

2023

Investor's Guide to Klaipėda



Klaipėda ID

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01

For possibilities you didn't know exist within a city.

Are you on the lookout for emerging markets, untapped potential, and positive ROI? Find these plus a pool of talent, government incentives, low corporate taxes, and more in Klaipėda. A small seaside Metropolis offers the talent everything they desire: a slower pace of life for what people love to do, a work-life balance, sea views, and a stress-free environment. Being a 15-minute city, we can promise that much.



02

The west of Lithuania.

Human capital, business incentives, quality of life, an actual work-life balance. That's Klaipėda. And now it calls for doers and makers. Explore untapped, booming regional potential.



#9

City in the small cities category based on its FDI strategy

(fDi Intelligence/ European Cities and Regions of the Future 2023)

#2

City in the Lithuanian municipality index for financial stability and investment environment.

(2022)

Leading

EU port in Baltic Sea saw the largest rise in container volumes across the Baltic region in Q1 2022, returning the port to pre-pandemic levels.

#3

Largest GDP in Lithuania generated by Klaipėda county

(2021)

#3

City for quality of life in Lithuania

(Municipal Welfare Index, 2021)

First

and **one of the** most successful FEZ in the Baltics

MEMBER OF:

UN WTO EBPO NATO IMF EU EUROZONE

Energy Hub to be

- Development of an offshore wind farm with a capacity of 700 mw until 2030
- 700mW of power plant park will be built in 2028.
- 3 TWh generated electricity per year will ensure up to 25% of Lithuania's needs
- Over 1B EUR of private investment
- 1300 new jobs

Lithuania is the first EU country to suspend all Russian gas imports (2022)

Klaipėda's liquefied natural gas (LNG) terminal. First large-scale LNG import terminal in the Baltic region. LNG hub for the Baltic Sea, fully open for third-party access.

Klaipėda is currently a strong location for **testing, component manufacturing and small-scale extraction for the Oil & Gas industry** – making it a natural competence centre for this sector.

A feasibility study for the production of liquefied CO2 and hydrogen is planned to be carried out in Klaipėda. An agreement was reached between Lithuania's oil and LNG terminal operator Klaipėdos Nafta (KN), together with Norwegian ship management company Larvik Shipping (LS) and Japanese multi-modal maritime transport company Mitsui O.S.K. Lines (MOL). The entire concept shall be to develop an LCO2 logistics and value chain from Lithuania and potentially the Baltic region with Klaipėda seaport at the center.

Already 2nd

in CEE for readiness for energy transition

Energy Transition Index, 2021

03

Facts support business opportunities, not opinions

There's plenty of room for potential investment projects, business growth, and opportunities. Benefit from the EU's northernmost port that links to Scandinavia, the CEE, USA and Asia. All-year-round

1 day

to register a business using an e-signature

#2

globally for digital and technological skills availability

IMD World Competitiveness Yearbook, 2022

6

out of 110 countries evaluated Digital Quality of Life with strong leadership in the fields of Cybersecurity and Internet Affordability

Index Digital Quality of Life Index, 2021

6th

at Global Cybersecurity Index

(e-Governance Academy Foundation, 2021)

19th

out of 162 countries evaluated by Economic Freedom of the World

(The Human Freedom Index, 2021)

100%

of 4G broadband

European Commission, Digital Economy and Society Index, 2021

FEZ

Awarded in fDi Magazine Global Free Economic Zone of the Year Awards 2020

fDi Intelligence, 2020

top

destination in regard to welfare - education, social security, viable economy - in Lithuania

Municipal Welfare Index, 2019

We are here for our businesses

“Lithuanian economy has demonstrated spectacular resilience to the COVID-19 crisis with GDP declining by a mere 0.8% in 2020 – the lowest drop in the Baltics and the second lowest in the EU.

Manufacturing, transport, agriculture, real estate, and ICT services sectors were experiencing no, or only a minor and temporary drop-in activity.

The labour markets and business sector benefited from the fiscal support (including job-retention scheme), which highlighted the importance of demand management to smooth the negative effects of global crisis.”

Luminor Bank AS, Spring 2021: Global economic outlook



04

These are Klaipėda's economic ambitions, all to be realised by 2030

1,5 billion of foreign direct investments (Eur)

40,000 increase in population

25,000 new jobs

2,000 new companies

Double the region's economy

200% increase in exports originating in Lithuania

100 new FDI projects

700 increase in salaries (Eur)

75% of the employees work for innovative companies

400,000 accommodated tourists

Among the top 500 one of the higher education institutions based in Klaipėda rated globally

Commitment to a green future!

