



DISCOVER YOUR WAY TO

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**AZERBAIJAN**



# VALUE PROPOSITION

- ✓ **PROVEN TRACK RECORD**
- ✓ **CONNECTIVITY**
- ✓ **BUSINESS ORIENTED**



VALUE PROPOSITION

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**PROVEN TRACK  
RECORD**

# STATE OF ECONOMY

## 2015



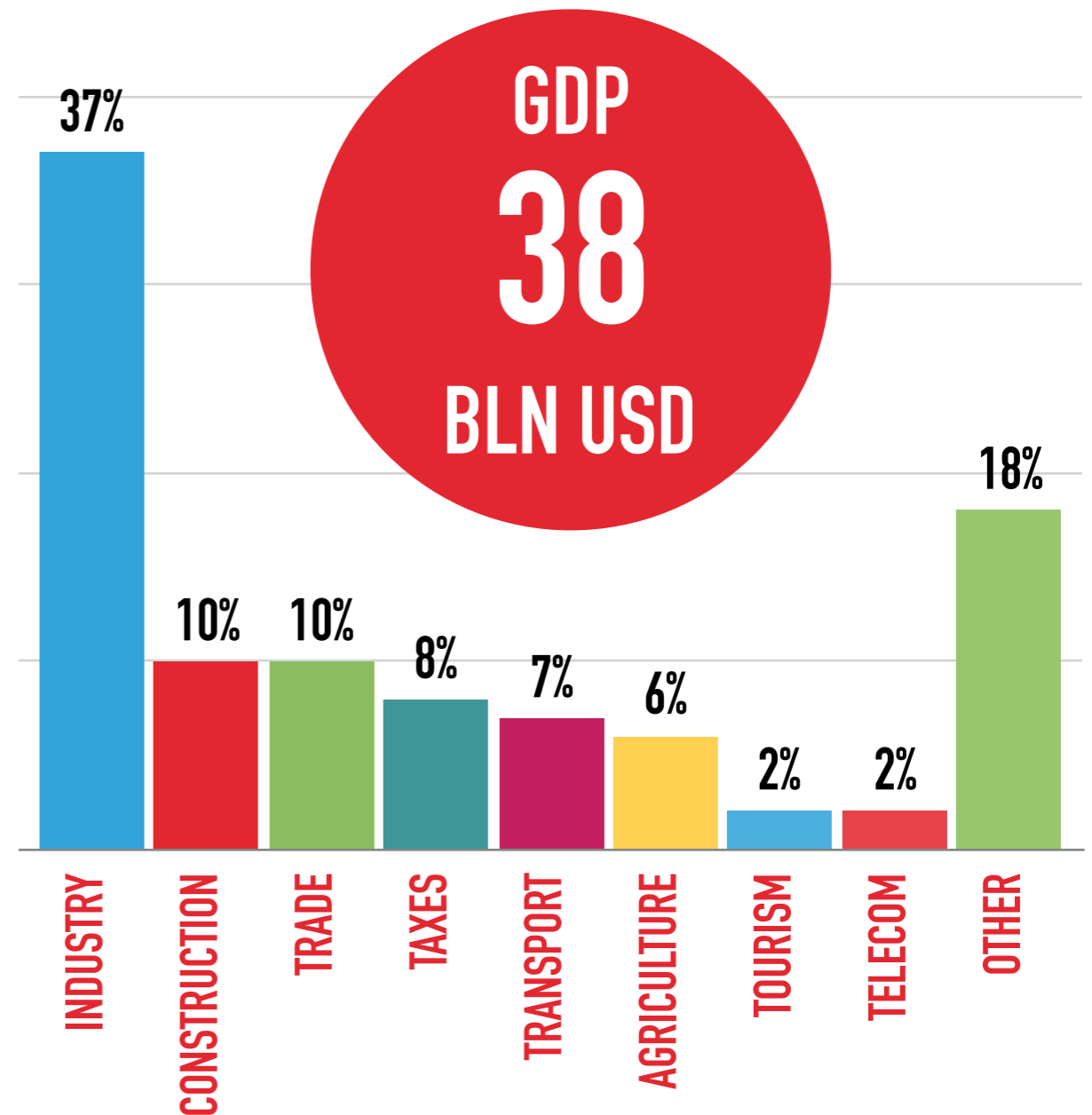
