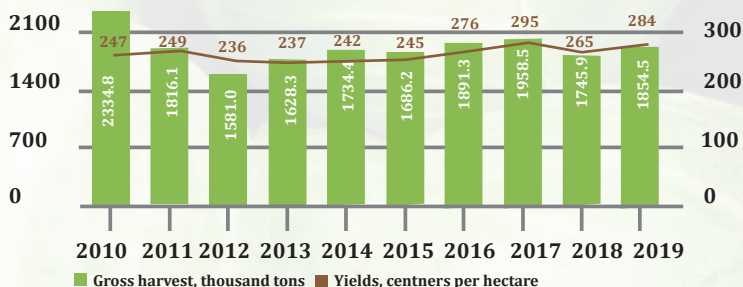
Countries with the largest growth of potato export from Belarus, 2019



	tons	increase in quantity, % to 2018
<b>Ukraine</b>	212,400	growth by 145 times
<b>Republic of Moldova</b>	42,455	266,1%
<b>Serbia</b>	11,429	growth by 5.2 times
<b>Northern Macedonia</b>	2,585	growth by 14 times
<b>Georgia</b>	485	growth by 12 times
<b>Montenegro</b>	182	growth by 3 times

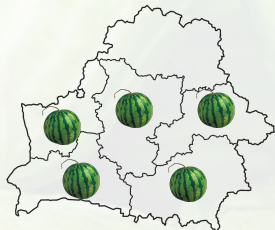
# Vegeculture

**Dynamics of gross harvest and yield of vegetables over 10 years, on farms of all categories**



In 2019, vegetable production on farms of all categories reached 1.85 million tons. Onions, sugar corn, asparagus beans, watermelons, melons, etc. are grown on an industrial basis in open ground.

Watermelons are being grown in Brest, Grodno, Minsk, Gomel and Mogilev regions.



The cultivation of melons and cucurbits is becoming a steady trend. Thus, in recent years, agricultural organizations and farms have been allocating about 40-50 hectares for cucurbits, mainly watermelons.

In 2019, the gross yield of watermelons reached the amount of almost 700 tons.



In recent years, hybrids of white cabbage of different ripeness groups have been created using DNA technologies at the Institute of Vegetable Industry. The domestic hybrids of white cabbage were tested in the Republic of Belarus and EU countries and revealed high competitiveness by economic and valuable characteristics against foreign hybrids. Belarusian cabbage hybrids are more resistant to diseases and environmental stress factors, and their seeds are several times cheaper than foreign ones.

**The Institute of Vegetable Industry have created :**

**10 varieties** of tomatoes for open ground  
**6 tomato hybrids** for film greenhouses



**1** strawberry physalis



**5 varieties** sweet pepper hybrid



**1** bitter pepper



**2 copra** eggplant

**Countries with the largest growth of vegetables export from Belarus, 2019**



	tons	increase in quantity, % to 2018
<b>Poland</b>	14,465	growth by 9.2 times
<b>Ukraine</b>	10,084	growth by 5.7 times
<b>Latvia</b>	104	139.9%
<b>Serbia</b>	766	171.1%



# Fruit and berry growing

*Belarus is actively increasing production of fruit and berries.*



**Production of pears in Belarus has increased by 53.2% to 55.2 thousand tons over 4 years (2015 - 2018). Planting area also grew to 6.1 thousand hectares (by 223 hectares over five years). In 2018, Belarus had a 0.24% share in the world pear production.**

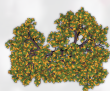
Targeted work is carried out in Belarus to increase the production of fruit and berry products, improve their quality, and expand the range of articles grown.



Annually, gardens are laid on an area of at least 500 hectares.



About 2.5 million seedlings of fruit and berry crops are produced.



In 2016-2019, about 3.3 thousand hectares of orchards were planted in agricultural organizations and farms of the Republic of Belarus.



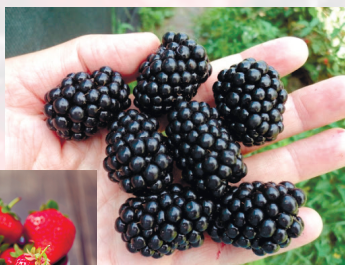
Over 90 ha of hazelnut orchards and 30 ha of walnut orchards were set out in Belarus during 2016-2019.



In 2018, 953.8 thousand tons of fruit and berries were produced.

**Production of fruit and berries in peasant farms of the Republic has considerably increased - 13 times as compared to 2010.**

It is planned to produce 170 thousand tons of fruit and berries by peasant farms and agricultural organizations of the Republic in 2020.



## Sugar beet growing



Gross harvest of sugar beet on farms of all categories in net weight was 4,927 thousand tons.

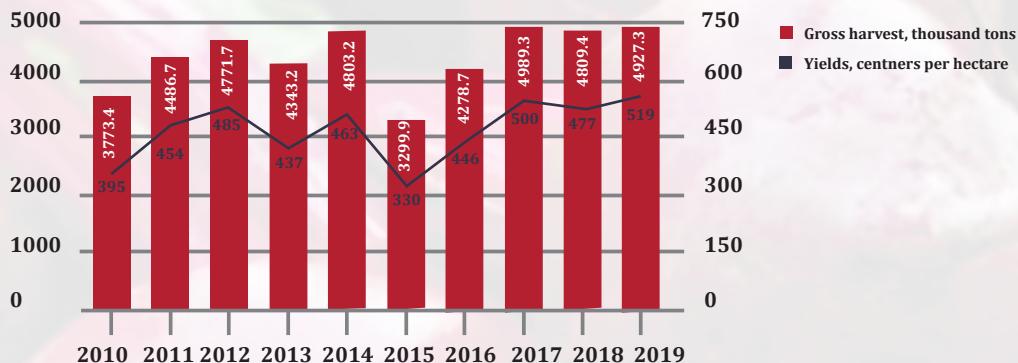


Average sugar content was 16.97%.



