



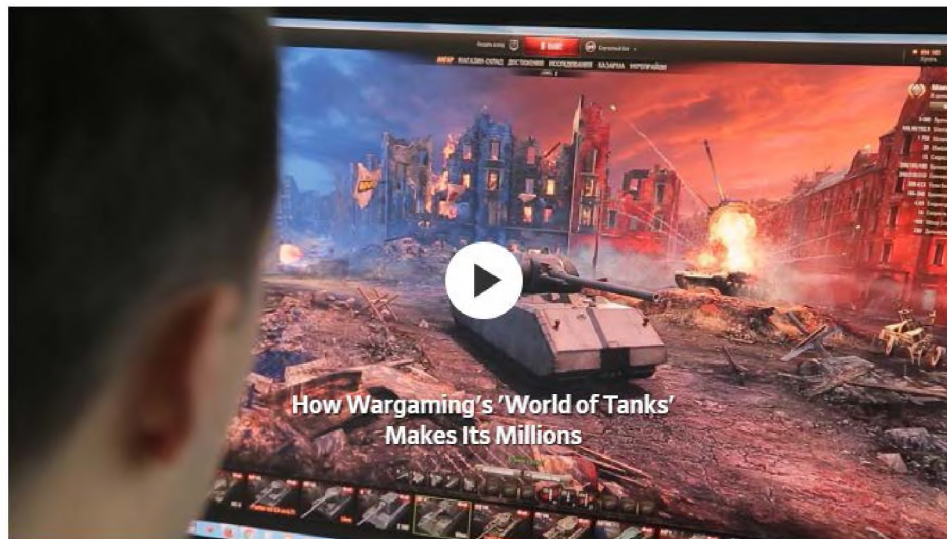
Hi-Tech Park Belarus

Leading IT and Hi-Tech Cluster
of Eastern Europe

TECH

Belarus Is Emerging as the Silicon Valley of Eastern Europe

Country's Hi-Tech Park nurtures local software developers with global ambitions



Wargaming's six-year-old "World of Tanks" franchise pulled in more than \$550 million in revenue in 2015. The game is based on the freemium model, meaning it's free to play but makes its money from premium features, as Mark Kelly reports. Image: Wargaming

U.S. Secretary of State inspired by High-Tech Park Belarus



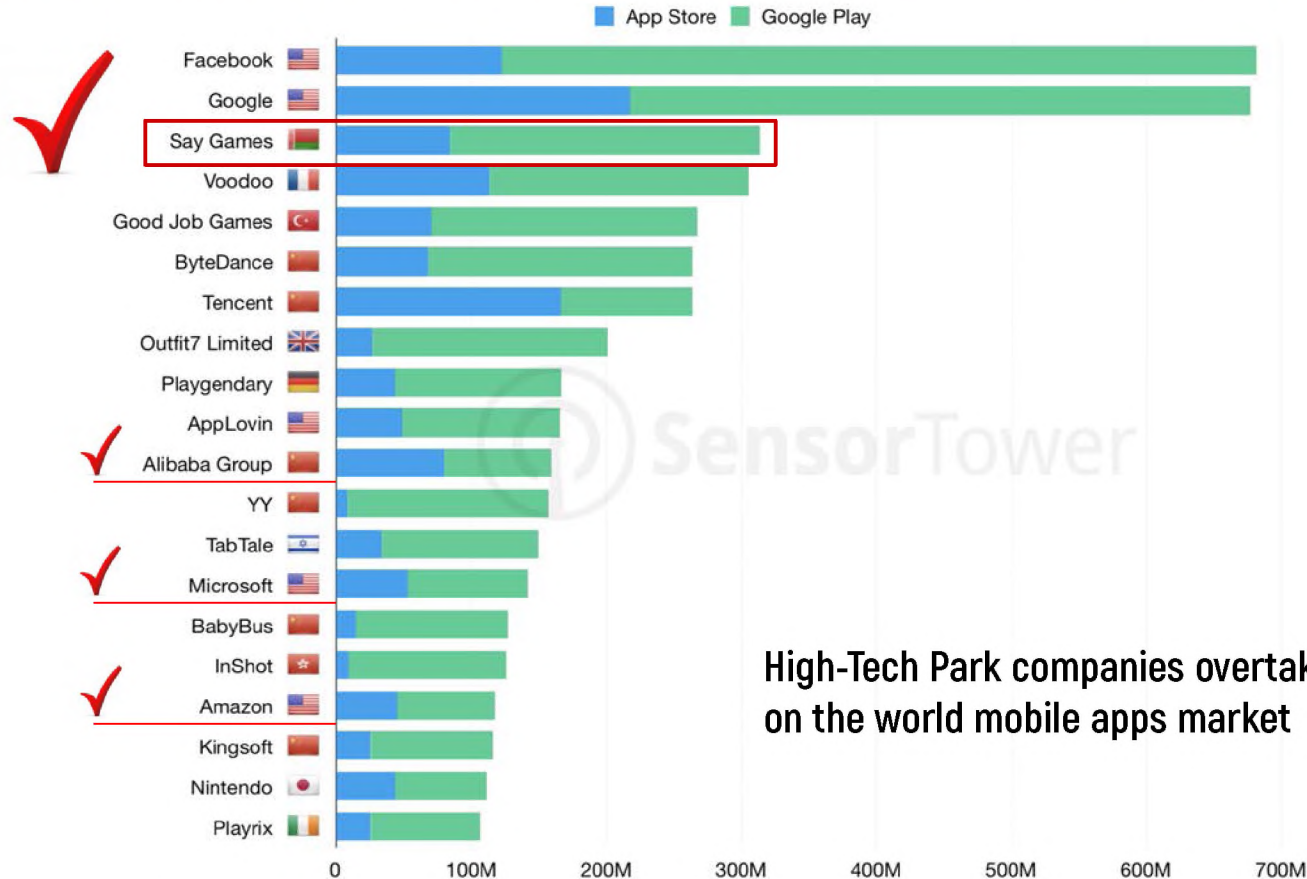
Director of Hi-Tech Park Belarus Vsevolod Yanchevsky and U.S. Secretary of State Mike Pompeo



Q: Why?

