

... if you are you looking for a good business environment  
then estonia is the place to be

59° 16' 01" **N**

23° 43' 50" **E**

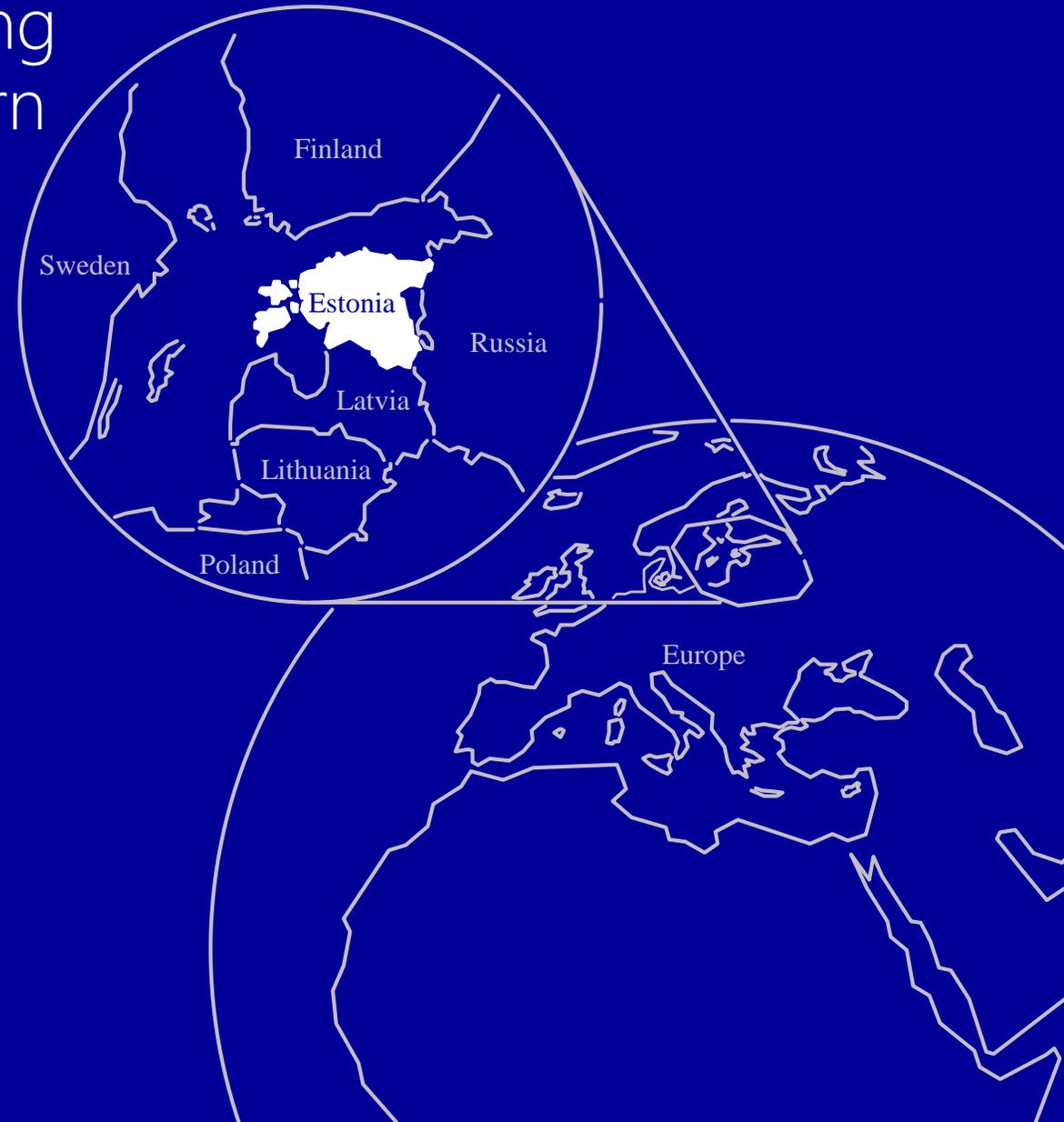


estonia is located in the centre of global freight movement



due to good logistic location, economical business environment and ease of doing business estonia is the heart of northern europe' s industrial and energy sector developments

