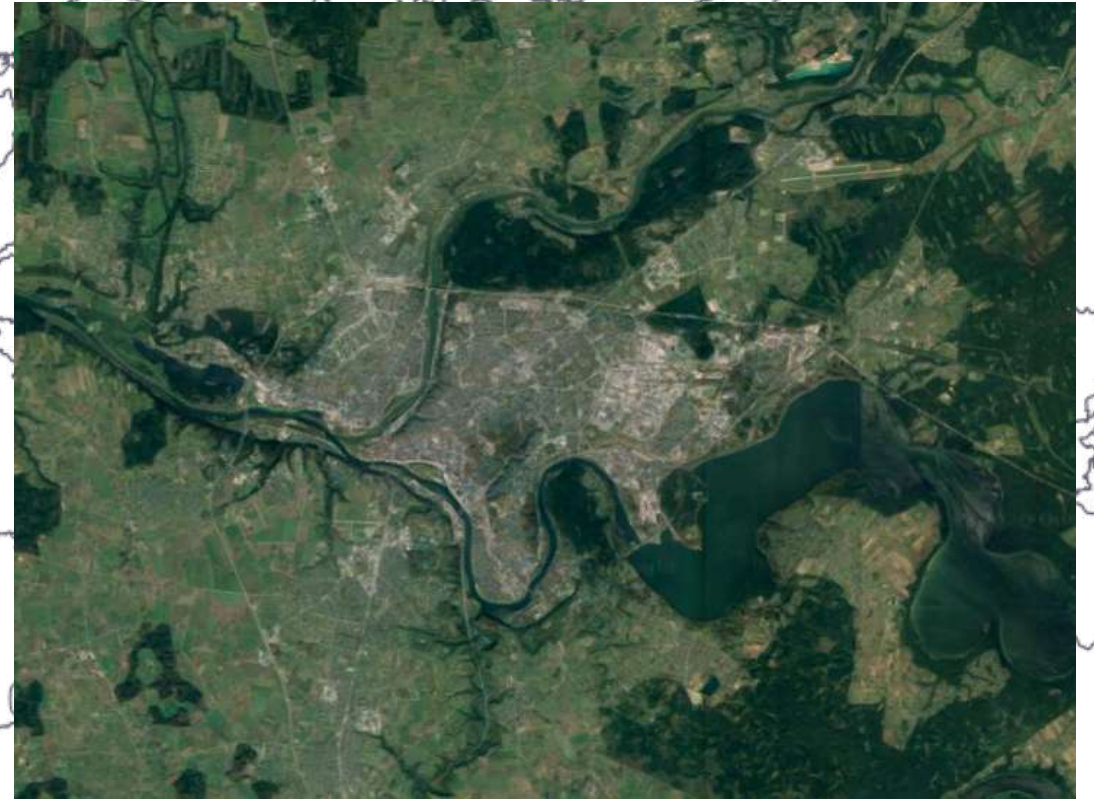




Kaunastic Business



Pittsburgh & Kaunas



Kaunas in Numbers*

NUMBERS (Kaunas Region)

TERRITORY, km²:

157

GDP per capita, Eur

16 700

POPULATION:

385 787

INFRASTRUCTURE

TO KAUNAS AIRPORT:

17 km

TO KLAIPĖDA PORT:

228 km

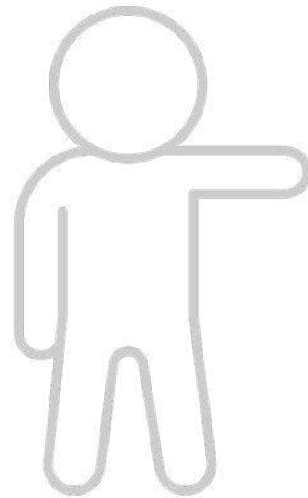
TO VILNIUS AIRPORT:

100 km

* Statistics Lithuania, 2020.

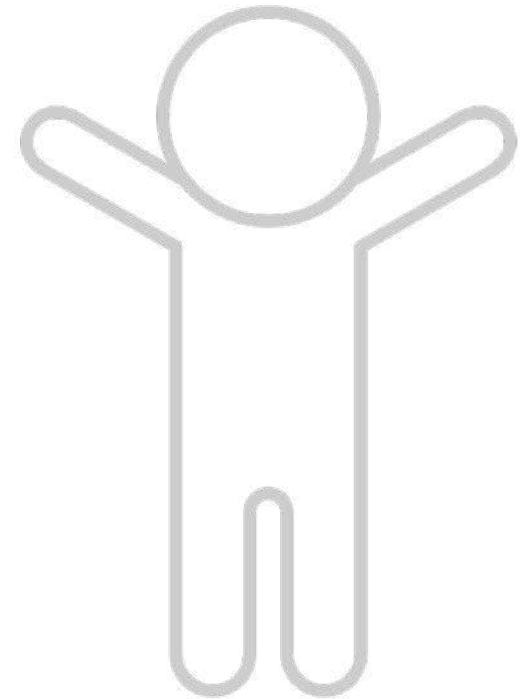
Population Growth 2019

+ 2610



Kaunas city

+ 3913



**Kaunas city together
with Kaunas district**

Connectivity



26 direct flights before COVID-19

Norway: Alesund, Bergen, Stavanger, Oslo*

Ireland: Shannon, Dublin

Finland: Turku

Germany: Cologne, Nuremberg

United Kingdom: Edinburgh, Bristol, London (LTN, STN)

Spain: Palma de Mallorca, Alicante, Girona

Italy: Milan, Bologna, Rimini, Naples

Poland: Warsaw

The Netherlands: Eindhoven

Denmark: Copenhagen

Israel: Eilat

Greece: Rhodes

Cyprus: Paphos

Croatia: Zadar*

* confirmed, will start operating post Covid-19.

Traditional Sectors



Furniture



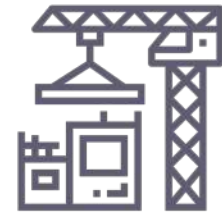
Food



Logistics

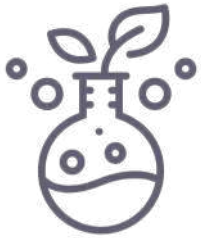


Electronics



Construction

Key Sectors for FDI



Life Sciences



ICT



MRO



Automotive
components



GBS

Developing Sectors



GameDev



Medical Tourism

Startups **community** in Kaunas

Kaunas was ranked in **112th position** in 2020 (risen by 352 positions in comparison to 2018) in „Startup Blink Global“ rankings.

More than 110 startups are located in Kaunas region.

Most of the startups in Kaunas are:

- Software development – 19,8%
- Health care – 11,9%
- Game development – 7,9%
- Education – 5,9%
- *fintech* and marketing – po 5,9%

