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TRADE POTENTIAL OF THE REPUBLIC OF BELARUS





Belarus has an **open economy**.

63.7% share of **goods and services exports** in GDP*.

GDP structure:**

- agriculture – **7.7%**
- industry, including construction – **33.2%**
- services – **48.3%**

**World Bank data*

***hereinafter unless otherwise specified the data by the National Statistical Committee of the Republic of Belarus (Belstat)*

FOREIGN TRADE IN GOODS: INDICATORS



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Foreign trade in goods 2023:

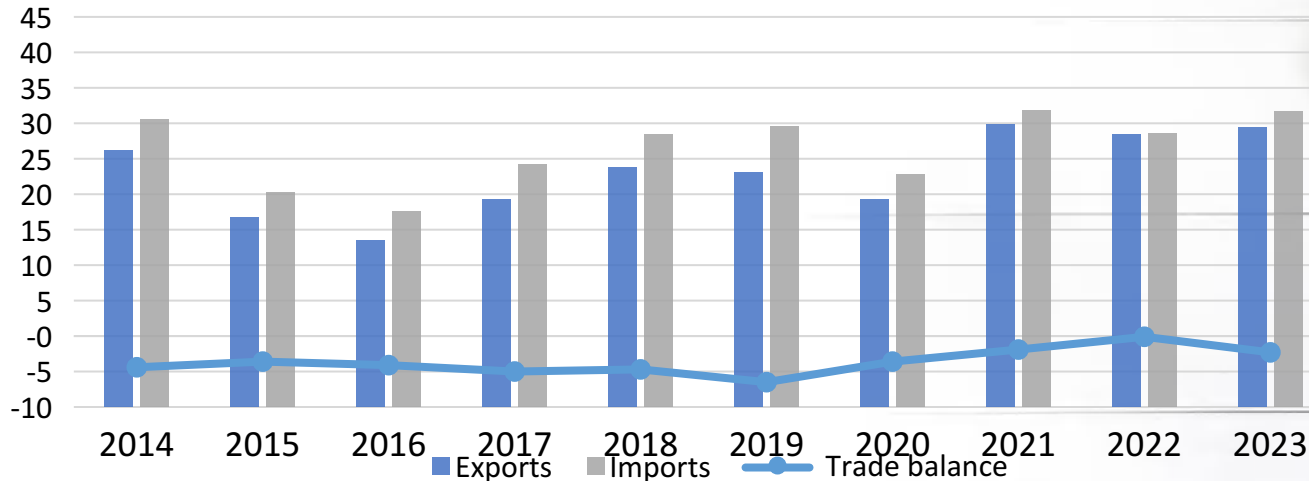
turnover: **US\$ 81.1 billion** (5.5%↑ compared to 2022)

exports: **US\$ 39.4 billion** (2.6%↑ compared to 2022)

imports: **US\$ 41.7 billion** (8.3%↑ compared to 2022)

trade balance: **US\$ -2.3 billion**

Foreign trade in goods, US\$ bn, annually, 2014-2023



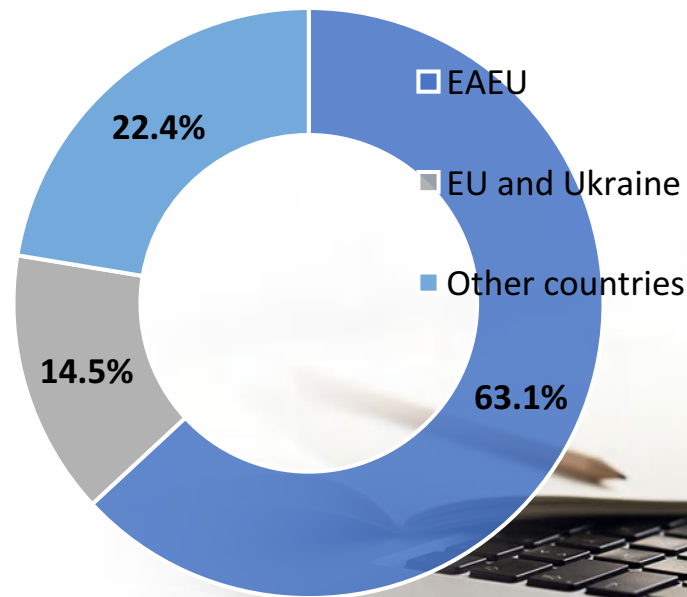
GOODS EXPORTS: GEOGRAPHY

In 2022, Belarus exported goods to **161 countries**.

