

Manufacturing industry in Latvia

Investment and Development Agency of Latvia

www.investinlatvia.org









A NATURAL PLAYGROUND TO EXECUTE IDEAS



MISSION SEA 2030 - CLEAN BALTIC SEA



CONNECTED SOCIETY & LIFESTYLE



REASONS
TO
CHOOSE
LATVIA



Location as a gateway



Territory: 64.6 ths.sq.km

Capital: Riga

Population: 1,9 million

Language: Latvian

Currency: euro (EUR)

S&P Credit Rating: A+

#1

as the most startup-friendly

country in the world

(Index Ventures, 2021)

in the world in

Doing Business ranking

(The World Bank, 2020)











#2

among OECD countries in the International Tax Competitiveness Index (Tax Foundation, 2020) 0%

zero corporate income tax on reinvested profit

#16

in the world in ease of paying taxes with only 7 payments (PwC, 2020)

Taxation comparisson between LV, EE, LT, PL

	LATVIA	ESTONIA	LITHUANIA	POLAND
Tax on reinvested profit	0%	0%	15%	0%
Dividends (withholding tax)	25% (CIT) 0% (withholding tax, personal income tax) 20% (PIT in other cases)	20% (general rate) 14% (for regularly payable dividents)	15% 0% (if paid to legal entity owning more than 10% of shares for more than 12 months)	19% (CIT) 19% (WHT)
VAT	21% 12% 5%	20% 9% 0%	21% 9% 5%	23%
Personal income tax	20-23%	20% +1.6% (unemployment insurance from gross salary)	20% 32% (for employment income exceeding 81 000 EUR)	17% - 32%
Social tax paid by the employer	24%	33% +0.8% (unemployment insurance)	1.77% (general rate) 2.49% (fixed-term contracts)	20.08%
Employee's social security tax	10.50%		19.5%	13.71%







40+ investment incentives

for innovations and smart business development



Equal treatment

of foreign investors and direct dialogue with government institutions



Easy and quick

company registration in 1-3 days, access to digital government services with eID and eSignature







in the Baltics in innovations (Bloomberg Innovation Index, 2021)



digital ID for signing documents and remote access to 120+ government services



in the EU in eGovernment Benchmark 2020 (EC, 2020)



in connectivity in the EU (DESI, 2020)

Superior Connectivity

Quick and easy access from Riga to the whole Europe

RIX airport

airBaltic most punctual airline in Europe

100+ direct flights

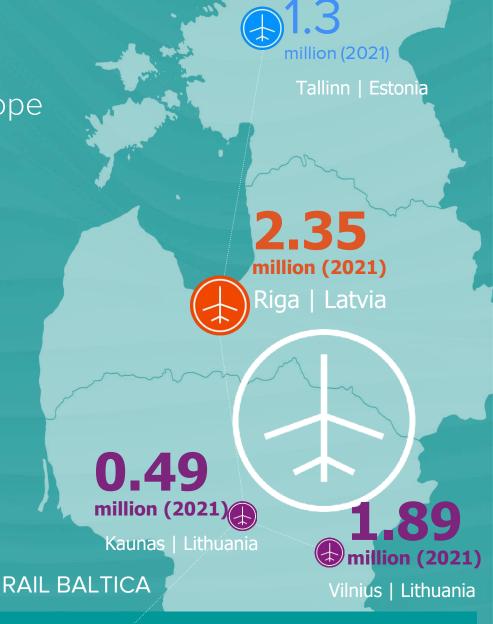
20 min to the city center

1,5-hour flight to Berlin, Copenhagen, Kyiv, Minsk, Moscow, Oslo, Prague, Stockholm, Warsaw

2,5-hour flight to Amsterdam, Brussels, Frankfurt, London, Milan, Munich, Paris, Stuttgart, Zurich

Rail Baltica

249 km/h speed for passenger trains5-hour trip Riga – Warsawby 2026 - the railway connection Tallinn-Riga-Kaunas



Transport & logistics







Economic overview

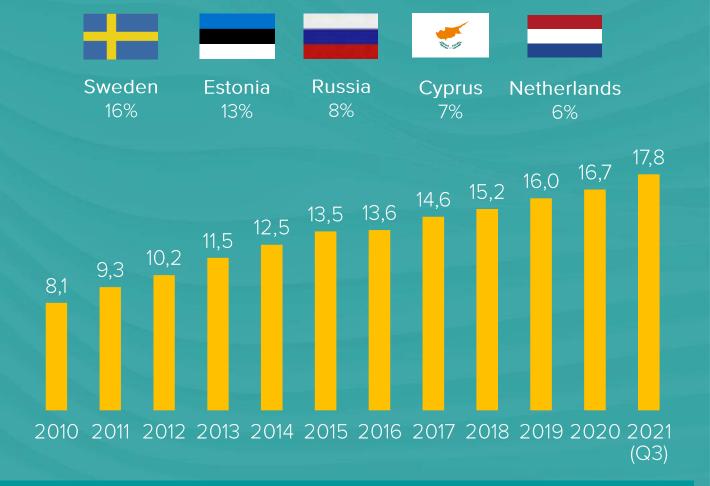
GDP rates:

- In 2018: +4.3%
- In 2019: +2.2%
- In 2020: 3.6 %
- Forecast for 2021: +5.3 %
- Forecast for 2022: +3.3%

