



Northeast Estonia - keeping strong industrial traditions

Ida-Viru Industrial Areas Development Foundation

Ida-Virumaa, Location



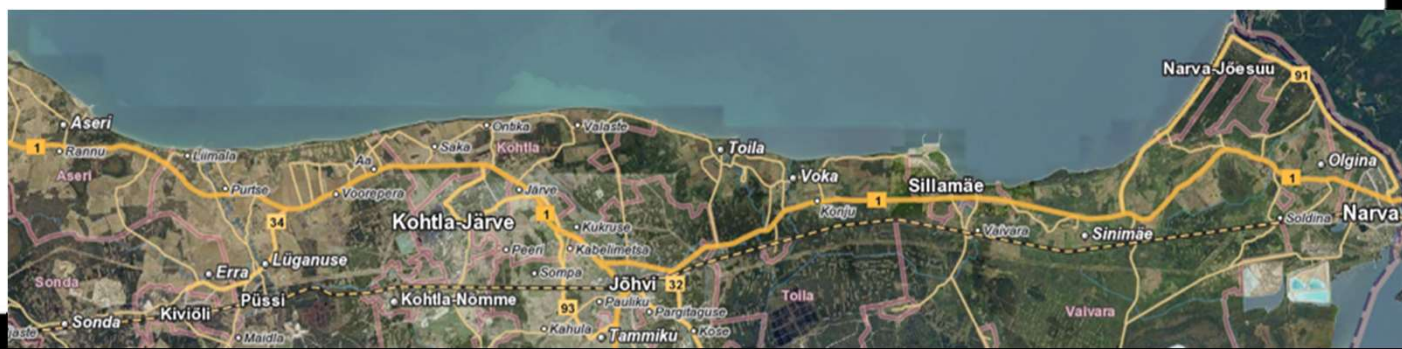
Regional advantages

- Largest industrial **EU/Russia border region** – highway and railroad connection
- Port of Sillamäe – depth 16 m, Free Zone, navigable all year round
- Airfield in development near Narva
- Grants and subsidies **up to 10 MEUR** for investing in Ida-Viru region
- Estonia – simple and clear tax system, 0% tax on reinvested profits



Ida-Viru in figures

- Number of people – 146 500 (2nd largest county in Estonia)
- Biggest city is Narva – 55 000 people
- GDP – 1.56 BEUR (7.8 % of total Estonian GDP)
- 2 colleges (under TalTech and University of Tartu)
- 3 vocational training schools



Investments

2010-2015 Ida-Viru investments 2 047 MEUR (22% of total investments in Estonia):

- New shale oil plant, Enefit 280 – 365 MEUR
- New oil shale power station in Auvere – 638 MEUR
- Port of Sillamäe – 500 MEUR
- Petroter I, II and III shale oil plants – 220 MEUR
- Private investors in Narva Industrial park – 50 MEUR



Ida-Viru workforce

- Number of working-age people 51 328
- Less than 25 years old 22%
- Average salary 1 158
EUR/month gross
- Unemployment rate 13%

Engineer 2400 eur
Technologist 1700 eur
Logistic 1300 eur
Welder 1200 eur
Forklift operator 1200 eur
Warehouse worker 1000 eur
Quality controller 1000 eur
Concreter 900 eur
Unskilled worker 650 eur



Ida-Viru Industrial Areas Development Foundation (IVIA)

- IVIA was registered May 24th, 2010
- Founders:
 - Ministry of Economic Affairs and Communications (on behalf of Estonian Government),
City of Narva, Municipality of Jõhvi, City of Kohtla-Järve, City of Kiviõli
- Strategic goal: 4400 new FTE jobs as the result of local and foreign direct investments

IVIA products & services



- **Industrial land with modern technical infrastructure – from 10 EUR/m²**
- **Soft landing services:**
 - Site visits for potential investors, networking with local companies and government, assistance in investment prefeasibility and feasibility studies, assistance and consulting on attraction of financing, and organizing meetings with financial institutions
 - Company registration/purchase, office premises, assistance in staff recruitment and training/retraining
 - Recommendations for architects, subcontractors and partners, guiding, assistance and consulting in obtaining required agreements and permits from the local and state institutions
 - Assistance in integration into the local business environment
- Follow-up services