Due to the shifting trade flows, the EAEU countries' share as exports destinations has increased significantly.

The main trading partners of Belarus are Russia, as well as other EAEU and CIS countries. The presence of Belarusian goods is steadily increasing in the markets of Asia, Africa, America and Oceania.

Geographical structure of goods exports, 2022



FOREIGN TRADE IN GOODS: PRODUCT STRUCTURE



TOP Belarusian exports:

petrochemicals, machinery, metallurgy, wood and timber products, textiles, dairy and meat products, furniture, glass, fiberglass, cement

TOP Belarusian imports:

energy resources (oil and natural gas), raw materials and components (metals and metal products, raw chemical products, machinery parts), technological equipment

FOREIGN TRADE IN SERVICES: INDICATORS



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Foreign trade in services 2023:

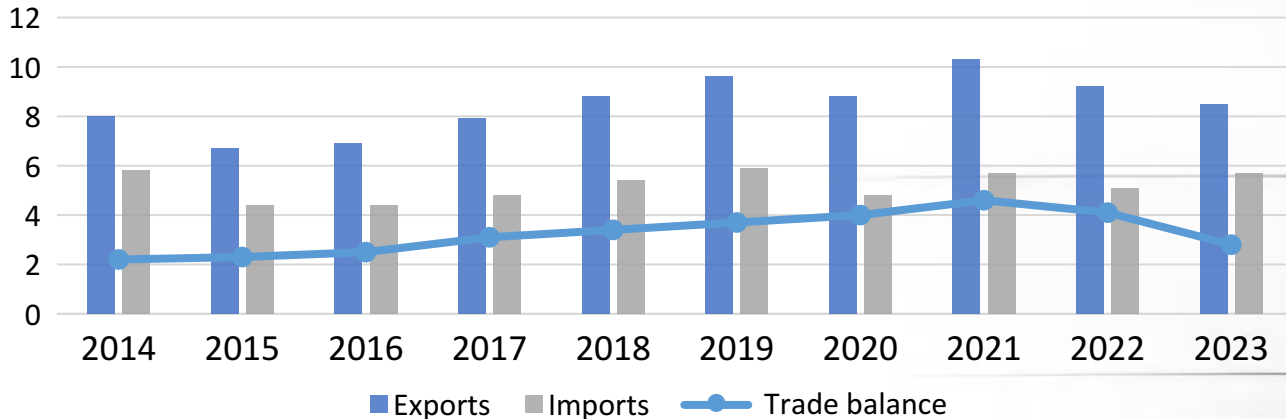
turnover: **US\$ 14.2 billion** (0.7%↓ compared to 2022)

exports: **US\$ 8.5 billion** (7.6%↓ compared to 2022)

imports: **US\$ 5.7 billion** (11.8%↑ compared to 2022)

trade balance: **US\$ 2.8 billion**

Foreign trade in services, US\$ bn, annually, 2014-2023



FOREIGN TRADE IN SERVICES: GEOGRAPHY AND SECTORS

Main consumers of Belarusian services:

Russia, USA, Poland, Germany, Cyprus, UK,
Kazakhstan, China, Lithuania

TOP sectors in Belarusian exports:

transport, computer, other business services

TOP sectors in Belarusian imports:

transport, construction, other business services



ECONOMY OF BELARUS: KEY FACTS



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Industry

- Sector accounts for **> 90%** of goods exports.
- Belarus ranks **46th** among 154 countries in the Manufacturing Competitiveness Index.
- In 2023, Belarus was the EAEU leader in terms of industrial output growth (**+7.7%**) ahead of Kazakhstan (+4.3%), Armenia (+4.1%), Russia (+3.5%) and Kyrgyzstan (+2.7%).

