

# INVEST in Lviv

The time is right!





Lviv city council



LVIV IS AN EXCELLENT, SMARTLY-LOCATED, AWARD-WINNING CITY WITH A PROMISING BUSINESS CLIMATE.

The local community and business ecosystem are very advanced and dynamic, where development is backed by a pro-active local government.

#### WESTERN UKRAINE'S LARGEST CITY WAS NAMED:





2020 Emerging City at the Global Business Services Awards in Central and Eastern Europe (CEE) Warsaw



CEE Shared Services And Outsourcing Awards











2019 Most Transparent City in Ukraine for investment







Business-Friendly Cities Perception 2020 Ranking 2020 Emerging Europe Awards.







Ranked in the Financial Times fDi Intelligence Global Top 10 "Smart Locations of the Future" for cost-effectiveness

Smart Locations of the Future 2019/20 Winners





### **POPULATION**

**44.6** million (70% urban-based) 20 million diaspora worldwide



CURRENCY
Ukrainian hryvnia
1€ = UAH 34.3
1\$ = 28.3
(January 2021)



#45
GLOBAL INNOVATION
INDEX 2020 (BOIB)



**BIG MAC INDEX** 

\$ 2,17



TIME ZONE

GMT +2 in winter GMT +3 in summer



LANGUAGE Ukrainian



#64
EASE OF DOING
BUSINESS 2020



#5
INNOVATION
EFFICIENCY



CLIMATE

Average temperature in July +24° | in February -3°



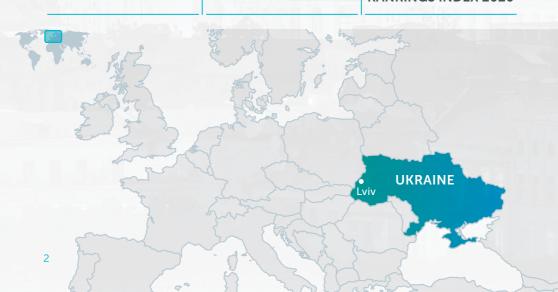
#20
DEALING WITH
CONSTRUCTION PERMITS



#3 LOWER-MIDDLE INCOME



#43 FINTECH COUNTRY RANKINGS INDEX 2020



# **UKRAINE: KEY FACTS**



#### INFORMATION TECHNOLOGY

- #1 IT engineering force in Central and Eastern Europe (CEE)
- IT services are 40% of all exports to US #1 trade category
- 100+ global companies operate software R&D labs in Ukraine
- 130,000 engineering graduate annually



### **AGRIBUSINESS**

- **33%** of world's black-soil ("chornozem") is in Ukraine, considered the most fertile and productive agricultural land
- Over 70% of Ukraine is agricultural land estimated at > \$100 billion
   In the global food market\*
- #1 Sunflower oil, sunflower meal
- #2 Rapeseed
- #3 Nuts
- #4 Corn, Barley, Rye Honey, Sorghum
- #5 Wheat
- \*MY2018/19, the place in the world export by volume



### **INFRASTRUCTURE**

- Railways 23,000 km (#14 globally)
- #7 world's largest freight transporter
- Roadways 170,000 km (#29 globally)
- Airports 19 international airports
- Sea ports 13 along main coastline of Ukraine
- River ports 16
- 4 out of 10 principal transport corridors run through Ukraine
- Pipelines: Gas 37,000 km, Oil 4,800 km, Refined product 4,400 km



### **NATURAL RESOURCES**

- #1 black soil concentration globally
- #2 manganese ores and graphite deposits globally
- Top-3 iron ore deposits globally
- Local gas production covers 50%+ of domestic needs
- #9 magnese ores...
- #7 iron ore

