



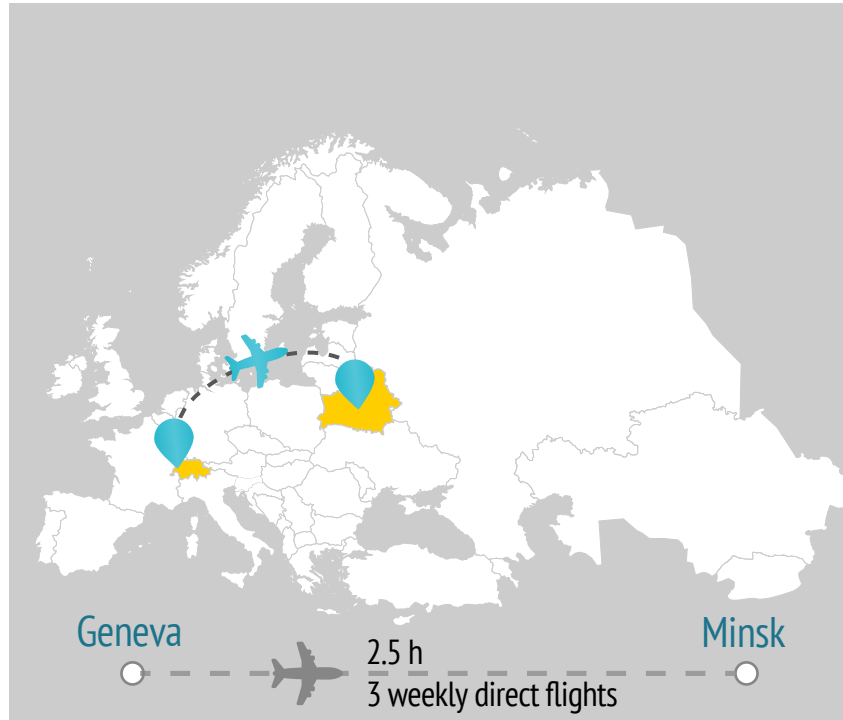
DISCOVER BELARUS

THE LAND FOR LONG-TERM PARTNERSHIP

* OVERVIEW

KEY INDICATORS

Population 9.5 mn
 Capital - Minsk 1.97 mn
 Area 207,595 km²



Currency
 April 2019

USD/BYN = 2.139

Current
 Credit Ratings
 (S&P/F/M)

B (stab) /B (stab) /
 B3 (stab)