Export

Export growth 1.7% in 2020 (compared to 2019)

Positive FDI trends and major investors Cumulative FDI into Latvia (Billions of Euro)





Export and import

Overall statistics

EU countries ensure 72% of trading turnover

Export markets

Lithuania, Estonia, Russia, Germany, Sweden

Export goods and services

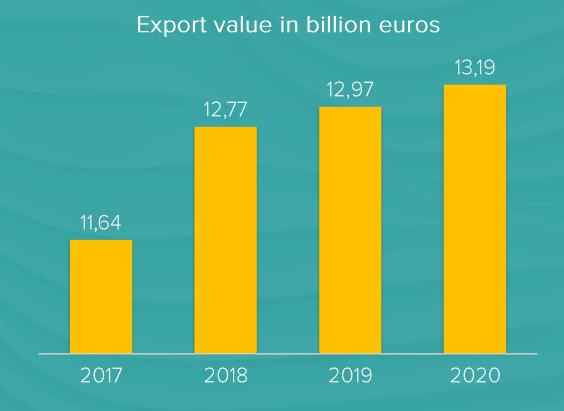
agriculture & food, wood & its articles, machinery& equipment, metal & its goods, IT, Business services, construction

Import markets

Lithuania, Germany, Poland, Estonia Russia

Import goods and services

machinery & equipment, food products, vehicles, chemicals, fuels

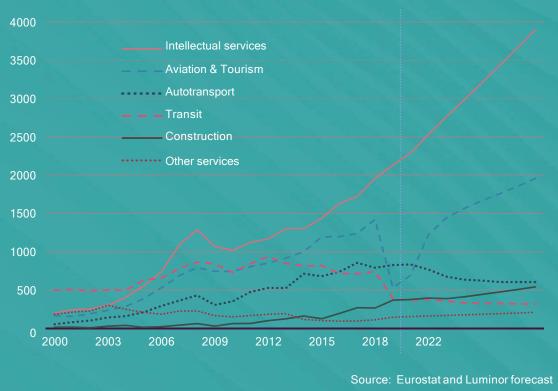




Service export from Latvia

Service export in MEUR, facts and forecast

Product and service export real change and forecast, %





Source: Eurostat and Luminor forecast



Equal treatment of foreign investors

Same rights and opportunities as for the local business



By law, foreign investors have the same rights & duties as local investors



The foreign investor may request a temporary residence permit.



Foreign companies registered in Latvia are entitled to buy land & property



Efficient start-up procedure with company registration in 1-3 days



The foreign investor may be sole founder & owner of a company



Active dialogue between the Foreign Investor's Council in Latvia (FICIL) & government institutions.



Incentives and Support Mechanisms

Local companies have access to a broad range of 40+ incentives



IDEA DEVELOPMENT (4)

The Idea Cup
Business Incubators
Accelerators
Events and support
of municipalities



BUSINESS AND INNOVATIONS (24)

Startup benefits
Innovation vouchers
Cluster programmes
Financing programmes
Norwegian grants
Employee training



EXPORT DEVELOPMENT (7)

Export promotion
activities
Cluster programmes
Export credit
guarantees
LIAA network suppor



SPECIAL ECONOMIC ZONES (5)

80% CIT and RE tax rebates in five special economic zones in Latvia



ADMINISTRATIVE FAST-TRACK

Twice faster procedures for high priority FDI projects



Incentives for Innovation and Growth



EMPLOYEE TRAINING AND KNOWLEDGE TRANSFER
Up to 200,000 EUR per company 50-60% intensity



PROMOTION OF INTERNATIONAL COMPETITIVENESS

Up to 40,000 EUR per year

50% intensity



INCENTIVES BY INDUSTRY ASSOCIATIONS

Various projects and training programmes co-financed by the EU



INNOVATION VOUCHERS

Up to 25,000 EUR for designing prototyping, testing etc. 45-100% intensity



STARTUP BENEFITS

Up to 200,000 EUR for employee salary co-financing, or tax benefits. Startup visa for 5 founders and family



LOANS AND GRANTS

Various programmes for business and individuals by state financial institution "Altum", up to 10 MEUR per project



Green corridor to enable new investment

Benefits: twice shorter administrative procedures including territorial planning, construction permits, foreign workforce relocation.

CRITERIA: 3 OUT OF 4 FOR A POSITIVE EVALUATION

1.

2.

3.

4.

5 M € investment in 3 years

50-75 jobs

Exports worth over 3 M € in 3 years

Over 250 000 € R&D or employee development





The Ecosystem Approach

Development of industries and ecosystems with high value-added

Diverse ecosystems and strong collaboration: INDUSTRY + ACADEMIA + POLICY MAKERS

Since 2014 Smart Specialization Strategy (RIS3) for Latvia is being developed – a strategy of economic transformation towards higher added value and more efficient use of resources.

5 strategic RIS3 areas have been set and ICT is one of them, playing an important horizontal value:

- 1. knowledge intensive bioeconomy;
- 2. biomedicine, medical technologies, bio pharmacy and biotechnologies;
- 3. smart materials, technologies and engineering systems;
- 4. smart Energy;
- 5. information and communication technologies.