NORDIC 
**PLACE
ACADEMY**

IVIA

Tendensor (www.tendensor.com) about IVIA in the frame of case study as part of the project named Business Attraction Management in Nordic Cities and Regions (2015)

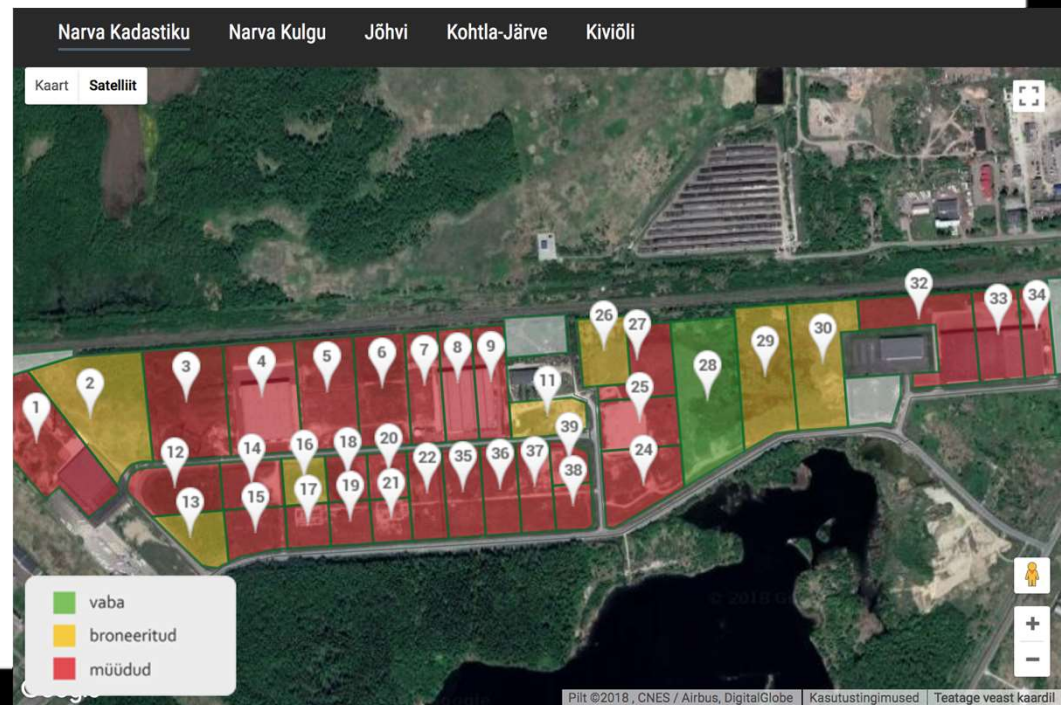
IVIA is one of the best examples of attracting foreign investors with clear and measurable offer for investors and acts quickly to influence key investment decisions

IVIA development projects

- **Total investments made by 20+ companies – 100 MEUR**
- **Investments in negotiation phase with 30+ companies – 1.2 BEUR**
- **Narva Industrial Park**, 1st and 2nd phase 130 ha ready + 3rd phase in development (production and logistics)
- **Jõhvi Business Park** 45 ha ready (logistics, service and smaller warehouses)
- **Baltic Chemical Park** 90 ha ready (chemical companies, clean-tech and their value chains)
- **Kiviõli Business Park** 25 ha ready
- **Auvere Agropark** 1500 ha in planning (greenhouses, agricultural innovation, industrial symbiosis)
- **Aidu Renewable Energy Park** 400 ha in development

Narva Industrial Park 1st phase

- 36 plots
- 3.6 MEUR investments into technical infrastructure
- water & sewage, roads, streetlights, internet connection, central heating, electrical substations (8 + 2 + 2 MW, total 12 MW)
- Possibility of direct power line from power station, savings on electricity cost up to 30%



