

Investment offer

1. Name of the project and company information:

Project name: Transport and logistics centre "Mogilev-Beltamozhservice"

Project branch: transport and communications

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

Project location: Mogilev, Krupskaya street, 230

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 «Transport and logistic centre "Mogilev-Beltamozhservice"» - 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, other ancillary services (counseling, information, insurance, etc.)
- main consumers: commercial and industrial enterprises)
- availability of goods with similar product performance: "Mogilev branch of Belarusian Railway"
- 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): access road 1.1 km

Belarusian Railway (specify distance in km): 4.6 km to the station Mogilev-1

- republic-wide roads (specify distance in km): 1.5 km from the ring road g.Mogileva P-123, 9.9 km from the Russian border road M-8/E95 (Ezerishe)-Vitebsk-Gomel-border of Ukraine (Novaya Guta), 11 km from the road M-4 Minsk-Mogilev
- 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: 5.4 hectares, purpose: Entry place)
- presence of structures (area: 2964,7 m2, purpose: warehouses, short description: Entry place)

Other infrastructure

- warehouses, logistics terminals (area: 2964,7 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: 92 Select, including capital expenditures: 84 Select

Financing requirement for investor: 33 billion rubles Select.

5. Preliminary indicators of project efficiency

Sales revenue, without VAT (after reaching the estimated capacity: 29,7billion 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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