

Invest
Lithuania

**Lithuania.
Your targets.
Exceeded.**

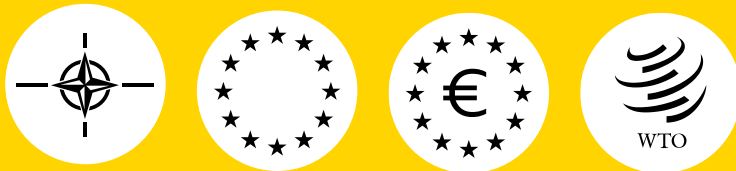
October 2021



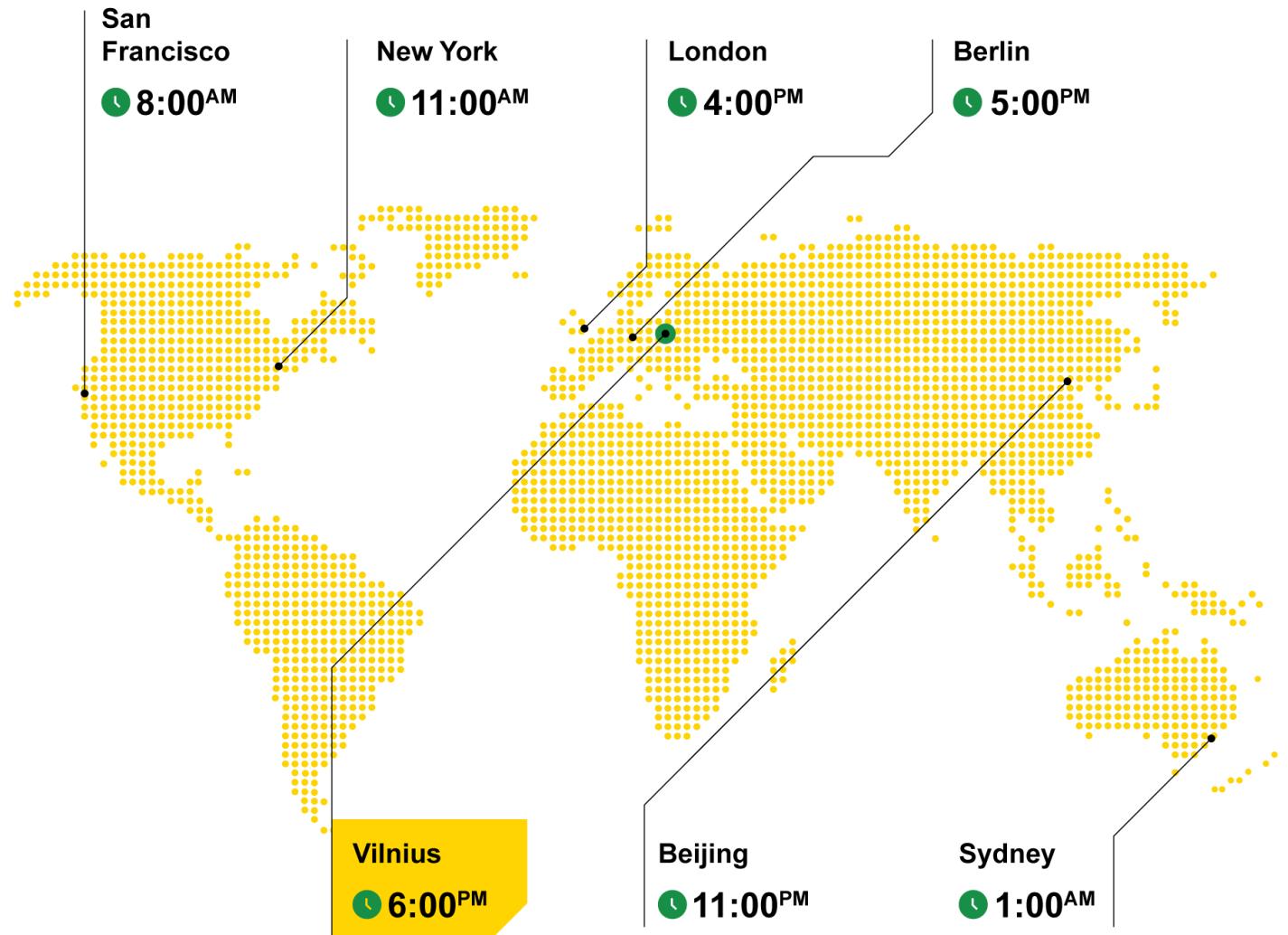
Facts & figures

Population ¹	2.8^M
Labour pool ¹	1.5^M
Unemployment ¹	7.4%
Area ¹	65.3^K km²

Member of:



