



Industrial and Technology Park

# **EUROVALLEY**

## **Industrial and Technology Park**

### **The Profile**

**“Slovakia is the investors’ paradise of Europe”**

Steve Forbes, Forbes Magazine, 11 August 2003



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## EuroValley Park Profile

### General Information

Based on a decision of the Slovak Government the new Industrial and Technology Park named Eurovalley has been recently established to accommodate the investors relocating their business to Slovakia.

The concept of this park is based on the geographic potential use (**The Golden Investment Triangle of Europe**) and large qualification potential (Bratislava, Vienna) for the development of high technologies and software industry.

The Eurovalley Park is open to every type of investment, however, special importance will be attached to high-tech productions, R&D-type activities, software, electronic and electrical engineering, micro-electro mechanic, automotive industry, logistics, medicine, food processing, wood processing, biotechnologies and other relatively “clean“ productions and technologies.

The Eurovalley Park shall be prepared to accommodate the first investors as of January 2004. The concept of its development is based on the creation of a complex environment (“the world of 21<sup>st</sup> century”), in which research, production, leisure, and housing areas are harmonically provided and all of that in the exceptional local environment. The Eurovalley Park aims to develop the following activities within its area:

- Production
- Research & development, to be located mainly in a Technology Centre
- Business support services, hotel
- Leisure activities, such as an entertainment park and golf
- Housing area providing residences for employees of the Park’s companies.

### Eurovalley, Inc.

In order to manage the development and day-to-day management of the Eurovalley Park was set up Eurovalley, Inc., a joint stock company that has been given an exclusive mandate to market Eurovalley Park. Eurovalley, Inc. seeks to provide full-scale services to the investors, such as investment development, engineering, marketing provision of R&D support, HR services, training, conference support, legal counselling, logistics, communication with local authorities, accommodation and many more.

In this effort Eurovalley, Inc. is co-operating with professional partners.

### Geographical zones

The **Eurovalley Industrial and Technology Park** will cover a total area of 1,300 ha that is divided into several production zones. Given the size and the set-up, the Park is ready to accommodate the investments of all volumes, from small- to large-scale production facilities.

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## Industrial and Technology Park

- *Zone A – Velké Leváre*

Locality features, available workforce and natural resources, technical infrastructure determined zone's orientation as ecologically and regionally acceptable large-scale production in branches as follows: electrical and electronic equipment production, informatics, glass production and automotive.

- *Zone B – Malacky – north*

Zone B is planned to be a technology area of the Park accommodating small and medium size manufacturers and also enterprises carrying out R&D activities. Zone is supposed to be a centre of the Park (services and administration centre).

- *Zone C – Malacky – south*

This zone welcomes medium size manufacturers requiring highly skilled workforce and sophisticated technologies from branches as follows: biotechnology, metal processing, wood processing, electrical and electronic equipment production and information technology.

- *Zone D – Malacky – Vaskova*

Zone D is planned to provide relax opportunities and be a residential, sport, entertainment and relax zone.

- *Zone E – Plavecký Štvrtok*

Zone's E orientation is determined mainly by geographical features and thus this zone is open for SME from branches as follows: logistics, transport services, warehousing.

### Utility networks

The Eurovalley Park offers a possibility of connection to all necessary utility networks in sufficient capacities according to investors' requirements.

- Through the Eurovalley Park passes the optical fibre telecommunication line with high capacity (terra byte level) connecting Berlin-Prague-Bratislava-Vienna and Budapest.
  - Water supply will be provided from two main water sources in adjacent area to the Park,
  - Park will be networked with sewage treatment facilities in the town of Malacky and Plavecký Štvrtok,
  - Electric energy supply will be provided from existing control room in Malacky town and one build in the Park,
  - There are largest underground natural gas storage facilities in the whole western Europe are located on the adjacent areas to Eurovalley Park. In addition, transit gas pipelines are routed along the Park,
  - Geothermal energy source is located close to the Eurovalley Park.
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## Reasons why to Invest in Eurovalley

- **Excellent business location** and the best communications on the main crossroads of the Central Europe (Direct highway connections to Austria, the Czech Republic and Hungary), easy access to main transport routes, hence to the EU market with 450 million people
  - Eurovalley Park occupies exceptionally large area and the land will be provided for **symbolic price** - large plots available for sale and for rent
  - **Settled property** and legal relations to the lands
  - **Lands exempted from the fees** for the functional change of them (withdrawing from the forests and soil fund, lands are considered as an building plots)
  - **All technical infrastructure** and utility networks routed into the Park in sufficient capacities according investors' requirements
  - Eurovalley, Inc. aims to be an **One-stop shop** for all coming investors
  - Excellent **development potential** of the region
  - **Highly qualified** labour force available from universities and research institutes in Bratislava and West-Slovakia
  - **Lowest labour cost** in the Central European region (the highest productivity of labor in accessing Visegrad Group countries)
  - **Low tax** - 19% flat rate tax for all categories: corporate tax, VAT and the personal income tax
  - **Investment incentives and state support:** for research intensive industries
  - State funds for the re-qualification of the labour force, state subsidies for the creation of new jobs
  - **Business friendly environment** – customs tax free technology import, entrepreneur friendly Labour Code, inward processing regime and more
  - A **pleasant living environment** with excellent education, cultural and medical facilities in Bratislava and nearby cities such as Vienna
  - The **positive development of macroeconomic features** of Slovakia (high GDP growth 4,4% in 2002, low inflation 3,3% in 2002. labour productivity growth 7,0%)
  - An existing **industrial and research base** with a tradition in development and production of pharmaceuticals, chemicals, medical equipment and ICT
  - For selected types, opportunity of providing the state **funds for the re-qualification** of the work force
  - **R&D potential** – Bratislava has a high-class research in the fields of materials, cellulose and wood, chemistry, pharmaceuticals, polymere technology, electronics. Public research institutes also possess advanced knowledge in the area cybernetics, robotics, and informatics and hold the potential to move into medical industry.
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## Park Location

