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# Great Stone Industrial Park

**Eco-Friendly Multinational Industrial Platform  
With Comfortable Business and Living Environment**

A comprehensive guide  
that will allow you to get  
acquainted with the most  
ambitious industrial project  
in Eastern Europe.

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## **Disclaimer**

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This E-book is based on data collected as of 1 July 2021.



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# The Republic of Belarus is situated in the heart of Europe, at the crossroads of trade routes from west to east and north to south. The shortest transport routes between the CIS and Western Europe run across Belarus.

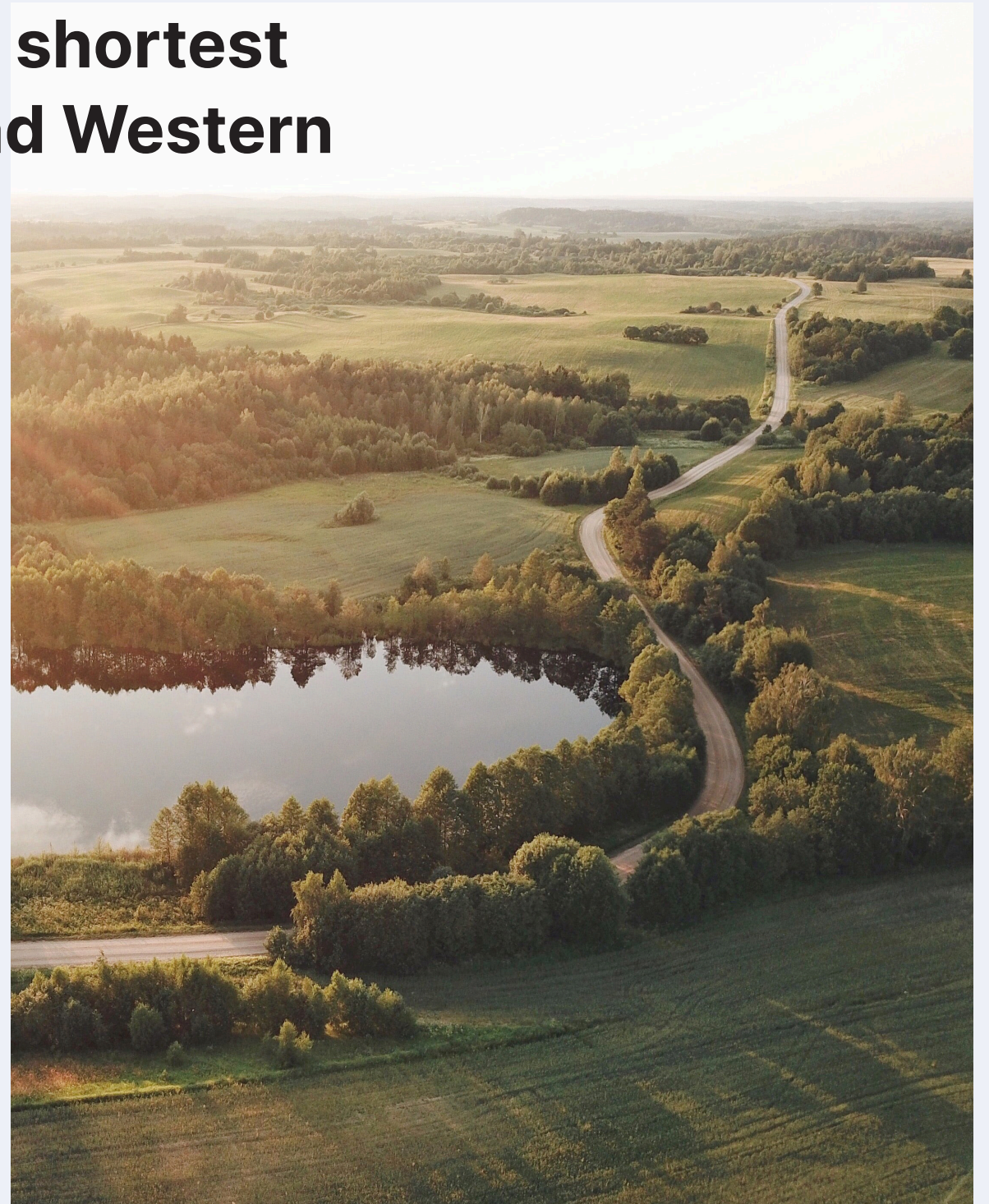
The Republic of Belarus is a landlocked country in eastern Europe, bordered by the Russian Federation to the north and east; Ukraine to the south; Poland to the west; Lithuania and Latvia to the northwest.

Belarus has a diversified industrial profile. Belarus has achieved solid economic growth through manufacturing production, which includes machinery and equipment, mineral products, chemicals, metals, textiles.

Belarus covers an area of 207,595 km<sup>2</sup> and has 9.4 million inhabitants. Minsk, the largest city and the nation's capital, is home to one fifth of the population.

Belarus has a moderate continental climate featuring mild winters with frequent thaws and warm summers.

The languages most commonly used in business are Russian, English, Chinese and German.







**Favorable Geographical Location**

Belarus is strategically well positioned as a major trading route between Europe and Asia.



**Industrially Developed Economy**

More than a third of the Belarus GDP comes from the production sector.  
National Statistical Committee of the Republic of Belarus, 2020



**Technologically Advanced**

32nd Position in the ICT Development Index  
ITU, 2017



**Highly Skilled Labour Force**

98.6% of labour force has secondary or higher education  
ILO, 2019



**Huge Trade Facilitator**

24th Position in the Trading Across Borders Index  
World Bank, 2020



**Very High Human Development**

53rd Position in Human Development Index  
UNDP, 2020



## Technologically Advanced

Belarus ranks 32nd out of 176 countries in the Information and Communication Technologies Development Index (ITU, 2017). In comparison to 2010, Belarus rose 20 positions in the rankings

According to the ITU, Belarus systematically develops affordable ICT infrastructure, which creates a favorable environment for new ICT-services and usage growth. As a result, Belarus is one of the regional leaders in ICT development, having, in particular, the most affordable handset-based mobile-broadband services in the region.

## Visa-Free

Citizens of 74 countries (including EU member states) can visit Belarus without a visa for up to 30 days when travelling via Minsk International Airport.

For those entering Belarus to work at Great Stone the visa-free period is prolonged for up to 180 days.

## Highly Educated

Skilled labour force rate (98.6%) is the world's second highest.

ILO, 2019

Belarus' tertiary education gross enrolment ratio (87.4%) is in the top 10.

The Global Innovation Index, 2020

Every third employee receives higher education.

National Statistical Committee of the Republic of Belarus, 2020

Every third tertiary graduate has a diploma in Science & Engineering (world's 11th highest).

The Global Innovation Index, 2020

Proportion of workers holding secondary specialized education or vocational-technical education is 43%.

National Statistical Committee of the Republic of Belarus, 2020



# The territory of Belarus is crossed by:



## Pan-European Corridor II Berlin – Nizhny Novgorod

Road M-1/E30 Brest – Minsk – Russian Border is a section of this corridor within Belarus.



## Pan-European Corridor IX Helsinki – Alexandroupolis

The branch IXB on the route Kiev – Minsk – Vilnius – Kaunas – Klaipeda/Kaliningrad provides access from eastern Ukraine and central Russia to the ports of Klaipeda, Ventspils, Riga and Kaliningrad.



