

BELARUS EXPORT POTENTIAL



GENERAL INFORMATION

COMMODITY STRUCTURE OF EXPORT (2015):



REPUBLIC OF BELARUS

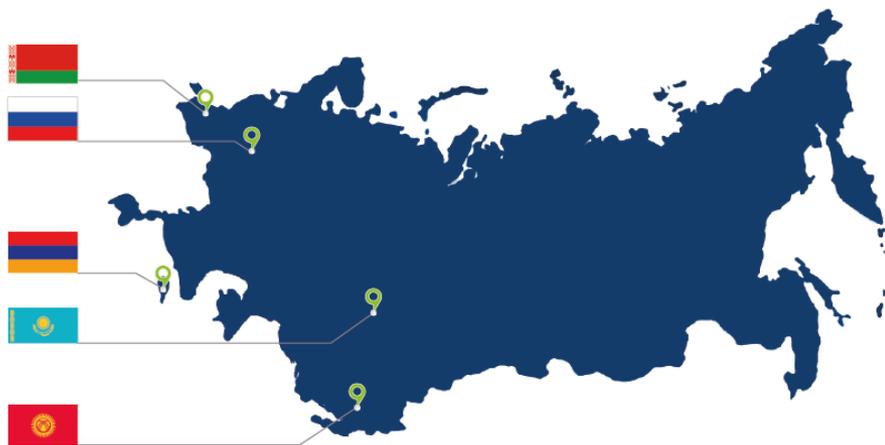
Export-oriented country with highly developed industry and agriculture, active developing service sector, high scientific potential, favorable transit opportunities.



NEW FEATURES WITHIN THE EAEU

THE EAEU PROVIDES

- ✓ Free movement of goods, services, capital and labor
- ✓ Harmonized policy in the economy sectors determined by the treaty and international agreements within the EAEU