By city strategy “Klaipėda 2030” - is a global-level city with a blue economy and fast solutions: the best place to live, work, make investments, and rest in the region of the Baltic Sea.



The City of Klaipėda is very active in both developing urban mobility and international cooperation. Klaipėda city was nominated as the greenest municipality for the promotion of water public transport and development opportunities in Lithuania, in the Green transport awards 2022.



Klaipėda Science and Technology Park

Klaipėda Science and Technology Park and partners of the Lithuanian Maritime Cluster created one of the first green logistics chains across Europe



Technological projects developed in Klaipėda:

- Electric pusher
- Electric robotic locomotive

Other innovative concept & basic designs/ R&D activities:

- Green cargo vessel
- Autonomous electric ferry

Sustainable public water transportation:

- Electric water bus (concept design + prototype)
- Developed by *Popa Boat* startup

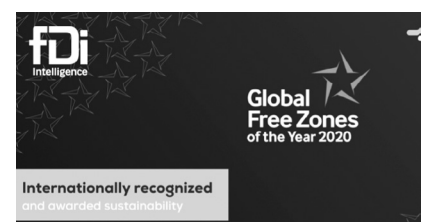
Klaipėda Free Economic Zone

Klaipėda FEZ is recognized not only by Financial Times for sustainability solutions but also develops/promotes the circular economy within the companies.

UAB “NEO GROUP”, a PET producer operating in Klaipėda FEZ, has received a patent from the European Patent Organisation **for the technology of chemical recycling of secondary PET packaging** developed by the company’s researchers and engineers.

NEO GROUP’s technology is unique in the world as it is one of the first commercially implemented chemical plastics recycling technologies on the market.

NEO GROUP’s purification and preparation technology will allow plastics to be recycled an unlimited number of times, opening the door to **a truly circular economy.**



Klaipėda university is part of EU-CONEXUS. Klaipėda University together with 8 higher education institutions from 6 Europe countries cover the SMART URBAN SUSTAINABLE COASTAL DEVELOPMENT by tackling the most important current social, economic, technological, and environmental challenges impacting coastlines.

Environmentally friendly solutions for marine oil spills cleanup. Developed by Inobiostar, the spin-off company of Klaipėda University.

InnoAerogel

Itself is environmentally friendly and sustainable. It is produced from the waste paper which is one of the biggest groups of waste with not fully utilised reusability potential. Inobiostar uses this kind of waste to produce high added value product – InnoAerogel.

InoBioTech

Product is also environmentally friendly and sustainable. It is based on natural sorbent – straw – agriculture residue and described above oil eating microorganisms.

Floating macrophyte islands

- Active barriers for nutrient removal and local – quality improvement in Baltic lagoons
- Create an atmosphere of innovation and blue growth in coastal communities





05

World-class talent, affordable

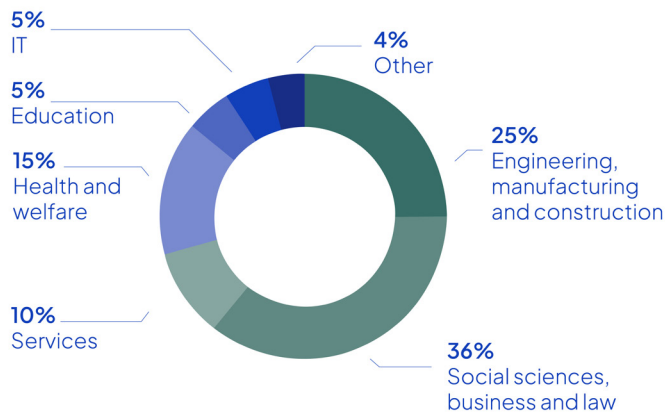
Klaipėda remains the most competitive among the three largest cities in Lithuania in rental and salary costs. The talent pool is multilingual, creative, and innovative. Moreover, Klaipėda is home to 12 educational institutions; thus, a continuous flow of new talent to the city is guaranteed.

10 000+ students in Klaipėda

1000+ students from abroad

International University with 70% international student population representing more than 75 countries.

76.5% Klaipėda residents spoke one or more foreign languages



Klaipėda university is part of EU-CONEXUS with other 8 EU universities, meaning talents are within the reach.

