

BELARUSIAN INVESTMENT FORUM 2017

Venue: President Hotel

DAY 1 **September 28**

8.30 – 9.30 **Registration, morning coffee**

9.30 – 9.40 **Opening ceremony of the Forum**

9.40 – 11.00 **Economy of tomorrow**

(Plenary session)

- General trends of economic development as a capital circulation factor
- Investment, technological and human resources of Belarus
- Growth drivers of the Belarusian economy
- Transition from a "catch-up development" strategy to a "harmonious integration into international value chains" strategy by generating an FDI flow into the country
- Measures taken by the government of the Republic of Belarus to stimulate business and investment activity

Speakers:

- **Vladimir Zinovskiy**, Minister of Economy of the Republic of Belarus
- **Mukhisa Kituyi**, Secretary-General, UNCTAD (TBC)
- **Tomasz Telma**, Director, Europe and Central Asia, International Finance Corporation
- **Satu Kahkonen**, Country Director for Belarus, Moldova, and Ukraine (World Bank)
- **Francis Malige**, Managing Director for Eastern Europe and the Caucasus, EBRD (TBC)

Moderator:

Courtney Fingar, Editor-in-Chief, fDi Magazine, Financial Times Ltd.

11.00 – 11.30 **Coffee break**



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REPUBLIC OF BELARUS



Ministry of Economy
of the Republic of Belarus

11.30 – 13.00

IT sector of the Republic of Belarus

- Overview of the IT sector
- Place of Belarus in the development of artificial intelligence and Big Data technologies
- Examples of successful projects in the IT sector

Speakers

- **Alexander Martinkevich**, Deputy Director Marketing and Business Development of the Hi-Tech Park
- **Vladimir Kuchinsky**, Head, Main Information Technologies Department, National Bank of the Republic of Belarus
- **Yuri Gurskij**, IT-entrepreneur, founding partner of venture fund Haxus.com, mentor of such IT-projects as MSQRD, MAPS.ME, AIMatter, Prisma
- **Yury Melnichek**, IT entrepreneur, Founder of maps.me and AIMatter projects
- **Anton Myakishev**, Head of Microsoft Corporation in Belarus
- **Anna-Maria Treneva**, Head of Sales, CEE & Russia Facebook Inc.

Moderator:

Denis Aleinikov, Lawyer, Senior Partner at Aleinikov & Partners Law Firm

13.00 – 14.30

Dinner

14.30-16.00

Financial sector of the Republic of Belarus

- Insurance of export-import transactions
- Development of the securities market
- Preferential tax treatment and the impact of taxes on the investment climate
- Issues of investing in government securities
- Cooperation with international financial organizations

Speakers

- **Maksim Yermolovich**, First Deputy Finance Minister of the Republic of Belarus
- **Dmitry Kalechits**, Deputy Chairman of the Board at National Bank of the Republic of Belarus
- **Alexander Zaborovsky**, Chief Adviser to the Chairman of the Board of the National Bank of the Republic of Belarus
- **Alexander Pivovarsky**, Head of the Representative Office of the European Bank for Reconstruction and Development (EBRD) in Belarus

Investment in infrastructure

- Topical issues of the formation and implementation of the national infrastructure strategy
- Effectiveness of using the PPP model as a tool to attract FDI
- Opportunities and promising industries open to foreign investors
- Possibility of the PPP model to attract long-term money
- Factors restraining the flow of private capital into PPP projects

Speakers:

- **Pavel Utsiupin**, Deputy Minister of Economy of the Republic of Belarus
- **Aleksey Avramenko**, First Deputy Minister of transport and commutations
- **Matthew Jordan-Tank**, Head of the Foundation for the Preparation of Infrastructure Projects, European Bank for Reconstruction and Development
- **Nicola R. Saporiti**, Senior Investment Officer in the Public Private Partnerships Advisory group at IFC
- **Krzysztof Chmieliński**, Senior specialist, PPP Project Support Division, Department of Public-Private Partnerships, Ministry of development, Poland

Moderator:

Vitaly Maximov, Chairman of the Board of Directors of JSC "TRANSPROEKT-Group"(TBC)

Great Stone Industrial Park

- Great Stone Industrial Park as a ready site for new business
- Advantages and benefits of Great Stone Industrial Park
- Guaranteed investment protection
- New projects for development