## European route E-85 Klaipeda – Alexandroupolis

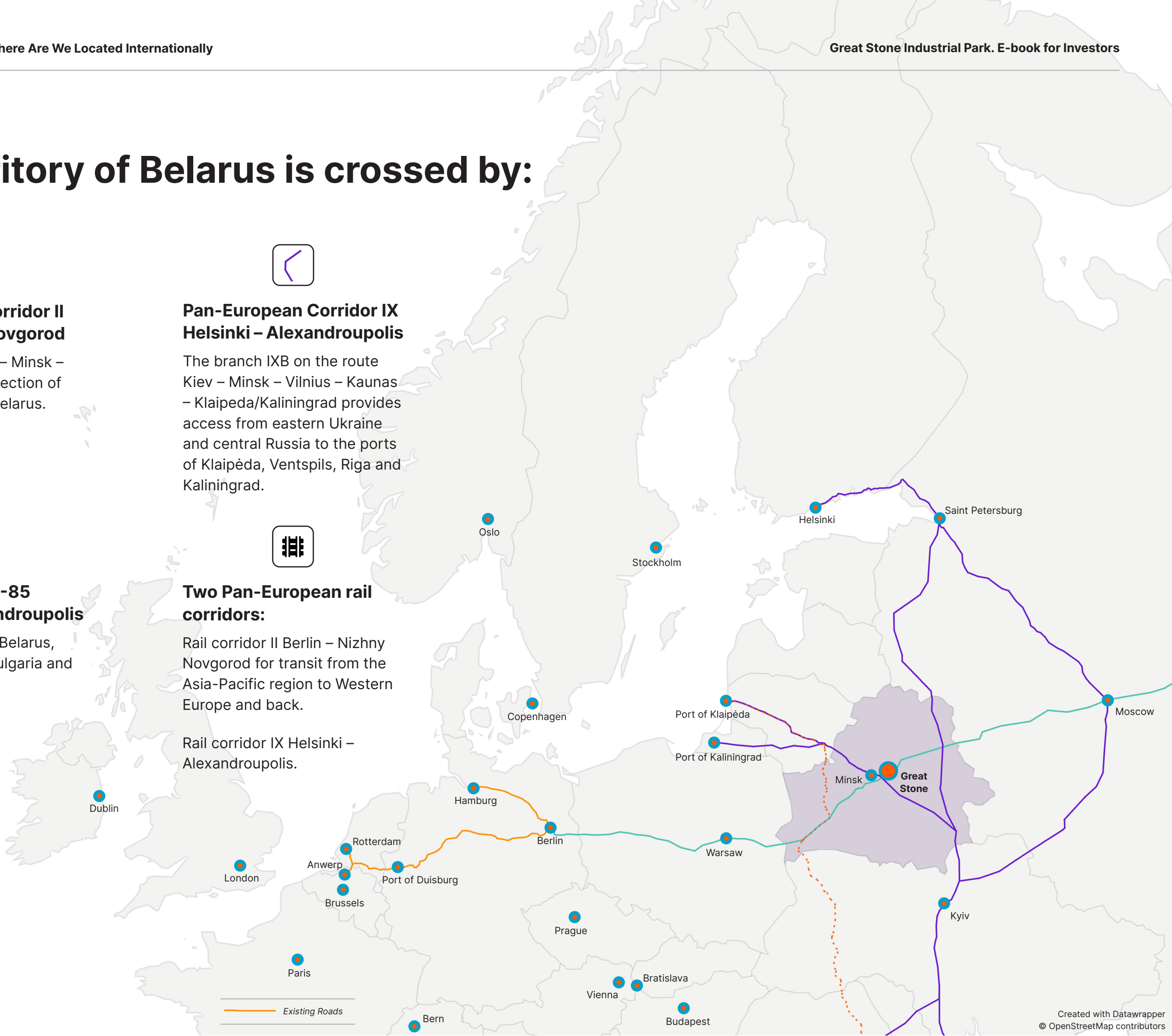
Connects Lithuania, Belarus, Ukraine, Romania, Bulgaria and Greece.



## Two Pan-European rail corridors:

Rail corridor II Berlin – Nizhny Novgorod for transit from the Asia-Pacific region to Western Europe and back.

Rail corridor IX Helsinki – Alexandroupolis.





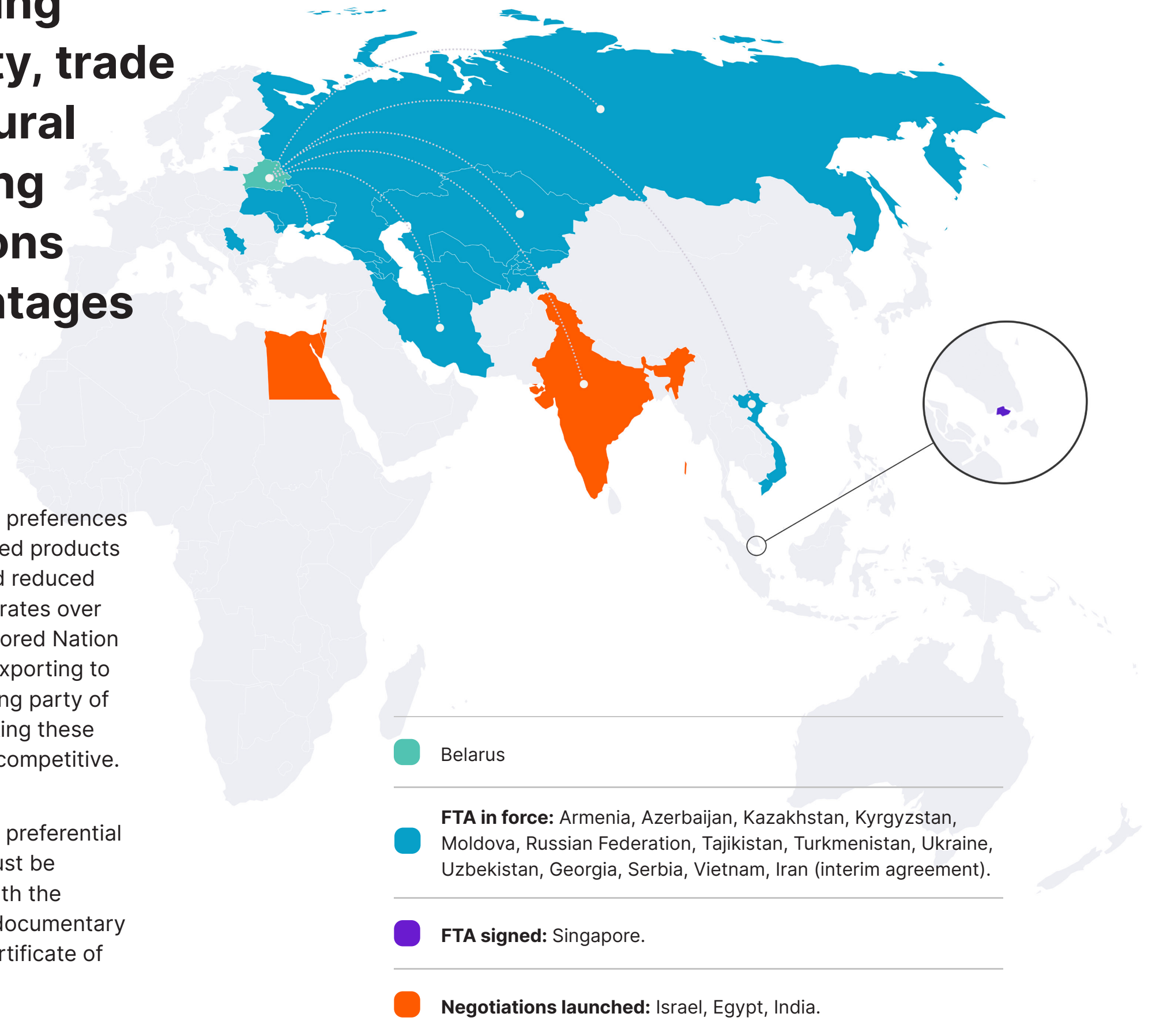
# Belarus connections arising from geographic proximity, trade ties, investment and cultural links to the rapidly growing European and Asian regions create competitive advantages for producers of goods.

Belarus currently applies free trade regimes with 14 countries. Several Free Trade Agreements (FTA) are under negotiation, expanding the network of agreements increases the range of trade and investment opportunities.

The country's network of FTAs provides superior access to the region and reduces barriers to trade.

Claiming FTA preferences allows selected products to be granted reduced or zero tariff rates over the Most Favored Nation rates when exporting to the contracting party of the FTA, making these goods more competitive.

The claim for preferential treatment must be supported with the appropriate documentary evidence (certificate of origin).





**Great Stone Industrial Park is a special economic zone, located 25 km away to the east of Belarus capital, Minsk, with a comfortable operating environment and preferential regime for developing industries of the future.**

Great Stone Industrial Park has a strong focus on producing high-tech and innovative products and development industries of the future.

From a long-term perspective, the park is expected to become an eco-friendly, innovative and dynamic city, supporting international industry. It will become a signature project on the Silk Road Economic Belt.





# The World's Fastest Growing Industrial Park\*



\*According to the World Federation of Free and Special Economic Zones (FEMOZA)



## Comprehensive and simplified operating environment

The park was designed to provide everything a vibrant community requires to work, live and thrive. Simplified acquisition processes, ready-to-use production facilities, residential development and R&D infrastructure make Great Stone a place where passion, entrepreneurial spirit and talent join forces to generate brand new ideas and solutions.



## Preferential regime

The park provides its residents with multiple tax benefits. These include, most importantly, exemption from corporate income tax during a 10-year period after profit reporting and the tax rate reduced by half afterwards, no land and real estate taxes, thus shaping the most comfortable operating environment for doing business in the Eurasian region.



## High-quality service

The park administration is vested with extraordinary powers and delivers the wide range of services to investors via one-stop shop solution. Whether it is a company registration, a migration service issue or obtaining various certificates, the administration is standing ready to assist.