Average daily capacity of sugar industry organizations in the 2018/2019 processing season amounted to 37.75 thousand tons per day.

**Dynamics of gross harvest and yield of sugar beet over 10 years, on farms of all categories**



## Rapeseed growing

**Tillable land occupied by rapeseed on farms of all categories**



in 2015 -  
258.7 thousand hectares

in 2019 -  
362.6 thousand hectares

**Gross rapeseed yield on farms of all categories**



in 2015 -  
382 thousand tons

in 2019 -  
578.19 thousand tons



In 2019, rapeseed yield amounted to 16.8 centners per hectare, which is 3.7 centners more than in 2018.



# Flax growing



Flax is the only annually reproducible type of technological raw material for textile industry in the country.



In 2019, Belarusian flax exports in physical terms exceeded imports 16 times.



In 2019, 154.5 thousand tons of flax straw was harvested.



In 2019, the gross yield of flax fiber on farms of all categories amounted to 46.2 thousand tons.



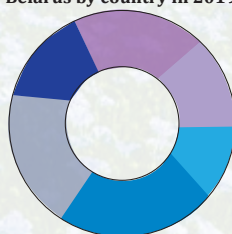
Belarus is in top-3 leading global producers of flax fiber, second only to France and Belgium.



21.2% of the world's flax crops are concentrated in Belarus.

In 2019, flax was cultivated in 46 districts of the Republic.

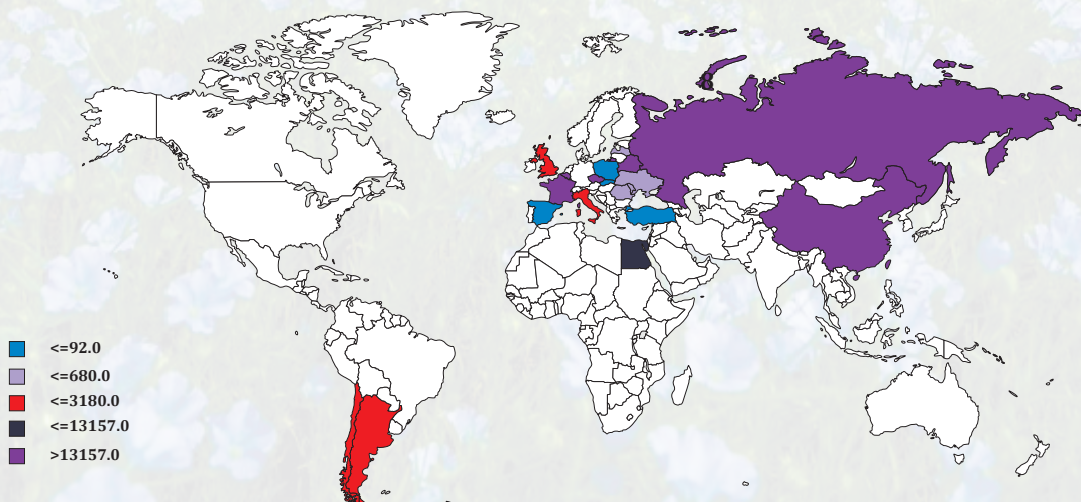
Structure of flax export from Belarus by country in 2019, %



- China 38%
- Russia 18,2%
- Lithuania 15,7%
- Belgium 10,6%
- Czech Republic 4,9%
- Others 12,6%



Global flax production structure by country, 2019, tons



## Cultivation of medicinal and aromatic plants

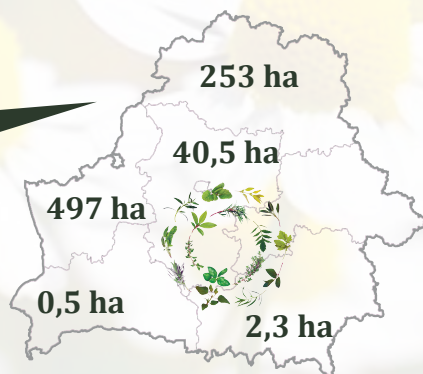


Production of organic products based on medicinal and aromatic plant raw materials is an important segment of agriculture with a high export potential.

In 2019, medicinal and aromatic plants were grown by 13 organizations of various ownership forms.

In 2019, the area used for cultivating medicinal and aromatic plants exceeded 793 hectares.

In a number of organizations in Vitebsk, Grodno and Brest regions, where the full cycle from raw material production to processing is organized, areas under medicinal and aromatic plants are expanding continuously. Thus, according to the decision of the Orsha District Executive Committee, 450 hectares of agricultural land were allocated to Kalina Ltd. and will be put into crop rotation in 2020. In 2020, the farm "Arnika Gornaya" will involve additionally about 100 hectares.



The range of cultivated medicinal and aromatic plants used in the pharmaceutical and processing industries includes about 50 names.



Production of medicinal and aromatic raw materials in agricultural organizations and peasant farms amounted to 759 tons in 2019.

### Major producers of pharmaceutical and aromatic plants in Belarus



**Kalina Ltd., Orsha district, Vitebsk region**

**produced 514 tons of primary products in 2019: medicinal products, dietary supplements, 124 species of phytotea**



**Unitary Enterprise Sovkhoz "Bolshoye Mozheikovo", Shchuchinsky district, Grodno region**

**152 tons of raw materials were produced in 2019: 4 types of medicinal products, 5 types of dietary supplements**

Arnika Gornaya

**"Arnika Gornaya" Farm Novogrudok district, Grodno region**

**actively exports its production to the Russian Federation (valeriana, echinacea, oregano, cumin, etc.) and to the Republic of Poland (hyssop, ruta, oregano, savory), and also is planning to launch production of packaged spices and tea drinks**



**Unitary Enterprise "Minsk Vegetable Factory"**

**участок по производству чайных напитков и фиточаев 38 наименований с использованием собственного сырья**



## Selection and seed breeding



In recent years, due to the improved varietal and sowing qualities of seeds used in the agriculture, a stable increase in crop yields has been observed in the Republic of Belarus.