Source 1: Statistics Lithuania, 2021



They speak about us

FINANCIAL TIMES

Bloomberg

Forbes

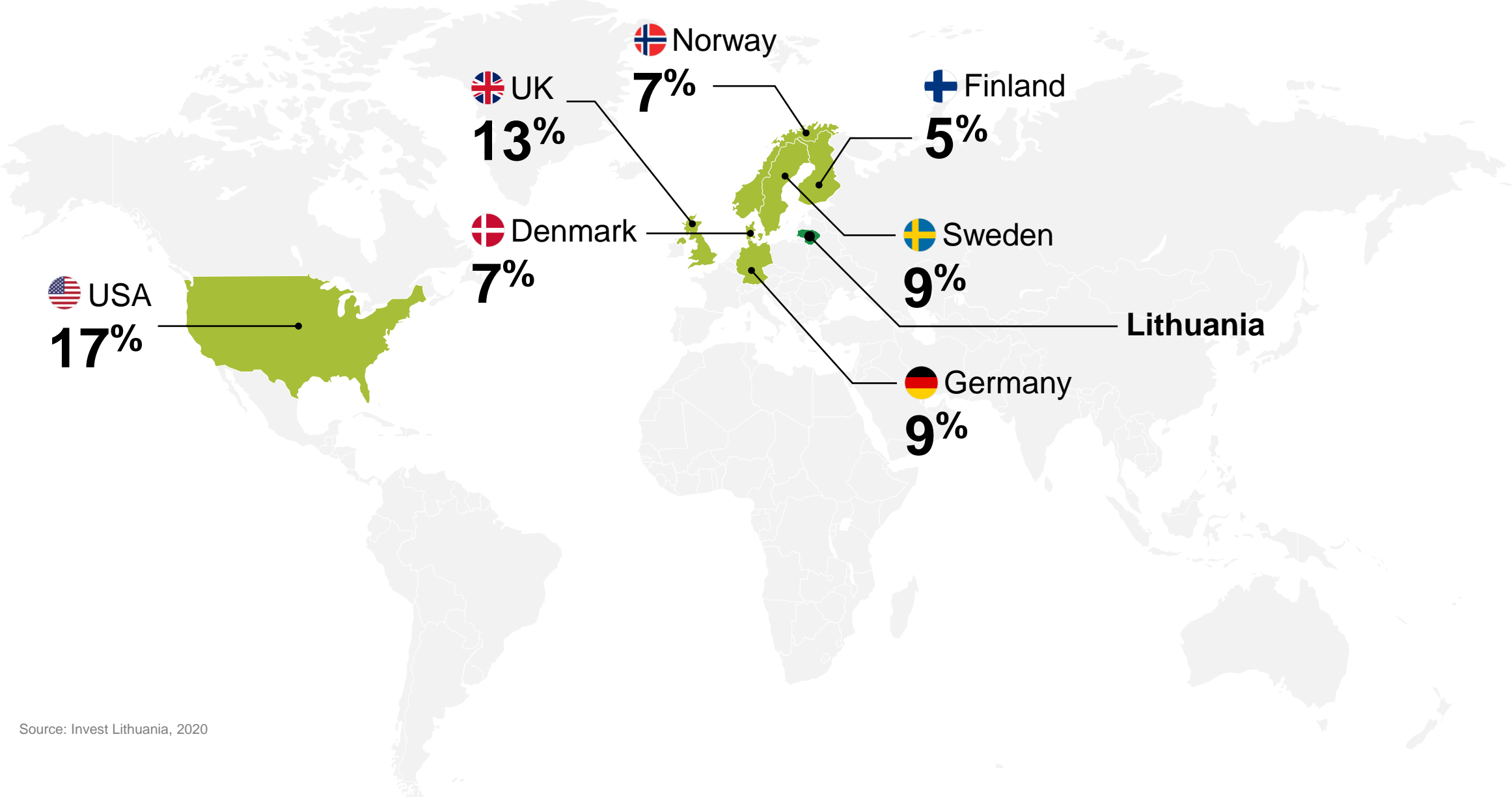
BUSINESS
INSIDER

\sifted/

fDi Intelligence



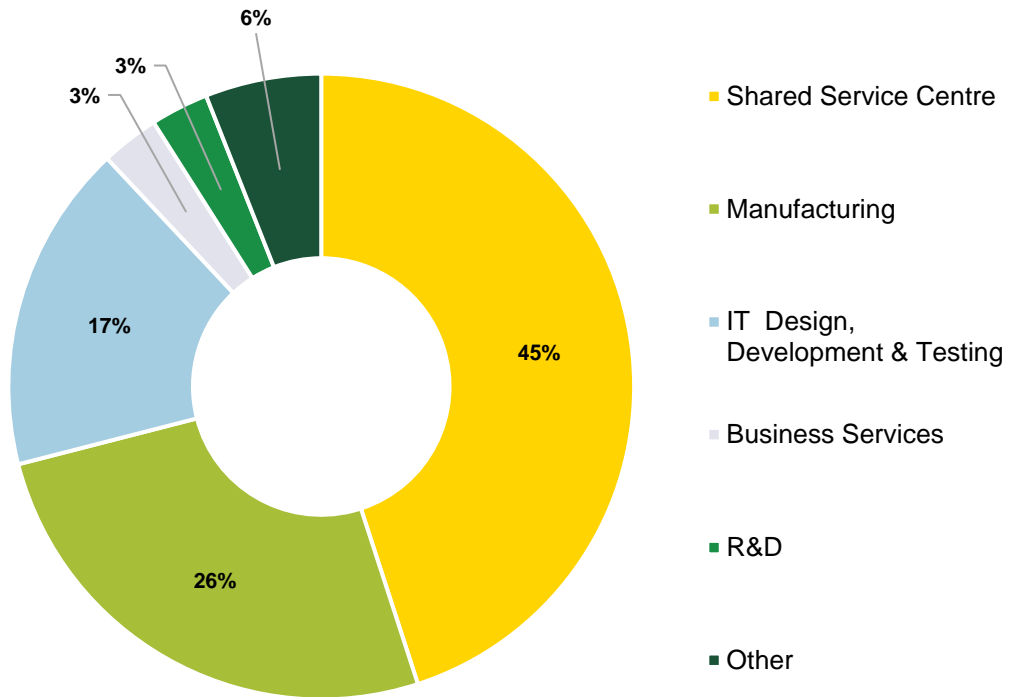
Top investing countries



Source: Invest Lithuania, 2020

Top business activities

Top business activities according to jobs planned | 2010-2020



Ease of doing business in Lithuania



1st place in EU

By real GDP per capita growth
2000-2020¹



#39

out of 140 countries
evaluated

Global Competitiveness Index²



#11

out of 162 countries
evaluated

Economic Freedom of the World³



#35

out of 180 countries
evaluated

Environmental Performance Index⁴



#35

out of 190 countries
evaluated

Corruption Perception Index⁵



#18

out of 189 countries
evaluated

Paying Taxes Ranking⁶

Source 1: World Bank, 2019
Source 2: World Economic Forum, 2019
Source 3: Fraser Institute, 2020

Source 4: Yale University, 2020
Source 5: Transparency International, 2021
Source 6: PwC, 2019

Relocating to Lithuania



For EU citizens

Standard EU procedures apply



For Non-EU citizens

EU Blue Card

A special residence and work permit for highly-skilled non-EU citizens (and their families). The EU Blue Card:

- Allows to start working right after the application is submitted;
- Can be applied for online;
- Provides a right to bring family members;
- Paves the way for permanent residence status after 5 years.

Additional conditions apply.

Check www.eubluecard.lt for more information.





What gives Lithuania the edge?

- Young & talented labour pool
- Business friendly environment
- World-class infrastructure
- Perfect living pace

1





**Young & talented
labour pool**

Skilled, educated, multilingual talent



5th place globally

by digital/technological skills availability¹



4th place in EU

for percent of 25-34 y.o. population with a higher education²



52%

speak at least two foreign languages³

EN

85%

proficiency in English among young professionals⁴

Source 1: IMD World Competitiveness Yearbook 2021
Source 2: Eurostat, 2019

Source 3: Invest Lithuania estimations based on Population Census 2011, 2021
Source 4: Eurostat, 2016



