

BELARUS



BUSINESS PARTNER



Dear colleagues and friends!

Currently, Belarus is getting more attractive to international business community. Its unique geographical position – at the crossroads between west and east, north and south – is just one of the advantages for establishing and doing business in Belarus. Other benefits include a favorable investment and taxation environment, unique privatization opportunities, well-developed transport and logistics infrastructure, highly qualified workforce, decent living standards, direct access to the markets of Russia and Kazakhstan.



The advantages of doing business in our country are proved by statistics. For several years Belarus has been rated among the top three out of 50 countries that regularly take part in the World Bank's «Doing business» research and have achieved remarkable results in creating a favorable regulatory environment and implementing reforms efficiently. According to the Human Development Index, compiled by the UN Development Program, our country is listed among the countries with a high level of human development and comes first among the CIS states. And the capital of Belarus, Minsk, tops the Forbes list of the most attractive cities for doing business in the post-Soviet area.

The edition contains up to date information about Belarus, its economic, export, investment potential. We hope it will serve as a business guide for our partners, not only briefly presenting the opportunities for establishing and doing business, but also providing references to the domestic organizations and companies to address for all the necessary information and business assistance.

On behalf of the Belarusian Chamber of Commerce and Industry I wish your acquaintance with Belarus to be productive and full of pleasant experience!

Welcome to Belarus!

Mikhail Myatlikov
Chairman of the Belarusian Chamber
of Commerce and Industry

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Exhibition unitary enterprise of the
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- National exhibitions of the Republic of Belarus abroad

- National exhibitions of foreign countries in Belarus

- Design, construction and decoration of exhibition stands



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Geographical position

The Republic of Belarus is a country in the center of Europe.

The territory of the republic is 207.6 thousand sq.km.

Extension from north to south – 560 km, from east to west – 650 km.

Border extension – 2,969 km.

It takes 8–10 hours to cross the territory of Belarus in any direction travelling by car.

The country is divided into six regions: Brest, Gomel, Grodno, Minsk, Mogilev, Vitebsk.

The city of Minsk, the capital, is an independent administrative unit, which does not form part of a region.



The country borders on Latvia and Lithuania in the north-west, on Russia in the east, on Ukraine in the south, and on Poland in the west.

Borders:

Latvia 143 km

Lithuania 462 km

Poland 399 km

Russia 990 km

Ukraine 975 km

Government



National Flag of the Republic of Belarus



National Emblem of the Republic of Belarus

The Republic of Belarus is a sovereign, independent state.

Form of government – presidential republic.

Since 1994 the President of the Republic of Belarus is Alexander Lukashenko.

The Parliament of the republic is the National Assembly, consisting of two chambers:

the House of Representatives (110 deputies) and the Council of the Republic (64 members).

Executive power is exercised by the Government – the Council of Ministers – which is the major state administrative body.

In its activities the Government is accountable to the President and liable to the Parliament of the Republic of Belarus.



Historical background

100–35 thousand B.G. First settlements were formed in the territory of present-day Belarus.

VII–XIII centuries. First state formations in the territory of Belarus (Principality of Polotsk)

XIII–XVI centuries. The formation of the Grand Duchy of Lithuania, embracing the territories of present day Belarus, Lithuania, Kiev, Chernigov and Volyn regions of Ukraine, and western regions of Russia.

XVI–XVIII centuries. The Grand Duchy of Lithuania and the Kingdom of Poland created on equal terms a federative state – Rzecz Pospolita.

XVIII – beg. of XX century. As a result of the sustained

wars of Rzecz Pospolita, the state was portioned out by Russia, Austria and Prussia.

Belarusian lands were incorporated into the Russian Empire.

1917. The October Revolution.

1919. Belarusian Soviet Socialist Republic (BSSR) was established.

1922. BSSR became one of the Soviet Union (USSR) founding republics.

1941–1945. Belarusian lands were occupied by the German troops during the World War II.

1944. Liberation of the country's territory from the German occupation.

1945. Belarus joined the United Nations Organization together with other UNO founding member-states.

1986. As consequence of the Chernobyl accident, a significant part of the country's territory exposed to radioactive contamination.

1991. After the collapse of the USSR, Belarus was proclaimed an independent state.

The Agreement on the creation of the Commonwealth of Independent States was signed. Minsk was defined the official headquarter of the CIS coordinating authorities.

1994. The Constitution of the Republic of Belarus was adopted. The first President elections in the history of the independent state were held.

1999. The Treaty on the creation of the Union State of Russia and Belarus was signed, and the action programme for the implementation of its provisions was adopted.

2009. The documents on the creation of the Customs Union of Belarus, Kazakhstan and Russia were signed.

2012. The Declaration on the creation of the Eurasian Economic Community was adopted, and the Agreement between Belarus, Russia and Kazakhstan on the Common Economic Space came into force.

2014. The Agreement on the creation of the Eurasian Economic Union on the basis of the Customs Union was signed.

The members of the Union are Russia, Belarus, Kazakhstan and Armenia.

Climate and weather in Belarus



Belarusian moderate continental climate, influenced by the Atlantic air masses, is characterized by rainy warm summers and mild winters with frequent thaws. The weather is changeable in spring and autumn.



Average annual precipitation in the territory of Belarus is 600–700 mm.

Month precipitation is characterized by well-defined annual cycle with its minimum amount in February – March and maximum in summer. 70% of rainfall falls on for April – October.

The number of snowy days varies from 75 in the south-west to 125 in the north-east, snow cover depth ranges from 15 to 30 cm.

Average temperature varies depending on region: in June it ranges from +17°C in the north to +18,5°C in the south.

Average temperature in January varies from – 4,5°C in the south-west to – 8°C in the north-east.

In some regions of Belarus sub-zero temperatures are maintained for over a tertial.



Places to visit in Belarus



the guests of the city to get acquainted to historical and cultural heritage, museums, theaters, exhibition halls.



The Mir Castle Complex (Mir Castle) is an outstanding example of the XVI century fortification art. It is included in the UNESCO World Cultural Heritage List. Following restoration works, Mir Castle opened its doors to visitors in December 2010.



The Nesvizh palace and park complex is a unique monument of architecture and landscape design of the XVI–XVIII centuries. It is closely connected with the Radziwills family history. It is a UNESCO World Heritage site. In June 2011 Nesvizh Castle opened its doors to visitors following intensive restoration works.



The Augustow Canal is a hydraulic engineering specimen of the early XIX century. It is situated in Grodno region and connects the river Vistula and Neman. Numerous international cultural and sport events, national and regional contests, tourist gatherings take place at the canal. Tourists can go for kayak, canoe, motorboat trips along the Augustow Canal.



The memorial complex Khatyn is one of the most impressive monuments to the victims of World War II. It is located at a distance of 54 km from Minsk. Khatyn is a former Belarusian village destroyed by fascist invaders during the Great Patriotic War. Today's Khatyn complex is one of the most revered places in Belarus. The memorial complex has its own museum and a photo exhibition.



The Brest Fortress memorial is a specimen of the XIX century fortification art, located in a 30-minute walk from Brest's downtown. The fortress is a symbol of Soviet resistance during World War II. On June 22, 1941 the fortress garrison repelled the first attacks of Nazi invaders. The besieged fortress managed to hold the line for over a month. It was awarded the Hero

Fortress title in the wake of World War II for outstanding courage displayed by Soviet soldiers when they fought against fascist troops.



Belovezhskaya Pushcha is one of the major tourist attractions of Belarus. It is the biggest forest in Central Europe famous for its oak trees, which are over 500 years old. Belovezhskaya Pushcha is also home to numerous bird and animal species, including Europe's largest population of rare bison. The Belovezhskaya Pushcha National Park is a UNESCO World Heritage site.

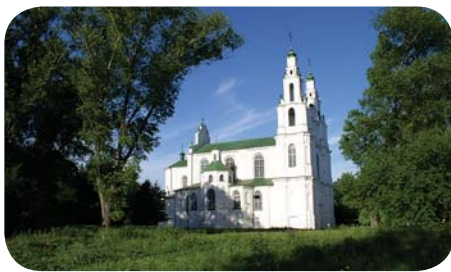


The Braslav Lakes National Park is located in Vitebsk region. The park includes the most beautiful glacial lakes in Belarus. The lakes are the habitat of rare birds and animals included in the Belarus Red Book of Endangered Species. There are a lot of tourist camps in the region.



The Marc Chagall Museum in Vitebsk is one of the most popular museums in Belarus. Marc Chagall is a world-famous Belarusian surrealist painter. Marc Chagall's creative phenomenon arouses particular interest in people both in Belarus and abroad. The museum's exposition comprises more than 300 original works of art, including lithographies, xylographs, gravures, aquatints, and illustrations for the poem *Dead Souls*

by Nikolai Gogol. Reproductions of Chagall's most famous canvases are also displayed at the museum.



Polotsk is one of the most beautiful towns in Belarus, located 250 km to the north of Minsk in Vitebsk region, enjoying an attractive riverside location on the river Western Dvina.

Polotsk was first mentioned in the *Tale of the Bygone Years* in 862. In its eventful history the town endured Viking incursions from the north, fought against crusaders and had been occupied numerous times. Polotsk became the centre of Christianity during the first Russian

state of Rus. The town was a birthplace for the first Belarusian canonized woman Euphrosyne of Polotsk.

Not only is it the oldest town in the country, but also one of the oldest in the whole Slavic region, making it a popular tourist attraction in Belarus. There are numerous historical buildings and monuments in Polotsk.

Polotsk's 1150th anniversary was included in the Calendar of Events of UNESCO in 2012–2013.



The Gomel palace and park complex is the most beautiful example of the region's architecture. Currently the unique museum complex in central Gomel unites the palace of the Rumyantsevs and the Paskeviches, a chapel and a burial vault, a winter garden, a watchtower and a picturesque old park.

Today the former aristocrats' residence in Gomel is one of the most interesting and frequently visited Belarusian museums and

a major historical, cultural and educational center. The collection of the Gomel palace is one of the richest in Belarus. It comprises archeological, ethnographic and numismatic collections, pictures, handwritten books and books printed before the XVIII century, icons and religious items, marine organisms and memorial complexes commemorating outstanding persons.

Tourist attractions of Minsk

One of the landmarks of Minsk is **Independence Avenue** that crosses the capital city from the center to the north-east. The avenue is 15 km long, which makes it one of Europe's longest city thoroughfares.



The second biggest thoroughfare of Minsk – **Pobeditelei Avenue** – starts at the ancient Upper Town near the Trinity Suburb.



Independence Square is ranked among the biggest squares in Europe.



The historical center of Minsk has preserved majestic temples and historical landmarks. The pearl of the Minsk downtown is the **Trinity Suburb**.



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Hotel "Minsk" is the first four-star hotel in the Republic of Belarus. The hotel is situated in the very heart of the Belarusian capital, within 10 minutes' walking distance from the railway station. There are 252 rooms available, including suits, three-room apartments and a luxurious presidential VIP suite. Each room is fitted with modern equipment and has whatever is required for fruitful work and proper rest.

Room service, "Minsk" and "The Seventh Heaven" restaurants, bars, conference services, SPA, business centre, beauty saloon, casino "Royal", night club "Versus", car rent, luggage room, laundry and delivery of cloths to the dry cleaner's are at the guests' disposal.

Let Minsk begin from "Minsk" for you!

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UNP 100325912

The biggest **museums** are located in the city's downtown within walking distance: National Art Museum of the Republic of Belarus, National Museum of History and Culture of Belarus, Belarusian State Museum of the History of the Great Patriotic War, Minsk's History Museum, the Museum of the Belarusian Cinema History, Yanka Kupala State Literature Museum, Yakub Kolas State Literature and Memorial Museum.