Varietal potential and high quality of seeds ensure a high return on costs.



In 2019, scientific and agricultural organizations of the Republic sold 58.1 thousand tons of seeds of agricultural plants with high reproduction characteristics.

In 2018, scientific organizations of the National Academy of Sciences of Belarus and associated organizations produced 89.1 thousand tons of original and elite seeds of grain and leguminous plants, 3.8 thousand tons of seeds of technical plants, 20.7 thousand tons – of potatoes and 482.7 tons – of perennial herbs.

### Export of certain types of plant seeds in 2019, highest growth by position



1,606 tons  
flax seeds



1,864 tons  
rapeseed seeds



75,517 kg  
Sunflower seeds



8,273 kg  
sugar beet seeds  
for sowing



166 tons  
alfalfa seeds,  
or sowing



68,115 kg  
clover seeds  
for sowing



8,043 kg  
seeds of  
herbaceous plants,  
grown mainly  
for flowers,  
for sowing



69,802 kg  
other vegetable  
seeds for sowing

## Industrial mushroom growing in Belarus

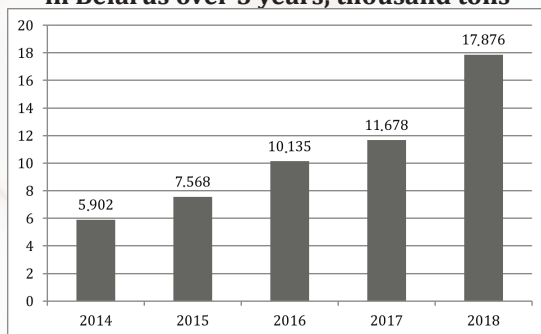
Industrial mushroom growing is an efficient sector with favorable conditions for investment and significant export growth. The expansion of industrial mushroom growing is considered as an important direction for the development of the canning industry in the country, as well as an important element in the diversification of agricultural exports.

Over the past five years, Belarus has revealed a manifold growth in industrial production and export of mushrooms. Mushrooms are a useful functional food and a prophylactic agent to prevent human diseases, increase immunity, improve health and prolong life. Industrial mushroom growing is economically viable due to the high-intensity type of production, high yield of mushroom crops and the exclusion of seasonal work, which is typical for most sub-sectors of the agri-food complex.

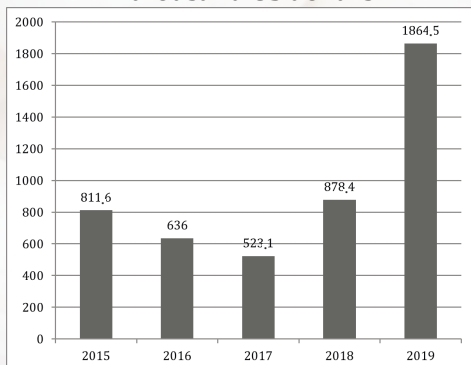
In Belarus, the leading players of the mushroom industry are:

- JLLC "Bonshe", Brest region (in 2019, the total sown area was 40,884 m<sup>2</sup>, and the average monthly harvest was 1,200 tons);
- KFH "Mushroom Country", Baranovichi;
- "LOGAL-BIO", Shchuchin (the total sown area is 17,200 m<sup>2</sup>, and the average monthly harvest is 408 tons);
- Combine "Vostok", Gomel region (Japanese mushroom Shiitake and Oyster mushroom are grown, and also mushrooms are processed).

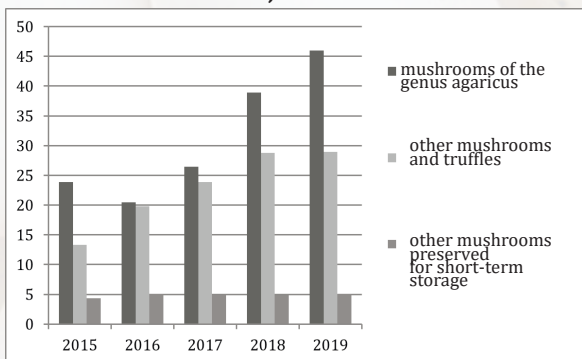
**Dynamics of mushroom production in Belarus over 5 years, thousand tons**



**Dynamics of exports of mushrooms and truffles in 2015-2019, prepared or canned without vinegar, thousand US dollars**



**Dynamics of export of mushrooms from Belarus in 2015-2019, thousand USD**





# International trade

**The agro-industrial complex makes a significant contribution to the foreign economic activity of the Republic of Belarus.**

**The share of exports of agricultural and food products in total exports of the country amounted to 16.8% in 2019.**

**In 2019, were increased deliveries of the products as follows:**



**rapeseed oil by  
35.3 million USD**

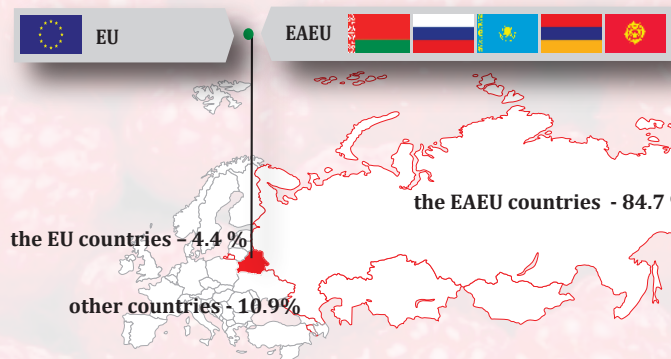


**soybean oil by  
15.5 million USD**



**potatoes by  
4.3 million USD**

**The geography of export of agricultural products and food from Belarus, 2019**



**Agricultural and food products were delivered to 104 countries in 2019.**

Exports of agricultural and food products to China increased by 59.6% to 131.5 million USD. China's share in the structure of Belarusian exports to Asia and Oceania reached about 68%.

