



UNITER



# Hotel real estate



## HOTEL INDUSTRY: EXECUTIVE SUMMARY

***383 hotels and hotel resorts operate in Belarus: 2-5 stars accounted for 10.4 % of them***

Accommodation sector in the Republic of Belarus consists of 383 hotels and hotel resorts, 156 units of other overnight accommodation (motels, guest houses, camping sites, etc.) According to the official data, 56 hotels and hotel resorts are certified: 3 hotels are five star, 5 hotels and 1 tourist hotel resort – four star, 34 hotels – three star, 12 hotels – two star, and 1 hotel – one star.

***The capital Minsk holds the leading position in terms of the most luxury hotels in Belarus***

Minsk is a cultural, business, and sport capital of the Republic of Belarus. Today, Minsk has 25 certified hotels and hotel resorts in operation, including 3 five-star hotels, resulting from a demand for the established hotel infrastructure.

***The hotel room supply of 3-5 star hotels in Minsk accounts for 4790 rooms***

Since the opening of new hotels in Minsk, market indicators of 3 to 5-star hotels have approximated to neighbouring capital cities. According to estimates, the hotel room supply in today's Minsk (4 790 rooms) exceeds that in Vilnius (4 418 rooms), but still accounting only for 73 % of the hotel room supply in Riga (6 527 rooms), and for 75 % of that in Tallinn (6 359).

***Hotel residents in Minsk totaled 517 thou***

Hotel residents in Minsk totaled 517 thou people in 2015, representing a 2,4 % increase over the previous year. The number of foreign visitors comprised more than 70% of the total number of guests, reflecting the growth in business, cultural and “event” activity in Belarus.

***Occupancy rates in Minsk declined to 29 %***

Due to the increase in room supply, average hotel occupancy rate in Minsk declined 3 p.p. to 29 % in 2015.

***The lowest hotel rates in Belarus are still higher than in the neighbouring countries***

The hotel rates in Minsk decreased in 2014, as the result of a number of new hotels had been opened that led to closing the gap between rates in Minsk and neighboring capital cities. In 2015, the hotel rates were unchanged. The price for a standard room in 3-star hotels amounted to EUR 58 (EUR 22-45 in neighbouring countries), in 4-star hotels – EUR 98 (EUR 37-70 in neighbouring countries), in 5-star hotels – EUR 146 (EUR 83-110 in neighbouring countries).

***Belarus faced a sharp decline in the number of international visitors***

The number of organized foreign tourists was down 26 % in 2015, totaling 101.7 thou visitors.

***More than 3 000 new rooms are due for completion by 2020***

Despite the saturation of the hotel market after the 2014 Ice Hockey World Championship, the hotel projects with more than 3 000 available rooms are still in different implementation phases. The room supply of 3-star hotels is projected to increase by 1 224 rooms by 2020, while the room supply of 4-star and 5-star – by 1 257 and 613 rooms, respectively.

# HOTEL INDUSTRY

## Market supply and demand in Belarus

Major suppliers in the accommodation market are:

- Hotels with more than 50 available rooms: of private, foreign, state, and mixed types of ownership;
- Small hotels with less than 50 available rooms: of private, foreign, and mixed types of ownership;
- Privately-owned rural hotels: private residences, hotels with less than 15 available rooms, holiday parks – constitute approximately 85-90 % of the total rural hotel supply;
- Holiday and resort centers: recreation camps, etc.
- Other guest accommodation: camping sites, hostels, etc.

According to the official 2015 data, accommodation sector consists of 383 hotels: 56 one to five-star hotels and 327 hotels without certification, 5 motels, and 151 units of other overnight accommodation. The number of hotels without certification constituted more than 85 % of the total number of hotels in the Republic of Belarus.

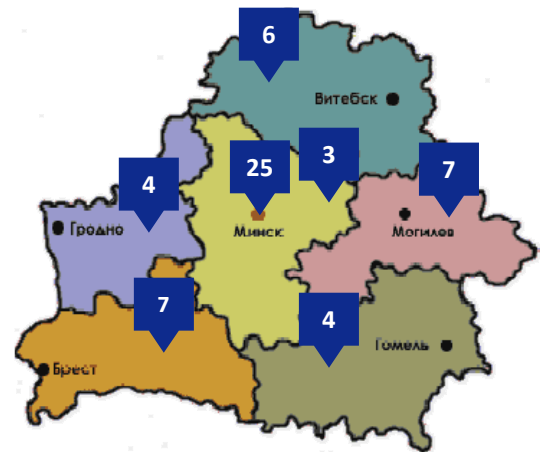
56 one to five-star hotels operated in Belarus at the end of 2015, with 25 of them located in Minsk. In Belarus, only 1 star-rated hotel was opened over the past year. The largest number of certified hotels is located in Brest and Mogilev regions (7 in each region).

Despite a number of certified and non-certified hotels opened for the 2014 Ice Hockey World Championship, the structure of overnight accommodation market didn't significantly change. The shortage of good-quality hotels is still observed: only 10.4 % of the total market supply accounted for two to five-star hotels, while 60.7 % of that are hotels without certification.

Stay-unit nights were up by 4.3 % at the end of 2015 compared to 2014. The number of guests totaled 36 950, with 10 790 of them accounting for hotels in Minsk (+ 3.7 over the last year).

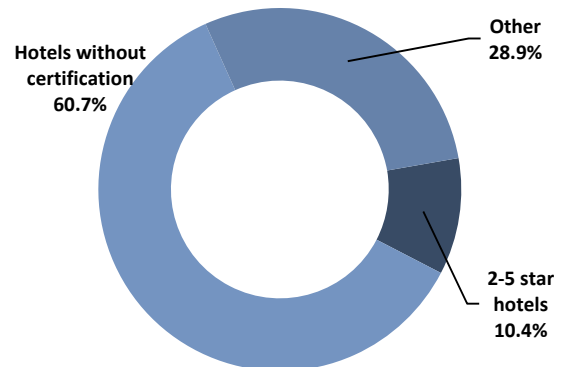
In 2015, the total number of guests accommodated in Belarusian hotels constituted 1 606.1 thou people (7.7 % less than in 2014), 517 thou of them were accommodated in Minsk (a 2.4 % increase over the last year). The number of foreign visitors accommodated in hotels decreased by 7.3 % in 2015 following the 6-year period of its growth. The number of foreign visitors reached 687.6 thou people, 53 % of them accounted for hotels in Minsk.

