



BELARUSIAN UNIVERSAL COMMODITY EXCHANGE

Belarusian Universal Commodity Exchange (BUCE) is the only commodity exchange in the Republic of Belarus and one of the largest spot exchanges in Eastern Europe, which is primarily focused on the spot market (all transactions are closing which actual delivery of commodities to their buyers).

All trading sessions are held by electronic means via Internet, which enables a sustainable growth of exchange turnover, a steady inflow of clients and gradual expansion of the client geography.

At the present moment client base of BUCE counts more than 22 000 companies – participants from 62 countries, which annually conclude transactions of more than 2 billion USD.

BUCE trading commodities

- 1. Metal products.** Ferrous metals (over 400 thousand tons a year, 20% of the entire national market), non-ferrous metals (about 20 thousand tons), coal (about 40 thousand tons), coke (in excess of 20 thousand tons), electrical products.
- 2. Agricultural products.** Casein, milk powder, butter, cheese, cottage cheese, butter and canola rapeseed, flour, cereals, hides of cattle, cattle meat and pork, sugar, and salt.
- 3. Timber.** Round wood, pulp wood, sawn wood, plywood, chipboard, fiberboard, paper, pellets, fuel briquettes and chips.
- 4. Industrial and consumer goods.** The electronic subsystem of auctions with industrial and consumer goods works on-line around the clock and allows to sell and buy goods of the widest range from anywhere in the world where there is the Internet, both with the help of a special purpose software or an interface of an Internet browser. A distinctive feature of this trading subsystem is a possibility to place additional textual and graphical information about the product in the application.

The list of commodities eligible for trading at the exchange encompasses some 3000 commodity items.

BUCE operation principles

Currently, exchange and electronic auctions are conducted electronically through specially designed trading subsystems, including the use of the remote access of traders to the BUCE trading system via the Internet.

The right to trade at BUCE belongs to legal entities, who are residents and non-residents of the Republic of Belarus.

Trading is anonymous. In the case of a transaction, parties get contact information of each other, enter into and register at BUCE within the prescribed by the rules period the contract for the supply of goods on conditions of a transaction concluded at the auctions. In the case where one of the parties refuses to conclude a transaction, it incurs sanctions established by BUCE rules.

Parties shall pay the exchange fee upon the conclusion of a transaction equal to 0.1-0.5% of the amount of the transaction, depending on the trading platform.

Companies are entitled to trade on their own as participants of exchange trades (after their accreditation) or use the services of authorized brokers.

BUCE auctions with metal, timber, agricultural products

Exchange auctions in the sections of metal, timber, agricultural products are carried out in strict accordance with the Rules of the exchange trade and Regulations of exchange auctions in the relevant section according to the scheduled auctions with goods included in the List of goods admitted to the exchange trade.

To be able to participate in the auctions via the remote access one must install special software that is downloaded free of charge from the website by accredited participants of the exchange auctions.

Section of industrial and consumer goods

Along with organization of traditional electronic exchange auctions in the sections (product groups) of metal, timber and agricultural products there is a section of industrial and consumer goods.

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A new version of the system of auctions with industrial and consumer goods is to be put into operation, where there is construction of supply and demand registers with the help of a global classification of products (GPC) with a synchronized Belarusian classification of industrial and consumer goods (OKPB 007-2007) and a classification of the commodity nomenclature of foreign economic activity of the Customs Union.

Electronic auctions for public procurement

Belarusian legislation provides for mandatory use of electronic auctions for public procurement, as well as purchases at their own expense by state enterprises of the predominant majority of goods (works, services). One of the operators of electronic

trading platforms that have the right to conduct electronic auctions in the Republic of Belarus is BUCE.

Exchange brokers

Exchange brokers perform for their clients all necessary steps and procedures for participation in exchange trading, and the conclusion of transactions. Exchange broker may conduct transactions:

on behalf of clients at their expense,
on their own behalf at the expense of clients,
on behalf of clients at his own expense.

Relationships between exchange brokers and BUCE are regulated with the exchange service contract. Relationships between exchange brokers and their clients are regulated with other contracts (contract of agency and etc.).

Analytics

For the purpose of effective monitoring and objective analysis of the situation on the exchange markets of the Republic of Belarus and abroad, the BUCE markets a number of information and analytical products that, due to the high concentration of supply and demand, reflect the market condition and provide guidance to market participants when they conclude transactions.

International cooperation

BUCE is a member of the International Association of Exchanges of the CIS Countries (IAE CIS) and the Association of Futures Markets (AFM), membership in which contributes to strengthening of international cooperation relations and empowerment of Belarusian companies to find prospective trade partners abroad and expand into new markets.

Branch offices and agencies abroad

BUCE has established its branch offices in all 6 districts of the Republic of Belarus. In 2010 we opened a representative office in Russia. Foreign brokers of BUCE also work in Lithuania, Latvia, Ukraine, Poland, Kazakhstan, Uzbekistan, Turkey, Belgium and Germany.

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The list of promising commodities for trade at BUCE

Timber products
For export
Unedged coniferous sawnwood
Unedged broadleaf sawnwood
Edged coniferous sawnwood
Edged broadleaf sawnwood
Processed sawnwood
Debarked wood poles
Debarked pointed wood stakes
Fuel chips
Fuel wood briquettes
Fuel pellets
Cupboard and paper
Industrial raw wood (in accordance with quotas)
Wood particle boards
Agricultural products
For export
Whole skimmed dry milk
Casein
Cheese
Dairy butter
Dry whey
Beef
Flour (rye, wheat)
Cereals
Unrefined rapeseed oil
For import
Soybean meal
Sunflower meal
Phosphate fertilizer
L-lysine monohydrochloride
L-threonine
L-tryptophan
Fish meal
Rapeseed and sunflower seeds
Metal products
For import
Ferrous metals and products thereof
Non-ferrous metals and products thereof, non-ferrous metal scrap
Coal
Cocks
Cable and wire products
For export

Tungsten scrap and waste of tungsten alloys
Magnesium scrap and waste of magnesium alloys
Copper scrap and waste of copper based alloys
Nickel scrap and waste of nickel alloys
Zinc scrap and waste of zinc alloys
Copper shavings and copper based alloys shavings
Other copper waste and copper based alloys waste
Other lead waste and lead based alloys waste
Other zinc based waste
Waste. Alkaline batteries
Waste. Catalysts
Aluminium for deoxidation
Ingots of foundry bronze
Ingots of foundry brass
Foundry aluminium alloys
Sized metal scrap without grade
Off-size metal scrap without grade
Steel scrap
Off-size steel scrap
Steel shavings
Industrial and consumer goods
For export
Aerated concrete blocks
Silicate bricks
Dry mortar mixes
Waste, cuts and scrap of propylene polymers
Aluminium contained salt slag
Precipitate II+III derivative of human blood plasma
Lemon acid
Sugar
Varnish-and-paint products
Diary salt
Tires
For import
Building materials (construction materials, equipment, machineries)
Feed for agricultural animals
Vitamins and nutritional supplements for agricultural animals and their meals