In 2020, it is planned to increase exports of agricultural and food products up to 5729.1 million USD or by 104.2% to 2019.

**New export markets in 2019 were:**

- Asian region: Afghanistan;
- Africa: Angola, Benin, Burkina Faso, Guinea, Kenya, Mauritania, Mozambique, Niger, Sudan, Uganda;
- America and the Caribbean: Belize, Cuba, Uruguay;
- European countries: Luxembourg, Finland, Albania, Bosnia And Herzegovina.

In 2019 as compared with 2018, Belarus increased exports to the EAEU countries of agricultural and food products as follows: vegetables – by 16.9% to 39.3 million USD, fruit - by 69.3% to 32.0 million USD, fats and oils of animal or vegetable origin - by 75.6% to 110.3 million USD.



# *Investment projects* to implement in Belarus



# CREATION OF AN ENTERPRISE FOR THE CULTIVATION AND PROCESSING OF APPLES AND PEARS

## ABOUT THE PROJECT

The investment project involves the creation of an enterprise for growing apples and pears, as well as their industrial processing.

## ADVANTAGES OF IMPLEMENTATION :

- ✓ Availability of qualified and cheap labor resources;
- ✓ Guaranteed sales markets on the territory of the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the implementation of an investment project;
- ✓ Availability of a land plot;
- ✓ Availability of a raw material base.

## MANUFACTURED PRODUCTS :

- Fresh apples and pears;
- Juices and jams;
- Canned products.

## PROJECT EFFICIENCY



**\$ 4 MILLION**

Project  
Implementation  
Cost



**2 YEARS**

Time to design capacity  
reach



**4 YEARS**

Dynamic payback  
period



**\$ 1,5 MILLION**

Annual revenue

# CONSTRUCTION OF A HIGH-TECH GREENHOUSE COMPLEX FOR GROWING FLOWERS AND ORNAMENTAL PLANTS

## ABOUT THE PROJECT

The investment project involves the construction of a high-tech greenhouse complex with the aim of growing flowers and ornamental plants indoors in the city of Fanipol.

## ADVANTAGES OF IMPLEMENTATION:

- ✓ Availability of qualified and cheap labor resources;
- ✓ Guaranteed sales markets on the territory of the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the implementation of an investment project;
- ✓ Availability of a land plot with an area of 14.6 hectares;
- ✓ Projected growth of the market for flowers and ornamental plants by 2022 by 18% in relation to 2018.

## MANUFACTURED PRODUCTS :

- Roses;
- Ornamental plants;
- Saplings.

## PROJECT EFFICIENCY



**\$ 13,7 MILLION**

Project implementation cost



**2 YEARS**

Time to reach design capacity



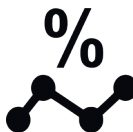
**8 YEARS**

Dynamic payback period



**\$ 3,3 MILLION**

Net present value



**12,3 %**

Internal rate of return



# ESTABLISHMENT OF AN ENTERPRISE FOR THE CULTIVATION AND PROCESSING OF CAULIFLOWER AND BROCCOLI

## ABOUT THE PROJECT

The investment project involves the establishment of an enterprise for the cultivation and processing of cauliflower and broccoli, its industrial processing as well.

## IMPLEMENTATION ADVANTAGES:

- ✓ Availability of qualified labor resources;
- ✓ Guaranteed market outlet in the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the investment project implementation
- ✓ Availability of the land plot and facilities
- ✓ Increasing demand for nonpolluting products

## OUTPUT PRODUCTS:

- Cauliflower;
- Broccoli.

## PROJECT EFFICIENCY



**\$ 1,6 MLN**

Implementation project cost



**1 YEAR**

Term of reaching the project capacity



**4 YEARS**

Dynamic pay-back period



**\$ 2,2 MLN**

Annual revenue

# ESTABLISHMENT OF THE ENTERPRISE FOR THE BLUEBERRIES AND LINGONBERRY CULTIVATION

## ABOUT THE PROJECT

The investment project involves the establishment of the enterprise for blueberries and lingonberry cultivation.

## OUTPUT PRODUCTS:

- Fresh berry;
- Frozen semi-finished products;
- Canned products;
- Juices and jams.

## PRECAUTIONS FOR IMPLEMENTATION:

- ✓ The tendency to consume "healthy" and useful products among the population;
- ✓ Decrease in the share of imports and increase in export supplies;
- ✓ Development of own production of berry crops.

## INVESTMENT ATTRACTIVENESS OF THE PROJECT:

- Expansion of the products range;
- Stable demand for products in Belarus and abroad;
- Lack of high competition

## IMPLEMENTATION ADVANTAGES:

- ✓ Availability of qualified labor resources;
- ✓ Guaranteed market outlet in the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the investment project implementation
- ✓ Availability of the land plot
- ✓ Increasing demand for nonpolluting products

## SALES DISTRIBUTION BY REGIONS

CIS countries – 80%

Belarus – 30%

EU countries – 10%

Southeast Asia – 10%





## POSSIBLE PROJECT IMPLEMENTATION LOCATIONS:

### OSHMANYANY DISTRICT

COST – \$ 1,5 MLN

INFRASTRUCTURE:



### OSIPOVICHY DISTRICT

COST – \$ 0,25 MLN

INFRASTRUCTURE:



### BEREZOVSKIY DISTRICT

COST – \$ 0,12 MLN

INFRASTRUCTURE:



### PINSK DISTRICT

COST – \$ 1,8 MLN

INFRASTRUCTURE:



### GOMEL DISTRICT

COST – \$ 0,5 MLN

INFRASTRUCTURE:



# THE SETTING UP OF AN ENTERPRISE FOR THE CULTIVATION AND INDUSTRIAL PROCESSING OF MUSHROOMS

## ABOUT

The project involves the setting up of an enterprise for the cultivation of mushrooms (champignons, oyster mushrooms), as well as their industrial processing.