**3926.5 USD**  
**GDP PER CAPITA**



**9 810 000**  
**POPULATION**



**6,913.2 MLN US\$**  
**EXTERNAL PUBLIC DEBT**

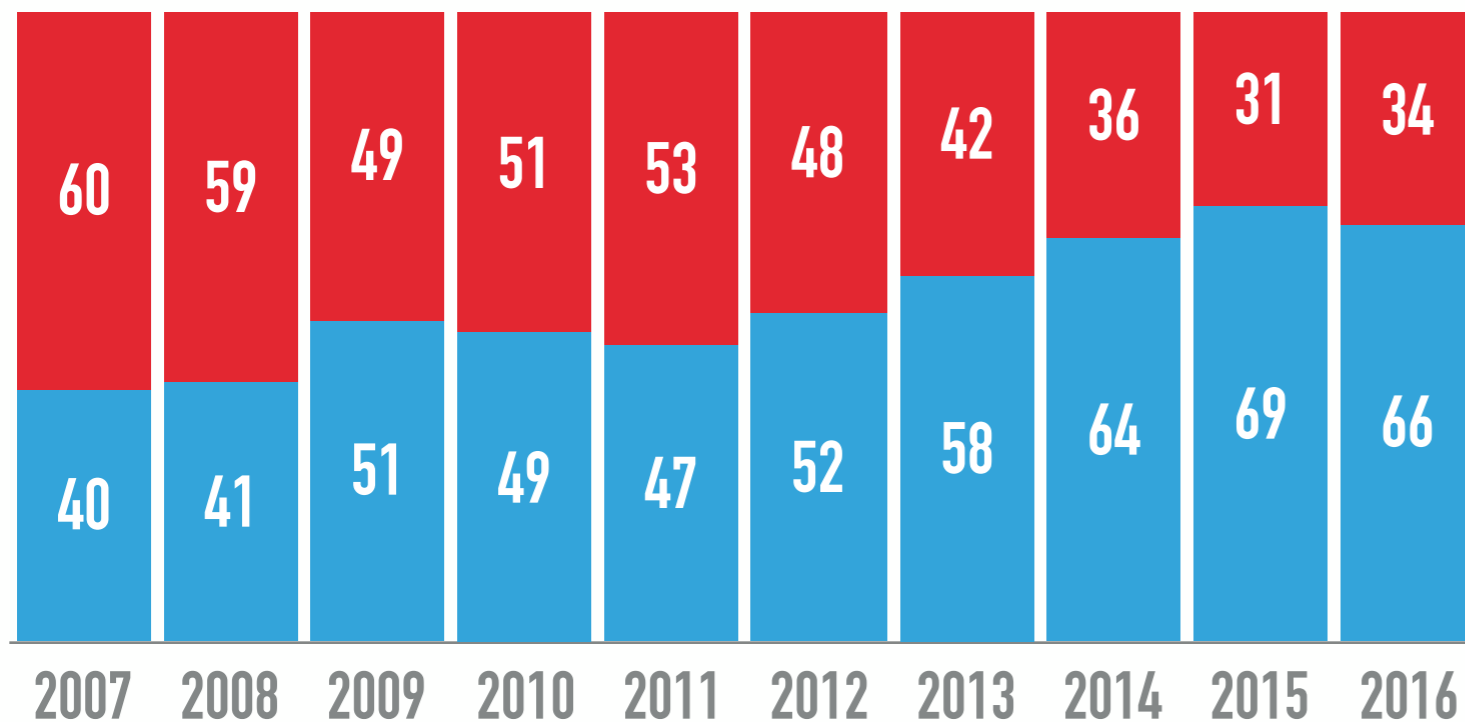


# ECONOMIC DIVERSIFICATION

## DIVERSIFICATION OF ECONOMY AND DEVELOPMENT OF NON-OIL SECTORS AS A KEY STRATEGIC PRIORITY

GDP STRUCTURE (%)