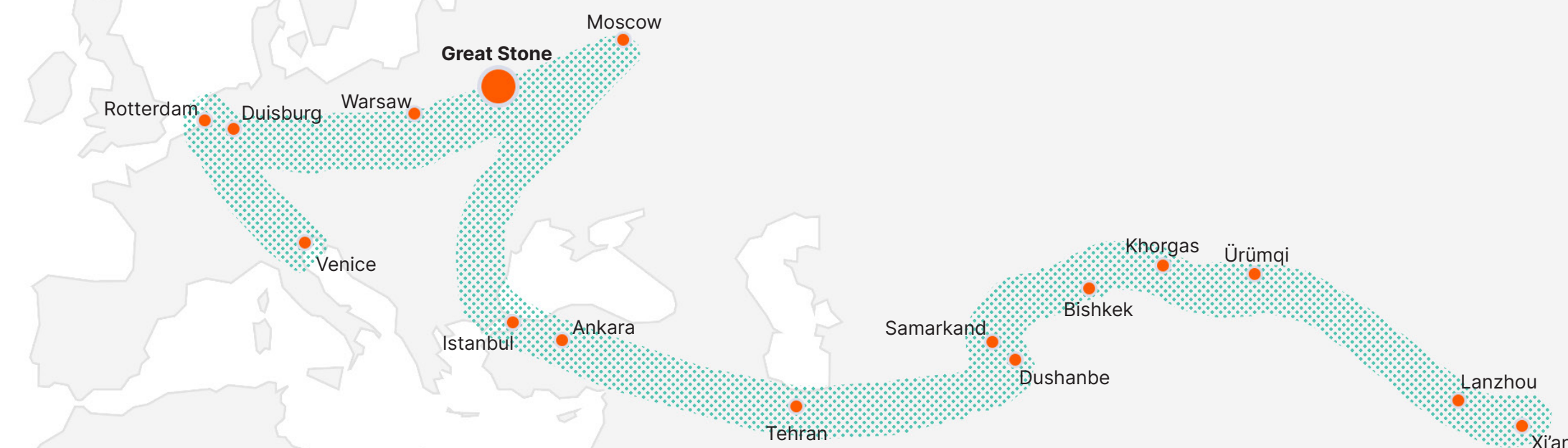
# Belarus is a part of the Belt and Road Initiative (BRI) and Great Stone is one of its key hubs due to its location on the Silk Road Economic Belt, connecting Europe, the CIS countries and Asia.

The BRI is a project launched by China in 2013 to improve global connectivity through seven major corridors using primarily land and sea-based transport.

The BRI covers 65 countries, including Belarus, Russia, Kazakhstan, Singapore, EU countries, Turkey, Ukraine and many others.

The China-Belarus Industrial Park Great Stone is based on the China-Singapore model pioneered in Suzhou and managed at the highest level by an intergovernmental coordination body.

## SILK ROAD ECONOMIC BELT



# Great Stone Industrial Park occupies 112 sq.km and is located close to Belarus capital, Minsk. This gives Great Stone residents substantial advantages.

Direct connection through high-quality roads and rail services to the EU, Russia and China make global goods delivery fast and cost-effective.



The transnational highway, M1/E30 Berlin-Moscow crosses the territory of the park, making Great Stone an important link between Europe and Russia. The park is connected by motorway links to other important regional centers in Belarus and abroad.



The park is easily accessible by air as Minsk International Airport (MSQ) is within the territory of the park. It provides access to key business locations and is capable of accommodating all types of aircraft.



The ports of Klaipėda, Riga and Kaliningrad are within 600 km and can be easily reached both by highway M7/E28 and rail.



The existing nearby railway lines will be extended to connect with the park bimodal container terminal. The construction of the terminal will start in 2021. In addition, in the next few years a high-speed railway from the center of Minsk to Minsk International Airport, with a stop in the park will be built.





The transnational highway  
M1/E30 Berlin-Moscow  
crossing the territory of the park.



# Sales Markets

Businesses located in the Park have access to the EU market of 500 million consumers and the EAEU market of 183 million consumers.

Moreover being a part of a broad FTA network Belarus delivers new growth opportunities to big and small businesses through greater trade and investment, reducing or eliminating certain barriers to trade.

Belarus currently has FTAs in place with 14 countries and is working to increase the number of agreements.

# Easy Business Trips and Remote Monitoring

Belarus is in the FET time zone (UTC+3), which allows for convenient connection with business partners in Europe and Asia, without substantial time delays.

Close proximity to Minsk International Airport allows visitors travelling from all major European cities to reach Great Stone within 2-4 hours.

TIME DIFFERENCE TO BELARUS	CITIES
Same time	Doha, Helsinki*, Istanbul, Moscow, Riga*, Tallinn*, Tel Aviv*, Vilnius*
-1 hour	Amsterdam*, Barcelona*, Berlin*, Bern*, Brussels*, Cairo, Frankfurt*, Paris*, Vienna*
-2 hour	London*
+1 hour	Dubai
+5 hour	Beijing, Singapore

\*Adjusted for Daylight Saving Time  
Source: timeanddate.com

**The park's proximity to Minsk provides access to a pool of highly qualified human resources. Approximately 1.4 million people of working age live in Minsk.**

More than 30,000 highly qualified specialists graduate from Minsk higher education institutions annually.

There are 26 vocational schools, colleges and professional lyceums, as well as 48 secondary specialised colleges located in Minsk, graduating approximately 14,000 qualified blue-collar workers annually.



Additional workers for Great Stone may be sourced from:

Borisov	Zhodzino	Smolevichi	Sokol subdistrict
141,000 people 68 km from Great Stone	65,000 people 42 km from Great Stone	17,000 people 25 km from Great Stone	7,500 people 5 km from Great Stone

Minsk is the country’s centre of academic activity with 28 higher education institutions, two of which included in Quacquarelli Symonds World University Rankings 2022:

<b>Belarusian State University</b>	The leading scientific and educational centre of Belarus, is ranked in the top 1% of the world’s leading universities and among the world’s 295 best universities according to the QS World University Rankings 2022.
<b>Belarusian National Technical University</b>	The leading technical university in Belarus and the CIS, which has been producing a large number of high-quality graduates since 1920.

Great Stone Industrial Park is a platform for developing projects in the following spheres:

(1)  Electronics	(2)  Telecommuni- cations	(3)  Pharmaceutics (including biopharma- ceutics)	(4)  Medical products	(5)  Health services	(6)  Laboratory diagnostics
(7)  Fine chemistry	(8)  Biotechnology	(9)  Mechanical engineering	(10)  New materials	(11)  Comprehensive logistics	(12)  E-commerce
(13)  Big Data storage and processing	(14)  Social and cultural activities	(15)  R&D	(16)  Subpark creation	(17)  5G in the above mentioned spheres	(18)  Artificial intelligence in the above mentioned spheres



**We have designed a package of attractive tax benefits for park residents. Presently they enjoy one of the most favorable business regimes in Eastern Europe.**

This regime is guaranteed by the national and international law and includes exemption from:



**Corporate income tax**

on profits from the sale of goods (services, work) produced by the resident in the park for the first 10 years from the first appearance of gross profit, then a 50% discount, i.e. the tax rate is 9% instead of 18%



**Dividend tax**

A zero tax rate on dividends accrued by park residents to their founders (participants, shareholders, owners) for 5 years starting from the first year in which dividends are accrued.



**Real estate tax**

on property located in the park



**Land tax**

on land parcels within the boundary of the park





## Benefits in Relation to Labour

Compulsory social security contributions may be calculated based on the **average** wage in Belarus rather than employees' actual salaries. Foreign citizens participating in investment projects in Great Stone are exempted from compulsory social security contributions.

## VAT Deduction

Great Stone residents are entitled to use full deduction of VAT charged on purchases of goods (services, work, property rights) in Belarus (or paid upon importation into Belarus) for use in constructing and equipping Great Stone facilities, regardless of amounts of VAT charged on sales.

## Stabilisation Clause

A stabilisation clause, in force until 1 January 2027, states that Great Stone residents will not be affected by adverse changes in Belarusian tax law and will continue to be governed by the provisions of law in effect at the date of their registration as Great Stone resident.



