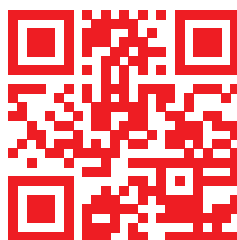


Become a part of  
next generation  
of Croatian  
pharmaceutical  
innovations and  
make profit with us

## 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](http://www.aik-invest.hr)



**THINK** Health  
**INVEST** Croatia

PHARMACEUTICALS  
IN CROATIA

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# INVEST IN PHARMACEUTICALS IN CROATIA...

## ... WHY?

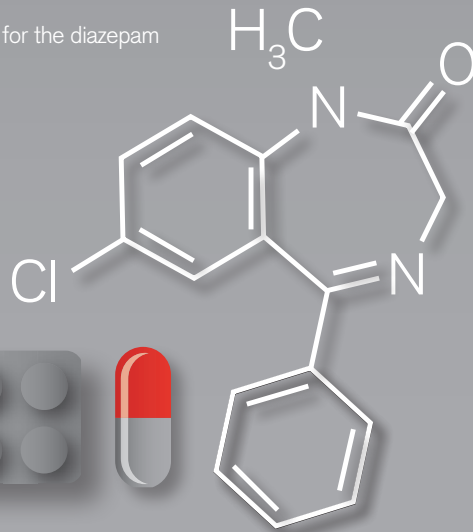
## ... SIMPLY BECAUSE WE HAVE

### 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 15,4%
- Important Patents - for the diazepam and azitromicin



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

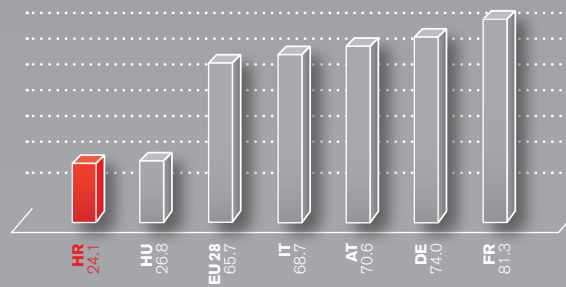
### ACCESS TO ONE OF THE WORLD'S LARGEST MARKETS

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



### COMPETITIVE LABOUR COSTS

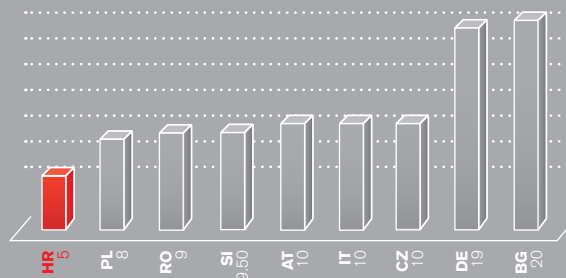
Average personnel costs per employee (thousand euro) in Manufacture of basic pharmaceutical products and pharmaceutical preparations



SOURCE: EUROSTAT 2017 FOR 2014 (LATEST AVAILABLE DATA)

### FAVOURABLE MARKET AND TAX CONDITIONS

VAT rates (%) applied to medicines (Prescription)



SOURCE: EFPIA (2017)

### 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

won the award for best FDI project in Eastern Europe, CIS & Turkey on the Annual Investment Meeting in Dubai, three years in a row



"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."

PLIVA, PART OF TEVA GROUP (2014)

### KEY FIGURES

- Pharmaceutical industry annual turnover: **€ 802 million**
- Number of companies in pharmaceutical industry: **49**
- Number of employees: **4,859**
- Gross average monthly salary: **€ 1,951**
- Share of export in total revenue: **85,9 %**

SOURCE: CBS 2016 FOR 2015 (LATEST AVAILABLE DATA)