Minsk is famous for its picturesque **parks and gardens**, including *The Gorky Central Children's Park, Mikhailovsky Garde, Aleksandrovsky Garden, Troitskaya Gora Garden (Teatralaney Garden), Central Botanical Garden of the National Academy of Sciences of Belarus, the Chelyuskinites Park, Victory Park.*



Population

The population numbers 9 million 468 thousand.

Urban population – 76.8%.

Male population – 46%.

Expectancy of life – 72.2 years.

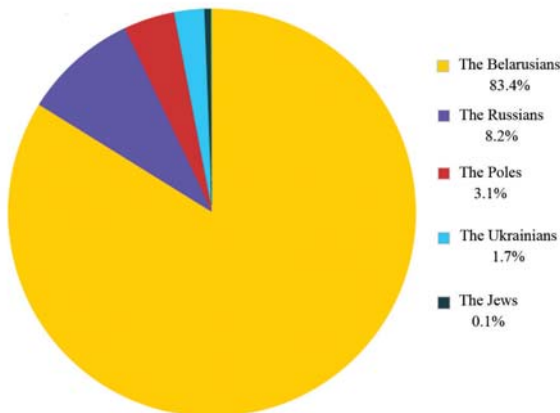
The representatives of about 140 nations inhabit Belarus.

60% of the population consider themselves religious.

Population census 2009



Ethnic composition of the population



At present there are 3,300 religious communities of 25 religious denominations in Belarus. These are communities of Eastern Orthodox believers, Roman-Catholics, Evangelical Christians, Baptists, Seventh-day Adventists, Lutherans, Jews and Muslims.

Eastern Orthodoxy is the principal religion in Belarus. It is the foundation of inter-faith stability in the country.

Catholicism is one of Belarus' traditional religious denominations. Catholics account for 14.5% of the Belarusian population.

Protestant religious organizations comprise over 1,000 religious communities, 21 associations, and 22 missions.

Lutheranism is one of traditional denominations in Belarus. Today there are 27 Lutheran communities in Belarus.

Jewish communities are widely presented in the country as well. At present there are over 50 Jewish communities functioning in Belarus.

There are 25 Muslim communities in Belarus.

Belarusian business ethics



Peculiarities of Belarusian mentality

The Belarusians are very friendly and kind. Expressiveness, emotional outburst, and boisterous spectacles in public are uncharacteristic of them. For centuries the Belarusians have lived in communities, which have left the mark on the character of the relationship between them. Mutual help, respect for the elder and for an interlocutor have always been of great importance. All the major matters are solved conjointly, with holidays being celebrated either by the whole big family, or even by the whole settlement.

Business ethics

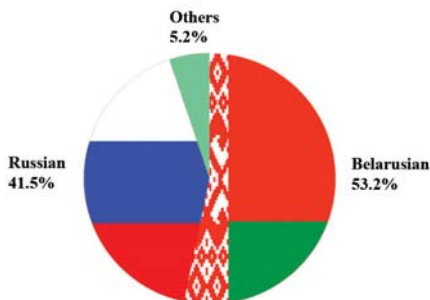
The Belarusians are characterized by openness and trust in people. Therefore, in business they tend to observe all the agreements and ensure reputation. The Belarusians believe that successful business relations are based only on trust and good personal relations.

All business meetings shall be arranged beforehand and then confirmed just before they are held. First business contacts imply business environment and business style of negotiations and clothes. Besides, a meeting with Belarusian state authorities representatives will be more formal than a meeting with businessmen.

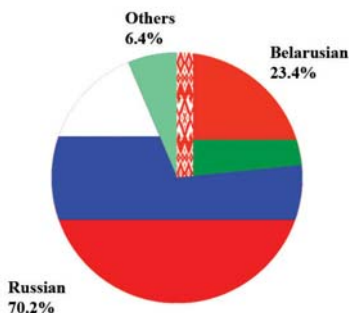
Language

State languages are Belarusian and Russian. Russian, English and German are widely used for business negotiations. In everyday life Russian and Belarusian predominate. It's frequent that the Belarusians use a peculiar international slang – the mixture of Russian and Belarusian. For instance, it's possible to hear conversations starting in Belarusian and finishing in Russian, and vice versa.

Native language



Home-spoken language



Belarus in international ratings

In a joint study **Doing business – 2015**, prepared by the World Bank, Belarus is ranked 57th out of 189 countries in the general index of ease of doing business. The country's position improved by six points comparing to the previous (2014) year.

Position of Belarus by main indicators:

Registering property – 3rd place;
 Enforcing contracts – 7th;
 Starting a business – 40th;
 Dealing with construction permits – 51st;
 Paying taxes – 60th;
 Resolving insolvency – 68th;
 Protecting minority investors – 94th;
 Getting credit – 104th;
 Trading across borders – 145th;
 Getting electricity – 148th.

The Doing Business 2015 rating is topped by Singapore. The world's top ten also include New Zealand, Hong Kong (China), Denmark, Republic of Korea, Norway, the United States, the UK, Finland, and Australia.

Russia is 62nd in the list, while Kazakhstan goes 77th.

International Telecommunication Union in Geneva presented the report «Measuring the Information Society 2013».

The Republic of Belarus takes quite high positions in the ratings given by the report. According to the Information Communication Technologies Development Index, our country takes the 41st place out of 157 (Republic of Korea takes the 1st place) and is ahead of all CIS countries except Russia (Russia ranks 40th, Moldova – 62nd, Ukraine – 68th).

The UN Food and Agriculture Organization (FAO) considers the Republic of Belarus an important producer of major agricultural products.

The review published on November 1, 2013 by FAO reports that following the results of 2013 Belarus is ranked among the leaders in the pork and beef meat market. In this context, FAO predicts increase in Belarusian meat products exports to foreign markets.

According to the above mentioned review, Belarus is predicted to take the 3rd place in the world as the producer of butter (75 thousand tons), losing only to New Zealand (451 thousand tons) and the EU (125 thousand tons), and the 6th place as the producer of cheese (140 thousand tons).

In **the Education Index**, a combined statistics of the United Nations Development Programme, Belarus ranks 52nd (out of 188 countries).

For reference:

Index measures the country's developments in terms of the achieved education level, combining two major dimensions:

- *adult literacy rate (2/3 of total weight);*
- *aggregate share of scholars, getting elementary, secondary and higher education (1/3 of total weight).*

Belarus maintains the leading position among the CIS states according to the independent British ranking **Legatum Prosperity Index**. Following the results of 2014, our country occupies the 53rd place (out of 142 countries and territories around the world).

For reference:

Legatum Prosperity Index is based on 79 different variables analysed across 142 nations around the world. The 89 variables are grouped into 8 sub-indexes, which are averaged using equal weights. The 8 sub-indexes are:

- *economy;*
- *entrepreneurship;*
- *governance;*
- *education;*
- *health;*
- *safety & security;*
- *personal freedom;*
- *social capital.*

The ranking is based on a variety of factors including wealth, economic growth, education, health, personal well-being, quality of life and their influence on economic growth and long-term welfare of the population.

At the beginning of 2014 American non-government organization Nuclear Threat Initiative published «**Nuclear Materials Security Index 2014**». Belarus occupies the 9th place and is ahead of all former USSR countries.

Minsk ranks 1st (out of 19) among the post-Soviet states' cities in the **Forbes'** annual look at the best cities for business.

The ranking evaluated the cities' business climate and the ease for Russian businessmen to conduct business there. The final result to a great extent was defined by the absence of language barrier, visa-free entrance and the Customs Union. Developed infrastructure and low tax rates were underlined as well. Moscow didn't participate in the ranking, and was rather a reference point for the other cities.

Belarus ranks 50th in the **Rule of Law Index 2014** among **99 countries and territories worldwide** in eight key indicators: constraints on government powers, absence of corruption, open government, fundamental rights, order and security, regulatory enforcement, civil justice, and criminal justice.

According to the **Human Development Index (HDI)**, published by the United Nations Development Programme, Belarus is classified as a country with high level of HDI, ranking 53rd among 187 countries.

For reference:

The Human Development Index (HDI) combines three dimensions:

- *life expectancy index;*
- *education index;*
- *income index: GNI per capita.*



The Belarusian Chamber of Commerce and Industry is the leading business community of Belarus, uniting over 2,000 members.

The Chamber has been implementing 257 cooperation agreements and Memoranda with National and Regional Chambers of Commerce and Industry, associations and other organizations of 90 countries – traditional and promising trade partners of the Republic of Belarus.

The Belarusian Chamber of Commerce and Industry has its foreign representatives in 26 countries worldwide.

Foreign economic activities

- organization of business missions abroad;
- arrangement of business match-making sessions;
- company presentation in Belarus and abroad;
- arrangement and holding of business councils, economic and investment forums, seminars, conferences and symposiums in Belarus and abroad;
- issuing of certificates on availability (absence) of goods production within the territory of the Republic of Belarus;
- rendering assistance to Belarusian small and medium-scale enterprises in the arrangement of export, attraction of foreign investments;

- reception of foreign delegations (including related services: visa support, ticket reservations and hotel booking, transport services, rent of premises and lease of office equipment, insurance, translation/interpreting);
- translation/interpreting (consecutive, simultaneous);
- customs and statistic declaring of export (import) of goods;
- confirmation of the validity of documents used in the international economic turnover;
- force majeure confirmation.

Appraisal

- independent value appraisal of objects of civil rights, including: plots of land, buildings and facilities, including construction in progress, machinery and equipment, vehicles, intellectual property, appraisal of property (seized, arrested or appropriated by the government);
- assessment of damage caused to property and vehicles;
- determination of appraisal credibility.

Expert examination

- examination as to quantity, completeness and quality of goods, including: expert examination (inspection) of acceptance of goods, sampling, pre-shipment examination (inspection) of export goods, expert examination of goods sold through the Belarusian Universal Commodity Exchange, expert examination of consumer goods;
- forensic examination, including: forensic construction and technical examination, forensic and merchandising examination, forensic vehicle examination, forensic examination in relation to value appraisal of objects of civil rights.

Certification

- certification of the origin of goods: expert analysis of the country of origin, certification and issue of certificates of origin of various forms (Form 'A', Form 'ST-1', general form, and others);
- certification of goods (works, services) of own production, including: rating of manufactured goods (work, services) as the products (works, services) of own production, issue of certificates for goods (works, services) of own production.

Execution and issue of ATA Carnet

- ATA Carnet is an international customs document used as a customs declaration enabling to carry out simplified duty-free clearance of temporary import and export of goods. It is issued by chambers of commerce and industry or other national associations, authorized customs bodies in the states – members of conventions, and guarantees payment of import duties.

Legal support of foreign economic activity

- provision of assistance to legal entities and individual entrepreneurs of the Republic of Belarus and foreign countries in the development and drafting of preliminary agreements, draft contracts and other documents necessary for foreign economic and business activities;
- other activities in accordance with the law.

Information activity and publishing

- informational and technical support of business events;
- publishing activities: publishing commercial information in print media, catalogues, placement of information materials in the Internet;
- preparation of video presentations;
- media coverage of the Belarusian and foreign companies' activities.

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Educational and Consulting Unitary Enterprise
of the Belarusian Chamber of Commerce and Industry

Business Training Center

Education programs

Organization of education and business programs, seminars, consultations, roundtable discussions and presentations for Belarusian and foreign enterprises in the Republic of Belarus and abroad.

Business programs

Training programs in management, marketing and advertising, exhibition activities, logistics, finance, investment planning, foreign trade activities, customs regulation, civil and labor law, assessment of intellectual property, property, land and businesses.

Roundtable discussions

Seminars

The lecturers are leading representatives of business community and government authorities, experts in scientific and pedagogical sphere.

Trainings

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Economy

National currency – Belarusian ruble (BYR).

GDP (2013) BYR **636,784** billion.

GDP per capita BYR **67,271** thousand.