	Great Stone	Belarusian free economic zones	Non-preferential territory (Belarus)	Alabuga (Russia)	Kaunas (Lithuania)	Freeport of Ventspils (Latvia)
Corporate income tax	0% for 10 years, 50% reduction thereafter till 2062	0% (Conditions apply)	18%	2% for the first 5 years, 7% for the next 5 years, then 15.5% till 2055	0% for 10 years, then 7.5% for a further 6 years, 15% till 2045	4% during the compensation period
Dividend tax	0% for 5 years since the income is declared	0% 6% 12%	0% 6% 12%	0% 5% 13% 15%	0% (Conditions apply)	Not applicable
Real estate tax	0% till 2062	0% (Conditions apply)	1%	0% for up to 10 years	0% till 2045	0.3% during the compensation period
Land tax	0% till 2062	0% (Conditions apply)	1.1%	0% for up to 10 years	0.01 – 4%	1.5%
Customs payments	0% to start the project; 0% within free customs zone; 0% if exported outside the EAEU; 0% import VAT on finished goods (within free customs zone)	0% within free customs zone; 0% import VAT on finished goods (within free customs zone)	Import customs duty: 5-20%; import VAT: 20%	0% within free customs zone	The information is not currently provided in this chart	Customs duty is applicable
Standard VAT	Full deduction of VAT charged on purchases of goods (services, work, property rights) for use in constructing facilities	20%	20%	20%	21%	21%
Payroll tax	13%	13%	13%	13%	20% 32%	20% 23% 31.4%
Social security contributions	35% of the national average	35% of the factual salary	35% of the factual salary	30%	21.27% 23.37% 24.27%	35.09%

# As multinational projects with wide global chains our residents need substantial benefits in terms of customs clearance.



## **During the construction phase residents are exempted from:**

import VAT & import customs duties on foreign technological equipment, spare parts, components and raw materials imported into Great Stone to start the project, namely, to construct and equip Industrial Park facilities.



## **During the production phase residents are exempted from:**

- import VAT & import customs duties on foreign goods imported for production within the free customs zone;
- import VAT on finished goods, produced within the free customs zone from foreign goods and exported to the EAEU.

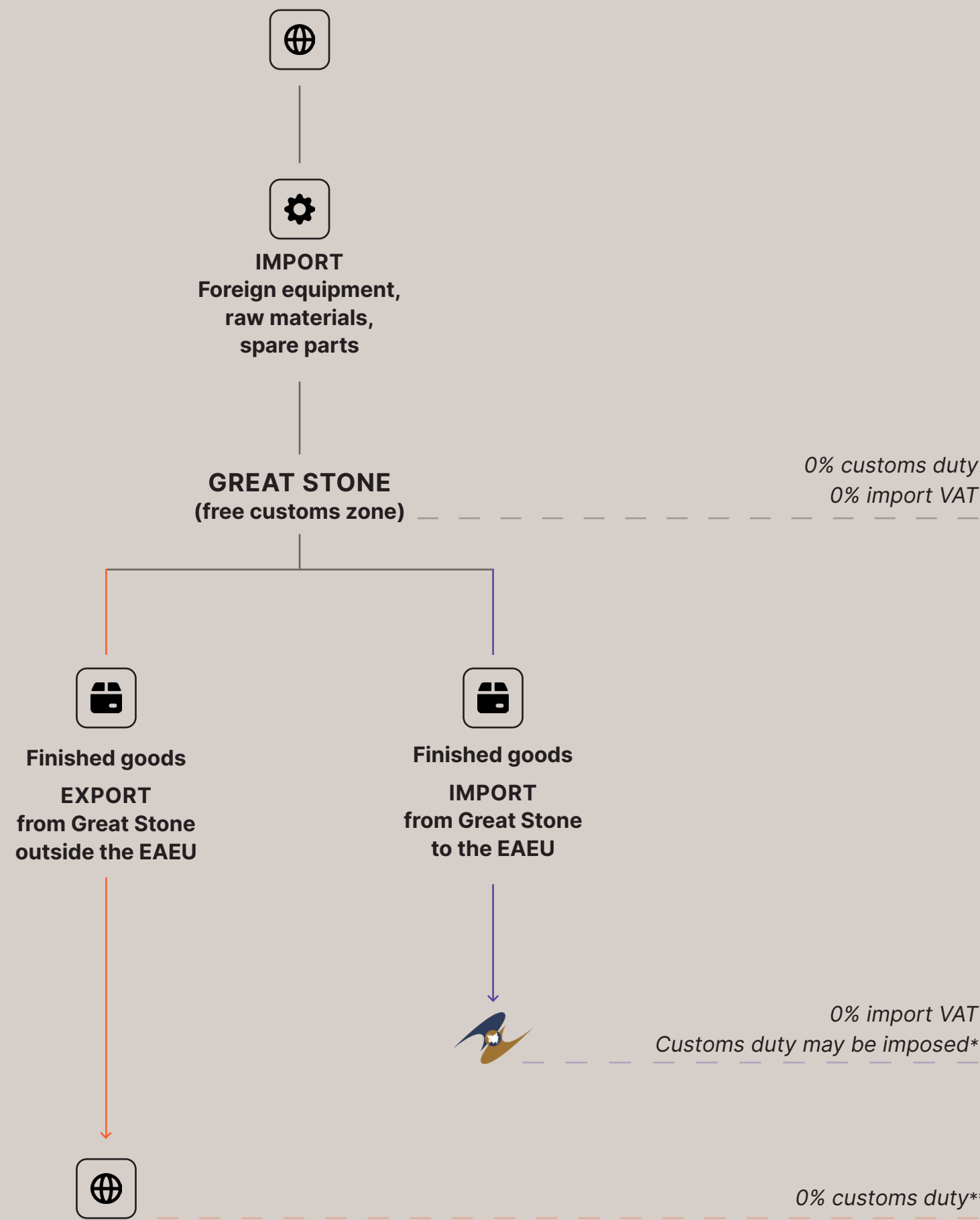
Great Stone residents can import foreign goods to the territory of the industrial park and place it under free customs zone procedure without payment of customs duties and taxes and process it with a view to produce new goods.

Furthermore, the finished goods can be exported outside the EAEU without payment of customs duties and taxes.

When importing finished goods from the territory of Great Stone to the rest territory of the EAEU such import is exempted from import VAT (normally 20% of customs value) and may be subject to import customs duty\*.

\*The amount of import customs duty depends on certain characteristics of the imported commodity and determined according to The Common Customs Tariff of the EAEU.

\*\*Export customs duty is applied to certain categories of goods.



# Great Stone residents may use beneficial customs simplifications to reduce the costs and time needed to export and import goods.



## Customs Transit to Resident's Premises

Goods placed under customs transit procedures, can be transported directly to the resident's premises, located within its customs control zone, without prior visit to customs terminal. This helps to ease the time burden.



## Bonded Zone

In order to apply free customs zone procedures in Belarus, generally speaking each free economic zone resident has to open and equip their own customs control zone. However, the park unique regime allows joint operation of one customs control zone by several residents. Thus businesses, especially small and medium-sized companies, can save time and money, as they are not required to open and operate an individual customs control zone.



## Deferral of Customs Declaration Lodging

Great Stone residents may lodge a customs declaration within a 2-month period after the goods had been imported into the free customs zone. This helps to reduce time for introducing goods into the production process.



## Technological Chains With Non-Residents

Great Stone residents can temporarily export goods, placed under free customs zone procedure, outside of the free customs zone without payment of customs duties and taxes for:

- a resident's own production or technological needs (within the territory of Belarus)
- for processing and production (within the territory of EAEU).



## Free Consumption of Import Consumables

Great Stone residents may import consumables required for scientific research and experiments (e.g. chemical substances) without payment of customs duties and taxes (under free customs zone procedure).

# Speeding up Customs Clearance

Belarus has one of the most developed systems of authorized economic operators (AEO) in the region, with more than 300 companies granted AEO status to date.

The AEO system aims to facilitate customs clearance for enterprises with a high level of legal compliance, credit status and safety. All companies registered in Belarus, including residents of Great Stone, which meet specific criteria, may be granted AEO status and implement special simplifications, depending on the type of the AEO (type 1, 2 or 3).



Prioritized examination and release of goods



Recognition of the seals affixed by an AEO



Exemption from customs duty deposit system



Release of goods prior to submission of the declaration



Temporary storage of goods in the AEO's premises



Priority participation in customs pilot projects

# Belarus – China: Mutual Recognition of the AEO Program

In 2019, China and Belarus entered into an official agreement on mutual recognition of the AEO programme. The agreement will facilitate trade for AEO status holders. This means exporters with the AEO status are regarded by the customs authorities of both countries as being exceptionally reliable and trustworthy.

AEOs enjoy special privileges in respect of security-related customs controls and benefit from simplifications relating to customs clearance, such as:



Respectively low examination rate



Priority in inspection and release



Timely communication by designated customs coordinators

# The new legislative package offers additional incentives and customs process simplifications for large-scale projects.

A Large-Scale Project (LSP) is defined as a project, where the total sum of the investment is not less than USD 50 million, with the investment being completed within a five-year time frame.

