



Hi-Tech Park Belarus

**Leading IT and Hi-Tech Cluster
of Eastern Europe**

TECH

Belarus Is Emerging as the Silicon Valley of Eastern Europe

Country's Hi-Tech Park nurtures local software developers with global ambitions



Wargaming's six-year-old "World of Tanks" franchise pulled in more than \$550 million in revenue in 2015. The game is based on the freemium model, meaning it's free to play but makes its money from premium features, as Mark Kelly reports. Image: Wargaming

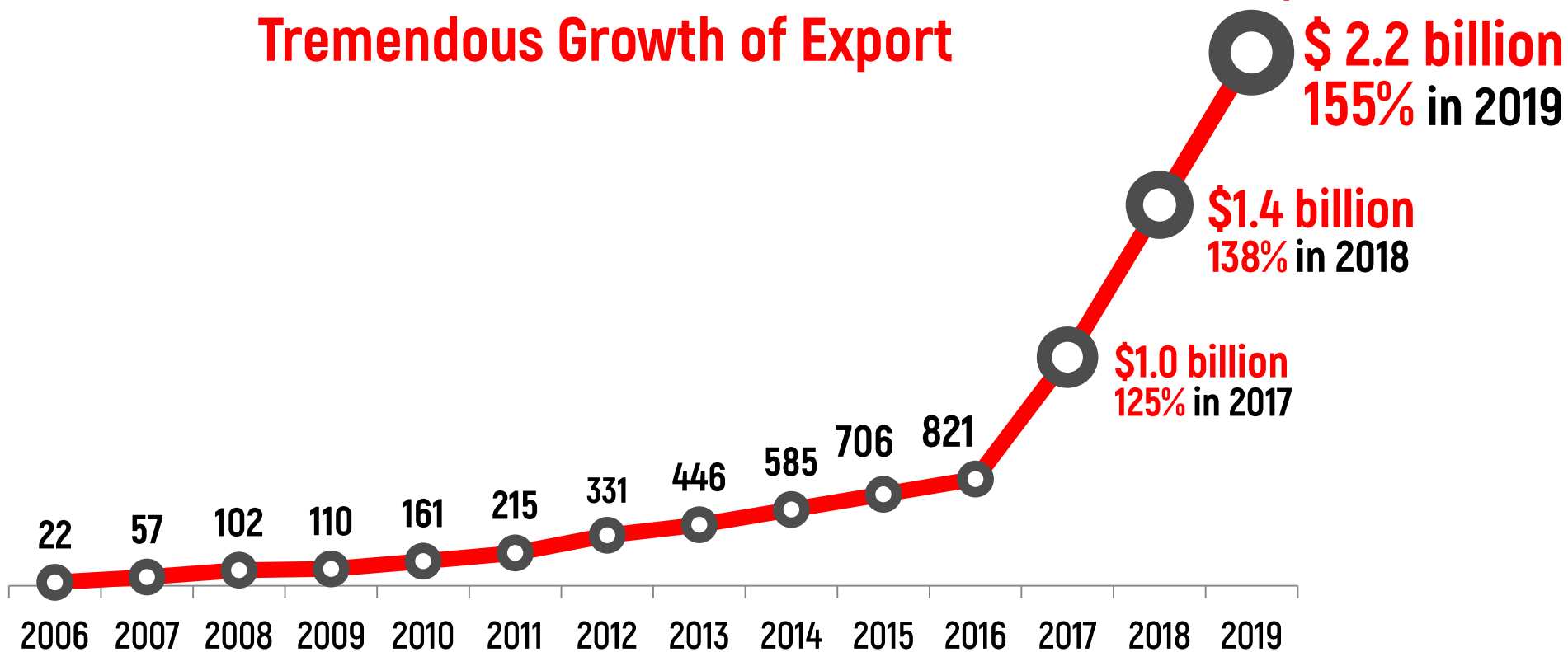
U.S. Secretary of State inspired by High-Tech Park Belarus



Director of Hi-Tech Park Belarus Vsevolod Yanchevsky
and U.S. Secretary of State Mike Pompeo