■ non-oil ■ oil



## PRIORITY AREAS

AGRICULTURE AND FOOD

SMES AND CONSUMER GOODS

HEAVY INDUSTRY AND MACHINERY

TOURISM

LOGISTICS AND TRADE

HOUSING

VOCATIONAL EDUCATION

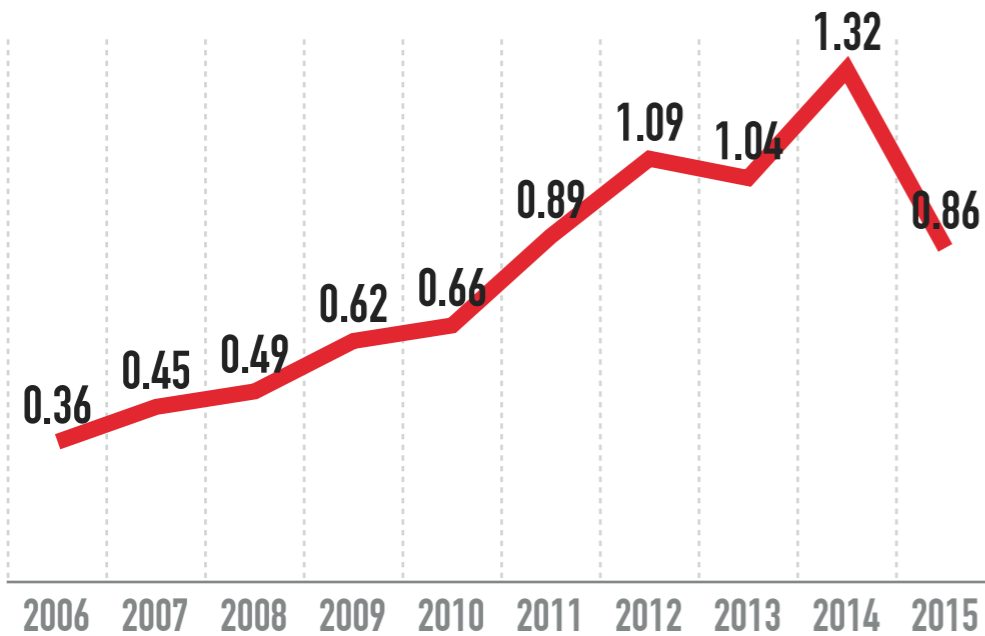
FINANCIAL SERVICES

TELECOMMUNICATION AND IT

UTILITIES

# PROVEN INVESTMENT DESTINATION

NON-OIL FDI, BLN. USD



## TOP NON OIL INVESTORS



**TURKEY**  
2,6 BLN US\$



**UK**  
1.5 BLN US\$



**USA**  
1 BLN US\$



**NETHERLANDS**  
0.9 BLN US\$



**UAE**  
0.7 BLN US\$



**GERMANY**  
0.4 BLN US\$

## TOP NON-OIL RECIPIENT SECTORS



**INDUSTRY**  
57%



**CONSTRUCTION**  
15%



**TRADE**  
13%



**TRANSPORT AND  
COMMUNICATION**  
10%



**OTHER**  
5%

# SUCCESS STORIES















# COMPETITIVENESS

## The Global Competitiveness Report 2016-2017

### Commonwealth of Independent States

#### AZERBAIJAN

Rank / 138 Score (1-7)

Global Competitiveness Index	37	4.6
Subindex A: Basic requirements	49	4.9
 1st pillar: Institutions	48	4.2
 2nd pillar: Infrastructure	55	4.3
 3rd pillar: Macroeconomic environment	39	5.2
 4th pillar: Health and primary education	75	5.7
Subindex B: Efficiency enhancers	59	4.2
 5th pillar: Higher education and training	78	4.2
 6th pillar: Goods market efficiency	50	4.5
 7th pillar: Labor market efficiency	26	4.8
 8th pillar: Financial market development	97	3.5
 9th pillar: Technological readiness	55	4.5
 10th pillar: Market size	63	3.9
Subindex C: Innovation and sophistication factors	49	3.8
 11th pillar: Business sophistication	60	4.0
 12th pillar: Innovation	44	3.6



