

Klaipeda FEZ

the main **Plastics Hub**
in the *Baltics*



KLAIPEDA
FREE ECONOMIC ZONE

Welcome to the Klaipeda Free Economic Zone,

the largest and oldest zone of its kind in Lithuania,
with more than 30 investors generating more than
1,2 billion EUR in revenue.



a record year
for the Klaipeda FEZ

with a 20% increase in total investor
turnover to **1.239 billion EUR**

↑ **20%**

and a 200+ increase in the total number
of employees, to **more than 3,400**.

↑ **200+**

While companies from various industries operate in our zone; including, but not limited to electronic components, automotive, metal processing, and light manufacturers, the Klaipeda FEZ has a very strong presence in the plastics and PET industry. In fact, more than 71% of our total turnover is attributed to just five plastics companies. Two of them are among the leading players in Europe.

At the same time, these five companies employ only 18% of the total employees in our zone, representing strong efficiency and high added value. This doesn't come as a surprise as most of our plastics companies invest heavily in R&D and process optimization.

There are several reasons why the plastics industry grew so much in the Klaipeda FEZ.

- **01** Obviously, the location makes perfect sense as the nearby Port of Klaipeda is of major value for both importing raw materials and exporting the end product.
- **02** However, as the companies have been seeking efficiency and innovation, Klaipeda's labor pool, historically specializing in manufacturing and the research, as well as the local academic community, provided our companies with highly skilled professionals who passionately seek new discoveries.
- **03** Perhaps unsurprisingly, our companies from the plastics industry undergo massive investment projects in both production capacity, R&D, and sustainability nearly every year.



So, please meet our plastics community

and get in touch for more: we would be happy to discuss
how you could enter our zone.



**RUSLANAS
RADAJEVAS**

General Director
Neo Group

PRODUCTS
REVENUE IN 2018
EMPLOYEES
MAIN MARKETS

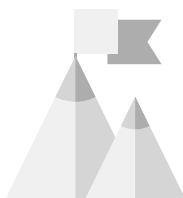
PET granules
545 million EUR
219
the Baltics, Germany, Poland, Scandinavia

2018 was a strong year for Neo Group

The company completed its third manufacturing line in 2018, which allowed the company to grow its manufacturing capacity by 50% and become **the biggest PET granule manufacturing plant in Europe.**

↑ 50%

Other factors responsible for Neo Group's income growth were export expansion into new markets and client diversification. The company paid a lot of attention to increasing sales to medium-sized clients.



Neo Group's goals for 2019 have included matching their financial results from 2018, reaching new markets, and strengthening its already established position. 2019 was planned to be a short respite because Neo Group is looking to expand its manufacturing capacity further in 2020, with detailed plans in the process of being drawn up.



Neo Group's Research and Development team has been actively participating in Horizon 2020, a European Commission Research and Innovation program and its circular economy development projects.

The two Horizon 2020 projects Neo Group participates in are:

DEMETO. A project for sustainable chemical recycling of PET waste,

SYMBIOPTIMA. An initiative for a human-mimetic approach to the integrated monitoring, management, and optimization of a symbiotic cluster of smart production units.

Neo Group also plans to implement a 1000 kW solar power plant project.



**VIKTORIJA
JUREVIČIŪTĖ**

General Manager
Retal Baltic

PRODUCTS
REVENUE IN 2018
EMPLOYEES
MAIN MARKETS

HDPE caps, food-grade APET film
48 million EUR
171
Germany, Switzerland, other EU states

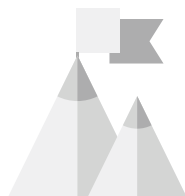
RETAL Baltic also has had a strong year in 2018

with its revenue increasing by 35%

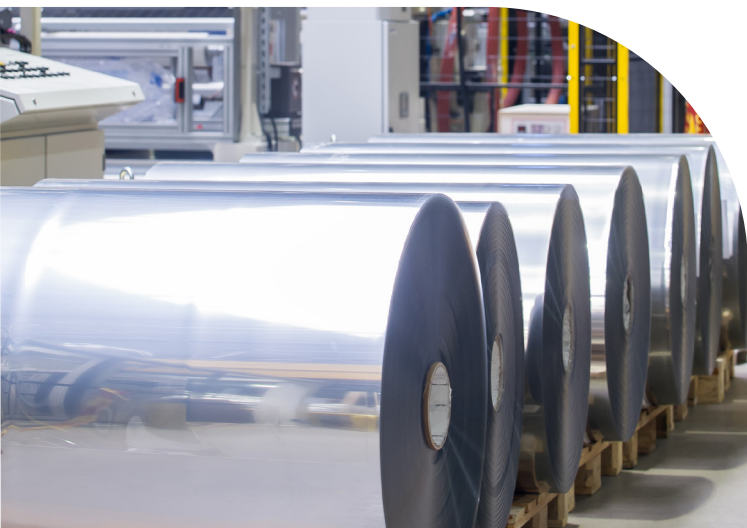
The company invested 10 million EUR into expanding its manufacturing capability in 2019, **increasing manufacturing capacity by 40%** and allowing for the optimization of logistical processes.

↑ **40%**

The company has already been investing in its supply chain optimization and manufacturing capacity. Throughout 2018, the company manufactured 23,000 tonnes of product or 27% more than the previous year.



