

Become a part of
next generation
of Croatian
pharmaceutical
innovations and
make profit with us

INCENTIVES

- **0%** profit tax rate for 10 years
- up to **€ 18,000** grant per each new employee
- up to **€ 1 million** worth cash grant for capital costs
- up to **€ 0,5 million** grant for R&D
- access to **EU funds**

www.aik-invest.hr



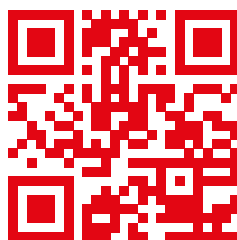
**AGENCY FOR
INVESTMENTS AND
COMPETITIVENESS**

Agencija za investicije
i konkurentnost



**INVEST
IN CROATIA**

Agency for Investments
and Competitiveness



**PHARMACEUTICALS
IN CROATIA**

**PRESCRIBE FOR
PARTNERSHIP**

www.aik-invest.hr

**Republic of Croatia
Agency for Investments
and Competitiveness**

Zagreb Tower,
Radnička cesta 80
10000 Zagreb, Croatia
T +385 1 6286 800
F +385 1 6286 829
M info@aik-invest.hr

INVEST IN PHARMACEUTICALS IN CROATIA...

... WHY?

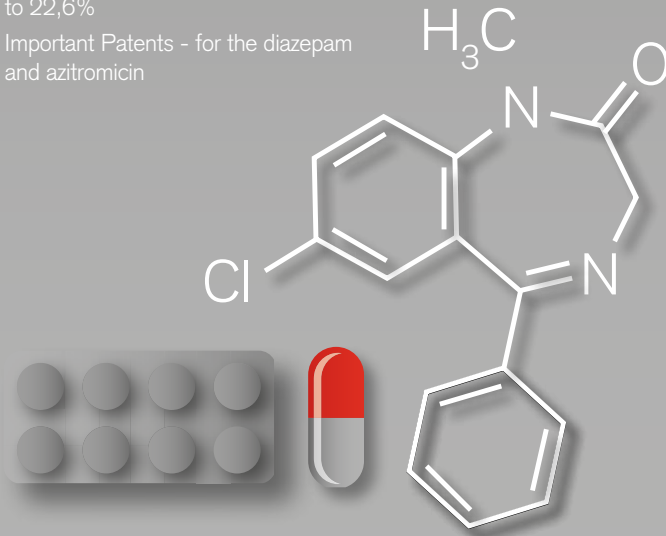
... SIMPLY BECAUSE WE HAVE

HISTORY OF EXCELLENCE

- The oldest pharmaceutical company in Southeast Europe - PLIVA HRVATSKA Company dates from 1921
- Educational institutions that represent a strong base for successful development of your business in Croatia
- Two Nobel Laureates in Chemistry - Leopold Ružička and Vladimir Prelog

SUCCESSFUL TRACK RECORD

- Gross operating rate is above average of manufacturing industry and amounts to 22,6%
- Important Patents - for the diazepam and azitromicin



- More than 50 international pharmaceutical companies present on Croatian market
- Large investment cycle of present pharmaceutical companies (Pliva/Teva, Jadran Galenski Laboratorij, Belupo, Galapagos and Hospira)

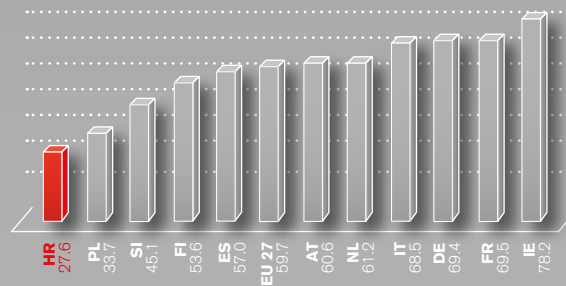
ACCESS TO ONE OF THE WORLD'S LARGEST MARKET'S

Access to over 500 million people - part of the EU market and global access



COMPETITIVE LABOUR COSTS

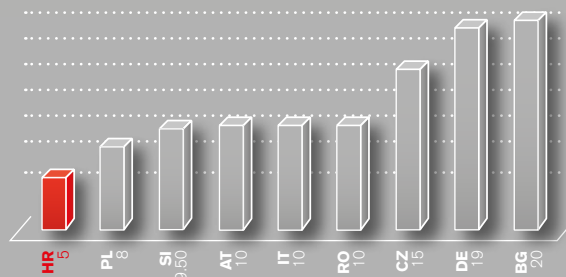
Average Personnel Costs in manufacturing of basic pharmaceutical products and pharmaceutical preparation (€1000/person)



SOURCE: EUROSTAT (2011)

FAVOURABLE MARKET AND TAX CONDITIONS

VAT rates (%) applied to medicines (Prescription)



SOURCE: EFPIA (2014)

NATIONAL COMPETITIVENESS CLUSTER OF MEDICAL INDUSTRY



25 members employ more than **7 250 people**.

Gathers important players in the field - small, medium and large pharmaceutical companies, public institutions and science and research institutes

INTERNATIONAL RECOGNITION FOR INVESTMENTS IN CROATIA AGENCY FOR INVESTMENTS AND COMPETITIVENESS



"We are pleased that our investment efforts have been recognized on the international level and I would like to use this opportunity to thank everyone who had contributed to the successful completion of these ambitious projects. This is being the confirmation that Croatia has both knowledge and competence to compete successfully on world markets. I believe this occasion will serve as an additional encouragement to investors in the region."

MR. TIHOMIR OREŠKOVIĆ, CEO OF PLIVA, PART OF TEVA GROUP (2014)

KEY FIGURES

- Pharmaceutical industry annual turnover: **€ 635,9 million** (2013)
- Number of companies in pharmaceutical industry: **47**
- Number of employees: **4,658**
- Gross average monthly salary: **€ 1,758**
- Share of export in total revenue: **61.6 %**