# Paying Taxes in Ukraine and comparator economies

### COUNTRY COMPARISON FOR CORPORATE TAXATION

1			2	3	
Competitive Labor		Skilled Human Capital		Workforce Availability	
Average Salary*, l	JSD	Top European	Countries	Unemployment R	late, %
(as of Dec 2019)		by number of e		(as of Dec 2019)	
Ukraine	520	Ukraine	130	Serbia	9.6
Serbia	570	France	105	Ukraine	8.7
Bulgaria	755	Germany	93	Bulgaria	5.9
Romania	1230	Turkey	75	Poland	5.2
Hungary	1295	UK	71	Slovakia	4.9
Slovakia	1315	Poland	66	Romania	4.0
Poland	1315	Spain	56	Hungary	3.3
Czech Republic	1460	Italy	48	Czech Republic	2.9

Romania \*salary includes employee social security Source: World Mining Data 2020 report, tax, personal income tax and/or other published by the International organizing employee taxes, if any committee of World Mining Congresses (data reported as of 2018)

99

https://ukraineinvest.gov.ua/

# **EFFECTIVE TAX RATES, %**

20%
18%
22%
18% + 1.5%
0%
1%





# #65 UKRAINE 2020 PAYING TAXES SCORE

(out of 190 countries in the World's Bank Doing Business Report)

5% work tax for private entrepreneurs in Ukraine

Regulatory framework

### **ONE-STOP-SHOP – OPEN A BUSINESS IN 2-3 DAYS**

Starting a business in Ukraine is easy. There is a One-Stop-Shop for corporate registration. Local councils, local state administrations and notaries, can all set up a business for you, for as little as EUR18.



A Limited Liability Company (LLC) can be registered in 2-3 business days (including registration with fiscal, statistics and social security authorities, and setting up a bank account). There is no minimum share capital requirement for an LLC. Founders of an LLC should contribute 100% of the declared share capital within one year of the date of incorporation.

An LLC can be entirely owned by foreign investors (there are limited restrictions for companies engaged in the media and agricultural sectors).

# **FAVOURABLE TAX RATES FOR BUSINESS**



Corporate Income Tax (18%)

Value Added Tax (20 %)
Personal Income Tax (19,5 % including a temporary 1.5% military tax)

Unified Social Security Contribution (22%) capped at the level of 15 minimum wages (UAH 90,000)

# $\overline{\diamond}$

### TRANSFER PRICING POLICIES SIMILAR TO OECD COUNTRIES

Transactions with non-resident related parties are deemed to be controlled from a transfer pricing perspective if the annual income of a taxpayer from any activities exceeds UAH 150 million in a reporting year.

#### **EMPLOYMENT REGULATION**



Whilst protecting workers' rights, the Ukrainian Labour Code is flexible and allows investors and employers to reorganise their business in the event of changes to the business environment or exit from the Ukrainian market. The length of the working week should not exceed 40 hours and employees are entitled to annual leave of at least 24 calendar days. The minimum monthly salary is UAH 6000 as of 01.01.2021 (about USD 212).

\*Source: Ukraine: your new Shared Service Centre destination, KPMG



# LVIV: KEY FACTS



**FOUNDED** 

1256



AREA

182 km<sup>2</sup>

Lviv city

315.6 km<sup>2</sup> Lviv hromada



**POPULATION** 

**721,5** K Lviv city

783 K Lviv hromada

**1M** 

Lviv (agglom.)