BELARUS AS A MEMBER OF THE EURASIAN ECONOMIC UNION



GDP of the EAEU

\$2200 Billion

Industrial production

\$1300 Billion

**Volume of external
trade of the EAEU
with third countries**

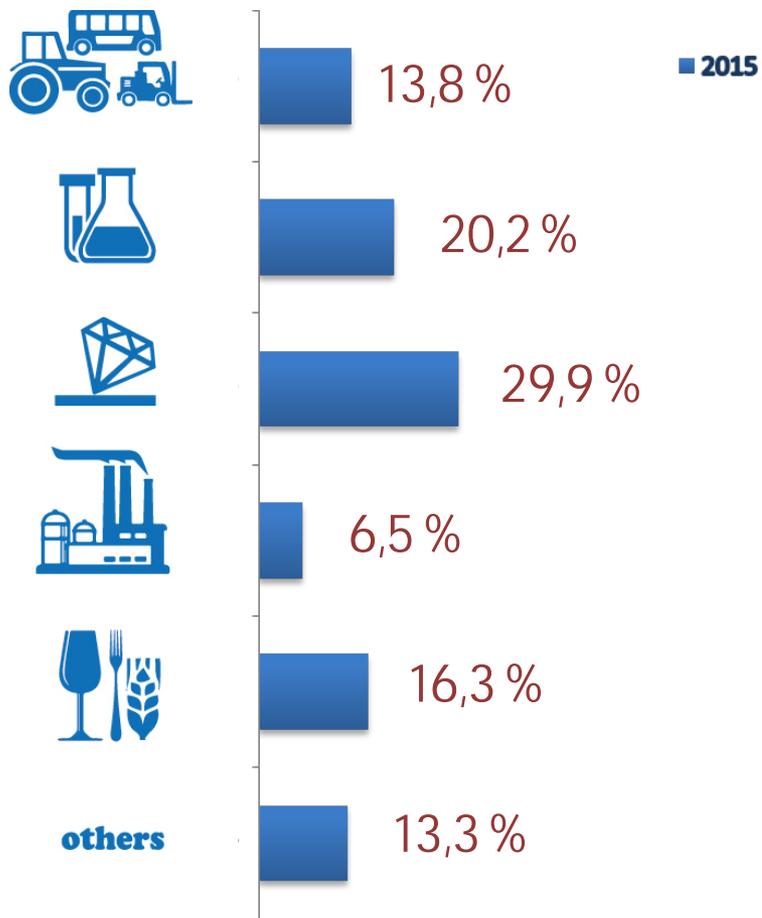
\$ 877.6 Billion



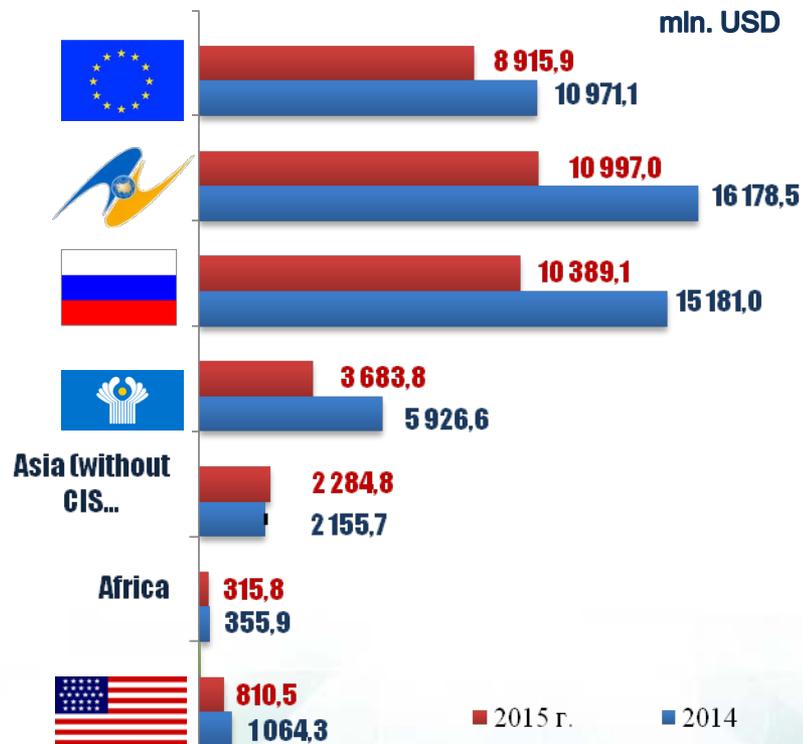
NEW FEATURES WITHIN THE EAEU

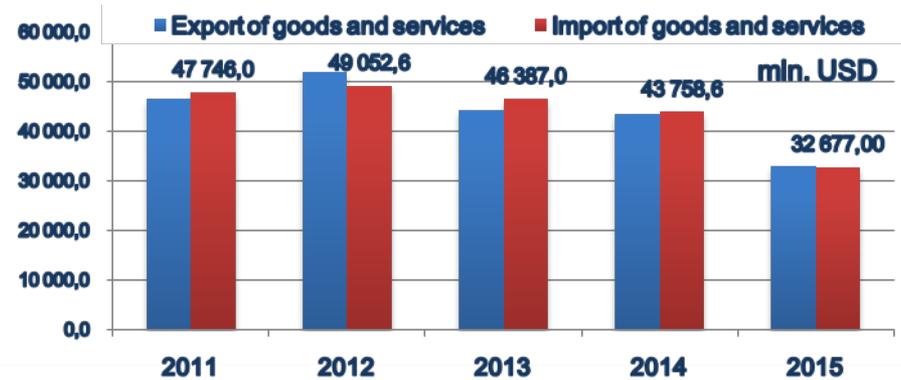
- Free movement of goods, services, capital and labor
- Interests of domestic producers protection according to the common customs tariff and non-tariff regulation in trade with the third countries
- Duty-free import of technological equipment
- Granting tariff preferences for goods imported from the third countries as a contribution of the founder to the charter capital of the company
- Legal guarantees for investors
- Opportunity to promote the products manufactured in Belarus to the Member States of the EAEU
- Principles of the Customs Union and Common Economic Space meet the standards of the World Trade Organization

BELARUS EXPORT COMMODITY STRUCTURE



BELARUSIAN EXPORT BY REGIONS





SHARE OF BELARUS IN THE WORLD MARKET OF

Mining trucks 30%

Harvesters 17%

Butter 11%

Flax-fiber 6,4%

Tractors 6%

Dairy products 5%



Diversification of the Belarusian export to new markets

ASIA

Bangladesh, Bahrain, Jordan, Iraq, Cambodia, Kuwait, Laos, Lebanon, Malaysia, Morocco, Myanmar, Nepal, Oman, Saudi Arabia, Singapore, Thailand, Philippines, Sri Lanka.

AFRICA

Algeria, Angola, Gabon, Gambia, Ghana, Cameroon, Kenya, Côte d'Ivoire, Mali, Mozambique, Namibia, Senegal, Sudan, Togo, , Tanzania, Tunisia.

