



ECOBALTIC

BUSINESS PARK

ECOBALTIC: OUR STORY OF SUCCESS
AND WE ARE READY TO SHARE IT WITH YOU...

PHILOSOPHY OF THE INDUSTRIAL BUSINESS PARK



- Ecology and neighborhood
- Cooperation and mutual support
- Tradition of efficient production

WE KNOW HOW TO MANAGE EFFICIENTLY



Pharmaceutical production INFAMED K

The key resident of the park is the Russian pharmaceutical company, an exclusive manufacturer of the medical product Miramistin®, which is the only of its kind and efficiency in the world. The company works on import substitution, doing the full cycle from the pharmaceutical substance synthesis to release of the ready product



Confectionary plant AB-MARKET

Cacao powder production. Another project realized on the territory of the business park. The plant has been working successfully for more than 5 years

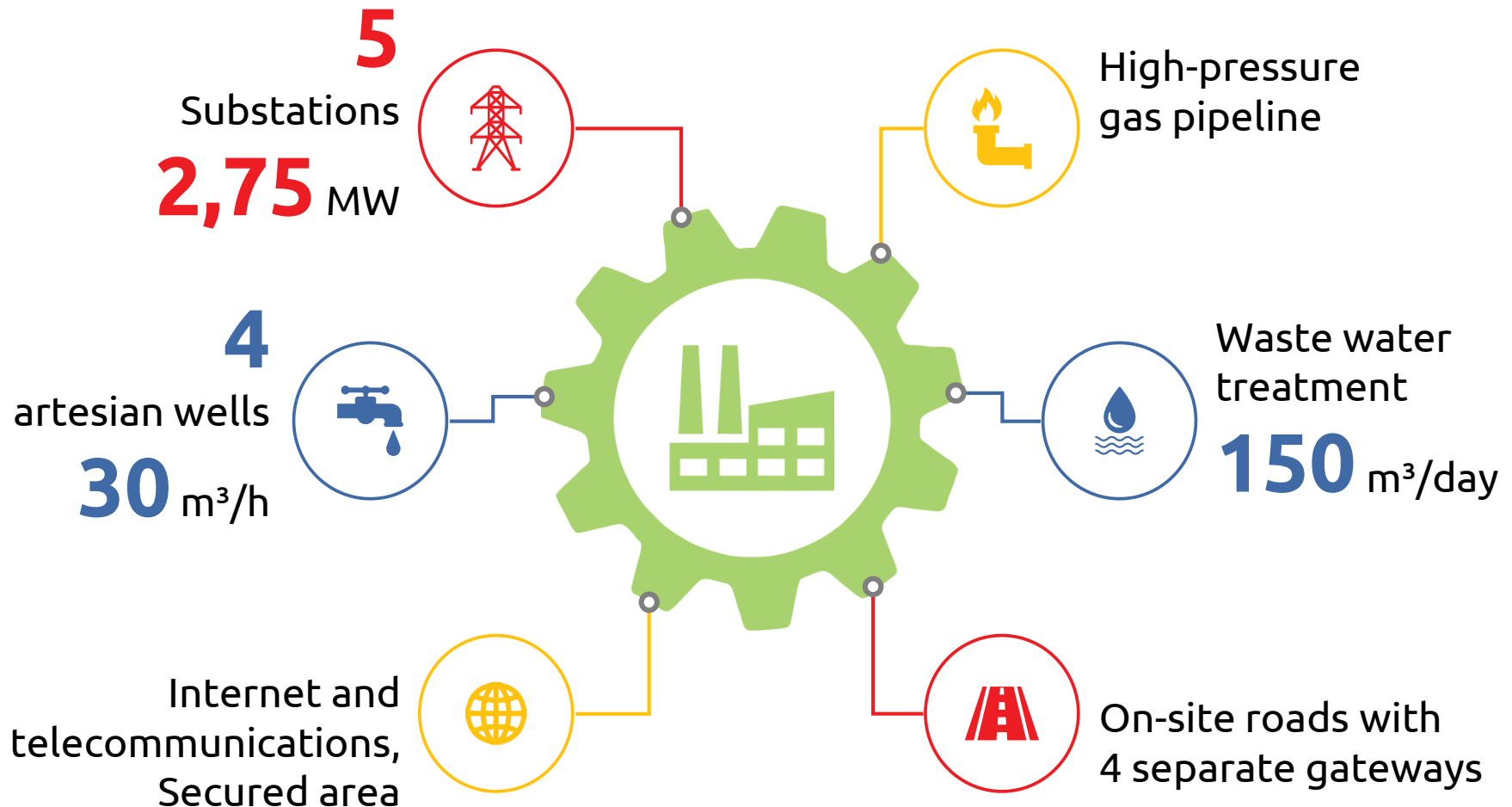


Aruna LLC

A business park resident that is going to launch a production and warehouse complex for the purpose of clean packaging production, storage and transportation of pharmaceutical products.

WE KNOW HOW TO KEEP YOU CONNECTED

The industrial business park provides all necessary infrastructure, which allows the partners to ramp up production capacity, without waiting long for the essential objects to be built