- + population: 1.3 million
- + area: 45 339 km2
- + currency: euro
- + member of: EU, Eurozone, OECD, NATO, DIGITAL 5 and Schengen
- + GDP real growth 4.9% (2017)
- + unemployment rate (ilo, %) 5.8
- + credit ratings:
  - S&P AA-
  - Fitch IBCA A+
  - Moody's A1
- + direct way to EU domestic market
- + political stability
- + lowest government debt in europe
- + a balanced and future oriented state budget



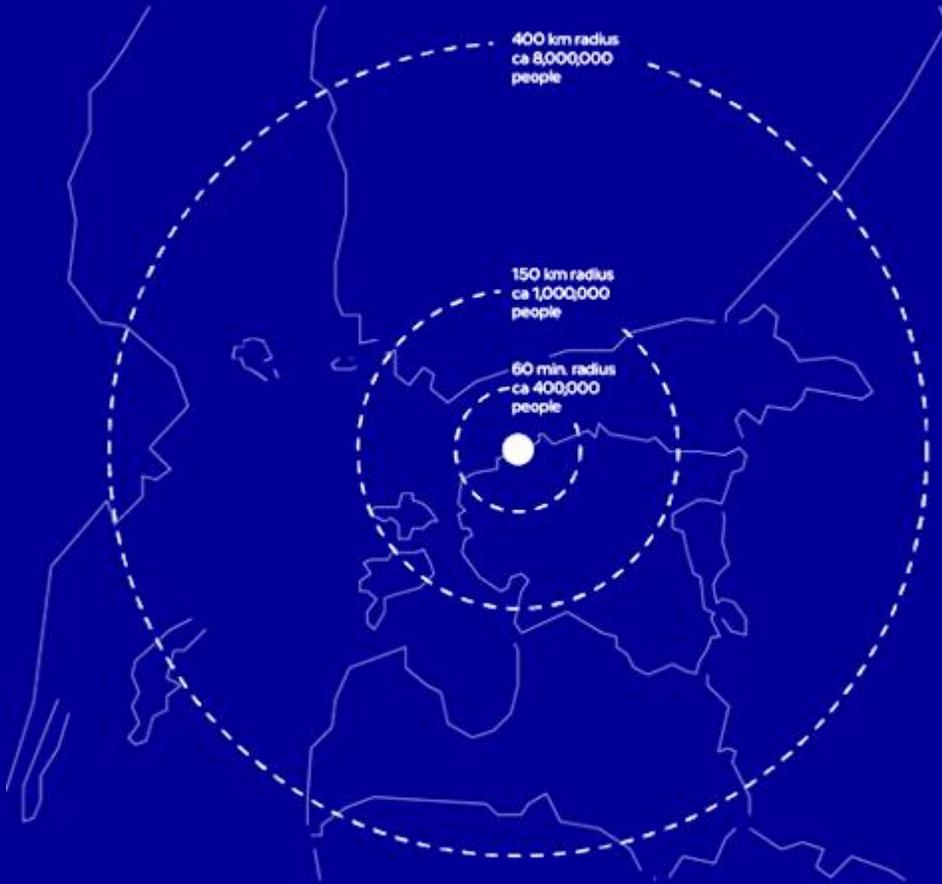
# simple and favourable tax system

0%	TO FROM 14% 20%	20%	20%	33%	0%	TO FROM 0.1% 2.5%
corporate income tax on reinvested profits	corporate income tax on distributed profit	personal income tax	VAT	social tax  plus 2.4% unemployment insurance	no property tax	the land tax

easy administration

all taxes can be declared via e-tax/e-customs

# labor demography



- + highly-skilled workforce available
- + 86% adults speak at least one foreign language
- + #12 globally in human capital potential maximization\*
- + labor costs are more favorable than in any nordic and western european countries
- + work ethics is better than in any other eastern european countries
- + the average wage in estonia in 2017 1,221 eur;
  - + in manufacturing, transportation and storage segment average wage is approx. 1,100 eur