## PREREQUISITES:

- ✓ The intention of the population to consume «healthy» and useful products;
- ✓ Decrease in the share of imports and increase in exports;
- ✓ Development of own production of mushroom.

## ADVANTAGES OF IMPLEMENTATION :

- ✓ Availability of qualified and cheap labor resources ;
- ✓ Guaranteed sales markets on the territory of the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the implementation of an investment project;
- ✓ Availability of land;
- ✓ Increasing demand for environmentally friendly products.

## PRODUCTION:

- Fresh mushrooms;
- Frozen mushrooms;
- Canned mushrooms;
- Dried mushrooms;
- Mushroom powder.

## INVESTMENT APPEAL:

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

## SHARE OF SALES BY REGION

CIS – 80%

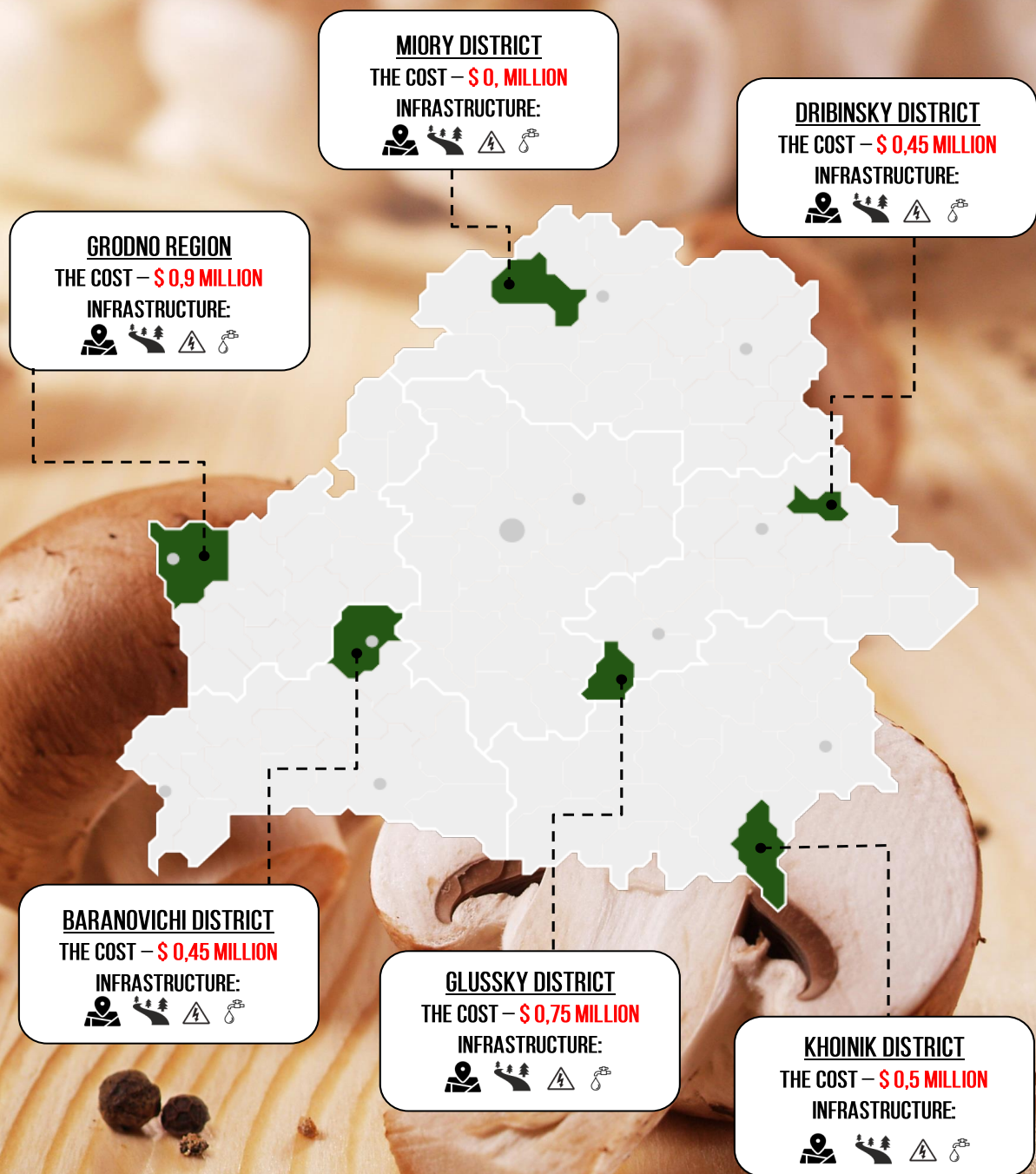
Belarus – 10%

EU – 10%

Southeast Asia – 10%



## POSSIBLE LOCATIONS OF THE PROJECT:



# SET UP OF A CRANBERRY PLANT

## ABOUT THE PROJECT

The investment project involves the set up of an enterprise for the cultivation and processing of cranberries.

## PREREQUISITES FOR IMPLEMENTATION:

- ✓ The desire of the population to consume "healthy" products;
- ✓ Reduced share of imports and increased exports;
- ✓ Development of own production of berry crops.

## IMPLEMENTATION ADVANTAGES:

- ✓ Availability of qualified labor resources;
- ✓ Guaranteed market outlet in the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the investment project implementation
- ✓ Availability of the land plot
- ✓ Increasing demand for nonpolluting products

## PRODUCTS:

- Fresh berry;
- Frozen semi-finished products;
- Preserved product;
- Juices and jams.