Talents for future



23%

of students are enrolled in innovation related programs¹

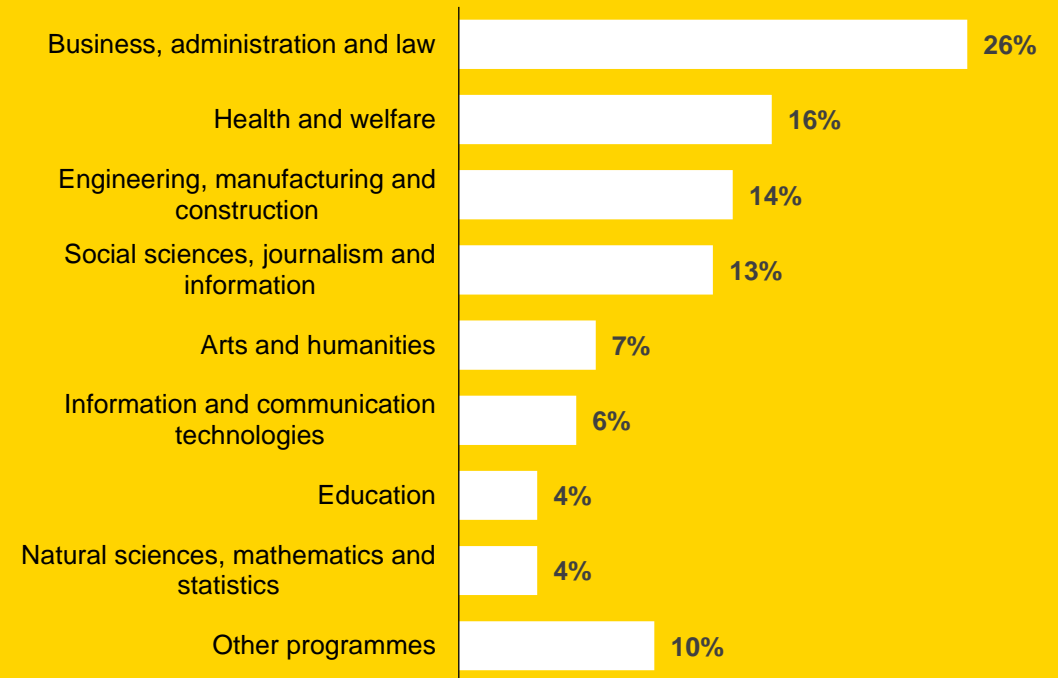


22,400

students are enrolled in finance, economics, business administration and similar programs at universities and in colleges¹

Source 1: Ministry of Education, Science and Sports, 2019

Students by study fields in higher education institutions | 2018-2019²



Source 2: Ministry of Education, Science and Sports, 2019

Co-creating solutions that have global impact



Danske's operation in Vilnius developed Danske MobilePay, an app that is installed on 90% of Danish smartphones, and is the leading mobile payment solution in the Nordics



Through its own in-house Scandinavian language academy, Cognizant can teach employees with no prior language knowledge to deliver services to customers in Norwegian, Danish or Swedish in only 6 months.



Lithuania is the company's main mobile technology engineering hub, where their first product for the iPhone, followed by the Unity Editor for Windows and Unity for Android were developed

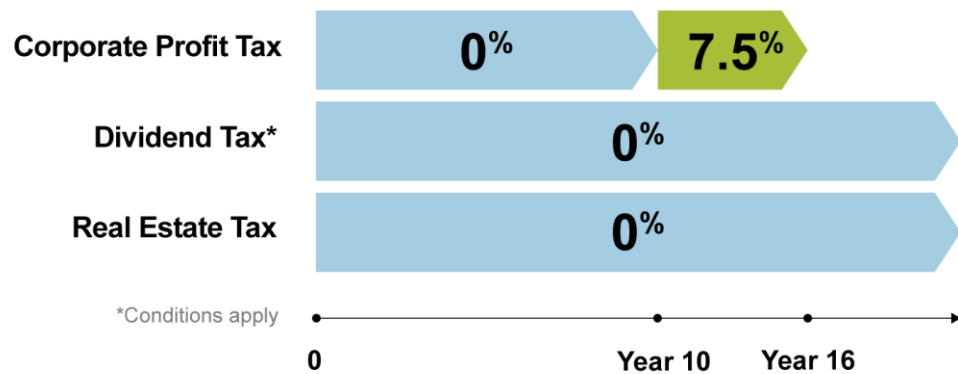




**Business friendly
environment**

Free Economic zones

Tax incentives in Lithuania's 7 Free Economic Zones (FEZ):