**A: Hi-Tech Park Belarus is becoming
a global leader in IT and hi-tech**

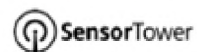
High-Tech Park Belarus beats Microsoft, Amazon and Alibaba



High-Tech Park companies overtake global publishers on the world mobile apps market

The world's best games are published by Hi-Tech Park Belarus

Top Hyper-Casual Games Worldwide for January 2020 by Downloads

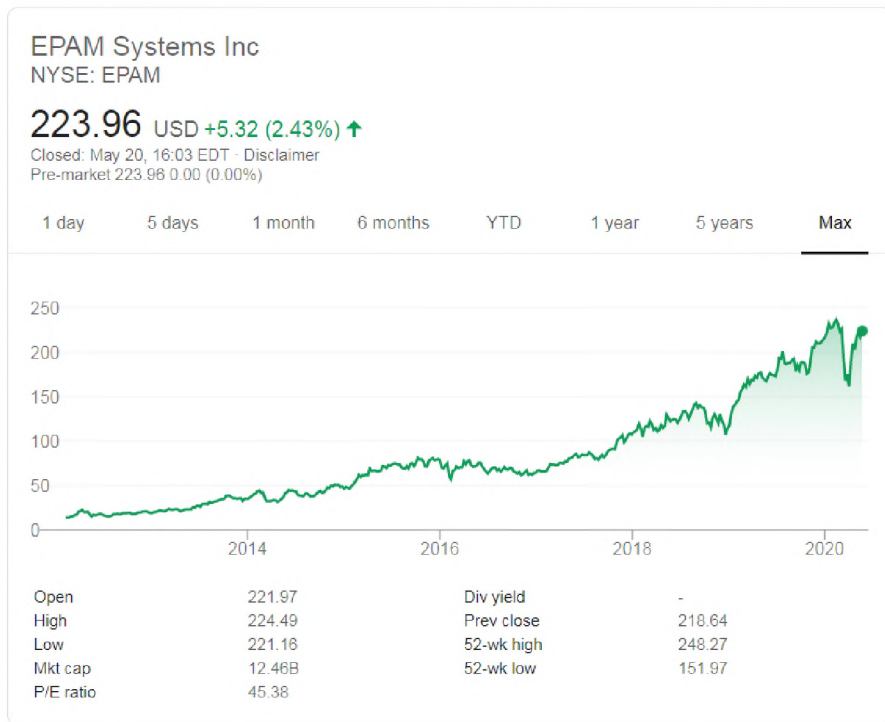


Overall Downloads	App Store Downloads	Google Play Downloads
1 Johnny Trigger	1 Woodturning	1 Johnny Trigger
2 Hunter Assassin	2 Johnny Trigger	2 Hunter Assassin
3 Sand Balls	3 Soap Cutting	3 Sand Balls
4 Fun Race 3D	4 Rescue Cut	4 Fun Race 3D
5 Soap Cutting	5 Blendy!	5 Tiles Hop
6 Rescue Cut	6 Push'em All	6 Worms Zone
7 Tiles Hop	7 Hunter Assassin	7 Sky Roller
8 Worms Zone	8 Sand Balls	8 Rescue Cut
9 Woodturning	9 Paper.io 3D	9 Ice Cream Inc.
10 Ice Cream Inc.	10 Wood Shop	10 Soap Cutting

Note: Does not include downloads from third-party Android stores in China or other regions.

SensorTower Data That Drives App Growth sensortower.com

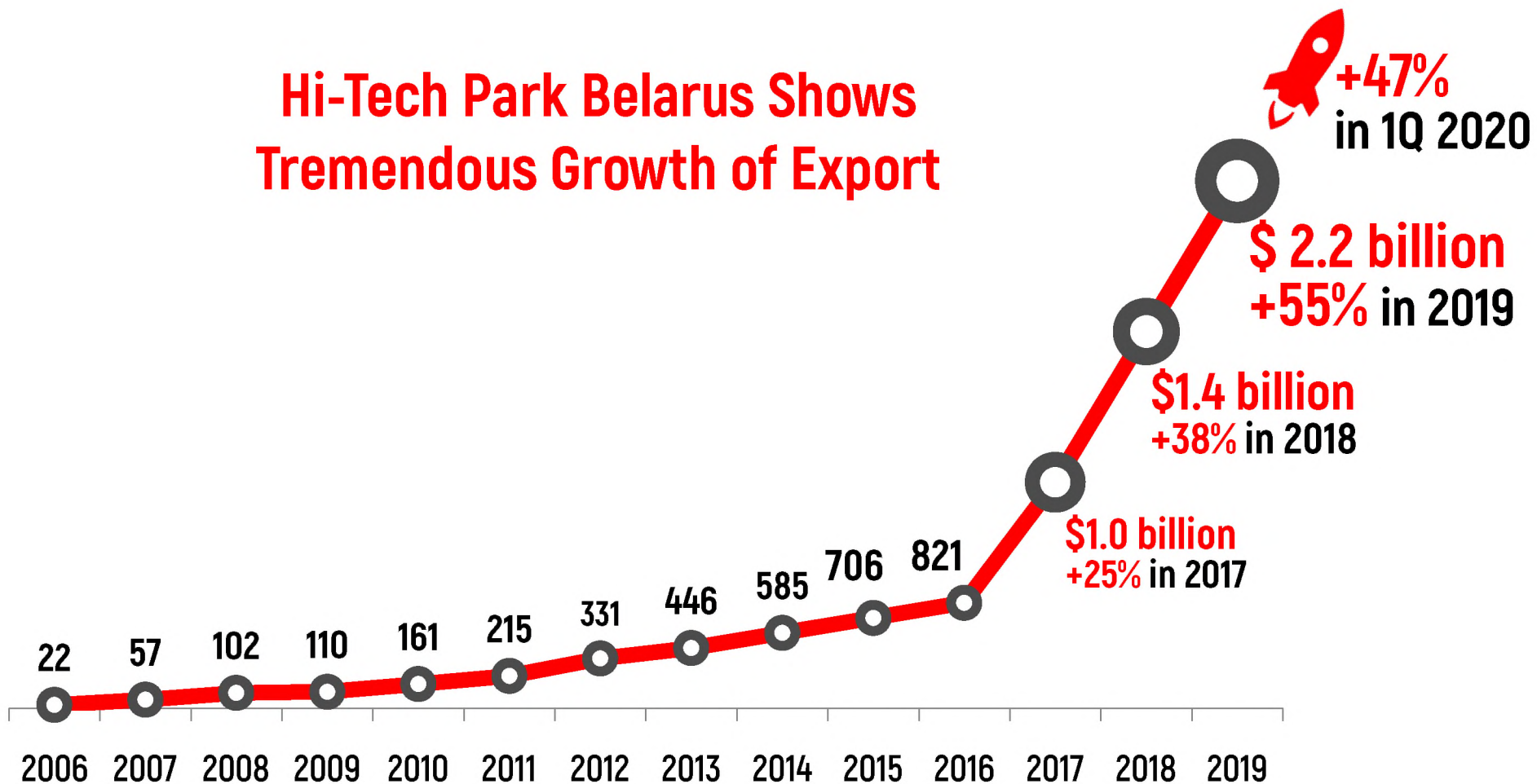
Global Investors in Residents of Hi-Tech Park Belarus