2.5M Lviv Region

# MEMBERSHIP IN INTERNATIONAL ORGANIZATIONS













+350.org

# SISTER CITIES

Chengdu, China 2017

2016 Plovdiv, Bulgaria

Vilnius, Lithuania 2014

2013 Tbilisi, Georgia

Przemysl, Poland / 2005

Novi Sad, Serbia

2004 Banja Luka,

Bosnia and Herzogovina /

Lublin, Poland

Lodz, Poland 2003

2002 Wroclaw, Poland /

Kutaisi, Georgia

Krakow, Poland 1995

1993 Budapest, Hungary

Rzeszow, Poland 1993

1992 Rochdale, UK

Freiburg im Breisgau, Germany 1989

1973 Winnipeg, Canada

# A GATEWAY TO EU



**60** KM TO EU

A4 / E40 main road 9 customs border checkpoints



### INTERNATIONAL AIRPORT

**51** destination

21 airlines

9 departure gates

**3000** pax / hour

7 km / 15 min to city center



Source: Danylo Halytskyi International Airport "Lviv", 2020

# **DANYLO HALYTSKYI INTERNATIONAL AIRPORT • LVIV •**

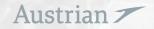




# **AIRLINES OPERATING IN LVIV INTERNATIONAL AIRPORT:**

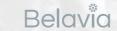








































Source: Danylo Halytskyi International Airport "Lviv", 2020

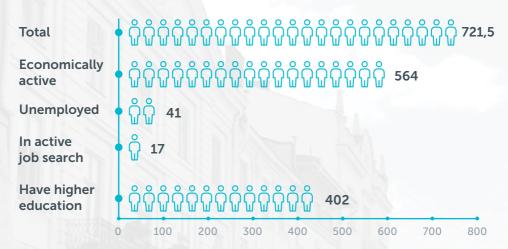




Back in 2011 Nestle decided another important investment in Lviv - opening the NESTLE Business Service Center. This BSC grow over the years. Now we employ around 1200 people. It is very important to know that our first production site was established in Lviv. Here we have our Svitoch factory which produce chocolate. Another important asset we have in Lviv is our distribution center. This is the state-of-the-art distribution center which is servicing international and local purposes. I believe that we will continue invest in Lviv.



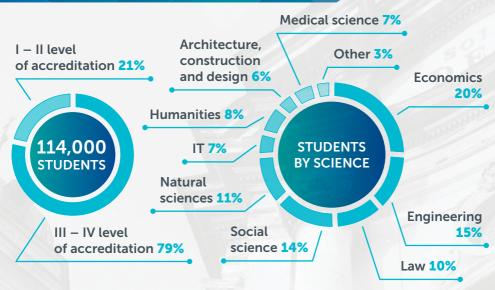
# POPULATION, '000 people





Source City Institute, 2019

# **EDUCATION**



# UNIVERSITIES (III-IV LEVEL OF ACCREDITATION), students

Lviv Polytechnic National University	26,0
Ivan Franko National University of Lviv	20,0
Danylo Halytskyy Lviv National Medical University	6,14
Lviv National Agrarian University	4,20
Lviv State University of Internal Affairs	4,70
Lviv National University of Veterinary Medicine and Biotechnologies	3,40
Ukrainian National Forestry University	3,10
Hetman Petro Sahaidachnyy National Army Academy	2,10
Lviv University of Trade and Economics	2,78
Lviv State University of Physical Culture	2,90
Ukrainian Academy of Printing	2,33
Lviv State Financial Academy	2,50
Lviv State University of Life Safety	2,21
Ukrainian Catholic University	1,73
Lviv National Academy of Arts	1,10
10 other small universities	63,0

Total 114,0

Source: City Institute, 2019

# CONFERENCING

# LVIV CONFERENCE FACILITIES

41	hotels with conference facilities Sonata Hotel 450 *
9	academic venues Lviv Polytechnic National University — <b>800*</b>
10	unique venues Lviv Opera and Ballet Theatre – <b>1, 000*</b>
12	conference halls Arena Lviv Stadium – <b>1, 200*</b>