250+ study programs flexible, adaptive, Investors' Spotlight-awarded (study programs that are reviewed by businesses in the related field and adapted to their needs)

58 English-taught programs in higher education

EU-CONEXUS has:



65 538
students



9019
staff



49
faculties



98
research
groups

EU-CONEXUS universities specialize in:

- Smart Urban Coastal Sustainability Issues
- Education and Research
- Education in engineering since
- Marine sciences
- Staff and society
- Knowledge and technologies

We are constantly working on:

Reviewing study programs every year

Cyber security Bootcamp

Organizing integration events

Initiating reskilling programs

Creating & fostering
professionals' communities

Industry-focused programs

Industry-focused programs
Undergraduate, graduate, and
doctoral programs in Biology and
Marine Biotechnology, Hydrology and
Oceanography, Marine Transport Engineering,
Oil and Gas Process Engineering, Liquefied
Natural Gas Terminal Engineering, and others.

Talent incentive

Municipal Talent incentive
Highly qualified specialists that come from
abroad or other Lithuanian cities and work
under an employment contract for at least one
year are entitled to receive €2000 for housing
rent compensation (per application), €400
for Lithuanian courses (per application), and
assistance with integration for the whole family.

National talent incentive pays ~3000 Eur. one-off compensation for international talent coming to Lithuania.

Companies that hire an eligible highly skilled employee from abroad shall be granted a **financial initiative for the search efforts** of not more than 5000 EUR per each eligible employee.

06

Ground, sea, and air pathways for logistics

The port connects Klaipėda to everyone across and beyond the Baltic Sea. Rail and road connections enhance connectivity further to Asia and the Eastern part of Europe. Plus, Klaipėda International Airport is just a 30-minute drive away, connecting to business hubs in Scandinavia, Riga, and London.

84

Klaipėda seaport connects the city with 84 world ports

(Port, 2022)

2nd

largest labour sector in transportation and storage in Klaipėda region

(Lithuanian Department of Statistics, 2021)


1,500+

companies in transportation and logistics based in Klaipėda


(Klaipėda ID, 2021)





CONNECTIVITY MAP

 Sea container lines

 Rail freight

 Direct ferry routes

 Direct flights

 Ocean container lines

 USA, Costa Rica, Peru (15 days) ←

 Saudi Arabia, Pakistan, India →

 China →

 Oslo | 1 h 25 min

 Helsinki

 Tallin

 Karlshamn | 13 h

 Riga | 45 min

 Edinburg


 Trelleborg | 17 h

Klaipėda

 Kiel | 20 h

 Copenhagen | 1 h 50 min

 Dublin | 2 h 50 min

 Travemunde | 30 h

 Rostock | 24 h

 Tilburg

 Hamburg

 London | 2 h 30 min

 Rotterdam

 Kyiv

 Le Havre

 Antwerp

 Odessa

 Milan

07

An international port that connects AI, IoT, automatisisation, and digitalisation together

Long-standing traditions, combined with modern technologies, create an ecosystem with unlimited possibilities. Manufacturing, logistics, shipbuilding, and other industries benefit from the port's deep-water, multi-functional services 24/7/365.

leading

EU Port in Baltic Sea in handling
Klaipėda Port, 2022

350+

companies
Klaipėda Port, 2021

flexible

loading tariffs and port taxes

capacity

200,000 DWT dry-cargo vessels
170,000 DWT tankers
19,500 TEU container carriers

MSC

direct entry for MSC maritime services

15.5

meters depth of the entrance channel and 15.0 m depth of the inner channel

LNG

liquefied natural gas bunkering services provided

fully digitalised

Port Procedures. PCS

highly competitive

6,1% average annual growth rate over the last 2 decades

plans

expansion plans include dredging of port waters up to -17 m and increasing traffic capacity of port access motor and railways

Southern Port by 2028

Estimated 100 ha area with capacity of 2M TEU or 24M tonnes. Scale of infrastructural investment approx. 0.5B EUR



08

Strong in key sectors but welcoming all industries alike

HOMETO:



Already strong in:

01 Blue economy

Klaipėda's main economic driver is its Maritime cluster. Shipbuilding, repair, and design combined with logistics and stevedoring at the city's port and surroundings comprise an integrated high-value Maritime cluster. Perfect breeding ground for innovation for small and large companies.

Knowledge-based blue economy competencies include:

LNG

R&D

Aquaculture

Aquatic Biochemistry

Executive Program in Blue Economy

02 Logistics

Klaipėda is a unique transport hub in Lithuania and the region. An excellent location, extremely well connected to either booming Western (US/Europe) or Asian (India/Pakistan) markets.