## available workforce around baltic sea industrial hub:

- + population in the 50 km radius approx 600,000 out of which 357,000 are working age skilled people
- + recruitment capacity from neighbouring markets in total 250 mil people
- + work permits average time 1 month

# NEW! Legal changes in economic environment in 2019

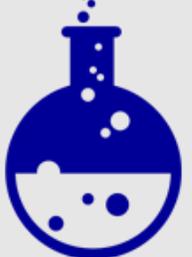
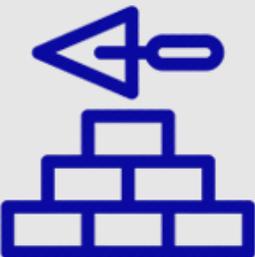
- + Lower tax on regular dividends
- + Lower excise duty for large natural gas and electricity consumers
- + Health and safety requirements are alleviated
- + Requirements for employee guidance are simplified
- + Minimum salary 540 € and 3,21 €/h hourly fee
- + A private limited company can be established with a foreign bank account

More info from [HERE](#)

baltic sea industrial hub is the first choice for the fastest growing companies in europe



baltic sea industrial hub located in the city of paldiski, estonia is perfect place for technology intensive companies from following sectors:

					
food industries	chemicals industries	metal and machine building industries	construction materials industries	energetics industries	logistics industries

## 4IN1 INDUSTRIAL CONCEPT

joint development of energy and logistics solutions, digitalization and focus industries, by looking for and leveraging the synergies in this community. this raises the competitiveness of the whole region and individual enterprises.



*"Paldiski is a historic industrial area with many advantages for development of industrial activities. Ports always played a significant role in the development of regions, and their significance has not diminished today. Paldiski can be regarded as a growth center for logistics and industry"*

**Kadri Simson, Minister of Economic Affairs and Communications of the Republic of Estonia**

## BUSINESS & LIVING ENVIRONMENT

DIGITALIZATION

LOGISTICS

FOCUS  
INDUSTRIES  
SYNERGIES

ENERGY



## Ing terminal industrial park

available 10 ha of industrial plots



LNG  
TERMINAL

## pakri science & industrial park

60 ha ready to build private land

## paldiski tehnoпарк

on 17 ha, available 20 industrial plots  
2000–17000 m<sup>2</sup>

AIRPORT  
50KM



NORTHERN  
PORT

TAXFREE  
ZONE



SOUTHERN  
PORT



ESTONIAN  
RAILWAY

## paldiski south harbor industrial and logistics park

34 ha of developing industrial plots

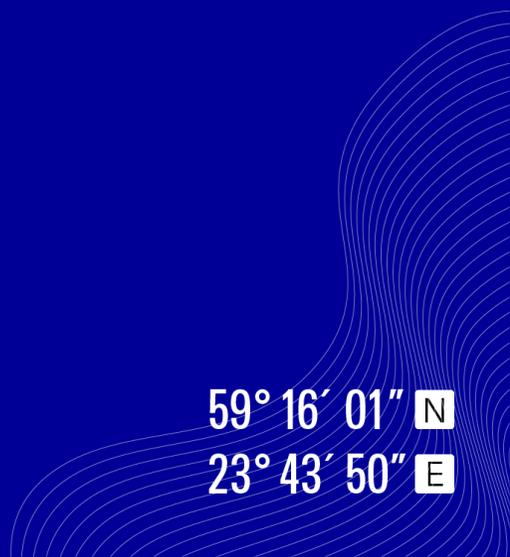
## why to invest in paldiski the baltic sea industrial hub?

