

INVESTĪCIJU PIEDĀVĀJUMU GATAVOŠANA INVESTORIEM

Diskusiju ciklā

«Pašvaldības loma uzņēmējdarbības attīstībā un investīciju piesaistes veicināšanā»

03.11.2016.

Toms Stūrītis
Vecākais investīciju projektu vadītājs
Latvijas Investīciju un attīstības aģentūra

POSMI

Informācijas apkopošana, iegūšana, analīze:

- Publiski pieejamā informācija
- Darbs ar vietējiem uzņēmumiem
- Darbs ar iedzīvotājiem
- Pasūtījuma pētījumi

Piedāvājuma gatavošana:

- Pašvaldības prezentācija (ieskaitot nekustamo īpašumu piedāvājumus)
- Izvērsta informācija atbilstoši klienta projekta vajadzībām

Piedāvājuma sniegšana, komunikācijas uzturēšana ar klientu:

- Atbildes uz LIAA pieprasījumiem
- Atbildes uz uzņēmēju pieprasījumiem
- Uzņēmēju uzrunāšana

INFORMĀCIJAS VĀKŠANA

Informācijas apkopošana, iegūšana, analīze:

- ✓ Infrastruktūras nodrošinājums/kapacitāte
- ✓ Darbaspēks, darba spēka pieejamība
- ✓ Zināšanas (izglītības līmenis, iespējas, tehnoloģiskais nodrošinājums un tā attīstība u.c.)
- ✓ Dabas resursi
- ✓ Privātā sektora aktivitāte – spēja/vēlme iesaistīties
- ✓ Citas pašvaldības priekšrocības, īpašie “bonusi”

PIEDAVAJUMA GATAVOŠANA

Pašvaldības prezentācija (ieskaitot nekustamo īpašumu piedāvājumus):

- Viens dokuments bez pielikumiem
- Pamatinformācija par Latviju
- Pamatinformācija par pašvaldību, resursiem, uzņēmējdarbības vidi
- Informācija par pieeju tirgiem
- Informācija par pieejamo atbalstu
- Informācija par nekustamajiem īpašumiem, kas atbilst projekta realizēšanas vajadzībām
- Kontaktinformācija

Izvērsta informācija atbilstoši klienta projekta vajadzībām:

- Pamatinformācija uz viena dokumenta ar norādēm uz papildinformāciju pielikumos
- Detalizēta papildinformācija var tikt izvietota pielikumos
- Izvērsta informācija par atbilstošiem nekustamajiem īpašumiem var tikt izvietota pielikumos
- Specifiska informācija projekta vajadzībām var tikt izvietota pielikumos

PAŠVALDĪBAS PREZENTĀCIJAS PIEMĒRS

PARAUGS

DISCOVER SAULES COUNTY!

Your Partner for Cooperation



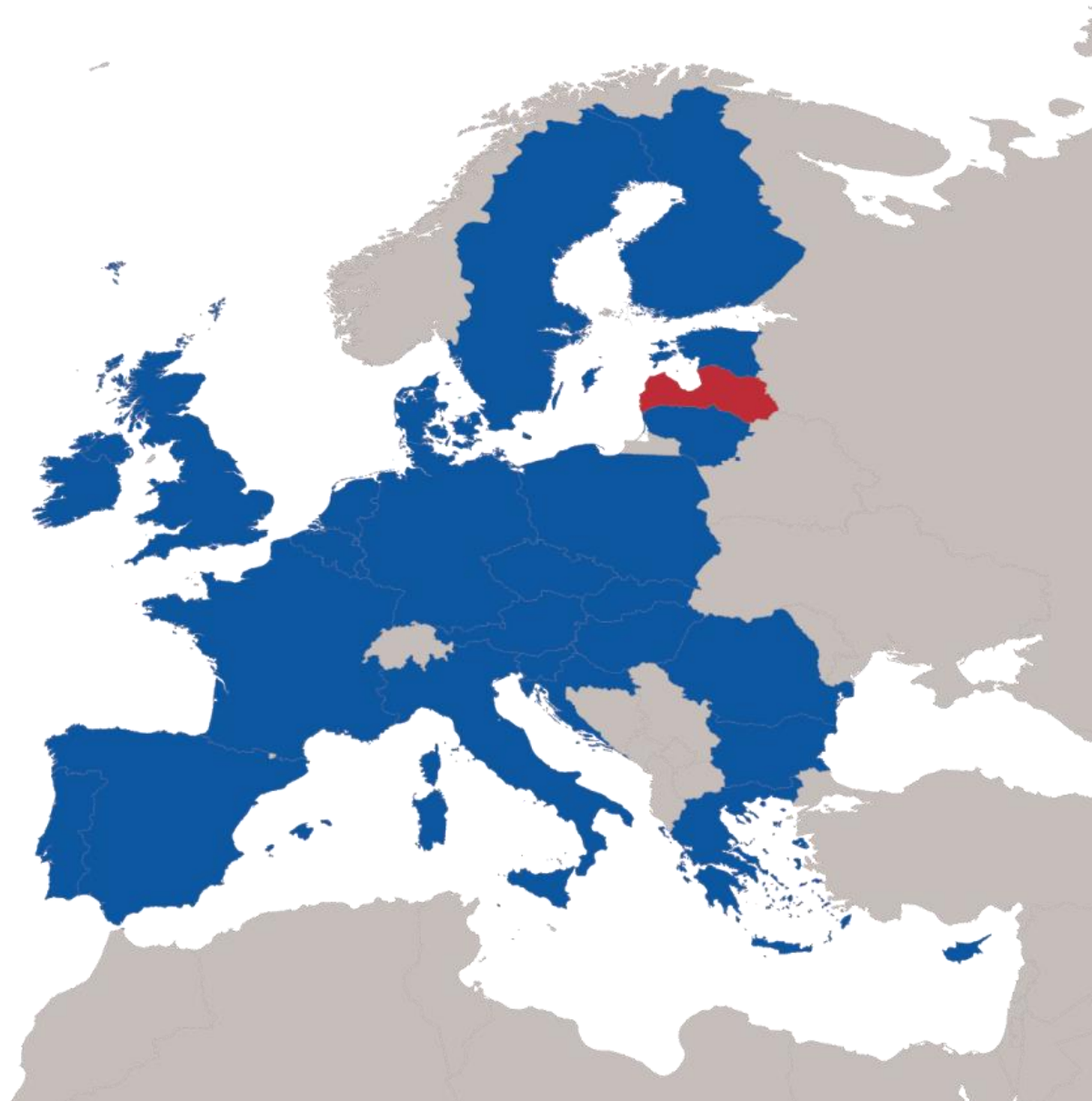
Prepared for “AAA AB”