EUROPE

Bosnia and Herzegovina, Denmark, Greece, Ireland, Spain, Cyprus, Luxembourg, Macedonia, Malta, Norway, Portugal, Slovenia, Croatia, Montenegro.

LATIN AMERICA

Bolivia, Colombia, Nicaragua, Panama, Peru, Uruguay, Chile.

AUSTRALIA AND OCEANIA

New Zealand.



KEY SECTORS OF BELARUSIAN ECONOMY



MACHINERY INDUSTRY



MACHINE-TOOL INDUSTRY



LIGHT INDUSTRY



CONSTRUCTION
AND BUILDING MATERIALS



AGRICULTURE



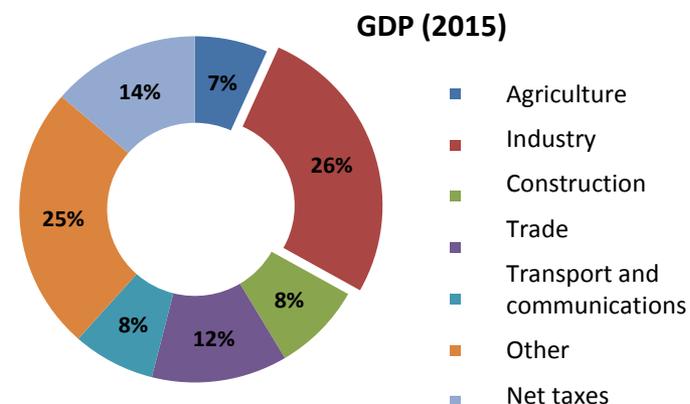
SERVICES



FORESTRY, WOODWORKING
AND PAPER INDUSTRY



CHEMICALS AND PETROCHEMICALS



BELARUS HAS A HIGHLY
DEVELOPED INDUSTRY WITH ITS
SHARE BEING AT THE RATE OF
31% OF GDP

AGRICULTURAL MACHINERY

- ✓ Cultivating machines
- ✓ Plant setters
- ✓ Harvesters



TRACTORS

- ✓ More 100 models of tractors suitable for all climatic and operational conditions correspond Euro 3, Euro 4 and Euro 5



ROAD CONSTRUCTION EQUIPMENT

- ✓ Automobile hydraulic cranes
- ✓ Container vehicles
- ✓ Assembly lifts



TRADITIONAL BELARUSIAN EXPORT

FREIGHT VEHICLES

- ✓ Road tractors
- ✓ Tippers
- ✓ Dump trucks, timber lorries
- ✓ correspond Euro-3, Euro-4 and Euro-5 requirements



MINING MACHINERY

- ✓ Mining dump trucks
- ✓ Machinery for underground works



PASSENGER VEHICLES

- ✓ Trolley busses
- ✓ Buses
- ✓ Passenger cars (Samand, Jeely)
- ✓ Trams cars
- ✓ Railway Carriages



MINERAL PRODUCTS & FERTILIZERS

- ✓ Stone salt
- ✓ Potassium chloride
- ✓ Fertilizers: nitrogen, potassium, phosphorus



ANIMAL & CROP PRODUCTS

- ✓ Flax, beet sugar
- ✓ Cereals: barley, rye, wheat, potatoes, feed crops
- ✓ Animal production: cattle, pigs and poultry



FOOD & BEVERAGES

- ✓ Meat-and-milk production
- ✓ Sugar, confectionery
- ✓ Soft drinks, wine, beer, hard spirits
- ✓ Canned vegetables



TRADITIONAL BELARUSIAN EXPORT

IT SERVICES

- ✓ IT consulting services
- ✓ Software development



MEDICAL SERVICES

- ✓ Unique cardiac surgeries, organs transplantation, other modern services on preventive maintenance and treatment of diseases
- ✓ Resort and rehabilitation treatment on the territory of Belarus



CONSULTING

- ✓ Marketing consulting
- ✓ Education services



TOURISM

- ✓ Over 15 thousand tourist sites of historic, cultural and architectural value
- ✓ Agro tourism, hunting, fishing facilities, etc.