### Strategic and cost effective location

Industrial and Technology Park EuroValley is situated in the south-western part of Slovakia, in **Bratislava region** and only 25 km in the north-west from the capital. This locality belongs to the so-called “**Golden Investment Triangle**” of **Bratislava – Vienna – Győr** - one of the most potential economic areas in Europe. The Park is located on the territories of several municipalities, concentrated around the town of **Malacky**. Malacky is the district town of the Bratislava region and is situated only several dozen kilometres from the border with Austria, Czech Republic and Hungary.

Located in the heart of Europe, Slovakia has an excellent links with the neighbouring Austria, Czech Republic, Hungary and Poland, in addition to corridors for East and South European trade. Key gas and oil pipelines run through Slovakia and the country has a modern, well-developed transport infrastructure to all major European cities and therefore Slovakia creates the opportunities for international cooperation. Additionally, new opportunities will arise when Slovakia joins European Union in May 2004.

### Transport infrastructure

#### Air connection

Austria's main international airport, **Vienna-Schwechat**, is only 55 km from Malacky and as a result provides regular air connections for those travelling from Slovakia to European and global destinations. Regular buses and trains connect Bratislava with the airport. There is a military airport Kuchyna located near EuroValley, in a distance of approximately 10 km, which in the future can be used for small motor aircrafts and cargo.

**Bratislava's airport of M.R. Štefánik** keeping connection with Schwechat airport serves as backup and alternate option. Bratislava's airport operates 24 hours a day with all international standards and its qualified staff and modern technological resources allow the airport to serve the whole range of passenger and cargo traffic. It has 477 hectares and good climate conditions; the airport is ideally located to serve western Slovakia, the Vienna area and the Gyor area of north-western Hungary.

#### Road connection

Eurovalley Park is crossed by **E 65 (D-2) highway**, and thus easily connected to important transport corridor (**Berlin-Prague-Bratislava-Vienna-Budapest**). The road infrastructure in the area of future EuroValley includes:

- highway D2 (E65)
  - the road of the I. class I2,
  - a class II road
  - internal roads in EuroValley
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Moreover, future highway connection Vienna – Angern and new bridge in Marchegg and Angern is planned (Marchegg Bridge in 2004 and connection to E 65 (D2) highway in 2005-2006). This will make the transport distance from the Eurovalley Park to Vienna approx. 30 minutes to last.

### **Railway connection**

The nearest railway stations of the **trans-European railway main line (Berlin-Prague-Bratislava-Vienna-Budapest)** are located in the town of Malacky (virtually in Eurovalley Park) and Zohor. Presently, this main line is modernized for the speed up to 200 km/h. The infrastructure of EuroValley assumes the construction of two factory railways, connecting the production zones of EuroValley with railway stations.

### **River connection**

The Bratislava port provides access to the Black Sea in the east while the Danube – Mohan – Rhine canal connects the region with the Northern Sea.

All the mentioned transportation possibilities create an excellent market access from the Eurovalley Park to whole Europe.

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## Eurovalley – Industrial and Technology Park

### General information

The Industrial and Technology Park Eurovalley represents an innovation incentive not only of regional but also countrywide importance. The concept of this park is based on the geographic potential use (**The Golden Investment Triangle of Europe**) and large qualification potential (Bratislava, Vienna) for the development of high technologies and software industry.

The concept of its development is based on the creation of a complex environment (“**the world of 21<sup>st</sup> century**”), in which research, production, leisure, and housing areas are harmonically provided and all of that in the exceptional local environment. The Eurovalley Park aims to develop the following activities within its area:

- Production
- Research & development, to be located mainly in a Technology Centre
- Business support services, hotel
- Leisure activities, such as an entertainment park and golf
- Housing area providing residences for employees of the Park’s companies.

In 3 five - year stages on an area of **1,500 hectares** the most modern complex of production and research capacities connected to a network of the social - cultural background will be constructed. Choosing this locality an investor will achieve unique benefits, created conditions for satisfaction of optimal investment goals.

The Eurovalley Industrial and Technology Park area is divided into several production zones. Given the size and the set-up, the Park is ready to accommodate the investments of different volumes, from small- to large-scale production facilities.