November, 2016

ABOUT LATVIA

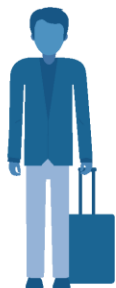


Territory	64.6 ths.sq.km
Capital	Riga
Population	1.97 million
Language	Latvian
Currency	euro (EUR)
Highest point	311.6 m
Lowest point	sea level
Retirement age	62y 9m



ACCESSIBILITY

Riga International Airport



serves
almost
half **45%**
of all Baltic airport
passengers



handles
over **39%**
cargo market share
in the Baltic region



AirBaltic (Latvian
airline) recognized
the Most Punctual
Airline in the World



Received gold medal for
service quality

Number of passengers
served by Baltic airports



Source: Riga International Airport, Eurostat, 2015

Source: International ISPY awards, 2016

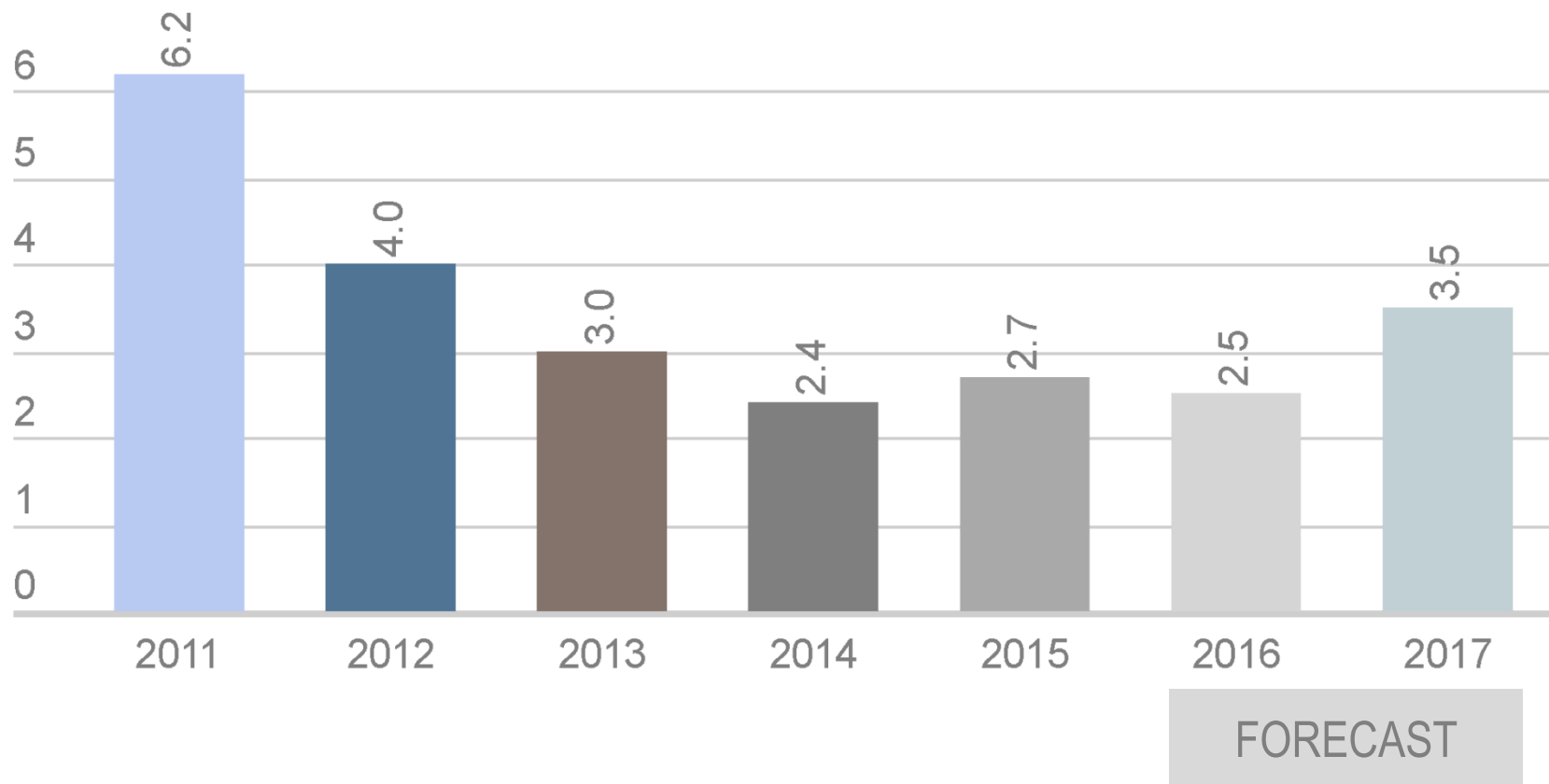
SAULES COUNTY

- Total area: 50 km²
- Population in county ~
 - ✓ 20 000 in town
 - ✓ 30 000 in total
- Unemployment rate: 11.0 % (November, 2016)
- Economically active people: ~ 10 000 in the county
- Industrial areas: > 200 hectares
(with and without communications and infrastructure)
- Distance to:
 - ✓ Riga (Capital of Latvia/Port of Riga/Riga International Airport) – 100 km
 - ✓ Port of Ventspils – 300 km
 - ✓ Port of Liepaja – 300 km
 - ✓ Tallin (Estonia) – 400 km
 - ✓ Moscow (Russia) – 800 km
- Average salary (Net): 600 EUR

The town of Saule is a part of 3rd largest county in Latvia – Saules county. It is located in the east-south of Latvia, closer to Russian and Belarusian borders. County is easy accessible via transit roads of European significance or railroad. Closest international airport (RIX) is located in only 100 km distance. County location provides solid base for logistics connections with the rest of Europe as well as with Russia and other markets of CIS countries.