Klaipėda Science and Technology Park and the Lithuanian Maritime Cluster carry out several projects in the field of logistics:

Innovations in Logistics

Innovative LNG Transport Container

Net-zero emissions on freight transport

03 Manufacturing

With a strong tradition of creating top-flight, industry-specific talent, Klaipėda is the perfect city for manufacturing companies looking to grow.

The city is a regional hub for testing, component manufacturing, and Industry 4.0. Industry competencies include:

Shipbuilding

Electric vehicles and components

Offshore and metal structures

Plastics and chemicals

Wood processing and furniture

Food, beverages, and tobacco

04 Automotive

Klaipėda sees the automotive industry as a great driver for its economy. Thus, the development of the sector is a priority.



Global Business Services – our next focus

Our goal is to create a business environment for advanced software products, cyber security solutions and AI use.



Lithuania has track record in GBS Business Service Centres in Lithuania

90	investor companies
23 147	employees
228	average headcount
70%	of centres carry out ESG/CSR activities
16%	voluntary attrition rate on average
12	Fortune 500 investors Lithuania's business services report, 2022, Invest Lithuania

What can Klaipėda offer?

- Availability of multilingual talent
- Availability of well-educated talent
- Well-developed IT and telecommunications infrastructure
- Competitive labour costs
- Planned office area growth by 2023–2025 - 13200 sq.m. | Klaipėda ID, 2022

Most common second language of Klaipėda residents, 2021

English	Belarusian	Danish	Spanish	Italian	Latvian	Polish	Norwegian	French	Russian	Swedish	Ukrainian	German	Other
58698	263	101	1012	459	333	3897	245	2053	7828	172	480	14761	1744

Capacity of preparation for work in a foreign language (EN, DE, RU, SE, DK, NO, IT, ES, FR):

Approximately **3–6 months** *depending on the starting level

Maximum capacity in one preparation period **50–100 people** per school

*According to the language schools operating in Klaipėda, 2022

ICT Service managers 2960 Eur

Systems analysts 2856 Eur

Software developers 3309 Eur

IT programmer 2755,03 Eur

ICT sales professionals 2379 Eur*

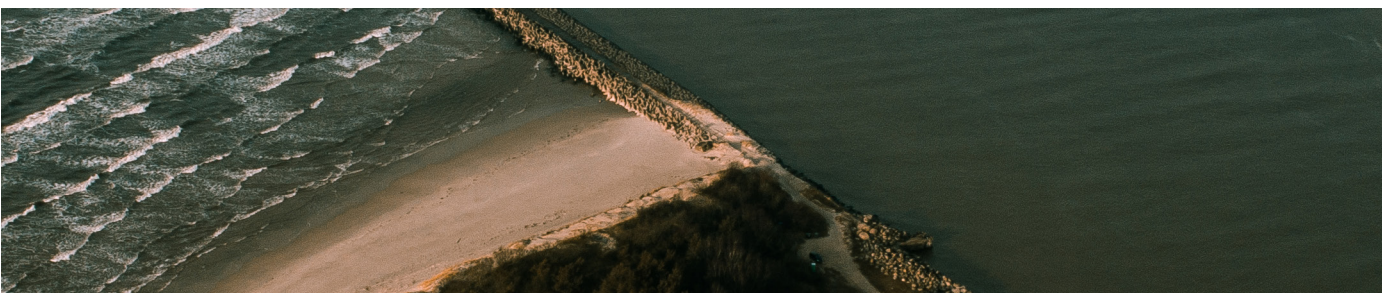
*Average earnings (monthly) Klaipėda, Sodra, 2023

Not that big yet?