AZERBAIJAN  
#37



RUSSIA  
#43



KAZAKHSTAN  
#53



GEORGIA  
#59



TAJIKISTAN  
#77



ARMENIA  
#79



UKRAINE  
#85



MOLDOVA  
#100



KYRGYZSTAN  
#111



VALUE PROPOSITION

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**CONNECTIVITY**

# HUGE SURROUNDING MARKET

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## GLOBAL OUTREACH

50 COUNTRIES WITH 50% OF WORLD CONSUMERS WITHIN 4 HOURS FLIGHT (MEDIUM-HAUL FLIGHT)

## FREE ACCESS

TO CIS + GEORGIA MARKETS OF 270 MIL CONSUMERS AND OVER 1.6 TRILLION US\$ GDP

## TRANSIT HUB

AT EAST-WEST, SOUTH-NORTH AND SOUTH-WEST TRANSIT ROUTS

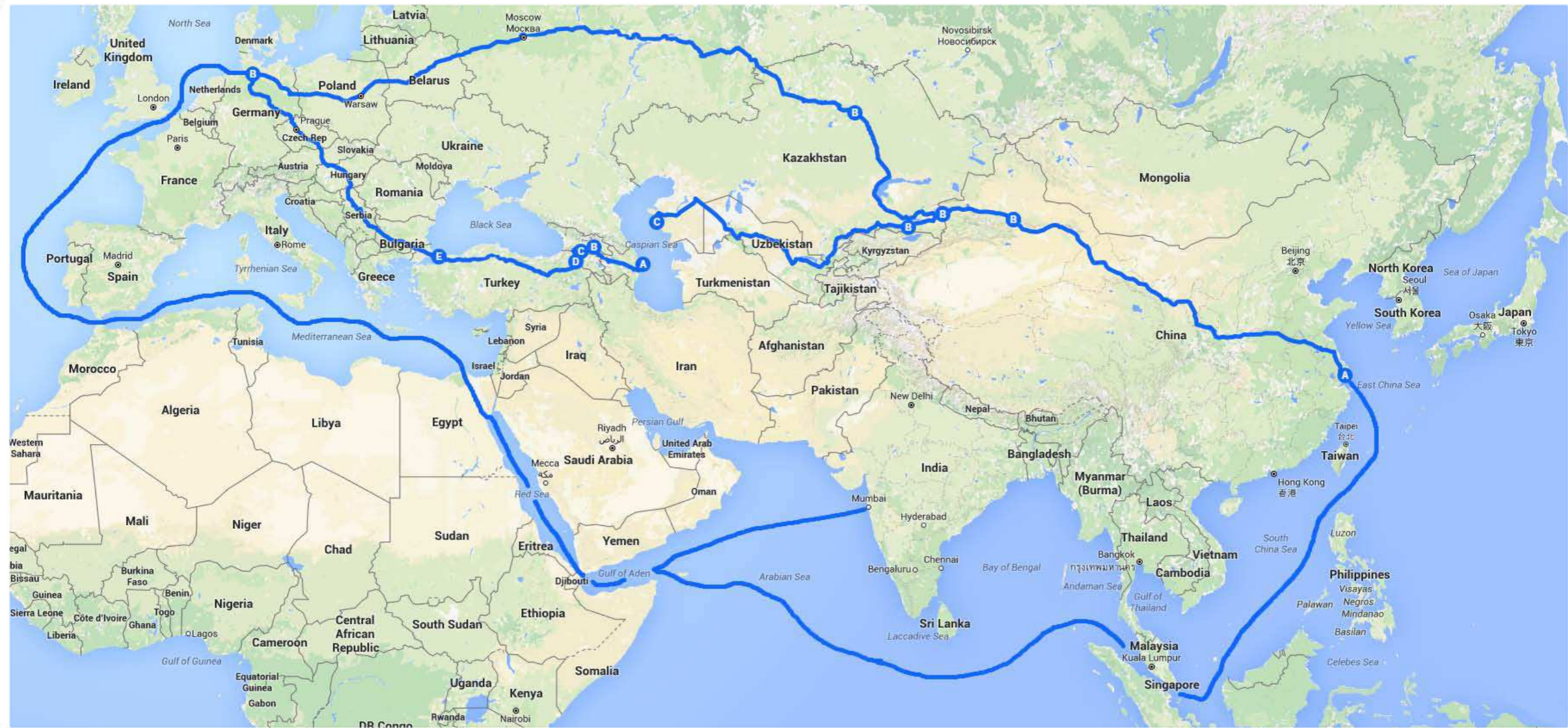
## UNIQUE ACCESS

TO THE UNTAPPED MARKETS OF IRAN, AFGHANISTAN, IRAQ

# EFFECTIVE TIME SAVING ROUTES

**70% TIME SAVING (CHINA – EUROPE MARITIME ROUTE)**

**60% TIME SAVING FOR NORTH-SOUTH ROUTE (INDIA – EUROPE)**





VALUE PROPOSITION

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**BUSINESS  
ORIENTED**

# WB DOING BUSINESS REPORT 2017

OVERALL RANKING

**65** / 190

STARTING A BUSINESS

**5** / 190

REGISTERING PROPERTY

**22** / 190

PAYING TAXES

**40** / 190

PROTECTING INVESTORS

**32** / 190

ENFORCING CONTRACTS

**44** / 190

## REDUCED RED TAPE

- ☑ No state inspections of businesses
- ☑ Streamlined licensing system
- ☑ E-Gov services for business
- ☑ Streamlined public services
- ☑ One-Stop-Shop Systems
- ☑ Low tax burden