Stock price of **EPAM**, a company of Hi-Tech Park, at NYSE

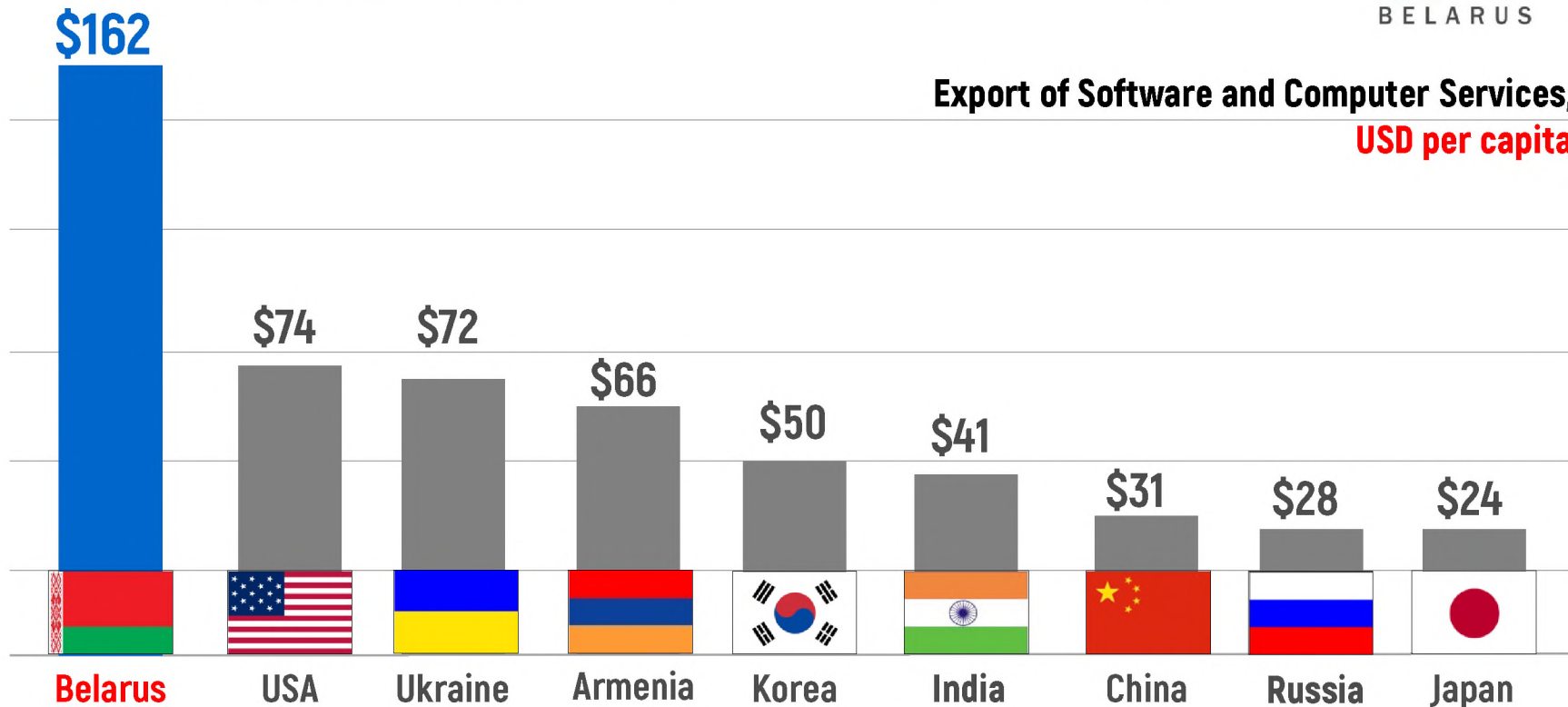
The Vanguard Group, Inc.
Morgan Stanley Investment Management, Inc.
Fidelity Management & Research Co.
BlackRock Fund Advisors
Morgan Stanley Asia Ltd.
Capital Research & Management Co.
Invesco Advisers, Inc.
Wellington Management Co. LLP
Morgan Stanley Asia Ltd.
JPMorgan Investment Management, Inc.
Flint Capital

Hi-Tech Park Belarus Shows Tremendous Growth of Export



Hi-Tech Park Belarus is among global leaders in IT

Export of Software and Computer Services,
USD per capita



Source: UNCTAD (2018)

Q: Why should I know that?

A: Hi-Tech Park Belarus provides opportunities for highly profitable investments

A good deal to invest in startups in Hi-Tech Park Belarus

Top Publishers Worldwide for August 2019 by Downloads



Overall Downloads	App Store Downloads	Google Play Downloads
1 Google	1 Google	1 Facebook
2 Facebook	2 Tencent	2 Google
3 SayGames	3 Facebook	3 SayGames
4 Tencent	4 Voodoo	4 Good Job Games
5 Voodoo	5 SayGames	5 Bytedance
6 Good Job Games	6 Alibaba	6 Voodoo
7 Bytedance	7 Bytedance	7 Outfit7 Limited
8 Outfit7 Limited	8 Good Job Games	8 YY
9 Lion Studios	9 Microsoft	9 Tencent
10 Alibaba	10 NetEase	10 Lion Studios

Note: Does not include downloads from third-party Android stores in China or other regions.