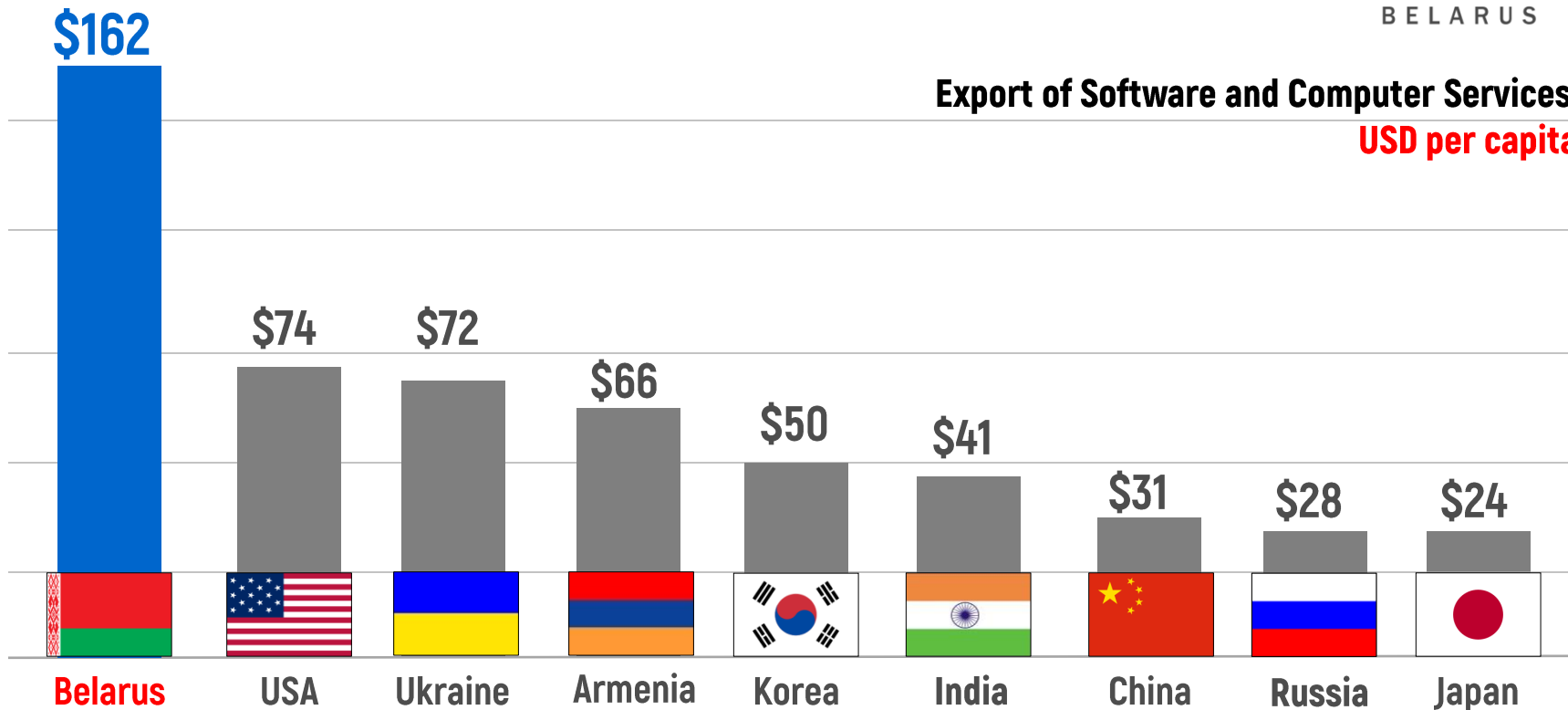
Hi-Tech Park Belarus Shows Tremendous Growth of Export



Hi-Tech Park Belarus is among global leaders in IT



Export of Software and Computer Services,
USD per capita



Source: UNCTAD (2018)

A good deal to invest in startups in Hi-Tech Park Belarus

Top Publishers Worldwide for August 2019 by Downloads



Overall Downloads	App Store Downloads	Google Play Downloads
1 Google	1 Google	1 Facebook
2 Facebook	2 Tencent	2 Google
3 SayGames	3 Facebook	3 SayGames
4 Tencent	4 Voodoo	4 Good Job Games
5 Voodoo	5 SayGames	5 Bytedance
6 Good Job Games	6 Alibaba	6 Voodoo
7 Bytedance	7 Bytedance	7 Outfit7 Limited
8 Outfit7 Limited	8 Good Job Games	8 YY
9 Lion Studios	9 Microsoft	9 Tencent
10 Alibaba	10 NetEase	10 Lion Studios

Note: Does not include downloads from third-party Android stores in China or other regions.