PERSPECTIVE PRODUCTS AND SERVICES FOR EXPORT

The driver of the economic growth in Belarus is innovative products created mainly by small and medium-sized businesses in following spheres



Pharmaceutics



Nanotechnology



Biotechnology



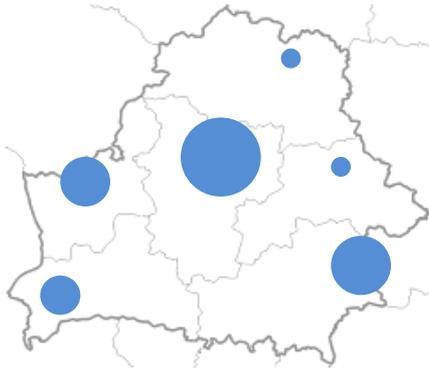
**Fine chemical
technology**



**Electronic
optical
instrumentation**



**Information
and
communication
technologies**



24'000+
+3000

152

Belarusian Hi Tech Park (HTP) is one of the leading IT clusters in Central and Eastern Europe.

Today, 152 companies with more than 24,000 software engineers are HTP residents. About 3,000 new jobs are created annually





The HTP

resident-companies provide
IT services on B2B market
to customers from
61 countries

TOP-10 HTP Importers

1. THE USA
2. RUSSIA
3. GREAT BRITAIN
4. GERMANY
5. FINLAND
6. IRELAND
7. THE NETHERLANDS
8. SWITZERLAND
9. ISRAEL
10. SOUTH KOREA

citibank

Bank of America

BARCLAYS

London
Stock Exchange

Deutsche Bank

Microsoft

Google

ORACLE

IBM **SAP**

Expedia

Coca-Cola

Honeywell

PHILIPS **BOSCH**

REUTERS

MUSIC TELEVISION

AIRBUS

TRANSPORTATION AND LOGISTICS INFRASTRUCTURE OF BELARUS

Belarus is a **transportation and logistics hub** of Eurasia.

Pan-European transport corridor №2 and №9.

Broad network of motorways, railways, airlines.

Over **100 million tones** of European cargo cross Belarus's territory per year.

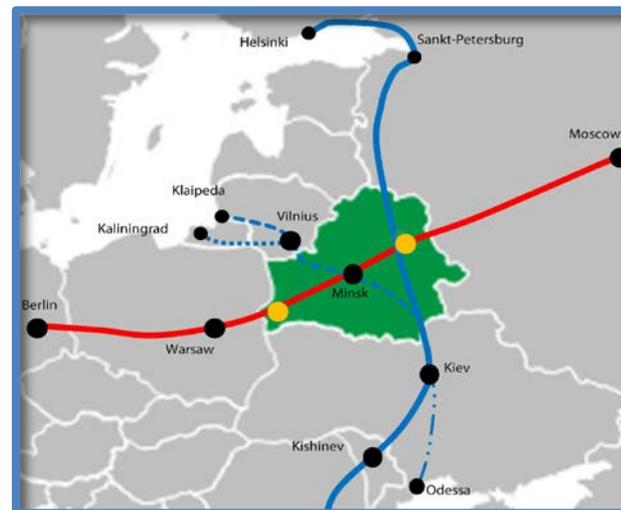
Belarus is situated in the center of the **Silk Road Economic Belt**

Railways – 5491 km,

Highways – 101,700 km

Oil pipelines – 2,983 km

Gas pipelines – 7,837 km

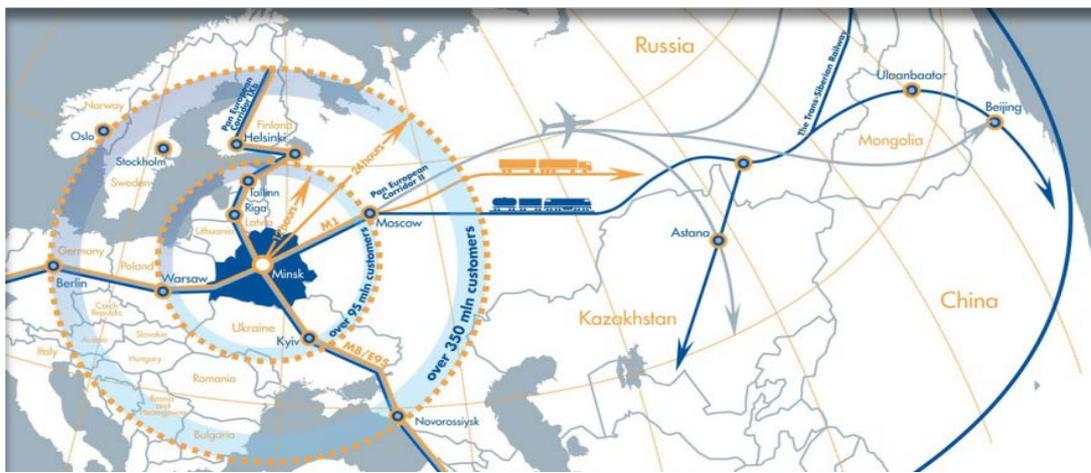


Transport corridor II, «West-East»:

Berlin — Poznan — Warsaw — Brest —
Minsk — Smolensk — Moscow —
Nizhniy Novgorod

Transport corridor IX «North-South»:

Helsinki — Sankt-Petersburg — Pskov —
Orsha — Kiev — Kishinev — Bucharest —
Dimitrovgrad — Alexandroupoli



These zones were set up to create strong private sector enterprise and investment in Belarus and offer an enviable array of incentives to members, whether they are local entrepreneurs or foreign investors.

Tax free profits on all goods and services for five years, then a 50% discount

50% discount on VAT on import substitution goods manufactured within an FEZ

No taxes on real estate owned or leased in the FEZ

Exempt from payments to National Agriculture Support Fund

No tax on purchasing vehicles

No customs duty on raw materials and equipment imported from outside Belarus

A guarantee that legislation governing firms will not change for seven years

There are six zones strategically located around the country –
in Minsk, Gomel, Vitebsk, Grodno, Brest and Mogilev



MAIN

ABOUT US

NEWS

SERVICES

PARTNERS

CONTACTS

ONE STOP PRINCIPLE

Marketing services



Market Development
Factors
Consumer Demand
Reliable Business
Partners

[Read more](#)

Business education



Seminars:
- open,
- distance,
- international

[Read more](#)

Publications



The information-
analytical publication

[Read more](#)

Visa support



-Visa support
-Translation
-Legalization of
documents/Apostille
-Document delivery

[Read more](#)

News

29 March

[The Ministry of Foreign Affairs of the Republic of Belarus considered the results of public discussion of National Programme draft for Export Support and Development 2016-20120](#)

On March 28, 2016 the round table took place in the National Centre for Marketing and Price Study, at which the results of public discussion of the Na...

28 March

[The National Centre for Marketing and Price Study has built new partnership relations at Business-Forum in Bulgaria](#)

15 March

[Memorandum of Understanding was signed between the National Centre for Marketing and Price Study and Egyptian International Trade Point](#)

14 March

[The representatives of the National Centre for Marketing and Price Study and Egyptian companies conducted business negotiations in Cairo](#)



THE NATIONAL CENTRE FOR MARKETING AND PRICE STUDY OF THE MINISTRY OF FOREIGN AFFAIRS OF THE REPUBLIC OF BELARUS IS A RELIABLE PARTNER IN ESTABLISHING BUSINESS COOPERATION BETWEEN BELARUSIAN AND FOREIGN ENTITIES

www.export.by
www.ncmps.by
www.goszakupki.by
www.icetrade.by

COMPREHENSIVE ASSISTANCE IN DOING BUSINESS WITH BELARUS AND FOREIGN COUNTRIES



INFORMATION SUPPORT TO GET ACCESS TO EAEU AND BELARUS MARKETS



MARKET REVIEWS OF BELARUSIAN MARKET AS WELL AS EAEU, CIS, EU, ASIA, AMERICA,
AFRICA COUNTRIES MARKETS



ORGANIZATION OF VISITS OF BUSINESS MISSIONS TO FAR-ABROAD COUNTRIES



SEARCHING FOR POTENTIAL CUSTOMERS AND PARTNERS



ORGANIZATION OF BUSINESS MEETINGS WITH POTENTIAL PARTNERS



ORGANIZATION AND PARTICIPATION IN EXHIBITIONS AND OTHER BUSINESS EVENTS
IN BELARUS AND ABROAD



PROVIDING INFORMATION ON TENDERS IN THE REPUBLIC OF BELARUS AND ABROAD



CARRYING OUT SEMINARS, WORK SHOPS, TRAININGS ON FOREIGN ECONOMIC ACTIVITY TOPICS



PUBLISHING OF ANALYTICAL AND ADVERTISING EDITIONS

INTERNATIONAL AND REGIONAL NETWORK



AROUND 150 AGREEMENTS WITH
PARTNERS IN 47 COUNTRIES

Branch offices

in all major business hubs of the Republic of Belarus

The network tasks:

- ✓ to render assistance to economy entities to interact and cooperate with authorities, institutions, companies, businesses
- ✓ to provide a full range of consulting and methodology services to Belarus and foreign entities

THE FOREIGN PARTNER AND DEALER NETWORK PROVIDES

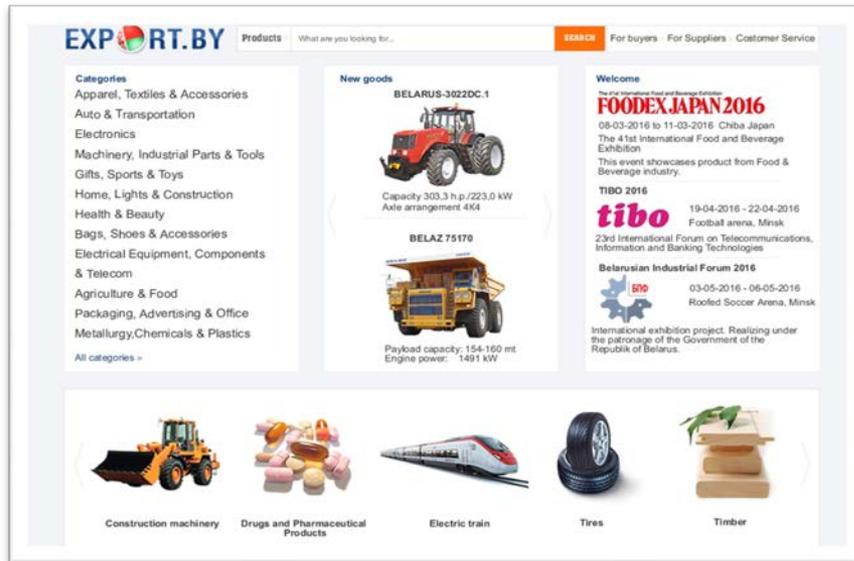
- ✓ joint business development projects
- ✓ access to information and marketing systems and databases
- ✓ foreign market entry data
- ✓ cooperation in marketing and consulting services



THE PORTAL IS CREATED BY THE NATIONAL CENTRE FOR MARKETING AND PRICE STUDY

The goods of the Belarusian companies presented on the portal are displayed in 46 countries on websites of foreign missions of the Republic of Belarus and on websites of partners of the National Centre for Marketing and Price Study.

a tool to promote export potential of Belarus
over 6 000 enterprises
over than 12 000 goods and services



The screenshot shows the EXP RT.BY website interface. At the top, there is a search bar with the text "What are you looking for..." and a "SEARCH" button. Below the search bar, there are navigation links for "Products", "For buyers", "For Suppliers", and "Customer Service".

The main content area is divided into several sections:

- Categories:** Apparel, Textiles & Accessories; Auto & Transportation; Electronics; Machinery, Industrial Parts & Tools; Gifts, Sports & Toys; Home, Lights & Construction; Health & Beauty; Bags, Shoes & Accessories; Electrical Equipment, Components & Telecom; Agriculture & Food; Packaging, Advertising & Office; Metallurgy, Chemicals & Plastics.
- New goods:** Features two items: "BELARUS-3022DC.1" (a tractor) and "BELAZ 75170" (a truck).
- Welcome:** Announces "FOODEX JAPAN 2016" (08-03-2016 to 11-03-2016) and "TIBO 2016" (19-04-2016 - 22-04-2016).

At the bottom of the screenshot, there is a row of product categories with corresponding images: Construction machinery, Drugs and Pharmaceutical Products, Electric train, Tires, and Timber.

			
Egg	Refrigerated display cases & cooling showcases	Information Technology and Telecommunications	Farm equipment & agricultural machinery
			