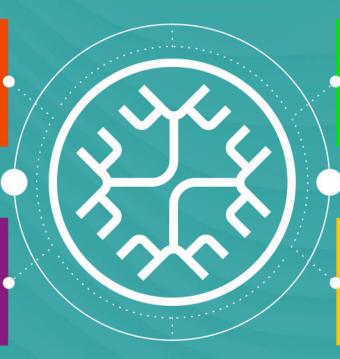


The Ecosystem Approach

Launching the **ecosystem approach** — a dynamic process of identifying prospective, knowledge-intensive value chains and mapping out the ecosystems. There are **3 ecosystems** so far, and more to come.

Identifying prospective, knowledgeintensive value chains & mapping out the ecosystems

Benchmarking ecosystem results, improving the approach, finetuning processes (process development with the OECD)



Bringing together ecosystem's expertise, defining common goals & challenges

Proactively facilitate reach of these goals with the available support incentives.

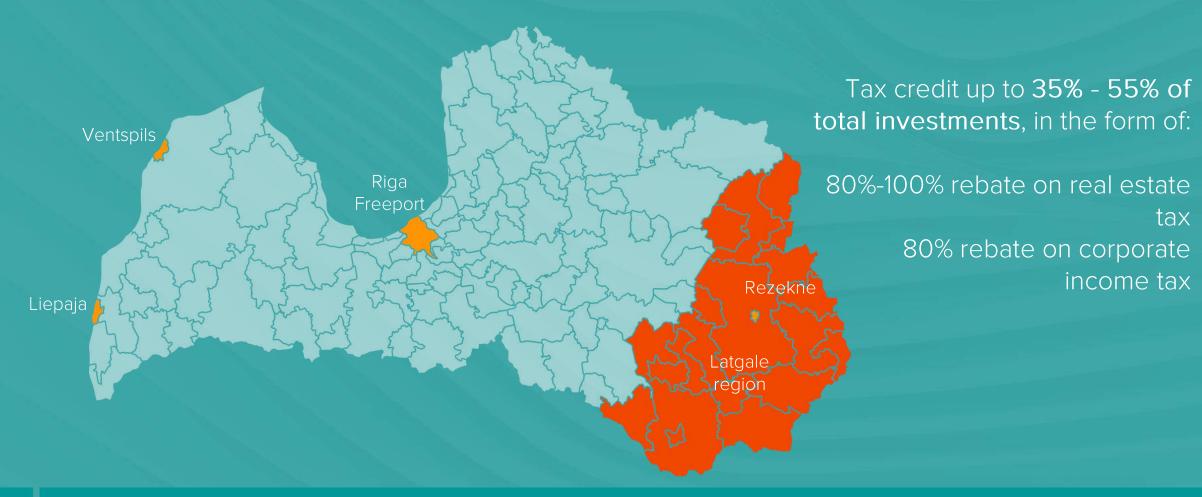


Five Smart Specialization Sectors





Special Economic Zones





Freeport of Ventspils

- o Area ~2450ha.
- o Available area for industrial development ~ 600ha
- Non-freezing, deep-water harbour (17m)
- Yearly turnover ~20mln t of cargo
- Main commodities: oil products, coal, timber, metals, mineral fertilizers, food etc.
- o Ro-Ro cargo centre of Latvia
- Closed and open storage facilities.
- Total number of companies in the port area 118, out of which 34 special economic zone companies and 14 port terminals

Channel depth and maximum harbour depth: 17,5 m Maximum draught:

- liquid cargo, dry bulk cargo: 15m
- general cargo, ro-ro, containers: 14,2 m
- Maximum ship length:
- liquid cargo, dry bulk cargo: 275 m
- general cargo, ro-ro, containers: 240 m





Liepaja Special Economic Zone – Incentives

The location is part of the **Liepaja Special Economic Zone** offering long-term (till 2035) business environment for investors. Special tax discount policy ensures particularly beneficial conditions and economic benefits for entrepreneurs:

80% rebate on applicable Corporate Income Tax

(which makes the tax rate as low as 4%, as opposed to the standard tax rate of 20% in the country) From year 2018 Corporate Income Tax rate for reinvested profit is 0%, but 80% Corporate Income Tax is applied to dividends.

80% rebate on applicable Property Tax

(which makes the tax rate as low as 0.3%, as opposed to the standard tax rate of 1.5% in the country)





LIEPĀJA - site

Zoning: Industrial (for manufacturing and warehousing).

Estimated value: 8-10 EUR/m2 (based on historic sales activities). Owned by the Special Economic zone.

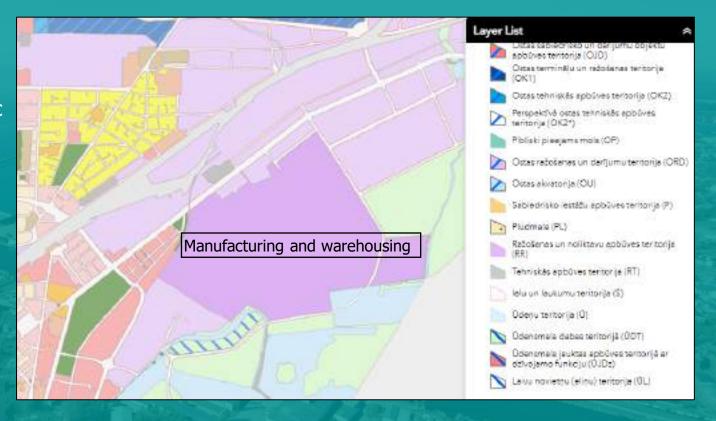
Plot addresses:

Brīvības iela 94C, Liepaja (cadaster No. 17000220151).