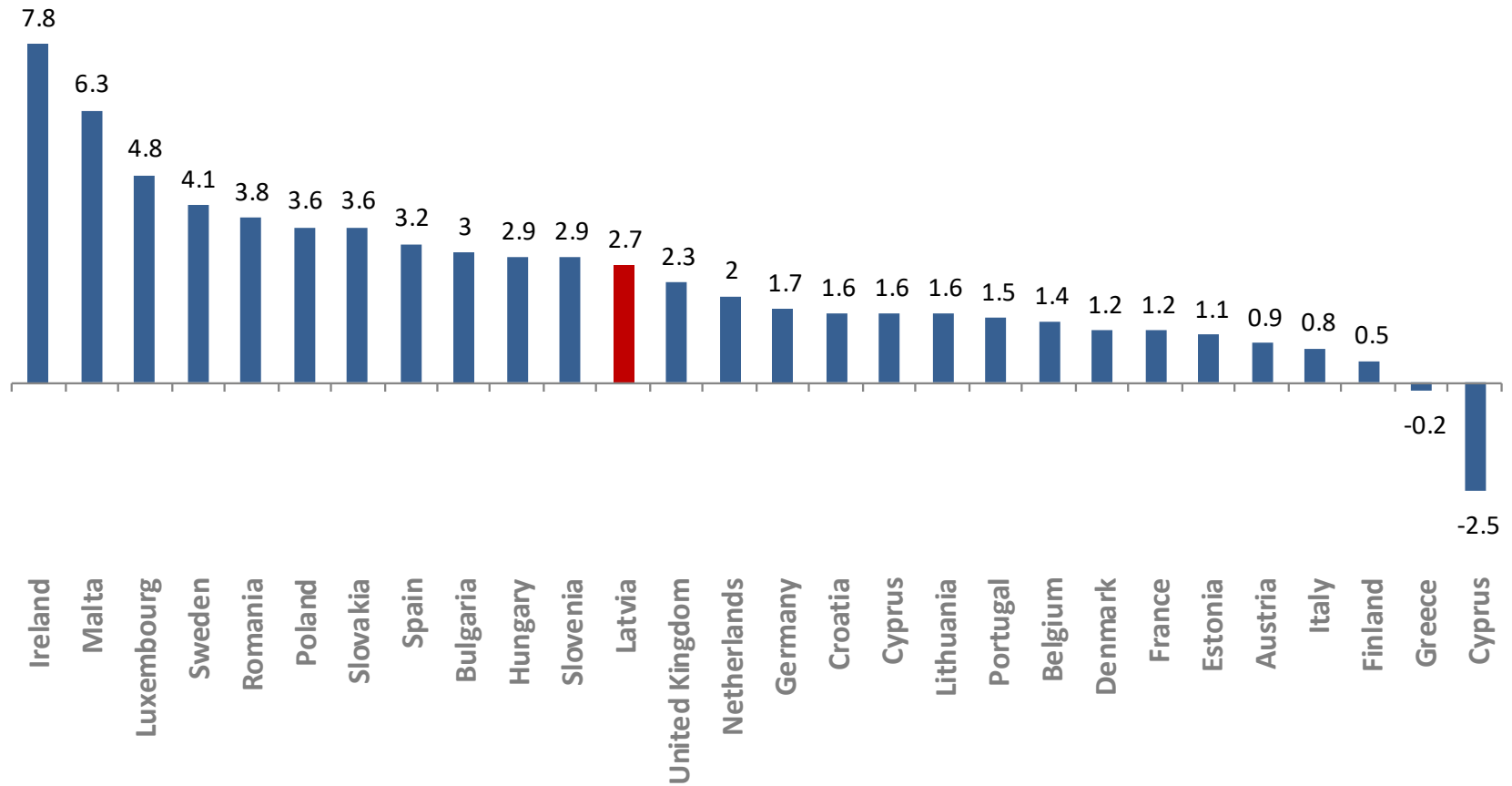
GROSS DOMESTIC PRODUCT

Stable increase, fast growing economy

