

# Investment Offer

## 1. General information about the project

1. **Project name:** Construction of a dairy-commodity complex based on Agricultural Unitary Enterprise "Druzhbinets"
2. **Project branch:** Agriculture
3. **Project location:** Republic of Belarus, Vitebsk region, Senno district, village of Zaborye

**4. Project description** (the essence of the investment project, prerequisites, goals, what is expected from investor, why can the project be of interest to investor)

The project provides for the construction of a dairy complex with the necessary utilities. To accommodate the number of animals and provide all the necessary technological processes requires the purchase of the necessary equipment.

**5. Degree of the project readiness** (availability of business plan, feasibility study, marketing research or other preparatory work/studies carried out (or in progress) and the date, when they were prepared)

### Investment offer

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## 2. Information about the project initiator

1. **Organization full name:** Agricultural Unitary Enterprise "Druzhbinets"
2. **Registration date:** 28.02.1989
3. **Authorized fund structure, %:**

## 3. Description of the market of the product intended for manufacture

### A. Description of the product intended for manufacture:

1. product name and description: Cattle, milk
2. main consumers: processing enterprise
3. main competitors (producers of similar product performance goods): enterprises of the agricultural sector

### B. Domestic market description

1. current market capacity (over the latest reporting period)
2. prospective domestic market share: %
3. strategy for operating in the domestic market:
  - lower prices
  - better product quality
  - better service
  - state support (protection from import, guaranteed state public purchases and other support)
  - other (specify)
4. state regulation (price regulation, licensing of the activities etc.):
5. return on sales (%): (in year);
6. market concentration degree (approximate total market share of five largest market players, %):
7. other (specify):

### C. External market description

1. Estimated sales volume distribution by core regions, %:

EEU countries (Eurasian economic union)	Incl. Belarus market	EU countries	Other countries
100	100		

2. Does the company have experience in exporting to these countries:  yes;  no

3. Do other Belarusian producers export these products to the main target markets?  
 yes;  no

#### 4. Description of available infrastructure

##### Railways and motor drive ways:

- company's own branch railway  
 Belarusian Railway line (distance from the site, km): 8  
 state motor roads (distance, km): 6  
 other roads with improved surface (distance, km): 23

##### Communications:

- electricity network (voltage: 100 kilovolt amps, distance, km: )  
 water pipeline  
 gas pipeline

##### Land plot and manufacturing facilities:

- land plot availability (area: purpose of use: )  
 presence of constructions (area: , purpose of use: )

##### Other infrastructure:

- warehouses, logistics terminals (area: , description: )  
 possibility of production expansion and installation of additional production capacities  
 possibility of construction of the necessary infrastructure via state budgetary financing (description: )  
 Other (specify):

#### 5. Key advantages of the project

Short description of each is expected:

- developed brand:  
 profiled staff: (the necessary personnel potential has been formed)  
 supply chain of raw materials and components:  
 (commodity) distribution network:  
 guaranteed volume of orders:  
 presence of valid patents, licenses, permits:  
 provision of benefits within the project implementation: (in accordance with the legislation of the Republic of Belarus)  
 core partners:  
 other (specify):  
urgency

creation of new jobs

there is a long-term experience of the organization and ensuring functioning of agricultural branch

there is a base for training of workers: the establishment of additional adult education " Center of training, professional development and retraining of workers»

#### 6. Project financing

**A. Total investment amount:** 1797,8 thousands of U.S. dollars

**B. Investment sources** :

Source	Amount
<input type="checkbox"/> Own resources	
<input checked="" type="checkbox"/> Investor's resources	1797,8
<input type="checkbox"/> State financing	
<input type="checkbox"/> Grants	
<input type="checkbox"/> Long-term loans	
<input type="checkbox"/> Short-term loans	
<input type="checkbox"/> Other (specify):	
Total:	1797,8

**C. Investment resources allocation:**

- research and development  
 infrastructure development  
 construction  
 purchase of real estate  
 purchase of equipment, technologies, licenses  
 preparation of production  
 working capital financing  
 other (specify):

**D. Form of investor participation in the project:**

Forms of investor participation	Investor's share in authorized fund under the intended participation form, %
<input type="checkbox"/> Contribution to the authorized fund of a newly established enterprise	
<input type="checkbox"/> Purchase of shares (share in the authorized fund) of the existent enterprise	
<input type="checkbox"/> Purchase of the enterprise as an asset complex	
<input type="checkbox"/> Additional issue of shares for selling to investor	
<input checked="" type="checkbox"/> Other(specify): <b>During the project implementation all forms will be considered participation in projects</b>	

**E. Preliminary indicators of the project efficiency**

Indicator	Value
Annual revenue ( excl. of VAT, after reaching the project capacity)	
Period for reaching the project capacity, years	
Pay-back period, years	6,5
Dynamic pay-back period, years	
NPV <sup>*</sup> ,	
IRR <sup>*</sup> , %	
Discount rate, %	

\* IRR and NPV are indicated as of year                      of the project implementation.

## 7. Contact information

**Contact information about executing officer (name, position):** deputy chairman of the Senno regional executive committee HalynchykSiarhei

**Phone:** +375213541303 **mob.:** +375336744354

**Fax:** +375213541656

**E-mail:** ekonom@senno.vitebsk-region.gov.by

**Website:** senno.vitebsk-region.gov.by

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