Tractors	Timber	Research	Films

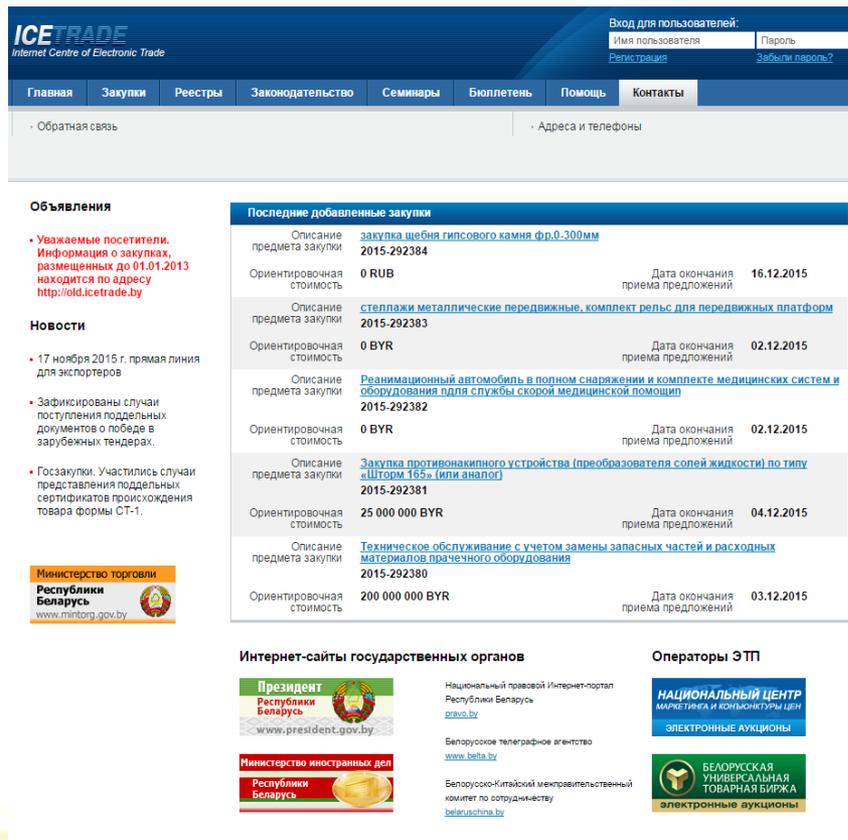
OFFICIAL PUBLIC PROCUREMENT WEBSITE

Consulting and providing target data on Belarus and foreign procurements in 140 countries (register of goods, services, producers, sales companies, authorized trade representatives)

Public procurements in the Belarus, access to procurement procedures in Russia, Kazakhstan

Target searching for tender information by products and regions

WWW.GOSZAKUPKI.BY and CA.NCMPS.BY – support of e-procurements in the EAEU



The screenshot shows the ICETRADE website interface. At the top right, there is a login section for users with fields for 'Имя пользователя' (Username) and 'Пароль' (Password), and links for 'Регистрация' (Registration) and 'Забыли пароль?' (Forgot password?). Below this is a navigation menu with items: Главная (Home), Закупки (Procurement), Реестры (Registers), Законодательство (Legislation), Семинары (Seminars), Бюллетень (Bulletin), Помощь (Help), and Контакты (Contacts). There are also links for 'Обратная связь' (Feedback) and 'Адреса и телефоны' (Addresses and phones).

The main content area is divided into several sections:

- Объявления (Announcements):**
 - Уважаемые посетители. Информация о закупках, размещенных до 01.01.2013 находится по адресу <http://old.icetrade.by>
 - 17 ноября 2015 г. прямая линия для экспортеров
 - Закреплены случаи поступления поддельных документов о победе в зарубежных тендерах.
 - Госзакупки. Участились случаи представления поддельных сертификатов происхождения товара формы СТ-1.
- Министерство торговли Республики Беларусь** (www.mintorg.gov.by)
- Президент Республики Беларусь** (www.president.gov.by)
- Министерство иностранных дел Республики Беларусь** (www.mind.gov.by)
- Интернет-сайты государственных органов:**
 - Национальный правовой Интернет-портал Республики Беларусь (pravo.by)
 - Белорусское телеграфное агентство (www.belta.by)
 - Белорусско-Китайский межправительственный комитет по сотрудничеству (belaruschina.by)
- Операторы ЭТП:**
 - НАЦИОНАЛЬНЫЙ ЦЕНТР МАРКЕТИНГА И КОНЪЮНКТУРЫ ЦЕН** (ЭЛЕКТРОННЫЕ АУКЦИОНЫ)
 - БЕЛОРУССКАЯ УНИВЕРСАЛЬНАЯ ТОВАРНАЯ БИРЖА** (электронные аукционы)

The 'Последние добавленные закупки' (Latest added procurements) table is as follows:

Описание предмета закупки	Ориентировочная стоимость	Дата окончания приема предложений
закупка щебня гипсового камня фр.0-300мм 2015-292384	0 RUB	16.12.2015
стеллажи металлические передвижные, комплект рельс для передвижных платформ 2015-292383	0 BYR	02.12.2015
Резинационный автомобиль в полном снаряжении и комплекте медицинских систем и оборудования для службы скорой медицинской помощи 2015-292382	0 BYR	02.12.2015
Закупка противонакипного устройства (преобразователя солей жидкости) по типу «Шторм 185» (или аналог) 2015-292381	25 000 000 BYR	04.12.2015
Техническое обслуживание с учетом замены запасных частей и расходных материалов прачечного оборудования 2015-292380	200 000 000 BYR	03.12.2015

