

Investment offer

1. Name of the project and company information:

Project name: Transport and logistics centre "Minsk-Beltamozhservice", the 3 stage

Project branch: ACTIVITIES, RECREATION AND ENTERTAINMENT, CULTURE AND SPORTS, HOTELS AND RESTAURANTS

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

Project location: Minsk region, Schomyslitsa, 17-km highway P-1 Minsk-Dzerzhinsk

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- %, foreign stakeholders- %, other stakeholders- %.

Current financial results (optional): Entry place

Project description (idea/preconditions, project stages and actual project status, expected results): In order to develop the infrastructure of "Transport and logistics center" Minsk-Beltamozhservice " " Beltamozhservice "plans to construct the 3rd stage of the object, which include the opening of the hotel, restaurant and a fitness center

2. Market characteristics of the planned production

Product description:

- product name and description: service hotel complex, restaurant services, the services of a fitness center (gym, sauna, swimming pool, an office for the spa, massage room, beauty salon, billiards room)
- main consumers: individuals
- availability of goods with similar product performance: Entry place
- prospective distribution channels (including geographical distribution): Entry place

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): 17 km of the road R-1 Dzerzhinsk-Minsk, 19 kilometers from the road M-1/E30 Brest (Kozlovichi)-Minsk-Russian border (Redki)
 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: 8,89 hectares, purpose: Entry place)
 presence of structures (area: 6204,4 m2, purpose: warehouses, short description: Entry place)

Other infrastructure

- warehouses, logistics terminals (area: 6204,4 m2, 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: 192 billion rubles, including capital expenditures: 154,0 billion rubles

Financing requirement for investor: 143 billion rubles

5. Preliminary indicators of project efficiency

Sales revenue, without VAT (after reaching the estimated capacity): 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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