

Investment Offer

1. General information about the project

1. **Project name:** Organization of pond farming for growing and processing fish
2. **Project branch:** fish farming
3. **Project location:** Republic of Belarus, Vitebsk region, Senno district, Bogushevsk

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 goal of the project is to restore and increase the volume of production of trout fish, access to year - round production, occupation of an economically significant niche for import substitution. Implementation of the project is possible on the basis of the fish nursery, located South-East of Bogushevsk, Senno district. The total area of all ponds is 62 hectares. The ponds are arranged in two systems - left and right Bank. For the organization of production requires the construction of an arsenic well and a deironing station, a covered building above pool units, purchase of fish planting material and feed. The products are competitive and in demand. When implementing the investment project, all forms of investor participation will be considered.

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

2. Information about the project initiator

1. **Organization full name:** Senno regional executive committee
2. **Registration date:**
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: Fresh fish (carp, trout, silver carp, white Amur)
2. main consumers: Population and public catering enterprises, processing enterprises
3. main competitors (producers of similar product performance goods): no

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	40		60

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): 10
- state motor roads (distance, km): 3
- other roads with improved surface (distance, km): 11

Communications:

- electricity network (voltage: 250 kilovolt amps, distance, km:)
- water pipeline
- gas pipeline

Land plot and manufacturing facilities:

- land plot availability (area: 100 hectares purpose of use:)
- presence of constructions (area: 741,4 square meter, purpose of use: office building, garage, outbuildings)

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):

developed transport infrastructure

the presence of a base for the production

steady demand

6. Project financing

A. Total investment amount: 2,5 million dollars

B. Investment sources select:

	Source	Amount
<input type="checkbox"/>	Own resources	
<input checked="" type="checkbox"/>	Investor's resources	2,5
<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):	
<input type="checkbox"/>		
<input type="checkbox"/>		
	Total:	2,5

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): purchase of fish planting material and feed

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): Gratuitous transfer of the fish nursery and performance of indicators of the business plan	

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	4
Dynamic pay-back period, years	
NPV*	
IRR*, %	
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

Date of the investment offer preparation: 07.06.2018