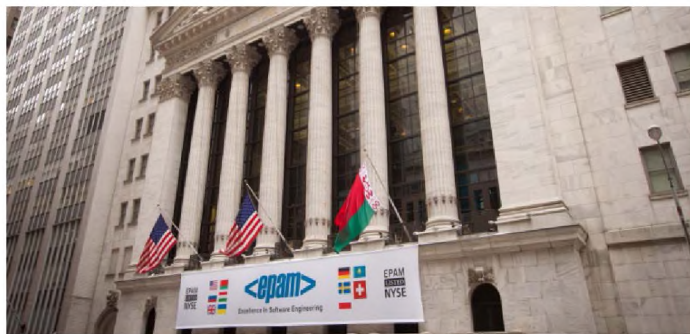
Startups break the world success records in Hi-Tech Park

Prime example:

SayGames – the third place in global mobile games market in a year and a half after the foundation



A multi-billion dollar corporation born in Hi-Tech Park Belarus



The first resident of Hi-Tech Park since 2006
As of 2020, over 40 000 developers work in EPAM globally, including 11 000 in Hi-Tech Park Belarus

IPO at NYSE in 2012 with \$14 per share
As of May 2020, it increased 15 times up to \$220 with market capitalization over \$12 bn



Developed one of the most popular online games ever with **over 120 mln users** worldwide



Received **4 Golden Joystick Awards** and **2 Guinness World Records**

Annual revenue over **\$ 500 mln**





Established in Hi-Tech Park in 2010

Acquired by Rakuten in 2014 for **\$ 900 million**

Over 1 billion users worldwide

Best investment to make!

HTP
BELARUS

AIMATTER

AIMATTER

Founded in 2016, the project attracted about \$2.5 million investment and was sold to **Google** in 2017. Experts estimate the deal at **\$10-20 million**.



MSQRD

Founded in 2015, the project attracted **\$1 million** investment and in 2016 it was sold to **Facebook**. Experts estimate the deal at **\$20-40 million**.

JUNO

Juno

Established in 2015. Popular ride-sharing service in New-York. In 2017 acquired by **Gett**. The transaction estimated at **\$200 million**.



Flo

Established in 2017. Ranks **#1** among women's health applications in the United States. **22 million** active users. Investments - **\$20,5 million**. The company self-valuation is **\$230 million**.



MAPS.ME

Maps.Me

Established in 2011. Mobile Navigator without Internet connection. More than **90 million users**. In 2014 was incorporated into **Mail.ru Group**. Experts estimated the transaction at **\$10-20 million**.

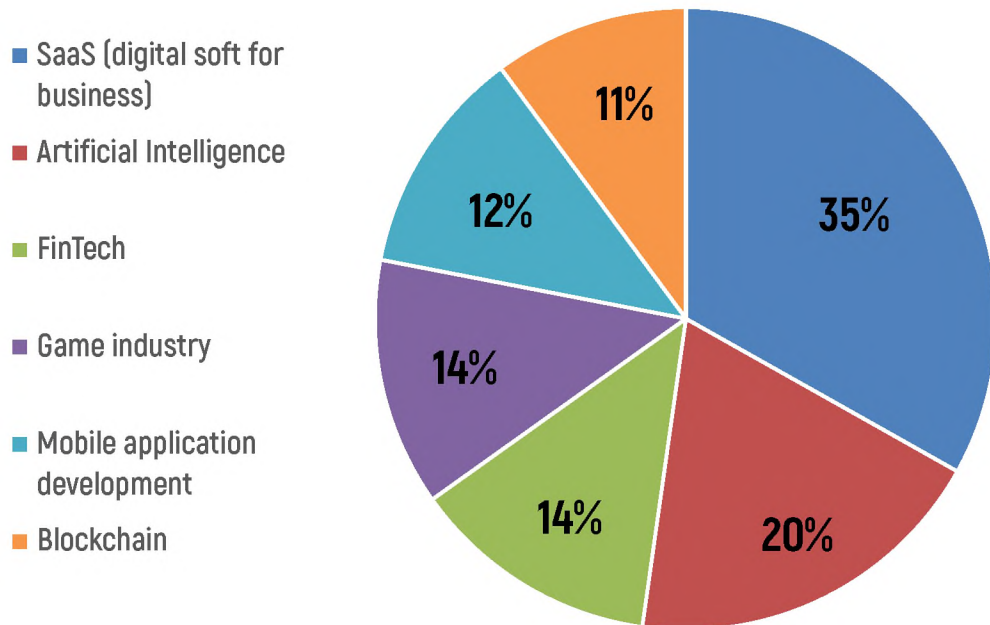


FriendlyData

FriendlyData

Established in **2016**. Company attracted **\$1 million** investment. In **2018** was sold to the leader of Forbes innovation rate **ServiceNow**. Experts estimate the deal at **\$2,2 million**.

Hundreds of startups wait for investors



Over 1000 startups at various stage of development

Every third startup already earns revenue

85% of startups intend to attract investment in the next three years

The needs of startups in financing will exceed **\$100 million per year** in coming years

Q: Why now?

A: Hi-Tech Park Belarus has been showing explosive growth in last 2 years after revolutionary improvements of legislation