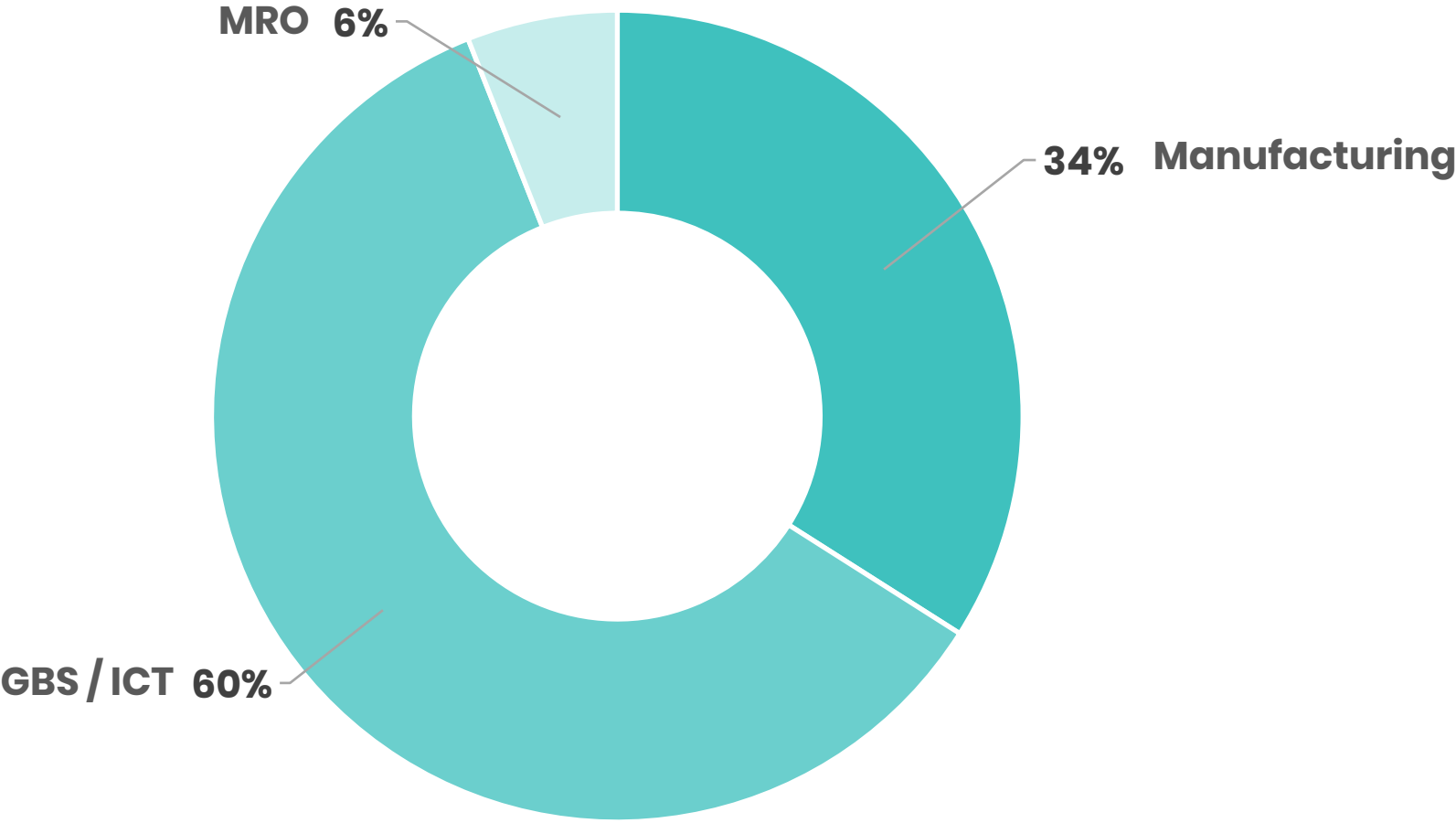




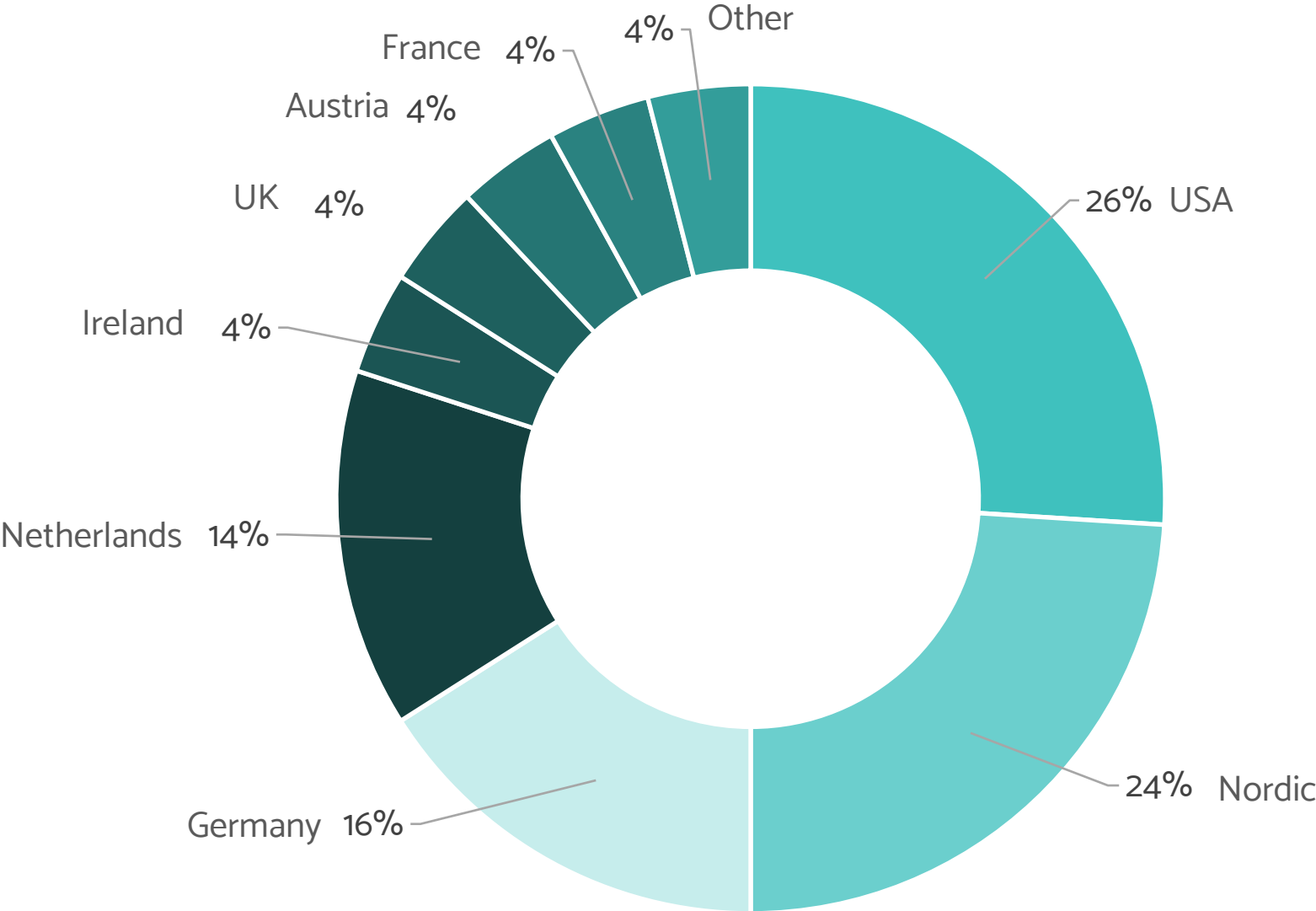
Foreign Direct Investments. Kaunas



FDI in Kaunas: by Sector



FDI in Kaunas: by companies in Country



Source: Invest Lithuania.

FDI in Kaunas: 2019 & 2020 so far*

Year/Sector	number of projects	number of new workplaces planned	planned investments, mln. EUR
2020	2	170	0,0
R&D	1	50	0,0
Shared Services Centre	1	120	0,0
2019	9	483	69,5
Customer Contact Centre	1	50	0,5
IT development	1	25	0,0
Logistics, Distribution & Transportation	1	109	48,3
Maintenance & Servicing	1	59	6,5
Manufacturing	4	180	14,1
Shared Services Centre	1	60	0,0
Grand Total	11	653	69,5

* Information by Invest Lithuania, 2020.

Investors coming to Kaunas

Manufacturing

till 2012

Mondelēz
International

1993



2001



1994



2003



2006



1995

KB Components
VALUE THROUGH INNOVATION

2004

FINNFORM
INSULATION YOU CAN TRUST

2011

2017

AL-KO
QUALITY FOR LIFE



2019

MIKRON

Investors coming to Kaunas

GBS ir ICT

till 2012



No Magic Europe

1999

FESTO

2005

DEMATIC

2007

HEGELMANN
LITHUANIA

MICRO MATIC



2004

db DEVBRIDGE®

KAYAK

2011

2012-2016

TransUnion
Formerly Callcredit
2012

Present Connection
2012

adform
2013

virtustream
2013

VISMA
2013

R1™
2014

Bentley®
Advancing Infrastructure
2015

Xplicity
2016

2017

CGI

CUJO AI

GEOPHY

MERIDIA

TIMETRAVELS

2018

centric
connect.engage.succeed.