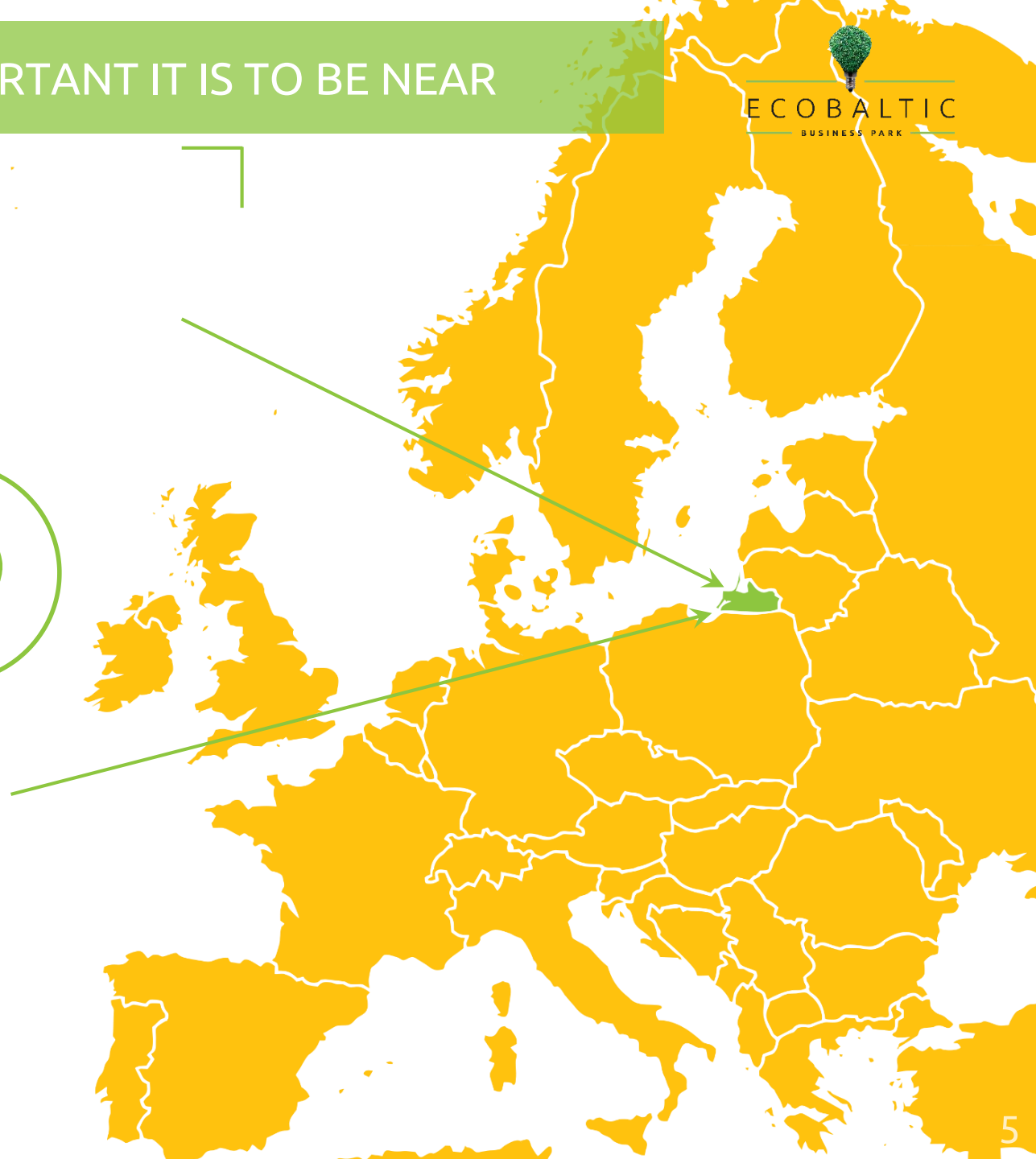


WE KNOW HOW IMPORTANT IT IS TO BE NEAR

The Ecobaltic's favourable location, its proximity to the European markets gives significant advantages to Russian and foreign investors



Relatively cheap prices for energy, raw materials and workforce make the region an attractive production ground



WE KNOW THAT TOGETHER IS CHEAPER

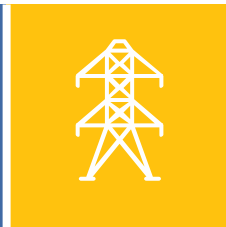
WATER SUPPLY

\$**0,27**
/m³



ELECTRIC
POWER

\$**0,05**/kWh



WATER DISPOSAL

\$**0,13**
/m³



GAS SUPPLY

\$**75**
/1 000 m³

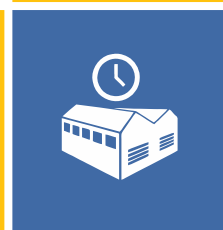
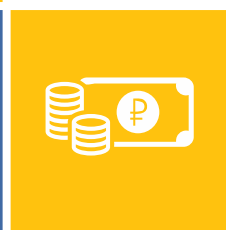
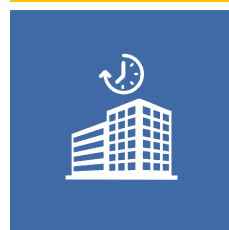