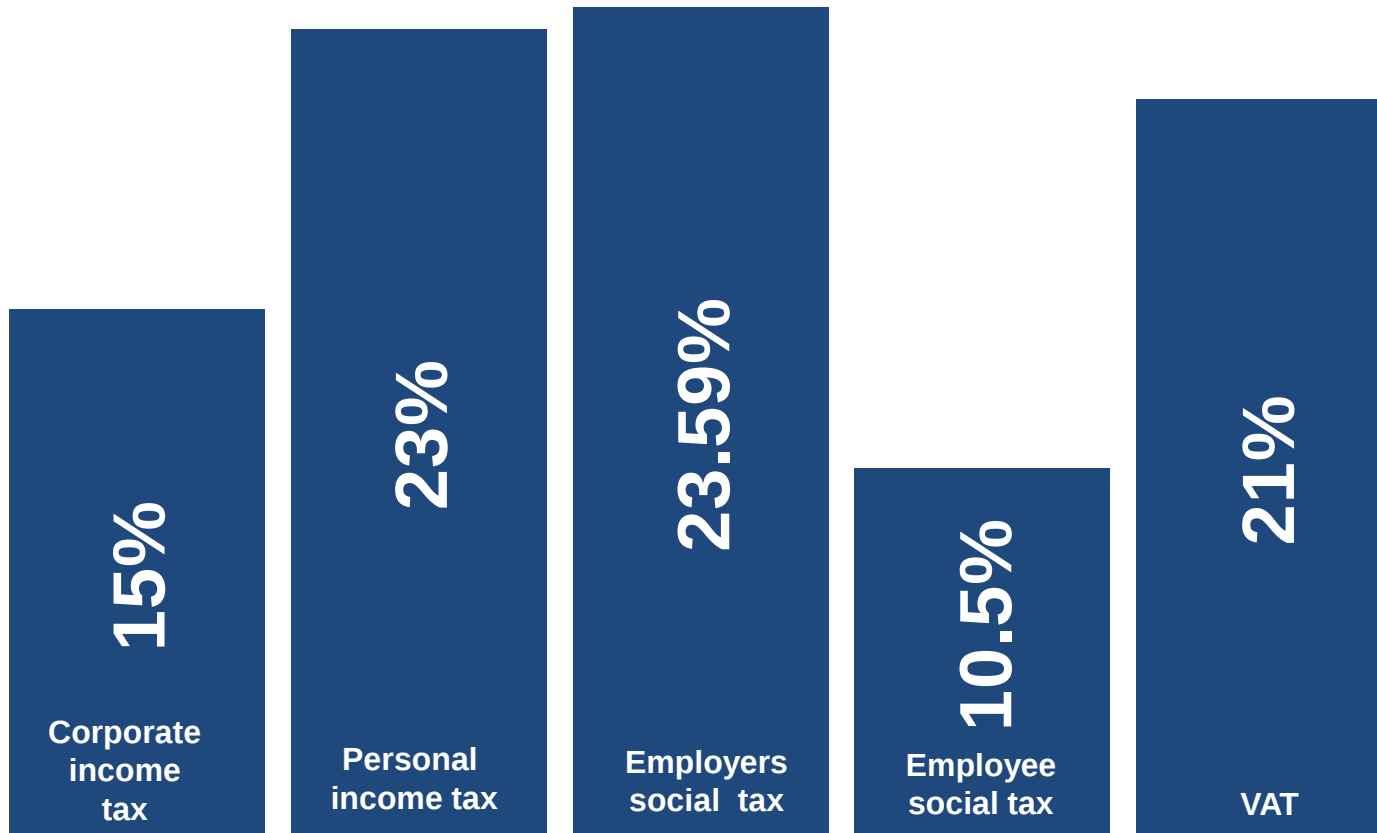


GROSS DOMESTIC PRODUCT

GDP growth in EU, 2015 (*Eurostat*)