- + more than 400 ha free land for industrial developments
- + the price of land is one of the most favorable in the EU in terms of its advantages and capabilities
- + low building and running costs
- + good sea, highway and railroad connections
  - + 2 all year around ice free ports capable of handling oversized cargo
  - + free zone
- + local produced and consumed green energy with competitive price
- + baltic connector & lng terminal for stable gas supply
- + labor accommodation under development & all residential services available
- + business-oriented and supportive local government
- + strong clustering in energy and industry
- + world class r&d centres
- + onestopshop investor services

... paldiski is logistically well situated and connected

good sea, railroad, air and highway connections

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# paldiski southern harbor

info: [www.ts.ee/paldiski-lounasadam](http://www.ts.ee/paldiski-lounasadam)

- + passenger terminal
- + 2 liquid cargo terminals
- + 2 car terminals
- + ro-ro terminal
- + mixed cargo terminal
- + bulk cargo terminal
- + wood terminal
- + 2 metal cargo terminals
- + wood pellet terminals
- + turf terminal
- + warehouse: ca 15 000 m<sup>2</sup>
- + cargo fields: ca 540 000 m<sup>2</sup>
- + tank park for liquid storage: ca 397 000 m<sup>3</sup>

territory	119 ha
aquatory	147,0 ha
number of quays	10
total length of quays	1850 m
biggest depth at the quays	14.5 m
biggest length of ships	230 m
biggest width of ships	35 m



ice free all year round

# paldiski northern harbor

info: [www.portofpaldiski.ee](http://www.portofpaldiski.ee)

- + warehouse area 400 000 m<sup>2</sup>
  - + including 14 closed warehouses of 25 000 m<sup>2</sup>
  - + car terminals 25 ha
  - + 16 ha free zone
- + all warehouses and quays are connected with railroad
- + port & stividor services
- + transportation services with trucks and railway
- + regular ferry and ro-ro connections
- + handled cargo: cars, transport equipment, oversized cargo, construction and agriculture machinery, general and bulk cargo.

number of quays	5
total length of quays	1309 m
biggest depth at the quays	11.8 m
tallest quay	310 m



Ice free all year round

# ro-ro connections from paldiski

more info: [www.portoftallinn.com/regular-cargo-lines](http://www.portoftallinn.com/regular-cargo-lines)



# railway connections from paldiski to the world

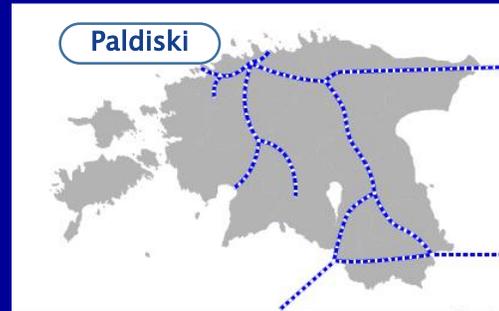
the railway is a gate to all 1520-track gauge countries through which goods can be delivered by 17 countries:

- + paldiski <> black sea
- + paldiski <> japan sea

operail has 66 locomotives and 2534 railroad cars

current annual volume of goods transported is 10,5 million tonnes, containing:

- + chemicals
- + fertilizers
- + grains, other animal and vegetable goods
- + wood and wood products
- + solid & liquid mineral fuels
- + metals and metal products
- + machinery
- + bulk commodities
- + construction and industrial goods
- + other goods





... where can you establish your business?

overview of industrial lands for sale and for rent

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# paldiski south harbor industrial and logistics park



storage area 7 ha

development  
area 21 ha

industrial park  
territory 21 ha

## southern harbor storage area 7 ha

+ storage area with hard surface (asphalt), fenced, storm water and fire fighting water pipeline system.

## development area 21 ha

+ construction permit obtaining time: up to 3 months starting from presenting the relevant application documents

+ good railroad and highway connection

+ water supply and sewage connections are near the landplot

+ electricity supply from the local port's power station

+ long term rent or building title

## industrial park area 21 ha

+ area planning is in process

+ communications (water, sewage, etc.) are not constructed, connection points are at the port territory.