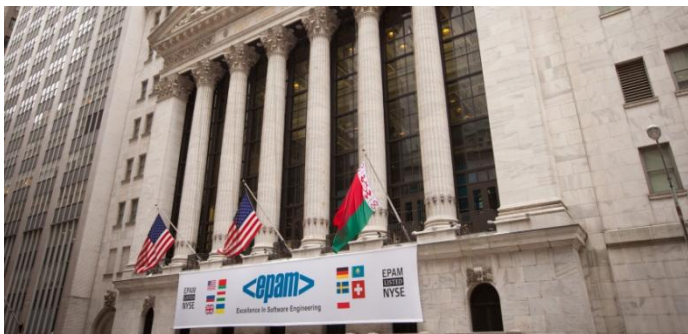
Startups break the world success records in Hi-Tech Park

Prime example:

SayGames – the third place in global mobile games
market **in a year and a half after the foundation**



A multi-billion dollar corporation born in Hi-Tech Park Belarus



IPO at NYSE in 2012 with \$14 per share
As of June 2020, it increased 15 times up to \$220
with market capitalization over \$13 bn

The first resident of Hi-Tech Park since 2006
As of 2020, over 40 000 developers work in EPAM
globally, including 11 000 in Hi-Tech Park Belarus



Developed one of the most popular online games
ever with **over 120 mln users** worldwide