HYARCHIS
CONTENT SERVICES

JUVARE

NKT

OAG

ORACLE

2019

Nordzucker

2020

Evolution Gaming

Investors coming to Kaunas

MRO





Talent Pool

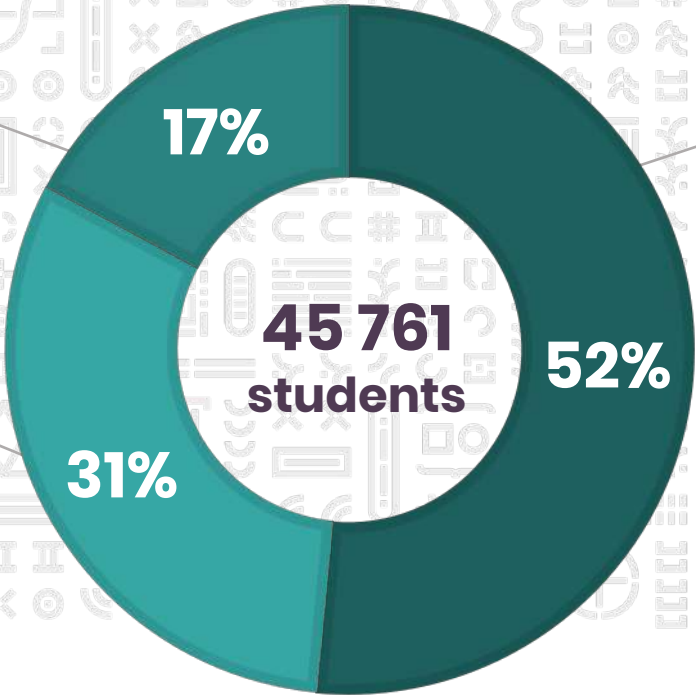


Students in Kaunas

Other

STEAM

Social



Vilnius Academy of Arts

LSU LITHUANIAN SPORTS UNIVERSITY



Kaunas Faculty

ktu 1922
kaunas university of technology

 LITHUANIAN UNIVERSITY OF HEALTH SCIENCES



VYTAUTAS MAGNUS UNIVERSITY
MCMXXXII

MRU
MYKOLAS ROMERIS UNIVERSITY

Universities	Universities of Applied Sciences	Vocational Schools
7	6	13
28273	9440	8048

Number of Students*

* Statistics Lithuania, 2020

Science & Technology Valleys

- Centre for the Latest Pharmaceutical and Health Technologies
- National Open Access Scientific Centre for Future Energy Technologies
- National Open Access R&D Centre within KTU



Santaka



Nemunas

- Animal Health and Material of Animal Origin Quality Open Access Centre
- Food Science and Technology Competence Centre
- Open Access Joint Research Centre of Agriculture and Forestry

Labour Pool*

KAUNAS CITY

LABOUR POOL:

161 600

UNEMPLOYMENT, % :

5,5

AVERAGE MONTHLY SALARY, PRE-TAX, EUR:

1 406

KAUNAS REGION

LABOUR POOL:

300 100

UNEMPLOYMENT, % :

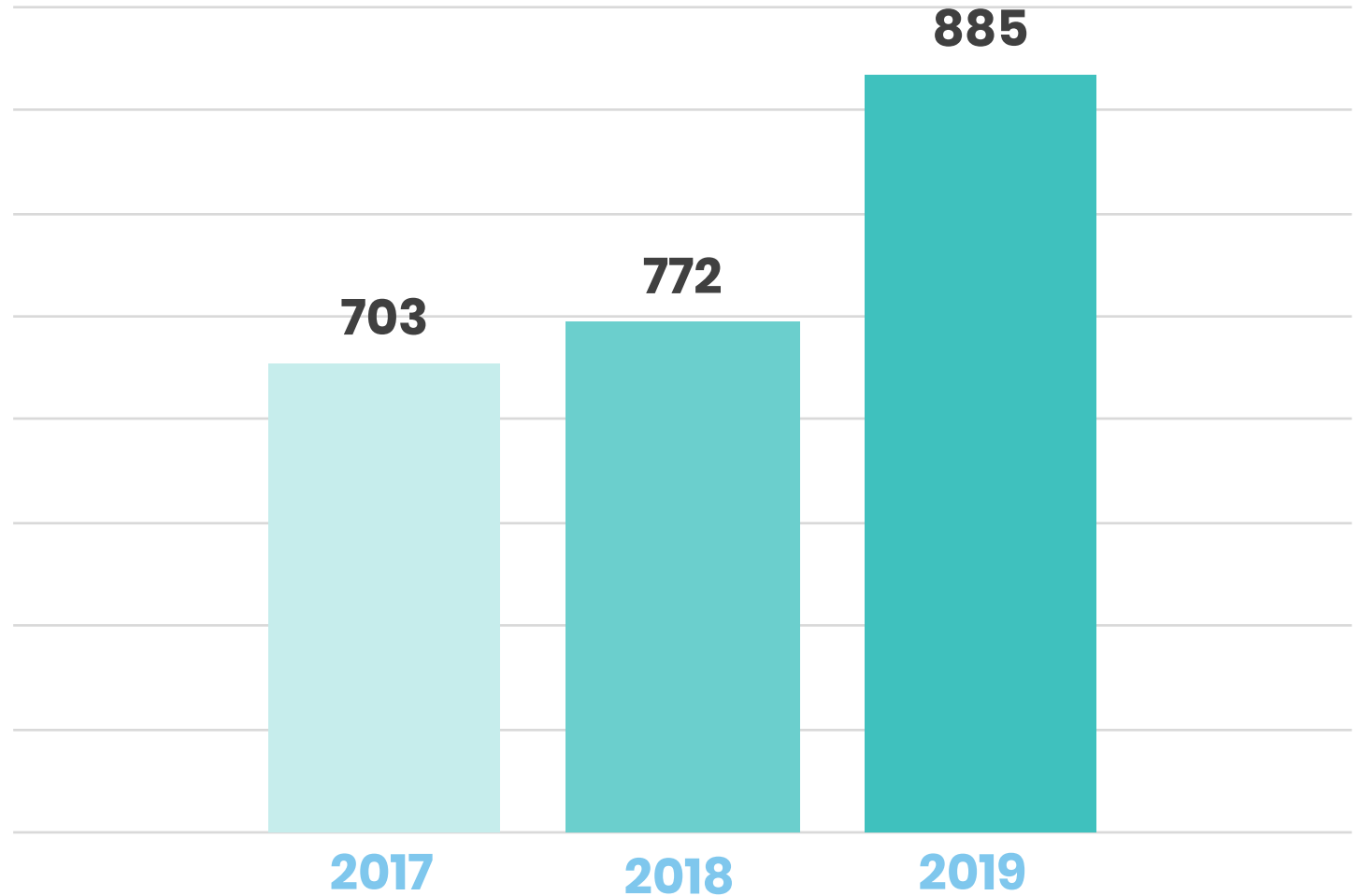
6,2

AVERAGE MONTHLY SALARY, PRE-TAX, EUR:

1 356

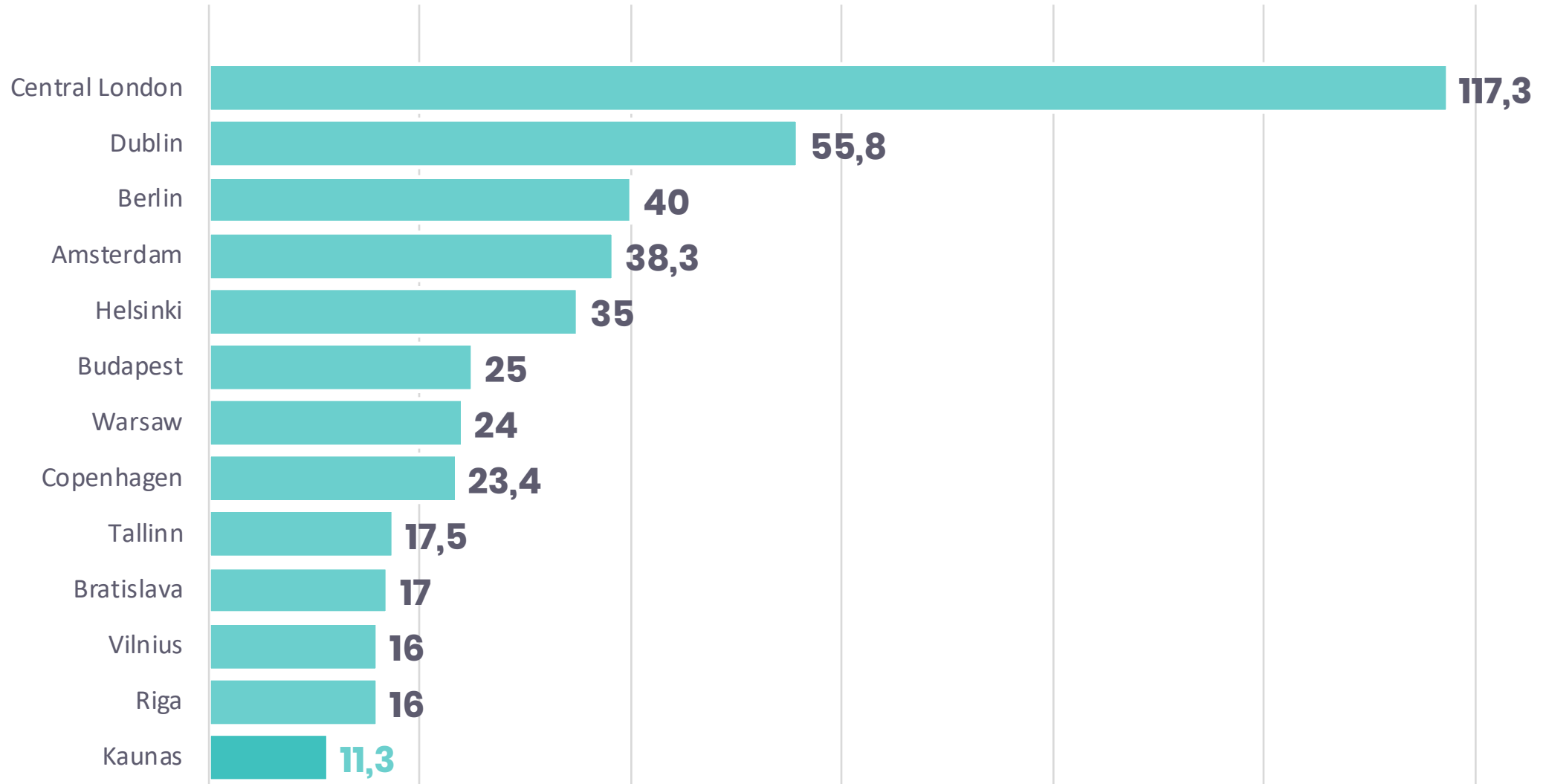
* Statistics Lithuania, 2020.

Average salary (post-tax) in Kaunas city, EUR*



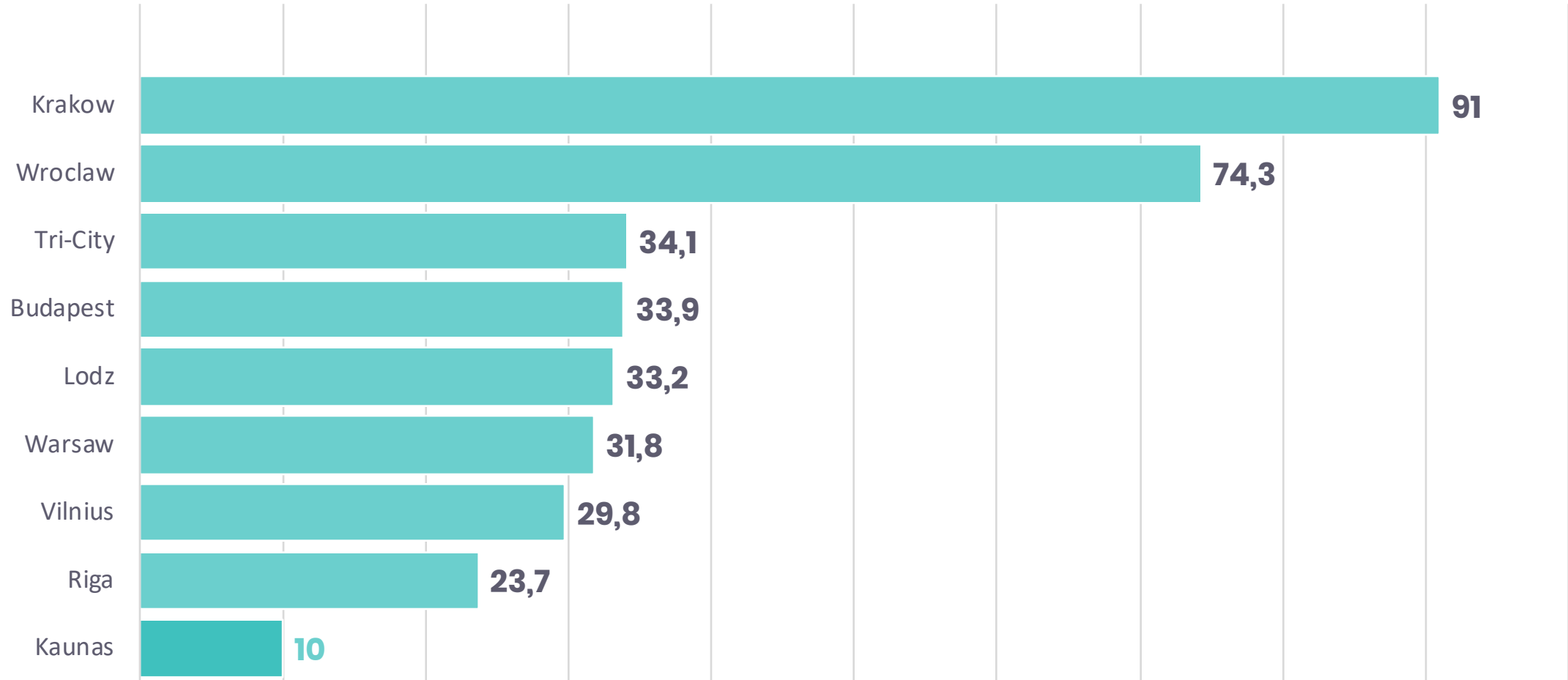
* Statistics Lithuania.

Monthly prime rent in Europe*



* sq.m/month. Source: BNP Paribas Real Estate.

Saturation of GBS: the Potencial we have*



* Number of people working in Business Centers per 1000 residents. Source: Invest Lithuania.



Location & Logistics



Kaunas Free Economic Zone: the location & incentives

The 534 ha territory of Kaunas Free Economic Zone (FEZ) is located near Kaunas City, near the Kaunas International Airport, near roads A1 and A6.