GDP growth, 2018 3.0%

Inflation rate, 2018 5.6%

Foreign trade turnover,
 2018 83.2 bn USD

Refinancing rate 10%

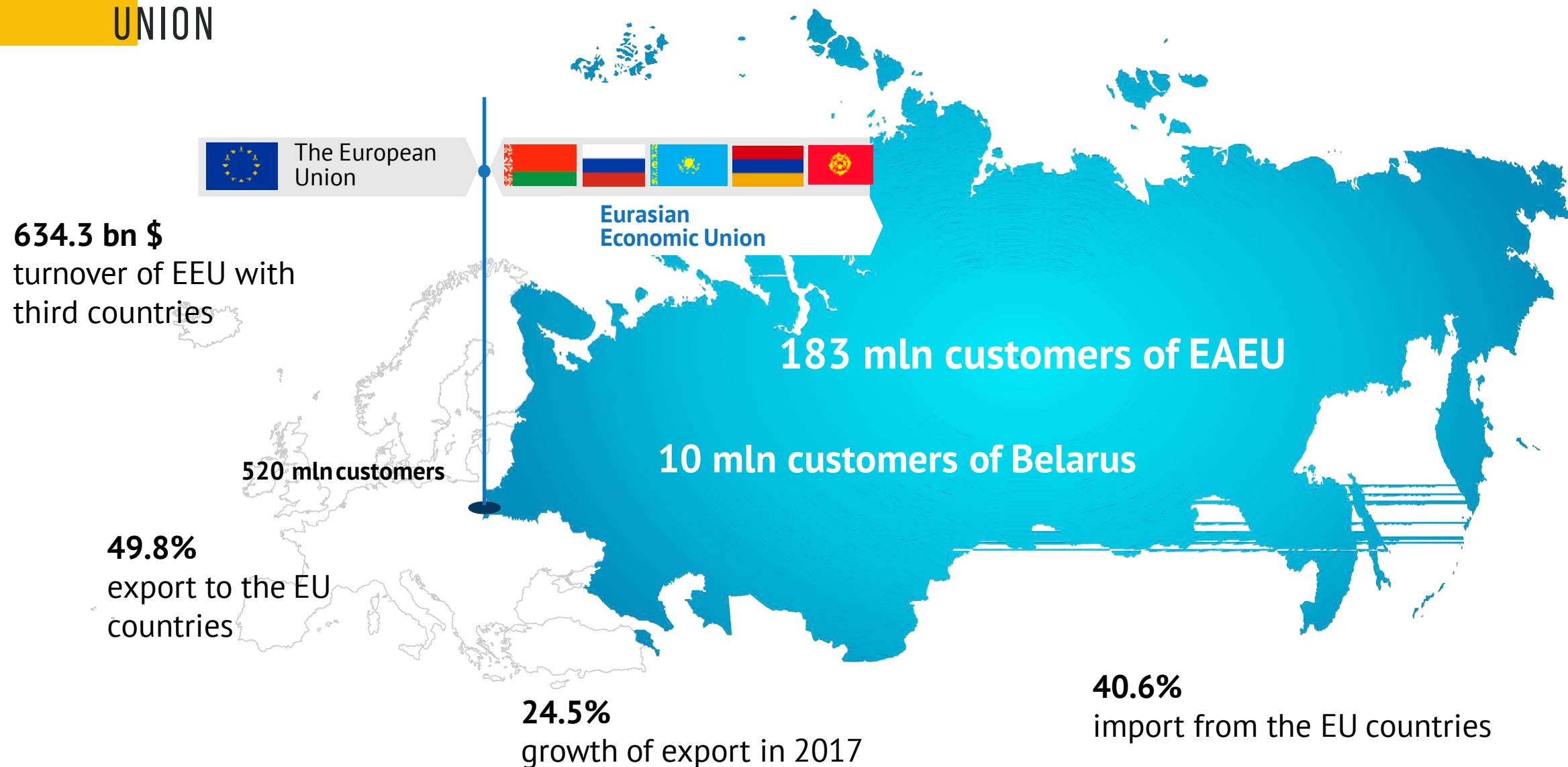
Exports

machinery and other equipment,
 minerals, chemicals, metals,
 textiles, food

Import

minerals, machinery
 and other equipment, chemicals,
 food, metals

* EURASIAN ECONOMIC UNION



* TRANSPORT AND LOGISTICS INFRASTRUCTURE

87 634 km
hard-surface
road



2 983 km
crude oil line



86.3 % coverage level
of high-quality roads

7 920 km
gas pipe line

