



NATIONAL AGENCY  
OF INVESTMENT  
AND PRIVATIZATION  
REPUBLIC OF BELARUS

# Investment offer

Fish processing at the “Belryba” OJSC



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## General information

Company's characteristics	Market characteristics of the planned production
<i>Company's name:</i> "Belryba" OJSC <i>Registration date:</i> 24.10.2012 <i>Ownership:</i> state - 100% <i>Address:</i> 2 Stebeneva lane, 220024, Minsk	<i>Product:</i> fish and seafood production <i>Availability of goods with similar product performance:</i> "Santa-Bremor" OJSC, Vitalyur LLC, "VkusRyby plyus" and other <i>Market capacity:</i> 6.4% <i>Annual output:</i> \$13 072 mln. (2012) <i>Return on sales:</i> 8.1% (2012) <i>Average wages:</i> \$560 (2012)

## The project

- **Description:** the investment project involves the markets expansion, optimization of the commodity assortments in the most load capacity
- **Project branch:** industrial and agro-food production
- **Project location:** 2 Stebeneva lane, 220024, Minsk
- **Financing requirement for investor:** \$33.5 mln.
- **Total investment:** \$33.6 mln.
- **Type of investor participation:** creation of joint venture on the basis of existing enterprise



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## Preliminary indicators of project efficiency

- Sales revenue, excl. VAT (after reaching the estimated capacity): **\$68.5 mln.**
- Pay-back period: **3 years**
- Dynamic payback period of the project (DPBP): **4 years**
- Internal rate of return (IRR): **58.6%**
- Net capitalized value (NPV): **\$2.4 mln.**
- Discount rate: 30 %
- Business plan availability

## Competitive advantages of the project

### Infrastructure available

- Own railway branch: 0.5 km
- Republican motor roads: 1 km
- Other highways with improved surface
- Electricity network (10 kw; 0.3 km)
- Water pipeline
- Gas pipeline
- Land plot availability (area: 3 ha)
- Availability of buildings (building area: 23 244 m<sup>2</sup>)
- Warehouses, logistics terminals

### Strategic advantages

- Strong brand
- Professional staff
- Supply chain of raw materials and components
- Distribution network
- Common Free Market Zone entry
- Use of local raw materials
- Availability of valid patents, licenses, permits



# Contact details



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