LAND PLOT

\$**60 000**
/ha

OFFICE RENT

The price is negotiable



RENT OF PRODUCTION
PREMISES

\$**6**/m²

AVERAGE SALARY

\$**6 360**
per year

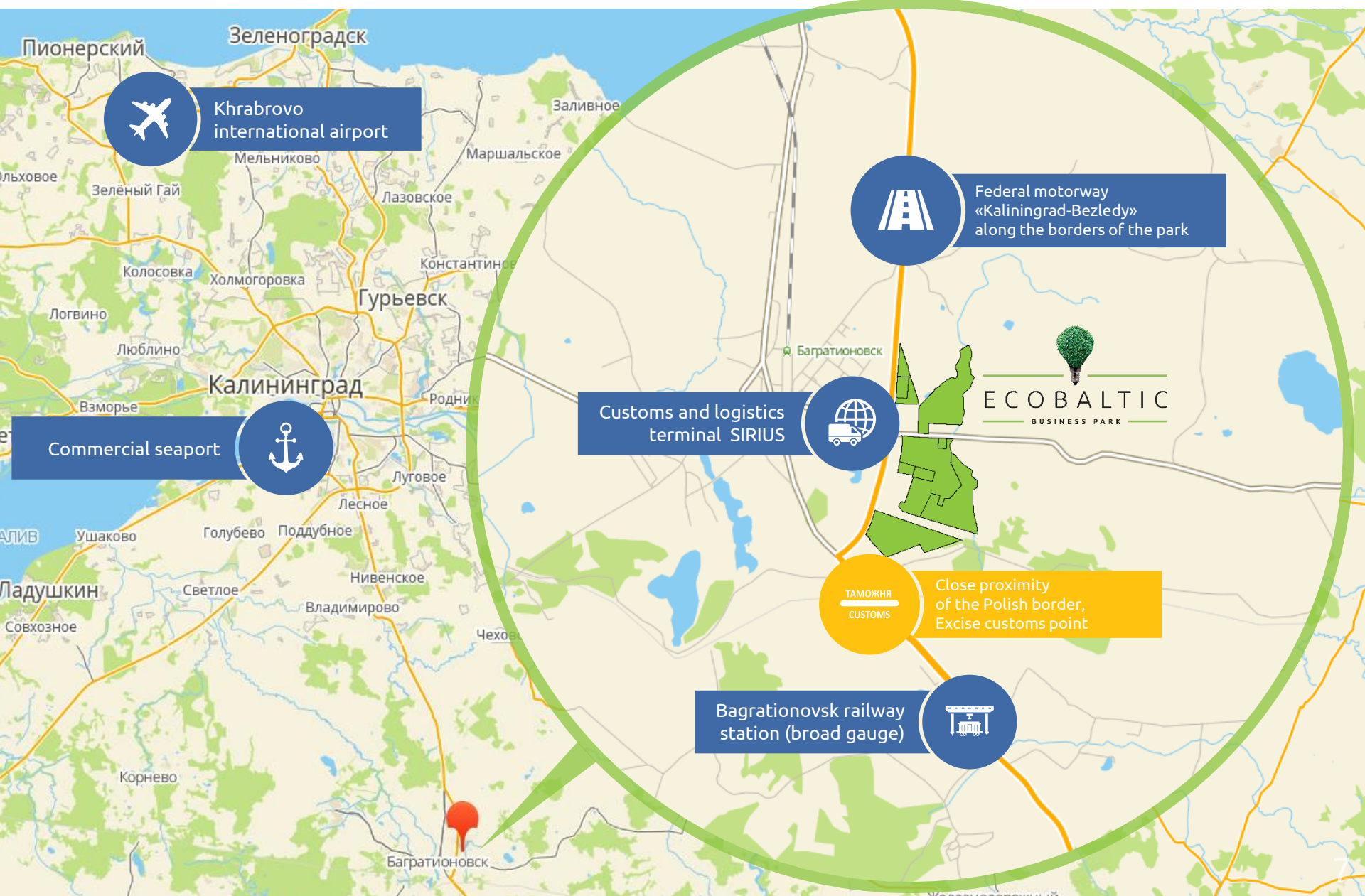
The price for resources is calculated
according to the state tariffs.

The tariffs are changed 1-2 times a year.

Calculation of variable expenses:
monthly with metering instruments

The prices do not include VAT

WE KNOW WHAT THE RIGHT LOGISTICS IS



WE KNOW WHAT THE RIGHT LOGISTICS IS

CUSTOMS AND LOGISTICS TERMINAL SIRIUS

A modern multifunctional inspection-warehouse complex of the Kaliningrad Region located in close proximity to the Russian-Polish border.

The company provides a full spectrum of services on cargo delivery on the territory of Russia and the EU countries by all means of transport, as well as insurance, customs clearance, terminal cargo handling, and product certification.

There are also specialized laboratories.

The terminal's capacity is up to 200 heavy vehicles a day.