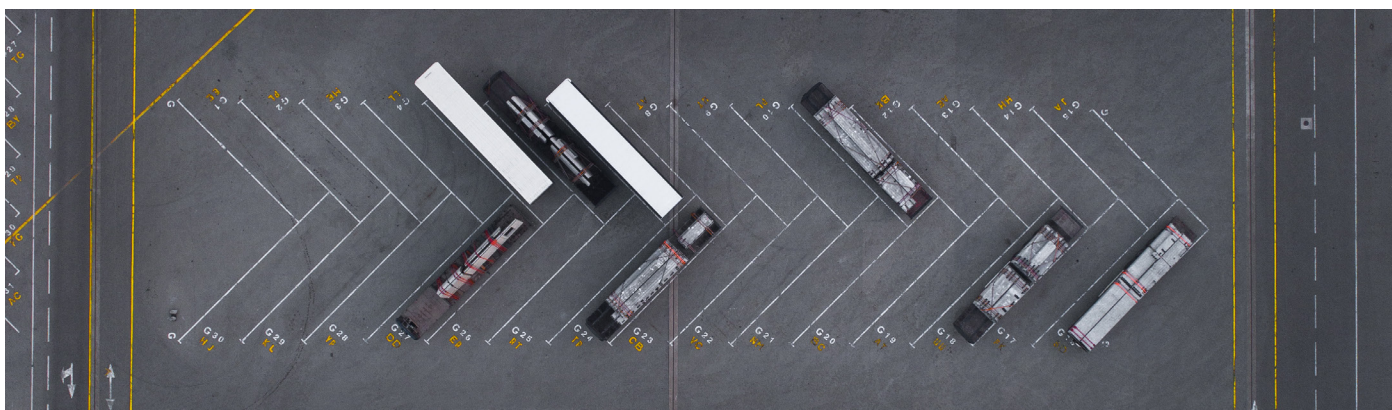
Start small - Klaipėda municipality welcomes you

Rental reimbursement

The municipality of Klaipėda offers up to €1,800 per employee for newly established or expanding service centers and ICT companies in Rental reimbursement Klaipėda that create and maintain **at least 6 jobs for 2,5 years.**



Just call us TECH Lithuania



3rd

globally for fiber coverage | OECD, 2019

#2

globally for digital/technological skills availability
IMD World Competitiveness Yearbook, 2022

4th

in EU for digital public services for businesses
Digital Economy and Society Index (DESI) 2021, European Commission

5th

best country for remote workers | Global Remote Work Index, 2021

10th

in Global Fintech Ranking | Global Fintech Index City Rankings 2021, Findexable

52,000

specialists employed in ICT and related professions
Employed ICT specialists, Eurostat, 2021

2,500

new specialists are injected into the market annually from specialized coding schools | Lithuania's business services report 2021

2nd

in the EU for young specialists (age 15–34) joining the ICT sector
Distribution of ICT specialists by age, Eurostat, 2021

Lithuania ranks 12th in the EU on the Integration of digital technology. It performs above the EU average in the take-up of Artificial Intelligence (AI), ICT for environmental sustainability, SMEs selling online and electronic information sharing/ Digital Economy and Society Index, 2021

Business Services Centers already in Klaipėda



Omega 365 Lithuania UAB is a daughter company of Omega AS, a leading **Norwegian IT company** providing project management systems and services to the oil and gas industry



A premier “go-to” company for those wishing to move cargo from anywhere in the world to anywhere else in the world. Through the use of advanced tracking technologies, sophisticated global communications, and a large team of experts across a broad spectrum of specialties, JAS is able to cost-effectively handle the shipping of everything from tiny camera parts up to the massive components required to build an oil rig.



Custom **software development services** for clients in the financial, wholesale, healthcare, advertising, entertainment, software, and high-tech industries, primarily serving the North American market. Exadel’s customers include giants such as **Bank of America, Deutsche Bank, Google, Hitachi, Samsung, eBay, and GE.**



Kabal is an **integrated software to plan, manage, and improve complex logistics operations.** Customized to deliver business value across the energy industry value chain, our solution offers a wide range of functions, all presented below.



PAYSTRAX is an innovative **Financial Technology company** that provides European merchants with state-of-the-art solutions for all their electronic transaction needs. The operations center is located in Klaipėda.



From our offices in the Nordic and Baltic countries, we offer sustainable logistics and supply chain solutions worldwide. We are present in some of the biggest ports and most important trading hubs in these regions, holding a strong position in the market.

Our Service Center is offering financial and operational services for almost 10 years and today our team consists of over 40 employees located in our office in Klaipėda.