The Eurovalley Project is an excellent locality for the investors looking for their investment opportunities to establish an industrial production, business enterprise, or distribution channel in the Slovak Republic. Based on the market information Eurovalley locality is one of the most serious prepared projects in Slovakia. Eurovalley site is readily available for utilization depending on investors’ requirements.

The Park is located on the territory of several municipalities (Malacky, Plavecký Štvrtok, Veľké Leváre, Lozorno). The support from the state will be mediated by municipalities.

In order to manage the development and day-to-day management of the Eurovalley Park was set up **Eurovalley, Inc.**, a joint stock company that has been given an exclusive mandate to market Eurovalley Park. Eurovalley, Inc. seeks to provide full-scale services to the investors. The state support is also mediated via Eurovalley, Inc.

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Eurovalley Inc. was established by following founder-municipalities **Malacky, Plavecký Štvrtok, Veľké Leváre, Bratislava region** and a non-profit association, the **Eurovalley Council**. The Eurovalley Council operates as the initiator of the entire plan already from 1999 (individuals already from 1993) and represents the necessary professional and managerial potential. Individual Council members have experience in organizing the scientific – technology development, international relations, business and financial environments. The Eurovalley Council can act as a eligible organizer and beneficiary of international assistance from the EU pre-accession funds and EU structural funds in the later period.

The Eurovalley Inc. was established on June 5, 2002 and registered on August 8, 2002. The founders are:

- |                                 |      |
|---------------------------------|------|
| • Malacky municipality          | 10 % |
| • Plavecký Štvrtok municipality | 10 % |
| • Veľké Leváre municipality     | 5 %  |
| • Bratislava region             | 10 % |
| • EuroValley Council            | 65 % |

Total shareholder's equity represents SKK 1 million.

The Eurovalley Park is open to every type of investment, however, special importance will be attached to high value-added productions, R&D-type activities, software, electronic and electrical engineering, micro-electro mechanic, automotive industry, logistics, medicine, food processing, wood processing, biotechnologies and other relatively "clean" productions and technologies.

#### **Branches of industry**

- |                              |  |
|------------------------------|--|
| • Automotive industry        | • Information and communication technology |
| • Construction materials     | • Electronic engineering                   |
| • Pharmacy and biotechnology | • Energetic industry                       |
| • Engineering                | • Food processing                          |
| • Logistics                  |  |
| • Metal processing           |  |
| • Wood processing            |  |

#### **Additional services**

- |                        |                               |
|------------------------|-------------------------------|
| • Catering             | • Auditing, proofing, testing |
| • Cleaning             | • Human resources             |
| • Engineering          | • Additional services for IT  |
| • Medical              | • Public relations            |
| • Constructing         | • Others                      |
| • Industry maintaining |                               |



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## Eurovalley Project Team

The Eurovalley project is being prepared and implemented with participation of:

- Dipl.Ing.Ivan Kočiš, PhD., (Bratislava) the Board of Directors Chairman
- Juraj Lettrich, executive director
- Milan Vaškor, (Plavecký Štvrtok) has been elected the Supervisory Board Chairman
- Supervisory Board members are also Ľubomír Roman, (Bratislava) Chairman of Bratislava region,
- Mayor of Malacky and mayors of particular municipalities.
- Approx. 40 experts from different fields, e.g. marketing, PR, law etc.

### **Industrial and Technology Park Záhorie**

#### **Eurovalley, a.s.**

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## **Slovakia – the tiger of Europe**

### **5 reasons why Slovakia is and will be successful**

**During its existence since 1993 till 2004 Slovakia has with success managed five difficult economic problems each one of which, also separately, has got such dimensions that would menace a stabile developed economy, too.**

- 1) Transformation of the economy to its market form and privatization of most state-controlled enterprises: Slovakia has managed and completed a major part of the most important reforms and has introduced a modern tax system and social system reform as well.**
- 2) The collapse of the Soviet block and cancellation of a significant part of the Slovak export: Slovakia has re-oriented 80% of its export from the eastern orientation to the EU countries under a very hard competition.**
- 3) The defense industry conversion has been performed during units of years while the developed economies have been implementing it distributed to 10 – 15 years. The Slovak industry was bearing a significant part of the Czechoslovak defense potency.
- 4) The splitting of Czechoslovakia, while Slovakia was orientated mostly to the sub-supplies and semi-finished goods, and practically whole export was executed through export entities in Prague. Slovakia was practically missing in the world picture and what was Czechoslovak it was de facto a synonym for Czech though produced in Slovakia. Slovakia has managed to build its own image and today Slovakia is a brand name and a successful and direct exporter in the most demanding areas.
- 5) The global economic crisis has caused the economic stagnation of G8 (the crisis of technological companies in 2000 and after September 11, 2002). In those years Slovakia was recording the 3-4% GNP growth and inter-annually the 10-20% growth of its industry and export. At a reduced demand capability of the EU countries Slovakia has increased its export by 5-10% annually.

These five great performances document also the capability of Slovakia to manage sophisticated and difficult tasks and problems at a high qualitative level with a great capability of adapting itself to new problems at preserving its modesty and friendship against its partners.