Number of certified hotels



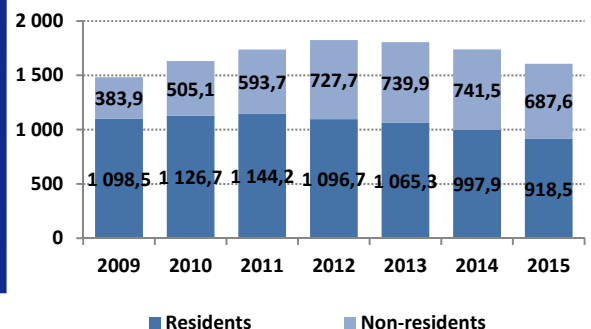
Source: National statistical committee of the Republic of Belarus

Market segmentation by type of accommodation (%)



Source: National statistical committee of the Republic of Belarus

Hotels and other overnight accommodation: stay unit nights (thou)



Source: National statistical committee of the Republic of Belarus



# HOTEL INDUSTRY

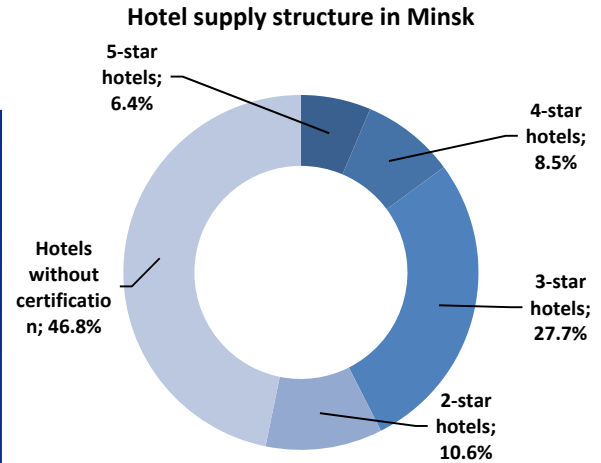
## Market supply in Minsk

Minsk is a cultural, sport, and business center of the Republic of Belarus. The largest hotels are located there, reflecting that many visitors traveling to the Republic of Belarus choose Minsk as their destination point.

All types of hotel real estate are represented in Minsk, including privately-owned hotels and apart-hotels based on the housing stock located in the city center. According to the national hotel rating, 3 five-star hotels, 4 four-star hotels, 10 three-star hotels and hotel resorts, and 5 two-star hotels are registered in Minsk. The largest number of room supply accounts for 3-star hotels, it can be explained by the specifics of the hotel real estate market development: the major part of hotel room stock was opened in the 70-80s of the past century, while the construction of new hotels began relatively recently.

The largest number of hotels in Belarus are state-owned or have mixed-ownership structure, with the state holding a major share. Apart from Crowne Plaza Hotel constructed by international hotel chain in 2008, only several privately-owned hotels were opened in 2014.

In 2007, Victoria Hotel was opened. The next year, the reconstruction of Europe Hotel was finished. Between 2009 and 2011, no hotels were constructed. However, after the presentation of hotel projects in 2011, the construction of several hotels started. 3-star Garni Hotel was the only hotel opened in 2012. A year later, 5-star President Hotel was put into operation. The 2014 Ice Hockey World Championship facilitated the highest growth of new players in the hotel market in Minsk: 5-star Beijing Hotel; 4-star Renaissance Minsk Hotel and Victoria Olimp Hotel; 3-star Na Zamkovoy Hotel, Arena Hotel, Slavyanskaya Hotel and Monastyrskiy Hotel; 2-star East Time Hotel, Sport Time Hotel, Halt Time Hotel were opened, and one hotel was reconstructed (3-star Belarus Hotel). In 2015, only 2 hotels were opened (Hampton by Hilton Hotel and Green City Hotel). It should be noted that the room supply of 3-5-star hotels in Minsk is comparable to that of neighbouring capitals, and it is even higher than in Vilnius. The table below demonstrates that hotel room supply ratio per 1000 tourists in Minsk is much higher than that in neighbouring capitals. The continuing increase in the number of visitors explains such low indicators in Poland, Saint Petersburg and Baltic countries, while supply growth in Minsk considerably exceeds the increase in tourist flow.



Source: National statistical committee of the Republic of Belarus

### Location of 3-5-star hotels in Minsk



	Vilnius	Riga	Tallinn	Krakow	Minsk	Saint Petersburg
3-5 star hotel room supply (number of rooms)	4 418	6 527	6 359	9 594	4 790	19 910
Hotel room supply ratio per 1000 population	8.2	10.2	14.5	12.6	2.4	3.8
Hotel room supply ratio per 1000 visitors	4.4	5.6	4.6	3.8	9.3	3.1

Source: UNITER, Colliers International

		Class	Hotel room supply	Capacity (people)
1	Europe Hotel	*****	67	121
2	Crowne Plaza Hotel	*****	115	257
3	President- Hotel	*****	154	312
4	Beijing Hotel	*****	180	360
5	Renaissance Hotel	****	267	542
6	Victoria Olimp Hotel	****	238	372
7	Minsk Hotel	****	252	413
8	Victoria Hotel	****	169	234
9	Belarus Hotel	***	512	900
10	Planeta Hotel	***	306	456
11	Orbita Hotel	***	243	378
12	Yubileinaya Hotel	***	239	365
13	Tourist Hotel	***	190	237



# HOTEL INDUSTRY

## Market demand and occupancy rate

The key sources of demand in the hotel market in Belarus are business contacts, active and educational tourism, national and international exhibitions, and entertainment events.