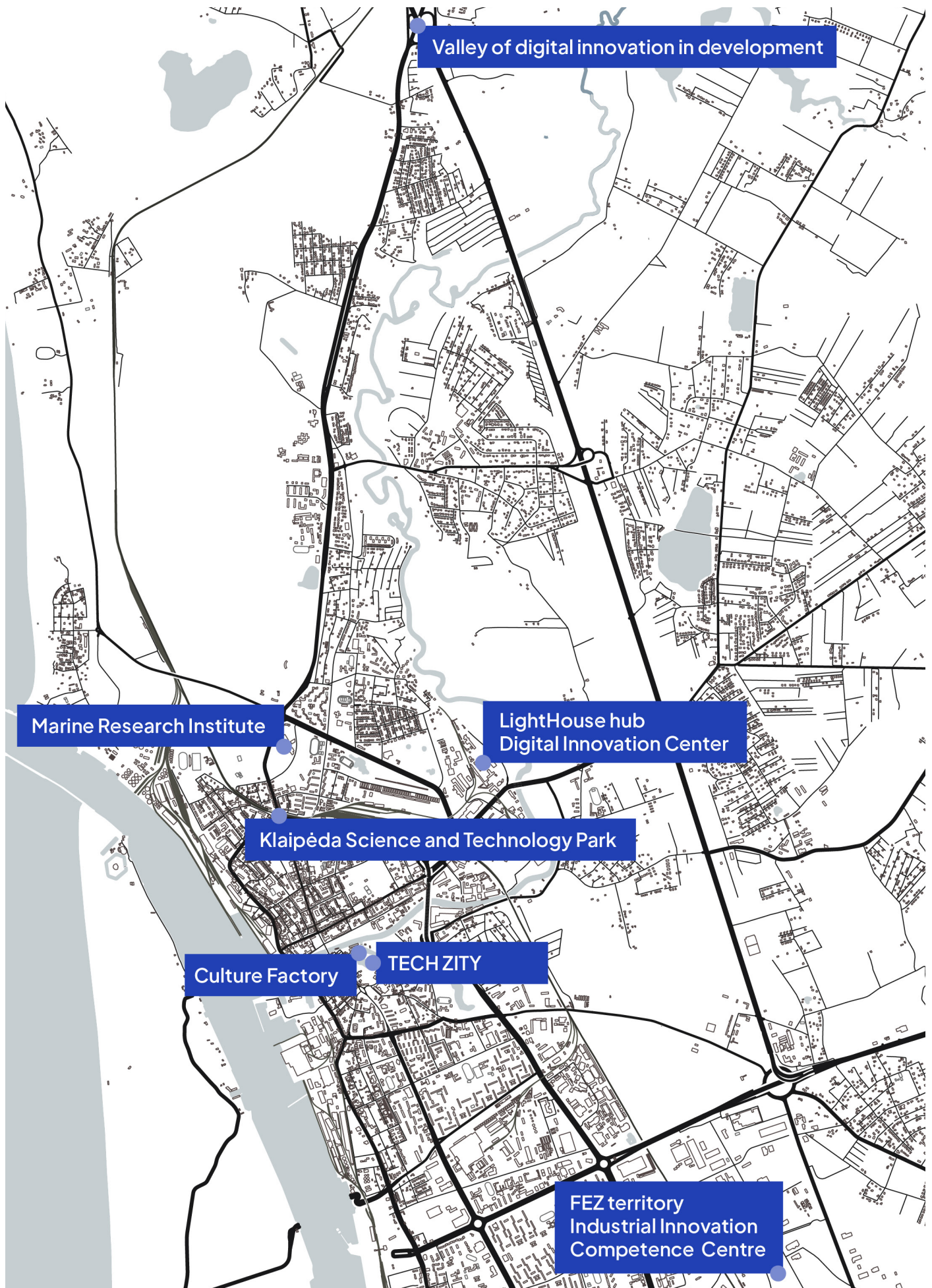
Innovation Ecosystem

Teams from other Lithuanian cities and abroad are attracted to Klaipėda's emerging community of startups. Together they are building a strong creative hub for innovators and unicorns.

Start-ups from outside Lithuania can now take advantage of the recently introduced Lithuanian startup visa, which help ensure an easy set-up and soft landing for teams looking to change the market with fresh ideas.

The information and communication technology industry is one of the engines of urban growth and development. Small and medium-sized ICT enterprises in the Klaipėda region are expanding and developing.

Open investment opportunities available now. Steeped in maritime tradition and home to the EU's most profitable ice-free port, Klaipėda is growing. Explore business opportunities and find out how you can grow in the city.



Valley of digital innovation in development

Marine Research Institute

LightHouse hub
Digital Innovation Center

Klaipėda Science and Technology Park

Culture Factory

TECH ZITY

FEZ territory
Industrial Innovation
Competence Centre

10

Business incentives that last

Klaipėda offers you a range of incentives that will help you secure and develop your business growth.

Green Corridor

The Green Corridor for **large-scale investors** in Klaipėda. Businesses that invest at least €1,000,000 and create at least 10 jobs in Klaipėda get construction permits **50% faster plus red tape reduction.**

For talents

Highly qualified specialists that come from abroad or other Lithuanian cities and work under an employment contract for at least 1 year are entitled to get **€2,000 for housing rent compensation** (per application), **€400 for Lithuanian courses** (per application) and **assistance** with integration for the whole family.