\*Biggest capacity, theatre seating

# **TOTAL DELEGATES IN 2019**

291, 144

# HOTELS

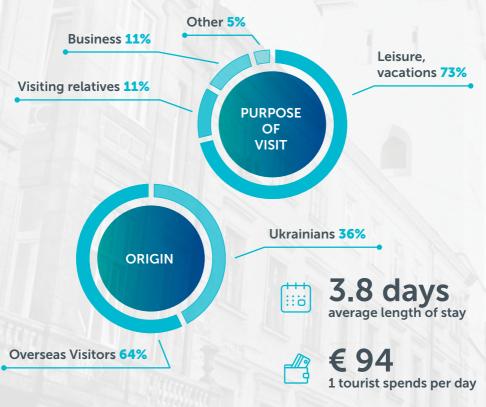
Hotels

41
81
3, 866
7, 824



# NUMBER OF TOURISTS, million people

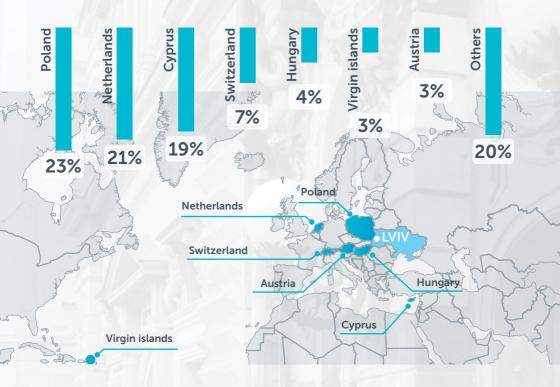




Source: Lviv Tourism Office, 2019



STRUCTURE OF FOREIGN DIRECT INVESTMENTS BY COUNTRIES (equity capital) IN THE ECONOMY OF LVIV ON 31.12.2018, %



# PERCENTAGE OF FOREIGN DIRECT INVESTMENT BY COUNTRY (equity) INTO THE ECONOMY OF LVIV AS AT 31.12.2019, %

Industry	56%
Real estate operations	10%
Finance and insurance activities	8%
Administrative and support service activities	8%
Wholesale and retail trade	4%
Professional, scientific and technical activities	4%
Agriculture, forestry and fish industry	3%
Other services	6%

# METROPOLITAN ANDREY SHEPTYTSKY CENTER

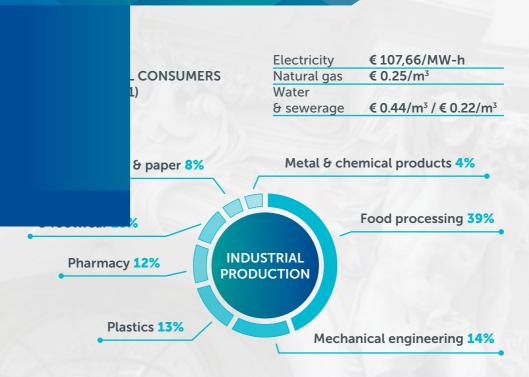


We can recommend Lviv as a solid base to start when aiming to invest in Ukraine. A long breathe, patience, relationships, accessibility to (debt) financing as well as the capacity to amend plans are though key ingredients for anyone aiming to operate in Ukraine.

Gawein Minks, Director, Multi Uk<u>raine</u>



# **COST-EFFECTIVE LOCATION**



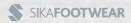
# INTERNATIONAL PRESENCE (industrial production & manufacturing)

























# FINANCIAL INSTITUTIONS INTERNATIONAL PRESENCE:











# **IT INDUSTRY**

492+	IT companies in Lviv
\$ 1,255	billion economic effect of the IT sector in Lviv in 2019
<b>20%</b> of city (	GRP - \$3,9 Billion GRP of Lviv
26.500	IT specialists
56%	software engineers
99.6%	speak English
4 500	IT specialists graduate annually
20%	predicted annual growth of IT industry
4000+	participants in IT Arena annual event

Source: Lviv IT Cluster, 2020

# COMPANIES FROM THE GLOBAL OUTSOURCING 100 PRESENT IN LVIV:

<epam> infopulse intellias



N-iX



\*HQ in Lviv



info@itcluster.lviv.ua 0 800 300 331 www.itcluster.lviv.ua





www.relocatetolviv.com



# ≈2500 EMPLOYEES

- legal services
- accounting sales
- finance
- HR

- procurement
- consulting
- audit
- advisorv

- call centers
- data analysis
- technical support
- · project management

VACANCY	AVG. NET SALARIES
Call center employee Customer relations specialist	\$ 588 \$ 490
Accountant Financial analyst	\$ 385 \$ 470
IT Administrator QA IT Developer	\$ 1000 \$ 1350 \$ 2000