Explosive surplus of new companies and startups in Hi-Tech Park Belarus

818 Member Companies



**In 2018-2019 Hi-Tech Park incorporated 3 times as many companies
as in 12 previous years**

Companies are growing impressively in Hi-Tech Park Belarus

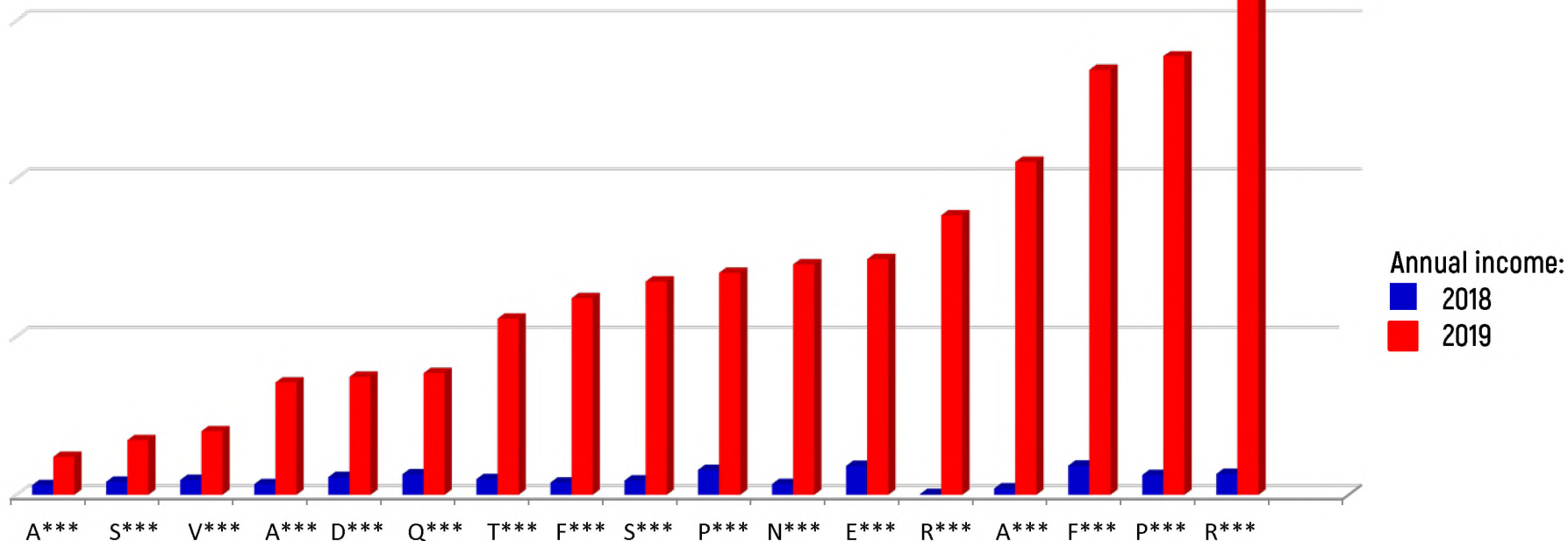


R***	36 812%	S***	1 497%	Z***	864%	Q***	596%	S***	418%	Z***	367%
A***	5 267%	M***	1 460%	Z***	855%	E***	527%	O***	413%	A***	342%
S***	3 559%	H***	1 427%	E***	816%	I***	494%	S***	404%	E***	337%
R***	2 812%	I***	1 267%	A***	796%	G***	494%	A***	394%	H***	336%
P***	2 217%	T***	1 125%	S***	750%	A***	486%	G***	393%	I***	336%
L***	2 142%	A***	1 061%	V***	700%	K***	478%	A***	391%	A***	327%
W***	2 010%	S***	954%	S***	691%	W***	477%	I***	379%	C***	326%
F***	1 608%	L***	938%	R***	669%	A***	434%	A***	373%	V***	322%
B***	1 516%	D***	892%	F***	653%	B***	431%	A***	373%	S***	308%
V***	1 503%	U***	891%	W***	635%	V***	427%	A***	369%	D***	307%

Revenue growth of Hi-Tech Park companies in 2019

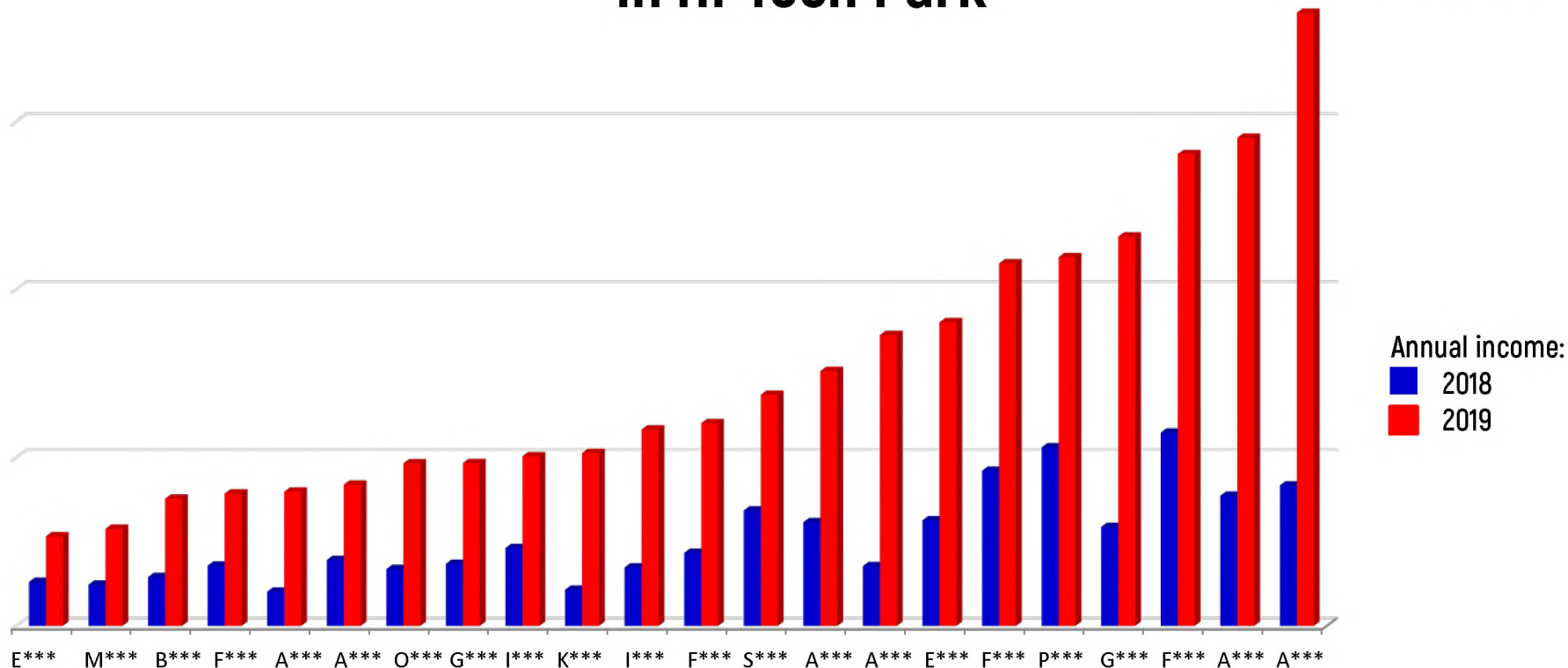
The results of real Hi-Tech Park companies are shown. Names of the companies are hidden under NDA.