Taxes

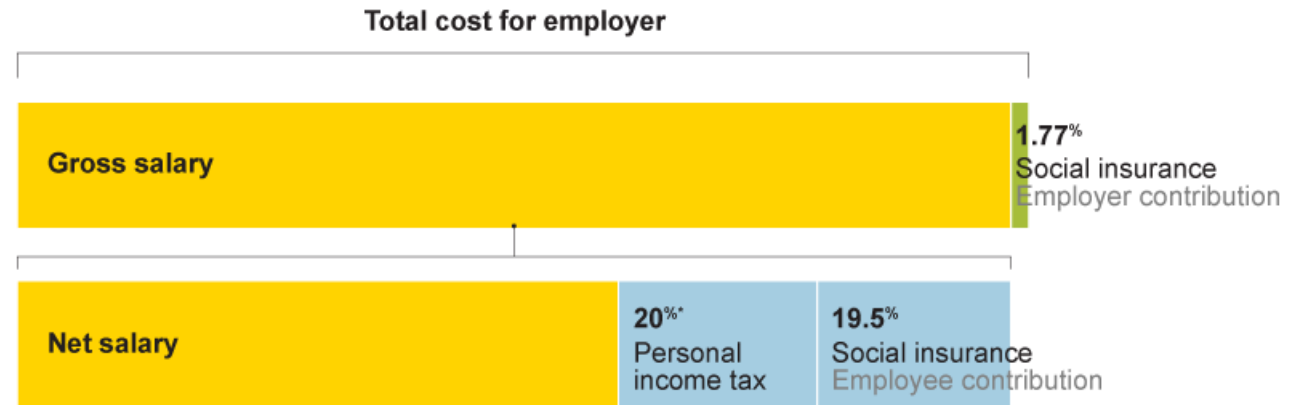
Corporate profit tax **0-15%**

VAT **21%**

Dividends **0-15%**

Personal income tax **20%**

Salary structure in Lithuania



* To earnings above the set social security contributions ceiling the PIT rate will be 27%.

Strong credit ratings

Fitch

A, with a stable outlook

Moody's

A2, with a stable outlook

Standard & Poor's

A+, with a stable outlook

1 - July, 2021
2 - February, 2021
3 - February, 2021

Green corridor for large-scale investors

Lithuania has a new framework of tax incentives and state support that makes it quicker and easier for international businesses to establish and grow their large-scale operations in Lithuania:



0% corporate tax for 20 years



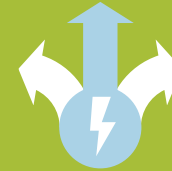
Recognition as a Project of State Importance



Easier access to land plots



Streamlined migration process for employees



Faster decision-making from public authorities



Direct communication channel with the government



No mandatory environmental assessment programme



Tailored educational and training programmes



and more



World-class infrastructure

Digital infrastructure: fast, reliable and affordable



3rd in the EU
in the EU for mobile 4G coverage¹



2nd in CEE
for ICT infrastructure²



4th in EU
for fixed broadband price³

Source 1: OpenSignal, 2018
Source 2: EBRD Knowledge Economy Index, 2019
Source 3: Digital Economy and Society Index, 2020



5th
globally in digital / technological
skills availability

IMD World Competitiveness Yearbook, 2021

Logistics: fast connection infrastructure

Road & Rail

- 2nd in CEE for quality of roads¹
- Rail cargo services direct to Russia, Belarus, Latvia, Poland, Germany, Ukraine and Asia (incl. China)