Investments which qualify as an LSP will be eligible for a number of incentives and simplifications.



## Exemption from dividend taxes for 10 years, starting from the first year in which dividends are accrued

Therefore, the dividend exemption period is prolonged from the standard 5 years (for non-LSP residents) to 10 years.



## Priority participation in customs pilot projects

Customs authorities will give priority for LSPs to participate in pilot projects and amendments introduced by customs authorities which aim to streamline customs procedures.



## The cost of the park's land plots acquired by LSPs for private ownership, are reduced by 25% of their cadastral value



## Exemption from the customs duty deposit system, when importing foreign goods for transit under customs procedures

In general, when placing foreign goods for transit under customs procedures, a financial guarantee is required. The guarantee covers customs duty, Value Added Tax (VAT) and other potential duties and taxes. The amount of guarantee is approximately equal to 30% of the value of the imported goods.



## Goods release without provision of financial guarantees

In the event the imported goods are subject to ongoing checks / inspection by the customs authorities, the goods will be released to the LSP without the requirement for them to provide a financial guarantee (as required for non-LSP residents) or wait for the checks to be completed.



## Release of goods prior to submission of the declaration (within free customs zone procedures)

The declaration can be submitted within a specific time period after release of the goods.

# As an international project, special attention is paid to ensuring investors' employees and migrant workers are able to conveniently stay at Great Stone.

## Visa-Free Entry

A special visa-free regime was established, allowing visa-free entry to Belarus for up to **180 days** in a calendar year.

This option is available for:

- persons engaged by park residents (investors) for implementation of park investment projects;
- founders, participants, shareholders, wealthholders (and their employees) of park residents (investors).

## Exemption from State Fees

The park's residents and investors are exempted from state fees for issue of:

- permissions for recruitment of foreign labour;
- special permissions for engaging in labour activity in Belarus.

Foreign citizens hired by residents and investors for implementation of investment projects within the park are exempted from state fees for:

- registration of temporary stay in Belarus;
- temporary residence permit in Belarus.



# Parallel Design and Construction

The construction of industrial park facilities can be carried out **in parallel with** the development, expertise and approval of the necessary design documentation at each stage of the construction after obtaining positive conclusions of state expertises for the architectural design project and its approval.

## Simplified Construction Design Procedures

At Great Stone it is permitted to provide urban planning projects and design documentation based on technical regulations **similar to those applied in the EU** and China, provided the documentation has passed state expertises in Belarus, including state ecological expertise.

Therefore full adaptation of urban planning and design documentation to the Belarusian regulations is not required. The documentation of an adapted project is expertised just in two sections:

- mechanical strength and stability
- environmental protection.



REGISTERING PROPERTY IN BELARUS, DOING BUSINESS RANK

	2020 rank	Number of procedures	Number of days
Belarus	14	4	5
Switzerland	18	4	16
Singapore	21	6	4.5
Latvia	25	4	16.5
Germany	76	6	52

Source: World Bank,  
Doing Business 2020

**We take special care of our residents.  
To reflect our commitment to innovation  
and satisfy a comprehensive range of  
business needs we have designed  
the One-Stop Shop.**

The One-Stop Shop provides investors with a variety of government services.

Procedures and services are provided by the Park Administration, as well as on-site state and local authority representatives.

**MIGRATION ISSUES**

Official invitation to visit Great Stone

Visit arrangements

Granting the right to visa-free entry

Permission for engaging in labour activity

Registration of temporary stay in Belarus

Temporary residence permit in Belarus

Granting a visa

**REGISTRATION ISSUES**

Company registration

Registration as a resident

Registration as an investor

Land and real estate registration

**INFORMATION SERVICES**

Handling investor enquiries

Providing information on doing business

**AFTERCARE**

Assistance in implementing a project

Notary consultation

Signing a contract for land

Certification of products

Free customs zone establishing

Assistance in dealing with government institutions

Design and construction issues





Key state and local authorities on-site



Knowledge base. FAQ



Online platform



Free personal account



Multilingual



News desk

<https://onestation.by>



The park’s first stage development covers an area of 8.5 km<sup>2</sup>, fully equipped with:

- roads
- gas
- water
- electricity
- high speed fiber optic internet



The park’s infrastructure capacity is capable of accommodating all types of manufacturers, even those with specific requirements.

Water supply	31,300 m <sup>3</sup> /day
Wastewater discharge	19,200 m <sup>3</sup> /day
Gas supply	67.9 mln m <sup>3</sup> /year
Electrical load	45.5 MW
Solid domestic waste	3,500 ton/year
Asphalted road	47 km
Internet	10 GB/sec



**When launching a new project at Great Stone residents may choose between the options of a greenfield or brownfield site.**

**If the brownfield option is selected, the company is offered newly built production facilities to purchase or lease at competitive prices.**

















All standard production buildings are equipped with all necessary engineering infrastructure, including:

- communications
- water
- sewerage
- gas
- electricity



- |   |   |
|---|---|
|  <b>Electricity</b><br>Up to 1.1 MW                        |  Overhead crane installation   |
|  <b>Water</b><br>Up to 18 m <sup>3</sup> /day              |  Cargo elevators               |
|  <b>Gas</b><br>Up to 18 m <sup>3</sup> /day                |  Air ventilation               |
|  <b>Height</b><br>4.6 m – 9 m                              |  Automatic firefighting system |
|  <b>Floor load capacity</b><br>0.8 – 6 tons/m <sup>2</sup> |  24-hour security              |
|  Dock shelters   |  Easy access to highway        |



**If a resident prefers to construct his own production facilities, there is the greenfield site option – a land plot with engineering and transport infrastructure, can be provided under lease (for up to 99 years) or for title, without having to go through an auction.**

The industrial park's master plan splits the park into functional zones with designated purposes and specific land use procedures.

For example, there are zones for: industrial facilities, logistics and warehouse facilities, scientific and educational facilities, commercial facilities, residential areas, and public green areas, etc.



Land plots for title



Easy access to roads



Land plots for lease  
(up to 99 years)



Land tax exemption



Connection to  
utility lines



Real estate  
tax exemption

# With an ever-increasing volume of goods flowing through the park, logistics services become increasingly important.

The Commerce and Logistics Park covers an area of 100,000 m<sup>2</sup> and includes the Logistics Hub. The hub helps residents to optimize their supply chains and plan routes more effectively, thereby reducing transport and administrative costs.

The Logistics Hub can store and process cargo intended for the EAEU, EU and Asian markets. It processes goods brought by road and transshipments from the nearby airport and railway.



**2 general purpose warehouses**  
33,000 m<sup>2</sup>



Loading docks  
for containers and trucks



**Temporary storage warehouse**  
4,500 m<sup>2</sup>



Automatic  
firefighting systems



**Customs warehouse**  
4,500 m<sup>2</sup>



On-site customs terminal



**Floor load capacity**  
Up to 6 tons/m<sup>2</sup>



Easy access to highway,  
railway and airport



# Export-oriented businesses require steady, transparent and prompt customs clearance services. For this reason one of the largest customs terminals in Belarus operates at the park.

Experienced customs officials work there daily from 9 a.m. to 9 p.m. The terminal is able to quickly, comfortably and paperlessly customs clear goods.

According to the State Customs Committee presently approximately 90% of goods exported from Belarus are customs cleared within 5 minutes and 90% of transit cargo is processed within 10 minutes.



**High Warehouse**

The temporary storage warehouse allows unloading / loading operations with a truck crane inside.



**Close to the Highway**

Located just 3.5 km from the highway Brest — Border of the Russian Federation — Moscow.



**Container Site**

Possible to place containers and bulky cargo.



**Weighing Equipment**

Allows weighing of both goods and vehicles.



**Refrigerator Compartment**

Refrigerator with a temperature of +2 °C — + 8 °C.



**Large parking area**

For road trains within the customs control zone. 128 places and a transport drive in front. No queues.



**Online Lodging of a Customs Declaration**

Fast and easy!



**Dock Levelers**  
Loading ramps are quipped with adjustable electro-hydraulic loading bridges.



**Reinforced Concrete Ramp**  
For entry into the warehouse of both large-capacity and small-capacity vehicles.



**High Ceilings**  
Allows complex manipulations of the goods to be performed



**Multi-Level Shelving System**



**Smooth Concrete Floor with Anti-Dust Coating**  
With a load of at least 5 tons/m<sup>2</sup>



**Specialized Lifting Equipment**  
For loading and unloading of heavy and bulky goods.



**Adjustable Temperature Ventilation System**



**Fire Alarm and Automatic Fire Fighting System**





In order to connect Great Stone with the international rail network and increase the efficiency of transcontinental rail traffic, the Eurasian Rail Gateway CJSC, an international consortium comprised of German, Belarussian, Chinese and Swiss companies was formed. They will construct a rail port with direct connections to Duisburg and Central Europe in the park. The project was started in 2021, it includes construction of a terminal, storage areas and railway sidings.