Received **4 Golden Joystick Awards** and **2 Guinness World Records**



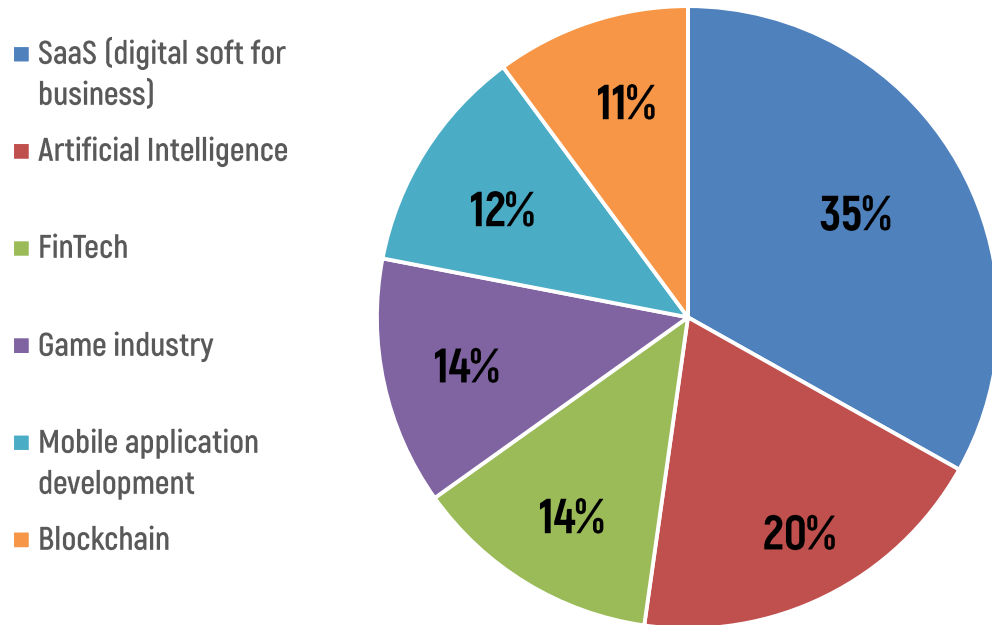


Established in Hi-Tech Park in 2010

Acquired by Rakuten in 2014 for **\$ 900 million**

Over 1 billion users worldwide

Hundreds of startups wait for investors



Over 1000 startups at various stage of development

Every third startup already earns revenue

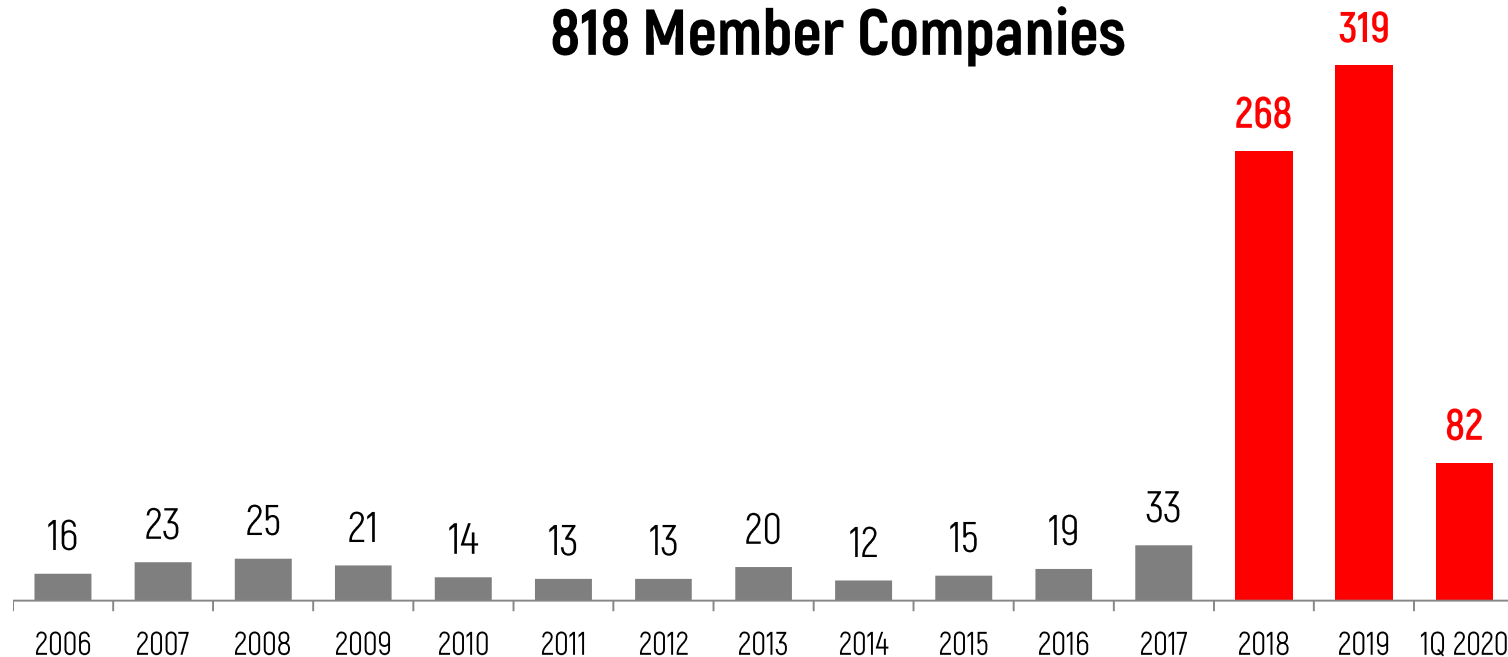
85% of startups intend to attract investment in the next three years

The needs of startups in financing will exceed **\$100 million per year** in coming years

