

Investment Offer

I. General information about the project

- 1. Project name:** Reconstruction of JSC «Belynichi protein factory» with installation of lines for production of feed additives for animals.
- 2. Project branch:** processing industry.
- 3. Project location:** The Republic of Belarus, Mogilev region, Belynichi district. D. Miller, 213051
- 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 main idea of the project is the substantiation of the necessary amount of funding necessary for the acquisition, installation and commissioning of equipment for the plant disposal of slaughter wastes obtained from industrial processing of meat, veterinarnyh of confiscated and other waste of animal origin, as well as the building in which they are installed. The project includes: purchase and installation of lines for production of fodder additives for animals and two vehicles with the necessary equipment (mechanisms of loading and unloading, roller containers and the chutes for the transport of containers), construction of the room in which it is expected the installation of new equipment. The main equipment will ensure the processing of raw materials in the amount of not less than 60 tons with obtaining technical oil and flour feed of animal origin.
- 5. Degree of the project readiness** (availability of business plan, feasibility study, marketing research or other preparatory work/studies carried out (in progress)
the presence of a business plan

text entry space.

text entry space.

II. Information about the project initiator

- 1. Organization full name:** JSC «Belynichi protein factory»
- 2. Registration date:** January 18, 2010
- 3. Authorized fund structure, %:**

Legal entities:	Share
- state ownership form	99,87
- private ownership form	
Individuals	0,13

III. Description of the market of the product intended for manufacture

A. Description of the product intended for manufacture:

- 1. product name and description:** meat and bone meal is a dry crumbly mass, without dense clumps, with a specific smell and different color. Flour is a valuable source of energy with high content of protein, digestible fats and amino acids.
- 2. main consumers:** OJSC "Mogilev plant of bread products", JSC "Klimovich bread factory", OJSC "Soligorsk poultry farm", LLC "Inagra", Moscow, LLC "Half Of 2005", Moscow, Lithuania, the Czech Republic
- 3. main competitors (producers of similar product performance goods):** Protein OAO Gomel fat factory" OJSC, Lida vetsanutilzavod", SARIA BIO industries.

B. Domestic market description

1. current market capacity (over the latest reporting period)
2. prospective domestic market share: 35 %
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.): text entry space.
5. return on sales (%): 5 (in 2015 year);
6. market concentration degree (approximate total market share of five largest market players, %): .
7. other (specify): text entry space.

C. External market description

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

EEU countries (Eurasian economic union)	Incl. Belarus market	EU countries	Other countries
	35	20,3	44,7

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

IV. Description of available infrastructure**Railways and motor drive ways:**

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

Communications:

- ☒ electricity network (voltage: , distance, km:)
- ☒ water pipeline
- ☒ gas pipeline

Land plot and manufacturing facilities:

- ☐ land plot availability (area: , purpose of use: text entry space.)
- ☐ presence of constructions (area: , purpose of use:)

Other infrastructure:

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

V. Key advantages of the project

Short description of each is expected:

- ☐ developed brand: text entry space.
☒ profiled staff: text entry space.
☐ supply chain of raw materials and components: text entry space.
☐ (commodity) distribution network: text entry space.
☒ guaranteed volume of orders: text entry space.
☒ presence of valid patents, licenses, permits: text entry space.
☐ provision of benefits within the project implementation: text entry space.
☐ core partners: text entry space.
☐ other (specify):

The possibility of using local raw materials

Entering the market of the common economic space

text entry space.

VI. Project financing

A. Total investment amount: 7 170,4 thousand euros

B. Investment sources select:

	Source	Amount
<input checked="" type="checkbox"/>	Own resources	616,1 thousand euros
<input type="checkbox"/>	Investor's resources	
<input type="checkbox"/>	State financing	
<input type="checkbox"/>	Grants	
<input checked="" type="checkbox"/>	Long-term loans	6554,3 thousand euros
<input type="checkbox"/>	Short-term loans	
	Other (specify):	
<input type="checkbox"/>	text entry space	
<input type="checkbox"/>	text entry space	
<input type="checkbox"/>	text entry space	
Total:		

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 checked="" type="checkbox"/>	Contribution to the authorized fund of a newly established enterprise	
<input checked="" 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	
	Other (specify):	
<input type="checkbox"/>	text entry space	
	text entry space	
	text entry space	

E. Preliminary indicators of the project efficiency

Indicator	Value
Annual revenue (excluding VAT, after reaching the project capacity)	4641,7 thousand euros
Period for reaching the project capacity, years	3
Pay-back period, years	7,7
Dynamic pay-back period, years	9
NPV*	
IRR*, %	
Discount rate, %	5,32

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

VII. Contact information

Contact information about executing officer (name, position):

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