Bursting expansion of new companies in just 1 year



The results of real HTP companies are shown. Names of the companies are hidden under NDA.

Rapid growth of mature companies in Hi-Tech Park



The results of real HTP companies are shown. Names of the companies are hidden under NDA.

Buy and get your top benefits!

Investors get record profit in HTP Belarus



T*** 1870%	I*** 476%	B*** 200%	O*** 169%
E*** 1454%	Q*** 426%	A*** 197%	C*** 163%
A*** 1150%	W*** 424%	F*** 190%	M*** 158%
D*** 952%	L*** 397%	E*** 186%	B*** 156%
D*** 734%	W*** 293%	A*** 184%	C*** 154%
A*** 567%	N*** 280%	M*** 178%	V*** 154%
T*** 556%	N*** 272%	B*** 177%	E*** 154%
I*** 534%	N*** 236%	T*** 175%	A*** 143%
F*** 521%	F*** 229%	E*** 174%	S*** 143%
B*** 489%	A*** 223%	W*** 174%	D*** 137%

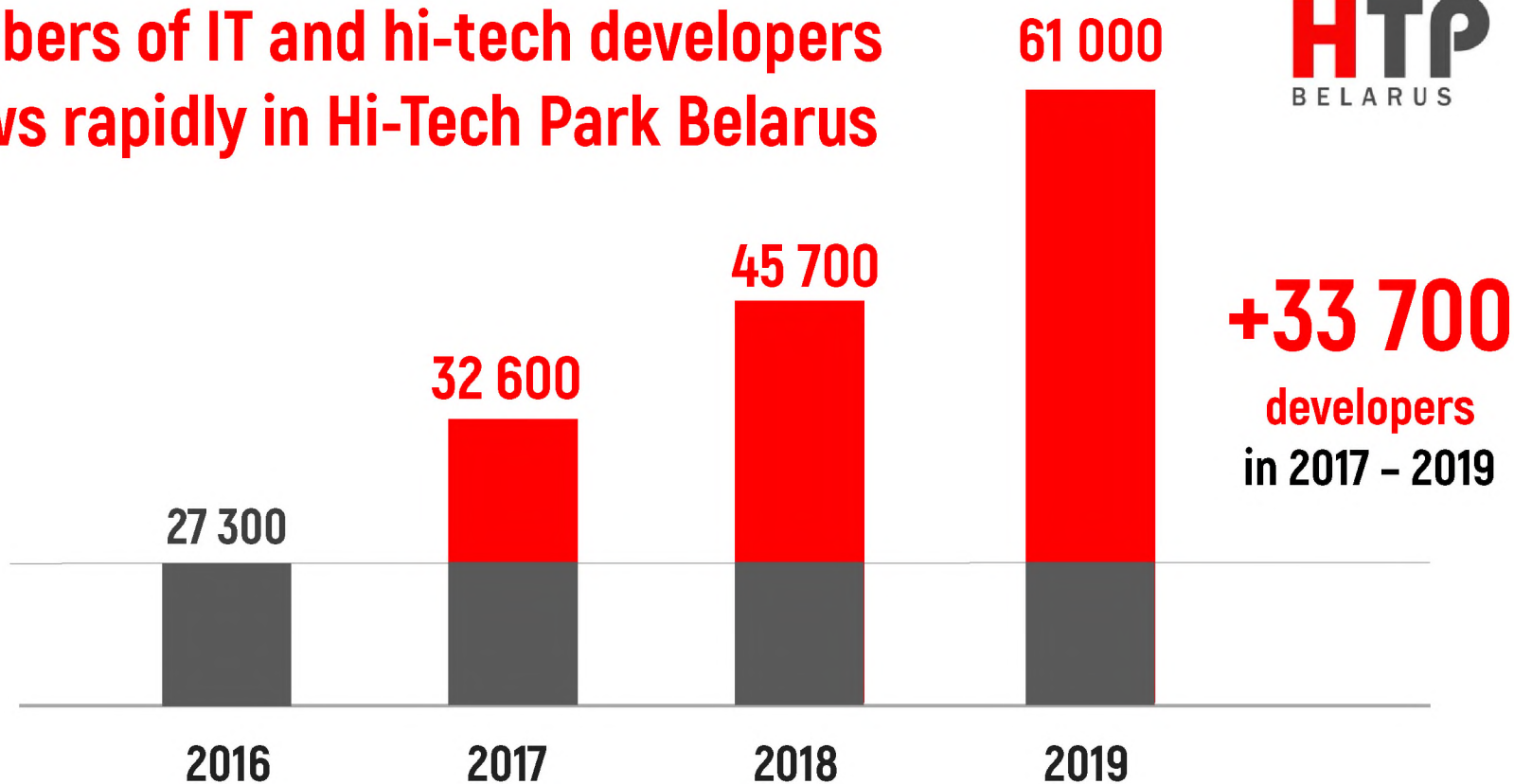
Profitability of Hi-Tech Park Companies in 2019

The results of real HTP companies are shown. Names of the companies are hidden under NDA

Q: What is the key factor of success?