In 2015, the number of foreign visitors totaled 4.36 mn people, falling 18.6 % over the previous year. The number of organized tourists decreased by 26 % and constituted 101.7 thou people: 81.6 thou of them arrived from the CIS countries (-29.4 %). Meanwhile, Russia still accounts for the majority of this figure. In 2015, the number of Russian visitors decreased by 30 % compared to 2014 and amounted to 79,4 thou people.

The number of Polish visitors accounted for 3.5 % of the total amount of organized tourists (3,542 people), Latvian – 2.2 % (2,243 people), Lithuanian – 1.6 % (1,595 people), German – 1.4 % (1,456 people), Ukrainian – 1.3 % (1,351 people), from other countries – 11.9 %.

In 2015, the average length of stay of international tourists visiting Belarus constituted 5 days.

The number of visitors who stayed in hotels and other overnight accommodation decreased 7.7 % to 1606.1 thou people in 2015; of domestic travelers decreased by 8% to 918,5 thou people; of foreign visitors decreased 7.3% to 687,6 thou people, including visitors from the CIS countries whose number decreased 11 % to 498,5 thou people. The average occupancy rate in Belarus declined by 5 p.p. and constituted 29 %, reflecting the significant increase in market supply.

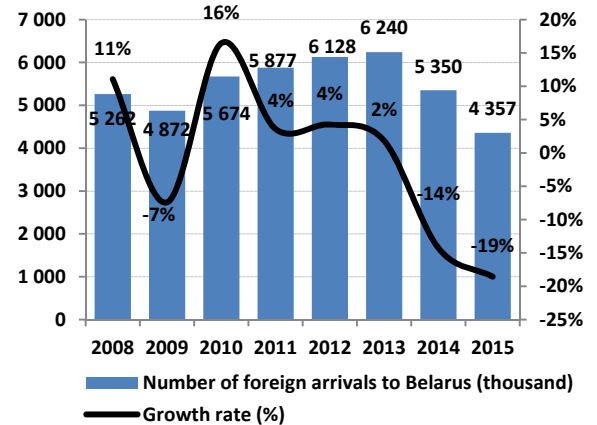
In 2015, the number of people accommodated in Minsk increased 2.4 % to 517 thou people, the majority of which are foreign visitors (70 %). These figures result from the growth in business, cultural and “event” activity. The tourist flow analysis shows an upward trend in guest arrival to Minsk, along with the most rapid growth rates of the foreign guests flow.

The average occupancy rate in Minsk fell by 3 p.p. to 29 %. Along with the decline in occupancy rates, the prices determined in foreign currency remained almost unchangeable this year. The occupancy rate of some state-owned hotels constitutes less than 30 %. The average occupancy rate of successful private hotels is 45-50 %. The average occupancy rate per annum of small niche hotels is 70 %. Today, the occupancy rates in Minsk are close to that in the country as a whole. It should be noted that rental apartments owners remain the main competitors of hotel owners. A large number of tourists still prefer rentals to hotels.

In 2015, the average occupancy rate in Minsk was significantly lower than that in neighbouring countries (in more than two times). This indicator amounted to 65.2 % in Vilnius, 64.5 % – in Tallinn, 56.5 % – in Riga, and 70 % – in Warsaw.

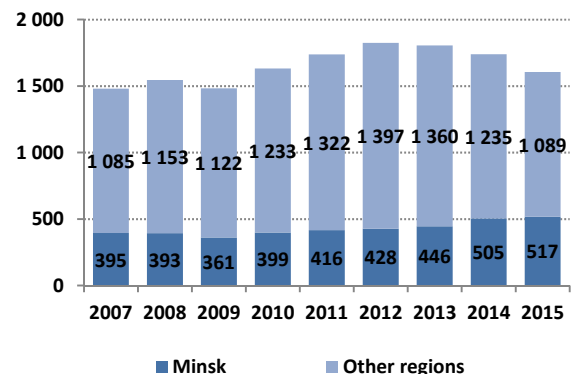
	Minsk	Warsaw	Vilnius	Tallinn	Riga	Saint Petersburg
Average occupancy rate	29.0%	70.0%	65.2%	64.5%	56.5%	64.0%

Foreign arrivals to Belarus, 2008-2015



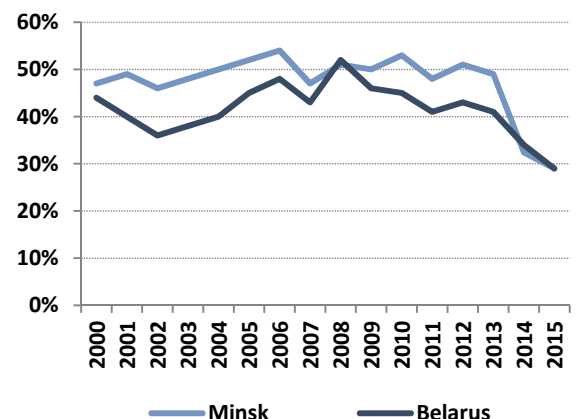
Source: National statistical committee of the Republic of Belarus

Hotels and other overnight accommodation: stay unit nights (thou)



Source: National statistical committee of the Republic of Belarus

Average occupancy rates (% change)



Source: National statistical committee of the Republic of Belarus

Source: National statistical committee of the Republic of Belarus, Colliers International, UNITER



# HOTEL INDUSTRY

## Market prices

Pricing in the hotel industry in Belarus is free. The price level is determined only by market and depends largely on the hotel standard, its location, a range of core and extra services, and marketing efficiency.

During 2010-2013, a steady increase in price levels showed that the hotel market in Belarus is under-served since the existing supply couldn't satisfy the market demand. In 2013, minimum room rate of 3-star hotels was EUR 80, while minimum room rates of 4-star and 5-star hotels constituted EUR 164 and EUR 263, respectively.