GDP in real terms compared to the previous year – **100.9%**.

The Republic of Belarus is an export oriented state with well-developed industry, agriculture and service sector. Belarus adheres to the model of socially oriented market economy that has proved its sustainability, consistency and efficiency.

Over the past decade, the foreign trade dynamics is characterized by rapid increase in goods and services turnover volume. It is determined by high economic growth, enhancement of scientific and technical and transit potential, participation in integration processes within the CIS, as well as diversification of trade and economic relations.

Belarus maintains key positions in the production of the most important

goods. Belarus produces 79% of tractors, 59% chemical fiber and yarn, 55% of the machine tools in the total amount of the CIS. The country has one of the leading positions in the world in production of potash fertilizers and heavy trucks.

Belarus boasts 17% of the world output of harvesters, 6% of tractors, 6.4% of flax and 2.8% of potato, and its share in the world mining dump trucks production is 30%.

10 BELARUSIAN CORE PRODUCTS

- freight vehicles, road and construction equipment
- tractors and agricultural equipment
- refrigerators and household equipment
- fertilizers
- flax fibers
- chemical fibers and threads
- clothes and footwear
- potatoes
- meat products
- dairy products

The share of industries in the total industrial output:

Power engineering	7.5%
Fuel industry	23.1%
Mechanical engineering and metalworking	20.6%
Chemistry and petrochemistry	12.1%
Forestry, wood processing, pulp and paper industries	3.2%
Light industry	3.8%
Production of construction materials	4.5%
Food industry	17.2%
Other industries	8.0%

Foreign trade

Belarus trade turnover of goods amounted to US\$ **80,226 million** in 2013.

Exports totaled US\$ **37,203 million**; imports amounted to US\$ **43,023 million**.

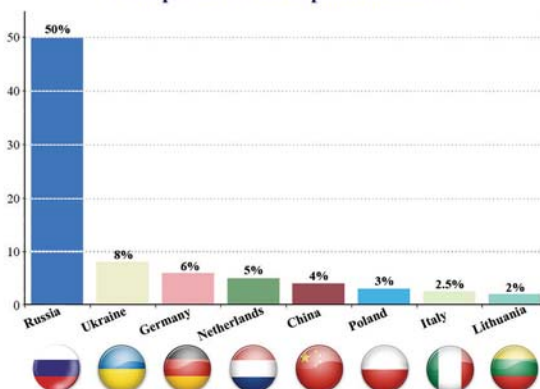
Export is one of the major priorities of the Belarusian economy, traditionally making up more than a half of its gross domestic product.

Belarus maintains trade relations with over 180 countries around the world. Exports make up 50% of the GDP, imports – about 60%.

Useful links:

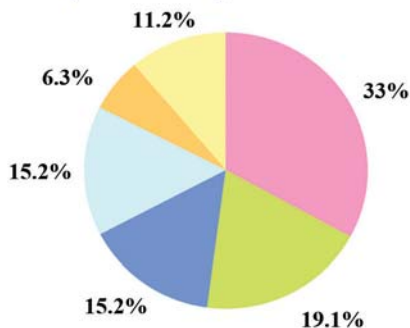
Ministry of Economy of the Republic of Belarus
www.economy.gov.by

Trade partners of the Republic of Belarus

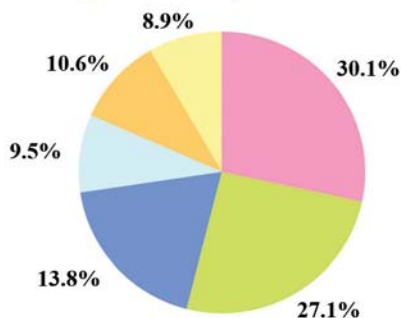


Ministry of Foreign Affairs of the Republic of Belarus
www.mfa.gov.by
 Belarusian Chamber of Commerce and Industry
www.cci.by
 National Agency of Investment and Privatization
www.investinbelarus.by

Export commodity structure



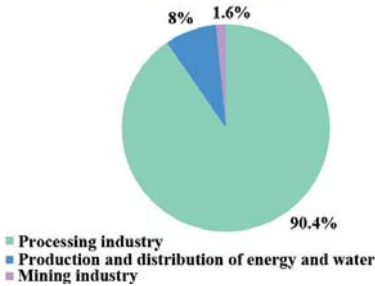
Import commodity structure



- Mineral products
- Machinery, equipment, and transport vehicles
- Chemical industry products, rubber (including chemical fibers and yarns)
- Foodstuffs and agricultural raw materials
- Ferrous and non-ferrous metals and articles
- Other

Industry

Industry structure



Priority areas of industrial development:

- production of high-precision casting for engineering complex;
- production of engineering process equipment;
- production of complete automated hydromechanical transmissions of a broad power range (210 to 850 hp) for various transportation and technological machines;

- specialised long-run production of tools for the metal-working industry of superhard materials and composite materials on their basis;
- production of components for vehicles and buses corresponding to Euro 5 and Euro 6 requirements;
- creation of new types of competitive optical electronic and laser products of special purpose;
- production of photo-sensitive devices, optical electronic devices, high-quality solar cells.

Useful links:

Ministry of Industry of the Republic of Belarus

www.minprom.gov.by

Belarusian State Light Industry Concern

www.bellegprom.by

Belarusian State Concern for Oil and Chemistry

www.belneftekhim.by

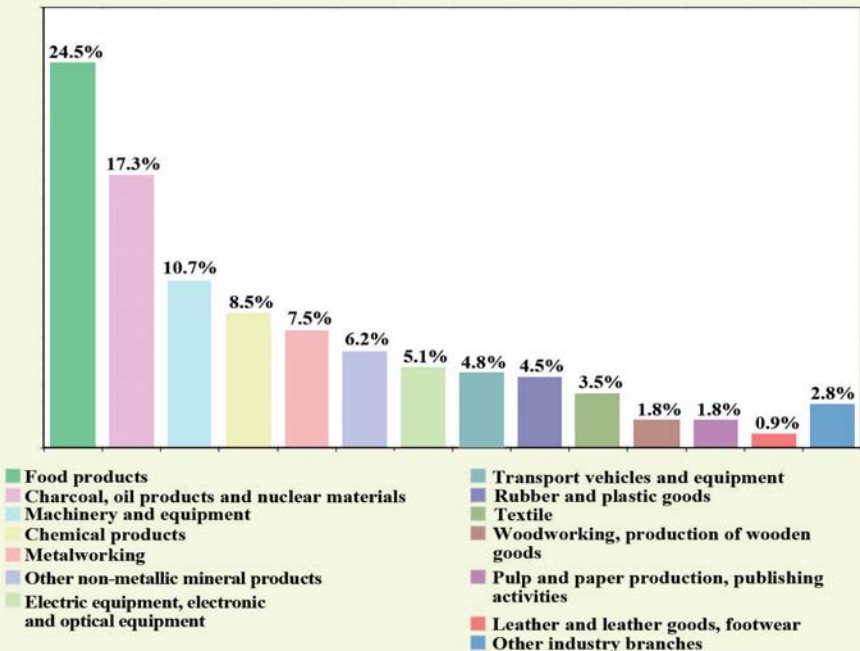
Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by

Processing industry



Mechanical engineering

Automobile industry is one of the leading branches of the mechanical engineering sector. It accounts for one fourth of the sector's output.

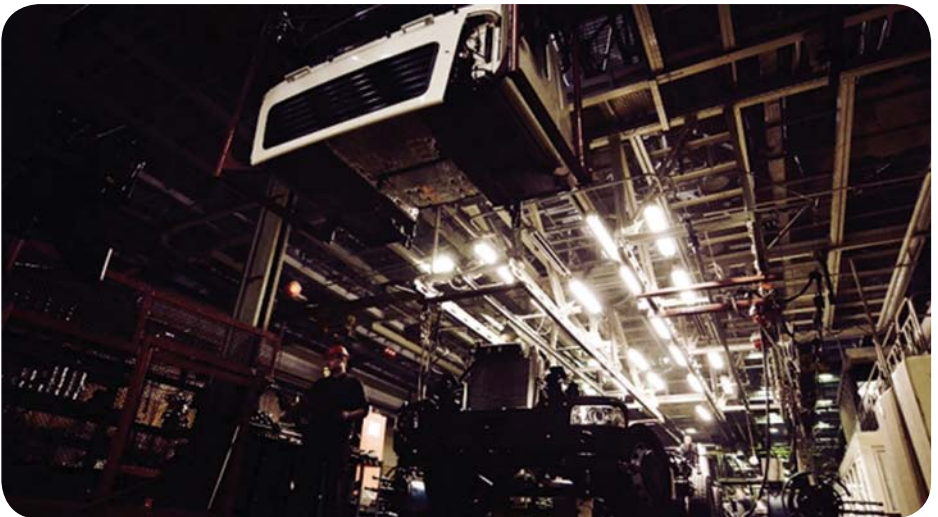
Belarus specializes in manufacturing freight vehicles, buses and special vehicles. The biggest companies are Minsk Automobile Plant and BELAZ. Belarusian Automobile Works accounts for a third of the global market of rock haulers and is one of the leading producers of quarry equipment in the world.

Belarus is a leading producer of agricultural equipment such as tractors, grain harvesters, all kinds of forage harvesters. Minsk Tractor Works is among the biggest manufacturers of wheeled tractors. Belarusian tractors account for 96% of the global market.



Belarusian Chamber of Commerce and Industry
www.cci.by
 National Agency of Investment and Privatization
www.investinbelarus.by

Useful links:
 Ministry of Industry of the Republic of Belarus
www.minprom.gov.by



Chemical industry

The Belarusian State Concern for Oil and Chemistry Belneftekhim incorporates over 60 enterprises. It accounts for more than 30% of the country's industrial output.

The top exporters of mineral fertilizers in Belarus are Belaruskali and GrodnoAzot.

Belaruskali is one of the world's biggest manufacturers of potash fertilizers. The Belarusian enterprise accounts for 16% of the global potassium market. About 90% of Belaruskali's output is exported to Europe, East Asia, Mediterranean countries, South Africa, India, China, South and North Americas – a total of 65 countries across the globe.

Belshina is Europe's largest tire producer.

The Belarusian oil processing industry includes Novopolotsk-based Naftan Oil Refinery and Mozyr Oil Refinery. These are modern facilities manufacturing high-quality oil products which are exported to Central and Northwest Europe.

Useful links:

Belarusian State Concern for Oil and Chemistry

www.belneftekhim.by

Ministry of Industry of the Republic of Belarus

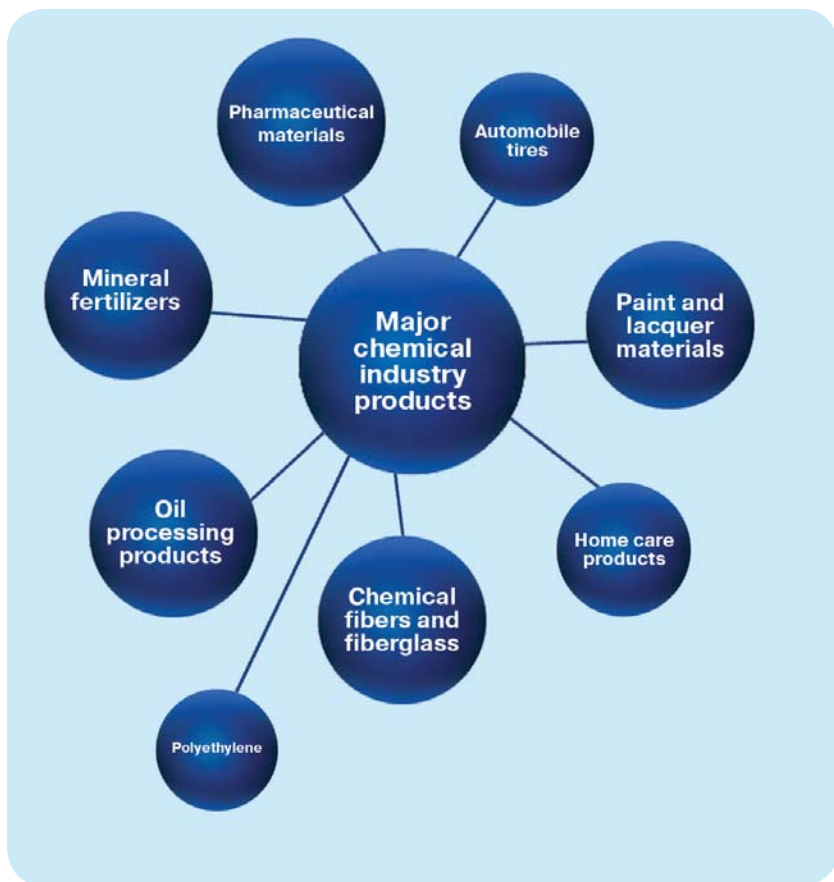
www.minprom.gov.by

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by



Metalworking

The Belarusian metalworking industry comprises eight manufacturers of electrowelded circular and shaped steel pipes, steel cast bars, rolled steel, various kinds of wire, steel cord, bolts, screws, nuts, nails, molding materials, heating equipment.

