



INDUSTRIAL PARKS

THE EXPERIENCE OF ESTONIA

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Estonian Chamber of Commerce and Industry



ESTONIA

Location: in the Baltic region of Northern Europe, next to Scandinavia and Northwest Russia

Area: 45,227 km² (similar in size to Denmark)

Population: 1.36 million (69% Estonians, 24% Russians)

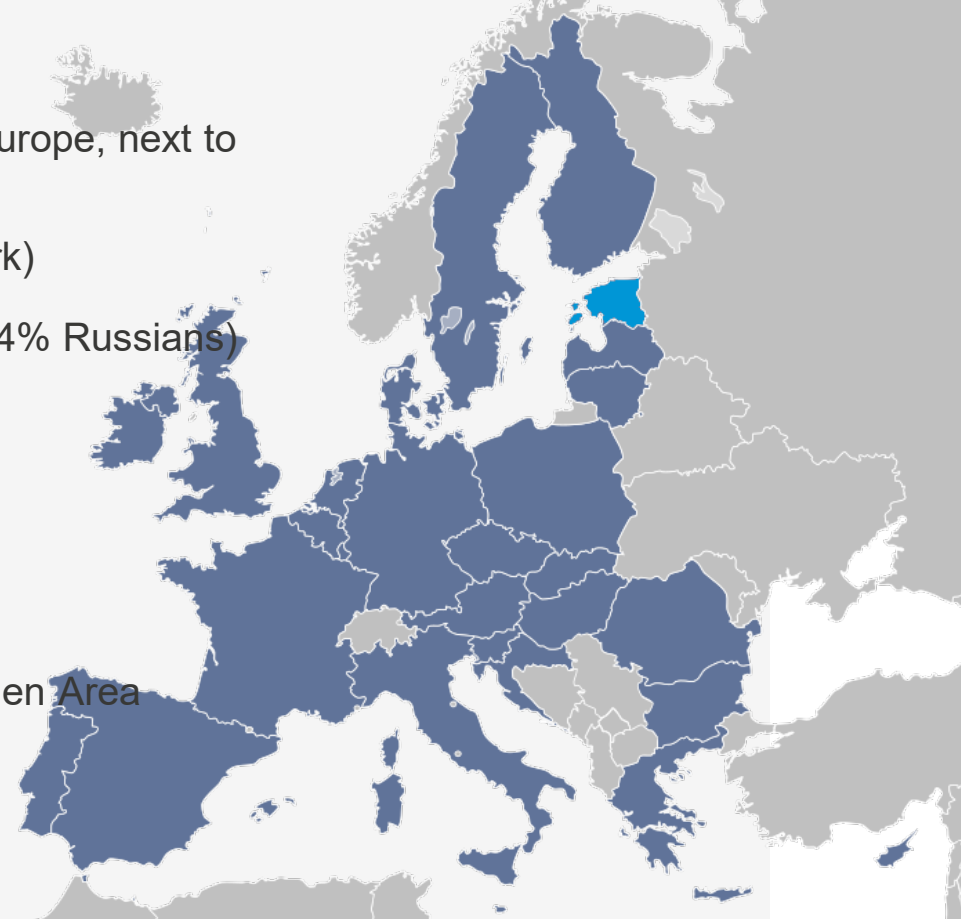
Capital :Tallinn (460 000)

Government: Parliamentary democracy

Language: Estonian

Currency: Euro

Member: EU, NATO, OECD, WTO, Schengen Area



ESTONIAN CHAMBER OF COMMERCE AND INDUSTRY

- Founded in 1925
- Voluntary membership
- 3600 member companies

SERVICES:

- Consultations - legal, foreign trade, EU
- Contact services - seminars, delegations, fairs, B2B
- Foreign trade services – CoO, ATA Carnet
- Trainings - EU, taxes, legal matters, foreign trade



Industrial parks in Estonia

Success story from Ida-Viru county

Ida-Viru Investment Agency (IVIA)

The developer and owner of 5 industrial parks in the region of Ida-Viru, Estonia.



IVIA products & services for investors



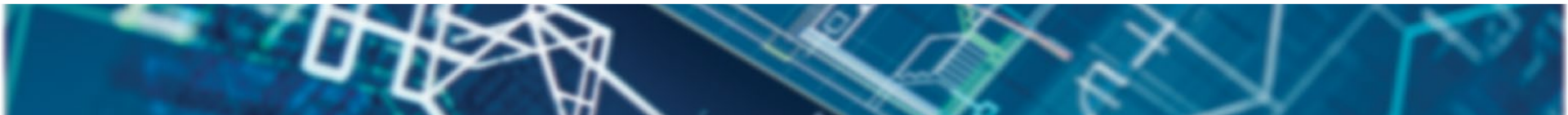
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KAUBANDUS-
TÖÖSTUSKODA



**Industrial land with modern technical infrastructure –
from 20 EUR/m²**

Soft landing services free of charge:

- Site visits
- Assistance in staff recruitment and training/retraining
- Recommendations for architects, subcontractors and partners
- Assistance in integration into the local business environment
- Assistance in getting EU support money
- Follow-up services



IVIA products & services for investors



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RESULTS

Ca 200 million EUR of invested private capital

22 operating companies

Nearly 1,000 direct jobs (+ indirect)

Ca 15 million taxes paid by customers yearly

Ongoing negotiations with ca 30 customers, total value of investment ca 1,2 billion EUR



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