Estimated construction costs:

- 500-550 EUR / m2 (+VAT 21%).

Environmental permitting: class B, 60 days.



We have consulted the Environment Service and with the information given they have confirmed it is class B. We are happy to further discuss more in detail the environmental aspects of permitting.



dommopark

Great access

Reach the Baltic States and beyond from a single location near Riga, Latvia

58 ha territory

Dommo Industrial I Logistics Park offers up to 55 ha of land for your logistics or industrial project

On-site infrastructure

The territory has core infrastructure, approved zoning launch of new development.

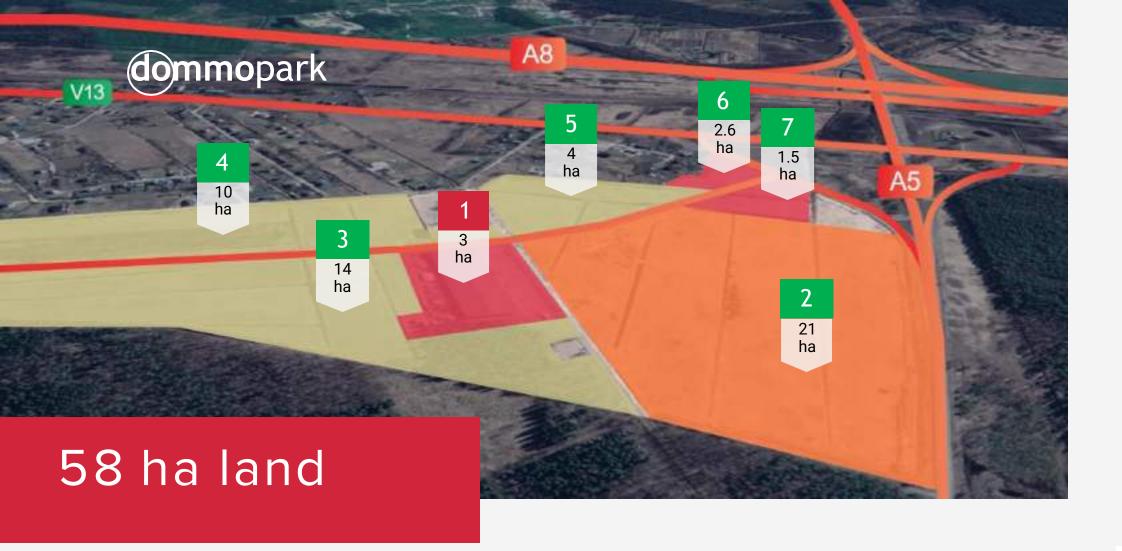
200,000 m 2 built-up area

Following approved zoning, total built-up area of new industrial, logistic and office facilities exceed 200.000 m²

12-16 months from start

Start the operations in 12-16 months from signing the





1 Operating property

Land area: 3 ha
Density: 42%
Building 12,782 m2

2 Development site (industial)

Land area: 21 ha
Density: up to 67%
Footprint: 86 000 m2 *

Development site (industial)

Land area: 14 ha
Density: up to 67%
Footprint: 49 000 m2 *

Development site (industial)

Land area: 10 ha
Density: up to 67%
Footprint: 35 000 m2*

Development site (industial)

Land area: 4 ha
Density: up to 67%
Footprint: 16 000 m2 *

Development site (office)

Land area: 2.6 ha
Density: up to 67%
Footprint: 16 800 m2 *

Development site (office)

Land area: 1.5 ha
Density: up to 67%
Footprint: 8 400m2 *

^{*} as to preliminaty sketch fit-out

ECO Industrial zone Birznieki

17 Km to the Riga City center

18 Km to the Riga International Airport

20 Km to the Riga Freeport

Next to highways Riga – Siauliai (A8) Riga bypass (A5)

Rail Baltica railway connection (2028)