Belarusian Steel Works (BMZ trademark) in Zhlobin is Belarus' biggest manufacturer of ferrous metallurgy merchandize.

Useful links:

Ministry of Industry of the Republic of Belarus

www.minprom.gov.by

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by



Major metalworking enterprises

<i>Enterprise</i>	<i>Produced goods</i>
Belarusian Steel Works	Reinforced, rolled and profiled bars, iron rod and wire, steel wire cord, steel cast bars
Mogilev Steel Works	Steel electric-welded round and profiled tubes
Tsentrolit Gomel Foundry Plant	Iron casting for tool building and mechanical engineering, manholes, surge facilities and catch basins, ornamental and furnace casting
Rechitsa Metizny Plant	Bolts, screws, nails of all dimension-types
Minsk Plant of Heating Equipment	Heating boilers, radiators, fittings

Power engineering



The Belarusian fuel and energy complex includes companies engaged in production, transportation, and storage of all kinds of energy resources. About 85% of energy resources consumed by the national economy are imported. Electricity generation is the core of the Belarusian fuel and energy complex. This is one of the leading branches of the national economy with a traditionally high level of Belarus' technical and engineering potential concentrated. Beltransgaz OJSC distributes and transports gas across Belarus.

In the near future nuclear energy will play a leading role in the fuel and energy complex. The decision to build a nuclear power plant with the capacity of up to 2,000 MW in Belarus was made in 2008. The NPP will allow reducing the prime cost of produced energy by up to 20%.

Useful links:

Ministry of Energy of the Republic of Belarus

www.minenergo.gov.by

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by

Natural fuel and energy recourses

Fuel
peat

Petroleum,
including
gas
condensate

Flammable
associated
gas

Biogas

Firewood

Wind and
water
energy

Other types
of natural
fuel

Agriculture

Agricultural production accounts for about 8% of the country's GDP. Less than 10% of the employed in the national economy work in the agricultural sector.

Belarusian companies almost fully satisfy the needs of the domestic food market. Food import accounts for less than 10% of the total consumption. The production of milk per capita in Belarus is 2.8 times higher than that in the European Union and 8.4 times higher than that in the world. The production of meat per capita is 1.1 times and 2.2 times higher, the manufacture of grain is 1.6 times and 2.5 times higher respectively.

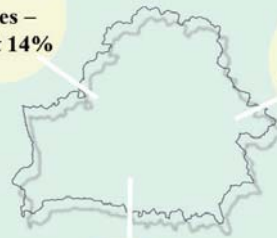
The country accounts for 1% of the global export of milk, 11% of butter export, and 5.7% of cheese export. Belarus is a top exporter of dairy products in the world along with Australia, New Zealand, Brazil, and Argentina.

Belarus is ranked first in terms of per capita production of potato and is one of the major potato producers in the world.

Belarusian agricultural products are exported to

Extra-CIS
states –
about 14%

Russia –
about 70%



CIS
states –
about 13%

About 16% of the world's flax crops are grown in Belarus. Belarus is a top five country among the world's 26 flax fiber manufacturers.

Useful links:

Ministry of Agriculture and Food of the Republic of Belarus

www.mshp.minsk.by

Belarusian State Concern of Food Industry

www.bgp.by/ru

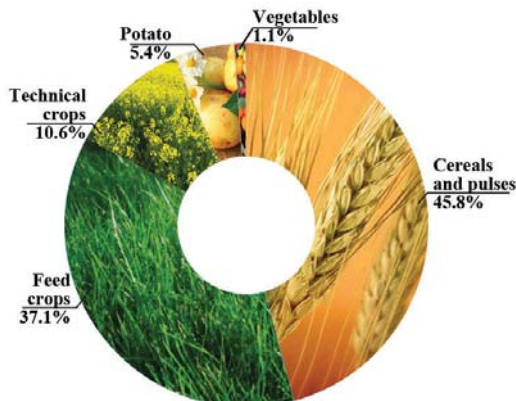
Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by

Crop structure



Transport and logistics






Belarus is a major transport corridor of Eurasia. The transportation infrastructure of Belarus is represented by a broad network of motorways, railways, airlines. Every year over 100 million tones of European cargoes are transported via Belarus. About 90% of the cargoes are transported between Russia and the European Union. The territory of the country is crossed by two out of ten cross-European transportation corridors:








Berlin–Minsk–Moscow;

Helsinki–Mogilev–Bucharest.

Transit of goods via Belarus is fast and secure. Transport services are rendered by railway, automobile, air, inland water, and pipeline transport operators.

Geographical location of Belarus favors the deployment of logistics centers along the routes used to transport cargoes between Europe and Asia.

	Cargo transportation (thousand tones)	Cargo turnover (million ton-km)
	137,359	61,134
	153,673	48,351
	189,302	22,031
	4,023	134
	14	34
TOTAL	484,371	131,684

	Passenger transportation (million persons)	Passenger turnover (million pkm)
	99.4	8,998
	1 415.5	10,546
	84.1	300
	508.2	1,873
	328.3	2,200
	1.6	2,490
	0.3	3
TOTAL	2 451.2	26,618

The country has worked out a large-scale program to guide the development of the logistics system until 2015. The program envisages the construction of 50 logistics centers, including 18 transport and logistics centers with the consequent processing of products as an option.

Useful links:

Ministry of Transport and Communications
of the Republic of Belarus

www.mintrans.gov.by

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by

Banking system

The banking system of the Republic of Belarus has two levels. It consists of the National Bank of the Republic of Belarus and other banks.

The National Bank of the Republic of Belarus is the first level of the banking system of the country. It performs the following functions: state registration and regulation of the banks' activities, licensing of banking, regulation of credit relations and monetary circulation, determination of the settlement procedure and the exclusive right for currency emission. The National Bank is responsible for cooperation with the International Monetary Fund, and also forms part of the Group of Banking Supervisors from Central and Eastern European Countries – BSCEE Group.

As of April 1, 2014 the banking sector of Belarus comprised 31 commercial banks. The overall capital of Belarusian banks amounted to 56,985,595.8 million rubles.

The main agency of the stock market of the Republic of Belarus is the Belarusian Currency and Stock Exchange.

The country has a well-developed information and analytical system, covering the results of the circulation of securities issued in the country, information about the activities of the issuers and participants of the securities market, news of the stock and financial markets of the Republic of Belarus.

Useful links:

National Bank of the Republic of Belarus

www.nbrb.by

Ministry of Finance of the Republic of Belarus

www.minfin.gov.by

Ministry of Economy of the Republic of Belarus

www.economy.gov.by

Republican Central Securities Depository
of the Republic of Belarus

www.centraldepo.by

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by



The countries of origin of the foreign capital in the banking system of Belarus are Austria, Cyprus, Czech Republic, Great Britain, Iran, Ireland, Kazakhstan, Latvia, Luxembourg, the Netherlands, Russia, USA, Ukraine, Switzerland, and others.

Food industry

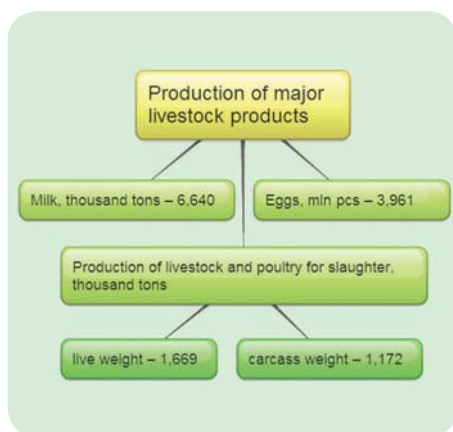
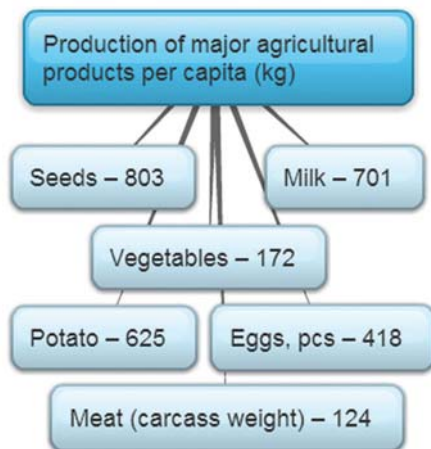
Key export products are milk and dairy products (57.2%), meat and meat products (32.3%), casein (2.3%), eggs (1.4%). The share of food products in total exports has increased from 7% to 10% over the last five years.

Belarusian food products are supplied to 50 countries worldwide. The largest importers are Russia, Ukraine, Poland, Germany, Kazakhstan, Lithuania, Moldova.

Promising trends in attracting investments are:

- increase of the production capacity for products with longer shelf life;
- manufacture of narrow-niche products – in cheese and meat industries;
- expanding capacities for processing cheese and milk whey using biotechnological methods;
- creation of «shock» freezing complexes for berries and mushrooms, as well as various treatment technologies for vegetables and fruits.

Belarusian Chamber of Commerce and Industry
www.cci.by
 National Agency of Investment and Privatization
www.investinbelarus.by



Useful links:

Ministry of Agriculture and Food of the Republic of Belarus

www.mshp.minsk.by

Belarusian State Concern of Food Industry

www.bgp.by/ru



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 Foreign business department:
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 e-mail: export@ivkon.by
impex@ivkon.by
office@ivkon.by

Legal address: 42, Promishlennaya str., Ivenets 222570, Minsk region, Republic of Belarus

Postal address:
 95-06, Nezavisimosti Ave, Minsk 220043, Republic of Belarus

Confectionery company "Ivkon" is one of the leading confectionery manufacturers in the Republic of Belarus since 1966.

In 2011 a new production line was assembled and now the assortment of produced confectionery includes more than 150 items.

We are glad to cooperate with your company!



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Confectionery Plant OJSC



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Light industry

Light industry in Belarus accounts for 28–30% of the total production of non-food goods. There are about 500 light industry enterprises in the republic, producing over 5,000 product names.

Belarusian light industry is passing through a period of modernization: a number of key enterprises are investing in the replacement of production equipment with the view of releasing more competitive products. An active search for investors for the re-equipping of plants, updating marketing policy, and working on the image of the product are being carried out. Knitting enterprises are reckoned among the most promising areas for investment. The strength of the Belarusian light industry in attracting foreign investments consists in good raw materials base, as well as cheap labour force.

The **textile industry** is regarded as the largest in production volume. The segment combines the production of all kinds of fabrics, knitwear, felting and other products.