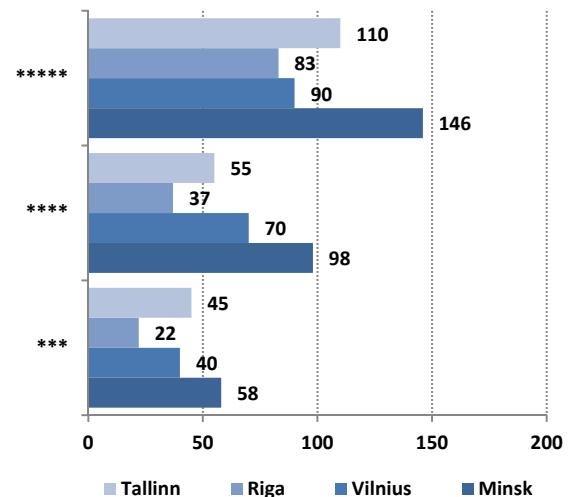
The demand has risen by 2,2 times since 2014, following opening of 17 new hotels in Minsk. As a result, competition between hotels operating in the same niche increased. This competition forced a number of hotels to significantly reduce their room rates. There was no considerable change in prices in 2015, apart from seasonal fluctuations. At the beginning of 2016, room rates determined in euro dropped again. For example, prices for a Standard room in euro dropped by between 5% and 25 %. The hotel room rates declined on average by 20 % per year.

### Hotel room rates, end of the 2015

Hotel room rates per night in Minsk, 2015 (euro)			
Hotel Class/Room Type	Standard	Deluxe	Apartment
*****	140-206	185-383	434-1355
****	81-157	126-186	223-386
***	32-81	70-142	121-307
Hotel room rates per night in Minsk, 2014 (euro)			
Hotel Class/Room Type	Standard	Deluxe	Apartment
*****	142-288	193-393	385-1550
****	132-183	177-308	304-1250
***	61-117	70-142	96-490
Hotel room rates per night in Minsk, 2013 (euro)			
Hotel Class/Room Type	Standard	Deluxe	Apartment
*****	263 - 292	352 - 380	840 – 1192
****	164 - 238	269 - 400	595 - 797
***	80 - 100	155 - 170	389 - 480
Hotel room rates per night in Minsk, 2012 (euro)			
Hotel Class/Room Type	Standard	Deluxe	Apartment
*****	202-236	279	1115
****	138-144	225-231	605
***	45-102	100-152	128-525
Hotel room rates per night in Minsk, 2011 (euro)			
Hotel Class/Room Type	Standard	Deluxe	Apartment
*****	205-265	273-365	1073-1150
****	132 - 136	217 - 227	579 - 581
***	47 - 55	121 - 141	156 - 453
Hotel room rates per night in Minsk, 2010 (euro)			
Hotel Class/Room Type	Standard	Deluxe	Apartment
*****	230-265	300-420	900-1150
****	118-126	208-206	548-550
***	50-58	98-118	390-800

Source: UNITER

Minimum hotel room rates, 2015 (euro)



Source: UNITER, Colliers International

### Hotel room rates in Minsk and neighbouring capitals

In 2015, 3-star hotels offered Standard rooms for EUR 58 per night, while 4-star and 5-star hotels offered the same type of rooms for EUR 98 and EUR 146, respectively. However, unlike most European countries, there is no VAT relief for hotels in Belarus. Despite the decrease in hotel room rates in Minsk, prices in Belarusian capital are still higher than in neighbouring countries.

The hotel room rates fell due to a number of reasons. Firstly, market condition engaged a number of hotels in predatory pricing, meaning that they set the prices below following their competitors. Secondly, low season - the period in the year when the fewest number of people visit a place - also influenced the prices. Thirdly, a number of hotels, particularly state-owned, kept their costs down, which made the price-cutting possible. Fourthly, the price cutting was also influenced by the public and government opinion that hotel room rates should be lower. However, this is not about directive letters circulated to hotels.

At the same time, if the government had decreased VAT levied on hotels, it would have reduced prices for hotel rooms in the market in Minsk comparable to that of Lithuania.



# HOTEL INDUSTRY

## Market development outlook

### Market demand

According to the National Tourism Development Program for 2016-2020 “Hospitable Belarus”, the government is taking certain measures toward the development of inbound tourism. The program will be achieved through the implementation of two subprograms: Staffing, Scientific and Methodological Support in Tourism Industry, and Tourism Marketing. According to this program, the Belarusian government will allocate BYR 140 bn towards tourism development, BYR 118.8 bn of which will be allocated from the state budget, BYR 20.5 bn – from regions and Minsk budgets, BYR 700 mn – from Federation of Trade Unions of Belarus equity funds. The national program is aimed at enhancing the country’s attractiveness to tourists. However, according to analysts, hence the hotel demand growth is not expected in the near future, a sharp increase in tourist flow is not expected as well.

### Market supply

The 2014 Ice Hockey World Championship which took place in Minsk stimulated hotel room supply growth and hotel infrastructure development.

Name	Operator	Class	Rooms	Opening date
Tivali	LLC Festival Center	3	146	2019
Princess Hotel	InterContinental Hotels Group	5	250	2019
Amara Hotel	D-Business Solutions Limited	4	218	2018
Radisson Blu	Rezidor	4	204	2018
Novotel	Accor	3	191	2017
Magnet Minsk Hotel	Belpars	5	258	2017
No name	TechoProfitCityInvestment	4	260	2017
Ex-kempinski	LLC Elite Estate	5	206	2016
Haytt regency	Hayatt	5	243	2016
Marriott	Marriott	5	217	2016
DoubleTree by Hilton	Hilton	4	194	2016
Aqua-Minsk	RUE Minsk Aqua	3	102	2016
Continental	LLC BelRostInvestStroy	3	124	2016
no name	Belarusian Skiing and Snowboard Federation	3	50	2016
Mercure	Accor	4	176	2016
Princess Hotel	InterContinental Hotels Group	5	50	2016
Holiday Inn	InterContinental Hotels Group	4	205	2016

Source: UNITER

### Market supply

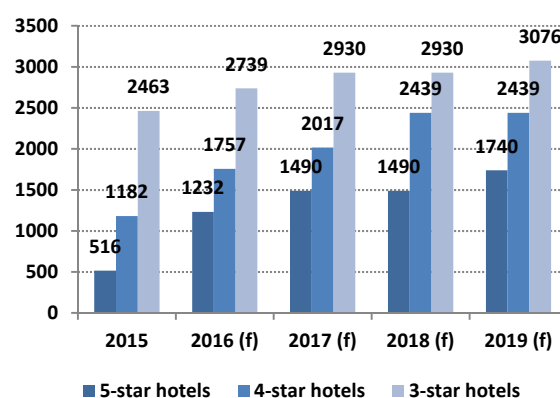
In 2014, hotel room supply increased by 1.7 times to 2 300 rooms, including 2-5-star hotels and hotels without certification.