Located on the state border RU/PL



Transport logistics



Capacity of the terminal: up to 200 heavy vehicles a day



Warehouse service



Guarantees high-grade security and safety of cargo



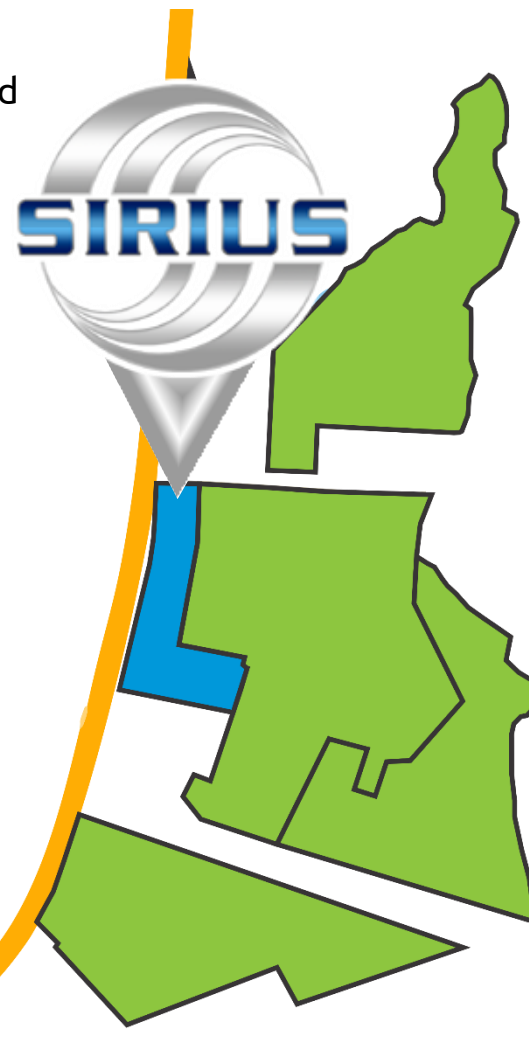
Certification



Specialized laboratories on the territory of the terminal



Customs procedures



ТАМОЖНЯ
CUSTOMS

The Polish border
(IABCP "Bagrationovsk") is
only few meters away



Due to the specifics of productions, an exceptionally clean, sustainable environment has formed on the territory of the park



The current residents are enterprises with the minimum pollution



The pharmaceutical production has a high level of sterility, compliant with the European standards



According to the research results, the outgoing water turned out to be cleaner than the incoming water!

WE KNOW HOW TO GET THE SUPPORT

All enterprises of the industrial park has obtained the status of a SEZ resident

SEZ is...

- tax benefits
- guarantee of the non-increase of the resident's tax burden
- amount of investment: min. 50m rub. (processing industry)
- foreign goods are placed and used on the territory of the Kaliningrad Region without paying customs duties or VAT
- compensation of import duties is available
- VAT deferment for 180 days is available



Year 1 Year 2 Year 3 Year 4 Year 5 Year 6 Year 7 Year 8 Year 9 Year 10 Year 11 Year 12

INCOME TAX

0%

PROPERTY TAX

0%

INCOME TAX

10%

PROPERTY TAX

1,1%

LAND TAX FOR THE SEZ RESIDENTS (SINCE THE MONTH OF EMERGENCE OF OWNERSHIP RIGHTS)

0% FOR THE FIRST 5 YEARS

50% OF THE CURRENT RATES

WE KNOW HOW TO GET THE SUPPORT

New conditions and benefits of SEZ are provided since 2018

IN THE HEALTH CARE FIELD

Investment amount

10

MLN RUBLES

FOR IT-SECTOR

Investment amount

1

MLN RUBLES

INSURANCE PREMIUM PAYMENTS FOR THE SEZ RESIDENTS

provided the legal body has been included in the SEZ Register in the period 01/01/2018-31/12/2022

7,6 % WITHIN **7** YEARS

Tariffs of insurance
premiums for the statutory
pension insurance

6,0 %

Tariffs of insurance premiums for the
statutory social insurance in case of short-
term disability or maternity

1,5 %

Tariffs of insurance
premiums for the
compulsory medical
insurance

0,1 %

WE KNOW HOW TO HELP YOU



Various forms of participation (lease, purchase, investor, co-investor) will be convenient for both large foreign and domestic investment and small enterprises planning further improvement and development