Industrial zones in Latvia



42 industrial parks in total



Γhe largest park in Latvia has 120 ha



Wood production in four locations



Limited electricity capacity



Limited access to high voltage network

ECO industrial zone BIRZNIEKI ADVANTAGES



Largest in Latvia



Conveniently located and easily accessible



Access to high voltage network



Lower electricity costs due to solar energy production



Focus on wood and biotechnologies



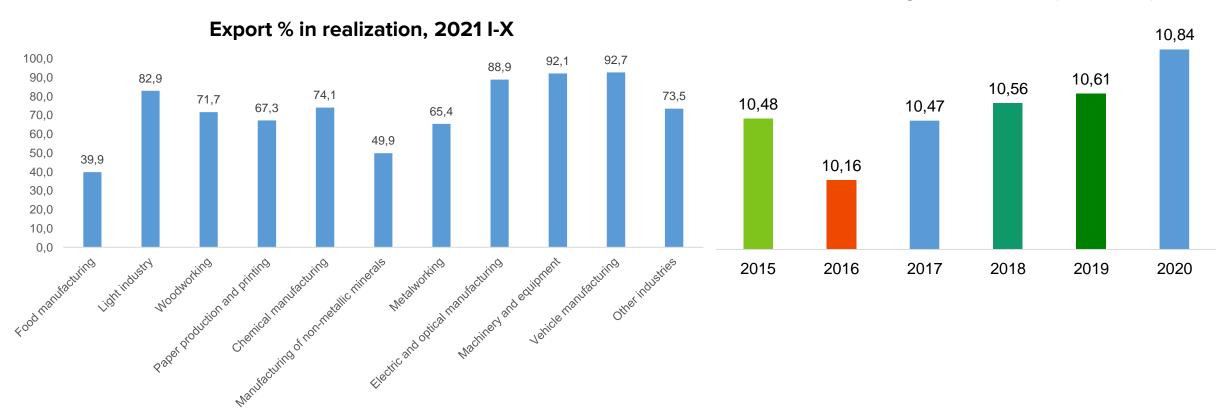
Excellent labor potential





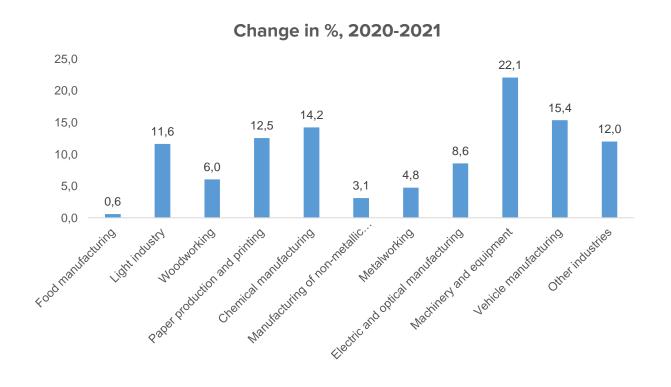
Manufacturing industry in data

Manufacturing, value-added (% of GDP)

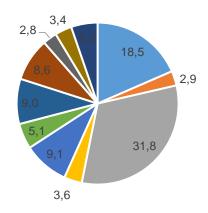




Manufacturing industry in data



2021, Manufacturing Structure

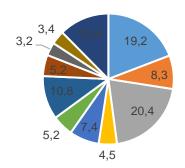


- Food manufacturing
- Woodworking
- Chemical manufacturing
- Metalworking
- Machinery and equipment
- Other industries

- Light industry
- Paper production and printing
- Manufacturing of non-metallic minerals
- Electric and optical manufacturing
- Vehicle manufacturing

Employment in manufacturing

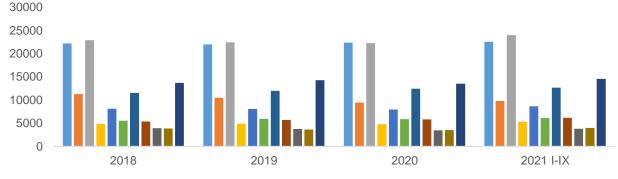
Employment in manufacturing sub-sectors, 2021 I-X



- Food manufacturing
- Woodworking
- Chemical manufacturing
- Metalworking
- Machinery and equipment
- Other industries

- Light industry
- Paper production and printing
- Manufacturing of non-metallic minerals
- Electric and optical manufacturing
- Vehicle manufacturing

Workplaces in manufacturing, 2018-2021



- Food manufacturing
- ■Woodworking
- Chemical manufacturing
- Metalworking
- Machinery and equipment
- Other industries

- Light industry
- Paper production and printing
- Manufacturing of non-metallic minerals

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- Electric and optical manufacturing
- Vehicle manufacturing



Key Players in Manufacturing by Revenue

Businesses using Latvia as playground for their ideas



Routers and wireless ISP Sales Renevue: \$418 M www.mikrotik.com



Largest biodiesel productionn complex in the Baltics Sales Revenue: \$127.15 M

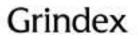
www.bioventa.com



Birtch plywood

Sales Revenue: \$259.98 M

www.finieris.lv



High-quallity pharmaceutical manufacturer

Sales Revenue: \$ 115.38 M

www.grindeks..eu



Wood panel manufacturing Sales Revenue: \$209.77 M www.Kronospan-express.com



Latvian pharmaceutical company. Developed

meldonium.

Sales Revenue: \$ 109.89 M

www.olainfarm.com



Largest food manufactuer in Latvia Sales revenue: \$201,21 M

www.dzirnavnieks.lv



Leading manufacturer of building materials.