754 km
oil-products pipeline

5 491 km
railway lines

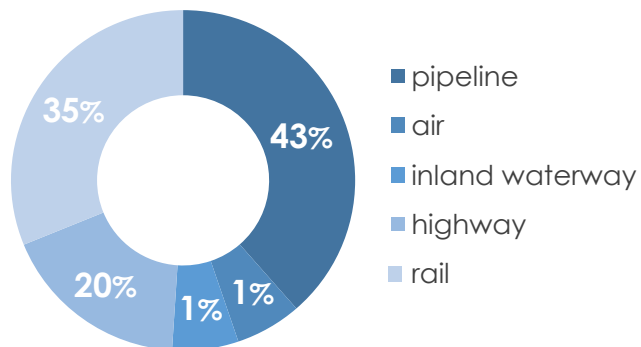


11 657 km
transfer pipeline



* TRANSPORT AND LOGISTICS COOPERATION

TRANSIT STRUCTURE OF GOODS BY TRANSPORT TYPE, 2017



**86.3 % coverage level
of high-quality roads**



settlements



regional centers



international
airports



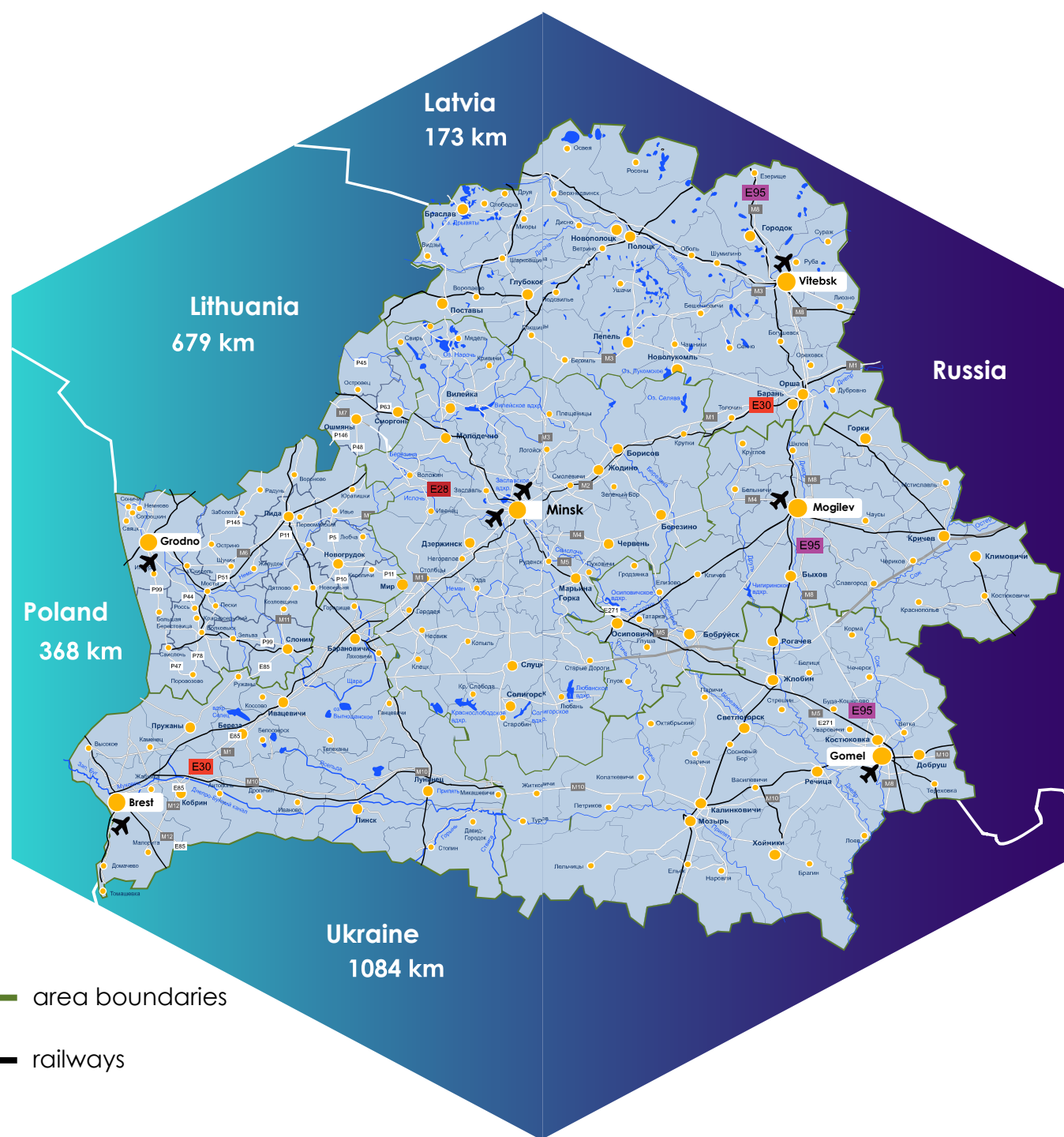
highways



area boundaries



railways



* TRANSPORT AND LOGISTICS COOPERATION



RAILWAY TRANSPORT

79.9 mln
PASSENGERS

157.2