The **knitting industry** focuses on the production of knitwear, knitted fabric, hosiery and other products.



The main activity of **sewing industry** enterprises is sewing suits and outerwear, children's clothing, underwear, hats and fur items. The largest sewing factories in Belarus have a «portfolio» of export brands which are exported not only within the CIS, but also to the Czech Republic, Denmark, Great Britain, the Netherlands, Poland, the USA.

Footwear industry enterprises tend to improve the quality of raw materials and reduce the level of import capacity.

The establishment of the Belarusian fashion industry takes place nowadays together with the rapid development of our country's economy. Belarus Fashion Week, which for the last nine seasons has been successfully representing the Belarusian fashion on the international arena, and the republican fashion and photo contest-festival «Mill of Fashion» stand out among many emerging projects in this sphere.



Useful links:

Belarusian State Light Industry Concern

www.bellegprom.by

Ministry of Trade of the Republic of Belarus

www.mintorg.gov.by

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by

Forestry, woodworking, pulp and paper industry

Forest fund is over 9.5 million ha.
 Forest cover makes 39.1%.
 Total stock of forest stands is estimated at 1.7 billion m³.
 Annual wood increment makes 31 million m³.
 Forest cover per capita is 0.9 ha; wood stock per capita is 180 m³.

During the last 60 years the percentage of forest land of the republic has almost doubled and reached its maximum volume for more than 100-years' period.

Conscious efforts of the Belarusian wood-growers foster the improvement of the quality of forest reserves. The volume of man-made stands is consistently growing. Furthermore, the steady enlargement of the areas with the maturing, mature and overmature forest stands is observed.

In 2013 Belarusian forestry establishments processed 1,960 thousand m³ of wood, which amounts at 110% comparing to 2012.

In 2013 woodworking enterprises produced 557 thousand m³ of sawn timber (101.6% comparing to 2012), including 543 thousand m³ of sawn lumber (102.3% to the level of 2012).

The production volume of woodworking enterprises has increased by 17.6% (from BYR 590.8 to BYR 695 million).

The cost-effectiveness of the produced goods in 2013 made 8%, with planned increase of 6.5%.

The pulp and paper industry of Belarus produces about 250 million tons of paper and about 60 million tons of cardboard annually, part of the products are exported.

Imported pulp and waste paper is used as raw material.

Despite the growing production volumes of the Belarusian enterprises, the level of import of paper in the republic remains high. In this

regard, as well as due to the fact that there is a significant proportion of low-value softwood timber and thinners which are unclaimed on the domestic market, it is planned to accelerate the development of the production of pulp and paper.

Useful links:

Ministry of Forestry of the Republic of Belarus

www.mlh.gov.by

Belarusian production and Trade Concern of Forestry, Woodworking and Pulp-and-Paper Industry

www.bellesbumprom.by

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by

Species composition of Belarusian forests



Tourism

The number of organized visits was 136.8 thousand in 2013.

From CIS states – 114.2 thousand visits, of which from Russia – 111.3 thousand, Ukraine – 2 thousand.

Among the non-CIS countries, the largest number of visitors came from Germany, Italy, Latvia, Lithuania, Poland, United Kingdom, and Turkey. In 2013 these countries made up 56.4% of total tourist arrivals from non-CIS countries.

Average duration of stay is 4 days.

A number of large-scale nature protection projects are realized in the republic. There are five national parks in Belarus, protected by the state.

National parks enjoy good opportunities for the development of ecotourism. There are various tourist routs, ecological paths, multi-day specialized ecotours, aiming at observing wild animals and birds in their natural environment, nature museums, hunting tours in subordinate hunting farms, as well as joint scientific research of nature habitat and ecosystem.

Rural tourism

The number of tourists who made use of agro-ecotourism services in 2013 was 271.7 thousand, 22.1% more than in 2012.

Relatively new type of tourism for Belarus, although the country has already succeeded in it. Today over 1,880 farmsteads in the most picturesque parts of Belarus are open to foreign guests.

It's also possible to visit holy places in Belarus. Belarus' most revered places include St. Euphrosyne Convent in Polotsk, the Church of the Resurrection of Christ in Brest, the Roman-Catholic Church in Novogrudok built on

the site of the former pagan temple, and biblical frescoes of St. Stanislaus Cathedral in Mogilev.

Therapeutic tourism

In 2013, 464 sanatorium, health resort and health improvement facilities were functioning in Belarus.

833.4 thousand guests were accommodated.

Belarus offers great health-improving opportunities at sanatoriums and spas for people wishing to spend their holiday with benefit to their health.

Belarusian health resorts are located in the most picturesque corners of the country: in pine forests, on the banks of rivers and lakes, where nature itself is beneficial. Belarus enjoys a moderate continental climate with mild winter and warm summer, there are 4 types of mineral water springs, which makes it possible to have a rest in Belarus all the year round.

Hotel «Minsk»

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 hotelmink@pmrb.gov.by
 www.hotelmink.by

- four-star hotel located in the very heart of the Belarusian capital
- 252 rooms available

Useful links:

Ministry of Sports and Tourism
 of the Republic of Belarus

www.mst.by/ru

Belarusian Chamber of Commerce and Industry

www.cci.by

National Agency of Investment and Privatization

www.investinbelarus.by



IT industry



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📄 it-company.zagre.by

www.zwolves.com



In the past several years Belarus has earned the reputation of a leading IT country in the Eastern Europe. Among the prerequisites of successful development there are:

education system, training specialists in the sphere;

high-quality IT professionals;

reasonable prices for IT-services, ideal price performance ratio.

Besides, the Hi-Tech Park (HTP) has been established in the country, providing special business environment for IT business. The Park mainly specializes in the development and assimilation of information and communication technologies and software for the domestic and foreign markets. Its activities include 12 high-tech areas ranging from the creation of materials for micro- and nanoelectronics to aircraft, rockets and space technologies.

According to the Global Services 100 rating, the Republic of Belarus ranks 13th among the 20 leading countries in the sphere of IT outsourcing and high-tech services.

Three companies with Belarusian roots entered the top-100 of the world largest companies in this sphere.

Belarus ranks 48th in the IT-ranking of the UNO.

Useful contacts:

Hi-Tech Park

www.park.by

Ministry of Communications and Informatization
of the Republic of Belarus

www.mpt.gov.by/ru

Belarusian Chamber of Commerce and Industry
www.cci.by

National Agency of Investment and Privatization
www.investinbelarus.by



Unitary Enterprise

Belpatentservice

of the Belarusian Chamber of Commerce and Industry

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- TRADEMARK REGISTRATION

- LEGAL SUPPORT

- INTELLECTUAL
PROPERTY

COMMERCIALIZATION

- INTELLECTUAL PROPERTY
DEPOSITION SYSTEM



The Belpatentservice unitary enterprise is a specialized organization of the Belarusian Chamber of Commerce and Industry which provides services for economic entities over the whole range of issues in the sphere of intellectual property management in Belarus and abroad.

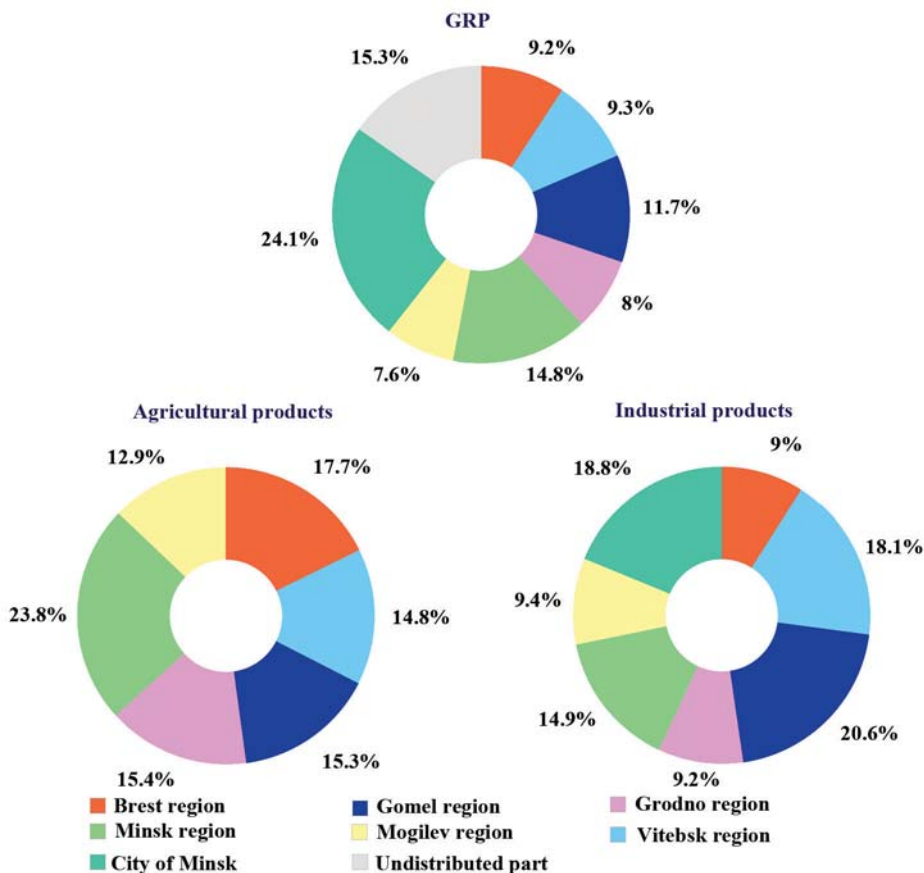
We offer both individual services on request and complete turn-key services. We resolve the problems of our clients professionally, comprehensively and promptly.



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<http://ip-cci.by>
UNP 101144799

Regional opportunities

The territory of the Republic of Belarus is divided into six regions.



	Brest region	Gomel region	Grodno region	Minsk region	Mogilev region	Vitebsk region	City of Minsk
Area	32.8 thousand sq.km	40.4 thousand sq.km	25.1 thousand sq.km	39.8 thousand sq.km	29.1 thousand sq.km	40.1 thousand sq.km	348 sq.km
Population	1,390.4 thousand persons	1,427.7 thousand persons	1,058.4 thousand persons	1,401.9 thousand persons	1,076.4 thousand persons	1,208 thousand persons	1,901 thousand persons
Urban population	67.8%	75.2%	72.1%	56.5%	77.7%	75.3%	100%
Economically active population	58.3%	59.7%	59.0%	58.6%	59.7%	59.4%	64.0%
Agricultural land	1,422.5 thousand hectares (43.4%)	1,361.9 thousand hectares (33.7%)	1,246.2 thousand hectares (49.6%)	1,861.5 thousand hectares (46.3%)	1,390.8 thousand hectares (47.8%)	1,534.4 thousand hectares (38.3%)	-

Brest region



Brest region is located in the south-west of the country, in the basins of the Western Bug, the Neman, and the Dnieper, borders on Poland and Ukraine.

Region advantages

- development of consumer complex, processing organizations using local raw materials;
- favourable climatic conditions.

Resources and mineral deposits:

construction stone, clay, sand, gravel, oil shales, brown coal, granite, chalk, glass-making and moulding sand, table salt, mineral water.

Production:

incandescent lamps, forming machines, limited-swing shovels, electric cookers, household electric appliances for heating and cooking, chipboard, cotton fabrics.

Agriculture specializes in the production of meat, milk, potato, corn, sugar beet and vegetables.

Export:

trade and economic relations with 120 countries

Export products:

fish products, sugar, gas stoves, furniture and other products, milk and meat industry products.

Attracting investment:

- high-tech and innovative projects;
- export-oriented and import-substituting production;
- production and processing of agricultural products;
- development of infrastructure of roadside service;
- development of tourist services.