In 2014, a number of new hotels were opened: 5-star Beijing Hotel; 4-star Renaissance Minsk Hotel and Victoria Olimp Hotel; 3-star Na Zamkovoy Hotel, Arena Hotel, Slavyanskaya Hotel and Monastyrskiy Hotel; 2-star East Time Hotel, Sport Time Hotel, Halt Time Hotel, and one hotel was reconstructed: 3-star Belarus Hotel. In 2014, 3 hotels without certification were opened: IT Time Hotel, Buta Boutique Hotel, Victoria Hotel Branch 2. Whilst in 2015 only 2 hotels were put into operation (Hampton by Hilton Hotel and Green City Hotel).

Despite the market saturation, there are a significant number of investment projects for the construction of hotels buildings comprising hotels under different stages of implementation and other in Belarus. Around 16 projects are reported to be at various phases of implementation.

Taking into account the projects being implemented, in 2016, hotel room supply in the 5-star segment is to increase by approximately 716 rooms compared to 2015, while 4-star and 3-star segments will increase to 575 and 276 rooms, respectively.

Hotel room supply growth in Minsk by category, 2016-2019



Source: UNITER



# HOTEL INDUSTRY

## Legal environment

### SANITARY RULES

Sanitary standards and rules, which specify the sanitary requirements for building, household equipment and furnishing of hotels and their surroundings, are applied in Belarus. The requirements are applicable to all operating, projected, reconstructed hotels as well as hotels in the pipeline, irrespective of the type of ownership.

### CERTIFICATION

The star certification in hotel industry, which was introduced in Belarus on July 15, 2008, implies the classification of hotels by their quality. It means that now the hotels, which need to obtain a certain category or have already announced their category to the customers (e.g. in hotel information or advertising as well as on the façade or sign board), must gain certification at the National System for Conformity Attestation of the Republic of Belarus. Thus, for “no star” hotels in Belarus certification is voluntary.

### BUDGET ACCOMMODATION

In 2016, significant changes are expected in the hotel market in Belarus, which are closely connected with **2 tax laws amendments**:

1. Tax code amendments enacted on April 1, 2015 are applied to business entities performing sublease activities and housing parts lease activities, including rental apartments per day, which portray themselves as hostels. These business entities have been using general system of taxation since April 1, 2015.
2. New regulations for renting of apartments for a day have applied since June 2015, according to which a leaser must comply with the requirement for providing no less than 6 sq m of floor space per one guest.

According to estimates, today such hotels provide at least two times less floor space than required. It is quite possible that apartment hostels will become either unprofitable or continue operating without any changes in services and occasionally pay fines through a judicial proceeding. This fact may lead to a decrease in the number of hostels and similar accommodation establishments.

## Latest modifications

### The entry of Marriott International and Hilton Worldwide chains will stimulate the business development in the hotel industry

The experts report that the entry of these international hotel chains into the Belarusian market will lead to the improvement of service quality in the hotel industry. Marriott Minsk was the first Qatari investment project in Belarus. Qatar's total investments in the construction of Marriott Hotel amounted to approximately USD 200 mn.

The Hilton Worldwide is simultaneously entering into the Belarusian market with two different brands in two different segments. A 120-room Hampton by Hilton Minsk City Centre was opened near the railway station in 2015. In June 2016, DoubleTree by Hilton Hotel is to be opened in Pobediteley Avenue which will join Galleria Minsk Shopping Center. The hotel belongs to the high-price segment. The hotel management expects DoubleTree to achieve the occupancy rate of 70 % over a three-four year period.



It remains to be seen what perspectives are waiting for the Hilton Worldwide in Belarus. But the global trend is clear: the more hotels are opened, the more international operators come. And Minsk is not an exception. The construction of hotel, which will be managed by Hyatt International, is about to finish. Moreover, Carlson Rezidor Hotel Group plans to construct Radisson Blu Hotel in a Gazprom Center.

Federation of Trade Unions of Belarus, Minsk City Executive Committee, the Administration of the President of the Republic of Belarus, JSC Minotel, AMAKS Hotels & Resorts, Sports and Tourism Ministry of the Republic of Belarus, Vitebsk City Executive Committee, and FJSC “Mospromstroy-Hotel” are still among the top hoteliers in Belarus. 2 non-resident companies, Beijing Uni-Construction Group Co Ltd (China) and Minsk Princess Hotel (Turkey), also belong to the top-20 hoteliers in the country.





