



# Fish Farming in Belarus: investment opportunities



NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION

REPUBLIC OF BELARUS



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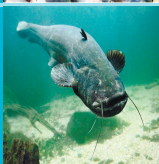
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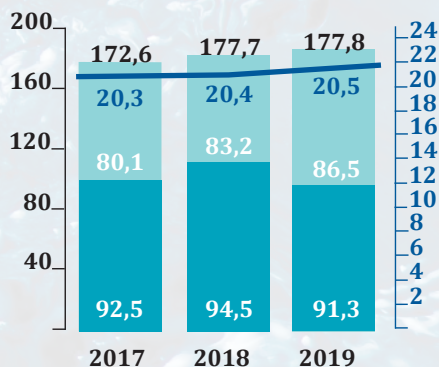
*Experts forecast fish farming to play the key role in the future in satisfying global population needs in fish and fish products, which are essential to human diet. Fish production buildup and expansion of fish species (especially high-value species) are the two major objectives for Belarusian fish farmers in the coming years in order to meet the ever-growing demand in the domestic and foreign markets and support the national food security.*

*We are pleased to present this brief review of investment opportunities for fish farming in Belarus and are delighted to invite you to cooperation in creating modern production facilities in this industry.*

***Sincerely Yours,  
National Agency of Investment and Privatization***

# Fish farming in the world

Мировой рыбный рынок, млн. тонн



Fish consumption expansion drives the global fish market growth

— Fish consumption per capita (kg/year)  
 Fishery  
 Aquaculture

FAO data indicate a steady growth in global aquaculture production over the past several years. Carp, tilapia, pangasius, salmon and shrimp dominate in the global aquaculture production.

Asian countries make up the biggest share in the aquaculture production growth. Tilapia remains one of the main species for fish breeding in China.

France is the leader in European fresh water aquaculture production, followed by Germany. Common carp and rainbow trout prevail in this countries fish production with catfish and lake trout demonstrating a constant growth.



# Fish farming in Belarus

**20 800**

rivers

**90 600 km**

rivers total length

Top rivers with length over 500 km: Dnepr, Pripyat, Berezina, Sozh, Neman

**9 000**

swamps

**10 800**

lakes

Naroch is the largest lake (appr. 80 sq km)

**136**

artificial lakes

**80 000**

ha  
artificial lakes  
total area

The largest artificial lake is Vileyskoe

**11**

fish farms  
producing high  
value fish species  
(total capacity -  
1265 tonnes)

**6**

fish farms  
constructed in  
the past 5 years

742 fishing areas and 650 water passageways were subject for leasing in 2019 while only 143 facilities were rented by 103 renters.

**200 tons**

annual trout  
production at  
Rybachanka river  
fish farm

(Molodechno district), est.  
in 2017 with foreign  
investment

**17**

main fish  
producers in  
Belarus

Over 800 entities and individuals are involved in fish farming.

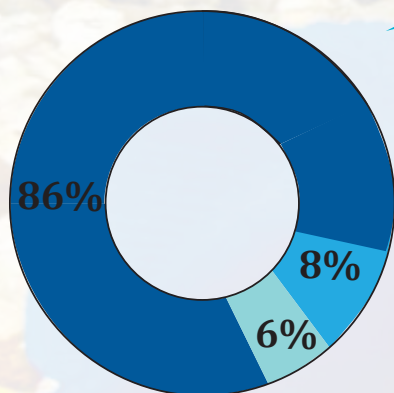
Fishing industry is composed of the two main activities:

- aquaculture (fish farming) – commercial fish breeding in artificial environment
- fishery – fish harvesting in natural fish waters

Fish farming divides into:

- pond fish farming
- industrial fish farming (live well, pool and recirculating aquaculture system fish rearing)

Commercial fish production  
structure, 2019



- Industrial 8%
- Pasture 6%
- Pond fish farming 86%

Lokhva Trout Farm OJSC (Mogilev Region) is the top producer of high value fish species in Belarus. Lokhva OJSC, Alba OJSC and Khazar Fish FLLC possess cutting-edge technologies in industrial trout fish farming. Other trout producers are Ptich CJSC (Logoisk district) and two more fish farms in Grodno Region.