Companies

that hire an eligible highly skilled employee from abroad shall be granted a financial initiative for the search efforts of not more than 5000 EUR per each eligible employee.

Rental reimbursement

The municipality of Klaipėda offers up to **€1800 per employee** for newly-established or expanding service centers and ICT companies in Klaipėda that create and maintain at least 6 jobs for 2,5 years.

National talent incentive

pays ~3000 EUR one-off compensation for **international talent** coming to Lithuania.



Investment projects get government support

EU support

You might qualify for European Union funds. Use the tool to find the relevant funds for your field of operation (available in the Lithuanian language).

National Green Corridor

[more info](#)

The Green Corridor Package for large-scale investment projects – cuts red-tape and offers 0% corporate income tax for up to 20 years for businesses that create at least 150 new full-time jobs in manufacturing, data processing, or internet server hosting services and that invest at least €20 million CAPEX.

11

A city that invites you to find a balanced life

Klaipėdians have a luxury unlike any other — nature is always at hand. The beach and the forest are a short distance away. There's something to do all year round, no matter the season. A Scandinavian climate truly brings Klaipėdians closer to nature.

#3

city for quality of life in Lithuania | Municipal Welfare Index, 2021

1/3

covered in nature one third of Klaipėda's territory is covered by trees, parks, and forests

endless

walking paths in many forests around the city, water sports and much more to make every day feel special

stress-free

spending just 20 minutes in nature can significantly lower stress hormone levels
Frontiers in Psychology, 2019

UNESCO

heritage in the city

<30min

getting around is easy and usually takes less than 30 minutes wherever you want to go

It was never that easy to relocate

We are welcoming specialists from around the globe and offering them a fast track to integrating within the city. The city municipality along with the ministry of economy and innovation has established International House Klaipėda (IHK).

It is a one-stop shop that provides an extensive range of services, information, and guidance focused on assisting international talents/newcomers in settling in the Klaipėda area.

Also providing advisory and counseling services for companies related to their international workforce and supporting employers throughout their international recruitment journey.

Ideal for family:

41	public kindergartens
13	private kindergartens
36	schools
5	private schools
2	international schools
top 5	Klaipėda Lyceum (No. 1) and “Ažuolynas” Gymnasium (No. 3) were rated among the top 5 national schools School ranking (2022)



Childcare



Preschool (or Kindergarten), Full Day, Private, Monthly for 1 Child
– **Klaipėda** 350 EUR
– Vilnius 450 EUR



International Primary School, Yearly for 1 Child
– **Klaipėda** 6000 Euro
– Vilnius 8000 Euro

Klaipėda ID, 2022

Thinking about their future

Lithuania is one of the few European countries that has started the renewal of IT education. Further more, Klaipėda City Municipality seeks to create a sustainable education value chain from primary (IT programs) to gymnasium (engineering classes in collaboration with university and business).

Klaipėda City Municipality seeks to develop IT skills from an early age in the city, so invests in Primary school teachers and learners through the Teachers Lead Tech program in all of Klaipėda's primary schools.

The model of **early engineering education** is being developed in Klaipėda's Baltija Gymnasium. Engineering profile classes cooperate with 7 companies, whose engineers share their experience and teach students the subtleties of the field through hands-on work. The gymnasium works closely with Klaipėda University, and vocational schools and Klaipėda State University of Applied Sciences are expected to join the model.

Approximate price comparison (2022, Q4)

Average price Rent Per Month in Klaipėda	 Apartment 1 bedroom	 Apartment 3 bedroom	 The entire house
City Centre	450 EUR	650 EUR	1300 EUR
Outside of Centre	350 EUR	450 EUR	

Cost of living

without rent **for one person** is approximately
471.91 EUR Renkuosi Lietuva, 2023

Average salary

(gross) 1768.4 EUR

Health insurance

There are **two types of health insurance** in Lithuania:

- Public
- Private ([here is the list of private insurers](#))

All residents who are eligible for Lithuania's public health insurance must make regular contributions to the fund. Compulsory health insurance provides universal coverage for everyone that contributes to it.

Children whose parents are covered by public health insurance are included automatically.