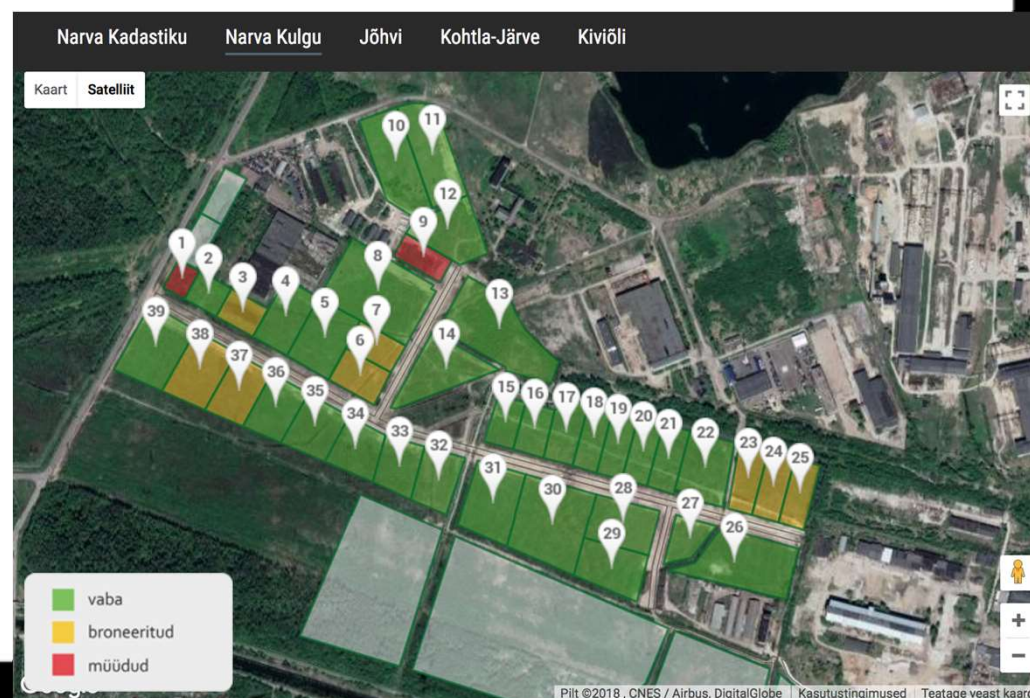
Aquaphor International in Narva Industrial Park

- Production of water purification systems
- 15 000 m²
- Built in 13 months
- 20 MEUR investments
- 430+ new working places
- New facility being built in 2021
- Mega factory planned for 2025



Narva Industrial Park 2nd phase

- 39 plots
- 2.1 MEUR investments into technical infrastructure
- water & sewage, roads, streetlights, internet connection, natural gas line, electrical substation 10 MW (8 + 2 MW)
- Possibility of direct power line from power station, savings on electricity cost up to 30%



Baltic Chemical Park in Kohtla-Järve

- Water, sewage, natural gas line, electricity, internet built to each plot
- Plot sizes 5000 m² to 60 000 m²
- **Railroad** running through the park
- Possibility to get **direct power line** from provider, cuts electricity cost 30%
- Possibility to get **industrial steam**
- Already operating in the park –
 - VKG Group – oil shale processing
 - Eastman – chemicals
 - TBWHAT – wind turbine production



Foreign investors in the region

- NPM Silmet – Canada, rare earth metals
- Fortaco – Finland, metal industry
- Aquaphor International – USA, water purification systems
- Hanza Mechanics – Sweden, metal industry
- Svensk Konstsilke – Sweden, textile industry
- Febest – Germany, auto parts manufacturing
- Eastman – USA, chemical industry

Contacts available upon request

IVIA



EASTMAN



Thank You

Nele Rogenbaum

Business Development Manager

nele@ivia.ee

+372 53020109