Sturgeon fish farms are as follows: Volma, Selez, Akvatoria (Dzerzhinsk district), Rosich (Minsk Region), Remona (Mogilev).

# Fish production in Belarus, by species

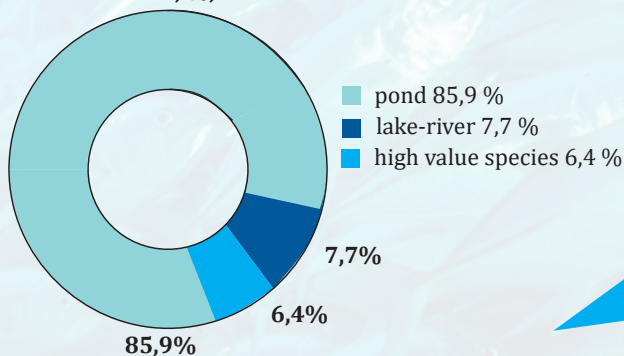


**56**  
*fish species*  
live in water bodies  
and  
rivers of Belarus



**20**  
*fish species*  
are of commercial  
importance

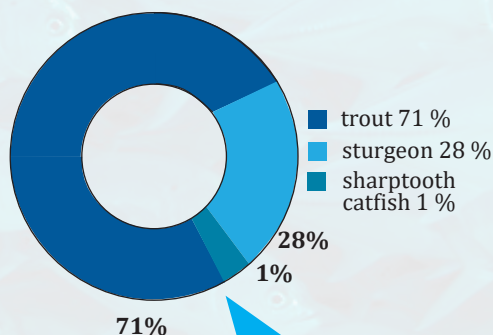
Structure of fish production  
in Belarus, %, 2019



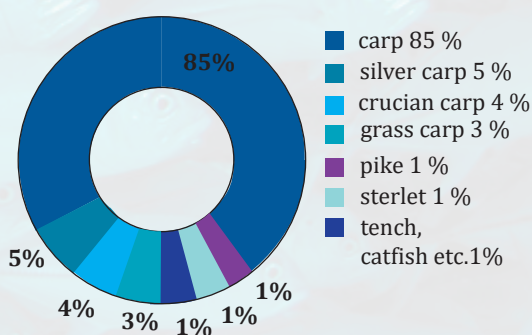
*The existing pond farms were designed and built for carp cultivation, that is why carp is remaining one of the main freshwater fish species.*

*The average cost of 1 kg of carp is USD 1.5-2. Feed makes up 40% of the cost of fish products.*

Structure of high value industrial  
aquaculture species, 2019



Structure of pond aquaculture  
species, 2019



*In order to develop industrial fish farming, several new complexes for valuable fish species production using closed water supply were constructed in Belarus. In industrial fish farming, where the cost of growing fish is higher than in the pond, the focus is on species with higher added value. Rainbow trout and sturgeonfish form the basis of production of high-value aquaculture species (71 and 28 percent, respectively), with less than 1 % of the African catfish.*

## Fish products consumption and production

**130.6 thsd.tons**  
consumption of fish  
and fishproducts in  
Belarus in 2018

**incl. 121.2 thsd.tons**  
personal consumption of  
fish and fish products

**12.8 kg**  
per person per year  
consumption of fish  
and fish products

**16,128 tons**  
of fish were produced  
in Belarus in 2018

**incl. 13,860 tons**  
of pond fish were produced  
in Belarus in 2018

**1,033 tons**  
of high value fish species  
were produced in 2018

**1,235 tons**  
of lake-river fish were  
produced  
in Belarus in 2018

The norms of rational food consumption approved by the Ministry of Health of the Republic of Belarus stipulate consumption of fish and seafood at the level of 16-24 kg per year per person (depending on age and physical activity). In order to meet sustainably the needs of the population, Belarus needs at least 200 thousand tons of fish and fish products per year.

According to the sub-program "Development of fishery activities" of the State Program of Development of Agrarian Business in Belarus for 2016 - 2020, the volume of fish resources in water bodies of the country was planned at the level of 18.2 thousand tons.