In 2019, RETAL Baltic invested in growing its manufacturing capacity for products it makes as well as new warehousing and office spaces. The overall investment was valued at around 10 million EUR. The expansion should allow the company to offer a wider assortment of environment-friendly packaging solutions, as 90% of the materials used for APET film manufacturing will come from recycled sources, while the HDPE caps will be lighter. With sufficient warehousing space, the company will also be able to optimize its logistics and warehousing processes even further.



In the period from 2016 to 2018

RETAL Baltic invested 916,000 EUR into a laboratory for scientific research and quality control, which has been certified by one of the leading beverage manufacturers in the world.

RETAL Baltic purchased a bottling process testing machine, which allows testing new bottle cap designs by imitating the industrial capping process. The company is looking to invest further into new laboratory equipment, which will allow it to strengthen its market position when it comes to creating new products, while also improving the quality of its already existing offerings even more.



INDORAMA
VENTURES

**JITENDRA
KUMAR MALIK**

General Director
Orion Global PET

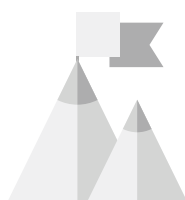
PRODUCTS
REVENUE IN 2018
EMPLOYEES
MAIN MARKETS

PET resin
288 million EUR
120
the Baltics, Central Europe, Scandinavia,
other EU countries

Orion Global PET

Orion Global PET, a part of the global Indorama Ventures group, recorded 288,2 million EUR in 2018 - **a 15% increase from 2017.**

288,2
M EUR
in revenue



The Company operates focusing on sustainability. **Their newest step towards minimizing CO2 emissions is a 300 kW solar electricity plan,** which was commissioned in Q3 2019.

Scheduled plant stoppage for preventive maintenance in Q4 2019 was a window of opportunity to introduce even more sustainable innovations in the company, maintaining its leading role and reputation of reliability in the PET sector market.

The company continuously invests in improvements of its technical and production processes, as well as equipment upgrades.



Chemical recycling experiment

Orion Global Pet is running a chemical recycling experiment in its Netherlands plant where the company expects to recycle 50,000 tonnes of waste a year. If the project is successful, chemical recycling measures will be implemented in Klaipeda's Orion Global Pet as well in 2020 - 2021. The group expects to invest 5 - 10 million EUR into the technology required.



PACK KLAIPĖDA

**VYTAUTAS
BUTVILAS**

CEO

Pack Klaipėda

PRODUCTS
REVENUE IN 2018
EMPLOYEES
MAIN MARKETS

Plastic food packaging containers
9 million EUR

63

Scandinavia, Poland, Czech Republic, Hungary,
Slovakia, Germany

A turbulent year for Pack Klaipeda

Pack Klaipeda, the egg tray and single-use food packaging producer operating out of Klaipeda FEZ, has had a turbulent year.

Following EU's decision to ban single-use plastic items, it had a risk to become the first Lithuanian company to halt operations. Now though, Pack Klaipeda is testing new products and is in negotiations with various new customers, including the automotive industry.



EU's decision to ban single-use plastic items such as straws, forks, knives, cotton buds and straws was well known, but banning food packaging from foam PS took the company by surprise the last minute.

Pack Klaipeda will still enjoy plastic egg trays not being banned, however, for food packaging, it is already testing PP and PET as materials, as well as even potatoes and sugar beets. It is now in negotiations with various suppliers regarding the best raw materials and conditions for its future operations.

"Our products are still needed by numerous SMEs such as coffee shops and small restaurants, especially ones catering to the takeaway crowd or providing lunches at workplaces. And so we believe we will grow our customer base, let alone maintain it,"



Vytautas Butvilas, the CEO of Pack Klaipeda



He also suggests Pack Klaipeda is in negotiations with one automotive company regarding components for heat and sound insulation, however, he cannot provide further details while the talks are still ongoing. Pack Klaipeda also expects to benefit from EU funds that cater to companies seeking to pivot their business models.



ANI Plast Logo

**LAIMA
ŠALČIUVIENĖ**

Director
Ani Plast

PRODUCTS
REVENUE IN 2018
EMPLOYEES
MAIN MARKETS

Polypropylene plumbin systems & accessories
2,3 million EUR

72

**Algeria, Poland, North Africa, Baltics, Ukraine,
Russia**

Contacts



EIMANTAS KIUDULAS

CEO, Member of the Board

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Background: Has worked with Free Economic Zones in Lithuania for more than 20 years. In 1999, he created and promoted programs for two first Lithuanian free zones at the Free economic zones development center. Then he joined the Klaipeda FEZ project in 2001 and paved ways to its official launch in 2002. Now Klaipeda FEZ is the largest free zone in the country with investors generating more than 1,2B EUR of annual revenue. Eimantas is also a member of the board in two biotechnology companies as well as a member of the Supervisory Board at Klaipedos Nafta, a leading Lithuanian energy company.



VAIDAS VELYKIS

Business Development Manager

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Background: In Klaipeda FEZ team since 2012. Has facilitated dozens of new foreign and local new investors into Klaipeda FEZ by helping to prepare business cases and launch tactics. Has a good track record of fast and smooth customer set up facilitation, understands the industrial and manufacturing sectors and keeps a close eye on needs and expansion opportunities for existing customers.

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