

## Memorandums worth millions of Dollars

By Sergey Soloviev

### Sberbank of Russia and BPS-Sberbank to finance development of BelAZ and Mozyr Oil Refinery

Sberbank of Russia and BPS-Sberbank have signed memoranda on co-operation with BelAZ Holding and Mozyr Oil Refinery — to finance daily operation and investment activity worth \$800m.

The Chairman of the Board and Chief Executive Officer of Sberbank of Russia, Herman Gref, tells us that another \$150 million of investment may be added. The memorandum signed with BelAZ Holding envisages the allocation of \$300m to the enterprise to finance its daily operation and investment programmes. BelAZ's Director General, Piotr Parkhomchik, emphasises, "The funds will be directed towards creating additional production volumes of heavy-duty dump trucks of 100 tonnes and above."

The memorandum signed with Mozyr Oil Refinery defines financing of its new black oil hydro-cracking complex — with up to 350 million Euros allocated. The Director General of Mozyr Oil Refinery, Anatoly Kupriyanov, notes that this will help the company increase its oil processing depth to 90 percent and raise production of light oil products — up to 75 percent.

## Waste turned into income

### Scientists from the National Academy of Sciences develop a plasma reactor

At a press conference, held by Vasily Savchin, Head of the Electric Arc Plasma Department of A.V. Lykov Heat and Mass Transfer Institute of the National Academy of Sciences of Belarus, it was announced that local Belarusian scientists, together with the Russian Binom Plant, have developed a plasma reactor for the processing of waste.

The reactor's plasma chemistry technology, which was applied during the development of the reactor, allows for the processing of solid materials, liquids and gases simultaneously. No other technology is as universal as this plasma development. The reactor is capable of processing 12 tonnes of waste a day.

Mr. Savchin drew attention to the fact that, when waste is burned, the resultant ash is even more toxic than the initial waste. Plasma does not burn waste, but processes it, turning organic parts into flammable, synthetic gases which can be used for the generation of electric power, and the inorganic matter is turned into slag.

According to Mr. Savchin, it will be necessary to involve foreign organisations for further project development, engineering and construction. "We in the scientific world cannot provide all the services to create the products. Now we are making pre-production models and will start co-operating with Belarusian enterprises. Currently we co-operate with enterprise Zhilkomplekt to process soft roofing and to extract useful products," he concluded.

# Surpassing software solutions of high quality

## Minsk-based High-Tech Park among largest in Central and Eastern Europe

By Vladimir Samoilov

According to the Gartner analytical company, the High-Tech Park has contributed to Belarus' joining the top 30 countries in the field of offshore programming. Moreover, its six companies are now among the top hundred best suppliers of IT services.

Last year, the Park's exports of software and related services generated \$370.5m and, in 2013, around \$500m is expected (accounting for 30 percent of Belarus' payment balance) — believes the Director of the High-Tech Park's Administration, Valery Tsepka. At present, the Park has 125 residents — including companies from Russia, Ukraine and other CIS states, in addition to Holland, Germany and France.

The High-Tech Park was established on September 22nd, 2005 — in line with a decree from the Belarusian President. Beforehand, Mr. Tsepka (once the Presidential Aide and Belarus' Ambassador to the USA) proposed arguments confirming that the country's IT branch needed substantial tax privileges and other preferences, while high tech companies required their own special territory. Of course, in Soviet times, Belarus was a 'Silicon Valley' — developing and producing lamp computer machines. At present, the Park's success is evident and no more proof is needed.

Other states within the CIS are keen to repeat Belarus' IT success, leading to the High-Tech Park liaising with many countries, rendering consulting services to Ukraine, Georgia, Kazakhstan,



The High-Tech Park is developing contacts with many countries of the world

Armenia and Azerbaijan, helping them establish their own IT industry. Special ties connect it to Russia — in particular, to its Skolkovo Foundation. A year ago, Mr. Tsepka attended the *Russia-Belarus-Skolkovo: Single Innovative Space* conference; he noted that, despite Skolkovo's diverse activity, its co-operation with the Belarusian High-Tech Park (which focuses exclusively on IT projects) could be a success. Belarusians enjoy advantages in this respect, since modern scientific studies are impossible

without information technologies and this branch is speedily developing here.

The major problem for Belarus in matching the level of a 'European India' regarding software development is lack of personnel; although, last year, IT salaries reached almost Br12m (around \$1,400 — triple that of average salaries countrywide), Belarus lacks qualified professionals. The High-Tech Park's residents have agreed not to drain away staff from each other and programmers' salaries

are resulting in raising products' prime cost. It's much more promising to train specialists locally and, with this in mind, Park residents are building close ties with Belarus' higher educational establishments. The Belarusian State University and the Belarusian State University of Informatics and Radio-electronics run six chairs linked to the Park while senior schoolchildren are annually invited to the Day of Knowledge at the High-Tech Park, aiming to attract them to the IT industry.

## Co-operation of auto-makers is growing very fast across the automotive industry

### International Comtrans-2013 Specialised Exhibition held in Moscow

By Nikolay Smirnov

*Comtrans* is the largest exhibition of commercial motor transport not only in Russia, but also in the whole of Eastern Europe. It is held on alternate years, alternating with Cargo Autosalon Hannover, and is the main event of the year for the world's motor-car manufacturers. Leading automobile companies from Germany, Sweden, France, Italy, USA, Korea, the Netherlands, China and many other countries took part in the Moscow event. Belarusian vehicles were also on display at this show.

50 percent of MAZ production is delivered to the Russian market. In the past seven months of this year the plant has delivered 6.5 thousand units of machinery to Russia. According to Sergey Zakharevich, MAZ's Deputy Marketing Director, during the same time they sold 13 thousand units in



The exposition includes vehicles made by MAZ team

total, 80 percent of which were exported.

Their share of the markets of more distant countries has increased recently. In particular, for the first time the company made deliveries to India, South Africa and other countries. This is partly thanks to the active modernisation and development of vehicle production. Last year

alone, about \$35 million were spent on production development.

At the exhibition the Minsk Automobile Works presented its 10 latest products, including the MAZ-203965 bus which runs on a methane powered engine. The pre-production model of the bus presented at the exhibition, is the first step towards the creation of a range of MAZ vehicles

powered by natural gas. The vehicle is based around the MAZ-203 low-floor city bus which is popular in Belarus, Russia and other countries.

Another vehicle which aroused the interest of visitors to the exhibition was the MAZ-6501B5-481-000 dump truck in which experts of a building complex took a great interest. In the first quarter of this year MAZ shipped the first batches of this model to clients in Russia. The customer feedback has been extremely positive.

The company also showcased the (MAZ-SPORTauto) MA3-5309RR, the competitive racing vehicle of the Minsk Automobile Works sports team and a technical support vehicle — the MAZ-6302B5 — both of which participated in the international competitions *2013 Silk Way Rally*, with the two Belarusian crews taking 3rd and 6th places.