THS TONS OF CARGO

48.7 mln tons
THE VOLUME OF TRANSIT
CARGO



AVIATION

4.7 mln
PASSENGERS

20.6
THS TONS OF CARGO



WAREHOUSE

55
LOGISTICS CENTERS

849 ths m²
TOTAL WAREHOUSE SPACE

>1500
BUSINESS ENTITIES

104.1%
CARGO TURNOVER

103.4%
PASSENGER TURNOVER

455.8
MLN TONS OF CARGO

1.96 bn
PASSENGERS





BELARUS INVESTMENT SUPPORT

SUPRANATIONAL LEVEL

60

agreements
on assistance in the
mutual protection of
investment

67

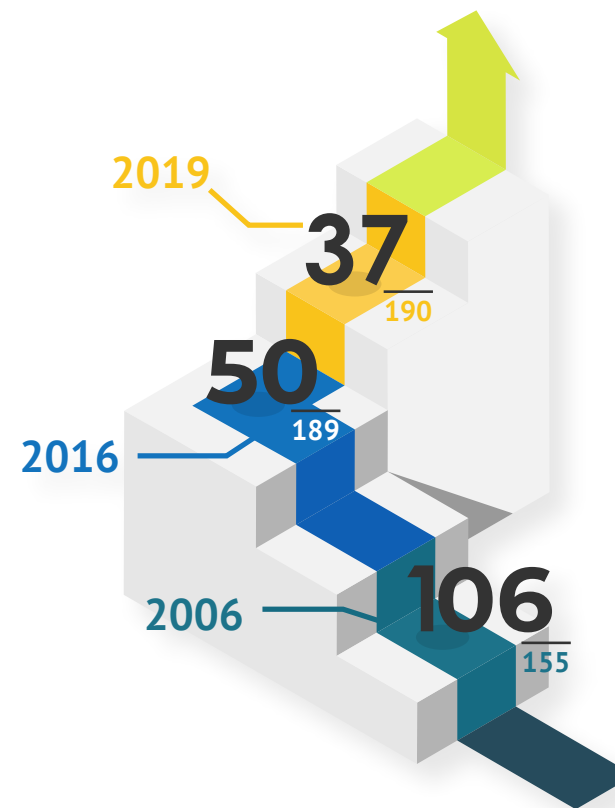
agreements
on avoidance of
double taxation