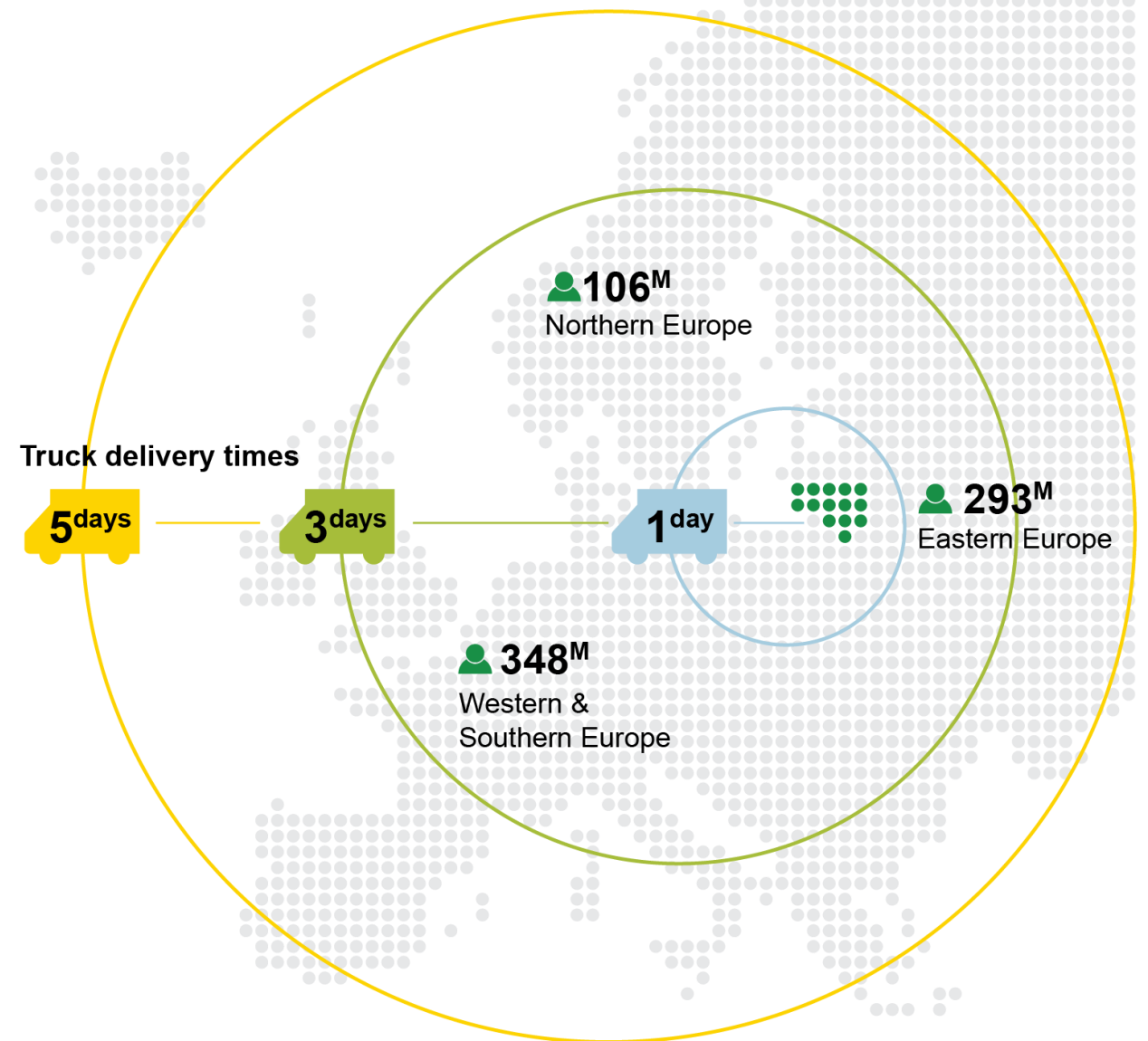
Air

- 3 International Airports, access to major European cities within 2-3 hours flight

Sea

- Klaipėda State ice-free Seaport
- 14.5 m deep port, handling up to 65 million tons of cargo annually, the largest port in the Baltic States²

Source 1: World Economic Forum, Global Competitiveness Report, 2019
Source 2: www.portofklaipeda.lt