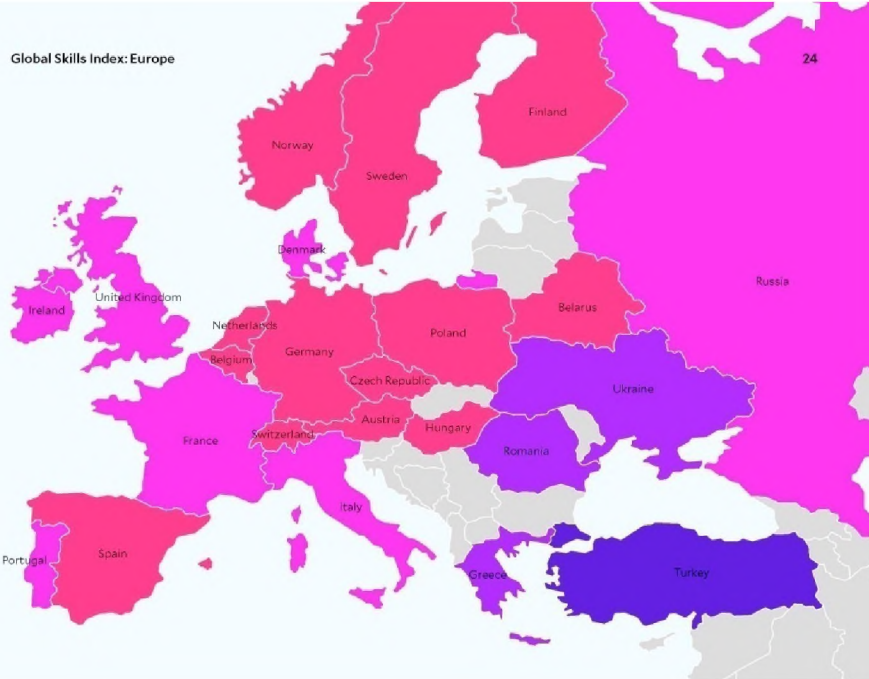
A: Hi-Tech Park enjoys world-class education of Belarus and relies on top-level developers

Numbers of IT and hi-tech developers grows rapidly in Hi-Tech Park Belarus



More than 61 000 high level engineers work at Hi-Tech Park companies

High-Tech Park Belarus has highly skilled professionals



TECHNOLOGY

Skill Level ● Cutting Edge ● Competitive ● Emerging ● Lagging

Global Rank	Computer Networking	Databases	HCI	Operating Systems	Security Engineering	Software Engineering
02 Czech Republic	85%	97%	100%	100%	97%	98%
03 Austria	80%	58%	97%	97%	95%	93%
04 Spain	61%	71%	66%	76%	61%	92%
05 Poland	100%	75%	83%	93%	98%	86%
06 Belarus	98%	100%	63%	86%	73%	97%
07 Germany	88%	73%	90%	92%	81%	88%
08 Sweden	93%	86%	71%	98%	86%	83%
09 Belgium	90%	88%	98%	64%	88%	85%
10 Finland	95%	93%	93%	81%	85%	90%
11 Netherlands	92%	76%	88%	83%	80%	80%
12 Hungary	81%	95%	75%	90%	76%	95%
13 Norway	78%	81%	86%	85%	68%	76%
15 Switzerland	97%	90%	95%	61%	100%	78%
16 France	73%	80%	69%	73%	83%	81%
18 Russia	71%	85%	68%	78%	93%	75%
20 United Kingdom	75%	68%	80%	69%	66%	69%
21 Italy	69%	61%	51%	66%	59%	66%
25 Denmark	56%	98%	59%	44%	47%	64%
26 Portugal	58%	54%	56%	58%	53%	63%
28 Ireland	66%	51%	64%	51%	58%	42%
31 Ukraine	53%	53%	41%	71%	56%	61%
34 Romania	46%	63%	36%	46%	44%	56%
35 Greece	54%	22%	49%	36%	42%	37%
53 Turkey	8%	29%	10%	15%	12%	20%

www.coursera.org/gsi

Coursera global skills index

World-level education in Belarus



50+ universities

300 000+ students

24% share of STEM* students

15 000+ STEM* graduates per year

* STEM – Science, Technology, Engineering and Mathematics



~200

MOUs signed



60

Joint laboratories
at Universities



34

Sub-departments
at companies



20

Computer
classes



6

STEM
centers

Educational project

Programming - Second Literacy

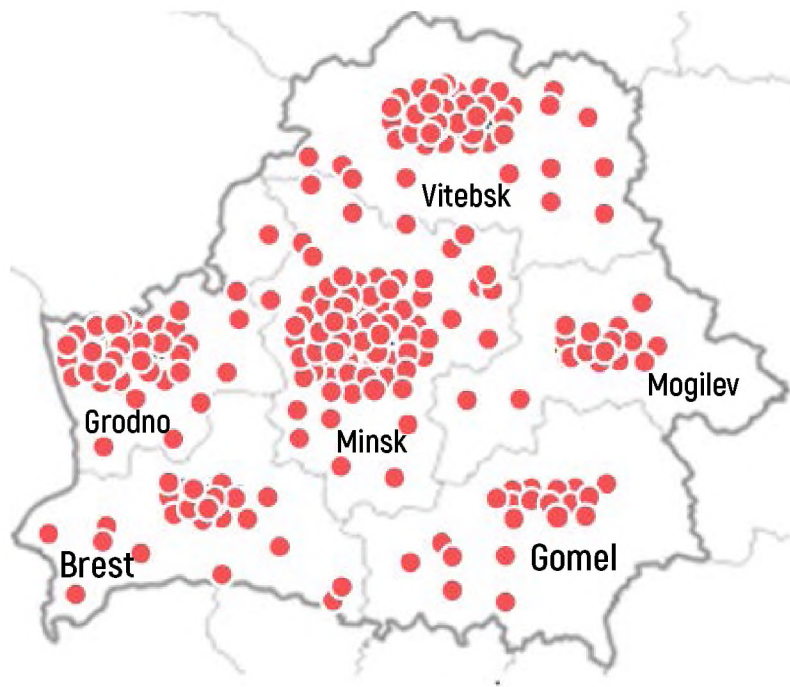


10'000+ students
850+ teachers

Q: What is Hi-Tech Park?

A: Hi-Tech Park is the special legislation for IT and hi-tech companies, effective everywhere in Belarus

Nationwide regime of Hi-Tech Park Belarus



Extraterritorial Approach:
A company can become a Hi-Tech Park resident **regardless its location**

37 areas of activities for Hi-Tech Park residents

- ✓ Custom Software
- ✓ Information Systems
- ✓ Artificial Intelligence, neural networks
- ✓ Medical and Bio Technologies
- ✓ Aviation and Aerospace Technologies
- ✓ Micro-, Optical and Nano-Electronics
- ✓ Radio Navigation Technologies
- ✓ Unmanned Vehicles
- ✓ Blockchain, Cryptocurrencies, Mining
- ✓ Cyber Sports
- ✓ Education
- ✓ Cryptographic Security
- ✓ Cloud Technologies
- ✓ Consulting and Audit in IT
- ✓ Fintech
- ✓ Business Process Outsourcing
- ✓ e-Commerce Marketplace
- ✓ Online Advertising
- ✓ Internet of Things (IoT)
- ✓ Data Centers
- ✓ Fundamental and Applied Research in Natural Sciences
- ✓ Digital content Development
- ✓ etc...