Sales Revenue: \$ 108.69 M

www.schwenk.lv



Largest dairy and ice-cream producer in Latvia. Sales revenue: \$ 127.15 M

www.Kronospan-express.com



Latvia-based producer of wood pellets

Number of employees: 100 Sales revenue: \$ 101.63 M

www.latgran.com



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MANUFACTURING SUB-SECTORS

Technologies



















Food processing



















Woodworking















graanul învest

Life science

Grindex







STENDERS

MANUFACTURING SUB-SECTORS

Automotive







Röchling



Construction















Metalworking















Printing & Paper

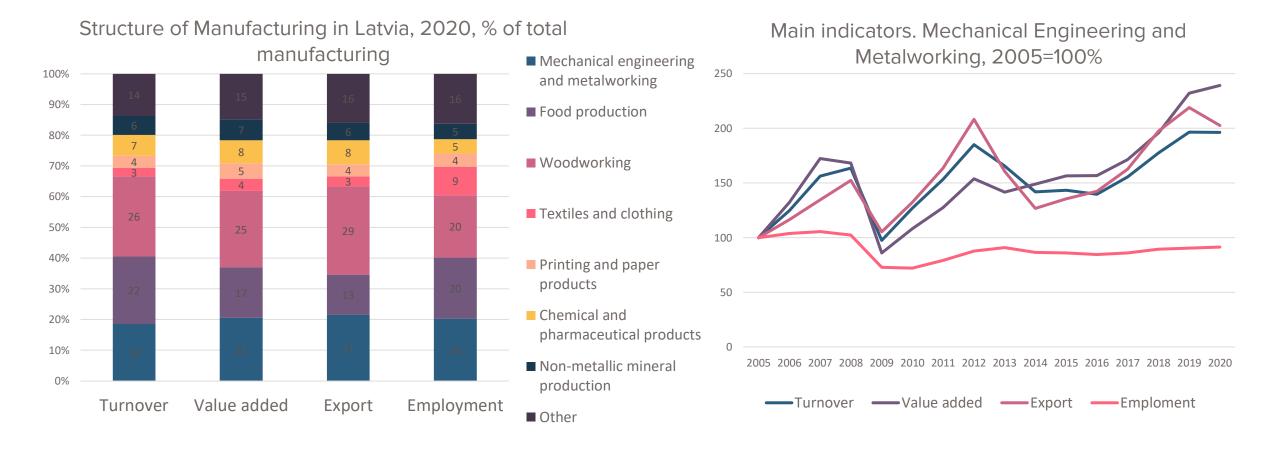






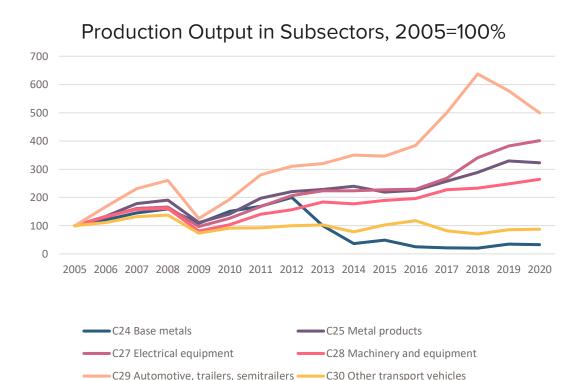


Engineering & Metalworking: Main indicators

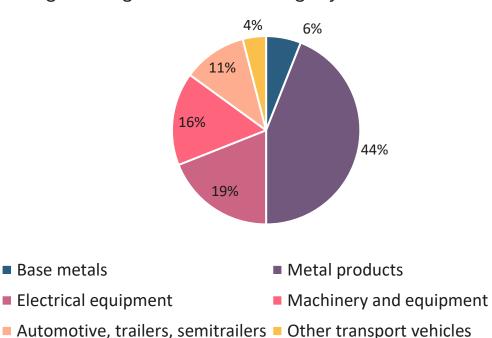




Engineering & Metalworking: Industry structure



Engineering and metalworking, by turnover, 2020, %

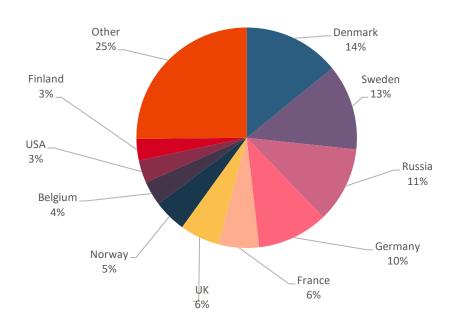


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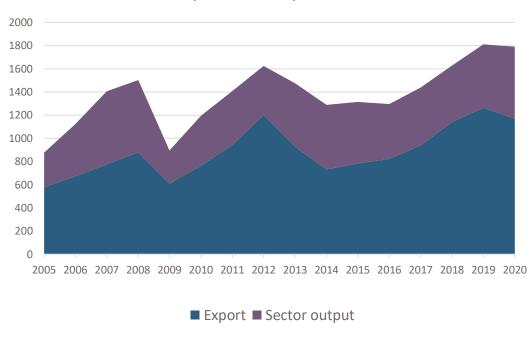
■ Base metals