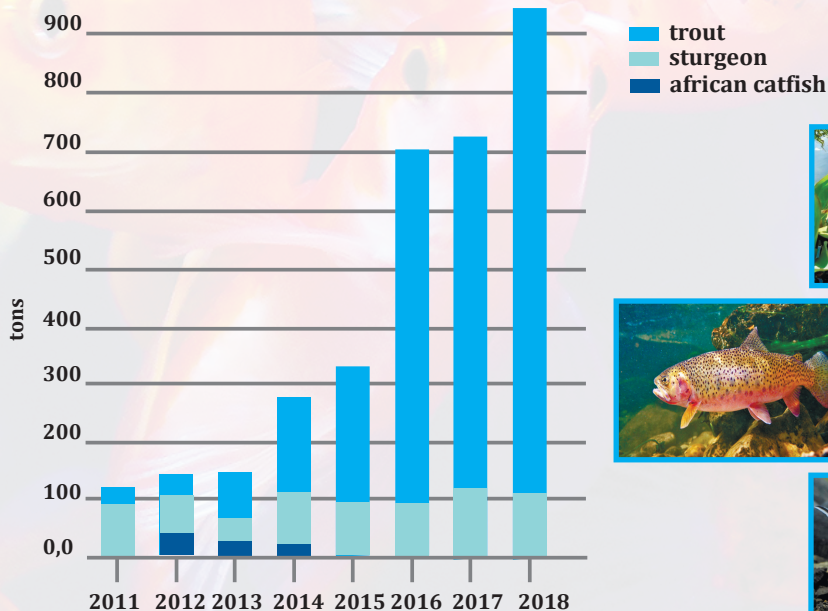
The goal of doubling the volume of fish production has been set for the enterprises of the country.

It is planned to reach the goal due to the availability of poven technologies in the country, as well as due to the launching of modern compound feed plant with the projected capacity of 67 thousand tones per year.

The plant will be a part of Belarusian National Biotechnology Corporation.



### Dynamics of commercial production of high-value fish species, 2014-2018



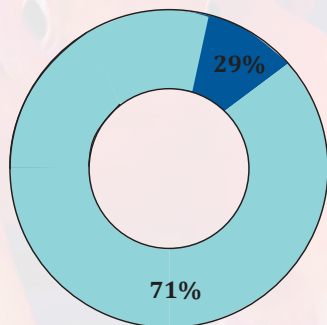
The major branch of fish industry in Belarus is pond fish farming. It is setting the pace for the overall dynamics of commercial fish production in the country.

The production of commercial fish of high value species has increased due to the development of newly built industrial enterprises. As three of the industrial complexes put into operation in recent years are designed for trout farming, the main increase in volume is due to this fish species.

The share of sturgeon is also growing, driven by reconstruction of fishbreeding farms, development of reproduction and cultivating technologies in operating fish farms.

In 2020, Belarus is planning to increase production of valuable species of fish: trout, sturgeon and grass carp. In 2020 it is expected to catch 900 tons of fish, while in the next year - 1.2 thousand tons.

### Structure of caviar production, 2018



*In addition to the production of live and processed fish of high value species, caviar production started in the country.*

*In 2018, it was produced 1,380 kg of sturgeon caviar, including 980 kg produced by JV Santa Bremor LLC and 400 kg produced by ZAO DG-Center.*

*OAO Lohva produced a pilot batch of red trout caviar.*

JV Santa Bremor LLC 71%  
ZAO DG-Center 29%

## Top fish processing companies in Belarus

### Santa Bremor



*Santa Bremor is a strategic business unit of the "Santa Group", one of the largest food producers in Europe, with over 40 companies.*

**1998 year**  
began operations

**1, 000, 000 packages**  
of finished products

**37 countries**  
products are exported to

**1,000 food items**  
in 13 categories

**100,000 tons**  
annual production volume

**6 plants**  
in Belarus and Russia

### Vitalur



*ODO Vitalur is one of the leaders of trade in Belarus. Direct cooperation with suppliers from Norway, Great Britain, Russia, Iceland, Finland, Lithuania, Latvia, China, as well as South America and Asia, allows to offer customers a wide range of fish and seafood at the most favorable prices.*