0% profit tax*

50% reduction on profit tax**

0 % property tax

0 % tax on dividend

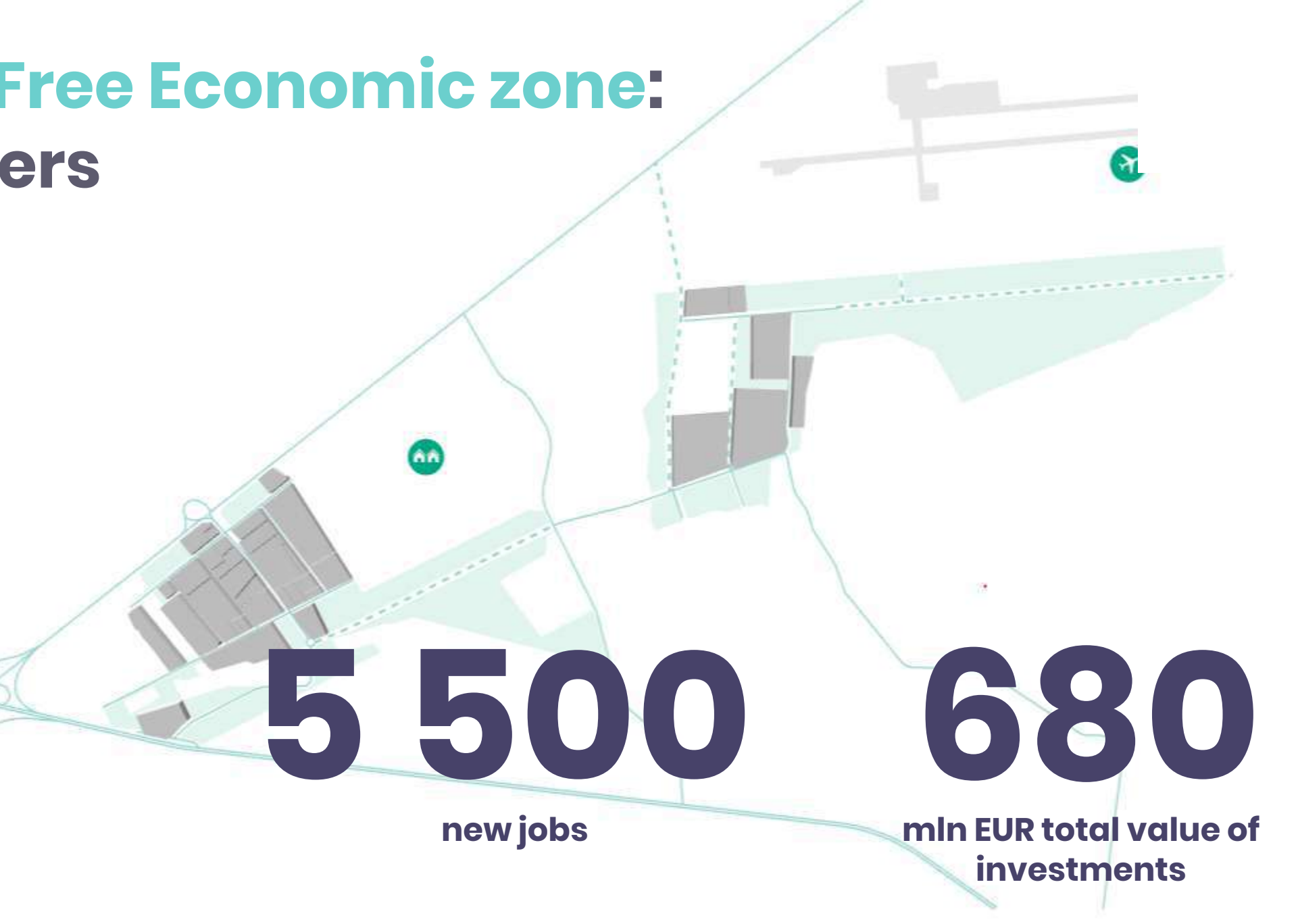
* First 10 years.

** 5 more years.

All the tax incentives applies if a company fits statutory requirements.



Kaunas Free Economic zone: in numbers

A stylized map of the Kaunas Free Economic Zone. The zone is outlined in a light green dashed line. Inside the zone, there are several grey rectangular shapes representing industrial buildings or plots. A green circular icon with two white figures is located in the center-left of the zone. Another green circular icon with a white airplane is located in the top right corner, outside the zone. The map is set against a white background with some light green lines representing roads or boundaries.

34

companies

5 500

new jobs

680

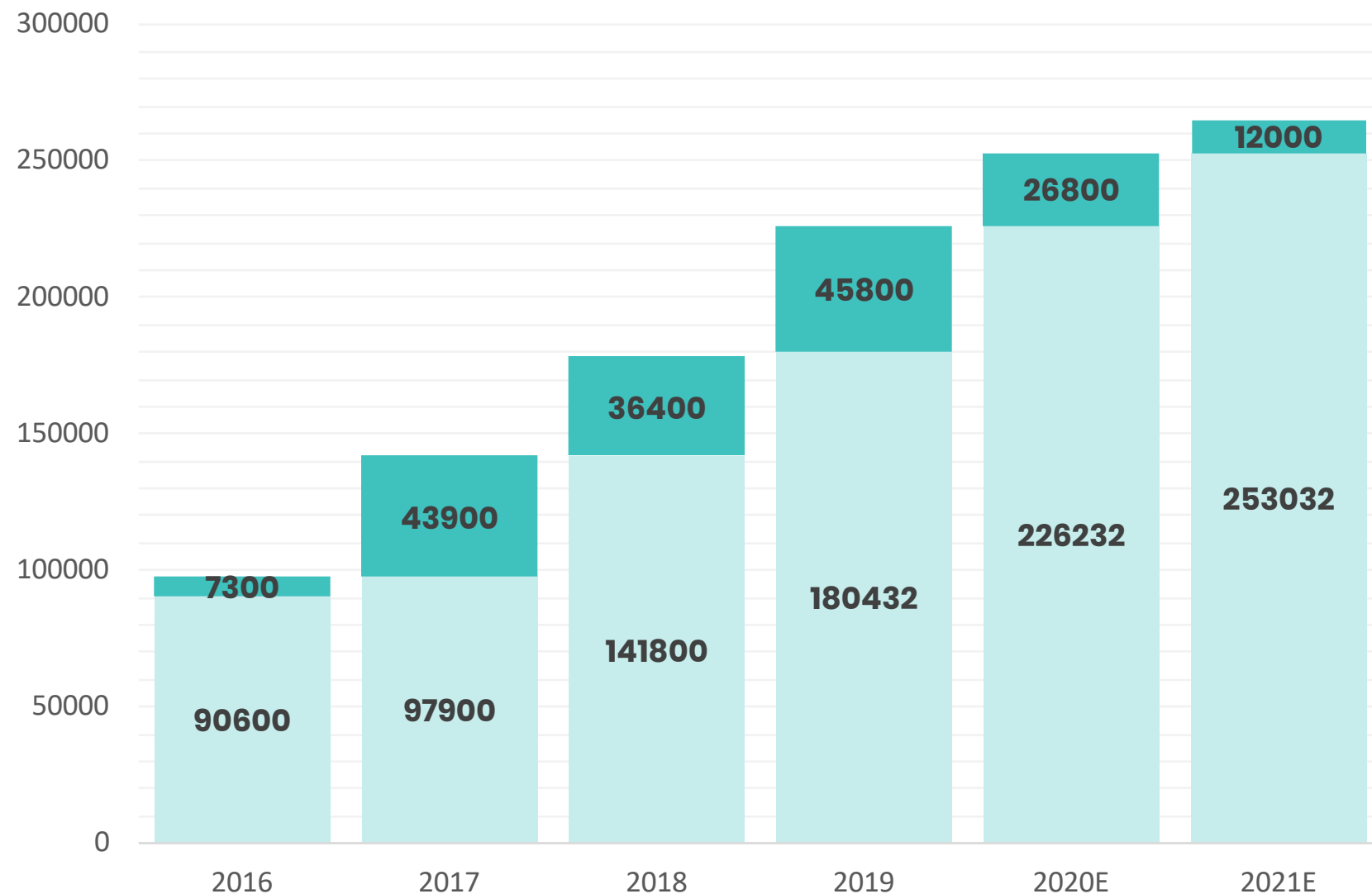
**mln EUR total value of
investments**

Dynamics of Office Spaces*

17% vacancy level.