Engineering & Metalworking: Export

Main Export Markets (Mechanical Engineering and Metalworking) in 2020, %



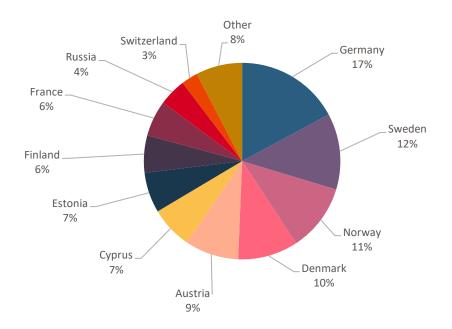
Sector Output and Export, million EUR



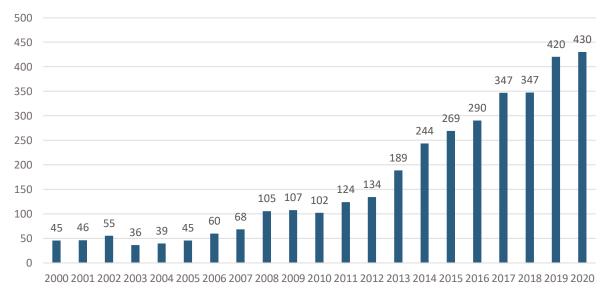


Engineering & Metalworking: FDI stock

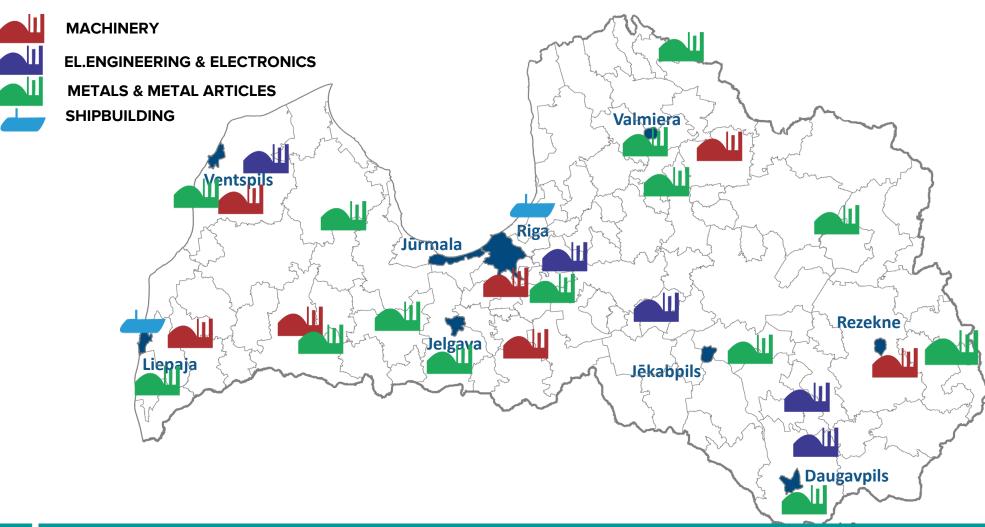
FDI Stock in Mechanical Engineering and Metalworking Industry of Latvia by Country at the end of 2020, %



FDI Stock in Mechanical Engineering and Metalworking Industry of Latvia, million EUR



Locations of manufacturing centres in Latvia





Automotive industry in Latvia

Then

Now



Riga Bus Factory (1975-1989)



Bucher Schorling Baltics



Ford Vairogs (1937-1940)



OSCar rally car

Automotive industry in Latvia

Then





Russo-Baltic Wagon Factory (1876)



Soviet minibus factory (1975-1989)



Mitsubishi WRC



Prombron cars

Use-cases and Application













- Manifacture of basic metals: ADN
 Castings, Dīlers, Krāsainie
 Lējumi, Sperre Baltic
- 2. Manifacture of machined components: **Leax Baltix**
- 3. Manifacture of machined components: **Metālmeistars**
- 4. Manifacture of metal products, **Dambis**
- Manifacture of metal products:
 Dinex, AKG Thermotechnik
 Lettland
- Manifacture of metal products:Malmar Latvia



Use-cases and Application













- Manifacture of metal products:**Ditton Pievadķēžu Rūpnīca**
- Manifacture of metal products:
 Lesjofors Gas Springs,
 Trelleborg Wheel Systems
- Manifacture of trailers and semitrailers: **Mono-Transserviss**
- Manifacture of of trailers and semitrailers: Zieglera mašīnbūve
- Manifacture of trailers and semitrailers: Russo-Baltic, Var C
- 6. Manifacture of rubber components:: **Baltijas Gumijas fabrika, Elk Plus**



Use-cases and Application













- 1. Manifacture of interior components: **Artex**
- Manifacture of interior components: Froli Baltic, Rochling Automotive MIlzkalne
- 3. Manifacture of glass-fibre:

 Valniera Glass Fibre, Culimeta

 Baltic, Padtex Insulations
- 4. Manifacture of plastic components: **Skan-Tooling**
- 5. Supply to industry: **TTS, SFM Latvia**
- 6. Supply to the industry: **Madara** containers, Rubate



Success story — Bucher Municipal

Bucher Municipal is an international manufacturer of cleaning and clearing solutions

«We are aware of our responsibility to society and the environment for ensuring roads and public spaces are kept clean and safe, and we live up to it by focusing on functional engineering, environmental integrity, and driving comfort.» — Aurelio Lemos, Bucher Municipal Division President

Subsidiary 'Bucher Schoerling' is producing tanks for street sweeper trucks in Ventspils since 2011. www.bucherindustries.com/en/

19 sites across 5 continents

2 327 employees

- 180+ customer service centres
- 462 million CHF revenue in 2020





Success story — Axon cable

French company that has established a daughter company Axon Cable Latvia in Daugavpils

Axon' design and manufacture innovative cabling, interconnect solutions, cable assemblies, connectors and mini systems for high tech applications.

In Latvia, the assembly of harnesses and connectors is carried out to meet the needs of the European market, with more than 80% of products being exported.

www.axon-cable.com

- 50 years of innovation
- **500** employees

- 200 engineers specialised in metallurgy & electronics
- 103 million USD revenue in 2020





Success story — Artex AB

Swedish company with a subsidiary in Latvia manifacturing automotive interior parts and components

Artex AB manufactures textiles. The Company provides fabrics for the automotive, furniture, and marine industries. Artex serves customers throughout Sweden. Artex AB has 50 employees at this location and generates \$15.79 million in sales (USD). There are 4 companies in the Artex AB corporate family.

