



February 14, 2017

Embassy of the Republic of Turkey in Minsk

Attn: Kezban Nilvana Darama  
Ambassador Extraordinary and Plenipotentiary  
of the Republic of Turkey to Belarus

Dear Ms Kezban Nilvana Darama,

We would like to take this opportunity and introduce Belarusian Universal Commodity Exchange (BUCE) that is one of the largest spot commodity exchanges in Eastern Europe.

BUCE main function is to assist Belarusian companies to sell their products on foreign markets and help foreign companies to gain access to the market of Belarus by providing its clients with an electronic online trading platform.

*For reference: BUCE exchange turnover in 2016 amounted to USD 1.5 billion. At the moment the client base of BUCE includes about 17 500 companies from 60 countries. The list of goods traded at BUCE encompasses timber products, metal products, agricultural products, industrial and consumer goods. Further information can be obtained from BUCE website: <http://butb.by/engl/>.*

BUCE is interested in establishment of long term partnerships with Turkish companies in the area of export and import transactions. One of our strategic goals is to register a warehouse in Turkey to increase trade volume between Turkish and Belarusian companies.

The necessity for registration of BUCE exchange warehouse in Turkey was also confirmed by the Government of the Republic of Belarus on the outcome of the visit of the President of the Republic of Turkey Recep Tayyip Erdogan to Minsk in November, 2016.

In this regard we are searching a partner in Turkey for registration as BUCE exchange warehouse. Registration is free of charge and it takes place after the negotiations and familiarization with warehouse infrastructure by means of signing the agreement for the exchange warehouse accreditation. In the attachment you can find all the requirements that should be met in case the company wants to be registered as the BUCE exchange warehouse.

Currently the board of BUCE is planning to make a business trip to Turkey in the beginning of March, 2017. We would be grateful for any assistance in establishing direct business contacts with Turkish logistic companies and arranging meetings with their representatives within the specified period for discussion the abovementioned proposal.

We look forward to beginning the dialogue and then expanding our increasingly beneficial relations.

Sincerely,  
Arkady Salikov  
Chairman of the Board  
Belarusian Universal Commodity Exchange OJSC

Enclosure



February 14, 2017

Dear Sirs,

The Board of Belarusian Universal Commodity Exchange OJSC (hereinafter - BUCE) expresses its respect and proposes to establish partner relations in order to provide Belarusian and Turkish companies with high-quality logistics services during mutual commodity trade.

BUCE is the largest spot commodity exchange in the Eastern Europe and the leading trading platform in Belarus, where more than 17 000 companies from 60 countries are registered. We have successfully developed and implemented an electronic auctions system which allows companies to conclude commodity trade transactions using the electronic digital signature technology. Timber, metal and agricultural products, as well as industrial and consumer goods are traded at BUCE.

At the same time one of vital elements of today's international trade is logistics. Therefore, BUCE provides a possibility to use exchange logistics where key role is played by an exchange warehouse.

Exchange warehouse geographically determines the delivery basis of a commodity (DAT or DAP, acc. to Incoterms 2010), no matter where the commodity is located before the transaction. Thus, the auctions participant, registered at BUCE, can conclude an exchange transaction under the terms of receiving the commodity at the registered exchange warehouse located in other city or country that is convenient for a buyer.

In turn exchange warehouses get new clients at no cost, as auctions participants include into the price the cost of logistics services and delivery to buyer. Such services will be demanded and paid for in case the exchange transaction is concluded.

Furthermore, BUCE exchange warehouses are included into the network of exchange logistics and are advertised for the clients via all information channels of BUCE (Exchange bulletin, BUCE website, mass media, international associations, Ministry of foreign affairs of the Republic of Belarus and its foreign establishments, other ministries and departments, chambers of commerce and etc.).

After exchange auctions the commodity is transferred to the exchange warehouse, where the buyer can purchase additional logistics services of customs clearing, storage, packing, drawing up of documents, scheduled delivery to the retail network, etc. Being able to do so, the exchange warehouse renders maximum of services to the buyer of the warehouse-located commodity and gets additional profit for the services.

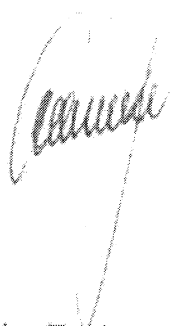
BUCE actively develops the exchange warehouse network abroad. One of our strategic goals is to register a warehouse in Turkey to increase trade volume with Turkish companies interested in buying Belarusian products.

In this regard we are pleased to suggest you to consider the possibility of registration of your company as BUCE exchange warehouse. Registration is free and it takes place after the negotiations and familiarization with warehouse infrastructure by means of signing the agreement for the exchange warehouse accreditation. In the attachment you can find all the requirements that should be met in case the company wants to be registered as the BUCE exchange warehouse.

Should you be interested, please contact BUCE to develop this cooperation area and decide on the time of the visit of BUCE delegation to the Republic of Turkey for negotiations. Responsible for the project contact person is Ivan Molchan, BUCE chief foreign relations officer, mob. +375293480962, i.molchan@butb.by.

Looking forward for establishment of mutually profitable partner relations and further cooperation development.

Sincerely,



Arkady Salikov  
Chairman of the Board  
Belarusian Universal Commodity Exchange OJSC

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## Requirements for the company for the registration as a BUCE exchange warehouse

Warehouse organizations willing to get registered as exchange warehouses by BUCE should meet the following requirements:

- Experience in warehousing activity (at least three years);
- Stable financial condition, proven by back-even balance-sheet for any two years out of three years before filing the documents for conclusion of the contract for activity conditions;
- Location in proximity to main transport hubs and major highways (motorways, sea (river) ports, railways, airports) and/or state borders;
- Warehouse facility should include auto- and/or railway infrastructure;
- Free space large enough for parking and maneuvers of haul rigs;
- Facilities and buildings used for storage of commodities and providing the possibility of loading and unloading;
- Carrying and lifting equipment;
- Weighting and measuring devices;
- Fire-fighting system;
- Security alarm;
- Phone lines;
- E-mail addresses and full-time access to the Internet;
- Internet web-site of the warehouse organization.