On average ~17% cheaper than in Vilnius:

- 7-11,5 EUR/sqm (B class)
- 12-13,5 EUR/sqm (A class).



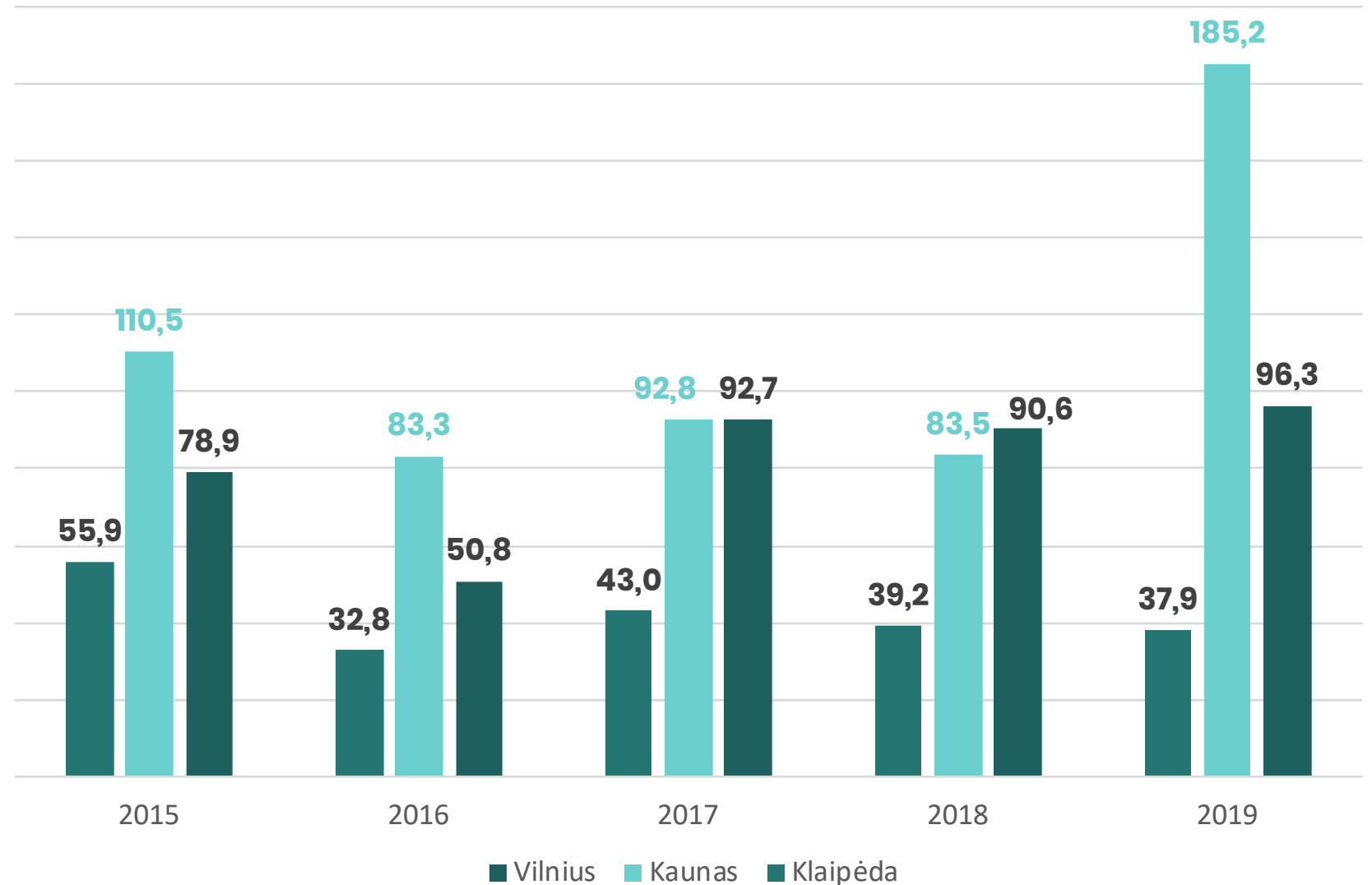
* number: of square meters in modern offices of Kaunas. Source: Newsec.

Dynamics of New Industrial & Warehouse Space

28 % (382 100 sqm) premises of Lithuanian modern warehouse market – Kaunas.

~2% vacancy rate.

The perspective of Kaunas: industrial leader in the Baltic countries and the most convenient location logistically in Lithuania.



Kaunas Airport (KUN): cargo potential

6

Cargo planes from-to
KUN everyday (2020, H1)

2940

Tons of cargo from-to KUN
everyday (2020, H1)

110k

Capacity of annual
cargo in tons

S. Darius and S. Girėnas airfield



Major Regional Road Development Projects

Via Baltica (Poland-Kaunas-Riga).

Poland-Kaunas:

1 stage: 40 km, 156,4 mln. EUR, in 2018;

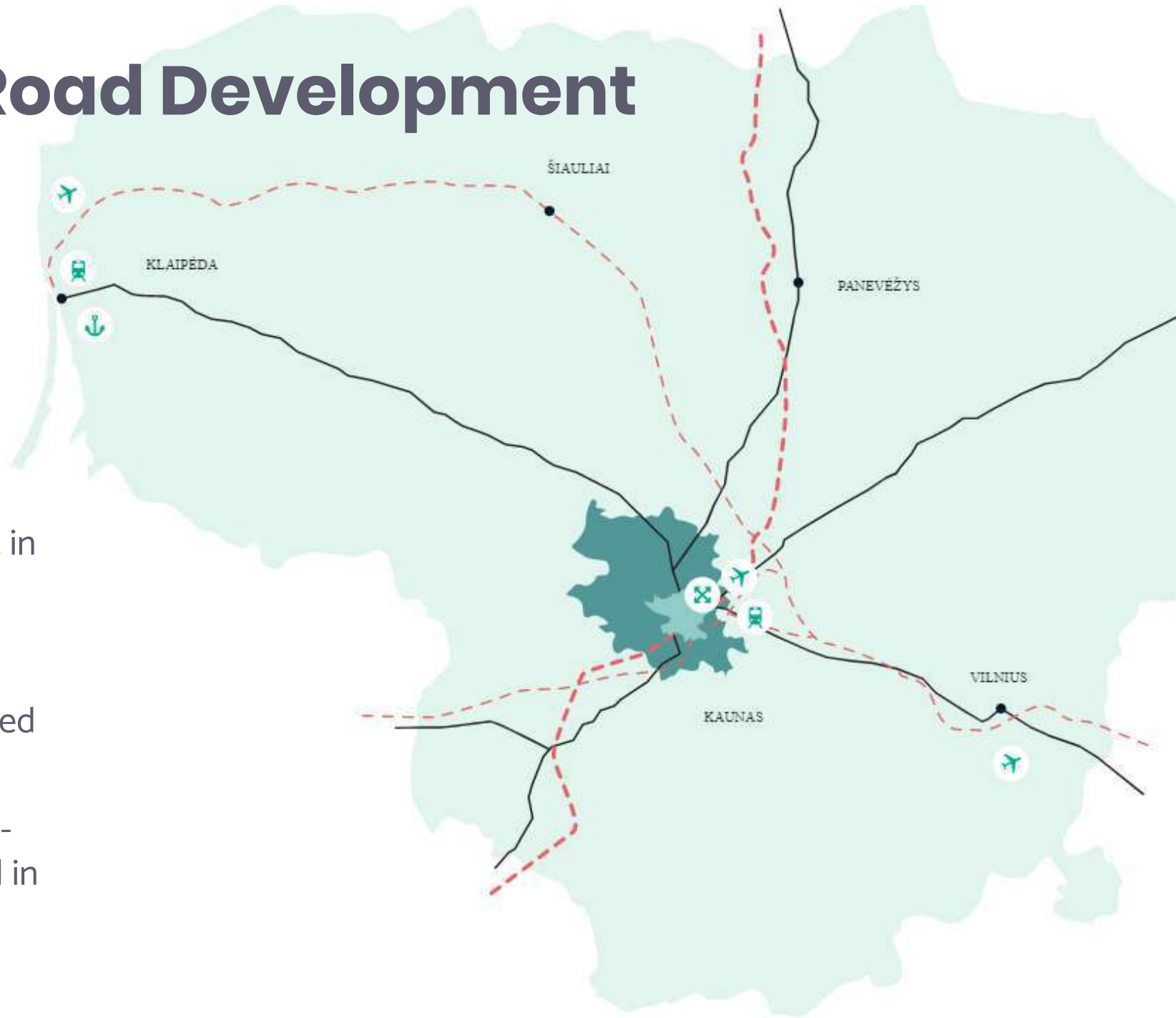
2 stage: 40 km, 300 mln. EUR, in 2020-2025.