Useful links:

Brest Regional Executive Committee

www.brest-region.gov.by

Brest Branch of the BelCCI

www.ccibrest.by



Gomel region



Gomel region is located in the south-east of Belarus, it borders on Russia and Ukraine.

Region advantages:

- highly-developed industrial area;
- largest deposits of rock salt in Europe;
- one of the highest forest cover per cent in Europe;
- significant competitive manufacturing, natural-resources, agricultural, and research-and-technology potential.

Resources and mineral deposits:

oil, potassium and rock salt, brown coal, peat, construction and cap stone, glass-making and moulding sand, chalk, plaster, brick clays and clayish soils, kaolin.

Production:

steel, ferrous metals, phosphate fertilizers, forage harvesters, harvesting complexes, combine harvesters, oil and associated gas, sheet glass, wallpaper, tableware. Region's industrial enterprises produce a significant part of gasoline, diesel fuel, cardboard, plywood, particle board.

Industry is the basis of the regional economy.

Export

Gomel region organizations cooperate with trade partners from 115 countries of the worldwide.

Export products:

oil, ferrous metals and products thereof, equipment and machinery for harvesting and threshing of crops, mineral mixed fertilizers, dairy products, plastic containers, salt, polished glass.

Attracting investment:

- in the region there are enterprises, established with foreign capital from 41 countries;
- there is a high-tech base of enterprises, operating in radio, instrument-making, engineering, electrical and cable industry branches. These companies boast spacious production areas, storage facilities, infrastructure, and a full range of engineering communications.

Useful links:

Gomel Regional Executive Committee

www.gomel-region.by

Gomel Branch of the BelCCI

www.ccigomel.by



Grodno region



Grodno region is located in the west of the country and borders on Poland and Lithuania.

Region advantages:

- potential accumulated in chemical production;
- favourable climate conditions to develop agriculture and food industry.

Resources and mineral deposits:

iron ores, peat, chalk, brick and tile clays, cement raw materials, silicate sands, limestone raw materials, sand and gravel materials.

Production:

- milk and meat production, poultry farming;
- Grodno region economy specializes of agriculture;
- the area also specializes in the production of caprolactam, nitrogen fertilizers, ammonia, potato, seeders, planters and transplanter, cord tire fabric, slate, cement, tobacco products.

Export:

Grodno region supplies its products to the markets of 87 countries.

Export products:

nitrogen fertilizers, caprolactam, dairy and meat products, hosiery, furniture.

Attracting investment:

- modernization of the enterprises, operating in food processing, chemical, woodworking, light industry, fuel, construction, and machine-building branches;
- establishment of high-tech enterprises;
- reconstruction and equipping of agricultural systems with modern technological machinery and equipment;
- development of infrastructure for tourism and recreation, road service;
- development of transport and telecommunication systems.

Useful links:

Grodno Regional Executive Committee

www.region.grodno.by

Grodno Branch of the BelCCI

www.grotpp.by



Minsk region



Minsk region is the central region of the Republic of Belarus bordering on all the other regions of the country.

Region advantages:

- developed manufacturing infrastructure;
- modern industrial organizations and communication;
- high quality of land and recreation resources;
- deposits of minerals unique for Belarus (rock phosphate);



- largest resources of cement raw materials in the country.

Resources and mineral deposits:

potassium and rock salt, peat, clay, sapropels, sand and gravel materials, iron ore, oil shales, mineral water, rock phosphorites, etc.

Production:

dump trucks, passenger cars, potash, tiles, parquet, leather goods, knitwear, pasta, sugar, mineral water. The region has a developed industrial structure and close production links with the industrial complex of Minsk.

Export

Minsk region exports its products to more than 120 countries worldwide.

Export products:

potash fertilizers, dairy and meat products.

Attracting investment:

- introduction of new technologies, technological equipment, which helps to enhance the quality characteristics of products and services;
- development of new products with high added value, certified by modern international standards of quality;
 - maintaining and strengthening of the region's and country's position in traditional markets of Russia, Ukraine, the European Union, as well as the expansion of markets in foreign countries;
 - expansion and diversification of distribution network organizations;
 - active development of the export of all kinds of services.

Useful links:

Minsk Regional Executive Committee

www.minsk-region.gov.by

Minsk Branch of the BelCCI

www.tppm.by

Mogilev region



Mogilev region is located in the east of the Republic of Belarus and borders on the Russian Federation.

Region advantages:

- developed manufacturing infrastructure;
- modern industrial organizations and communication;
- high industrial and export potential;
- deposits of unique for Belarus minerals (rock phosphate);
- proximity to the Russian target markets.

Resources and mineral deposits:

rock phosphate, cement raw materials (chalk, malmstone, cement clays and clayish soils), large resources of construction and silicate sands, sand and gravel mixtures, peat, saptopel, mineral water, the largest deposit of tripolite, characterised by high technological properties.

Production:

elevators, pneumatic rubber tires, tractortrailers, tractor

mowers, steel pipe, cement, slate, chemical fibers and threads.

One of the major industrial regions of Belarus. The region is a leader in the CIS in the production of self-propelled scrapers and underground trains, agricultural trailers, passenger elevators.

Main agricultural crops are cereals (barley, rye, wheat), potatoes, fodder crops, flax. Animal breeding specializes in milk and meat production.

Export

Import-export operations are carried out with 125 countries worldwide.

Export products:

tires, lifts, synthetic fibers, plastic containers, cement, dairy and meat products.

Attracting investment:

- industrial and trade organizations are the most attractive ones for foreign investments;
- companies, specializing in mechanical engineering, woodworking, chemical industry, construction, textile and apparel industries

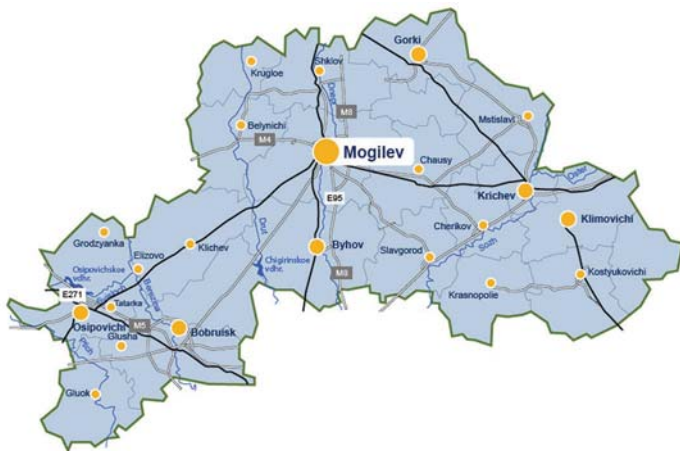
Useful links:

Mogilev Regional Executive Committee

www.mogilev-region.gov.by

Mogilev Branch of the BelCCI

www.cci.mogilev.by



Vitebsk region



Vitebsk region is located in the north-east of the Republic of Belarus. It borders on Lithuania, Latvia, and Russia.

Region advantages:

- significant wood resources (largest amount of felling resources in the republic, which enables to actively develop the construction industry, wood-working, agriculture);
- presence of large-scale organizations producing oil products and chemical enterprises;
- significant number of knowledge-consumptive companies.

Resources and mineral deposits:

vast deposits of dolomite, peat, sapropel, mineral water, deposits of clay.

Production:

electricity, petrochemical products, machine tools, polyethylene, limestone and dolomite powder for liming acid soils, TV-sets, linen fabrics, shoes.

Key role in the region's economy development belongs to industry.

Export:

Vitebsk region exports its products to 83 countries around the world.

Export products:

oil products, meat and dairy products, synthetic fibers and yarns, ethylene polymers, glass, shoes, insulated wires and cables.

Attracting investment:

establishment of new modern enterprises, production and modernization of the existing ones.

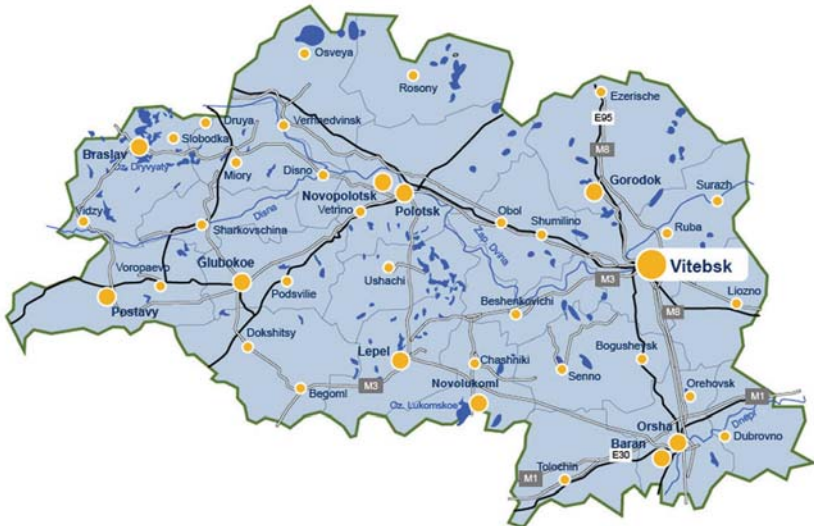
Useful links:

Vitebsk Regional Executive Committee

www.vitebsk-region.gov.by

Vitebsk Branch of the BelCCI

www.cci-vitebsk.by



The city of Minsk



Minsk is a capital of the Republic of Belarus, its political, economic, scientific and cultural center.

City advantages:

- significant industrial potential;
- developed infrastructure;
- highly-qualified personnel;
- development of knowledge-consumptive productions.

Production:

heavy trucks, tractors, buses, motorcycles, bicycles, transformers, household refrigerators and freezers, ball and roller bearings, woolen fabrics.

Economy of the city specializes in industrial production, construction, science and scientific services.

Export:

Import-export operations are carried out with 189 countries of the world.

Export products:

Minsk enterprises export to foreign markets the products manufactured both in the city and in other regions of Belarus. First of all, it concerns oil, tractors, heavy trucks, refrigerators and freezers.

Attracting investment:

- over the last five years, Minsk has been a leader in the number of established organizations with foreign investment;
- priority sectors for attracting foreign investment are industrial production and projects, implementing advanced resource-saving technologies with export and import-substituting orientation;
- development of high-tech industries, especially the production of electrical and optical equipment, expansion of the range of high-tech products in other types of economic activities. Particular attention is given to the introduction of next-generation technologies, including nanotechnologies and their application to the production of automation tools, space, information and communication technologies.

Useful links:

Minsk City Executive Committee

www.minsk.gov.by

Minsk Branch of the BelCCI

www.tppm.by



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CONTACTS:

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Fax: +375 17 290 72 48
E-mail: carnet@cci.by
www.cci.by



Investment

The Republic of Belarus is a country with great investment potential.

In 2013 fixed capital investments amounted to BYR 209,574.6 billion (equivalent to US\$ 22 billion), which makes 109% comparing to 2012 at comparable prices.

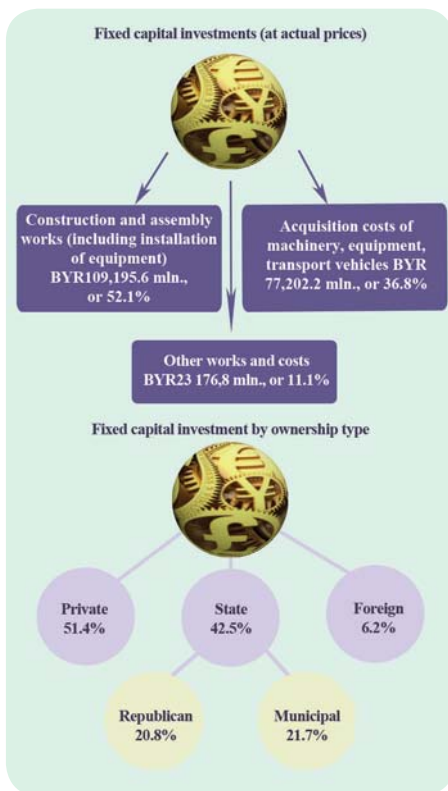
Investment ratio in the country's GDP is 31.8%.

