

# Investment offer

## 1. Name of the project and company information:

**Project name:** THE SERVICE ZONE CHECKPOINT "KAMENNY LOG."

**Project branch:** transport and communications

**Type of investor participation:** provision of foreign credit line (loan)

**Project location:** Oshmyanski district, 147 km of roads M-7/E-28 Oshmjany Minsk-border of the Republic of Lithuania (Kamenny Log)

**Anticipated start date of the project:** 2014

**Company's full name** (project partner /initiator): "Beltamozhservice"

**Type of ownership:** state

**Registration date:** 18.01.1999

**Authorized fund structure:** state- 100 %, non-state entities- -0 %, foreign stakeholders- -0 %, other stakeholders- - %.

**Current financial results** (optional): Entry place

**Project description** (idea/preconditions, project stages and actual project status, expected results): Purpose of the project « THE SERVICE ZONE CHECKPOINT "KAMENNY LOG." » - integration capacity of the interprice into a single logistics system of the customs terminal, customs processing, maintenance of transit, storage, and distribution of free traffic

## 2. Market characteristics of the planned production

### Product description:

- product name and description: storage services, freight forwarding services, logistics services, customs representatives, wholesale trade, services of hotel complex, cafe services, CAR WASH services, other ancillary services (counseling, information, insurance, etc.)
- main consumers: commercial and industrial enterprises)
- availability of goods with similar product performance: Entry place
- prospective distribution channels (including geographical distribution): The Republic of Belarus, the Russian Federation, the European Union

### Description of the current domestic market of the production planned:

- market capacity: Select
- government regulation (price controls, licensing, etc.): Entry place
- other (please specify): Entry place

### Key domestic market indicators of the production planned:

- annual output of the sector (in current prices) Select in year
- return on sales ( %): (in year)
- average nominal monthly wages of the similar businesses: Select (in year)
- the degree of concentration (the approximate aggregate market share of the top five players, %):

## 3. Competitive advantages of the project

### Infrastructure available:

#### Railway lines and roads:

own railway branch (specify distance in km):

Belarusian Railway (specify distance in km):

- republic-wide roads (specify distance in km): next to the road M-7/E28 Oshmjany Minsk-border of the Republic of Lithuania (Kamenny Log)  
 other roads with improved surface (specify distance in km):

**Communications availability:**

- power grid (voltage: , distance in km: )  
 plumbing  
 gas pipeline

**Land and production facilities:**

- land availability (area: 11,55 hectares, purpose: Entry place)  
 presence of structures (area: , purpose: warehouses, short description: Entry place)

**Other infrastructure**

- warehouses, logistics terminals (area: , description: Entry place)  
 possibility to expand production and install additional facilities  
 possibility to create the necessary infrastructure via state budgetary financing (description: Entry place)  
 other (specify): Entry place

**Strategic advantages:**

- strong brand  
 profiled staff  
 supply chain of raw materials and components  
 distribution network  
 undesaturated market in Belarus for the production proposed  
 Common Free Market Zone entry  
 guaranteed volumes of orders (from Select)  
 use of local raw materials  
 availability of valid patents, licenses, permits:  
 other (specify):

## 4. Financing requirement

**Total investment:** 549 billion rubles, including capital expenditures: 451 billion rubles

**Financing requirement for investor:** 419 billion rubles

## 5. Preliminary indicators of project efficiency

Sales revenue, without VAT (after reaching the estimated capacity: 128,8billion rubles Select;  
Pay-back period: years;  
Dynamic pay-back period: years;  
Internal rate of return (IRR) %;  
Net present value (NPV). Select  
Discount rate: %  
Business plan/feasibility study availability: Entry place  
Annotations: Entry place

## 6. Contacts

Person responsible for the project (Name, position): Chief Economist of  
"Beltamozhservice" Desyatnik D.A.

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