Speakers:

- **Alexander Yaroshenko**, Head of Great Stone Industrial Park Administration
- **Sergey Vaytekhovskiy**, Deputy Director General of the Industrial Park Development Company
- **Denis Bogdanov**, Senior Lawyer, Head of the Construction and Real Estate Practice at Revera Law Company
- **Roman Osipov**, Director of UNITER Investment Company
- **Oleg Ilyin**, CEO of the Agency for Strategic and Economic Development
- Representative of the company operating in Great Stone Industrial Park

- **Victor Doronkevich**, Head of Representative office of The Russian Agency for Export Credit and Investment Insurance (EXIAR) in the Republic of Belarus

- The representative of RUE "Beleximgarant insurance"

- The representative of The Russian Agency for Export Credit and Investment Insurance (EXIAR)

Moderator:

Stefanie Linhardt, Editor, international edition
The Banker, Financial Times

16.00 – 16.30

Coffee break

16.30 – 18.00

**Real sector of the economy
of the Republic of Belarus**

- Intensification of efforts in the field of creating promising technologies, new products and services, attracting additional resources for research and development
- Integration of Belarus into global value chains
- Investment potential of the real sector of Belarus
- Factors affecting the competitiveness of Belarusian industry under changing conditions
- Conditions necessary for the development of advanced production technologies at industrial enterprises
- Priority directions in the development of the real sector of the Belarusian economy
- Strategy for the development of the real sector of Belarus
- View of private investors on the economic conditions in Belarus
- Presentation of promising investment proposals

Speakers:

- **Dmitry Korchik**, Deputy Minister of Industry of the Republic of Belarus

- **Philipp Brunner**, CEO Stadler Minsk

- **Sergei Vaganov**, Deputy Director of National Agency of Investment and Privatization

- Success-stories from international business people who have realized investment projects in Belarus

Moderator:

James Shotter, Central Europe Correspondent,
The Financial Times

Moderator:

Craig Smith, Founder,
information resource EuropeProperty.com

Green economy and energy

- Role of the government in promoting green economy: global and local contexts
- Strategy for energy system development: system planning, strategic challenges and opportunities for private investors; openness of the planning process, creating the right expectations for investors
- Policy instruments that stimulate green growth: compliance with international standards and best practices; tax and non-tax (tightening emission limits, taxing polluting emissions, encourage innovation, energy-related research and development, tariffs, asymmetric system of quotas etc.)
- Solving local environmental problems by applying green technologies:
 - Municipal wastes – what are the key challenges?
 - Biofuels and agricultural waste – what is the potential and how to deploy it?
- Foreign experience in developing and stimulating green investments: are there opportunities in Belarus? What are the key risks and barriers? What are best practices to address them?
- Government budget constraints and fiscal stimulus (subsidies, cross subsidies, tariffs policy); ways to use the PPP framework to boost green development and potential role for IFIs
- Can nuclear power be an alternative for renewables? How to design and balance the system properly?

Speakers:

- **Vadim Zakrevsky**, Deputy Minister of Energy of the Republic of Belarus

- **Iya Malkina**, First Deputy Minister of Natural Resources of the Republic of Belarus

- **Gennadiy Trubilo**, Deputy Minister of Housing and Communal Services of the Republic of Belarus

- **Torsten Merkel**, CEO at Pure Energy Intelligence (Ireland-Belarus)
- **Arunas Antanas Untanas**, MODUS Group (Lithuania-Belarus)
- **Sergey Chizhov**, First deputy Director, Fortum (Finland-Russia)- **Olga Volchek**, ENECA (Belarus)
- **Darya Zhuk**, Managing Partner at COBALT (Belarus)

Moderator:

Anton Chernyshev, Project Manager for Belarus, Armenia and Kyrgyzstan, ECA Power Program, International Finance Corporation Advisory Services

18.00 – 18.30 **Summing up**

18.30 – 20.00 **Gala dinner**

DAY 2 **September 29**

9.00 – 10.00 **Registration, morning coffee**

10.00 – 13.00 **Visit to the HTP, Great Stone Industrial Park, Minsk Free Economic Zone, other business sites**

14.00 – 16.00 **Sightseeing tour around Minsk (by appointment)**



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