This is the answer to the question why Slovakia is a country of the future.

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## Entry procedures

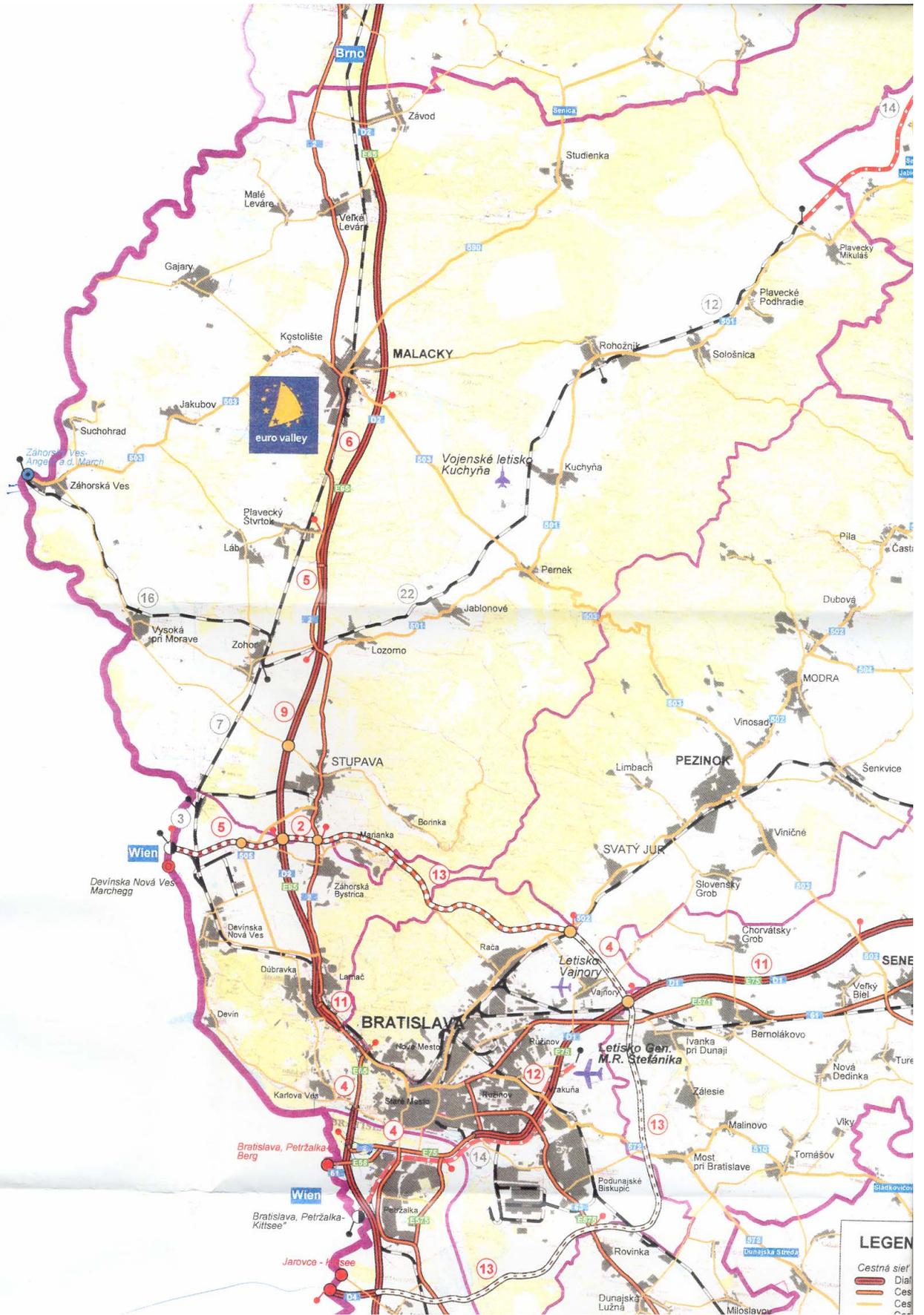
1. **Initial contact** - companies that wish to establish a facility in the Eurovalley Park should directly contact Park's managing body, Eurovalley Inc.
2. **Zone selection** - initial meeting in order to present the Park to the investor and select the most appropriate functional zone according to investor's requirements and subject to the Park design.
3. **Lot selection within the zone** – after an investor has chosen the zone he can opt from available lots for his facility accommodation within the zone.
4. **Supplementary materials for memorandum** – investors who decided to establish their business in the Park should provide the managing body with following information:
  - volume of the investment,
  - number of employees,
  - export share,
  - facility construction schedule,
  - required access to the transport infrastructure,
  - expected output volumes,
  - range of produced goods,
  - supply requirements,
  - assumed area for the facility,
  - utility requirements.
  - investment incentives,
5. **Memorandum of understanding** – investors wishing to start their business in the Park will sign Memorandum of understanding (future contract) with Eurovalley, Inc. In case that investment exceeds certain volume, they will sign Memorandum of understanding also with the Slovak Government.
6. **Contract of lease** – eligible investors will sign a contract of lease with an option to purchase the site for fixed price after fulfilment of the investment.
7. **Eurovalley, Inc.** – your powerful partner for services provision. In order to enhance the swift realization of investment project and further investor's ability to focus only on its core business the Park's managing body with its partners aims to provide investors with a wide range of professional services:
  - Support in achieving permits – building permit, EIA etc.
  - Engineering assistance
  - Facility management
  - Tender assistance
  - Catering
  - Cleaning services (daily garbage collection)
  - Health care
  - Security service
  - Human resources recruitment
  - Marketing and financial consulting services
  - Support with local authorities relations
  - Design and elaboration of studies and EU projects
  - Support in conference