## HOTEL INDUSTRY

### 2014 Ice Hockey World Championship

List of hotels in Minsk which were to be opened for the 2014 Ice Hockey World Championship

Name, location	Operator, developer	Number of		Class
		rooms	beds	
Victoria-2 Hotel 59, Pobediteley Av.	MUE Stolitsa Business Center	256	446	4*
Victoria Olimp Hotel Pobediteley Av. – Narochanskaya St.	MUE Stolitsa Business Center	238	372	4*
Victoria Troitskaya Hotel Cyril and Methodius St.	MUE Stolitsa Business Center	48	80	3*
Victoria Zamkovaya Hotel Zamkovaya St.	MUE Stolitsa Business Center	26	48	3*
A hotel in Koshevoy St.	MSUE Europe Hotel	134	262	2*
A hotel in Korzhenevski St.	MSUE Europe Hotel	134	262	2*
A hotel 4, Kuprevich St.	MSUE Europe Hotel	134	262	2*
A hotel 2, Miastrovskaya St.	MSUE Europe Hotel	134	262	2*
Arena Hotel	SI Department of Consumer and Hotel Services of Minsk City Executive Committee	107	212	3*
Slavianskaya Hotel	FLLC Belinterrosinvest (developer)	126	189	3*
Renaissance Hotel	FJSC Mospromstroy-Hotel (developer)	267	542	4*
Beijing Hotel Complex	Beijing Uni-Construction Group Co Ltd (developer)	180	360	5*
Bon Hotel	JV Strominvest (developer)	127	254	3*
Belarus Hotel (under reconstruction)	JSC Minotel	484	816	3*



# HOTEL INDUSTRY

## Statistical Appendix

### Key economic indicators

Indicator	Unit of measurement	2005	2006	2007	2008	2009	2010	2011	2012	2013
Nominal GDP	tn BYR	65.07	79.27	97.17	129.79	137.44	164.48	274.28	527.39	636.784
Nominal GDP*	bln USD	30.2	37.0	45.3	60.8	49.2	55.2	47.3	63.1	71.5
Real GDP growth	% y/y	9.4	10.0	8.6	10.2	0.2	7.7	5.3	1.5	0.9
Manufacturing	% y/y	10.5	11.4	8.7	11.5	-2.0	12.0	9.1	5.7	-4.8
Agriculture	% y/y	1.7	5.9	4.1	8.9	1.0	2.5	6.6	6.1	-4.0
CPI	% y/y av.	10.4	7.0	8.4	14.8	13.0	7.7	52.3	67.5	18.5
CPI	% y/y e/y	8.0	6.6	12.1	13.3	10.1	9.9	108.7	21.8	16.5
IPPI	% y/y av.	12.1	8.3	16.3	14.8	15.0	13.5	69.2	90.5	14.0
IPPI	% y/y e/y	11.0	9.0	22.2	15.4	11.3	18.9	149.6	21.0	10.7
Exports (goods/services, USD)	% y/y	15.9	22.3	24.2	34.2	-32.9	20.3	54.2	-	-15.5
Imports (goods/services, USD)	% y/y	3.8	33.2	28.0	37.0	-27.0	22.8	29.3	-	-6.7
Current account	mn USD	436	-1448	-3040	-4988	-6178	-8278	-5775	-	--
Current account*	% of GDP	1.4	-3.9	-6.7	-8.2	-12.6	-15.0	-12.2	-	--
FDI (net)	mn USD	303	351	1790	2150	1782	1352	3928	-	--
International reserves	mn USD e/y	1297	1383	4182	3061	5653	5031	7916	8095	6651
Consolidated budget balance	% of GDP	-0.7	1.4	0.4	1.4	-0.7	-2.6	2.4	-	0.2
Internal public debt	% of GDP e/y	5.8	6.5	6.3	6.6	5.7	5.6	11.8	-	10.7
Total external debt*	% of GDP e/y	17.0	18.5	27.6	24.9	44.8	51.6	71.9	-	--
Monetary base	% y/y e/y	74	20	38	12	-12	50	84	62	13.4
Exchange rate (NBB, official)**	BYR/USD av.	2154	2145	2146	2136	2793	2978	4623	8336	8876
Exchange rate (NBB, official)**	BYR/USD e/y	2152	2140	2150	2200	2863	3000	8350	8570	9510
Exchange rate (NBB, official)**	BYR/EUR av.	2681	2692	2937	3135	3885	3950	6432	10713	11782
Exchange rate (NBB, official)**	BYR/EUR e/y	2546	2817	3167	3077	4106	3973	10800	11340	13080

\*In 2011, indicator was calculated on the basis of the market exchange rates (estimated average market rate – 5984 BYR/USD), in the other years – on the average exchange rate basis.

\*\* In April-October 2011, the multiplicity of the exchange rates was observed.

Source: IPM Research Center



# HOTEL INDUSTRY

## Statistical Annex

### The number of foreign visitors to the Republic of Belarus by purpose: 2005-2015

	2005	2009	2010	2011	2012	2013	2014	2015
<b>Total</b>	4 737.80	4 871.80	5 673.80	5 877.20	6 127.50	6 240.40	5 350.00	4 357.20
of which (by purpose):								
personal	4 323.50	4 504.90	5 302.00	5 464.20	5 720.10	5 864.40		
business and professional	414.3	366.9	371.8	413	407.4	376		
of which (by country):								
CIS residents	2 490.40	2 887.70	3 153.90	3 627.20	3 881.90	4 100.20	3 352.40	2 844.2
of which (by purpose):								
personal	2 366.80	2 813.90	3 059.70	3 527.20	3 754.30	3 971.60		
business and professional	123.6	73.8	94.2	100	127.6	128.6		
non-CIS residents	2 247.40	1 984.10	2 519.90	2 249.90	2 245.60	2 140.20	1 997.60	1 513.00
of which (by purpose):								
personal	1 956.70	1 691.00	2 242.30	1 937.00	1 965.80	1 892.80		
business and professional	290.7	293.1	277.6	312.9	279.8	247.4		

Source: National statistical committee of the Republic of Belarus

### Total revenue by types of service: 2010-2015 (billion BYR)

	2010	2011	2012	2013	2014	2015
Tourism revenue	156.7	218.1	479.6	733.5	935.4	1 129.6
Accommodation revenue of hotels and similar accommodation establishments	324.0	522.5	1 131.7	1 252.4	1 503.1	1 581.2
Health resort voucher value	523.3	827.7	1 803.7	2 256.7	2 736.7	2 839.0
Agroecotourism revenue	10.0	20.4	44.4	73.2	102.8	119.6
Apartment rental revenue	-	-	-	-	356.9	408.0