Explosive surplus of new companies and startups in Hi-Tech Park Belarus

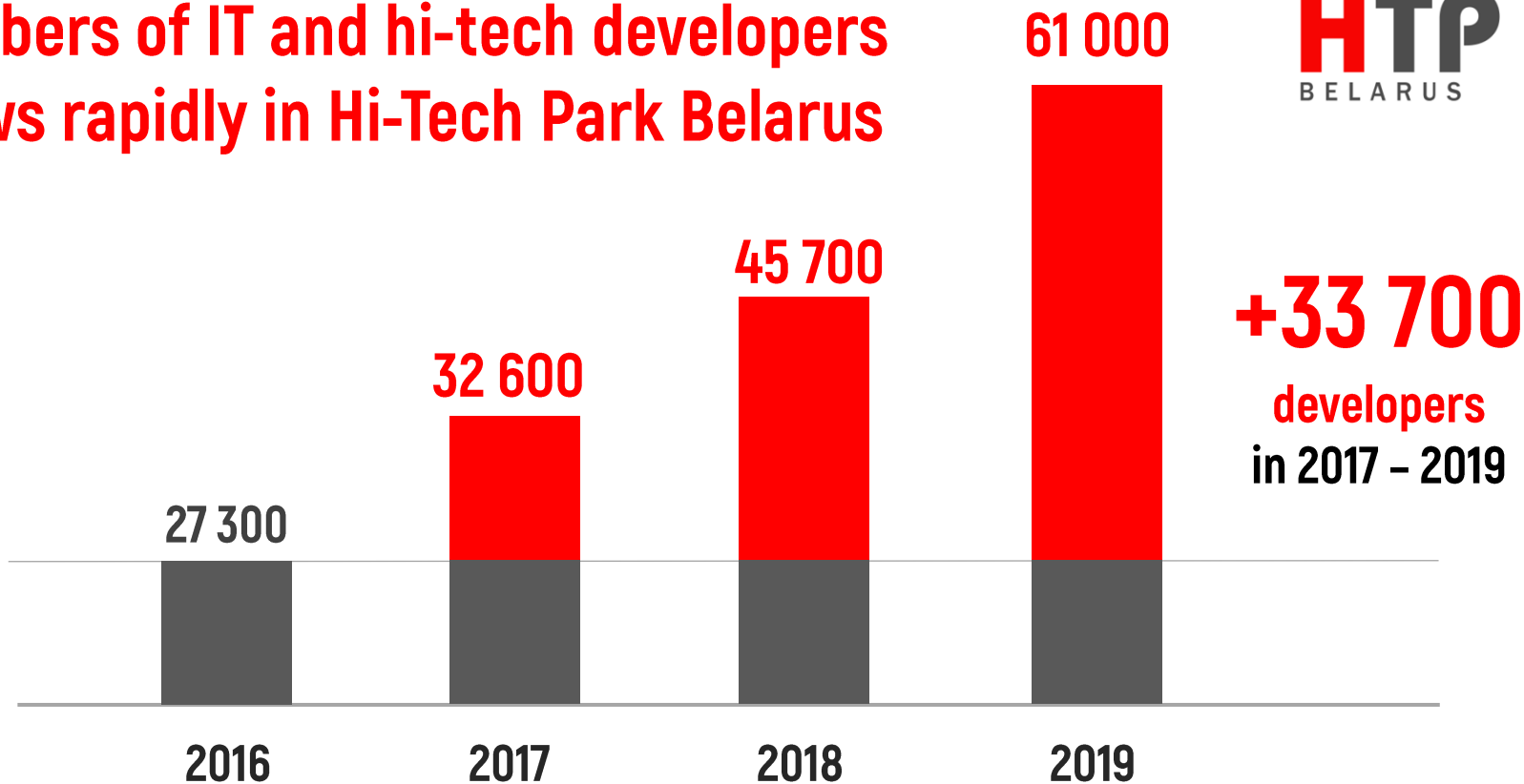


818 Member Companies



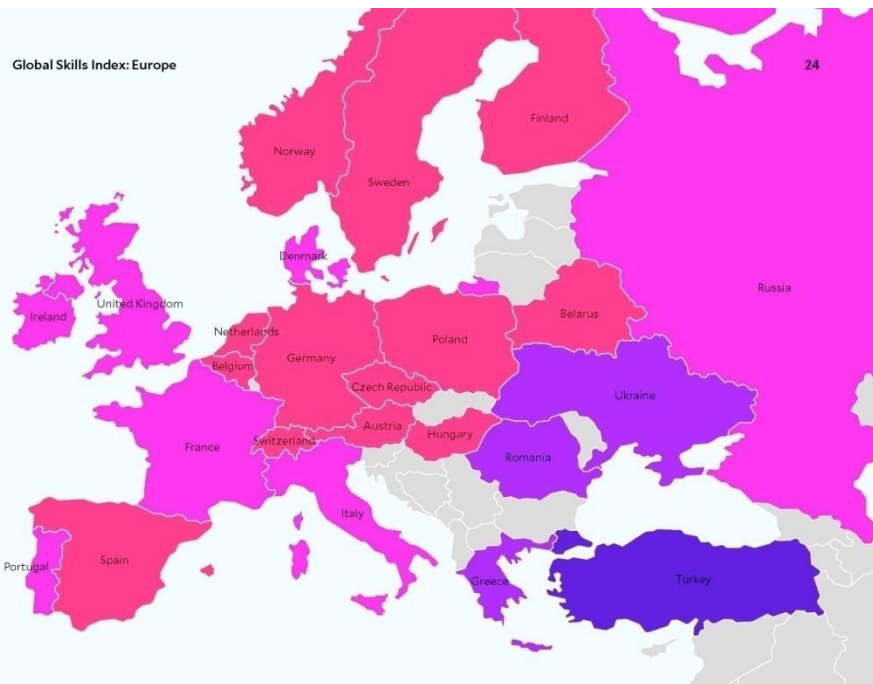
**In 2018-2019 Hi-Tech Park incorporated 3 times as many companies
as in 12 previous years**

Numbers of IT and hi-tech developers grows rapidly in Hi-Tech Park Belarus



More than 61 000 high level engineers work at Hi-Tech Park companies

High-Tech Park Belarus has highly skilled professionals



TECHNOLOGY

Skill Level ● Cutting Edge ● Competitive ● Emerging ● Lagging

Global Rank	Computer Networking	Databases	HCI	Operating Systems	Security Engineering	Software Engineering
02 Czech Republic	85%	97%	100%	100%	97%	98%
03 Austria	80%	58%	97%	97%	95%	93%
04 Spain	61%	71%	66%	76%	61%	92%