Turn-key plant construction assigned by the customer is possible



Becoming the industrial park's resident is easy: you can call or send an e-mail to the managing company «Baltfarmatsevtika»



Specialists of the managing company will provide you with a full consultation on development of a business plan and registration as a SEZ resident, with the follow-up investor's support

WE KNOW HOW TO KEEP THE STAFF ENGAGED



Human resources is one of the most important factors for successful business



Fair wages



Corporate bus to/from work



New homes for employees

WE THINK ABOUT THE FUTURE

GDP warehouse

Workshops for
ointments and
substances

Filling workshop
for Miramistin and
Okomistin

Catheter
manufacturing

Sprayer
manufacturing

Trigeneration
project

AB-Market

Sirius

BORDER WITH POLAND

35,7 ha

Current territory of the
industrial park

53,1 ha

Prospective territory of the
industrial park

UROLOGICAL FOLEY CATHETER

MANUFACTURING

PROJECT IDEA

Creation of urological Foley catheter (100% silicon) manufacturing.

Foley catheters are to be used for the prolonged catheterization of the bladder. The silicon surface allows long-term use without change which is a painful procedure for the patient. This kind of catheters is more durable and "humane" for patients.



IMPORTANCE

The project has a significant import substitution impact. Today, 100% of Foley catheters are imported in Russia. The production can be classified as high-technology and is included in the action plan on import substitution in the medical industry. Another important goal targeted by the project is the Russian export growth, as stated in the development strategy for the medical industry ("Pharma-2020").

JV Foley Catheter
100% silicone

Clean
room grade
100000
ISO8

Amount of investment	\$14M
Production output	100 000 un./month
Projected revenue	\$17,6M
Tax liabilities assigned to the budget	\$1,5M
New jobs	100



SALES MARKET

Russia and EU - **70%** South Korea - **30%**



POTENTIAL MARKET SHARE

48%

MIRAMISTIN PHARMACEUTICAL SUBSTANCE MANUFACTURING



PROJECT IDEA

Construction of the plant for the Miramistin pharmaceutical substance production.

The plant is projected compliant to the international GMP standards and is qualified in the EU.

The production is equipped with the most modern high-technology machinery BÜCHI, which is all-purpose and allows to produce other pharmaceutical substances by contract.



IMPORTANCE

The pharmaceutical substance production and manufacturing of highly efficient antiseptic products on its basis is considered by INFAMED K as the import substitution process and the factor of national pharmaceutical security. In the future, it is planned to validate the plant according to the FDA standards, which will allow to fulfill orders for the customers not only in Russia but also in Europe and the US.

Production form –
topically-applied
solution

0,01 %

Amount of investment	\$6,4M
Production output	6 tons/year
New jobs	50
Production area	1 000 m ²
Implementation period	1 quarter 2019

MIRAMISTIN®

- new generation of antiseptics
- prevention and treatment of bacterial, mycotic and viral infections

The all-purpose machinery of the Swiss manufacturer **BÜCHI** allows production of other pharmaceutical substances by contract, which is an important import substitution factor.



PROJECT IDEA

Construction of the plant for the manufacturing of pharmaceutical solutions to be used in medicine and veterinary.

The project includes the system of preparation and filtering of solutions, cleaning in-place system, distributing system for the purified water, pure steam and compressed air used for production of the Miramistin® 0.01% solution, the Ocomistin® 0.01% eye drops, and the Mistin® veterinary product, which is an effective product for prevention and treatment of a wide range of diseases of livestock animals and pets caused by bacterial or mycotic infections.



IMPORTANCE

According to the research on the efficacy of Mistin® among the targeted livestock animals, it has been proven that Mistin® has a pronounced therapeutic and prevention effect when applied to wounds of the various etiology, as well as in case of tetters, burns, scratches, grazes, and post-operative sutures. Taking into account the high quality and proven efficacy of the product, in terms of the projected growth of the skin antiseptics market, the project is an attractive investment.