Republic of Belarus is
a member of MIGA
since 2012

NATIONAL LEVEL

Law “**On Investments**”
of 12 July 2013

Law “**On Public Private
Partnerships**”
of 30 December 2015



Germany

24

Belarus

37

China

46

Italy

51

Hungaria

78



Great Stone
Industrial
Park

Free
Economic
Zones

Hi
Tech
Park

Orsha
Region

Investment
agreement
with
Belarus

Small towns
and
rural areas

Bremino-Orsha
Special
Economic Zone

* FREE ECONOMIC ZONES

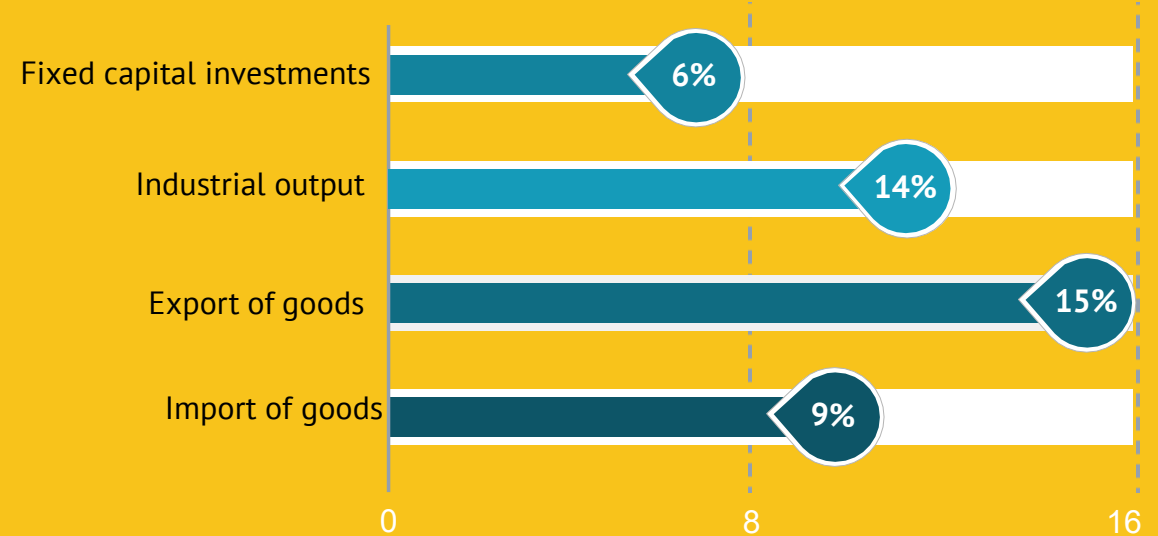
Production of
export-oriented
products

Minimum
investments of
0.5 mln EUR

0%

Income Tax
Property Tax
Land Tax
VAT & Custom
Import Duties

Share of FEZ residents in key macroeconomic indicators of Belarus, 2018



STADLER

Cylinders
Holding

Ironospan

KTD GROUP