Source: National statistical committee of the Republic of Belarus

### Total number of organized tourists to the Republic of Belarus by regions: 2000-2015

	2000	2005	2008	2009	2010	2011	2012	2013	2014	2015
<b>Total</b>	60 224	90 811	91 587	95 463	120 073	116 049	118 749	136 821	137 444	101 686
among which:										
Brest region	8 238	11 876	15 457	19 770	24 373	24 943	20 396	28 830	29 932	18 278
Vitebsk region	4 104	5 072	6 233	7 134	13 546	11 739	16 985	18 855	16 906	22 236
Gomel region	561	1 329	2 443	3 834	2 487	1 712	1 467	2 726	1 821	1 719
Grodno region	17 177	4 676	649	1 003	1 874	1 285	1 477	2 888	1 226	1 838
Minsk	29 626	66 487	61 695	57 827	71 781	69 322	69 696	69 944	76 151	46 840
Minsk region	503	630	2 136	2 403	2 461	4 562	6 555	11 433	9 738	9 086
Mogilev region	15	741	2 974	3 492	3 551	2 486	2 173	2 145	1 670	1 689

Source: National statistical committee of the Republic of Belarus



## HOTEL INDUSTRY

### Statistical Annex

#### Hotel market supply: 2005-2015

	2005	2009	2010	2011	2012	2013	2014	2015
Number of hotels and similar accommodation establishments	279	331	359	444	471	481	530	539
Room supply of hotels and similar accommodation establishments	12 946	14 591	15 200	15 907	15 786	16 613	19 545	20 157
Number of guests accommodated in hotels and similar accommodation establishments (thousand)	1 330	1 482.4	1 631.8	1 738.0	1 824.4	1 805.1	1 739.4	1 606.1
Nights spent at hotels and similar accommodation establishments (thousand nights)	3 903.4	4 317.7	4 397.7	4 380.7	4 512.5	4 517.8	4 410.5	3 876.0
Hotel accommodation revenue (billion BYR)	95.0	259.6	324.0	522.5	1 131.7	1 252.4	1 503.1	1 581.2
Average occupation rate (%)	45	46	45	41	43	41	34	29

Source: National statistical committee of the Republic of Belarus

#### Total number of visitors by the origin of guest: 2000-2015 (thousand)

	2000	2005	2008	2009	2010	2011	2012	2013	2014	2015
Total	1 447.2	1 330	1 546	1 482.4	1 631.8	1 738.0	1 824.4	1 805.1	1 739.4	1 606.1
of which:										
Residents	1 186.9	1 083.5	1 173.9	1 098.5	1 126.7	1 144.2	1 096.7	1 065.3	997.9	918.5
Non-residents	260.3	246.5	372.1	383.9	505.1	593.7	727.7	739.9	741.5	687.6
of which:										
CIS residents	179.7	149.7	239.9	244.3	351.3	440.3	781.3	570.4	559.8	489.5
non-CIS residents	80.6	96.8	132.2	139.6	153.8	153.4	173.1	169.5	181.7	189.1

Source: National statistical committee of the Republic of Belarus



# HOTEL INDUSTRY

## Statistical Annex

### Hotel market supply by region: 2008-2015

<b>Brest region</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Number of hotels and similar accommodation establishments	53	54	59	70	69	70	71	76
Hotel room supply at the end of the year	2 058	2 123	2 439	2 322	2 277	2 346	2 387	2 604
One-time accommodation capacity at the end of the year (places)	3 497	3 604	4 123	4 198	4 086	4 153	4 223	4 670
Number of accommodated guests (thousand)	243.2	228.4	263.8	289.1	311.3	309.2	271.1	237.7
Accommodation revenue (billion BYR)	24.5	28.7	34.0	52.6	106.7	132.5	160.2	143.8
Average occupancy rate (%)	52	47	47	40	41	40	36	29
<b>Vitebsk region</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Number of hotels and similar accommodation establishments	44	46	51	68	78	82	97	96
Hotel room supply at the end of the year	1 873	1 945	2 027	2 111	2 211	2 258	2 483	2 557
One-time accommodation capacity at the end of the year (places)	3 204	3 399	3 599	3 840	4 072	4 187	4 750	4 995
Number of accommodated guests (thousand)	187.3	183.2	214.4	228.4	252.3	235.8	223.4	191.3
Accommodation revenue (billion BYR)	19.6	21.5	26.1	38.1	69.1	91.4	105.5	101.2
Average occupancy rate (%)	44	38	38	37	38	36	31	26
<b>Gomel region</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Number of hotels and similar accommodation establishments	47	49	52	72	75	76	78	76
Hotel room supply at the end of the year	1 903	2 039	2 058	2 508	2 537	2 723	2 787	2 780
One-time accommodation capacity at the end of the year (places)	3 395	3 541	3 636	4 600	4 536	4 777	4 835	4 741
Number of accommodated guests (thousand)	189.3	186	192.9	228.7	239.5	239.9	207.1	183.2
Accommodation revenue (billion BYR)	21.0	25.1	30.1	50.8	90.0	119.2	123.5	126.8
Average occupancy rate (%)	52	46	41	38	39	37	32	28
<b>Grodno region</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Number of hotels and similar accommodation establishments	37	40	42	49	58	57	58	56
Hotel room supply at the end of the year	1 285	1 372	1 429	1 486	1 579	1 587	1 571	1 599
One-time accommodation capacity at the end of the year (places)	2 050	2 181	2 232	2 642	2 629	2 634	2 609	2 668
Number of accommodated guests (thousand)	154.6	141.8	139.6	158.0	162.9	159.9	155.9	130.3
Accommodation revenue (billion BYR)	13.8	16.0	17.8	28.0	55.7	75.6	82.4	86.4
Average occupancy rate (%)	53	44	39	36	40	38	34	27
<b>Minsk</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Number of hotels and similar accommodation establishments	29	28	28	37	41	43	60	64
Hotel room supply at the end of the year	3 150	3 175	3 122	3 371	3 094	3 346	5 799	5 930
One-time accommodation capacity at the end of the year (places)	5 568	5 606	5 417	5 982	5 517	5 991	10 400	10 787
Number of accommodated guests (thousand)	393.3	360.7	398.5	416.3	427.5	445.5	504.9	517.0
Accommodation revenue (billion BYR)	105.7	126.9	163.3	273.2	646.3	602.0	764.1	865.1
Average occupancy rate (%)	51	50	53	48	51	49	32	29
<b>Minsk region</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Number of hotels and similar accommodation establishments	55	68	75	96	98	98	111	117
Hotel room supply at the end of the year	1 799	2 093	2 197	2 225	2 204	2 411	2 490	2 616
One-time accommodation capacity at the end of the year (places)	3 642	4 304	4 417	4 556	4 519	4 844	5 113	5 382
Number of accommodated guests (thousand)	195.9	204.8	232.6	231.7	243.2	232.6	216.5	203.4
Accommodation revenue (billion BYR)	19.1	22.2	28.1	44.6	102.3	152.1	173.0	170.6
Average occupancy rate (%)	59	50	48	42	46	46	42	33
<b>Mogilev region</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Number of hotels and similar accommodation establishments	47	46	52	52	52	55	55	54
Hotel room supply at the end of the year	1 808	1 844	1 928	1 884	1 884	1 942	2 028	2 071
One-time accommodation capacity at the end of the year (places)	3 081	3 054	3 249	3 139	3 093	3 322	3 494	3 708
Number of accommodated guests (thousand)	182.4	177.6	190	185.7	188	182.3	160.5	143.2
Accommodation revenue (billion BYR)	17.9	19.2	24.5	35.1	61.6	79.6	94.3	97.3
Average occupancy rate (%)	50	43	43	44	45	39	33	27