Attraction and effective use of investments is one of the main priorities of the state investment policy of Belarus.

All sectors of our economy are open to foreign investments (except the production of weapons, narcotics and toxic substances).

Foreign investors may set up companies in Belarus with any amount of foreign investments, in any legal form, as well as their branches and representative offices.

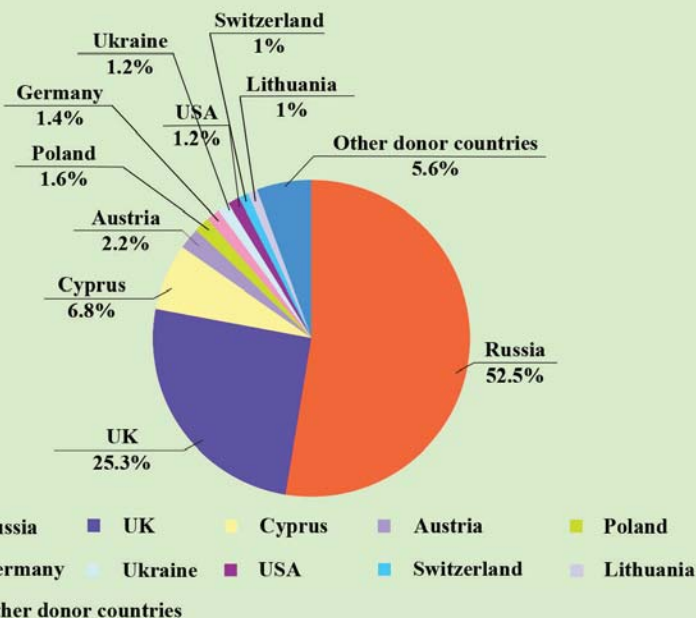
Unprecedented measures of investment liberalization have been taken in Belarus, all the necessary legal conditions for foreign investors have been created. All investors are guaranteed equal, without discrimination, protection of rights and



Fixed capital investments by sources of financing



The share of foreign investors in all inward FDI

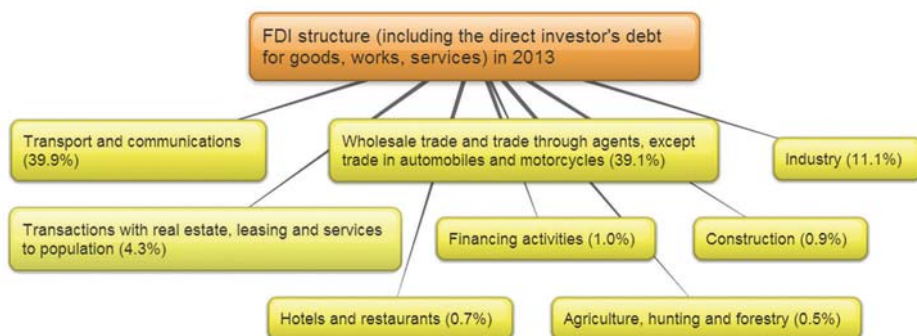


legitimate interests, regardless of the form of ownership and the national status.

Tax burden for the enterprises with foreign capital has been decreased. The country has established a system of incentives, privileges and preferences for investment activities. Special legal regimes can be applied to investors in free economic zones, small and

medium-sized cities, rural areas, the Hi-Tech Park, etc.

Belarus continues the efforts to join the 30 top countries with the most favourable business conditions. The country has constantly carried out reforms aimed at the liberalization of economy and improvement of investment attractiveness.



Belarus is the best place for investment

Advantageous economic and geographical location in the centre of Europe

Establishing business in the territory of Belarus opens up the opportunity to supply goods to large and fast-growing markets of the European Union states, Russia, Ukraine, and other CIS states.

The advantages include, along with the strategic location, the membership of Belarus in the Customs Union and the Common Economic Space of Russia, Belarus and Kazakhstan.

Political, social and economic stability

- economic stability
- political predictability
- friendly relations with the neighboring countries

High living standards

Belarus is one of the countries with high human development level, and it lacks only three ranking points to make one of the countries with very high human development level.

High educational and scientific potential

Over 90% of the republic's population have higher, secondary or basic education. Adult literacy rate is 99.7%. Education is one of the major priorities of the socio-economic development of the country and bases on national traditions and world educational tendencies.

Public-private partnership

The government focuses on the public-private partnership, which allows overcoming economic contradictions when strategic objects can't be handed out to private ownership, but state budget can't provide their full financing.

Progressive legislation

Belarus has created an effective legal framework for the investment business underpinned by international treaties and the national legislation.

Competitive investment and taxation conditions

There is a number of preferential regimes in Belarus which can be of use for foreign companies, including from the point of view of their taxation planning and optimization. They include special beneficial business conditions in the case of organizing business within six free economic zones (0% profit tax for 5 years; 10% VAT), High-Tech Park (0% profit tax for 15 years; 0% VAT), and the Belarusian-Chinese Industrial Park (0% profit tax for 10 years). Foreign companies can also derive additional profit by the maximum decrease of investment expenses and taxation burden while placing their businesses in the territory of small and medium towns of Belarus (0% profit tax for 7 years).

Low crime rate

In 2013, the total number of crime recorded was 96,676, which is by 5.5% less than in 2012.

Privatization

A key prerequisite for attracting foreign investments in Belarus is the decrease in a share of the public sector and privatization of state property. This ensures the rational use of resources and production capacity, improvement of the financial situation of organizations, increase of investment activities of economic entities.

The national legislation provides various forms of participation of an investor in the privatization process: participation in the procedure of transformation of the enterprise into an open joint-stock company, the acquisition of shares of established joint stock company at auction or by tender, the purchase of the enterprise (the opportunity to purchase at a reduced price, in the amount of one base unit).

Developed network of transport communications and infrastructure

Belarus is situated at the crossroads of railways and automobile roads, gas and oil pipelines, communication systems, air and water routes between industrially developed Western Europe and rich in natural resources Asia.

Developed export-oriented industry

Belarus is one of the world leading exporters of heavy trucks, tractors, road-building and municipal machinery. The republic maintains leading positions in the CIS region in the field of chemical and processing industries, in certain areas of information and communication technologies.

Direct access to the market of the three CES countries (Belarus, Russia, Kazakhstan)

Today the companies investing in Belarus automatically enter the 180-million market of the three CES countries.

The CES is:

- a common customs territory of Belarus, Russia, Kazakhstan with a single customs tariff;
- equal business conditions (including the costs of the principal energy resources);
- single rules of technical regulation, single sanitary, veterinary, and phytosanitary norms;
- free movement of goods, services, capital, workforce.

Legal guarantees

- the right to private property and other proprietary and non-proprietary rights;
- the equality of rights and the equal nondiscriminatory protection of the rights and legitimate interests of an investor;
- the stability of the rights to perform investment activities and terminate them;
- the right to an independent choice of action and the performance of actions related to the ownership, use and disposal of the objects and results of investment activity, including independent disposal of the revenues (profits) and free transfer of profits abroad;
- compensation of the market value of the invested property and recovery of other loss suffered by an investor as a result of nationalization or requisition allowed in exceptional cases only;
- recovery of the loss and damage inflicted upon to an investor as a result of the actions (or lack thereof) of government officials.

National Agency of Investment and Privatization



NATIONAL
AGENCY OF INVESTMENT
AND PRIVATIZATION
REPUBLIC OF BELARUS

The National Agency of Investment and Privatization is authorized to represent interests of the Republic of Belarus on the issues of attracting investment to the country and acts as a «one-stop shop» for a foreign investor.

The Agency is ready to assist foreign investors interested in doing business in Belarus in:

- organization of a visit to Belarus, including visa formalities;

- getting the required information about the country's investment opportunities, special regimes and benefits, state programmes of industries support and development, the procedure of making investment decisions;

- selection of investment objects (investment projects, land lots, buildings) – consulting in selection of the optimal variant;

- collection and analysis of information about the certain investment object an investor is interested in taking into consideration the regulations and norms about protection of undisclosed information;

- organization of the meetings required to make an investment decision, including with market regulators, representatives of sector ministries, local authorities, key players of the market and potential partners;

- resolution of the issues arising during implementation of an investment project (solution provider). The Agency is also ready to render post-project support (aftercare).

The services are free of charge for foreign investors.



10 questions about starting a business

1. What projects are offered to investors?

A potential investor can search for available investment projects in the NAIP's database or address the Agency.

2. In which sectors and regions do investors receive governmental support?

Governmental support and incentives are provided mainly:

- in the territory of medium, small towns, in the country (if operating in the territory of the Republic of Belarus, except the towns of Baranovich, Bobruisk, Borisov, Brest, Vitebsk, Gomel, Grodno, Zhodino, Zhlobin, Lida, Minsk, Mogilev, Mozyr, Molodechno, Novopolotsk, Orsha, Pinsk, Polotsk, Rechitsa, Svetlogorsk, Slutsk, Soligorsk);

- in the case of entering into an investment agreement with the Republic of Belarus;

- in the High-Tech Park;

- in the territory of free economic zones.

3. How can a potential investor visit Belarus to study investment opportunities?

Foreign citizens can receive information about visa support at the diplomatic missions and consulates of the Republic of Belarus in the countries of their citizenship.

The list of documents and other detailed information in relation to visa support of foreign citizens is available on the web site of the Ministry for Foreign Affairs of the Republic of Belarus.

An investor may apply for a visa:

- of type C – short-term and valid for 90 days issued, among others, for a business trip. The consular fee is 60 Euros for a single-entry visa, 90 Euros for a double-entry visa; 120 Euros for a multiple-entry visa.

- of type D – long-term, valid up to 1 year, providing the right to stay for up

BELINURCOLLEGIUM

Belinurcollegium enjoys more than 20 years of experience. Among our partners there are over 100 highly qualified lawyers, genealogists, and notaries from over 40 countries, including Austria, Australia, Germany, Great Britain, Canada, Latvia, Lithuania, Poland, Russia, the USA, France, Switzerland, Ukraine, Estonia, which proves the high quality of our work.

Belinurcollegium provides legal assistance:

- in exercising heirship rights by Belarusian citizens with regard to estate matters abroad, including search for heirs, aiding foreign subjects in pursuing their heirship rights in Belarus;
- in matters of indemnification for damage to the property and health sustained by Belarusian citizens abroad and by foreign subjects in Belarus;
- in resolution of legal problems arising out of family relationships;
- to corporate entities in the event of disputes involving bodies corporate domiciled in various countries;
- in handling of criminal cases instituted against foreign subjects and stateless persons in Belarus;
- in handling of cases of administrative responsibility brought against foreign subjects in Belarus.

Belarus, 220100, Minsk, M. Bogdanovicha st., 70

E-mail: bellaw@belinur.by
www.belinur.by

Phone: + 375 17 334-4508
Fax: + 375 17 334-6231

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shorets@gmail.com

www.shorets.by

Managerial consulting: strategic, organizational, sales, personnel, operating, financial.

Turn-key company system arrangement: structure, business processes, personnel, sales, etc. Development of standard practices for companies and divisions.

VIP coaching for senior executives: individually and in groups.

to 90 days unless otherwise provided for by the international treaties of the Republic of Belarus. A visa may be issued to support business ties. The consular fee for the long-term multiple-entry visa (type D) is 150 Euros.

The citizens of the following countries possessing valid travel documents proving citizenship may visit the Republic of Belarus without obtaining a visa: Azerbaijan, Armenia, Kazakhstan, the Kyrgyz Republic, the Russian Federation, the Republic of Tajikistan, Georgia, Moldova, Uzbekistan, Ukraine, Cuba (up to 30 days, except working visas and permanent residence permits), Venezuela (up to 90 days without the right to engage in commercial or other paid activities), Serbia (up to 30 days).