Kaunas-Latvia 194 km, 704 mln. EUR, in 2020-2033.

A1 (Kaunas-Vilnius).

130km/h, 66,5 mln. EUR, completed in 2019-2020;

8 lanes („Kaunas section”, 99,1km-107km), 100 mln. EUR, completed in 2019-2021.



Rail Baltica Project & Development

European-standard rails.

Fully operating network – 2026.

Kaunas – the busiest spot in the network.

2 lanes:

1 lane – for cargo (up to 120 km/h).

2 lane – for commuting (up to 249 km/h).



Kaunas Intermodal Terminal (KIT)



3

Hours, duration of
service trains

45

Up to 45 days of free
container warehousing

55k

TEU annual
loading capacity

Kaunas Aleksotas Innovation Park (AIPP)

Project: Kaunas AIPP.

Location: Aleksotas district. 7 min drive from the city center.

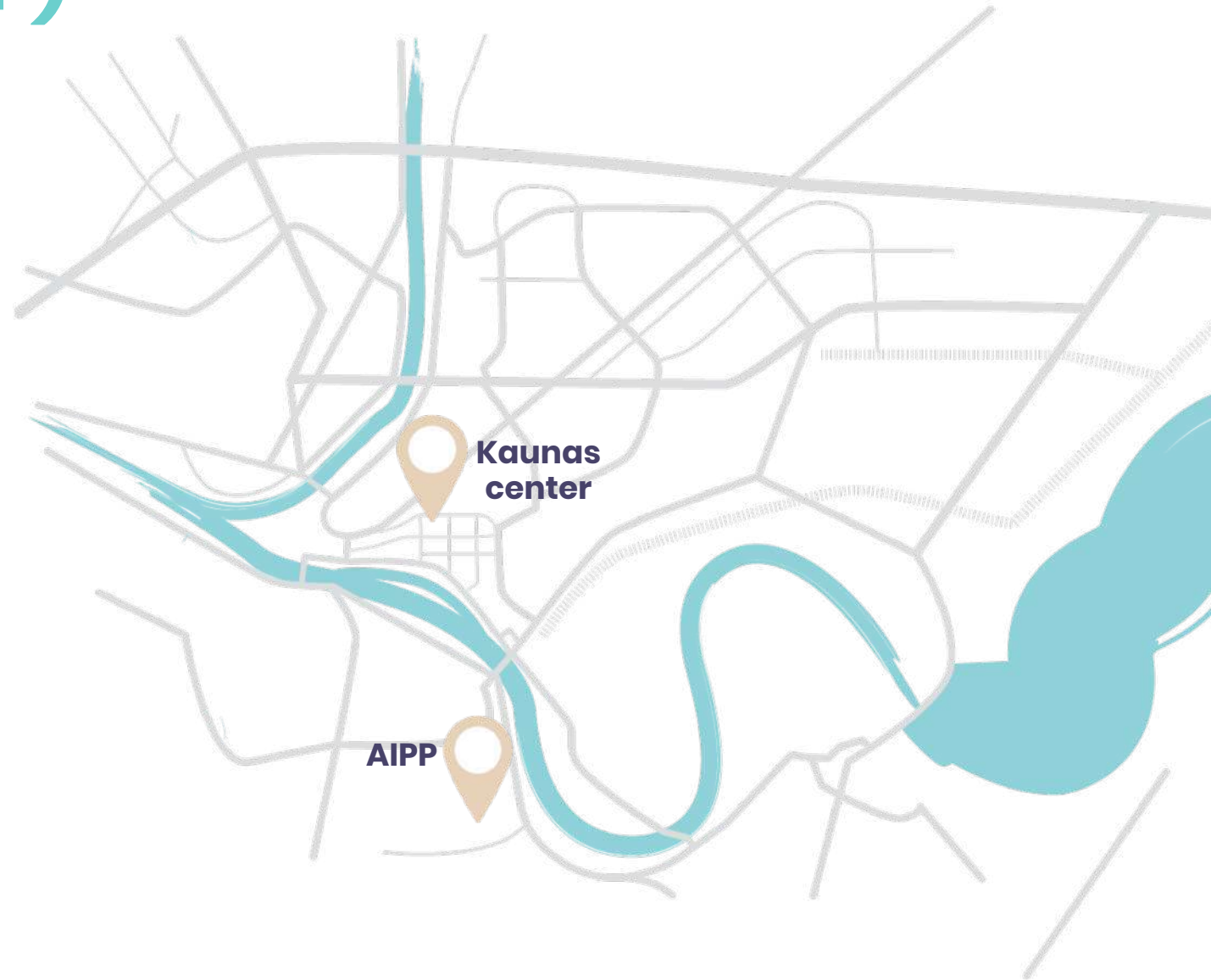
Goal: to create a regional innovation hub.

Total Plot Area: 30 ha.

Greenfield: Individual land areas 1 – 5 ha.

Land Usage term: Long term (49-year) lease.

Brownfield: 14 000 m² building with separate adjustable premises.