GREAT STONE INDUSTRIAL PARK NEW ECOFRIENDLY SMART CITY



PLACE FOR
INDUSTRIES OF
THE FUTURE



INNOVATIONS AND
NEW TECHNOLOGIES
EXCHANGE PLATFORM



INTERNATIONAL
BUSINESS COOPERATION
PLATFORM

**PRODUCTION AREAS
AND LAND PLOTS**

(rent/purchase)

0%

Tax privileges
and benefits

10 YEARS

Grandfather's clause

**COMPREHENSIVE
SERVICE FOR INVES-
TORS**

**ADVANTAGEOUS
GEOGRAPHICAL
LOCATION**

0%

Special customs
regime

**SIMPLIFIED PROCESS
OF DESIGNING AND
CONSTRUCTION**

**DEVELOPING
COMFORTABLE LIVING
CONDITIONS**

THE MOST CONVENIENT CONDITIONS FOR
DOING BUSINESS IN THE EURASIAN REGION





HI-TECH PARK

37 000

software engineers employed
in the IT sector of the HTP

> 1.4 BN USD

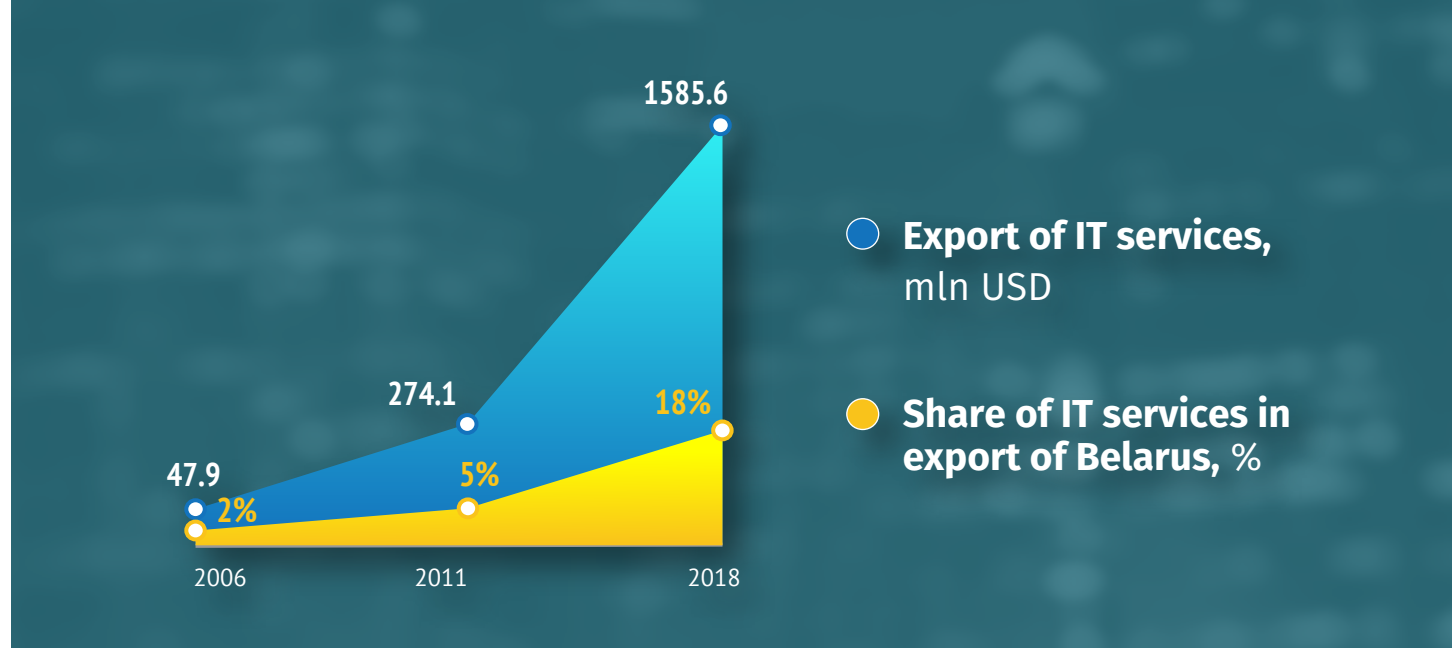
HTP software and IT-services export in
2018