05 Poland	100%	75%	83%	93%	98%	86%
06 Belarus	98%	100%	63%	86%	73%	97%
07 Germany	88%	73%	90%	92%	81%	88%
08 Sweden	93%	86%	71%	98%	86%	83%
09 Belgium	90%	88%	98%	64%	88%	85%
10 Finland	95%	93%	93%	81%	85%	90%
11 Netherlands	92%	76%	88%	83%	80%	80%
12 Hungary	81%	95%	75%	90%	76%	95%
13 Norway	78%	81%	86%	85%	68%	76%
15 Switzerland	97%	90%	95%	61%	100%	78%
16 France	73%	80%	69%	73%	83%	81%
18 Russia	71%	85%	68%	78%	93%	75%
20 United Kingdom	75%	68%	80%	69%	66%	69%
21 Italy	69%	61%	51%	66%	59%	66%
25 Denmark	56%	98%	59%	44%	47%	64%
26 Portugal	58%	54%	56%	58%	53%	63%
28 Ireland	66%	51%	64%	51%	58%	42%
31 Ukraine	53%	53%	41%	71%	56%	61%
34 Romania	46%	63%	36%	46%	44%	56%
35 Greece	54%	22%	49%	36%	42%	37%
53 Turkey	8%	29%	10%	15%	12%	20%

