BUCE: E-Marketplace Solutions for Belarusian-Belgian Mutual Trade

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Belarusian Universal Commodity Exchange OJSC was established on May 25, 2004 and is the biggest commodity exchange in Eastern Europe.
Facts and figures

- Turnover: > 1.7 bln EUR
- > 3,000 commodity items
- > 20,000 clients from 61 countries of the world
- 300,000 transactions annually
Co-operation geography

September 2018

4 024 non-residents from 60 countries
Trade Sections

September 2018

Section of Timber: 36.2%
Section of Metal Products: 35.8%
Section of Agricultural Products: 18.3%
Section of Industrial & Consumer Goods: 9.8%
Timber section

Export
> 5.2 mln cbm of timber
to 28 countries

> 31 000
deals for 2017

1 trade session
= 100
participants
Transactions structure of timber products on exchange auctions

January-September 2018

Total sum of export exchange auctions in January-September 2018 amounted to 222 mln EUR
Country structure of export exchange transactions on timber section

January-September 2018

In January-September 2018 business entities from 25 countries made export exchange transactions worth 222 mln EUR
Advantages of ICG platform

- Multilingualism
- Exchange auctions efficiency (1-8 working days)
- 24-hour access to exchange auctions
- Sending actual applications for sale and purchase
- Broad client base (61 countries, 20,000 participants)
- Transactions fulfillment security
- Exchange logistics
- Payments via the Exchange subaccounts (free letter of credit)
Catalog orders for sale

Order for sale № 26857

Before the end of trading left: 7 months 2 days 4 hours 41 minute and 53 seconds

Section of the catalog: 30002993 Trailers

Product information

- **GUN (barcode):**
- **Description of goods:** Caravan "KUAPA" 813300
- **Brand:** KUAPA
- **Country of origin:** BELARUS
- **Manufacturer:** Automobile Trailers and Bodies Plant "MAZ-KUAPA"
- **HS Nomenclature Code:** 8716400000 прицепы и полуприцепы прочие
- **OKRB 007:**

Sales terms

- **Quantity of goods:** 5,0000 PIECES
- **Price excl. VAT:** 8 600,00 EUR for PIECES
- **VAT rate:** 0 %
- **Price incl. VAT:** 43 000,00 EUR
- **Product location:** Minsk
- **Payment terms:** Prepayment 100%
- **Terms of delivery:** FCA Minsk
- **Delivery time:** Terms of delivery during 30 days after 100% prepayment.

Description

Comfortable tourist caravans for four persons, one axle. All necessary equipment for traveling: Kitchen set (gas-stove, 70L fridge), bathroom (bio-toilet, wash-basin, shower-pallet), gas heater, host water-supply system, wardrobe, convertible table, entrance, internal and external baggage hold.
Advantages of exchange auctions for clients

- Participation in exchange auctions via Internet
- Wide range of commodities
- Expansion of co-operation geography
- Free on-line access to the data base of the Exchange
- Free accreditation
- Free software
- Free training to work at Exchange system
- Safety of contract conclusion
- Confidentiality and information security
- Examination of exchange commodities
- Control and execution of exchange transactions
Accreditation at the exchange for access to the auctions

Independent participation in the exchange auctions

- Variant 1
  as an auctions visitor

- Variant 2
  as an exchange broker

Registration and reception of electronic digital signature (EDS) at the Certifying Authority BUCE on basis of the following documents:

- Copy of the payment order, confirming the payment of the service rendered by the Certifying Authority
- Copies of the pages of the identification document of the representative, containing the identification data of the authorized representative
- Legalized or apostillized extract from the trade register of the applicant's country of incorporation, containing data about registration, legal address and authorities of the applicant's officials
- Legalized or apostillized letter of attorney for the representative (unnecessary in case the certificate is received by the CEO)

Participation in the auctions via exchange broker

- Variant 3
  as an exchange broker client

Conclusion of the contract with the exchange broker
Current BUCE plans to boost timber trade between Belarus and Belgium

1. Reduce prices for timber products by promoting direct trade between Belarusian and Belgian companies without any resellers.

2. Register BUCE exchange broker in Belgium which will help Belgian companies to enter Belarusian timber market.

3. Provide full support for Belgian companies concerning Belarusian timber market and trade process at BUCE.

4. Distribute information about offers of Belarusian timber companies among Belgian companies and vice versa.
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