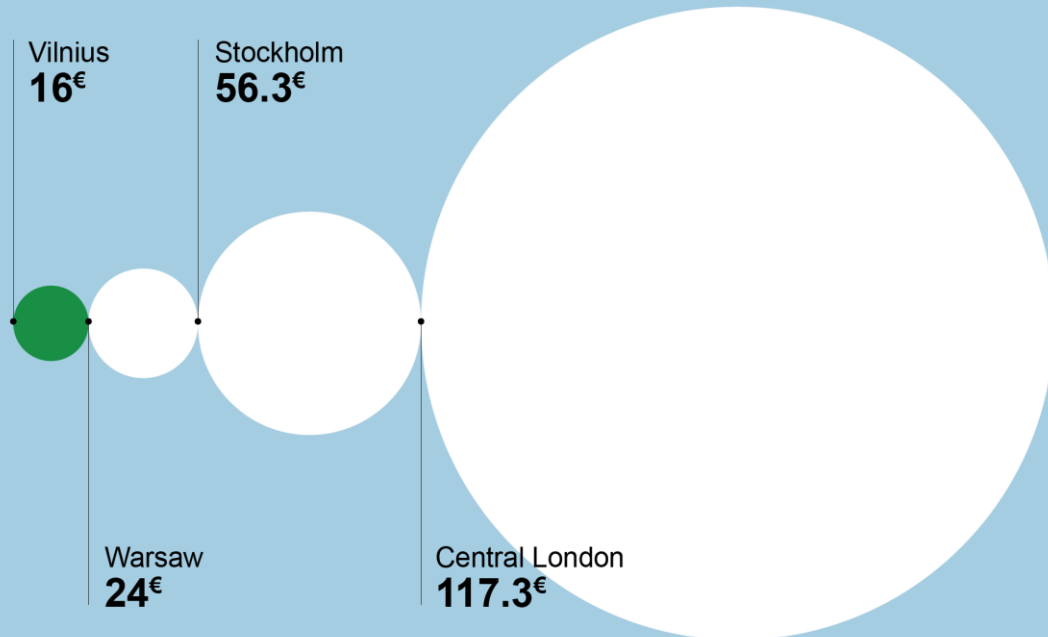


Girteka Logistics, 2014. Estimates based on two-driver shared shift model

Top-notch office space for the fraction of cost

One of the lowest office rental prices in the region¹

1m²/month



Source: European Office Market. Edition 2020, BNP Paribas Real Estate



Yara Lithuania office in Vilnius
Photo courtesy of Yara Lithuania © Darius Petrulaitis



Work – life balance



Perfect living pace



Work-life balance

Vilnius – among TOP 10 cities globally with the best work life balance¹



Happy

98% of Vilnius inhabitants are satisfied with living here (highest percentage among EU capitals)²



Affordable

Vilnius is one of the four least expensive EU capitals to live in for expatriates³

Source 1: Expert Market, 2016
Source 2: European Commission, 2016
Source 3: Mercer's 2018 Cost of Living Ranking

Lithuania is never short of surprising experiences

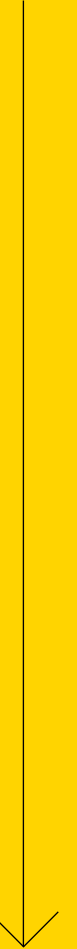
In Lithuania, free time comes in all shapes and sizes. From high-end shopping to haute cuisine, through to happening gigs and invigorating outdoor pursuits, there really is something for everyone.





Key sectors:

- Global Business Services
- Manufacturing
- Technology
- Life Sciences





Lithuania –
your top option for
**Global Business
Services**

Global Business Services



~20 200

professionals employed in the sector¹



35

the largest number of languages used in a single center¹



4.5%

yearly growth of SSC sector¹



Top 3

most desired employers are SSCs³

Source 1: Lithuania's business services report, 2021, Invest Lithuania
Source 2: cvmarket.lt, 2019



Vilnius

most dynamically developing city for shared services centres in CEE

Source: Central and Eastern Europe Shared Services and Outsourcing Awards, 2019

”



For companies like us that develop advanced solutions, Lithuania provides the perfect mix of exceptional infrastructure and exceptional talent.

Arminta Saladžienė

— Head of Nasdaq Baltic



Global Business Services Presence in Lithuania

Shared Service Center

Danske Bank

Functions: F&A, RPA, HR, IT, Legal, Customer ops, Marketing, Analytics

Languages: English, Danish, Norwegian, Swedish, Finnish

Headcount: 4,100 **Established:** 2012, Vilnius

Center of Excellence

SEB

Functions: F&A, RPA, IT, HR, Marketing

Languages: English, Swedish

Headcount: 1,122 **Established:** 2008, Vilnius

BPO

Cognizant

Functions: IT, Customer operations

Languages: English, French, German, Italian, Norwegian, Portuguese, Swedish, Dutch, Danish

Headcount: 612 **Established:** 2007, Vilnius

Global Operations Center

WesternUnion WU

Functions: F&A, RPA, HR, IT, Customer ops, Procurement, Marketing

Languages: 35 languages

Headcount: 2,003 **Established:** 2010, Vilnius

Global Technology Center

HCL

Functions: IT

Languages: English

Headcount: 421 **Established:** 2017, Vilnius

Global Business Services Center

CITCO

Functions: F&A, Legal

Languages: English, Spanish, French, German, Polish

Headcount: 630 **Established:** 2007, Vilnius



Lithuania –
your top option for
Manufacturing

Manufacturing



18%

of Lithuania's GDP is generated by its manufacturing sector¹



73%

of all manufacturing production is exported²



DE, PL, US, LV, SE

main export destinations¹

Source 1: Eurostat, 2019

Source 2: Statistics Lithuania, 2017



”



Our efficiency rates in Lithuania are outstanding. The local team of innovative engineers and the flexible production line we've put in place have allowed us to exceed the demands of the constantly shifting market needs.