7X

increase export volume between 2010
and 2018

TOP 9

in Primary Locations for Outsourcing &
Service Delivery centres in EMEA



BELARUS HI-TECH PARK

Providing services globally to **60+**
of **Fortune's 200 largest companies**

HTP residents with foreign or joint
ownership amount to **48%** of the
total **454 resident** companies

92% of the software products of
HTP are **exported**

Preferential treatment for resident companies:

- favourable tax regime **until 2020**
(incl. exception from income tax and VAT)
- **lower** personal income tax
- extraterritorial principle of registration
- access to **qualified** workforce



SMALL TOWNS AND RURAL AREAS



Separate divisions
(branches,
representative
offices)

0%

Income Tax
Property Tax
VAT & Custom Import Duties



ORSHA REGION



0%

Lower tax rates

(1% of the turnover from sale of goods of own production,
2% of the turnover from performing own works/services)

Exemption from VAT

in relation to certain types of imported machinery and equipment
that are subject to 0% customs duty

Full VAT refund

for developers in regard to the goods, works and services used for
constructing facilities in the Orsha region

24% rate

of social security contributions by employers



Businesses
producing goods or
providing works,
services in Orsha
region



SEZ “BREMINO-ORSHA”



0%

CIT
Real estate tax
VAT & Custom
Import Duties



Preferential Regimes

INCOME TAX

18%
IN GENERAL

0% GREAT STONE
HTP
SMALL TOWNS
FEZs

PROPERTY TAX

1%
IN GENERAL

0% GREAT STONE
HTP
SMALL TOWNS
FEZs

LAND TAX

0% GREAT STONE
HTP
FEZs

INCOME TAX FOR INDIVIDUALS

13%
IN GENERAL

9% GREAT STONE
HTP
SMALL TOWNS

DEDUCTIONS TO THE SIF

35%
IN GENERAL

0% FOR THE INCOME EXCEEDING
THE AVERAGE MONTHLY
SALARY IN BELARUS
GREAT STONE & HTP

VAT AND CUSTOM DUTIES

20%
IN GENERAL

0% GREAT STONE
HTP
SMALL TOWNS
FEZs

VISA-FREE REGIME

30 DAYS
IN GENERAL

180 DAYS
GREAT STONE

SAFETY REGIME

**GREAT
STONE**

STABILISATION CLAUS
MORATORIUM ON
CONDUCTING
INSPECTIONS

LAND IN PROPERTY

GREAT STONE

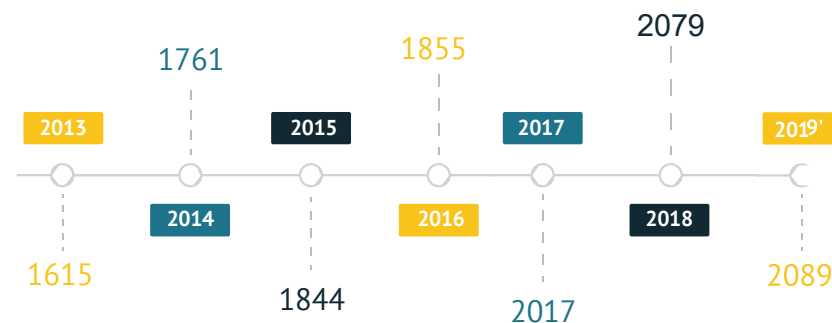


INVESTMENT AGREEMENT

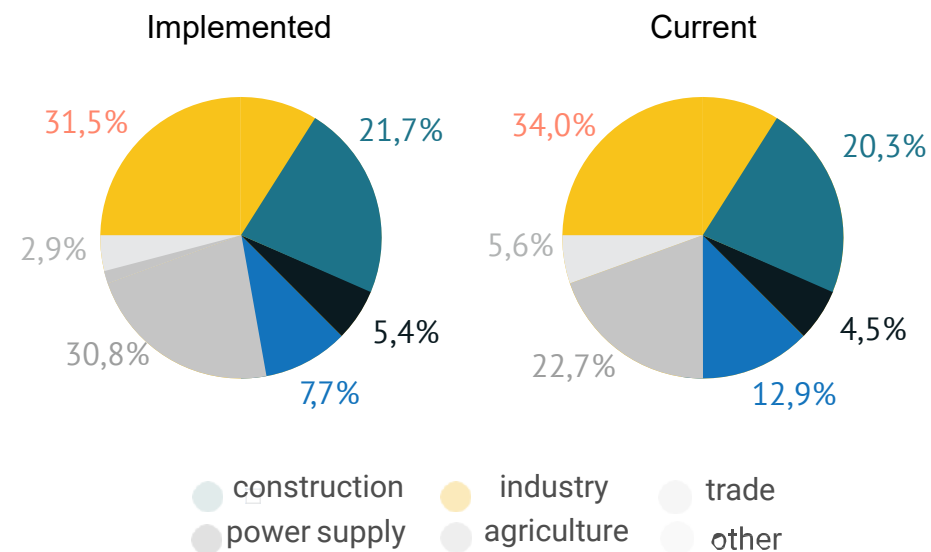


The investors are allowed to carry out construction work stipulated by the investment project and simultaneously develop design estimates and have them evaluated and adopted at each stage of construction.

- exemption from customs duties and VAT payments when importing technological equipment;
- deduction of paid VAT;
- provision of a land plot without holding an auction, which exempts investor from payment for the right to conclude a lease agreement and from payments for a land plot.



Dynamics of investment agreements



Structure of investment agreements



NATIONAL AGENCY
OF INVESTMENT
AND PRIVATIZATION

REPUBLIC OF BELARUS



The background is a blurred office scene. In the center, a person in a dark suit is visible, possibly interacting with others. The foreground shows a desk with papers and a pen. The overall tone is professional and busy.

**What can the Agency
do for you?**

>1000
SUPPORTED
FOREIGN COMPANIES

Services
FREE
of charge

One of **your team**

- selection of investment projects
- arrangement of meetings
- market research
- site selection
- solution providing
- lobbying