You can benefit from these services, too. You can select specific items or opt for complete customized service packages offered by Eurovalley, Inc.

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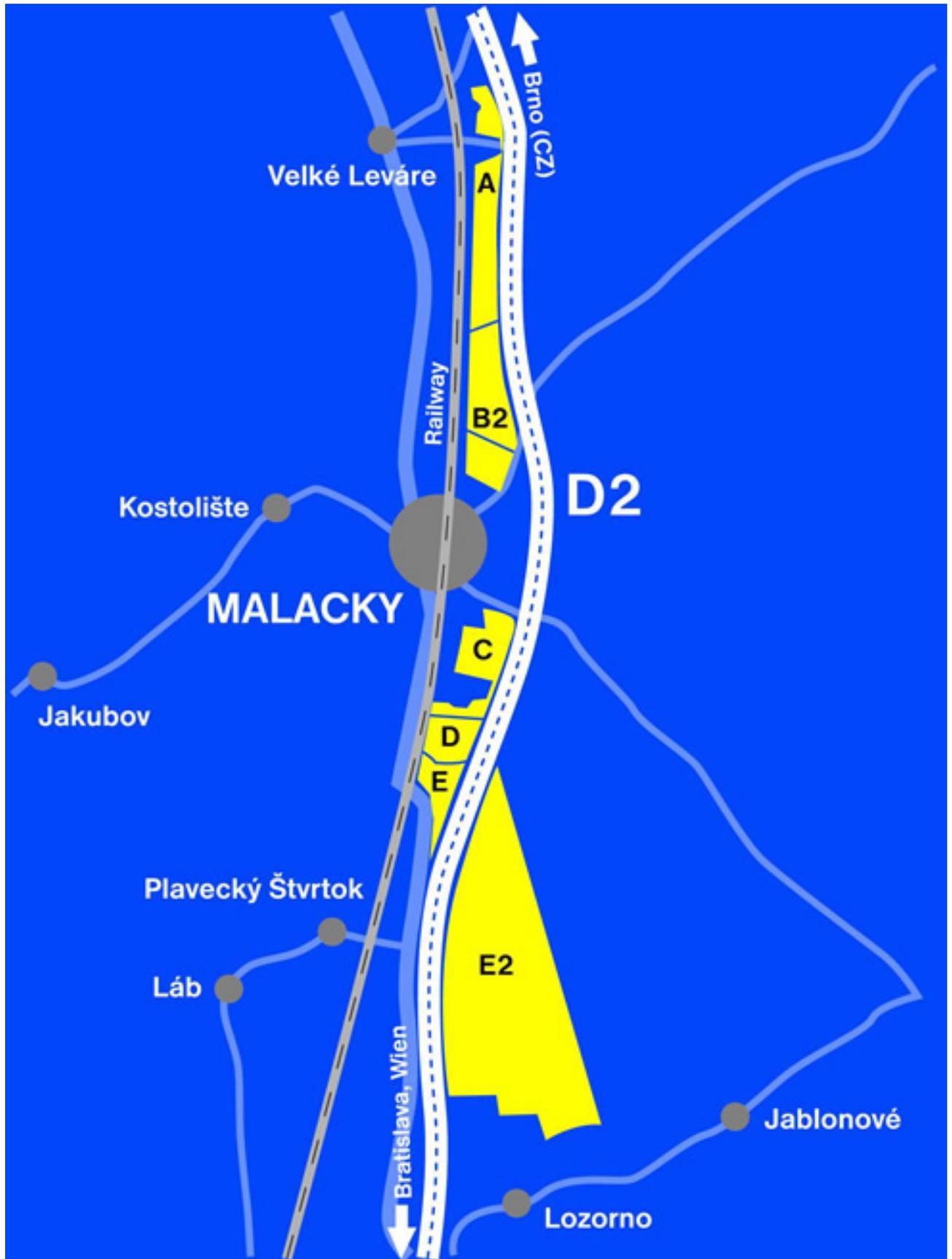