Growth of the
antiseptics
market in 2012
against 2011

27,4%

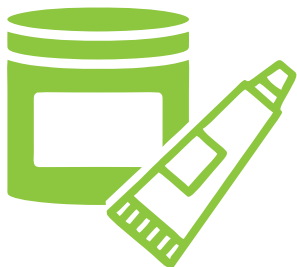
	<u>PROJECT</u>	<u>I STAGE</u>
Amount of investment	\$23,8M	\$1,5M
Production output	80 mln un./year	10 mln un./year
New jobs	150	more than 30
Production area	1 500 m ²	
Commissioning	II quarter 2020	

MISTIN®

- veterinary product
- has a pronounced therapeutic and prevention effect when applied to different types of wounds, tetters, burns, scratches, grazes, and post-operative sutures.

PROJECT IDEA

Creation of production of the ointment form of the Inflamistin® and Miramistin® antiseptics. Creation of the domestic production of highly efficient pharmaceutical products for the domestic market, with the potential of export to the international markets.



IMPORTANCE

Despite the wide availability of health aids for the topical treatment of septic wounds, the desired wound healing effect has not been achieved. Hence the new, highly efficient combined product Inflamistin® has been developed. Miramistin® is another successful project of the INFAMED and it is also planned for release in the ointment form 0,5%. It is aimed at prevention of the drug resistance development and side effects, by contrast with other products containing antibiotics and corticosteroids. The steady growth of this group of pharmaceutical products in monetary terms is expected in the nearest future.

Production form
15 g or 30 g
in aluminum tubes

Amount of investment	\$2,3M
Production output	10 mln un./year
New jobs	more than 30
Production area	1 500 m ²
I stage ready by	II quarter 2020

INFLAMISTIN®

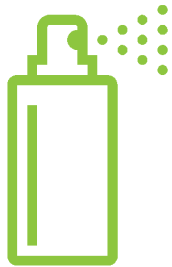
- antiseptic product
- enhancer of tissue regeneration
- topical anesthetic

MIRAMISTIN®

antiseptic product

PRODUCTION OF PHARMACEUTICAL SPRAYERS

PROJECT IDEA



Creation of the pharmaceutical sprayer production (means of sealing for packing pharmaceutical products, cosmetics and perfumery). Additionally, the product's use in home care and food industry is possible. The production will meet all the GMP requirements and be placed in the class D clean rooms.



IMPORTANCE

The initiator of the project, ARUNA Ltd., is the enterprise providing package to the INFAMED K Ltd., which is one of the largest consumers of sprayers in the Russian market. Around 15 mln sprayers will be used for own needs only, which will help to save around 135 mln rubles a year. The project will have a significant import-substitution impact. Today, 100% of pharmaceutical sprayers are imported in Russia. The implementation of the project will allow the company to keep the entire process flow in Russia, as for now, sprayers are the only element of the chain produced outside of the country.

Total capacity will
comprise

100
mln units/year
(around 10% of the
Russian market)

Class
D
Clean
rooms

Amount of investment

\$11,1M

I stage capacity

36 mln un./year

New jobs

50

I stage construction area

3 000 m²

Implementation period

I quarter 2019

Payback period

3,6 years

11 press moulds by the Italian manufacturer **CANTONI**, 6 injection molding machines and 3 assembly machines by the Austrian manufacturer **ENGEL** will be used in production. III stages are planned in total.

GDP WAREHOUSE

GDP

Good
Distribution
Practice

PROJECT IDEA

Construction of a GDP warehouse for the storage of pharmaceutical products.

The class A warehouse complex is designed for acceptance, storage and release of ready pharmaceutical and medical products. A special storage machinery Jungreich and Linde, equipped with the navigation systems, will be used at the warehouse, which is expected to result in high warehouse turnover rates.

Storage conditions at the warehouse will fully meet the license requirements for storing pharmaceutical products (temperature, humidity and access control, zoning, staff and document flow).

