



RAS

# INVEST IN SERBIA RAIL



## Serbia's offering



Unique location



European country located at the heart of the South East Europe region with a regional population of ~80 million and connectivity through land, water and air



Major economic reforms



Serbia went through **major reforms** that are creating strong economic upside and potential for businesses

- **#1 in greenfield FDI** globally and in Europe
- **31% increase in GDP from 2014**
- 47 places up in ease of doing business
- In the **process of joining the EU**



Attractive trade agreements



**Serbia is cementing its economic focus with open trade agreements covering countries around the world**

- Access to 1.3 bn customers through free trade agreements with EU, USA, Russia, Turkey, etc.
- Only European country where no visa regime applies to USA, EU, Russia, India and China simultaneously



International presence



Top international companies across industries are trusting and investing in the Serbian economy such as **Continental, Siemens and Henkel**



Skilled & affordable talent



**Affordable, available and skilled** workforce being a key driver of attracting FDI with **40,000 graduates/year**



Gov. support and incentives



**Strong and dynamic government support for businesses willing to invest in Serbia**



## Strong spend on Serbian rail

- Serbia is promoting rail as the key mode of transport for passengers and freight
- **>USD 13 bn ongoing and planned** investments to develop, modernize and rehabilitate rail across **>1,000 km of railway lines incl. Belgrade Metro**
- Example of rail projects include high speed mixed-use **railway between Belgrade and Budapest**



## Existing rail manuf. ecosystem

- **Mind Park**, dedicated to rail park, hosting rail tenants across ecosystem
- **Existing OEMs operating** within the park such as Siemens Mobility & CAF
- Availability of complementary hubs to the rail ecosystem such as **logistics hub, science and technology park and R&D centers**, and social infrastructure such as kindergarten and a la carte restaurant



## Proximity to European markets

- Major European cities can be reached by **truck in 24h**
- **Direct access to a rail network** by 2022 connecting the park to other European cities



## Ease of doing business

- **Free zone regulations** can be applied to investors operating from the park
- Access to 1.3 bn customers through FTAs covering **Europe, Turkey, USA, Japan, Eurasian Economic Union (EAEU)**
- **Strong and dynamic** government support and provision of **incentives such as cash incentives, tax holiday**, etc. depending on the project



## Specialized and affordable talent

- **Tailored education and training programs** for talent (e.g. dual education systems, university cooperation, workshops, seminars etc.)
- **Same level of productivity** in Serbia comes at **half the cost** of top manufacturing countries
- Serbia is **at least 35%** lower in employee costs than majority of CEE/SEE countries

## Tenants (non-exhaustive)



## Existing facilities

- Siemens production facility
- IME Autolift production facility
- Paint shop
- Steel production facility
- Aluminum production facility
- Headquarters
- Canteen
- Kindergarten

## OEMs supplied globally



## Site plan by 2025 (160 ha)



# Mind Park Success Story – Siemens Mobility



**2007**

Milanović inženjering, owned by founder of MIND Park, signs first contract with Siemens for production of aluminum and steel components for trains and trams

**2010-2017**

Business cooperation between the two companies is strengthened, Milanović inženjering delivering world class quality supply to Siemens

**2017**

Siemens Mobility offers to acquire Milanović inženjering (480 employees and production facilities)

**2018**

Milanović inženjering becomes a part of Siemens Mobility

**2019**

Siemens Mobility becomes an official tenant and settles in customized production hall for final assembly of trams

**2021**

First trams from MIND Park are delivered to Bremen, Germany. Currently, Siemens Mobility has more than 800 employees across two plants in Kragujevac



# EXPO 2020 DUBAI: SERBIA INVESTMENT CONFERENCE – INDUSTRIES

CONFERENCE ON DECEMBER 13, 2021



**Gov. of the Republic of Serbia**  
Development Agency of Serbia



**Int'l automotive player**  
Representatives



**MIND Group**  
Representatives



**Elixir Group**  
Representatives

## AGENDA

13:00 – 13:05	<b>Keynote address</b>
13:05 – 13:10	<b>Why Serbia?</b> <i>Development Agency of Serbia</i>
13:10 – 13:30	<b>Automotive landscape and opportunities</b> <i>Development Agency of Serbia</i>
13:30 – 13:45	<b>Rail landscape and opportunities</b> <i>MIND Group</i>
13:45 – 14:05	<b>Chemical landscape and opportunities</b> <i>Development Agency of Serbia and Elixir Group</i>
14:05 – 14:15	<b>Q&amp;A</b>
14:15	<b>Networking and snack bar</b>



**REGISTER TO DISCOVER INVESTMENT OPPORTUNITIES AND HAVE 1-1 MEETINGS WITH KEY STAKEHOLDERS**

Scan the code or click on the upper box to register for the event