Hi-Tech Park activities list can be expanded by the Hi-Tech Park Supervisory Board

Tax benefits at Hi-Tech Park Belarus till 2049



0% VAT
Profit tax
Offshore duty
Customs duties

0% Income tax in equity carve-out
Sales of shares in HTP resident
Tax on revenues of foreign companies

**Minimum taxes
on salaries**

9% Income Tax
(13% outside Hi-Tech Park)

7% Average Contributions for
Social Security
(35% outside Hi-Tech Park)

Tax benefits for mining and crypto till 2023

0% VAT and Profit Tax on
mining, buying/selling and exchanging cryptocurrencies,
other transactions with tokens

Hi-Tech Park is **directly** subordinated to **President of Belarus**



President of Belarus Aleksandr Lukashenko
and Director of High-Tech Park Vsevolod Yanchevsky

Basic documents on Hi-Tech Park Belarus



December 21, 2017

President's Decree "On Development of Digital Economy"

- ✓ Hi-Tech Park enhanced
- ✓ Zero Tax till 2049
- ✓ 37 types of approved business activities
- ✓ Tokens, Cryptocurrencies, ICOs, Smart Contracts legalized
- ✓ Employment of foreign nationals simplified
- ✓ Institutions of English Law introduced
- ✓ International transactions procedure simplified

September 22, 2005

President's Decree "On the High Technologies Park"

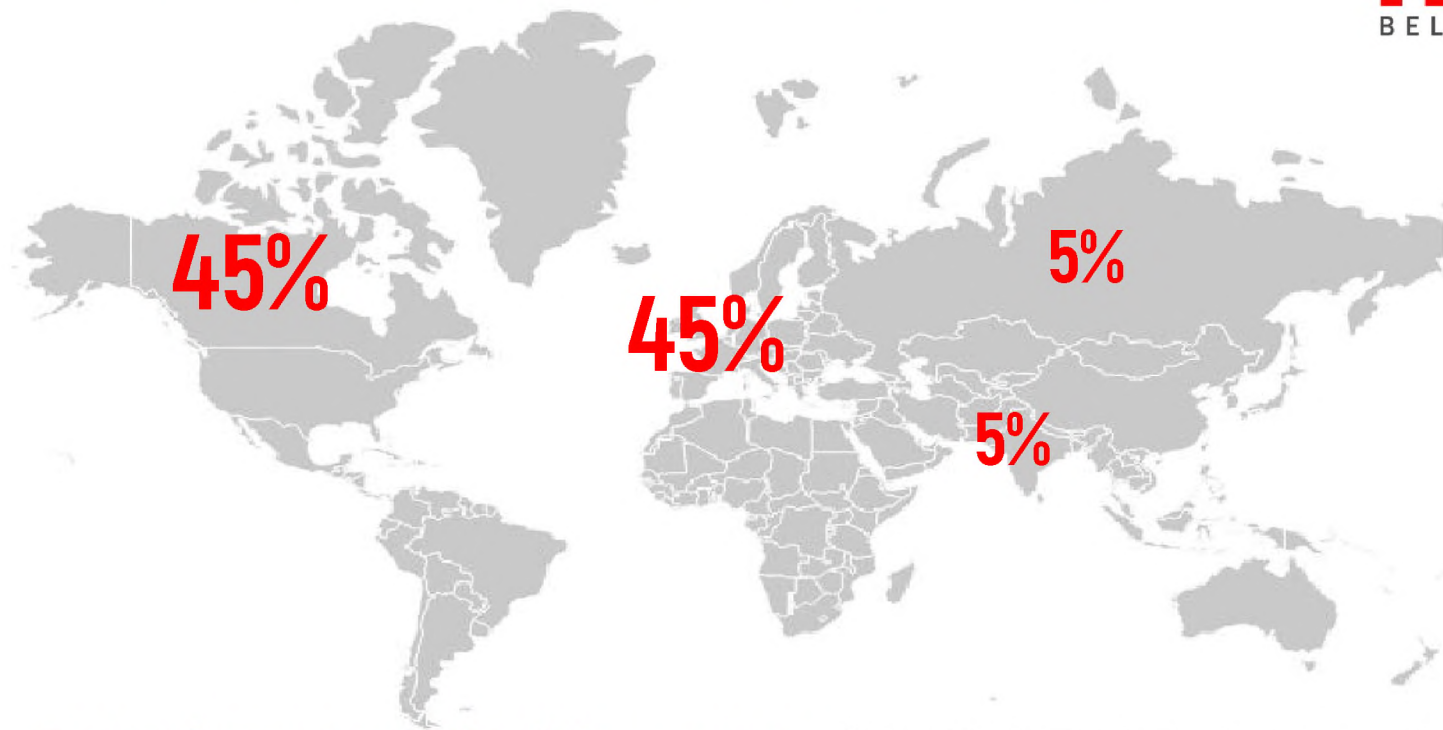
- ✓ Hi-Tech Park established
- ✓ Zero Tax till 2020
- ✓ 3 types of approved business activities

Incentives for Hi-Tech Park companies



- **Easy Recruitment of Foreign Professionals:** visa-free entry and exemption from all kinds of special procedures on foreigners' employment
- **Institutions of "English Law" for Investors:** option agreements, convertible loans, non-compete agreements as well as many other instruments for investors implemented within the legal framework of Hi-Tech Park
- **Blockchain and Cryptocurrencies Legalized:** Belarus is one of the first countries in the world with transparent legal framework for blockchain and cryptocurrency business within Hi-Tech Park
- **International Transactions Procedure Simplified:** product companies have opportunities to make deals in electronic form

Hi-Tech Park Belarus is Export-oriented



Export forms over 90% of the revenue of the High-Tech Park companies
Main markets - USA and EU

Hi-Tech Park Belarus

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