www.coursera.org/gsi

Coursera global skills index

World-level education in Belarus



50+ universities

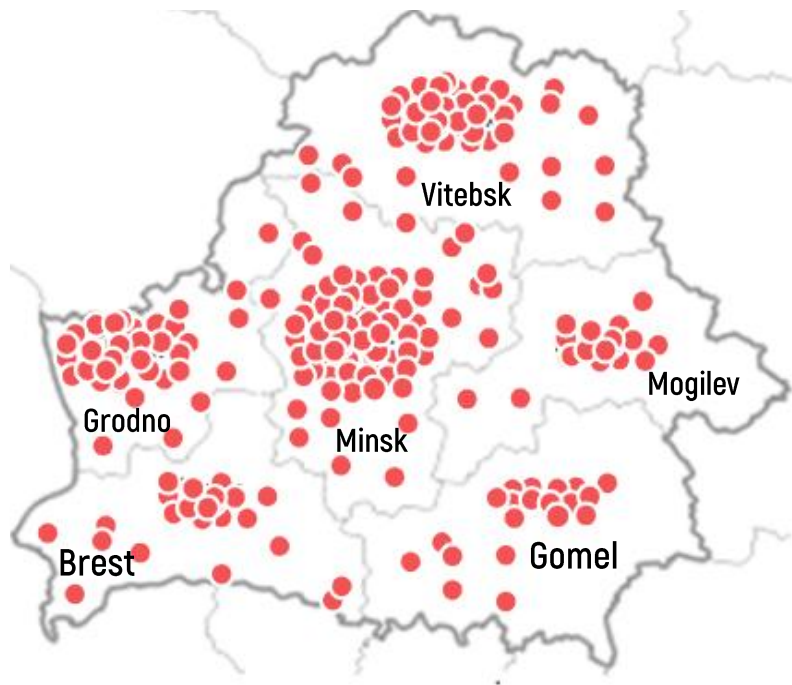
300 000+ students

24% share of STEM* students

15 000+ STEM* graduates per year

* STEM – Science, Technology, Engineering and Mathematics

Nationwide regime of Hi-Tech Park Belarus



Extraterritorial Approach:

A company can become a Hi-Tech Park resident **regardless its location**

37 areas of activities for Hi-Tech Park residents



- ✓ Custom Software
- ✓ Information Systems
- ✓ Artificial Intelligence, neural networks
- ✓ Medical and Bio Technologies
- ✓ Aviation and Aerospace Technologies
- ✓ Micro-, Optical and Nano-Electronics
- ✓ Radio Navigation Technologies
- ✓ Unmanned Vehicles
- ✓ Blockchain, Cryptocurrencies, Mining
- ✓ Cyber Sports
- ✓ Education
- ✓ Cryptographic Security
- ✓ Cloud Technologies
- ✓ Consulting and Audit in IT
- ✓ Fintech
- ✓ Business Process Outsourcing
- ✓ e-Commerce Marketplace
- ✓ Online Advertising
- ✓ Internet of Things (IoT)
- ✓ Data Centers
- ✓ Fundamental and Applied Research in Natural Sciences
- ✓ Digital content Development
- ✓ etc...

Hi-Tech Park activities list can be expanded by the Hi-Tech Park Supervisory Board

Tax benefits at Hi-Tech Park Belarus till 2049



0% VAT
Profit tax
Offshore duty
Customs duties

0% Income tax in equity carve-out
Sales of shares in HTP resident
Tax on revenues of foreign companies

**Minimum taxes
on salaries**

9% Income Tax
(13% outside Hi-Tech Park)

7% Average Contributions for
Social Security
(35% outside Hi-Tech Park)

Tax benefits for mining and crypto till 2023

0% VAT and Profit Tax on
mining, buying/selling and exchanging cryptocurrencies,
other transactions with tokens

Basic documents on Hi-Tech Park Belarus



December 21, 2017

President's Decree "On Development of Digital Economy"

- ✓ Hi-Tech Park enhanced
- ✓ Zero Tax till 2049
- ✓ 37 types of approved business activities
- ✓ Tokens, Cryptocurrencies, ICOs, Smart Contracts legalized
- ✓ Employment of foreign nationals simplified
- ✓ Institutions of English Law introduced
- ✓ International transactions procedure simplified

September 22, 2005

President's Decree "On the High Technologies Park"