Source: National statistical committee of the Republic of Belarus



## HOTEL INDUSTRY

### Statistical Annex

#### Total number of visitors by regions, 2005-2015

	2005	2008	2009	2010	2011	2012	2013	2014	2015
<b>Total</b>	1330018	1545970	1482400	1631813	1 738000	1824400	1805100	1739400	1606100
of which:									
Residents	1083554	1173847	1098499	1126679	1 144200	1096735	1065300	997900	918500
Non-residents	246464	372123	383901	505134	593700	727706	739900	741500	687600
<b>Brest region</b>	201164	243158	228370	263771	289100	311127	309200	271100	237700
of which:									
Residents	167077	185530	168124	180501	185900	164615	161700	146800	138400
Non-residents	34087	57628	60246	83270	103100	146710	147500	124200	99300
<b>Vitebsk region</b>	164039	187335	183201	214385	228400	252267	235800	223400	191300
of which:									
Residents	146294	157761	148519	165261	158600	160733	148900	144600	132900
Non-residents	17745	29574	34682	49124	69800	91534	86900	78800	58400
<b>Gomel region</b>	192962	189312	185955	192938	228700	239512	239900	207100	183200
of which:									
Residents	170339	164371	159378	160044	184000	180564	180700	156900	139100
Non-residents	22623	24941	26577	32894	44700	58958	59100	50200	44100
<b>Grodno region</b>	123966	154602	141846	139552	158000	162873	159900	155900	130300
of which:									
Residents	114373	137787	122114	115782	122500	122691	117100	113000	92400
Non-residents	9593	16815	19732	23770	35500	40182	42800	42900	37900
<b>Minsk</b>	343536	393327	360693	398540	416300	427466	445500	504900	517000
of which:									
Residents	203791	191579	167037	156881	154600	145813	153800	162100	152600
Non-residents	139745	201748	193656	241659	261800	281652	291700	342800	364300
<b>Minsk region</b>	162844	195850	204775	232642	231700	243159	232600	216500	203400
of which:									
Residents	150508	174210	178304	188937	188200	181062	168900	155600	152500
Non-residents	12336	21640	26471	43705	43500	62097	63600	60800	50900
<b>Mogilev region</b>	141507	182386	177560	189985	185700	141455	182300	160500	143200
of which:									
Residents	131172	162609	155023	159273	150400	36270	134000	118900	110500
Non-residents	10335	19777	22537	30712	35300	10313	48200	41600	32700

Source: National statistical committee of the Republic of Belarus



## HOTEL INDUSTRY

### Statistical Annex

#### Tourism companies: key performance indicators, 2010-2015

	2010	2011	2012	2013	2014	2015
Total number of companies, of which:	783	791	958	1 085	1 254	1 364
tour operators	97	100	130	142	160	155
travel agencies	188	225	273	387	519	764
tour operators and travel agencies	498	466	555	556	575	455
Average length of stay of international tourists visiting Belarus (days)	5	5	4	4	4	5
Average length of stay abroad of Belarusian residents (days)	9	9	8	9	9	8
Amount of tour payments made by residents of Belarus (billion BYR)	541.3	675.5	1 828.6	3 086.9	4 359.4	4 541.0
Amount of tour payments made by non-residents of Belarus (billion BYR)	75.3	147.2	256.1	334.6	382.0	260.4
Tourism revenue (billion BYR)	156.7	218.1	479.6	733.5	935.4	1 129.6

Source: National statistical committee of the Republic of Belarus

#### Total number of organized tourists to Minsk: 2010-2015

	2010	2011	2012	2013	2014	2015
Total number of organized tourists	71781	69322	69 696	69 944	76 151	46 840

Source: National statistical committee of the Republic of Belarus

#### Total number of hotels and other overnight accommodations guests in Minsk: 2010-2015

	2010	2011	2012	2013	2014	2015
Total	398 540	416 346	427 465	445 500	504 900	517 000
of which:						
residents	156 881	154 555	145 813	153 800	162 100	152 600
CIS residents	148 547	173 970	195 442		232 900	
Non-CIS residents	93 112	87 821	86 210		109 900	

Source: National statistical committee of the Republic of Belarus

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UNITER



220114 Belarus, Minsk, 117A Nezavisimosti avenue 12 floor (Aleksandrov Passage Business Center)

Office +375 17 385 24 65, Fax +375 17 385 24 64, [uniter@uniter.by](mailto:uniter@uniter.by), [www.uniter.by](http://www.uniter.by)

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