+ long term rent or building title

more info: [www.ts.ee/paldiski-toostuspark](http://www.ts.ee/paldiski-toostuspark)

# pakri science & industrial park



- + an autonomous renewable energy network with a capacity of around 25mw to reduce the cost of renewable energy
- + the best test area in northern europe for different technologies on both a small and large scale including wind turbines, solar panels, energy system integration programs/solutions, etc.
- + building permits can take up to 3 months starting from presenting the relevant application documents

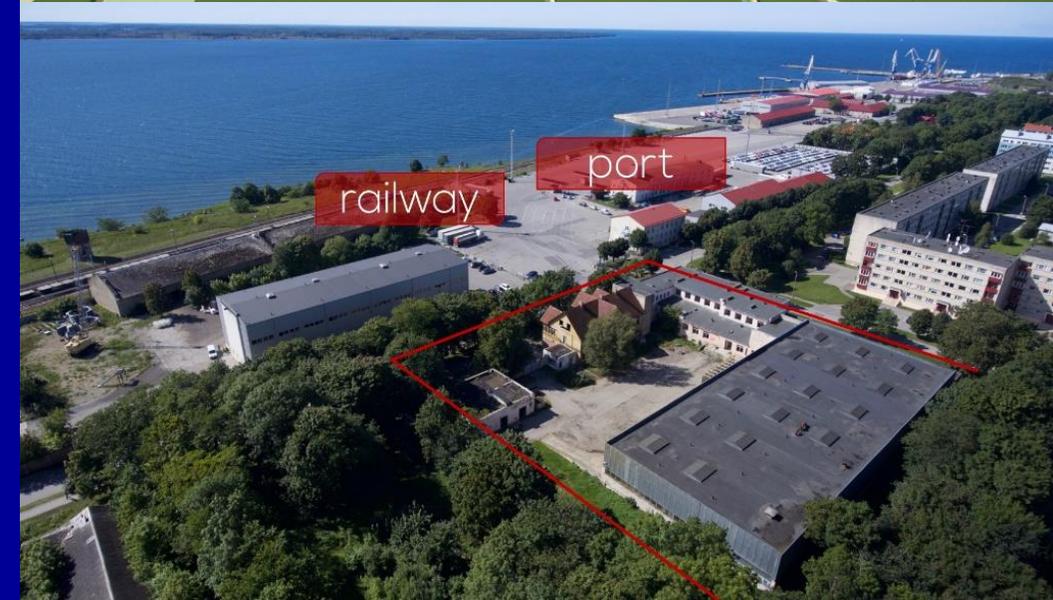
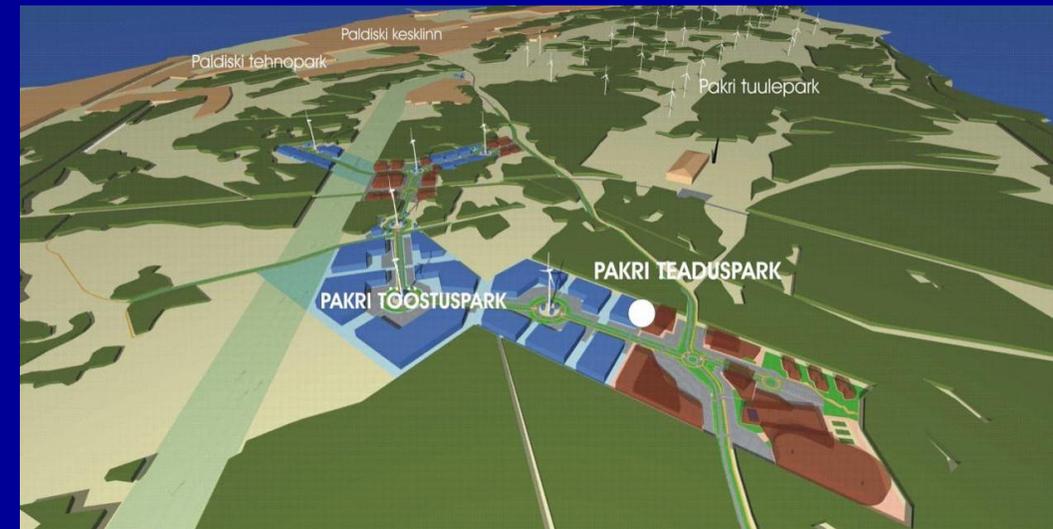
- + infrastructure to be provided by the developer
- + brownfield buildings rent from 2,5 eur/m<sup>2</sup>/months
- + greenfield land sales price from 20 eur/m<sup>2</sup>
- + for rent prices visit: <http://pakri.ee/for-rent/>

