

Medicine against imports

Companies from Czech Republic and Switzerland interested in creating pharmaceutical facilities in Belarus

By Alexander Pimenov

The issue was high on the agenda at a meeting between the Chairman of the State Committee for Science and Technology, Igor Voitov, and representatives of Actelion Pharmaceuticals Ltd (Switzerland) and PrimeCell a.s. (Czech Republic). Other areas of co-operation in medicine and pharmacy were discussed, including the potential launch of new drug production and of ingredients for domestic medicines. The possibility of opening a pilot centre or a laboratory in cell engineering also came under debate.

"We're interested in cre-

ating a facility in Belarus to start producing original drugs. Currently, domestically-produced drugs account for 25 percent of the local market. However, in the next four years, we plan to increase this figure to 50 percent," stresses Mr. Voitov. Development of new pharmaceutical facilities is part of Belarus' State Innovation Development Programme for 2011-2015. "With this in mind, investors will be given maximum assistance," emphasises the official.

The Director for Central and Eastern Europe, the Middle East and Africa at Actelion Pharmaceuticals Ltd, Richard Krahulec,



Gomel's Medplast has successfully produced injection syringes for over a decade

tells us that pharmaceutical companies from Switzerland are interested in the Belarusian market. "We're now trying to find ways to establish mutually beneficial co-operation and start producing medicines. Belarus would reduce its volume of imports of pharmaceutical products, re-

placing with its own production. For our company, Belarus is a promising new market, taking into account the Customs Union," he asserts.

New areas in health-care, including cell-based therapies, were discussed. PrimeCell a.s. employee Igor Keblushchek notes that

Belarus and the Czech Republic have made great headway in bio-medicine development and are now focused on the manufacture of innovative products to improve the quality of life of patients. "We're interested in bilateral co-operation and suggest developing a basis for advanced

therapy," he notes. His proposal consists of establishing production, with subsequent development and related infrastructure. This would include a network of centres for the production and use of modern therapy products and market promotion of the new technology.



Grodno Khimvolokno focuses on production modernisation

Exports to pay for expenditure

By Maria Guseva

Grodno Khimvolokno expands export supplies

In 2010, Grodno Khimvolokno manufactured \$120m of goods, with over 60 percent sold abroad — to Western and Eastern Europe, as well as America and Asia. Its major buyers were the processing companies of the tyre, machine-building, automobile and petrochemical industries. The company now plans to expand exports by more than 15 percent in coming years.

The enterprise's technical development programme and modernisation has allowed it to preserve its market position while expanding sales abroad. One factory, manufac-

turing polyamide technical threads, is already operational, rivalling foreign analogues, while new types of goods are being developed. Among them are polyester threads for cord fabric and conveyor belts, threads for carpets and anide tyre cord, which is vital to Bobruisk's Belshina JSC. Previously, this had to be purchased from abroad.

Grodno Khimvolokno is to continue its modernisation, as stipulated by its development programme for the coming five years. It plans to spend 120m Euros, raising industrial production by almost 170 percent and almost doubling exports. Profit from foreign economic activity should exceed \$200m.

One-stop-shop principle proposed to foreign investors

By Anna Kotova

Belarusian Chamber of Commerce and Industry launching project to provide services to foreign investors using one-stop-shop practices

The project envisages various consulting services, information and market research, as well as aiding the drafting of business plans, opening representative offices, and gaining visas for employment. Additionally, assistance with children care will be provided, including helping people find a

kindergarten. "We 'arrange' employees for companies and allow Belarusian partners and state agencies to keep in touch in our country," noted Mikhail Myatlikov, the Chairman of the Belarusian Chamber of Commerce and Industry, speaking at a Belarusian-Korean seminar in Minsk.

Belarus has done much to simplify administrative procedures for arriving investors, including streamlining Belarusian tax laws. In all, 22 taxes have been annulled, with the number of licensable activities cut by about 40 percent. According to Mr. Myatlikov,

the creation of the Customs Union is an important stimulus for investors working in Belarus. "If an investor sets up an enterprise with foreign capital in Belarus, they automatically receive access to the markets of three countries," he added.

A Korean business delegation, led by Lee Ju-tae — the Chairman of the Korea Importers Association (KOIMA), has visited Belarus. The trip was organised by the Belarusian Chamber of Commerce and Industry, with assistance from the Embassy of the Republic of Korea to Belarus.

Swiss supplier proves its worth

By Alexander Filippov

Joint enterprise to assemble electric trains discussed in Minsk

Minsk authorities are considering partnering a Swiss company, which has supplied rolling stock for an urban electric train. Nikolai Ladutko, the Chairman of Minsk's City Executive Committee, explains that manufac-



Urban electric train is promising form of transport

tures could be sold abroad, particularly to those countries within the Customs Union: Russia and Kazakhstan.

Mr. Ladutko believes that the development of this type of public transport in the city is very promising and could become a cheaper alternative to the metro for passenger trans-

portation regarding the building of new routes. It has taken less than two years to design and construct the first line of an urban electric train, costing about \$30m. A similar length of metro would have taken at least seven years to build and would have been more costly.