BUSINESS FORUMS, EXHIBITION AND CONGRESS EVENTS

ORGANIZATION OF EXHIBITION AND
CONGRESS EVENTS IN BELARUS AND ABROAD

PROVIDING ASSISTANCE TO ENTERPRISES IN
PREPARATION OF PROMOTIONAL MATERIALS
FOR PARTICIPATION IN BUSINESS EVENTS

ESTABLISHING CONTACTS WITH SENIOR
MANAGEMENT AND LEADING SPECIALISTS
FROM CIS, EUROPEAN AND ASIAN
COMPANIES

SEARCH FOR POTENTIAL PARTNERS AND
CARRYING OUT NEGOTIATIONS ON JOINT
PROJECTS



VISITS OF BUSINESS MISSIONS TO FAR-ABROAD COUNTRIES

FOR FOREIGN MARKETS STUDYING AND STRENGTHENING OF BELARUSIAN EXPORT OF GOODS AND SERVICES TO NEW PERSPECTIVE REGIONS IRUE “NATIONAL CENTRE FOR MARKETING AND PRICE STUDY” (NCMPS) ORGANIZES VISITS OF MOBILE MONITORING GROUPS TO THE COUNTRIES OF LATIN AMERICA, AFRICA, ASIA.

MOBILE MONITORING GROUPS CONSIST OF REPRESENTATIVES OF THE MINISTRY OF FOREIGN AFFAIRS OF THE REPUBLIC OF BELARUS, THE NCMPS AND BELARUSIAN EXPORTERS.



The program of visits contains:

- ✓ participation in exhibition and congress events;
- ✓ demonstration of Belarus export potential and opportunities of the NCMPS on the export direction;
- ✓ holding meetings with representatives of the Ministry of Foreign Affairs, regions, business associations, information and marketing centres and large trade companies.

SEMINARS, CONSULTATIONS

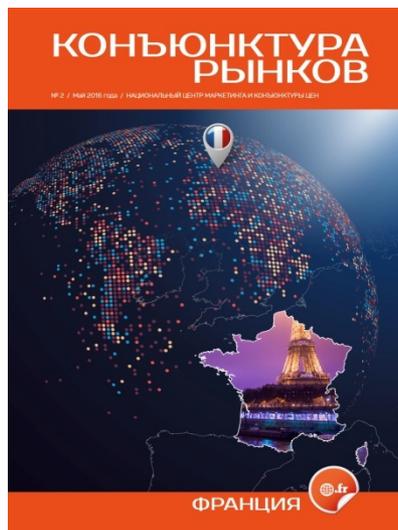
KEY TOPICS AND AREAS:

- ✓ Marketing and management
- ✓ Foreign economic activity as a whole and in the concrete country
- ✓ E-auction procurements in Belarus and EAEU countries

ON-LINE VIDEOCONFERENCES

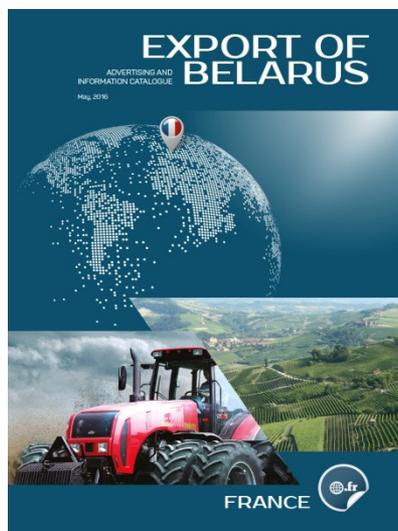
Equipped with all required up-to-date technical means and software





JOURNAL «MARKET CONDITIONS»

The thematic specialized edition, publishing the information and analytical articles helping Belarusian exporters with entering new sales markets of goods (services), search for business partners abroad.



ADVERTISING-INFORMATION CATALOGUE «EXPORT OF BELARUS»

The catalogue is intended for presentation of export potential of Belarusian organizations in the foreign markets. Materials are grouped in the industry principle.

THANK YOU FOR YOUR ATTENTION AND WELCOME TO COOPERATION!

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