

BELARUS HIGH TECHNOLOGIES PARK



The Republic of Belarus

Belarus is located in the center of Europe.
Belarus borders on Poland, Lithuania, Latvia, Russia and Ukraine.



REPUBLIC of BELARUS



Government: Republic
Capital: Minsk
Population: 10 mln
Area: 207,6 sq. km.
Language: Russian,
Byelorussian

Belarus Economy

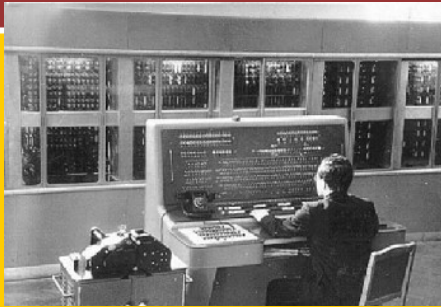
GDP in 2006 - \$37,02 bln
GDP in 2006 - 9.9 %
GDP in 2000-2006 - 53.1%
GDP per capita - \$3800

Fact:

Belarus produces 30% of
the world output of heavy
trucks, 6% of tractors

In the time of the Soviet Union, Belarus has been considered as the “Silicon Valley” of the USSR.

Belarus supplied 60% of the USSR demand for computer production



Minsk-1 computer, 1960



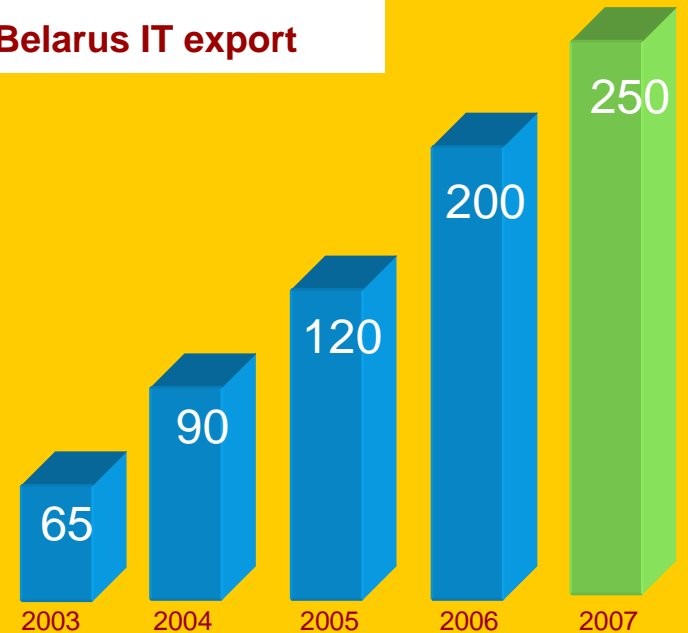
SKIF computer, 2003

75% of all software development and related IT services in Belarus are export-oriented.

The annual growth of the export-oriented IT industry of Belarus is 35-40%.

According to the expert data about 200 companies operate in the market of IT-products & services in Belarus

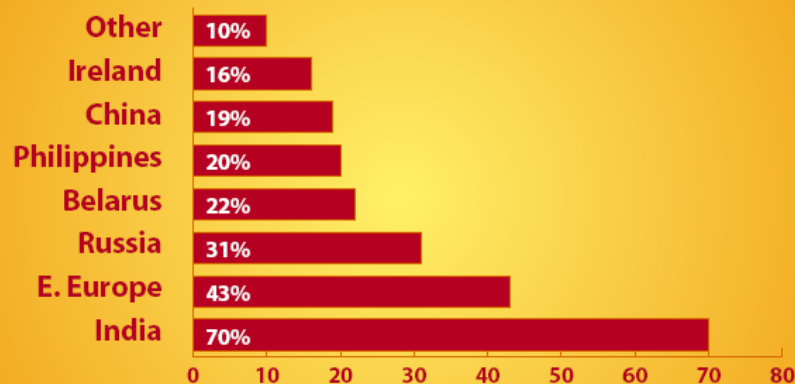
Belarus IT export



Gartner, 2004

Belarus currently hosts the largest and most established European IT outsourcing providers