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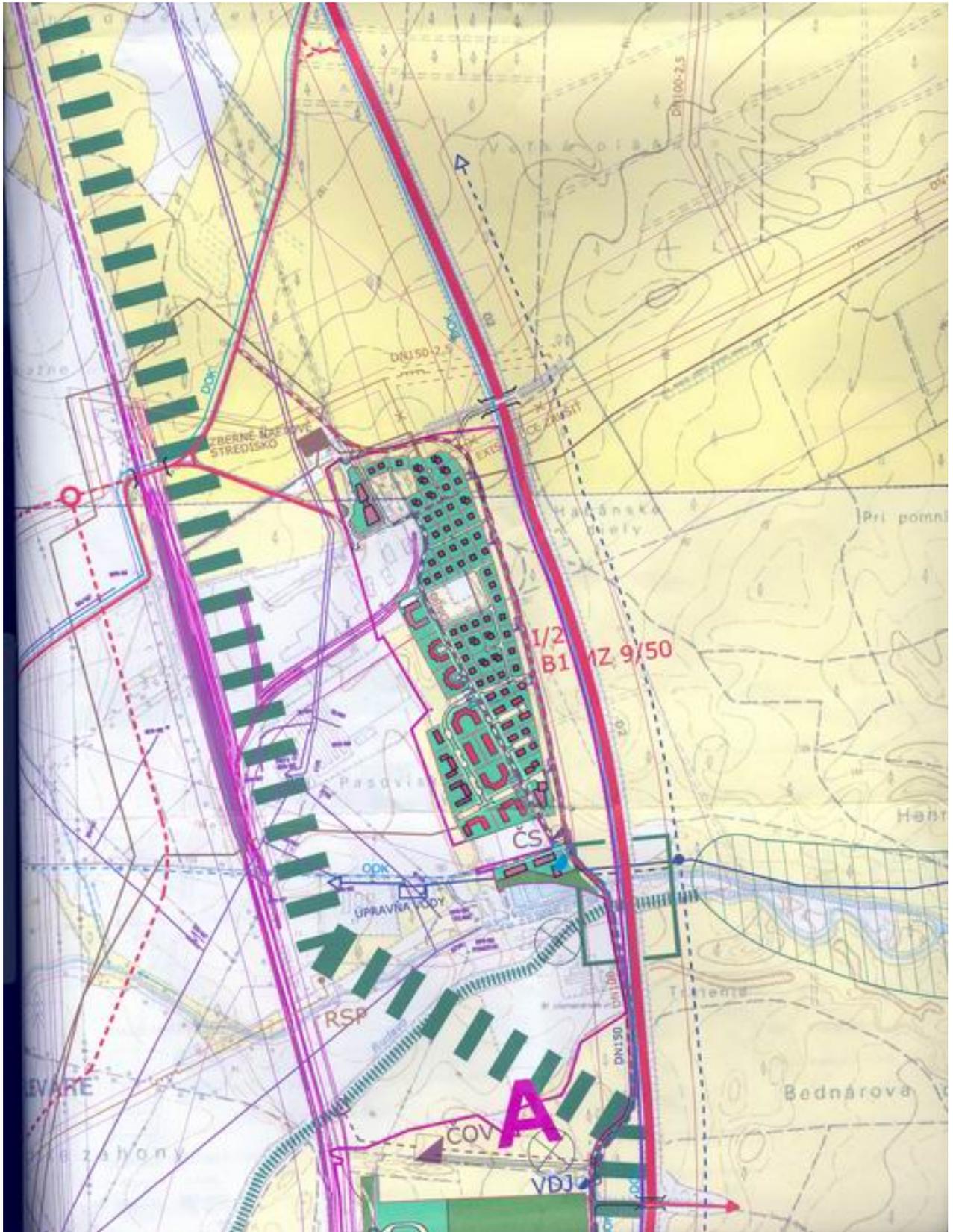