The foreign investors who have invested at least one hundred and fifty thousand Euros into investment objects in the territory of the Republic of Belarus can apply for a permanent residence permit in the Republic of Belarus.

4. Which forms of companies are popular in Belarus?

The most popular forms among 1,586 companies with foreign investments registered in Belarus from January 2009 until October 2011 are the following:

- Limited Liability Company – 73.3%;
- Private Unitary Enterprise – 22.1%;
- Closed Joint Stock Company – 4.14%.

5. How to form a company in the Republic of Belarus?

The companies are registered in Belarus on the day of application on «one-stop shop» basis.

There are five steps to the company registration:

- check the availability and register the name of the company;
- find an office and determine the place of business;
- take a formal decision on incorporation and prepare company bylaws;
- form the authorized capital (fund) of the company;
- submit the documents for state registration.

6. How to open a representative office in the territory of the Republic of Belarus?

The foreign company shall apply to the Ministry of Foreign Affairs of the Republic of Belarus and obtain permission to open its representative office in the territory of the Republic of Belarus.

A representative office is not a legal entity and conducts business activities in Belarus on behalf of the foreign organization.

7. What are the main taxes for businesses in Belarus?

The more detailed information about taxation in 2014 is available at the website of the Ministry for Taxes and Duties of the Republic of Belarus.

Form of company	Number of participants (natural and legal persons)	Minimal capital requirements
Limited liability company	From 2 to 50	There are no minimum requirements
Private Unitary Enterprise	1	There are no minimum requirements
Closed Joint Stock Company	From 2 to 50	100 base units (which is 1,500 US dollars approximately)

There are several taxation regimes in Belarus including standard tax regime and special regimes.

8. Is it possible to acquire ownership of land in Belarus?

There is a private land ownership in Belarus and the citizens of the Republic of Belarus, non-governmental legal persons of the Republic of Belarus, foreign countries and international organizations may acquire land according to the legislation of Belarus.

Foreign citizens, stateless persons can inherit the land which was privately owned by their relatives unless other has been provided by the legislation.

9. How much does it cost to rent office premises?

An average monthly rental rate for office premises at business centers in Minsk is 21,1 Euros per square meter including VAT.

10. What is the average salary in Belarus?

The average monthly salary as of July 1st, 2014 was about \$610.

Useful links:

National Agency of Investment and Privatization

www.investinbelarus.by

Ministry of Taxes and Duties of the Republic of Belarus

www.nalog.gov.by

Taxation in Belarus

Profit tax	18%
Capital gains tax	18%
Profit taxation of branches while transferring to the head organization	0%
Carriage charge, freight (including demurrage and other payments arising from transport) in connection with the implementation of international transportation, as well as for the provision of freight forwarding services	6%
Income from debt of any kind, including income on loans, yields, issue terms of which provide the receipt of income in the form of interest (discount rate), income from the use of temporarily free funds on the bank accounts of the Republic of Belarus	10%
Dividend yields	12%
Income from royalties, income from licenses and other income according to the list defined by the legislation	15%
Value-added tax	20%
Real estate tax	1%
Required premium	35%
Compulsory social insurance in case of retirement, disability and survivors (pension insurance)	29%
Obligatory insurance payments in case of temporary disability, pregnancy and childbirth, etc.	6%

Preferential legal regimes



Free Economic Zones (FEZs)

FEZs are areas with special customs registration and tax regimes which provide additional benefits to investors. Benefits offered within free economic zones apply to the production and sale of import-substituting goods and exported goods and services.

The FEZ residents are exempt from:

- own product profit tax within 5 years after profit is declared, upon the expiration of 5 years, the profit tax is paid in the amount of 50% of the

normal standard;

- real estate tax on buildings and structures located in the territory of FEZs;
- state tax for issuance to foreign citizens and persons without citizenship special permits for employment in the Republic of Belarus;
- land tax for plots of land used to execute investment projects (for the residents registered after January 1, 2012 during the period of design and construction of real estate objects within 5-years' time after the registration).

FEZ residents' sales of import-substituting goods of own production in the territory of the Republic of Belarus are subject to value added tax at the rate of 10%.



Hi-Tech Park

Companies operating in the field of information technologies and developing business in the Republic of Belarus in this area can benefit from a preferential tax regime in the Hi-Tech Park. HTP resident companies are registered according to the extraterritorial principle of registration.

Residents are exempt from:

- income tax;
- value-added tax;
- offshore tax on dividends;
- real estate tax on the buildings located in

the territory of the HTP;

- land tax for the construction period, but not more than for three years;
- customs payments.

Individual income received from the residents is subject to income tax at the rate of 9%.



«Great stone» Industrial Park

The «Great stone» Industrial park is a territorial entity of approximately 80 sq. km with a special legal status for the provision of comfortable conditions for doing business.

Residents of the Industrial Park are exempt from:

- income tax derived from the sale of goods (works, services) of own production within 10 years;

- real estate tax on buildings and structures located in the territory of the Park for 10 years;
- tax on land plots within the boundaries of the Park for 10 years. During the following 10 years, the Park residents pay income tax, land tax, property tax at the rates reduced by 50%;
- income tax on dividends accrued during 5 years from the year a Park resident first gets gross profit.

The residents of the Park have the right for full deduction of VAT paid for the acquisition of goods (works, services, property rights) used for design, building and equipment of buildings and facilities in the Park;

Rate of tax on the income accrued by the Park residents from the foreign legal entities on royalties is 5% until January 1, 2027.

Incomes of physical persons under employment contracts with the Park residents are subject to income tax at the rate of 9%.



Similar tax incentives on income tax and estate tax are provided for separate subdivisions (branches).

Medium-sized and small towns, rural areas

Commercial organizations located in medium and small towns, rural areas producing goods (works, services) in their territory are exempt within seven years since the date of state registration from:

- income tax payments for the sale of goods (works, services) of own production;
- real estate tax on the cost of capital structures (buildings, constructions).

Investment agreement

Investment agreement is one of the possible forms of public-private partnership. Investor receives additional guarantees and preferences through signing such an agreement. The preferences include:

- the right to construct objects, as provided in accordance with the investment project, simultaneously with the elaboration, expert examination and approval of the necessary project documentation for each of the stages of the construction works with simultaneous planning of the following stages of the construction works;
- simplification of the procedure of getting a land plot, implying the right to conclude a contract of lease of a land plot without holding an auction;
- exemption from import customs duties and value added tax on technical equipment (accessories and spare parts thereto) to be used in the territory of the Republic of Belarus within the framework of the investment project implementation;
- exemption from the compensation of losses of agricultural and/or forestry production, caused by the seizure of lands for implementation of the investment project;
- exemption from the state tax for issuance to foreign citizens and persons without citizenship special permits for employment in the Republic of Belarus;
- exemption from target fees to the local budgets.

The legislation of the Republic of Belarus provides the possibility of additional individual benefits and preferences, taking into account the project specifics.

International Arbitration Court at the BelCCI



- **Local disputes proceedings**
- **International disputes proceedings**
- **Conciliation procedure**

Phone/fax: +375 17 288 20 76
Phone: +375 17 288 20 67,
288 21 02
E-mail: iac@cci.by
www.iac.by
UNP 805000005

Useful information



ISO: BLR
 Web domain: .by
 Dialing code: +375

Central European Time Zone:
 GMT +3
 Line voltage: 220V

**Holidays**

1st of January – New Year
 7th of January –
 Orthodox Christmas
 8th of March – International Women's Day

1st of May – Labour Day
 9th of May – Victory Day
 3rd of July – Independence Day
 7th of November – October Revolution Day
 25th of December – Catholic Christmas

**Visa regulations**

Most foreign guests need a visa (transit, short-term/long-term, single-entry/multiple-entry) to enter the country.

Visa-free regime is provided for the citizens of Armenia, Azerbaijan, Cuba (for a term not exceeding 30 days), Georgia, Kazakhstan, Kyrgyzstan, Macedonia (provided that there is a private invitation or tourist voucher), Moldova, Mongolia, Montenegro (for a term not exceeding 30 days provided that there is a private invitation or tourist voucher), Qatar

(for a term not exceeding 30 days), Russia, Serbia (for a term not exceeding 30 days), Tajikistan, Turkey (for a term not exceeding 30 days), Ukraine, Uzbekistan, Venezuela (for a term not exceeding 90 days).

Visa requests are proceeded by:

Consulates of the Republic of Belarus;
 Diplomatic missions of the Republic of Belarus;
 Foreign Admissions Division of the Consular Directorate of the Ministry of Foreign Affairs at the Minsk airport (for the citizens of the countries, that doesn't have Belarusian diplomatic missions).

**Emergency numbers**

Ministry of Emergency
 Situations – 101
 Militia (police) – 102
 Emergency medical

services – 103
 Rescue service – 112

Transport

Taxi – 135
 Bus station information center – 114
 Railway station information center – 105,
 Booking of railway tickets – 151
 Airport information center – 106

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Ministry of Agriculture and Food

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Ministry of Architecture and Construction

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www.mas.by

Ministry of Communications and Informatization

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www.mpt.gov.by

Ministry of Culture

220004, Minsk, Pobediteley Ave., 11
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www.kultura.by

Ministry of Economy

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www.economy.gov.by

Ministry of Education

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www.edu.gov.by

Ministry of Energy

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www.minenergo.gov.by

Ministry of Finance

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Phone: +375 17\222-6137
www.minfin.gov.by

Ministry of Foreign Affairs

220030, Minsk, Lenina St., 19
Phone: +375 17\327-2922
www.mfa.gov.by

Ministry of Forestry

220048, Minsk, Myasnikova St., 39
Phone: +375 17\200-4601
www.mlh.by

Ministry of Justice

220004, Minsk, Kollektornaya St., 10
Phone: +375 17\306-3728
www.minjust.by

Ministry of Industry

220033, Minsk, Partizansky Ave., 2/4
Phone: +375 17\224-9595
www.minprom.gov.by

Ministry of Information

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Phone: +375 17\203-9231
www.mininform.gov.by

Ministry of Natural Resources and Environmental Protection

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Ministry of Health

220048, Minsk, Myasnikova St., 39
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www.minzdrav.by

Ministry of Sports and Tourism

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Ministry of Taxes and Duties

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www.nalog.gov.by

Ministry of Trade

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www.mintorg.gov.by

Ministry of Transport and Communications

220029, Minsk, Chicherina St., 21
Phone: +375 17\334-1152
www.mintrans.gov.by

State Border Committee

220050, Minsk, Volodarskogo St., 24
Phone: +375 17\216-2540
www.gpk.gov.by

State Committee on Property

220005, Minsk, Krasnozvezdny lane, 12
 Phone: +375 17\288-1019
www.gki.gov.by

State Committee on Standardization

220053, Minsk, Starovilensky trakt, 93
 Phone: +375 17\233-5213
www.gosstandart.gov.by

State Customs Committee

220007, Minsk, Mogilevskaya St., 45/1
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www.gtk.gov.by

State Military-Industrial Committee

220023, Minsk, Nezavisimosti Ave., 115
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www.vpk.gov.by

State Science and Technology Committee

220072, Minsk, Akademicheskaya St., 1
 Phone: +375 17\284-0760
www.gknt.org.by

Belarusian Production and Trade Concern of Forestry, Woodworking and Pulp-and-Paper Industry

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www.bellesbumprom.by

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Belarusian State Concern of Food Industry

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 Phone: +375 17\271-7901
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Grodno Regional Executive Committee

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Mogilev Regional Executive Committee

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www.region.mogilev.by

Vitebsk Regional Executive Committee

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Minsk City Executive Committee

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