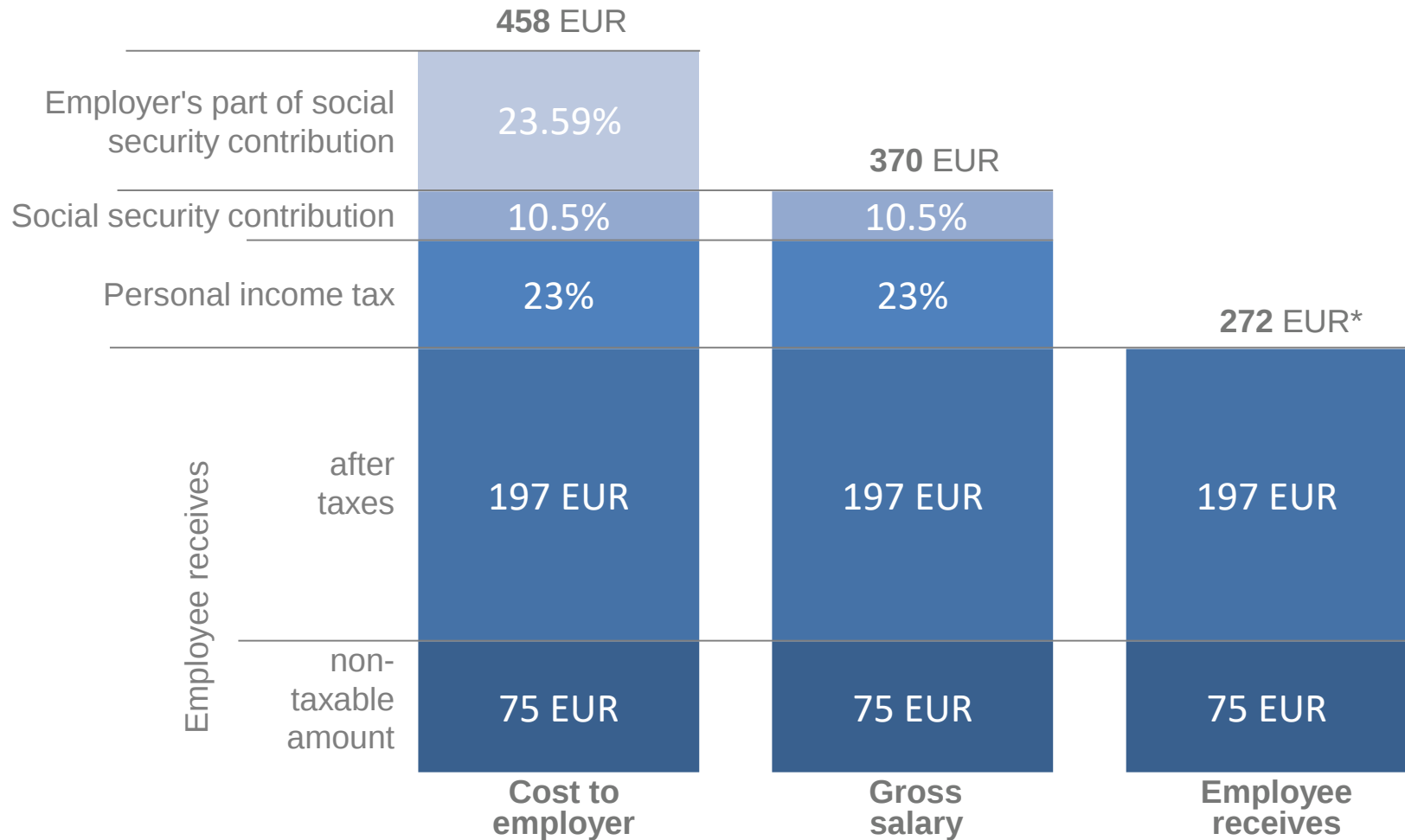


TAX SYSTEM



SALARY STRUCTURE AND TAXES

Minimum stipulated salary by the State is **EUR 370** gross

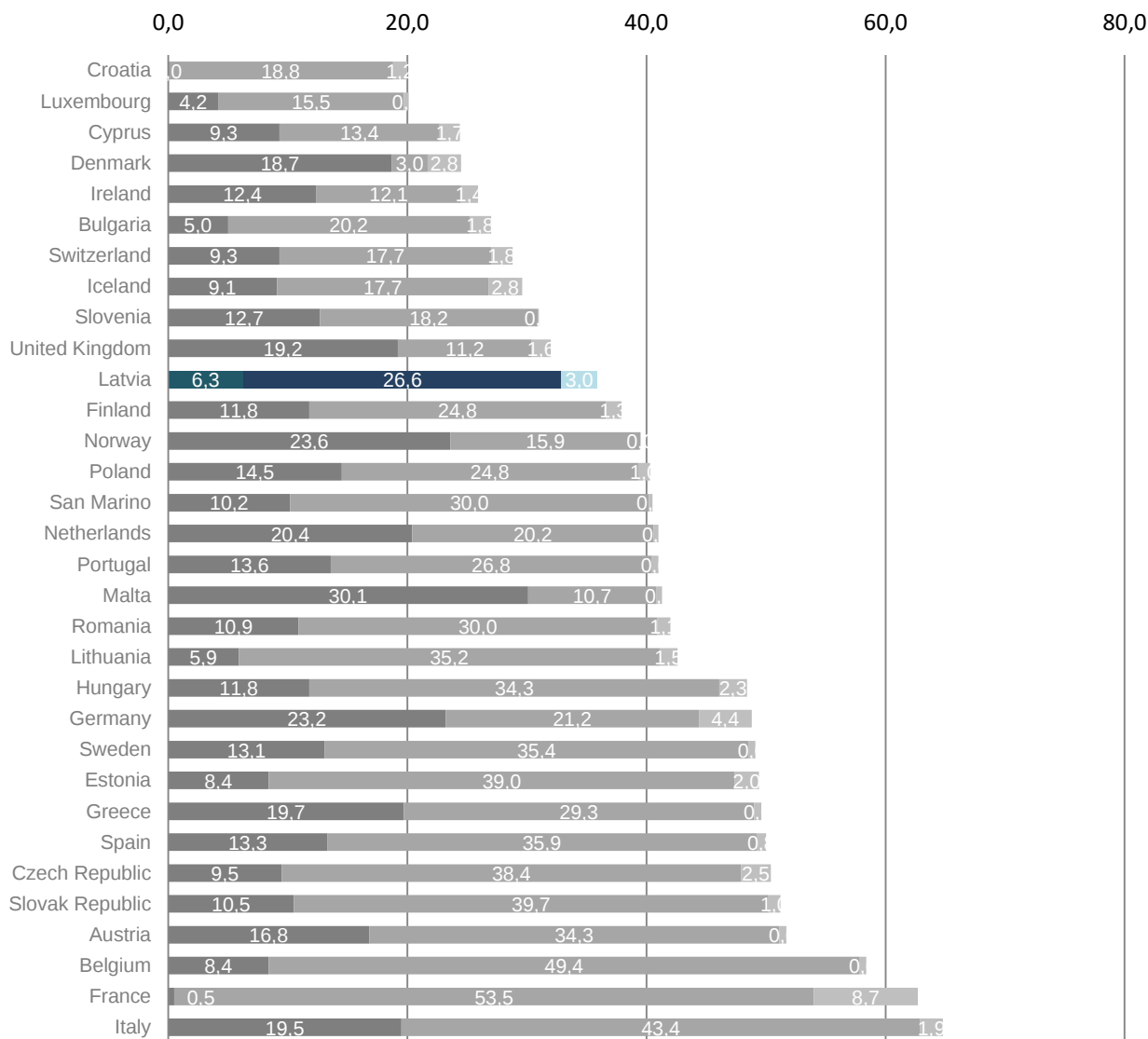


*Calculation of an employee's net salary is based on the general algorithm, the actual formula is more complicated, also taking into account a number of tax discounts, e.g. for dependants.

LOW TAXATION

Comparison of the Total Tax Rate in the European Union and EFTA

Source: PricewaterhouseCoopers "Paying Taxes 2016 - The global picture"



Latvia with only 7 payments necessary to pay all taxes is ranked in the top 5 of Tax Payments Rank between EU & EFTA countries.

Norway – 4 payments
Sweden – 6 payments
Estonia – 7 payments
Latvia – 7 payments
Malta – 7 payments

WHY SAULE?

- **Motorway:**
 - Riga – Jekabpils – Rezekne – Moscow (Russia) (E22)
 - Kaunas (Lithuania) – Daugavpils – Rezekne – Saint Petersburg (Russia) (E 262)
- **Railway:**
 - Jekabpils – Rezekne – Moscow (Russia)
 - Vilnius (Lithuania) – Daugavpils – Rezekne – St. Petersburg (Russia)
- **Experienced labor mainly in woodworking, food processing and metalworking sectors:**
 - ✓ 10 000 Economic active people in the county
 - ✓ 60 000 Economic active people in closest region
- **Strong collaboration with regional professional and higher education institutions:**
 - ✓ More than 10 000 students in 7 institutions
 - ✓ Main study programs- finance, IT, electronics
- **Large quantities of wood raw materials**
- **Excellent infrastructure for industrial activities.**