**1995 year**  
the company was founded

**710 suppliers**  
all over the world

**71 shops**  
of various formats  
countrywide

**50 items**  
freshly frozen fish at each  
point of sale

### Belryba



*BELRYBA is one of the largest producers of smoked air-dried fish products, fish delicacies, canned food and preserves, as well as importer of frozen fish and seafood in Belarus.*

**1957 year**  
the company was founded

**400 items**  
of production

**2, 600**  
wholesalers and retailers  
are the clients



*Investment projects*  
to implement in  
Belarus

# MULTIFUNCTIONAL INDUSTRIAL FISH-BREEDING COMPLEX FOR PRODUCTION OF STURGEON WITH CAPACITY OF 200 TONS WITH POSSIBILITY OF FISH PROCESSING

<b>Location</b>	Republic of Belarus, Minsk region, Chervensky district, Ozerny village
<b>Types of the grown-up aquaculture</b>	Russian sturgeon
<b>Total area of the complex</b>	6500 m <sup>2</sup>
<b>Partner of the project</b>	JSC Volma Fish Farm
<b>About the complex</b>	<p>Directions of production:</p> <ul style="list-style-type: none"><li>• meat sturgeon production;</li><li>• artificial reproduction of fish;</li><li>• sturgeon caviar production;</li><li>• restoration of natural populations of sturgeon;</li><li>• processing of fish products.</li></ul>

# INVESTMENT OFFER

<b>Conception</b>	Set up of a multifunctional industrial fish-breeding complex for the production of sturgeon with a capacity of 200 tons with possibility of fish processing
<b>Production, tonnes/year</b>	Product sturgeon output - up to 50 tons; fish seeding material - up to 70,000 copies.; caviar production - up to 1.8 tons; fish processing production - up to 660 tons per year.
<b>Product</b>	<ul style="list-style-type: none"><li>• sturgeon Russian (live, frozen);</li><li>• sturgeon caviar;</li><li>• fish processing products.</li></ul>
<b>Amount of investment</b>	16 mln USD
<b>Forms of investment</b>	A joint company

# INVESTMENT OFFER

<b>Conception</b>	The modernization of the pond complex with orientation on development ecologically fishproducts , using a profitable location of ponds (forest area).
<b>Production tonns/year</b>	Trout: up to 70 tons, carp: up to 30 tons, white amur: 3 tons, silver carp: 3 tonns.
<b>About the complex</b>	Seperetly located complex makes up of the system of ponds for growing carps and blocks of pools for trout householding.
<b>Location</b>	Republic of Belarus, Vitebsk region, Senno district, village Rodnaye Syalo.
<b>Product</b>	Rainbow trout, carp, white cupid, colt
<b>Area</b>	Total area of the complex 100 ha, all ponds square – 62 ha.
<b>Need of electricity</b>	475,000 kW/h per year
<b>Amount of investment</b>	from 2,5 mln USD (2,3 mln EUR)
<b>Forms of investment</b>	A joint company / acquisition

# POND COMPLEX «BOGUSHEVSKY»

## Location

The complex is located near d. Rodnoye Selo Sennensky district, Vitebsk region (60 km from Vitebsk, 50 km from Orsha, 45 km from Senno).

## Nomenclature of grown aquaculture

- Trout
- Carp
- Silver carp
- Grass carp
- Crucian

## Total area of the complex

100 ha (the area of all ponds is 62 ha)

## Ponds system

The ponds are located in two systems – left-bank and right-bank. The big advantage of Bogushevsky pond farming is that the ponds communicate with each other without an external power source, but due to the difference in height established in the system.

## Structure of trout farming

Trout farming is represented by two blocks:

- Block of fish-breeding pools for rearing young fish (outgrowth block). The block size is 44x18,1 m.
- Block of fish-breeding pools for growing commodity fish (feeding block). The block size is 58 x 18,8 m.

# CREATION OF THE COMPLEX FOR GROWING EEL

## Location

Miory district Vitebsk region

## Types of the grown-up aquaculture

eel

Due to its biological and ecological characteristics, the complex is interesting for industrial fish farming. Only two species of 20 species of freshwater eels (European and Japanese) received industrial development in world aquaculture.