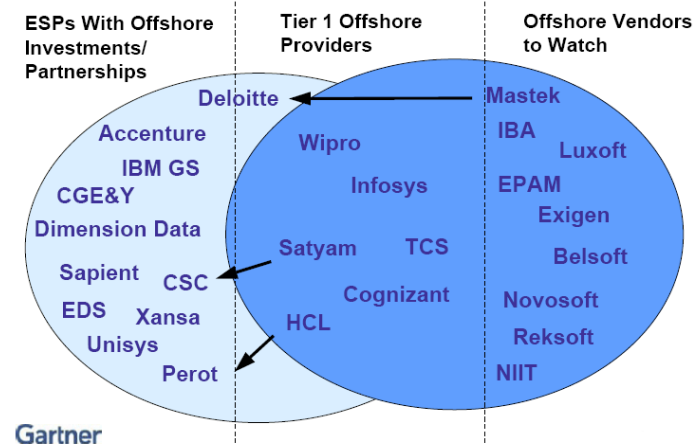
Outsourcing Destinations Today



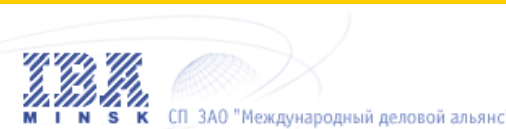
Trestle Group report about the results of a questionnaire of big companies' top-managers all over the world forecasts a stable growth of IT and Business-outsourcing in the next years.

Many respondents have named Belarus as the region, which they would choose for the outsourcing of their projects.

Offshore Services — Vendor Landscape



EPAM Systems and IBA are among the biggest companies in the world market of export-oriented programming



For the second consecutive year EPAM recognized as the No.1 software development service provider in Central and Eastern Europe and ranked among global "Top 10 Specialty Application Development Leaders"

Belarusian IT companies have world-class project management infrastructure, international certifications and successfully serve world-renowned clients

Examples International customers - Finance

Reuters
London Stock Exchange
Deutsche bank
Visa international
Central Bank of Russia
Renaissance Capital
Banque Societe Generale
Citygroup
Allianz
JP Morgan Fleming AM
AXA investment managers

Examples International customers – Software/Tech

SAP
Microsoft
Sun Microsystems
Deloitte & Touche
Cap Gemini
Fujitsu
Thomson
Genesys Telecommunications
British Telecom
Sentry Technologies
T-Mobile
IBM

Examples International customers – Other

Shell
Danfoss
ABB
Wildnet Group (healthcare)
Lasvegas.com
Colgate Palmolive
GE Medical systems
Roche Bioscience
Ohio State University
RUSAL (metal)
Mitsubishi Electric

The market of export of IT-services and products is mainly focused on the following branches:

**Industry
Finances/Insurance
Education
Services
Trade
Healthcare**

Competitive indicators of Belarus' exporters in the world ITO market

Strong education system that results in the availability of large and highly qualified workforce in the IT market

Relatively low cost of services, adoptive pricing policy

IT workforce' technical excellence and creativity

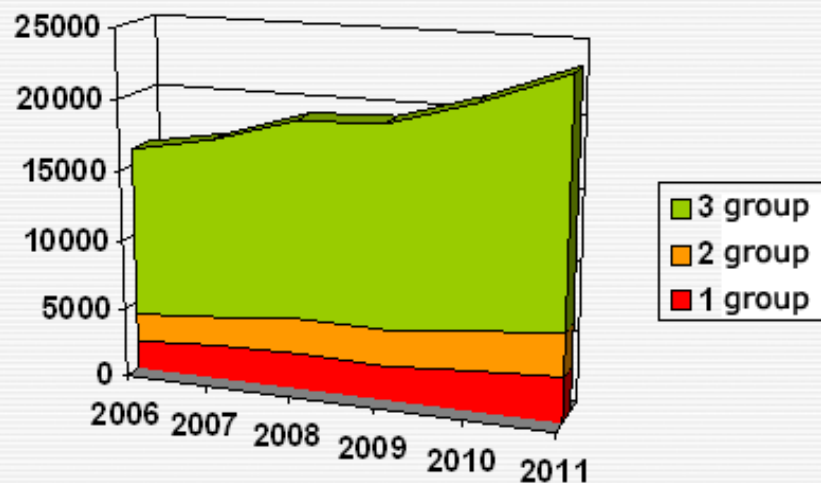
Favorable geographical location

Western countries' cultural compatibility

Governmental Support



Strong education system that results in the availability of large and highly qualified workforce in the IT market



More that 16,000 students in the ICT-sphere are graduated from the universities annually.

1st group:

profile specialties

(mathematics, informatics ...)

2nd group:

additional profile specialties

(PC, microelectronics ...)

3rd group:

adjacent specialties (industrial electronics, radio engineering...)

Belarusian students are in the top teams at the International Collegiate Programming Contest (Google, HP, Hewlett Packard, etc)

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IT workforce' technical excellence and creativity

Belarus software and IT sector is based on the 50 year-old tradition of IT skills & IT education



Belarus is among the few countries in the world whose specialists have been involved in the construction of space stations, global communication systems, R&D projects for the military and nuclear development projects.