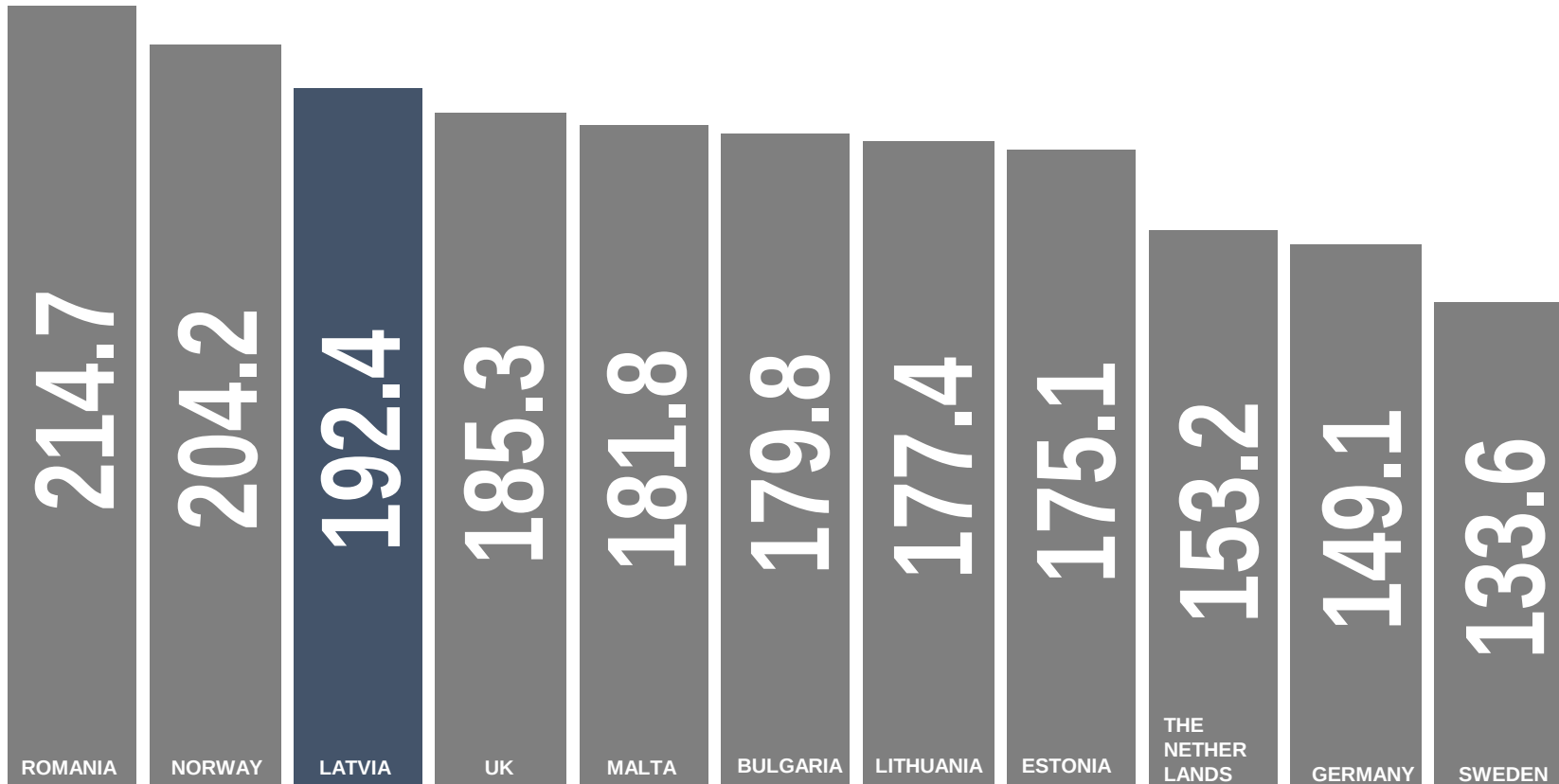
SKILLED LABOR AT REASONABLE COST

Position	Net wage monthly, EUR		Gross wage monthly, EUR	Total employer costs monthly, EUR
	From	To	Average	Average
Maintenance engineer	650	1050	1250	1474
Electrician (wire installation)	630	660	948	1119
Electrical engineer	840	920	1294	1526
Electronics assembly	500	600	809	954
Electronics electrician	740	800	1132	1336
Packer	450	500	698	824
Logistics specialist	750	800	1139	1344
Procurement manager	1300	2400	2720	3209

VERY COMPETITIVE WORKFORCE

Wage adjusted labor productivity as value added divided by personnel costs times 100 (2013)