## ATTRACTIVENESS OF THE PROJECT:-

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

## SALES DISTRIBUTION BY REGIONS

CIS countries – 80%

Belarus – 30%

EU countries – 10%

Southeast Asia – 10%



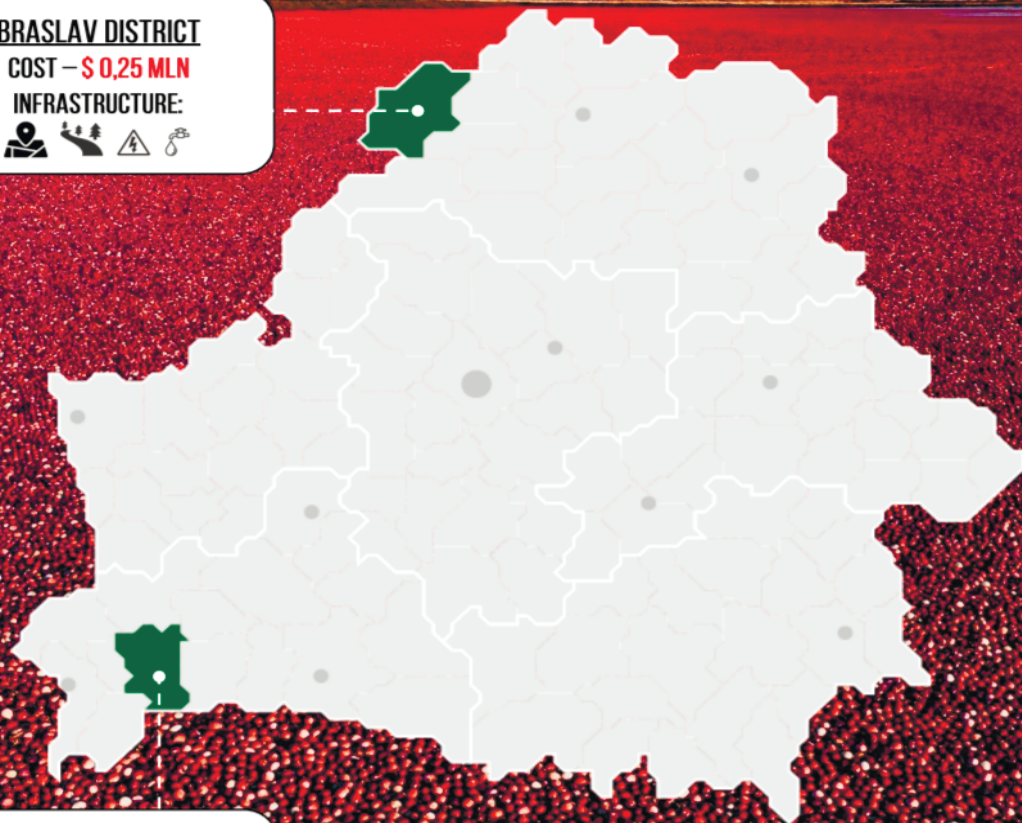


## POSSIBLE PROJECT IMPLEMENTATION

### BRASLAV DISTRICT

COST – \$ 0,25 MLN

INFRASTRUCTURE:



### KOBRYN DISTRICT

COST – \$ 3 MLN

INFRASTRUCTURE:





# THE SETTING UP OF AN ENTERPRISE FOR THE CULTIVATION AND INDUSTRIAL PROCESSING OF HAZELNUTS

## ABOUT

The investment project involves the setting up of an enterprise for the industrial cultivation of hazelnuts (hazelnuts) in the Vitebsk region, as well as its industrial processing .

## ADVANTAGES:

- ✓ Availability of qualified and cheap labor resources;
- ✓ Guaranteed sales markets on the territory of the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the implementation of an investment project;
- ✓ Availability of land and free premises;
- ✓ Increasing demand for environmentally friendly products.

## PRODUCTION:

- Hazelnut in shell;
- Peeled hazelnuts;
- Trees and shrubs producing edible fruits.

## EFFICIENCY



**\$ 1,5 MILLION**

The cost



**2 YEARS**

Time to reach design capacity



**5 YEARS**

Dynamic payback period

## INVESTMENT APPEAL:

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



# ESTABLISHMENT OF AN ENTERPRISE FOR THE LUCERNE CULTIVATION

## ABOUT THE PROJECT

The investment project involves the establishment of an enterprise for the cultivation of lucerne for further use in the manufacture of animal feed, as well as the manufacture of medicines.

## IMPLEMENTATION ADVANTAGES:

- ✓ Availability of qualified labor resources;
- ✓ Guaranteed market outlet in the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the investment project implementation
- ✓ Availability of the land plot

## OUTPUT PRODUCTS:

- Fodder for livestock;
- Powder against non-healing wounds and ulcers;
- Medicinal tinctures;
- Medicinal syrups.

## PROJECT EFFICIENCY



**\$ 5 MLN**

Implementation project cost



**1 YEAR**

Term of reaching the project capacity



**2,6 YEARS**

Dynamic pay-back period



**\$ 2,5 MLN**

Annual revenue

## ESTABLISHMENT OF AN ENTERPRISE FOR THE CULTIVATION ELITE SEEDS

### ABOUT THE PROJECT

The investment project involves the establishment of an enterprise for the cultivation and packaging of elite seeds of perennial grasses, rapeseed and mustard in the Vitebsk region.

### IMPLEMENTATION ADVANTAGES:

- ✓ Availability of qualified labor resources;
- ✓ Guaranteed market outlet in the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the investment project implementation
- ✓ Availability of the land plot
- ✓ Production of export-oriented products.

### OUTPUT PRODUCTS:

- Perennial grasses seeds;
- Rape seeds;
- Mustard seeds.

### PROJECT EFFICIENCY



**\$ 0,2 MLN**

Implementation project cost



**1 YEAR**

Term of reaching the project capacity



**3 YEARS**

Dynamic pay-back period



**\$ 0,1 MLN**

Annual revenue



# CONSTRUCTION OF AN ENERGY-EFFICIENT GREENHOUSE

## О ПРОЕКТЕ

The investment project involves construction of a high-tech, energy-saving greenhouse for the cultivation of cucumbers, gherkins, tomatoes, and also eggplants.