Raimundas Petrauskas

— Managing Director at Schmitz Cargobull Baltic



International Manufacturing Presence in Lithuania

Manufacturing plant



Products:	Automotive components
Headcount:	396
Established:	2017, Kaunas

Manufacturing plant



Products:	Automotive electronics
Headcount:	230
Established:	2017, Kaunas

Manufacturing plant



Products:	Ostomy care products
Headcount:	334
Established:	2017, Kaunas

Manufacturing plant



Products:	Iso-thermal trucks, trailers and semi-trailers
Headcount:	825
Established:	1999, Panevėžys

Manufacturing plant



Products:	Electronic circuit boards
Headcount:	676
Established:	1993, Kaunas

Manufacturing plant



Products:	PET granules
Headcount:	219
Established:	2002, Klaipėda



Lithuania –
your top option for
Technology

Technology



38,000

ICT professionals employed in Lithuania¹



2,500

junior developers retrained by private academies in 2018²



10,600

IT students in the pipeline³

Source 1: Government Strategic Analysis Center, 2019

Source 2: Infobalt, 2018.

Source 3: Ministry of Education, Science and Sport, 2019-2020.



Lithuania's consistent focus on tech education helps to further secure its reputation as a highly attractive location for global tech business players, such as:



and many others

”



As advocates of the ‘can-do’ attitude, when we first visited Lithuania we were thoroughly impressed by the creativity, energy and entrepreneurial spirit of the people we met. That’s the Wix way, and so Lithuania seemed like a natural fit for our company.

Boaz Inbal

— Manager of External Dev. Centres at Wix.com

Wix

International Technology Sector Presence in Lithuania

Technical office

Uber

Activity:	Critical infrastructure support, DevOps, software development
Headcount:	56
Established:	2015, Vilnius

Development unit

Wix

Activity:	Software development, QA, Product Design for Wix.Com web development platform
Headcount:	273
Established:	2013, Vilnius

Development office

adform

Activity:	Adtech solution development, product management
Headcount:	365
Established:	2006 in Vilnius and 2013 in Kaunas

Technical office

 unity

Activity:	R&D and QA for Unity engine
Headcount:	162
Established:	2007, Vilnius

Development unit

Trafi I>>

Activity:	Development of public transport app designed to plan journeys using real-time data
Headcount:	80
Established:	2007, Vilnius

Head office

Vinted

Activity:	Software development, advanced analytics, product strategy
Headcount:	883
Established:	2012, Vilnius



Lithuania –
your top option for
Life Sciences

Life Sciences



Key sectors

Medical Devices, MedTech,
Biopharmaceuticals, Biotechnology



#32

For global innovation in
biotechnology¹



90%

of all Life Sciences production
is exported²

Source 1: Scientific American WorldView, 2020
Source 2: PwC, Business Guide 2018



One of the fastest growing sectors
in the region, with an ambition of
becoming **the most attractive
European country for the Life
Sciences sector by 2030.**



ThermoFisher SCIENTIFIC

FTE	1,059
Established	2010, Vilnius
Products	Creates, produces, and sells products of molecular biology (enzymes primarily)

Thermo Fisher's investment in Lithuania is our symbol of confidence in the biotechnology talent within Lithuania and its potential impact worldwide.

Alan Malus

— Executive VP at Thermo Fisher Scientific

International Life Sciences Presence in Lithuania

Manufacturing plant / R&D



Products:	Reagents
Headcount:	1,734
Established:	2010, Vilnius

Manufacturing plant



Products:	Pharmaceutical ingredients
Headcount:	191
Established:	2005, Vilnius

Manufacturing plant / R&D



Products:	Biologics CDMO
Headcount:	173
Established:	2004, Vilnius

Manufacturing plant



Products:	Medical equipment
Headcount:	334
Established:	2019, Kaunas

Manufacturing plant



Products:	Respiratory care products
Headcount:	2,520
Established:	1996, Pabradė

Global Business Services



Products:	Healthcare and pharmacy management solutions
Headcount:	248
Established:	2019, Vilnius

Active partner throughout your investment journey

Invest Lithuania is the official agency for Foreign Direct Investment and Business Development. We'll partner with you to get your business set up and off to the best start possible:

Contact us



Decision-making

We'll help you make the most informed decisions for your new operations:

- Provide tailored in-depth market and industry insights,
- Advice on business costs,
- Give you information concerning the local labour and legal framework.



Business Establishment

We'll connect you with everyone you need to know to guarantee a soft landing for your set up:

- Arrange intros and meetings with key market players and relevant governmental institutions,
- Sourcing of governmental financial support.



Business Development

Once you are up and running we'll be there with aftercare and support:

- Assistance with one-off problems,
- Lobbying for greater governmental support.



Contact us



✉ info@investlithuania.com

☎ +370 5 262 7438

🌐 investlithuania.com