The project is implemented under the leadership of Duisburger Hafen AG (duisport), supported by China Merchants China-Belarus, the Belarussian Railway and the Swiss company, Hupac SA.

Duisburger Hafen AG (duisport) is the owner and operator of the world’s largest inland port – the Port of Duisburg. The group is a global full service provider of comprehensive logistics solutions, an integrated connecting link between producers and customers, a driver for regional and global flows of goods.

The terminal will be focused on the importation of Chinese components, necessary for manufacturers, and export of products to EU and other countries.



Total area  
25 ha + 55 ha



Annual handling capacity  
180 000 twenty-foot  
equivalent units (TEU)



4 railway lines  
1,050 m each



Full range of  
logistic service



Connection to the  
international railway network



Easy access to M-1/  
E30 & M-2 highways



Office space



Customs clearance area



The 80-hectare area will include a 25-hectare bimodal terminal with an initial annual handling capacity of 180,000 twenty-foot equivalent units (TEU). A further 50 hectares will be prepared and offered by Eurasian Rail Gateway CJSC on the logport model for the settlement of European logistics companies.

On completion, the terminal will contribute to the multimodal capabilities of the park as important logistics hub on New Silk Road and provide residents with the opportunity to switch easily between rail and road transport.



Duisburger Hafen AG











**Secure, ready to use office space, with access to shared meeting rooms and standard amenities is available for teams of any size.**



The Industrial Park Development Company provides Great Stone residents with a wide range of flexible workspaces, available for long term rental.

The central office building, with an area of 14,000 m<sup>2</sup> is a key office solution in the park. Whether you're looking to launch a new venture or expand your operations, the office is sure to elevate your business to the next level. Take a call from the beautiful outdoor terrace, or kick off a big project in the brainstorming room.









- |  |   |
|--|---|
|  Flexible office solutions >14 000 m <sup>2</sup> |  Mail and package handling             |
|  Meeting rooms with presentation facilities       |  Free parking area                     |
|  Conference hall for 60+ people                   |  Onsite staff                          |
|  Fiber optic internet & Wi-Fi                     |  Direct connection to public transport |



# The Business Centre is another key part of the Commerce and Logistics Park. The 6,300 m<sup>2</sup> building includes:

- a modern hotel
- 3 comfortable conference halls
- a restaurant



-  80 hotel rooms
-  3 conference halls
-  Restaurant  
European and Asian cuisine
-  5 minutes from  
Minsk International Airport
-  Rating of 8.6  
on Booking.com
-  Fitness centre
-  Free Wi-Fi
-  Eco-friendly  
environment

Situated in the heart of the park, the Exhibition Centre hosts conferences, meetings, tradeshow and exhibitions.



The complex is home to four exhibition halls and covers an area of 21,000 m<sup>2</sup>, making it the largest exhibition centre in Belarus.



Total area  
21,000 m<sup>2</sup>



Forklifts



Dedicated event space  
14,000 m<sup>2</sup>



Cargo  
elevators



4 exhibition halls



Floor load: epoxy resin  
with heating/marble



Hall height  
3.3 m – 6.8 m



Automatic  
firefighting systems



13 meeting rooms



Driving time to MSQ Minsk  
International Airport, 5 minutes



On-site catering



Direct connection  
to public transport



**Supporting scientific start-ups is one of the park’s key priorities. Consequently, we have created a new 19,000 m<sup>2</sup> Research & Development Centre, which serves as a platform for accelerating growth and innovation in the park by connecting people, ideas, business and research.**

Here, you can work alongside like-minded specialists in the field of R&D, bringing innovation and technology to life.

The R&D Centre focuses specifically on scientific startups and aims to create the shortest route from prototyping to commercialization.



Exemption from payment of corporate income tax for 2 years



Investment programme for financing start-ups of up to USD 500,000



Exemption from payment of dividend tax for 2 years



Free office space for 8 workplaces for up to 6 months



No customs payments on import equipment (under free customs zone procedure)



Coworking space



Duty free consumption of import chemical substances and other consumables during scientific researches (under free customs zone procedure)



Accounting and legal support on preferential terms



Visa-free regime for up to 180 days in a calendar year















Expert support and assistance



# Great Stone is more than just an industrial and scientific research platform. The long-term plan for the park is to evolve into a smart eco-city, a home for 100,000 people, who will live, work and enjoy a high-quality lifestyle here.

There are landscaped areas with children’s play area, sports fields, as well as places for relaxation in all yards and along pedestrian paths.

In the nearest future, it is anticipated there will be two another residential buildings of more than 170 apartments, a kindergarten and a clinic, shaping the park’s social infrastructure.

- |  |  |   |  |
|--|--|---|--|
|  13,500 m²                                |  Large balcony with panoramic views        |  Video door intercom               |  Post office                  |
|  Monolithic reinforced-concrete framework |  Modern furniture and household appliances |  Elevator                          |  Heating by geothermal energy |
|  Ceiling heights of 3 m                   |  Fire alarm system                         |  Paramedical and midwifery station |  Park and forest              |







**Regardless of a company’s country of capital origination, they may obtain Great Stone resident status, providing the following three criteria are simultaneously met:**



**Location**

The company is established in the park.



**Key priorities**

The company implements an investment project involving activities within the park’s priority areas.



**Investment**

The declared investment in the project must not be less than USD 5 million, or not less than USD 500,000 if the investment is completed within three years or is in the sphere of R&D.

1

### Registration of a Legal Entity

Is where it all starts. To register a new business entity at the park an application form and Articles of Association should be submitted to the Park Administration. The registration may be submitted in person, electronically or through a notary who will send the documents to the park administration.



2

### Assignment of Resident Status

Resident status gives access to a package of tax benefits (see p.). To obtain the status a company needs to apply to the park administration with a package of documents, including a business plan. If the documents meet the requirements, an agreement between the company and the park administration is signed.



3

### Signing a Contract for Land/Property

Depending on the chosen option for implementing the investment project – greenfield or brownfield, a resident signs a land sale contract or a rental contract with the Industrial Park Development Company.



4

### Obtaining Design and Construction Permits

This stage includes obtaining technical conditions, geological and topographic surveys of the land plot, approvals from authorized bodies, state expertise of design documentation and etc.



5

### Construction and Installation Works. Commissioning of Facilities and Equipment



6

### Obtaining Licenses and Certificates

Certificate for own-produced goods – 10 days (+20 days for expertise)  
Certificate of origin – 10 days  
Opening a free customs zone – 10 days



7

### Start of Production





# Establishing the Logistics Link Between Asia and Europe

The China Merchants Group is a large-scale conglomerate with diversified businesses. Presently, the group focuses mainly on three core industries: comprehensive transportation and logistics, finance, holistic development operation of residential communities and industrial parks.

**China Merchants CHN-BLR Commercial and Logistic Company** made the largest greenfield investment of any Great Stone resident in history. The company, founded by China Merchants Group, is a crucial promoter of logistic services in the park.

The newly constructed, 10 hectare Commerce and Logistics Park has become the fastest and largest construction in the park. It is a multifunctional centre, providing residents with a wide range of services including transportation, warehousing, exhibition, trading platforms and hotel services.







China Merchants CHN-BLR  
Commercial and Logistic  
Company



# Opportunities for Growth

IPG Photonics is the world leader in high-power fiber lasers, fiber amplifiers, hybrid fiber/solid-state lasers and diode lasers.

In 2017, **Ruhtech (IPG Photonics)** began construction of their laser equipment assembly plant on a 3.6 hectare land plot. In 2018, they acquired an additional 6.9 hectare land plot, assisted by the park's policies which support rapid expansion.

Today at Great Stone they produce automated laser systems for macro and micro-processing, as well as optical and mechanical components for various types of equipment.

In the near future, the company plans to create an engineering bureau focused on developing and producing automated laser systems for macro and micro-processing of products for various types of equipment in the park.

[www.ipgphotonics.com](http://www.ipgphotonics.com)







Ruhtech (IPG Photonics)  
production facility



# Focus on the European Market

Carrosserie HESS AG, based in Bellach, Switzerland, is a renowned manufacturer and distributor of buses for public transport. The HESS product range includes electric and diesel-powered buses with a lengths of 8 metres to 25 metres. The company owns a variety of subsidiaries and employs approximately 450 staff. HESS and its licensees produce up to 2,400 buses each year.