Source: Deloitte, 2019

# **INTERNATIONAL PRESENCE:**





















# PUBLIC-PRIVATE PARTNERSHIP (PPP) PROJECTS

# List of Public-Private Partnership projects in Lviv\*:

- **1.** Construction of the mixed type complex on the territory adjacent to the main and suburban train stations in Lviv.
- **2.** Construction of the exhibition facility of multiple use, including also for exhibiting modern art pieces.
- **3.** Creating a multifunctional medical facility on the basis of the Lviv Clinical Emergency Care Hospital.
- **4.** Construction of a multifunctional sports facility for wrestling and other types of martial arts, with the wrestling and other martial arts gym, a hotel for athletes and visiting competition participants, and open-air sports grounds at Linkolna-Lypynskoho Streets in Lviv
- **5.** Creating an Educational Cultural Entertaining Cinema Space in Lviv (on the basis of the former Khmelnytskyi Cinema).
- **6.** Construction of underground parkings, including an underground parking on Petrushevycha Sq.
- 7. Construction of intercity bus stations on the territory of Lviv.
- 8. Modernization of the street lighting system in Lviv.
- 9. Modernization of Lifting Mechanisms System in Lviv.
- **10.** Modernization of the City's Utilities Infrastructure: Water Supply and Water Disposal.
- **11.** Modernization of the City's Municipal Infrastructure: Gas Reciprocating Units for Electricity and Thermal Energy Generation at the Lvivteploenergo Lviv City Utilities Company.

\*Lviv - first Ukrainian city which approved the List of local PPP's projects. In 2020 was signed Memorandum of Cooperation between Lviv City Council and state organization – PPP Support Agency.

Detailed information about investment and PPP city projects on our website by gr-code:



# PUBLIC-PRIVATE PARTNERSHIP (PPP) PROJECTS

# Underground parking on PETRUSHEVYCHA SQ.

- long-term concession project
- public partner: Lviv City Council
- Pre-Feasibility study has been elaborated
- 0.8 ha land plot
- 2 floors; 350 parking spaces
- total cost 10M USD
- Sources of income: collection of parking fees, commercial activities (services for charging electric car batteries).
- City Council will close nearby streets for car parking
- · Includes public square renovation.



# Mixed type complex adjacent to the Main train stations

- · long-term concession project
- Pre-Feasibility study is elaborating (with IFC support).
- Potential public partners: Lviv City Council (initiator), Ministry of Infrastructure of Ukraine, National Railway Company Ukrzaliznytsia JSC.
- revitalization of the territory near to Lviv main train station for its effective use;
- relocation of Lviv suburban train stations, etc. other train buildings and combining them with the main train station;
- · construction of new commercial quarter in this area;
- 18 ha land plot
- 137,8 thous. m<sup>2</sup> designed office and hotel apartments
- designed shopping (41 thous. m²) and multifunctional (14,4 thous. m²) centres.

# Multifunctional medical facility

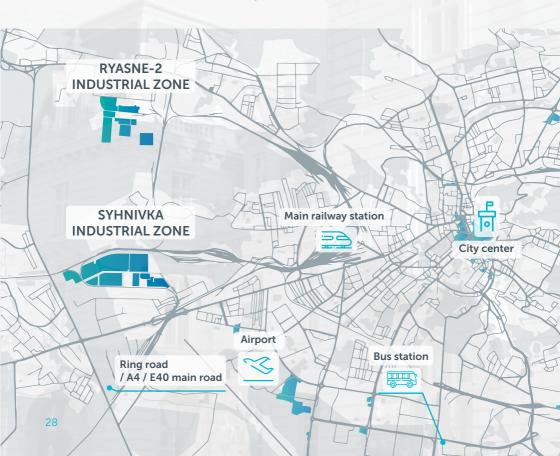
- included in list of priority investment projects of the State until 2023 by Government Decree
- public partner: Lviv City Council
- consult support: IFC
- project on the basis of the Lviv Clinical Emergency Care Hospital
- stage: preparation for elaborating pre-feasibility study.