<u>www.artex.se</u>

- 6 production units
- 200 000 metres fabrics/ year

- 250 employees
- 250 000 seats refurbished





Success story — AKG Group

German company that has a daughter company in Jelgava, manufacturing heat exchange units/radiators

Development and production of high-performance heat exchangers and complete cooling modules for application in construction equipment, compressed air equipment, industrial coolers, agricultural and forestry equipment, vehicle construction, railroad vehicles, aviation, household appliances and special applications.

www.akg-group.com

- 13 production facilities wordwide
- 280 employees in Latvia

40 MEUR investment

2005 – in Latvia since





Education

Internationally recognized education to match the demand of the industry

88 higher education programs

7638 students in engineering programs

1153 graduates

14 universities and colleges



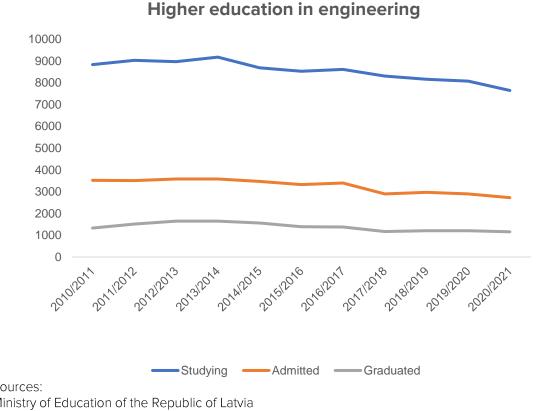
Riga Technical University – Engineering and mechanical engineering



University of Latvia – Mechatronics, industrial engineering



Transport and Telecommunications institute— Electronics, Aviation transport, Engineering in electronics, logistics



Sources:

Ministry of Education of the Republic of Latvia



Technology events in Latvia

Latvia provides various top-notch technology and engineering events

Deep Tech Atelier conference and practical workshop for deep tech startup creation

5G & IoT use-cases in transportation, infrastructure, military & defence, agriculture & forestry, environmental monitoring at 5G Technitory

Mechanical and electrical engineering business forum introduces international companies with the engineering scene in Latvia.



Turn scientific exellence into market success

https://deeptechatelier.com/



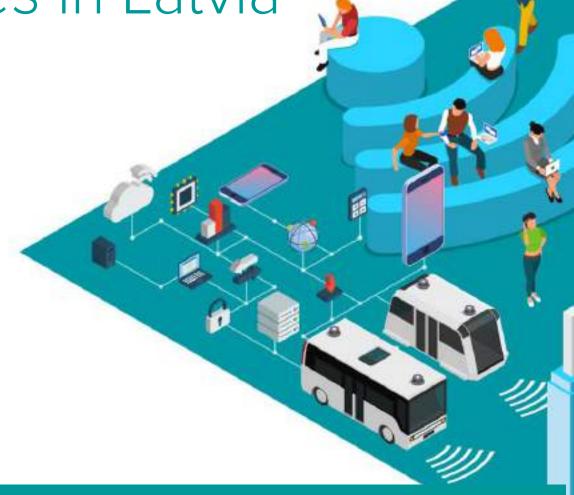
World's leading 5G event takes place in Riga www.5gtechritory.com

Association of Mechanical Engineering & Metalworking Industries in Latvia

- Voluntary, public, non-profit organization
- Activities since 1994
- About 160 members (2020)
- Promotion of the industry/companies & education
- Cooperation with state and public institutions
- Membership in international confederations: ORGALIME (engineering, technical directives), CEEMET (employers), EUROMETAL (traders of metal)
- Sector database and analysis
- Partner match-making



www.masoc.lv





Industry Associations

Latvian Eletrical Engineering & Electronics Industry Association

- Voluntary, public, non-profit organization
- Activities since 1995
- 94 members
- LETERA unites companies, research and educational institutions registered and operating in Latvia, whose activities are related to industry of electronics and electrical engineering, information and communication technologies
- Cooperation with state and public institutions
- Sector database and analysis
- Partner match-making



www.letera.lv



International Chambers of Commerce

Trusted partners and professional services for your business















They chose Latvia

















































Latvia – where investors meet opportunities

#4

by number of projects in the EU (EY, 2021)

32

new investment projects in 2021 (LIAA, 2021)

#5

by jobs created per 1 million population in Europe (EY, 2021)

643 M

EUR worth of investment in 2021 (LIAA, 2021)

79%

increase in FDI in 2020 (EY, 2021)

2.6 B

EUR worth projects in pipeline for fast-track «Green Channel» (LIAA, 2021)







Welcome on board!

invest@liaa.gov.lv +371 6703 9473 www.investinlatvia.org www.liaa.gov.lv



About Us



Investment and Development Agency of Latvia

Government agency with a global presence

300 employees

20 representative offices around the world

4 departments











LIAA international presence





Investment and Development Agency of Latvia

Your personal guide for setting up business operations in Latvia



Assistance with investment location selection & implementation of investment projects.



Provision of all relevant information on business opportunities & business incentives.



Identification of the best property options for manufacturing facilities, offices, & greenfield development.



Assistance in establishing contacts with Latvian business partners, municipalities, & associations.