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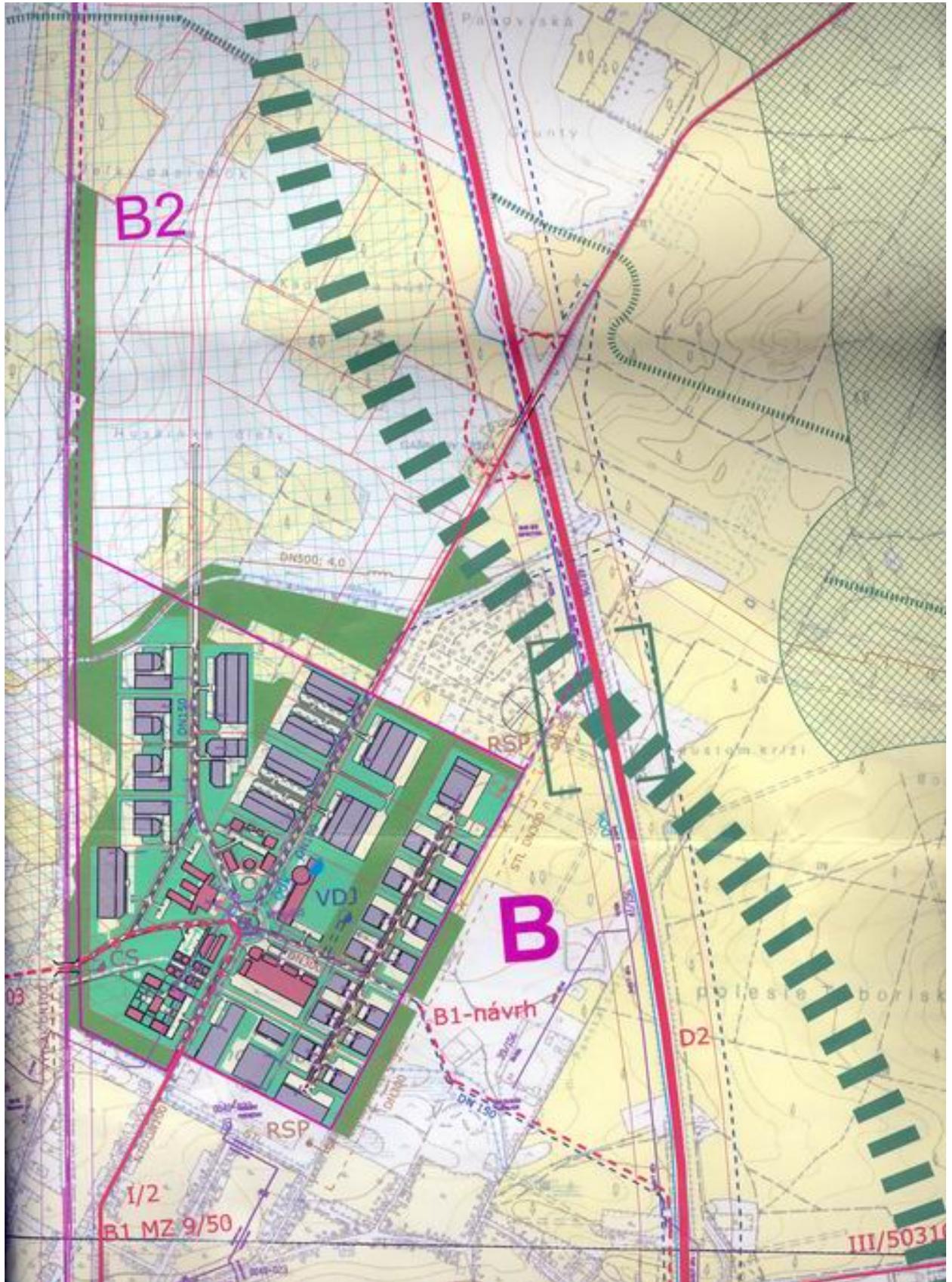