+ contacts:

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phone: +372 521 6858

e-mail: [info@pakri.ee](mailto:info@pakri.ee)



# paldiski tehnopark

- + territory: 25 ha
- + plots: 24 (average plot 8855 m<sup>2</sup>)
- + communication and technical networks:
  - + water, w/water and dh connections included in price
  - + power connection to be built on specific requirements
- + near to paldiski southern and northern port
- + good road connection
- + railway connection on plot
- + bus and railroad stops next to industrial park
- + construction permit obtaining time: 2 weeks starting from presenting the relevant application documents
- + sales: 30 eur/m<sup>2</sup>
- + extra options:
  - + during planning there is a possibility that the plots can be merged with each other according to the customers need
  - + some of the plots can be equipped with their own railway and pipeline connection to the port.
- + contacts:  
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... several important eu infrastructure projects and private sector investments are under development

here are some success stories

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# success stories & developments for 2020



japanese company blockhive is investing several millions of euros to establish a crypto currency mining company in the pakri industrial and science park.

kazutru arimura, managing director of blockhive oü: "the decision to move the pakri science and industrial park was determined by the support and positive attitude of the paldiski city government, and pakri's unique environmentally friendly approach and the expected synergy between a logistically good location, green power supply and the local support network."

The logo for TIKI, consisting of the word "TIKI" in a bold, white, italicized, sans-serif font, set against a dark blue rectangular background with a slight gradient.

tiki trailer has been producing car trailers for over 26 years and has an average annual production of more than 15,000 trailers. almost 95% of the company's production is exported, and most of it goes to scandinavian countries.

due to the increase in production volumes, it was decided to build a new plant in paldiski as it has fast connections to the main export markets in the scandinavian and the whole nordic region, and the most high-tech hot-dip galvanizing plant is located in paldiski which services tiki's constant needs.



# already established companies creating synergies

							
<b>4ENERGIA &amp; EESTI ENERGIA</b> wind parks with total power 22,5 mw and 18,4 mw	<b>BOLE</b> world's first manufactured flooring that follows a tree's natural growth creating curvy floor coverings.	<b>ALEXELA TERMINAL</b> one of the most modern terminals for handling oil products and LPG in the Baltics.	<b>ZINCPOT</b> most modern factory in the region for hot dip galvanizing of steel structures	<b>EESTI TRAAPÜÜGI ÜHISTU</b> fishing and seafood industry	<b>PORT OF TALLINN</b> Paldiski Southern harbor	<b>ESTEVE</b> port operator services in Paldiski South harbor since 1997	<b>KUUSAKOSKI</b> scrap metal recycling
<a href="http://www.4energia.ee">www.4energia.ee</a>	<a href="http://www.bole.eu">www.bole.eu</a>	<a href="http://alexelaterminal.ee">alexelaterminal.ee</a>	<a href="http://www.zincpot.ee">www.zincpot.ee</a>		<a href="http://www.ts.ee">www.ts.ee</a>	<a href="http://www.esteve.ee">www.esteve.ee</a>	<a href="http://kuusakoski.com">kuusakoski.com</a>



you are welcome!

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paldiski association of entrepreneurs