More information

<https://www.renkuosilietuva.lt/en/compulsory-health-insurance/>

* You can open a bank account within one business day with Paysera:

<https://www.youtube.com/watch?v=X1cGUkG1oIc>

12

Klaipėda ID – here to change the city and its lives

Klaipėda ID is a non-profit investment promotion agency founded by Klaipėda Municipality. Its mission is to support both international and local businesses by providing information and on-the-ground advice. It is also dedicated to attracting more top-tier talent to the city.

WE'RE HERE TO:

Provide all necessary information to make a better-informed decision about selecting the location for your business

Advise & help in getting available incentives from the city

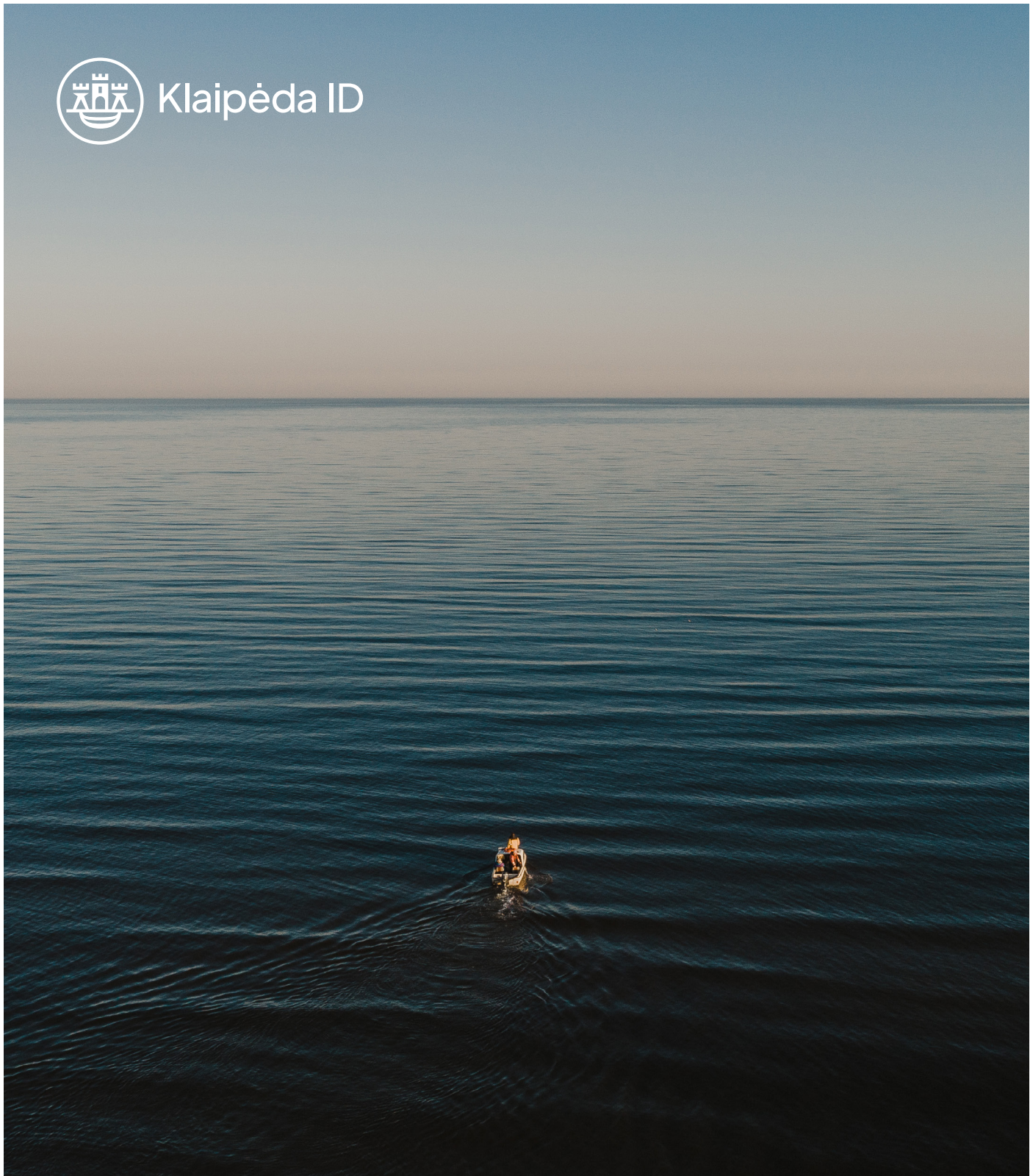
Facilitate between educational institutions and business needs

Guide in talent relocation

Assist in talent attraction



Klaipėda ID



Klaipėda ID

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