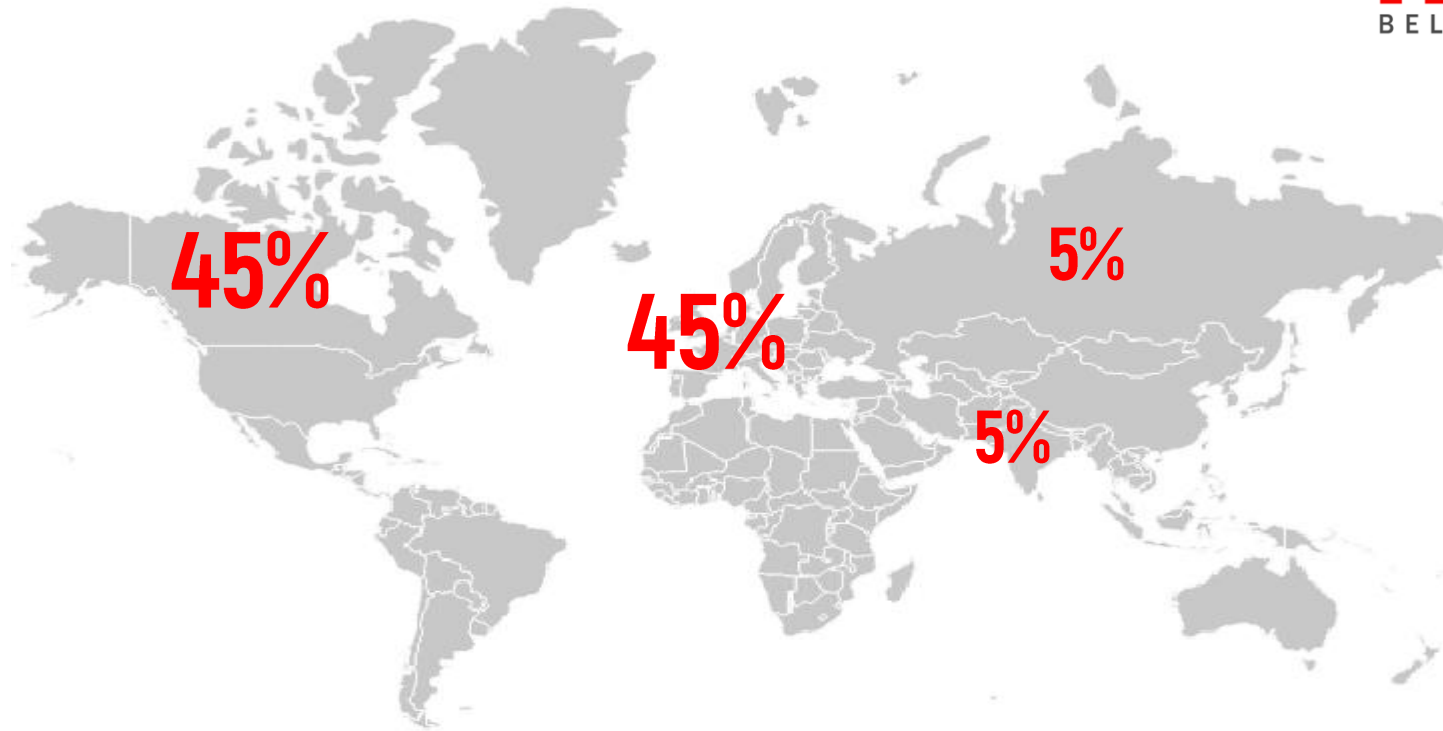
- ✓ Hi-Tech Park established
- ✓ Zero Tax till 2020
- ✓ 3 types of approved business activities

Incentives for Hi-Tech Park companies



- **Easy Recruitment of Foreign Professionals:** visa-free entry and exemption from all kinds of special procedures on foreigners' employment
- **Institutions of "English Law" for Investors:** option agreements, convertible loans, non-compete agreements as well as many other instruments for investors implemented within the legal framework of Hi-Tech Park
- **Blockchain and Cryptocurrencies Legalized:** Belarus is one of the first countries in the world with transparent legal framework for blockchain and cryptocurrency business within Hi-Tech Park
- **International Transactions Procedure Simplified:** product companies have opportunities to make deals in electronic form

Hi-Tech Park Belarus is Export-oriented



Export forms over 90% of the revenue of the High-Tech Park companies
Main markets - USA and EU



Hi-Tech Park Belarus

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