AIPP: Facts & Numbers



14k

m² total area

7k

m² ground floor

1k

m² office space

6k

m² prototype
production space

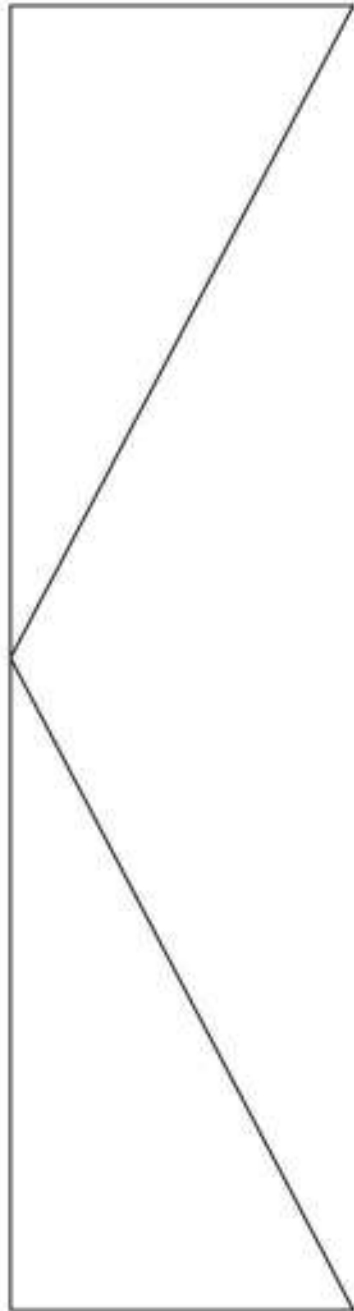


Culture & Tourism

Kaunas European Capital of Culture 2022

**ConTemporary
Capital**





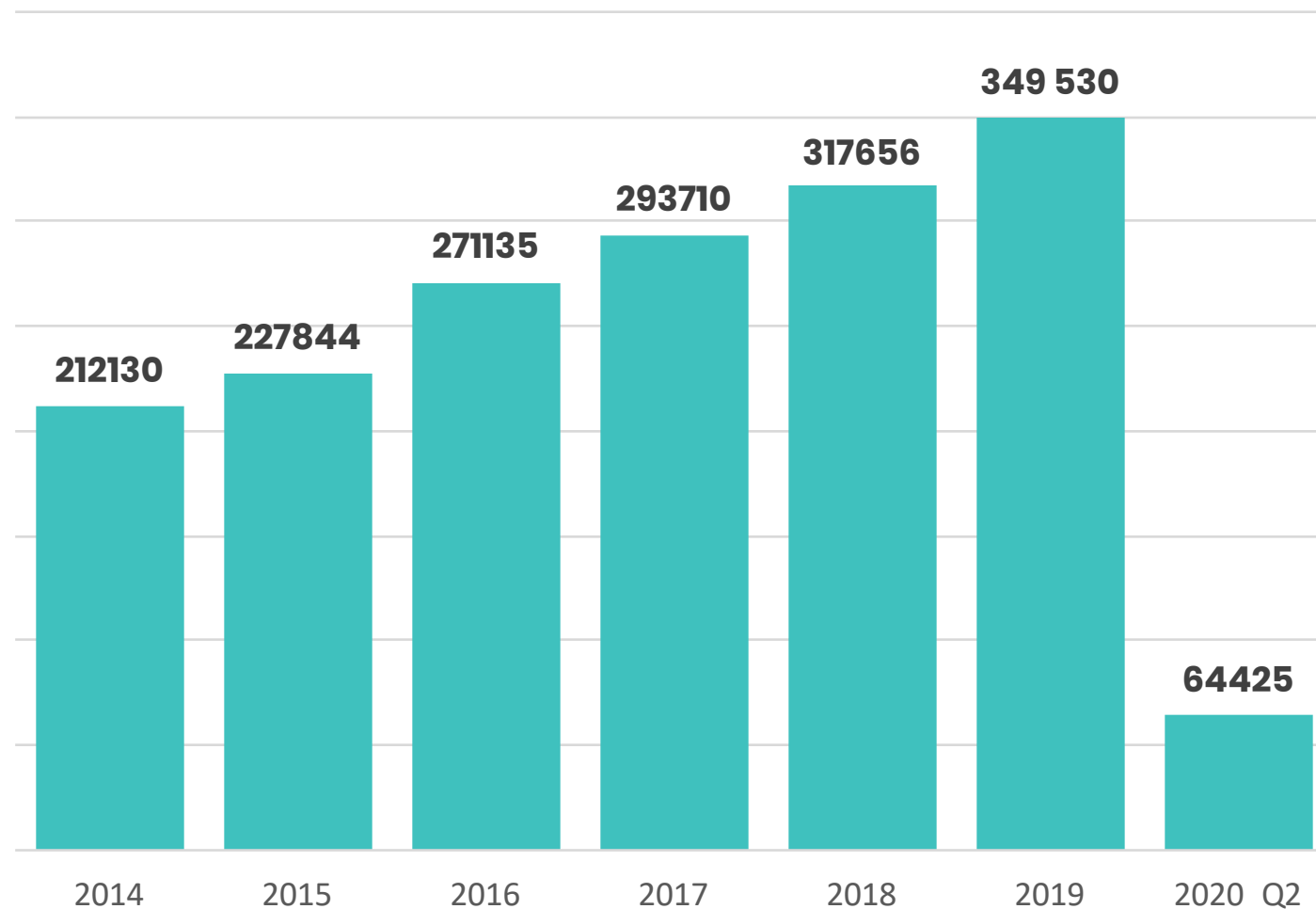


Kaunas Interwar Modernism



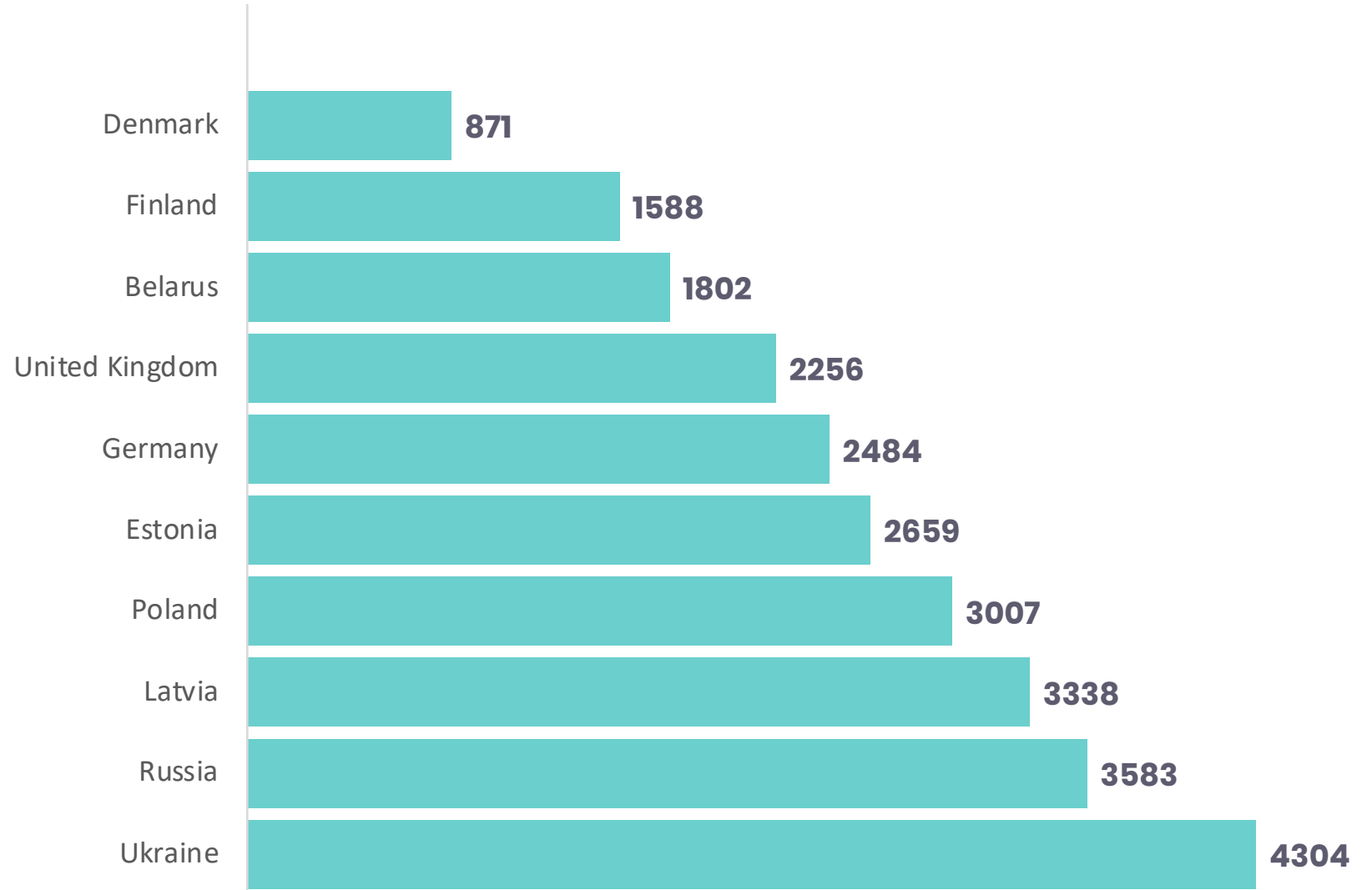
UNESCO

Dynamics of Inbound Tourism*



*During the time from March 16, 2020 to June 16, 2020, there was a quarantine in Lithuania. Source: Statistics Lithuania.

Inbound tourism by Country*



*Number of tourists by countries, results of 2020 Q2. During the time from March 16, 2020 to June 16, 2020, there was a quarantine in Lithuania. Source: Statistics Lithuania.



Let's Talk!

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