## Information on the partner

Farm fishing company "Actam Fish", Miory district.

Actam Fish is the only enterprise in Belarus that specializes in growing glassy eel larva and year-round growing eel.

# INVESTMENT OFFER

## Conception

The idea of the project is to grow glassy eel larva at an industrial installation of closed water supply for the subsequent dumping of open fish-water reservoirs of the republic, and year-round cultivation of commercial eel in a recycled water supply system.

## The existing infrastructure

A closed water supply unit was installed, including two lines of pools: seven and eight reservoirs for growing eel larva.

## Production capacity

Aktam-Fish production facilities are designed for seven tons of eel

## Financing of the project

\$82,500

## Possible forms of investor participation

Creation of a joint venture with Aktam-Fish or a new enterprise

# CONSTRUCTION OF POND FISH PROCESSING WORKSHOP IN PETRIKOVSKY DISTRICT

**Location**

Petrikovsky district Gomel region

**About the partner**

Rybkhoz Tremlya OJSC specializes in raising pond fish, which allows providing its own raw materials. Tremlya has extensive experience in the fishing industry.

**Types of the grown-up  
aquaculture**

- carp
- silver carp
- white amur

**Total area of the complex**

1445 ha

**Land plot**

Land plot allocated for fish processing enterprise, area 0.50 ha

# INVESTMENT OFFER

**Conception**

Creation of production for processing live pond fish in OJSC Rybkhoz Tremlya/

**Performance,  
ton/year**

up to 223 tons of processed fish per year (cold smoked carp, dried carp, carp fillet, ear kits. Production of ecoproducts, canned food in vacuum packing from fish, vegetables and grain is possible).

**Estimated volume of  
investment**

US \$2 million.

**Possible forms of  
investor participation**

Creation of joint venture.

# REHABILITATION OF THE POND, ORGANIZATION OF THE RECREATIONAL FISHING ZONE IN IVYE

<b>Location</b>	Ivyevsky district, Grodno region
<b>Location of the complex</b>	artificial reservoir in the northern part of the city of Ivie
<b>Types of the grown-up aquaculture</b>	<ul style="list-style-type: none"><li>• carp</li><li>• silver carp</li><li>• white amur</li><li>• pike</li></ul>
<b>Total area of the pond</b>	44.1 ha
<b>Description of the pond</b>	<p>Channel pond on the Ivenka River.</p> <p>Geological and geodetic works were carried out.</p> <p>An automatic bucket type flood throw with 1 m diameter spillway pipes with a bottom outlet with a regulating valve was organized</p>

