



UNITER



# IT-Services industry



## IT-industry

### ***971 companies operate in the IT-industry in Belarus***

According to the web-portal dev.by, IT-industry in Belarus is presented by more than 971 companies, with only 24 state-owned (less than 2,5 %). IT-companies are mostly located in Minsk (more than 90%).

### ***152 HTP resident-companies***

As at January 2016, 152 companies operated in HTP. Classifying HTP resident-companies by the origin of attracted investments, 62 companies (41 %) were founded by Belarusian investors, 54 companies (35%) were set up by foreign investors, 36 companies (24%) were joint ventures.

### ***IT-services production and sales revenue of Belarusian companies amounts to USD 1120 mn***

According to the official statistics, the IT-services production and sales revenue of HTP Belarus resident-companies amounted to about USD 770 mn (BYR equivalent 12,58 tn), which established annual growth rate of 119%, adjusted for the changes in Belarusian ruble/US dollar exchange rate and GDP deflator. Total production and revenue of Belarusian IT-industry amounted to USD 1120 mn in 2015 (monitoring).

### ***90% of Belarusian IT-companies develop custom software***

In 2015, more than 90 % of Belarusian IT-companies developed customized software, which confirms the absolute advantage of this type of activity in the Belarusian IT-market. And only 30 % of the total number of companies are marketed as solely “service-oriented”.

### ***Domestic consumption of IT-services in 2015 amounted to USD 421 mn (monitoring)***

In 2015, the amount of IT-services consumption totaled USD 421 mn. Domestic consumption of IT-services was at the low level of USD 86 mn (monitoring).

### ***Computer services exports amounted to USD 785 mn at the end of 2015***

At the end of 2015, computer services exports amounted to USD 785 mn, USD 705,6 mn of which was exported by HTP resident-companies. IT-services exports have increased more than 50 times over the past 10 years. According to the results of the 2015 year, Belarusian IT-services imports are significantly lower than exports and constitute USD 80 mn. IT-services exports are expected to rise by 15-20 % in 2016. Growth rate of imports is projected at 5-7%.

### ***USD 145,3 mn of FDI on a net basis were attracted to HTP in 2015***

At the end of 2015, FDI on a net basis to HTP resident-companies totaled USD 145,3 mn.

### ***HTP provides special business environment to IT business in Belarus***

Hi-Tech Park, established in 2005, provides a wide range of advantages for resident-companies. HTP resident-companies relations as well as accession rules are regulated by the Decree of the President №12 “On the Park of High Technologies”.

### ***10 Belarusian companies are ranked among the world's 500 largest software and service providers***

10 Belarusian companies were included in Software Magazine's *Software 500* ranking of the world's largest software and service providers. Companies that were included into this prestigious ranking are the following: IHS (HTP resident-company) is ranked 64th, EPAM Systems— 122th, Bell Integrator — 228th, Ericpol Telecom— 296th, IBA— 301th, Itransition— 374th, SoftClub — 417th, Coherent Solution — 418th, Artezio— 436th, Intetics— 444th.

UNITER Investment Company – financial and investment adviser in Belarus with 14+ years of experience with national and international investors in 40+ industries and markets within the country.

The company's activity is focused on investment banking; support of foreign investors and attraction of financing for national companies; conducting marketing and analytical research; project and asset management.

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