Source: Eurostat SBS



TAX INCENTIVES IN LATVIA



Special Economic Zones

Up to 80% rebates on CIT and real estate tax



Corporate income tax rebate for large-scale investment projects

Allowing taxpayers to claim a tax rebate for their initial long-term investment



Beneficial depreciation ratio for new technological equipment

In force since 2006



Loss carry forward

Losses that have occurred after 2008 may be carried forward indefinitely

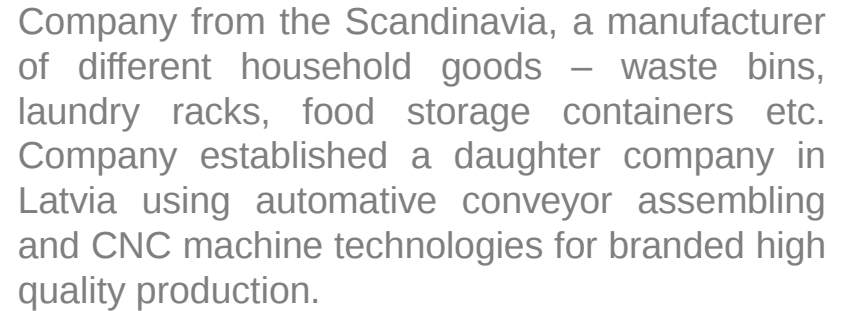


Holding company regime

Latvia has a favourable regime for the creation of a holding company

Europe's leading supplier of products

A blue rectangular button with rounded corners. Inside the button, the word "Products" is written in white, sans-serif font. A large white checkmark is positioned in the upper right corner of the button. A small registered trademark symbol (®) is located at the bottom right of the button.



Company has been present in Latvia **since 2008**. In 2011 the company realised their expansion plans, renovated and extended a factory, and currently employs nearly **100 employees**.

Employee productivity of factory is two times higher than the average in European Union and four times higher than in Latvia.

Establishment of factory in 2008 – 6 mln EUR

Establishment of new factory in 2011 – 3 mln EUR

TESTIMONIAL

Europe's leading supplier of products

"We initially opened a production plant in Latvia in 2008, renovating a brownfield site and building an addition to it. By 2011, we completed the move of our production of to Latvia, employing approximately 75 people. The main reasons for selecting Latvia included a strong tradition in our field of production, Latvia's membership to the EU and Euro-pegged currency, and a business friendly environment. We are realizing a number of benefits with its facility in Latvia, including fast reaction to changes in demand by customers in the EU, lower inventory, a talented workforce, low employee turnover and a salary/productivity balance that is competitive with Asian workers."

Source: Sven Adolfsson, CEO of Company

REAL ESTATE OFFER

Brownfield option

Address	5 Iedomu street, Town of Saule, Saules County
Area	Land 2000 m ² Premises 1000 m ²
Accessibility	Asphalted roads Nearby highway connections to E22 (Riga-Moscow)
Ceiling height	9 m 12 m to lintels
Electricity	400 kW power supply
Heating	Provided by municipality/gas
Water and sewage	Local water system – 3 m ³ /second Local sewage system – 5 m ³ /second
Gas	Natural gas supply lines for production
Telecom	Optical cable up to 100 Mbit/s
Commercial terms	Lease: 3.5 EUR/m ² /month + utility + VAT Purchase: Negotiable



A person with long blonde hair, wearing a dark dress, stands on a white and red striped paddleboard on a calm lake. The sun is low on the horizon, creating a warm, golden glow and reflecting on the water. A dense forest of tall, thin trees is in the background, their silhouettes visible against the bright sky. The overall atmosphere is peaceful and serene.

Welcome to Saules county!

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PIEDAVAJUMA SNIEGŠANA, KOMUNIKĀCIJA AR KLIENTU

Atbildes uz LIAA pieprasījumiem:

- Jāsniedz norādītajā laikā
- Nav nepieciešama informācija par Latviju kopumā
- Jākoncentrējas uz pašvaldības priekšrocībām attiecīgajam projektam
- Maksimāli jāsamazina nosūtāmo materiālu apjoms
- Komunikācija ar klientu TIKAI ar LIAA projektu vadītāja starpniecību

Atbildes uz uzņēmēju pieprasījumiem:

- Pirmā atbilde klientam jāsniedz 24h laikā vienojoties par piedāvājuma sniegšanas termiņu
- Piedāvājumā vēlams iekļaut arī informāciju par Latviju kopumā
- Piedāvājumam jābūt sagatavotam atbilstoši individuālā projekta vajadzībām
- Maksimāli jāsamazina nosūtāmo materiālu apjoms
- Komunikācija ar klientu notiek pa tiešo, vajadzības gadījumā var iesaistīt LIAA projektu vadītājus
- Mēneša laikā pēc piedāvājuma nosūtīšanas ir jāveic sekošana

Uzņēmēju uzrunāšana:

- Jāizvēlas potenciālie uzņēmēji, jāveic viņu vajadzību/biznesa izpēte
- Jāsagatavo uzrunājamā uzņēmēja interesēm atbilstošs piedāvājums
- Jāuzrunā uzņēmuma pārstāvji, jāprezentē investīciju piedāvājums- var izmantot LIAA pārstāvjus
- Mēneša laikā jāveic sekotums

Welcome to Latvia!

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