Favorable geographical location



Transportation to Belarus

By air

New York	10.20 hours
Paris	2.40 hours
Frankfurt	1.55 hours
Vienna	1.35 hours
London	2.40 hours
Rome	2.30 hours

By Road and Rail

Berlin	17 hours
Warsaw	10 hours
Moscow	10 hours
Kiev	8 hours

- Sometimes it's necessary for customers to visit the outsourcing center. Visitors to Belarus can receive visas right at the airport. This essentially simplifies the process of entrance to the country and saves time.
- Belarusian companies work with European customers in a close time zone GMT + 2

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Government support of the IT-sector



On September 22, 2005 the President of the Republic of Belarus signed the Decree “On the High Technologies Park”.

A complex of economic, social and legal conditions for the activity of Park residents, stated by the Decree, exceeds the level achieved for today in similar parks in Russia, Western, Central and Eastern Europe.

2005

**The Decree
is in effect
for 15 years**

2020



High Technologies Park activities



Analysis, design and software development of information systems and technologies

Software-based data processing

Fundamental and applied research and development (R&D), experimental R&D in the field of natural and technical sciences (scientific, research, experimental and engineering works).

Both territorial and extraterritorial principles are used in the park.

Any IT company will be able to get economic benefits.

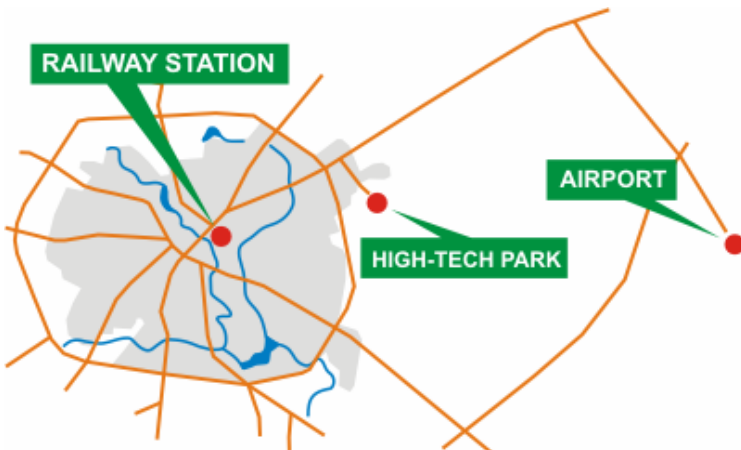


Residents of High Technologies Park are **EXEMPT** from :

- Taxes, Levies & Payments to the Republic's budget and other funds
- Profits Tax
- Real State Tax
- Value Added Tax (VAT)
- Customs Duties & VAT imposed by custom bodies
- Individual income tax has a fixed rate - **9%** & excluded from the aggregate annual income
- Offshore fee

“ ... High Technologies Park combined with the tax exemptions envisaged by the Decree, will facilitate investments in the new technologies sector and foster its development in the Republic of Belarus.”

Deloitte



Territory

The territory of High Technologies Park is located in the northeastern part of Minsk.

The distance to:
railway station - 15 km
airport - 37 km

The territory of HTP
53.0 hectares

New construction area
35.2 hectares



ПАРК ВЫСОКИХ ТЕХНОЛОГИЙ BELARUS HIGH TECH PARK ПАРК ВЫСОКИХ ТЕХНОЛОГИЙ BELARUS HIGH TECH

Park Master Plan

An architectural concept on formation of business and social infrastructure would create favorable conditions for the release of high technology production in the Belarus High Technologies Park.

- Administrative-Business
- Residential
- Public Trade Centre
- Public & Educational
- Trade

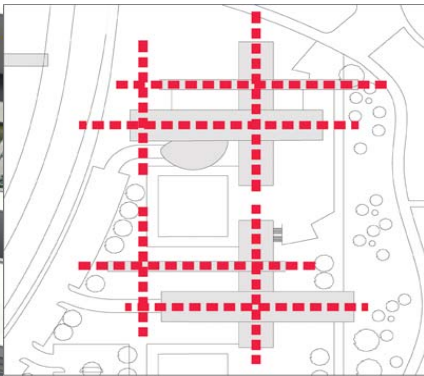


Administrative & Business Zone

The administrative & business zone represents low comfortable buildings.

Buildings have a free layout, allowing their transformation under specific conditions of software developers.

Land area :
14.6 hectares
Buildings area:
63,000 sq.m.
Working staff:
9,300 people



Residential Zone

The residential zone includes two types of residential houses:

High-rise apartment houses for students, young experts, and small families;

Low comfort houses for leading experts.

Land area :
10.9 hectares
Housing:
70,900 sq.m.



Benefits for Construction Within High Technologies Park Territory

Investors who intend to invest in the High Technologies Park infrastructure and construction of buildings will be exempt from:

Land taxes for the period of construction

Real estate tax

Payments for shared participation in the city infrastructure development

Compensation to the city administration for the available engineering and social infrastructure



CONTACTS

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THANK YOU

BELARUS HIGH TECHNOLOGIES PARK