IMPORTANCE

The project of the GDP warehouse construction is unique for the Kaliningrad Region and is expected to meet the demand of the entire region.



The use of the
Jungheinrich
and **Linde** machinery,
equipped with the
navigation systems,
facilitates high warehouse
turnover rates.

Class
A
warehouse

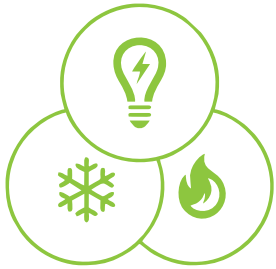
Amount of investment	\$7,9M
Capacity	15 000 pallets
New jobs	more than 60
Production area	15 000 m ²
Implementation period	III quarter 2019

- High-altitude storage (12 m), Metal racks – 7 levels
- Narrow passage technology that allows an efficient use of the warehouse space

TRIGENERATION

PROJECT IDEA

Construction of a stand-alone CHP station for combined production of cooling, heat and power by utilizing three ready-to-use block-modules produced on the basis of gas-piston aggregates, boiler equipment and absorption refrigerating machine by the GazEnergostroy Corporation. The gas-piston generating units are fueled by natural gas.



IMPORTANCE

The project is oriented towards supplying residents of the Ecobaltic industrial business park. However, electricity and heat could be consumed not only by the residents of the park but also by the municipality. The energy price will be 5% cheaper than the current tariffs.

Extensibility

up to **9**
modules

Amount of investment

more than **\$2,3M**

Production area

5 500 m²

Implementation period

IV quarter of **2019**

PLANT CAPACITY:



power

3,159 MW



heat

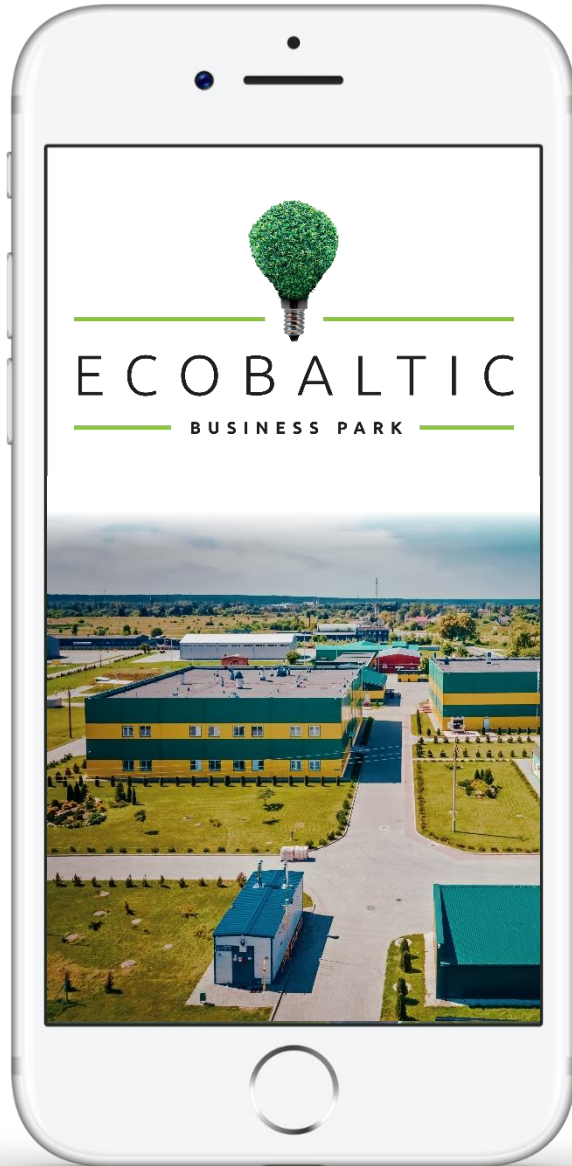
3,633 MW



cold

1,023 MW

WE ARE READY TO SHARE WITH YOU MORE!



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