INVESTMENT
PROMOTION

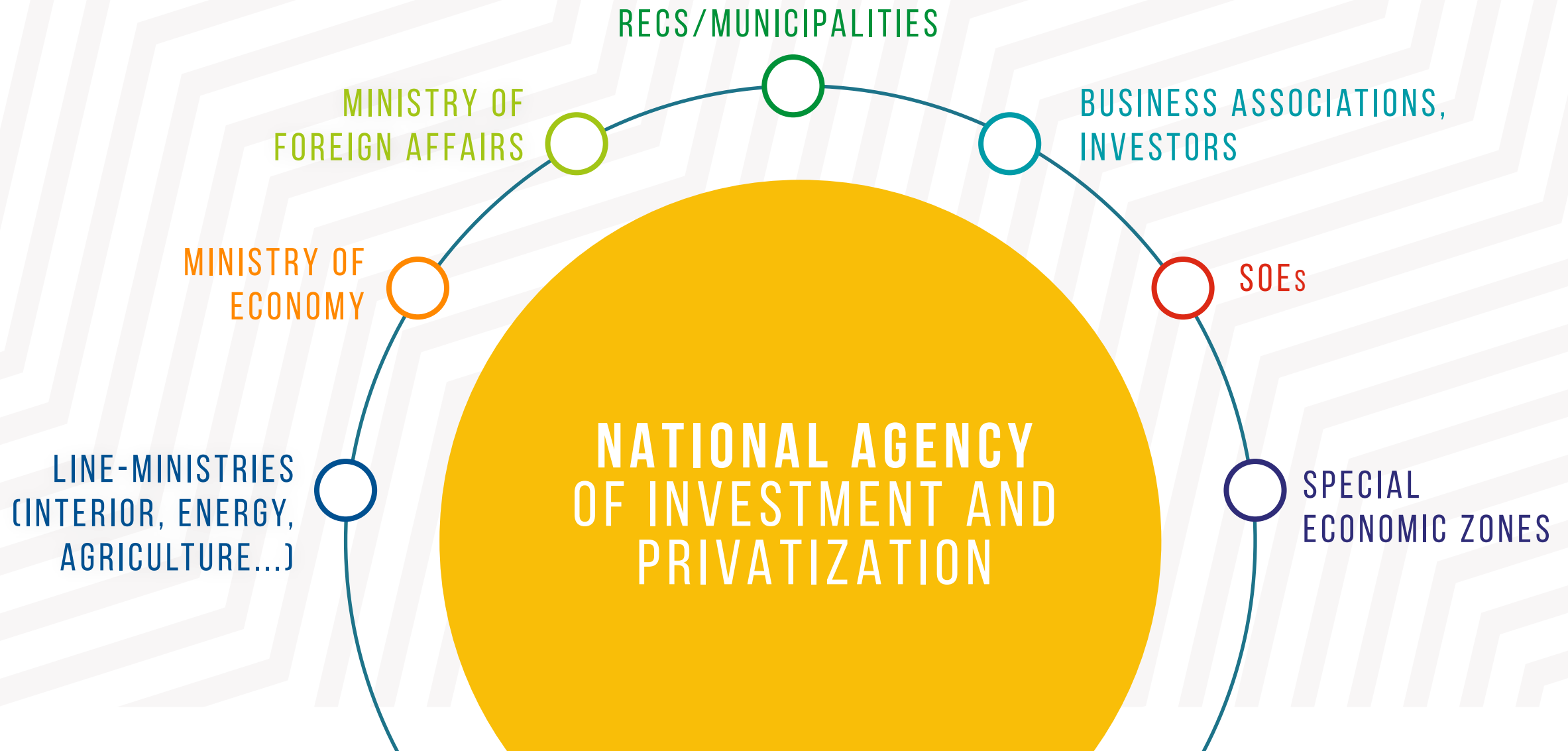
INVESTOR DECISION
AND PROJECT
LAUNCH

AFTERCARE

LONG-TERM
PARTNERSHIP

NEW BUSINESS AND INVESTMENT OPPORTUNITIES

* NAIP AT THE CORE OF THE GOVERNMENTS INVESTMENT PROMOTION



SUCCESS STORIES

What attracts us in Belarus is raw materials, high educated staff, and those doing business conditions set up by the government. And from logistic point of view Belarus enjoy a perfect location. Stability is a factor that cannot be underestimated too.

Peter Kaindl, Kronospan





LET'S COOPERATE TODAY

www.INVESTINBELARUS.by