# **INDUSTRIAL ZONES**

### **INCENTIVES**

TAXES AND FEES	STANDARD TAXATION	AFTER INDUSTRIAL ZONE TAX RELIEF	
Property tax for industrial buildings	€ 0.89 – € 1.46 / m²	ZERO	
Investment contribution for infrastructure development	Up to <b>10</b> % of estimated cost of construction	ZERO	
Land lease fee	3% of normative monetary valuation	60% reduction	



# **INDUSTRIAL ZONES**

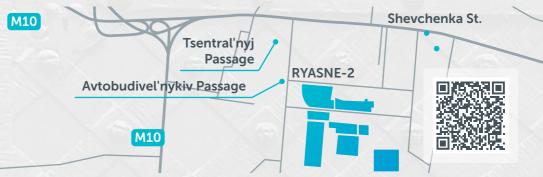
### SYHNIVKA INDUSTRIAL ZONE - 92 HA

- Main industrial city zone.
- 49.1 ha of available industrial greenfields.
- 15 ha reserved for industrial park (special status)
- Located on the western outskirts of Lviv from 5 km to Main ring road / E40 (A4) main road in EU direction (Shehyni checkpoint).
- · Available utilitieas: electricity, gas, water.
- Possibility to build a railway track (20 500 m to existing railway)
- Development strategy and local territory plan are developed.
- 4 industrial investors were involved.
- Privatization via land auction



#### RYASNE-2 INDUSTRIAL ZONE - 37 HA

- 37 ha of available industrial greenfields
- Located on the A4 Highway on the Northwest outskirts of Lviv in EU direction (Krakivets checkpoint), next to CTP industrial park
- · Available utilities: electricity, gas, water, sewerage



# **INDUSTRIAL PARKS**

#### SPARROW PARK LVIV

- Logistics park with A-Class facilities
- · Located in Syhnivka industrial zone
- Built-to-suit (BTS) lease model
- Specialization light industry and retail
- 18,8 ha land plot

- 113 000 m<sup>3</sup> total building area
- First project stage 11 000 m<sup>3</sup> facilities (available in first half of 2021)
- All utilities are available
- Designed railway terminal with its own tracks



#### LVIV INDUSTRIAL PARK "RYASNE-2"

- Industrial park status
- A-Class manufacturing and logistics facilities
- Located on the Northwest outskirts of Lviv near to M10/A4 Highway in EU direction (Krakivets checkpoint).
- 24 ha land plot
- 140,000+ m<sup>2</sup> Gross Leasable Area First project stage – 13 650 m<sup>3</sup> dry warehouse facilities on 2.7 ha land plot (construction starts in 2021).
- All utilities are available



# **MAJOR INFRASTRUCTURE PROJECTS**

#### SOLID WASTE MANAGEMENT PROJECT



- Construction of MBT Plant
- € 100M+ investment from EBRD, EIB and Lviv Municipality



Project Manager:
Lviv Municipal Company

- •GREEN CITY•
- +380 322 97 55 70

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### **URBAN PUBLIC TRANSPORT PROJECTS**

# Implemented:

- 7 new and 35 used trams (EBRD funding)
- Construction of new tramline (EBRD funding)
- 150 new buses in 2018 (leasing financing)

# In progress:

- Automatic fare collection system (EBRD funding)
- 50 new trolleybuses (EBRD funding)
- 10 new trams (EIB funding)
- 100 new buses (EIB funding)
- 100 trolley buses with autonomous motion (IFC funding)



# **PARTNERSHIP WITH IFOs**

### **IMPLEMENTED**

Project	IFO	Amount Financed, € M	Total, € M
Tram rolling stock	EBRD	13,9	16.4
Modernization	Lviv City Council	2,5	16.4
Street reconstruction	EBRD	27,1	77
with tram lines (trams 2 and 6)	Lviv City Council	5,9	33
Tramline to Sykhiv	EBRD	12	
district	BMU	6,2	25.9
	Lviv City Council	7,7	

