

BelAZ ready to offer stock exchange capitalisation

World's largest producer of quarry trucks ready to join international capital markets

Deutsche Bank is to organise BelAZ's IPO debut, explains the Chairman of the Board, Joerg Bongartz. He notes that the bank is part of the working group on BelAZ's IPO preparations. "Jointly with our partners, other companies and, in particular, representatives of the German exchange, we have discussed the steps necessary to prepare for this deal," he explains, stressing that preparing for the IPO takes a long time — at least a year. "BelAZ is only starting on this now so it's too early to speak of price parameters. However, I can say that the working group is actively dealing with this issue," the official adds.

Belarus' Deputy Economy Minister, Dmitry Golukhov, notes, "We have prospects to pass the path on a good professional level. Enterprises' joining of the IPO must be carried out within the framework of a single country strategy. The initiative should be promoted both at top level

and from the bottom — from enterprises themselves. Taking into consideration the current state of the Be-

larusian and international markets, I can say that these issues are to be solved quite

quickly, in the coming year or two. However, each time, an indi-

vidual, well-considered decision should be made."

Not long ago, Minsk hosted the Belarusian Summit of Capital Markets, aimed at informing companies of various ways of attracting resources for develop-

ment, including how to conduct the IPO and place bonds on international markets. Representatives of Deutsche Bank, the Frankfurt Stock Exchange, the London Stock Exchange, International Consulting-Auditing Network PricewaterhouseCoopers, Sberbank of Russia and other global companies attended.

"We're trying to create an environment whereby companies can gain better understanding of how international capital markets work, how to take advantage of the latest technologies and how to attract capital," Mr. Golukhov emphasises. The Government's work regarding the formation of a favourable business climate for foreign investors is yielding fruit, developing quickly to meet the needs of a modern economy. Enterprises now need to show initiative. Mr. Golukhov stresses that banks and international financial institutions should play an important role in this process.



BelAZ is among world's largest producers of quarry trucks

Saving on the rise

In January, Belarusians deposited over \$300m in banks



Deposits increasing

The National Bank is working hard to make national currency savings more

attractive, while expanding loan accessibility and ensuring a material and financial basis for wellbeing. It is keen to ensure quite high interest rates for its Belarusian Rouble savers, protecting deposits from inflation and making them more attractive in comparison to those saved in foreign currencies.

Banks have achieved positive dynamics in attracting money by extending the range of their services and launching new high-yielding deposits. Funds have been generated to pay savers by granting loans to the real sector of the economy. In line with the national legislation, Belarus guarantees all of the population's bank deposits and the revenue they bring is exempt from taxation.

Foreign credits head for regions

By Anna Germanovich

Chinese money attracted into major projects in Gomel Region

Two traffic arteries are to be built in the region over the next two years: a railroad and a motorway to connect Minsk and Gomel, with further work planned. A bleached pulp facility is to be constructed in Svetlogorsk, using Chinese credits worth about \$700m;

over 30 percent of goods are to be supplied domestically, with the remainder exported.

In addition, at least \$200m is to be invested into the modernisation and reconstruction of Dobrush Paper Factory — the oldest enterprise in the country. Some existing facilities in Gomel, Mozyr, Rechitsa and other cities in the region are also to be modernised, with new factories built.

Real plans for the future

Iran is implementing investment projects worth about \$1.5bn in Belarus, noted the Ambassador Extraordinary and Plenipotentiary of Iran to Belarus, H.E. Mr. Seyyed Abdollah Hosseini, at a press conference in Minsk. He added that, apart from the agreed investment plans, Belarus and Iran are negotiating on other joint projects, estimated at over \$1bn. This shows Iran's huge interest in the development of investment ties with Belarus

By Galina Grishkovets

The project to construct the Magnit-Minsk complex by Iran's Kayson company (worth about 250m Euros) is proceeding well. It will occupy about 180,000

square metres near the National Library. Other major projects run by Kayson include the construction of Prilesie Transport and Logistics Centre in the Minsk free economic zone.

Iran's Persepolis Invest

plans to build a five-star hotel in the Belarusian capital, worth \$150m, while Iran's Didaks is to implement investment projects in Brest, Gomel and Svetlogorsk. According to the Ambassador, other prom-

ising investment projects include the construction of a tourist-hotel complex near Zaslavl reservoir. The Iranians are to inject about \$1.5bn in its 15 mini-projects. Additionally, Iranian businessmen plan to set up the production of metal wire in Rechitsa and construct a cement plant in the Gomel Region. Iranian Samand cars are already being assembled in the Minsk District.

Sites outlined to arouse interest from investors

Belarus to announce open international tenders to develop deposits in March

By Anastasia Yanushevskaya

The construction of a coal mining company at Lelchitsy brown coal deposit is planned, in addition to a solid-fuelled coal electric station. About \$578.7m is expected to be attracted for the project's realisation. Additionally, development, mining and processing of brown coal are planned at Brinevo, Zhitkovichi and Tonezh deposits.

Investors are to be invited to develop, mine and process oil shale at Lyuban and Turov deposits, requiring \$1.5m. Additionally, investors are needed to develop, mine and process granite in Pripyat Poleisie (village of Sitnitsa); the project envisages the establishment of a Sitnitsa ore-dressing plant, costing \$381m. Another \$1.8bn is to be attracted for the establishment of an ore-



Mining at natural resources' deposit

dressing facility to produce metallised pellets at Okolovo iron ore deposit.

These projects currently receive state support, as they supply Belarus' demand for hydrocarbons and related processed goods, as well as raw materials for the construction industry. They supply

metallurgy firms and could help expand the country's export possibilities.

Investors from China, Russia and the EU are already eager to learn more. With oil and natural resources rising in price worldwide, Belarusian natural deposits are enjoying increasing demand.