Machinery

- Sector is the **foundation** of the country's industrial complex.
- BELAZ ranks **3rd among mining dump truck producers** worldwide.
- Each **10th tractor** and each **6th combine harvester** in the world come from Belarus.
- **> 75%** of the products are exported to more than **140 countries**.



Petrochemistry

Belarus produces all three types of mineral fertilizers:
nitrogen, phosphorus and potassium.

Belarus is one of the world's largest producers and exporters
of **potash fertilizers** and accounts for **1/5 of the global output***.

Diverse product range of Belarusian manufacturers includes also
polymers, non-woven fabrics, tires, varnishes, paints etc.

**according to the International Fertilizer Association*



ECONOMY OF BELARUS: KEY FACTS



Wood processing

More than 40% of the country's territory is covered with forests.

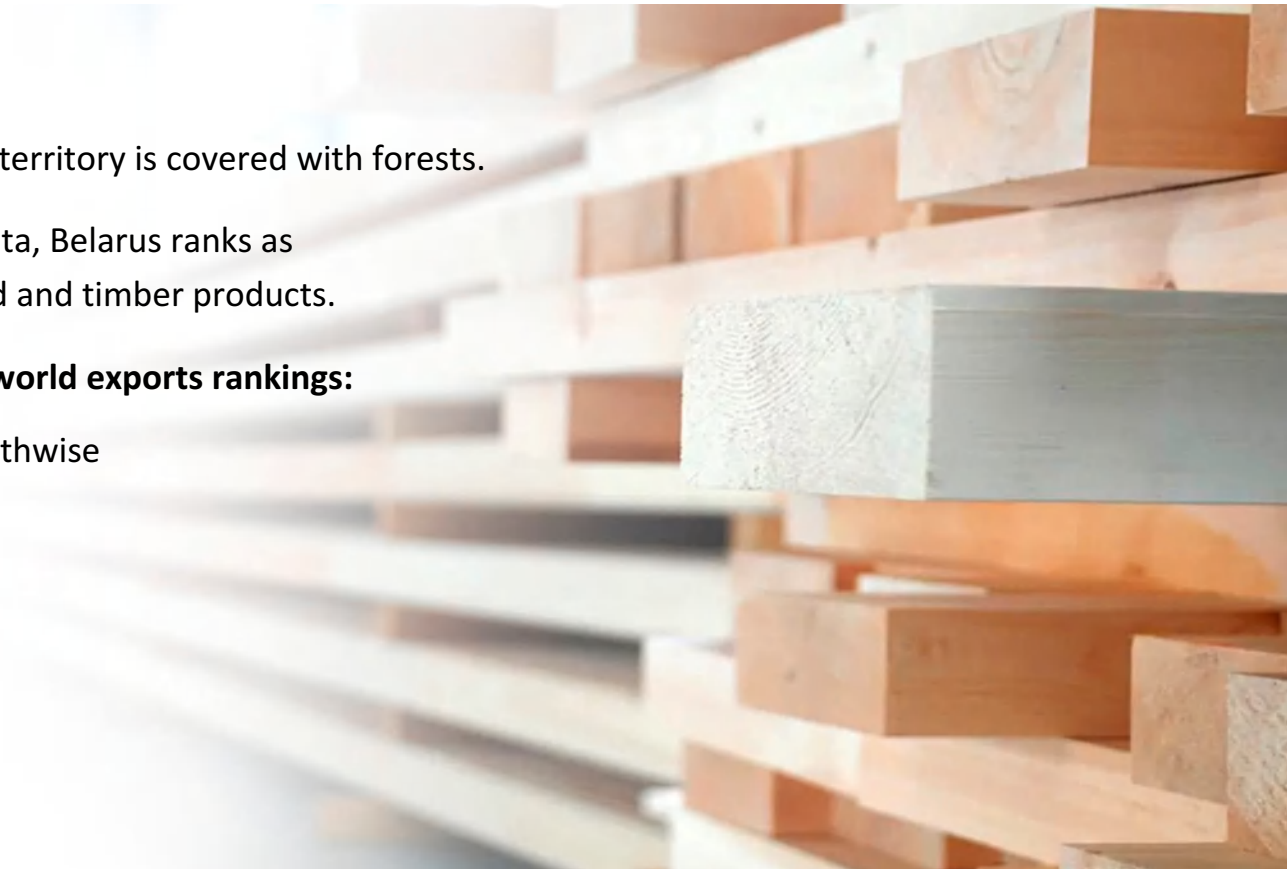
According to the latest available data, Belarus ranks as **TOP 25 global exporter** of wood and timber products.