TOTAL FUNDS

75.3















# PARTNERSHIP WITH IFOs

# **PROJECTS IN PROGRESS**

Project	IFO	Amount Financed, € M	Total, € M
Wastewater	EBRD	15	2) - 1/1/1/2
treatment & biogas	E5P	7,5	74 6
production	NEFCO	5	31.5
	Lviv City Council	4	
Heating	EBRD	20	Mar
modernization	E5P	10	77
	Lviv City Council	3	33
E-ticket	EBRD	10	
	Lviv City Council	1,2	11.2
Waste management	EBRD	25	
	E5P	10	41.75
	Lviv City Council	6.75	41./3
Trolleybuses	EBRD	17.5	
and infrastructure	Lviv City Council	4,5	22
Urban			
Public Transport	EIB	40	40
Road Safety	EIB	37,8	77.0
		1	37,8
Trolleybuses with	IFC	72	32
autonomous motion	IFC	32	32
		TOTAL FUNDS	249,25

Credit rating B/ Stable



# INNOVATION DISTRICT IT PARK

The project occupies the land plot of nearly 10 ha, and represents one of the largest and most important urban developments in the city in the next 5 to 10 years.

# Stage 1

Six blocks of 8-storey office buildings A, B, C	<b>72 000</b> sq m GLA space
office tower D	28 000 sq m GLA space
Technological laboratories F	<b>2 000</b> sq m
Mall with supermarket, food court, fitness area, entertainment zone, supporting services F Conference facilities	<b>10 000</b> sq m GBA
Internal and external parking	2000 + parking lots
Open green areas for sports and leisure	<b>20 000</b> sq m
	A, B, C  office tower D  Technological laboratories F  Mall with supermarket, food court, fitness area, entertainment zone, supporting services F Conference facilities  Internal and external parking

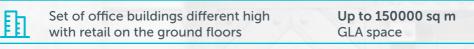
# 58 000 sq m office premises signed!

Construction period for Stage 1: 24 months

Softserve GlobalLogic N-iX

Perfectial intellias

# Stage 2 and Stage 3



# **OFFICE PROPERTY MARKET**



254,000 m<sup>2</sup> total stock (GLA)



\$ 12 - 19 rent (excluding VAT and utilities)



1,8 % vacancy rate

Source: Deloitte, 2019

### 320 000 m<sup>2</sup> OF A-CLASS OFFICES TO BE COMMISSIONED BEFORE 2022

# LVIV.TECH.CITY

- Three class-A office buildings and a multi-family residential complex positioned in a business class with diversified amenity facilities.
- The Project's site 4.7 ha
- Total area (GBA) 55 000 sq. m

- Lease area (GLA) 27 000 sq. m
- Number of working stations 3500
- Underground parking. For 350 cars
- · Fitness centre,
- · Modern Café with a catering function

Developer - UDP www.udp.ua



# DISCOVER, ACT, CONNECT.



### **IT CLUSTER**

50+ companies6 Universities





# PUBLISHING AND PRINTING CLUSTER

13 publishing enterprises1 University



OCBITA KPEATUBHICTЬ

# LVIV CLUSTER OF EDUCATION DEVELOPMENT AND CREATIVITY

10 founders

10 members of Advisory Board

11 cluster members





# LVIV MEDICAL TOURISM CLUSTER

10 private clinics





# **BIOTECH&PHARMA CLUSTER**

18 cluster members





# WEST UKRAINIAN FASHION INDUSTRY CLUSTER

32 light industry enterprises2 educational institutions1 school of innovative tailoring skills "List"





# LVIV INVESTMENT OFFICE

# **SUPPORTS**

 investment activities locally and clears any investment process bottlenecks

#### **SEARCHES**

investment targets

#### **PROVIDES**

 information on business climate, investment opportunities, human capital availability, local costs and taxes structure

#### **IDENTIFIES**

 potential investment projects and investment opportunities on demand

# **ARRANGES**

· bilateral business meetings and study visits

#### **CONTACT US:**

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# **NOTES**







investinlviv.com



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Invest in Lviv