## PRECAUTIONS FOR IMPLEMENTATION:

- ✓ The tendency to consume "healthy" and useful products among the population;
- ✓ Decrease in the share of imports and increase in export supplies;
- ✓ Development of own production of
- ✓ Vegetable crops.

## ПРЕИМУЩЕСТВА РЕАЛИЗАЦИИ:

- ✓ Availability of qualified labor resources;
- ✓ Guaranteed market outlet in the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the investment project implementation
- ✓ Availability of the land plot
- ✓ Increasing demand for nonpolluting products

## OUTPUT PRODUCTS:

- Cucumbers and gherkins;
- Tomatoes;
- Eggplant.

## INVESTMENT ATTRACTIVENESS OF THE PROJECT:

- Expansion of the products range;
- Stable demand for products in Belarus and abroad;
- Lack of high competition

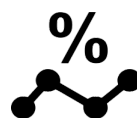
## SALES DISTRIBUTION BY REGIONS

CIS countries – 80%

Belarus – 30%

EU countries – 10%

Southeast Asia – 10%



## POSSIBLE PROJECT IMPLEMENTATION LOCATIONS:

### VITEBSK DISTRICT

COST – \$ 38 MLN

INFRASTRUCTURE:



### KOBRIN DISTRICT

COST – \$ 3 MLN

INFRASTRUCTURE:



### LYAKHOVICH DISTRICT

COST – \$ 0,15 MLN

INFRASTRUCTURE:



### GOMEL DISTRICT

COST – \$ 13 MLN

INFRASTRUCTURE:





## SET UP AN ENTERPRISE FOR THE HARVESTING AND PROCESSING OF WILD BERRIES

### ABOUT THE PROJECT

The investment project aim is setting up of an enterprise for the harvesting and processing of wild berries (blueberries, cranberries, lingonberries) and mushrooms (borovik, podosinovik, podberezovik, chanterelles, honey agaric).

### PREREQUISITES FOR IMPLEMENTATION

- ✓ The desire of the population to consume "healthy" products;
- ✓ Reduced share of imports and increased exports;
- ✓ Development of own production of berry crops.

### ADVANTAGES:

- ✓ Availability of qualified labor resources;
- ✓ Guaranteed market outlet in the Republic of Belarus and abroad;
- ✓ Benefits and preferences in the investment project implementation
- ✓ Availability of the land plot
- ✓ Increasing demand for nonpolluting products

### PRODUCTS:

- Fresh berries and mushrooms;
- Frozen semi-finished products;
- Canned products;
- Jam;
- Juice.

### ATTRACTIVENESS OF THE PROJECT:-

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

### SALES DISTRIBUTION BY REGIONS:

CIS countries – 80%

Belarus – 30%

EU countries – 10%

Southeast Asia – 10%



## POSSIBLE PROJECT IMPLEMENTATION

### MIORY DISTRICT

**COST – \$0,75 MLN**

**INFRASTRUCTURE:**



### ZITKOVICHY DISTRICT

**COST – \$3 MLN**

**INFRASTRUCTURE:**



### LELCHICY DISTRICT

**COST – \$0,5 MLN**

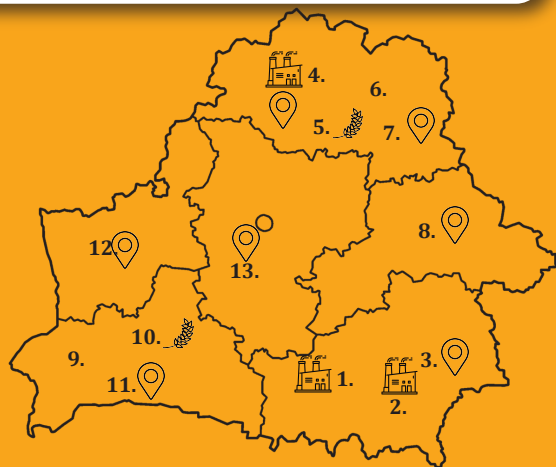
**INFRASTRUCTURE:**





More investment projects and ideas, as well as land plots and real estate objects for the implementation of investment projects can be found on the interactive portal **"Investor Roadmap"**

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



Projects for the farming are represented at the interactive portal **"Investor's Roadmap"**

**We also welcome your projects!**

Title of the investment project	Project Cost	Form and expected participation of the investor
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#### **Brest region**

1.Organization of the technological process shock freezing berries, mushrooms, fruits	1.0 million US dollars	New venture with a local partner
2.Cultivation and production of herbal tea	0.3 million US dollars	Setting up a new company
3.Organization of a greenhouse for growing greenhouse vegetables	3 million US dollars	Setting up a new company

#### **Vitebsk region**

4.Organization of growing wild medicinal herbs	250 thsd US dollars	Setting up a new company
5.Organization of an enterprise for the collection and processing berries and mushrooms	750 thsd US dollars	Setting up a new company
6.Creation of production for cultivation vegetable crops	1.6 million US dollars	Setting up a new company
7.Reconstruction of greenhouses on an area of 8 hectares in UE "Rudakovo"	38 million US dollars	New venture with a local partner

#### **Mogilev region**

8.Industrial production of currants, raspberries, gooseberries, strawberries, champignons	500 thsd US dollars	Setting up a new company
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#### **Gomel region**

9.Creation of a modern production of elite soybean and hybrid sunflower seeds	6.7 thsd US dollars	Setting up a new company
10.Creation of production for drying mushroom products based on new technology "infrared drying"	600 thsd US dollars	Setting up a new company
11.Establishment of a manufacturing enterprise champignons on an industrial basis	700 thsd US dollars	Setting up a new company

#### **Grodno region**

12.Organization of the production of packaged berries, deep-frozen vegetables and fruits	1.2 million US dollars	New venture with a local partner
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#### **Minsk region**

13.Creation of production for freezing mushroom berries	500 thsd US dollars	Setting up a new company
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## 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>)



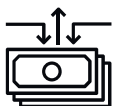
### Territory

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)