Belarus scores even higher in the world exports rankings:

12th in wood sawn or chipped lengthwise

12th in particle boards

17th in fuel wood





Agriculture

7% of GDP and **20%** of the country's **total exports**.

Food security: Belarus ranks **23rd** among 113 countries in the world.

Agricultural land: about **41%** of the country's territory.

Exports: 110 countries, agro-industrial exports potential based on livestock farming.

2023 indicators:

- Crop area: **5.8 million ha**
- Gross harvest: **7.7 million tons**
- Agricultural output growth: **1.1%** (y/y)

Belarus ranks:

- **2nd** in the world in milk production per capita
- among the **TOP 5** world producers of meat
- **the CIS leader** in the production of milk, meat and potatoes per capita

BELARUS

ranks TOP among worldwide exports in food and agricultural products



3rd

world exporter
of powdered milk
whey



4th

world exporter
of cheese



3rd

world exporter
of butter



5th

world exporter
of skimmed milk



5th

world exporter
of skimmed
powdered milk



INVESTMENT OPPORTUNITIES



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BreMiNo
Group



<u>Preferences</u>	Free Economic Zones (Minsk + 5 regions)	Great Stone Industrial Park	Bremino-Orsha Special Economic Zone	Small and medium towns	High-Tech Park
Income tax	0%	0% for 10 years, ½ rate → afterwards	0% for 9 years	0% for 7 years	0%
Property & Land value tax	0%	0%	0% property tax	0% property tax for subsidiaries	0%
VAT	0% imports	0% imports	0% imports	regular	0%
Customs duties	0% free customs zone	0% imports of equipment	0% imports of equipment, exports outside EAEU	0% imports for statutory fund	0% imports of equipment

- ✓ National foreign trade promotion agency
- ✓ 27 years of experience and 100+ highly qualified experts
- ✓ 5 regional branches in Belarus
- ✓ Business navigator and one-stop shop for Belarusian and foreign companies, promoting B2B, B2G and B2D contacts
- ✓ Direct interaction with government authorities and diplomatic institutions of Belarus
- ✓ 200+ partnership agreements with business institutions from 53 countries

- ✓ Belarusian collective expositions and individual stands at international exhibitions and trade fairs abroad
- ✓ Business missions from and to Belarus
- ✓ International business forums, also linked to intergovernmental commissions
- ✓ Seminars, presentations, online conferences
- ✓ Wide events geography



Electronic platform for establishing business relations between Belarusian and foreign companies.

Practical assistance in promoting goods, services and technologies to foreign markets.



User Guide

More than 22 000

goods, services and technologies

More than 6 000

companies

2 000 daily visitors from

200 countries



More than **700** marketing projects in 2021-2023

- ✓ Information support for companies entering the Belarusian or foreign markets
- ✓ Search for consumers, suppliers and business partners
- ✓ Marketing research, studying market access conditions, consumers, competitors, prices
- ✓ Marketing information on the outcomes of foreign procurements in Belarus

In 2023, we studied the following markets:



PROCUREMENT SERVICES AND INFORMATION SUPPORT



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www.gias.by

operator of

the state information and analytical
system for public procurement
management

www.icetrade.by

operator of

the “Tenders” information system
(procurement from own funds)

www.goszakupki.by

operator of

the electronic trading platform
(public procurement)

www.ca.ncmps.by

Verification Center



CONTACT DETAILS



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