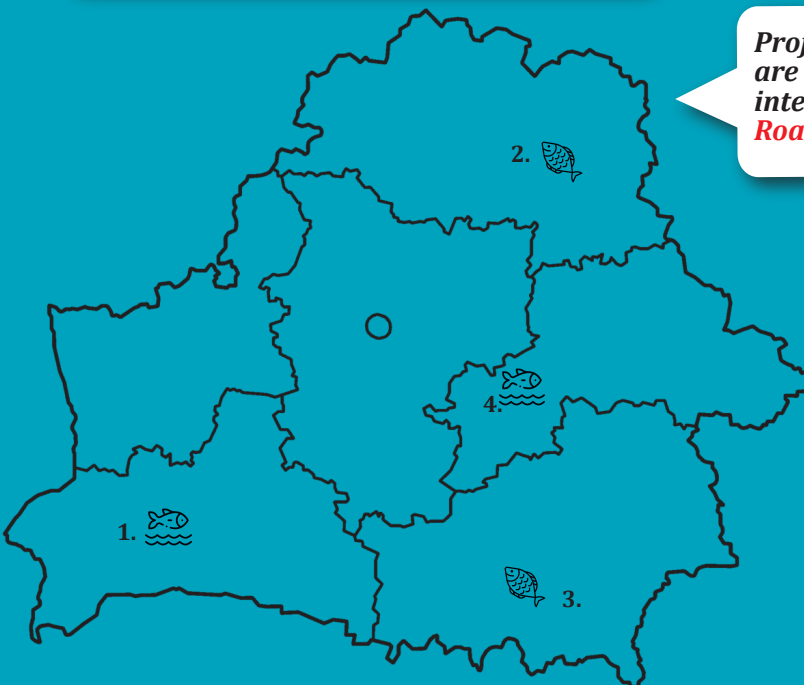
# INVESTMENT PROPOSAL

<b>Concept</b>	Restoration of the pond for recreational purposes, its stocking, organization of Amateur fishing and recreation zones.
<b>Productivity, t/year</b>	up to 80 tons
<b>Necessary activities</b>	<ul style="list-style-type: none"> <li>• stocking with highly sportive fish species;</li> <li>• arrangement of fish barriers and fish catchers.</li> </ul>
<b>The approximate amount of investment</b>	500,000 US dollars
<b>Possible forms of investment</b>	Creating a joint venture or setting up a new company

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 fish production are represented at the interactive portal **"Investor's Roadmap"**



*Title of the investment project*

*Project Cost*

*Form and expected participation of the investor*

### **Brest region**

1. Production of commodity fish in the Brest region

0.5 million US dollars

Setting up a new company

### **Vitebsk region**

2. Complex for breeding of valuable species of fish and obtaining commercial caviar in the Chashniki district

1.1 million US dollars

Setting up a new company

### **Gomel region**

3. Development of infrastructure and organization of fish farming near d. Chaplin of Loyevsky district

0.5 million US dollars

Setting up a new company

### **Mogilev region**

4. Organization of pond fish farming in the Glussky district

1.3 million US dollars

Setting up a new company

## 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>)



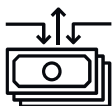
### Territory

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

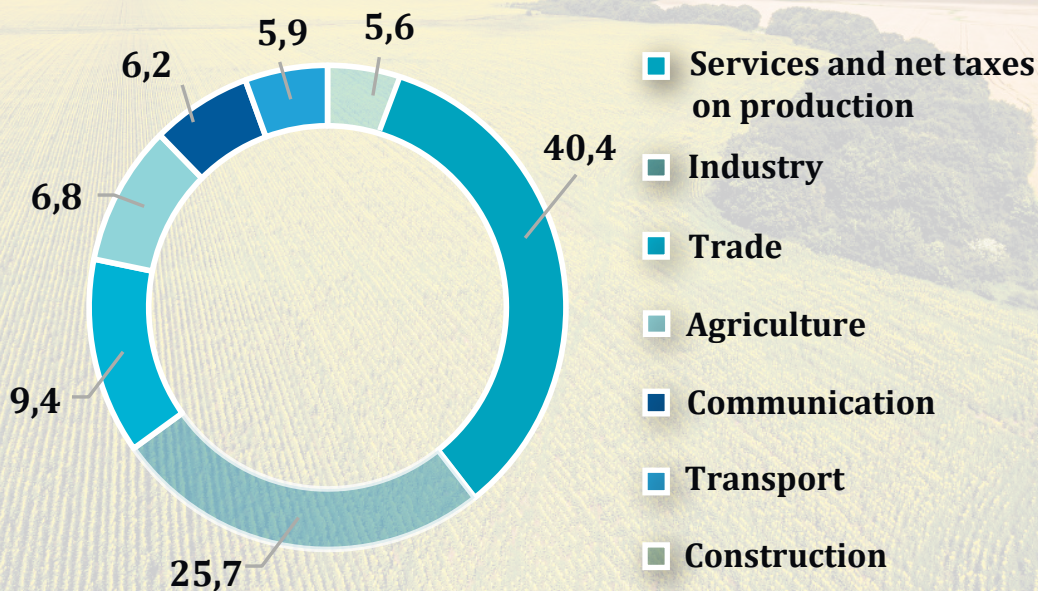
~20.1 thsd \$ (2019)



### Net FDI

~1.3 bln \$ (2019)

## GDP structure, 2019



## Global rankings

### FDI Intelligence, 2020

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.



agreements for promotion and  
mutual protection of investments



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

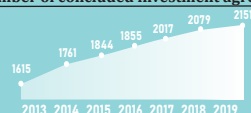
1. Exemption from income tax upon sale for export and to other residents of FEZ
2. Exemption from real estate tax on objects in the territory of FEZ for three years from the date of registration
3. Exemption from land tax and lease of land for the period of design and construction, but not more than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