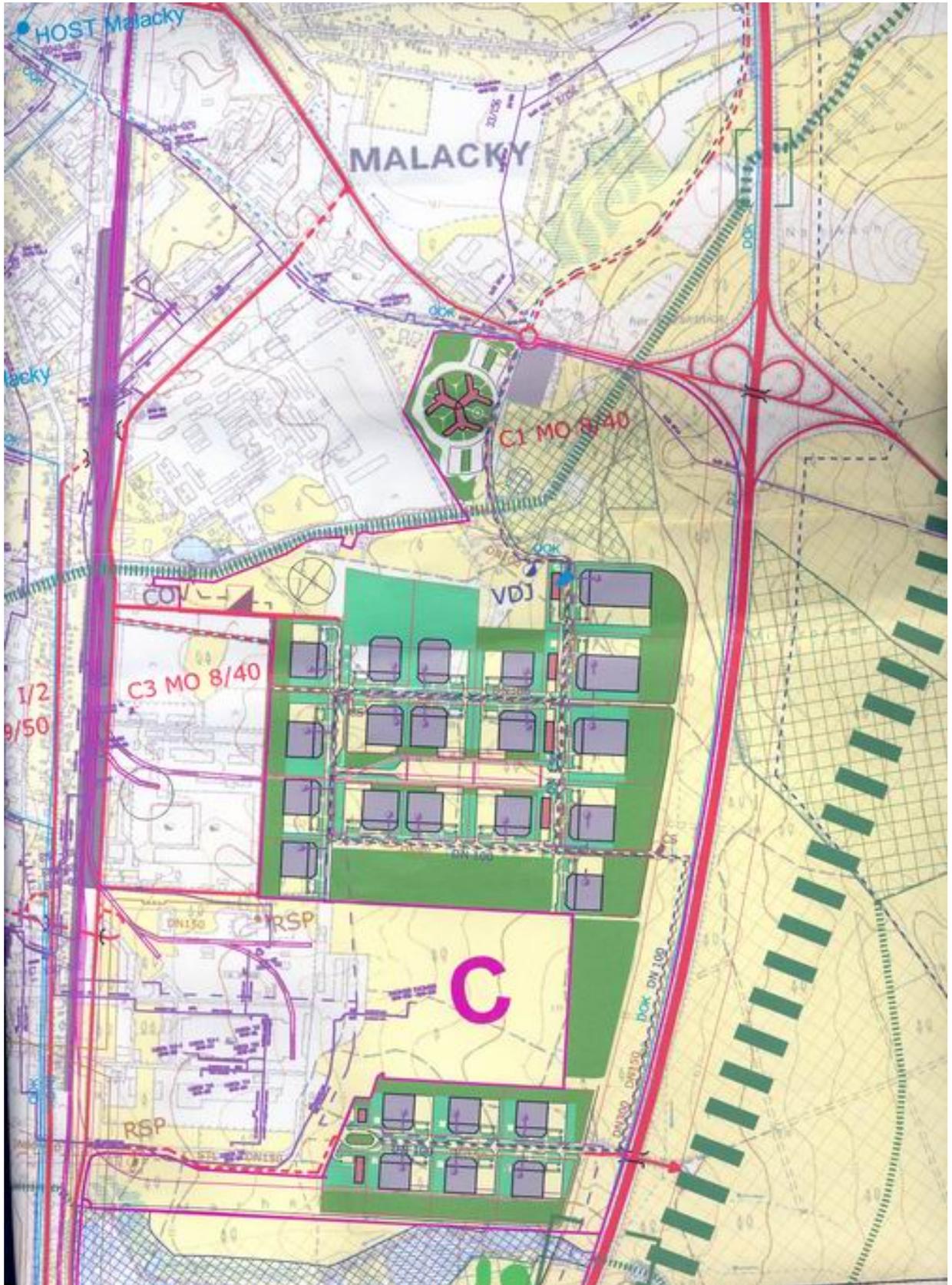


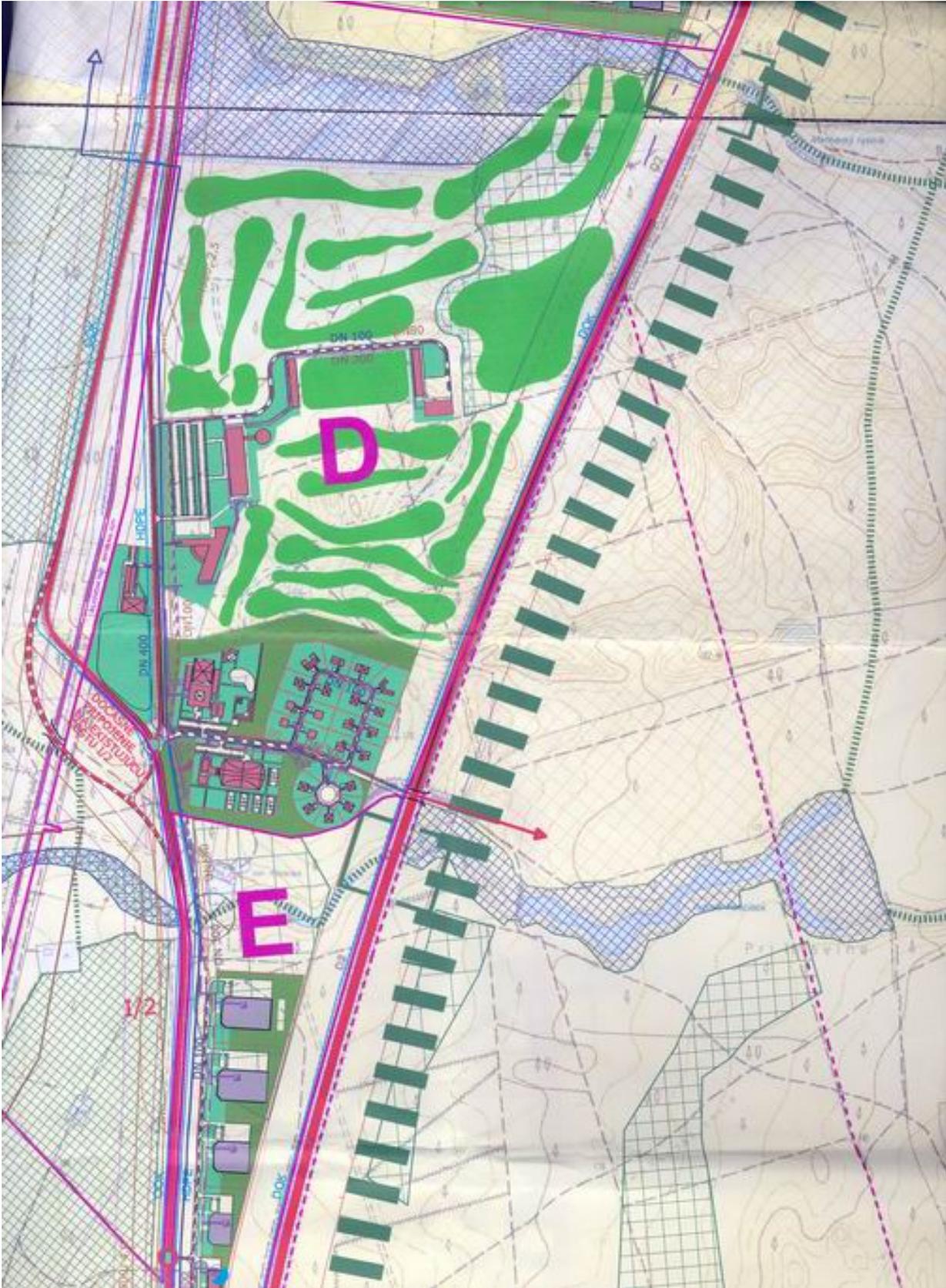
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