

Investment Offer

1. General information about the project

1. **Project name:** Construction of a dairy-commodity complex on the basis of JSC Studenka
2. **Project branch:** Agriculture
3. **Project location:** Republic of Belarus, Vitebsk region, Senno district, Studenka village

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

2. Information about the project initiator

1. **Organization full name:** JSC Studenka
2. **Registration date:** 28.02.1989
3. **Authorized fund structure, %:**

Legal entities:	Share
- state ownership form	64,41
- private ownership form	
Individuals	35,59

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): 0

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): 20
- state motor roads (distance, km): 1
- other roads with improved surface (distance, km): 45

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: 1693,1 thousands of U.S. dollars

B. Investment sources :

Source	Amount
<input type="checkbox"/> Own resources	
<input checked="" type="checkbox"/> Investor's resources	1693,1
<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:	1693,1

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"/> <u>Other(specify):</u> During the project implementation all forms will be considered participation in projects	

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
Dynamic pay-back period, years	
NPV [*] ,	
IRR [*] , %	
Discount rate, %	

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

7. Contact information

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