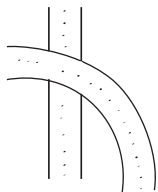
1. Exemption from income tax for 10 years, and subsequently at a rate of 50% of the current in the republic
2. Real estate tax exemption
3. Land tax exemption
4. Rent exemption
5. Exemption from compensation for losses of forestry and agricultural production
6. Income tax for employees of residents of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

## Orsha district

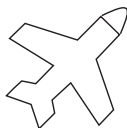
1. VAT deduction in full when constructing and equipping facilities in the territory of Orsha district
2. Exemption from state duties for issuing special permits for the right to engage in labor activities in the Republic of Belarus to foreign citizens and stateless persons
3. Exemption from compensation 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



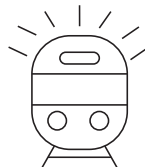
# Favorable geographical location



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



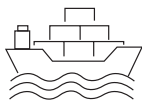
**6**  
international  
airports,  
9 airfields



**5480**  
*km*  
railway total  
length



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



**8**  
river ports

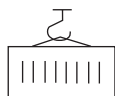


Distance to the ports  
of the Baltic Sea

- ➔ **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)**



# Scientific research infrastructure

## **RUE Institute of Fisheries**

**the leading research center that leads and coordinates research on fish farming in Belarus**

*The Institute of Fisheries is a part of the Scientific and Practical Center of the National Academy of Sciences of Belarus for animal husbandry.*

*The Institute's developments are aimed at solving the most relevant issues of fish farming.*

*The Institute is a full member and one of the founders of the Association Network of Aquaculture Centres in Central-Eastern Europe (NACEE).*



## **Technopark Gorki**

*A platform for supporting and implementing interaction between startups, businesses, scientists and investors; a subject of innovative infrastructure of the scientific and industrial cluster of agricultural biotechnologies and the "green" economy, created on the basis of the largest agricultural multidisciplinary University in the CIS and Europe - the Belarusian State Agricultural Academy.*

*Technopark's specialization is agribusiness*

*The mission of the Technopark: creating conditions for the development of science-intensive organizations (residents) and providing assistance in their implementation of innovative activities from the development of innovations to its development and commercialization.*



## **Polesye Technopark**

**Founders:**

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

*The Technopark is aimed at creating conditions favorable for the organization and development of innovative enterprises, including acceleration of production development of the results of research and development, inventions and discoveries aimed at the development of competitive, export-oriented and import-substituting technologies, goods, works (services).*

*The key activity is to attract residents and provide favorable conditions for the intensive formation and development of agriculture and agrobiotechnological industry.*



# Highly qualified workforce

## **Belarusian State Agricultural Academy**

*one of the largest multidisciplinary higher educational institution of the agricultural sector in the CIS countries and Europe*

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

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

**10** faculties

**21** specialties

**2** specializations

Masters are being trained, the possibility of obtaining a second higher education in 4 specialties at the Higher School of Agribusiness is being carried out. Highly qualified personnel are being trained through postgraduate programmes 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 and specialists of agricultural organizations of Belarus improve their qualifications.

Much attention is paid to research work.

In 1930, the Faculty of Biotechnology and Aquaculture was established.

The largest fishing complex in Eastern Europe for growing rainbow trout planting stock is operating.

## **Polesky State University**

*The establishment of the University made it possible to organize the training of highly qualified personnel for enterprises and organizations, to create an innovative educational, scientific and cultural center, a research university in Polesie*

**3482** full-time and part-time students

**143** high school students

**67** disciplines are taught at the Faculty of Biotechnology

**446** students study at the faculty

In 2010 the Biotechnology Faculty was founded.

The department of industrial fish farming and processing of fish products is conducting research work "Development of innovative methods of intensification of aquaculture".

The aim of the study is the development and justification of new reproduction methods, rearing and feeding of juveniles of valuable fish species, innovative approaches to the treatment of industrial water in industrial fish farming.

# National Agency of Investment and Privatization

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