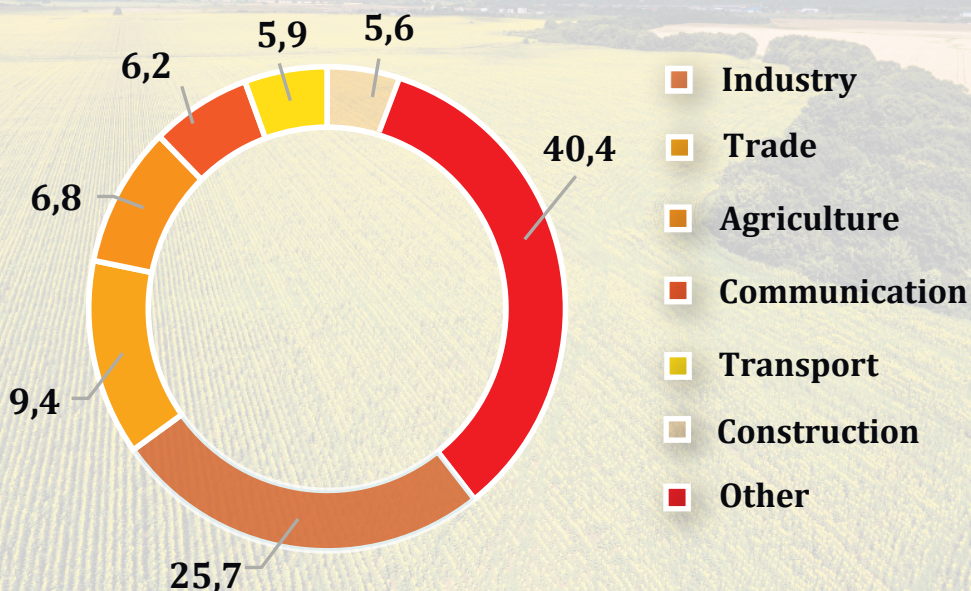


### Net FDI

~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

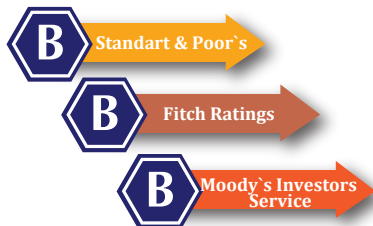
Belarus	36
Romania	38
Russia	42
Kazakhstan	48

\* 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



### 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

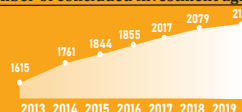
1. Exemption from income tax upon sale for export and to other residents of FEZ
2. Exemption from real estate tax on objects in the territory of FEZ for three years from the date of registration
3. Exemption from land tax and lease of land for the period of design and construction, but not more than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

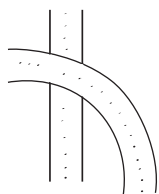
1. Exemption from income tax for 10 years, and subsequently at a rate of 50% of the current in the republic
2. Real estate tax exemption
3. Land tax exemption
4. Rent exemption
5. Exemption from compensation for losses of forestry and agricultural production
6. Income tax for employees of residents of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



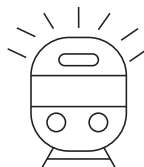
# Favorable geographical location



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



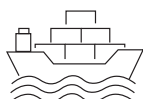
**6**  
international  
airports,  
9 airfields



**5,480**  
*km*  
railway total  
length



**2,067.4**  
*km*  
length of inland  
waterways



**8**  
river ports

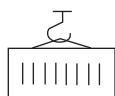


Distance to the ports  
of the Baltic Sea

- ➔ **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)**





# Scientific research infrastructure

## **PRUE Research and Practical Center of National Academy of Sciences of the Republic of Belarus for Arable Farming**

*Development of technological and industry regulations for the cultivation of various crops, research in the field of crop care, cultivation problems, etc.*



## **RUE Institute of Land Reclamation**

*Recommendations on the use of natural meadows, on provision of essential conditions for field works, on preparation of irrigation, drainage and moistening systems, etc.*



## **Sugar Beets Experimental Science Station**

*Recommendations on growing, fertilizing, harvesting and storage of sugar beet*



## **RUE Institute of Flax**

*Recommendations on the cultivation, agricultural technology and harvesting of flax.*



## **RUE Institute of Soil Science and Agricultural Chemistry**

*Recommendations on providing effective plant nutrition.*



## **RUE The Institute of Plant Protection**

*Recommendations for effective plant protection.*



## **Research and Practical Centre of National Academy of Sciences of Belarus for Potato, Fruit and Vegetable Growing,**

*Recommendations for crop care, planting, harvesting, storage of vegetable crops and potatoes*



**RUE Institute for Fruit Growing   RUE Institute for Vegetable Growing**



## ***Highly qualified workforce***

### ***State educational institutions that train specialists for the agro-industrial complex of Belarus***

#### ***Belarusian State Agricultural Academy***



Belarusian State Agricultural Academy is one of the largest multidisciplinary higher educational institutions of the agricultural sector in the CIS countries and Europe. During its history, the Academy has trained over 100,000 highly qualified specialists for agricultural sector and other sectors of the economy. Many of them became famous politicians, scientists, top managers of large organizations and enterprises and make a great contribution to the development of the national economy of the country.

#### ***Belarusian State Agrarian Technical University***



Belarusian State Agrarian Technical University is a leading educational, scientific and innovative center of the Republic of Belarus, which is training highly qualified specialists for agricultural sector of the republic. Since the date it was founded, the University has trained over 57 thousand specialists for the republic and over 1,100 foreign specialists.

#### ***Grodno State Agrarian University***



The University conducts training at 7 faculties in 13 specialties of agricultural, engineering-technological and economic profiles. Progressive methods and technologies of teaching are used, joint educational and research activities are carried out with specialists from countries of near and far abroad, where scientists and University students have a unique opportunity to exchange experience and scientific information.



## 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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