**Hess Great Stone** is a subsidiary company of a Swiss electric passenger vehicle manufacturer, Carrosserie HESS AG. At Great Stone they have established production of trolley bus bodies and e-buses with incomplete finishing. They produce up to 50 bodies per year and export it to the markets of the EU.

The manufacturing process is situated in a one-storey facility with the total area of 7,500 m<sup>2</sup>. The production process uses a modular assembly system rather than a welded body. This gives more flexibility, positively impacting both production costs and service times.



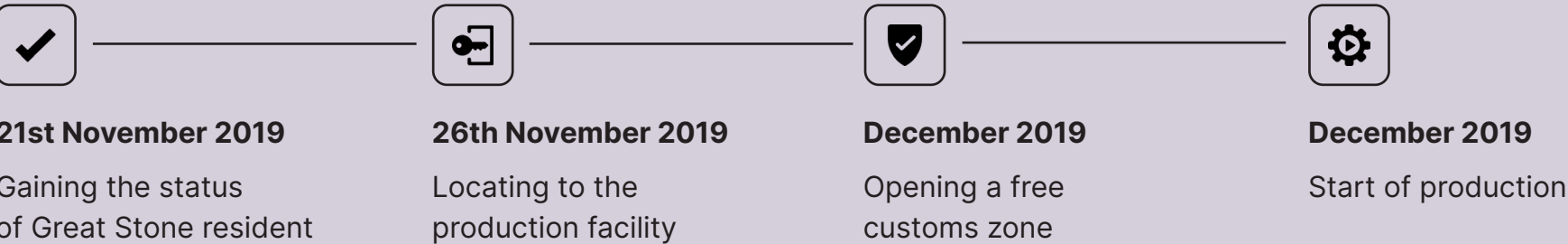


# HESS Setup Timeline

As an export-oriented project, HESS Great Stone benefits fully from applying free customs zone procedures. For example, there is duty-free import of foreign spare parts and components, plus duty-free export to Switzerland of finished goods. Therefore, the company pays nothing in respect of customs, except for a customs fee (when placing imported foreign components under free customs zone procedure and when exporting assembled goods abroad).

The process of HESS’ registration and commencement of production at Great Stone is an outstanding success story. It took slightly more than 3 months for the company to be granted resident status, conclude the facility’s rent and customs formalities and start manufacturing.

HESS’s example shows the Park Administration is on hand, ready to offer comprehensive support for investors with all administrative procedures, from registration of a legal entity, obtaining construction permits to consulting on customs regulation issues and cooperation with state authorities and agencies.





# A Playground for Joint Projects

**As an international project, Great Stone comfortably serves as a playground for businesses willing to combine their resources, unique skill sets and expertise within joint venture projects, even if both sides represent different countries.**

**Fast-MAZ** is a joint venture established by the Belarusian automobile engineering company, MAZ in cooperation with Chinese Shaanxi Fast Gear Company, a part of the Weichai Group. The factory occupies 3.3 hectares and plans to manufacture approximately 9,000 gearboxes annually.





## MAZ-Weichai

Another Belarusian-Chinese joint venture, MAZ-Weichai was established for the production of engines. It was founded by MAZ in cooperation with the Chinese corporation, Weichai. The company has started construction of its engine factory in April 2018, with production trials taking place in November 2018. The factory assembles Euro-5 and Euro-6 diesel engines for trucks, planning to produce up to 20,000 engines per year.





# An Entry Point to the CIS-countries

Founded in China, in 1992, Zoomlion Heavy Industry Science & Technology Co. Ltd is predominately engaged in developing and manufacturing major high-tech equipment for the engineering and agricultural industries.

A further example of close cooperation between Belarus and China can be seen in the joint enterprise **Zoomlion Bel-Rus**, which specializes in the production of construction equipment, such as truck cranes, concrete delivery mixers and autoconcrete pumps.



The Great Stone factory covers an area of 13.3 hectares. In the early stages of production the company will produce truck cranes with a lifting capacity of 25 tons and 60 tons, based on MAZ chassis.

Opening an office in Great Stone allowed the company to market its unique equipment in CIS-countries.



**As the development of Great Stone has continued, it has begun to attract the attention of the wider community. Thanks to the impressive progress made in 2019 and 2020 our relatively young but dynamically growing park has been recognized internationally with several important awards.**

Fastest Growing Industrial Park

On 14th November 2019, the World Federation of Free and Special Economic Zones (FEMOZA) recognized the rapid pace of Great Stone’s development and awarded it “The Fastest Growing Industrial Park”, in recognition of the fact, that within a few years a territory, comprised of swamps and forest, has transformed into a promising industrial site with state-of-the-art facilities.

Best Individual BRI Project or Initiative in the Region

Asiamoney Magazine recognized Great Stone as the “Best Individual Belt and Road Initiative Project in Central and Eastern Europe”.

Eastern European Industrial Project of the Year

EuropaProperty, the leading European information and analysis agency in the commercial real estate sector, recognized Great Stone as the most advanced and important industrial platform not only in Belarus, but also in Eastern Europe, awarding it “Eastern European Industrial Project of the Year”.

fDi’s Global Free Zones of the Year Bespoke Awards

Great Stone picked up three bespoke awards at the fDi’s Global Free Zones of the Year awards. The fDi Magazine Awards, part of the Financial Times Group, cited Great Stone for the park’s policy that allows residents to expand rapidly, as well as for its well-developed customs infrastructure.

The park was also highly commended as “The Best Special Economic Zone under the Belt and Road Initiative”.



# The information and communication technologies sector (ICT) plays a key role in the Belarussian economy.

According to International Telecommunication Union, efforts made in ICT development on a national scale resulted in the high level of mobile and fixed services penetration. Implementation of existing plans allows the country to steadily enhance people's quality of life through the integration of e-services into various spheres of society.

The ICT sector is a driving force of the Belarussian economy. During the last five years, it grew at a rate of 13% CAGR – 1.3 times faster than the overall economy. The number of developers increased from 45K to 70K in just 3 years.



## 7.3% of Belarus's GDP is the ICT sector contribution

National Statistical Committee of the Republic of Belarus, 2020



## 18 higher educational institutions with IT specializations

BSUIR, BSU and BNTU which are situated 25 km from Great Stone contribute around 70 percent of software developers to the market.

Civitta, 2018



## The largest fixed-broadband uptake in the region

Belarus reached worldwide top 30 in the number of fixed-broadband subscriptions per 100 inhabitants.

ITU, 2017



## #32 globally

in terms of the average cost of 1GB of mobile data with 0.89 USD/1GB

cable.co.uk



## 8 IT Belarussian companies are among world leaders

The 2020 Global Outsourcing 100, IAOP



## #40 out of 193 countries evaluated in E-Government Development Index

It means very high E-Government Development. Belarus left behind Belgium, Greece, Slovakia, Latvia, Croatia and many others.

E-Government Survey-2020, UN



## #5 globally in the skills sub-index

Belarus is behind such countries as Australia, the Republic of Korea, the United States and Greece.

ITU, 2017



## 0% tariff rates on import computers and mobile phones

Firms will not face high costs to adopt new Internet technologies and equipment.



Belarus has a well-developed system to encourage the development of high-tech industries. The country has successfully developed innovations in biotechnology, pharmaceuticals, the space industry, agriculture, optics, information technology, etc.

It is encouraging that the information and communications technology (ICT) sector is growing, it is likely to become a growth driver of macroeconomic growth in the near future.

The main factors leading international companies and startups, particularly those at Great Stone to develop of high-tech industries in Belarus include a strong tradition of science and research, attractive financial incentives on the importation of R&D equipment as well as a pool of highly skilled and talented labour.

Whilst some hi-tech Belarusian companies have managed to become world leaders in their fields, the sector is far from saturated with innovative technologies.



**Belarus’ ratio of total tertiary educational enrolment is 87.4%, placing the country inside the top 10**

The Global Innovation Index, 2020



**Ranked 19th globally and first in the Central Eastern European (CEE) region for ICT access**

The Global Innovation Index, 2020



**A WIPO member since 1970**



**Foreign and domestic investment in R&D is high relative to neighboring countries**

UNECE, Sub-regional Innovation Policy Outlook 2020: Eastern Europe and the South Caucasus



**One in every three tertiary graduates has a diploma in science or engineering (world’s 11th best)**

The Global Innovation Index, 2020



**Global leader in Mobile app creation**

The Global Innovation Index, 2020



**Attractive fiscal incentives for importation of R&D equipment**



**Top 40 in the World Ranking of English Proficiency**

Above the neighboring countries of Russia and Ukraine

EF English Proficiency Index, 2020



# Belarus is widely recognized for its rich traditions and high competence in mechanical engineering.

Machine building has historically been one of the most important industrial sectors in terms of employment and production.

Mechanical engineering is the 3rd largest sector of industrial activity in the country, focusing on production of own designed superheavy, heavy and middle trucks, buses, trolleybuses and trams. The main assemblers in the country include MAZ, MAZ-MAN and BELAZ.



## Historic competences

in automotive industry, agricultural machinery, road machinery, household appliances, locomotive and railway coach production



**14.9%**

share of mechanical engineering products in the total industrial production\*



**33.2%**

share of all tertiary graduates in science, manufacturing, engineering, and construction over all tertiary graduates (world's 11th best)

The Global Innovation Index, 2020



**180,000**

employees work in the sector\*



**~USD460**

nominal average monthly salary in the sector\*

\*Source: National Statistical Committee of the Republic of Belarus, 2019

**The Republic of Belarus’ geographical location ensures its role as an important transit hub in Eastern Europe. The key markets of the EAEU, Western Europe and Asia are easily accessible by road, air and rail.**

Close proximity to the Baltic ports and Kaliningrad port ensures all export destinations are accessible and affordable via multimodal transportation.

Logistics innovators will find everything they require at Great Stone to realise intelligent solutions, using state-of-art equipment, unique software and business processes.



**24th position in Trading Across Borders Index**

World Bank, Doing Business 2020



**Transport services account for almost 42% of the country’s total services exports**

National Statistical Committee of the Republic of Belarus, 2019



**58 logistics centres**

National Statistical Committee of the Republic of Belarus, 2020



**Around 11,200 transport organizations**

National Statistical Committee of the Republic of Belarus, 2019



**80+ customs brokers\***

Ready to help you with accomplishing any customs formality



**320+ authorized economic operators\***

The widest network of AEO in EAEU



**91% of transit cargo is processed within 10 minutes\***



**88% of goods exported from Belarus is cleared within 5 minutes\***

\*Source: The State Customs Committee of the Republic of Belarus





**Online Lodging of a Customs Declaration**

Fast and easy!



**International highway  
Moscow—Berlin (M1 / E30) to  
Russia and Central Europe**



**<1km to the airport**

The international airport offers direct flights to most European and Eurasian capitals in less than 1-3 hours



**Railport under construction**

25-hectare bimodal terminal with an initial annual handling capacity of 180,000 twenty-foot equivalent units (TEU)



**6500 trucks are processed by customs authorities daily**

The State Customs Committee of the Republic of Belarus, 2021



**<600km to the seaports**

Riga — 499 km  
Klaipeda — 530 km  
Kaliningrad — 585 km  
Duisburg — 1644 km



**On-site customs terminal**

Works daily from 9 a.m. to 9 p.m.



**Direct connection to the Trans-Siberian Railroad**

**Direct connection to the Chong Xianjiang-Europe International Railway**



## Great Stone is not only a place for developing industrial and scientific projects, but a unique area for recreation, social and cultural activities.

While creating Great Stone's infrastructure, steps were taken to ensure harmonious interaction between humans and the environment. The industrial park introduced strict regulations on eco-environmental protection which were carefully incorporated into the master plan and reflected in the design of the park.

The park's strong commitment to ecological sustainability is evidenced by the park meeting unified European environment standards and successfully passing the European Union Eco-Management and Audit Scheme (EMAS).

The park's functional areas include residential neighbourhoods, business district, areas for science, technology, culture, education and greenparks. This helps to ensure creation of a comfortable living environment for 100,000 people in the future.





**Great Stone is not only a great choice for businesspeople but, due to its scenic views, unspoilt nature, environment management it is also a wonderful place for tourists to relax, get to know the park and all its attractions.**

**GREAT STONE AS AN ECO-FRIENDLY AND LIVEABLE NEW CITY:**



Activities are based on green economy principles, minimizing the impact on the environment and climate



Close proximity to the Minsk National Airport (10 minutes by car)



The emphasis is on technologies which do not: require high consumption of natural resources, use substances which destroy the ozone layer, emit heavy metals or persistent organic pollutants



Visa-free entry for tourists from 74 countries



Geothermal pumps are used to heat the park's facilities



Hotel accommodation in the centre of the park (with a second under construction)



Usage of effective wastewater treatment technologies



25 minutes by car from Minsk (the largest city in Belarus)



Presence of areas for urban gardening



3.6 million potential customers in Minsk and Minsk region

# Get In Touch

We would be pleased to hear from you!  
Please contact us for additional  
information about Great Stone.

[en.industrialpark.by](http://en.industrialpark.by)

## Great Stone Industiral Park Administration

Registration as a resident. Migration  
issues. Customs issues. Construction  
issues. One-stop shop. Assistance in  
dealing with government institutions.

**Contact**

T +375 (17) 517-28-75  
[administration@greatstonepark.by](mailto:administration@greatstonepark.by)

**Location**

18 Pekinskii Avenue, Smolevishi district,  
Minsk region, 222210, the Republic of Belarus

## Industrial Park Development Company

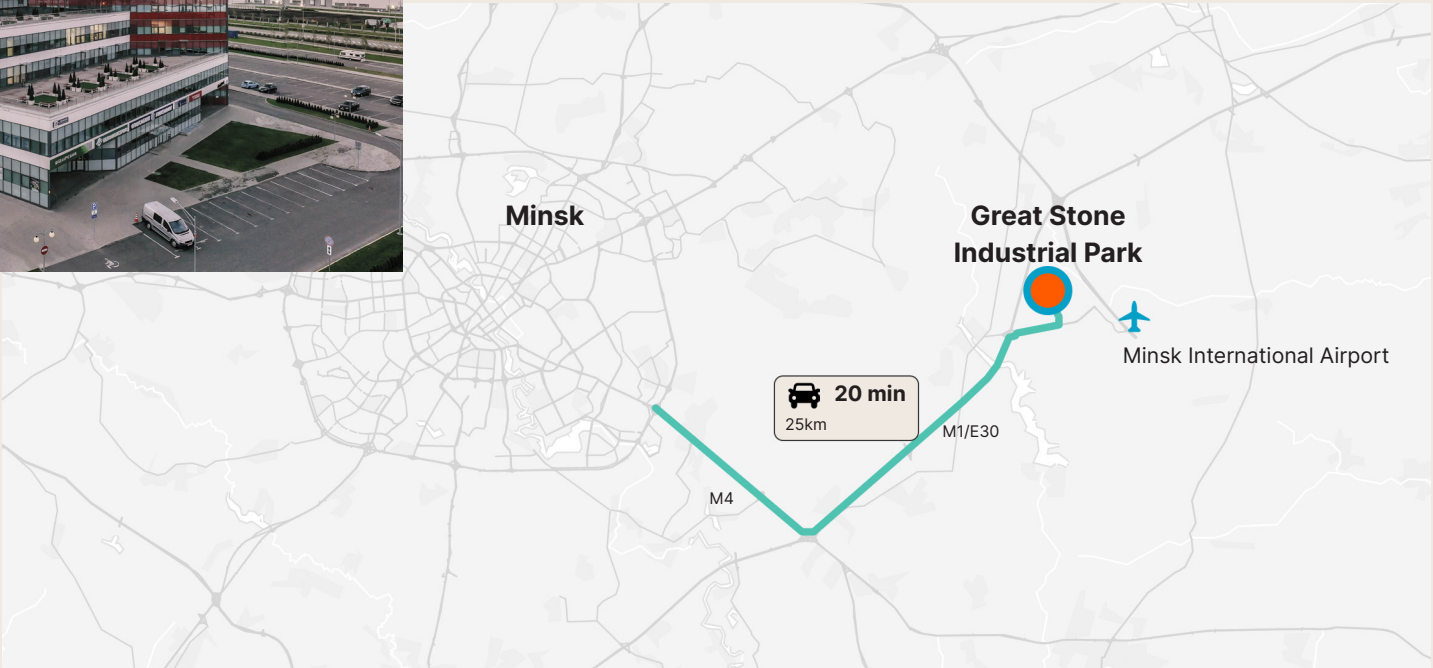
Investor inquiries. Lease and purchase  
of land plots. Lease and purchase  
of readymade production buildings.  
Prices and tarriiffs.

**Contact**

T +375 (17) 591-19-00  
[welcome@industrialpark.by](mailto:welcome@industrialpark.by)

**Location**

18 Pekinskii Avenue, Smolevishi district,  
Minsk region, 222210, the Republic of Belarus





## Contact us

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administration@greatstonepark.by

## Connect with us

[en.industrialpark.by](http://en.industrialpark.by)

[LinkedIn](#)