## NEW REFORM PACKAGE

- ☑ Governance, justice, crime control
- ☑ Macroeconomic environment
- ☑ Human capital & labour market
- ☑ Infrastructure & utilities
- ☑ Financial markets
- ☑ Investor protection & corporations
- ☑ Foreign trade facilitation
- ☑ Technology & innovations
- ☑ Healthcare

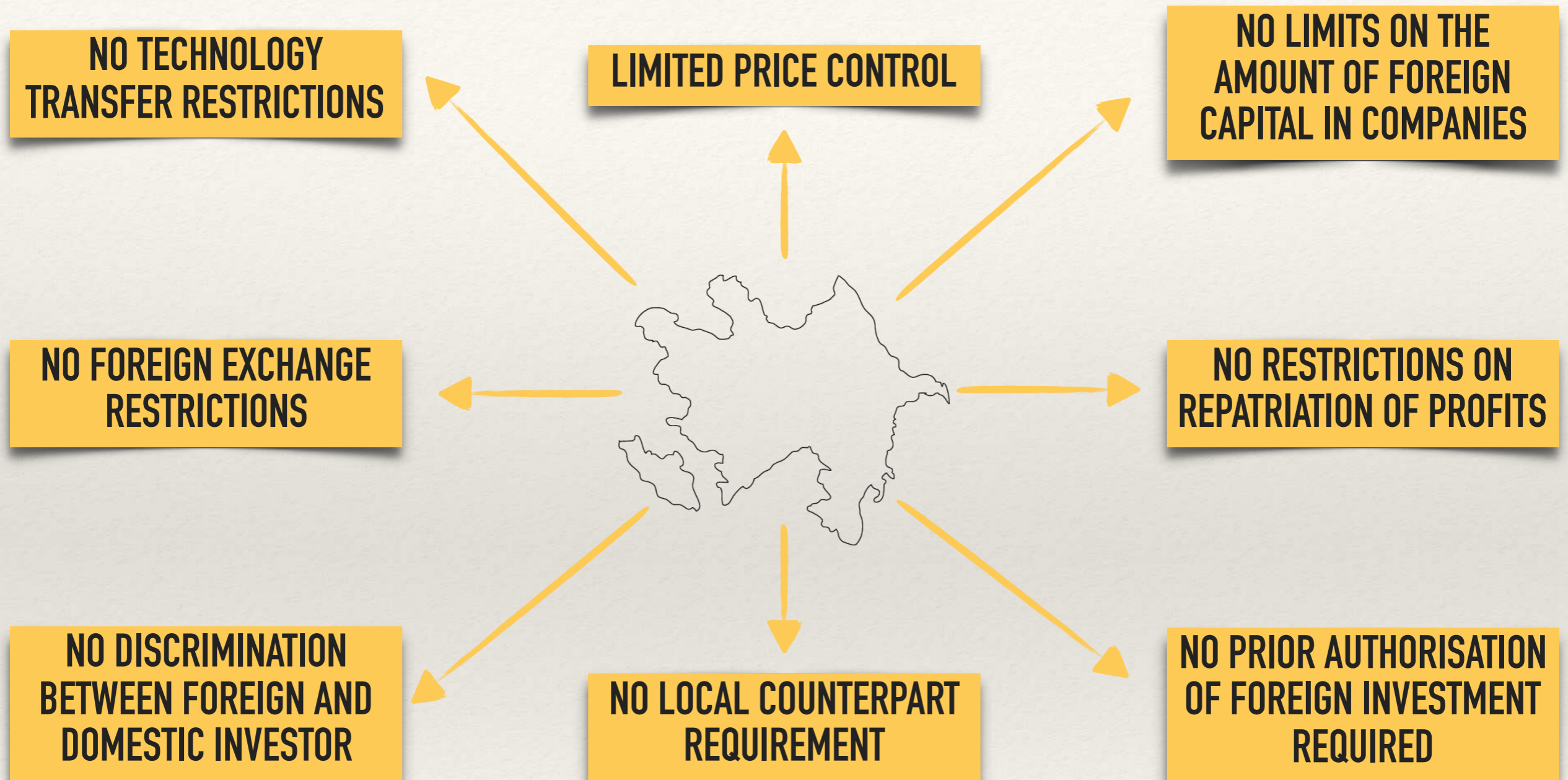
**No export duties**

**Export reimbursement**

**Export grant scheme**

**Removing trade barriers**

# INVESTMENT CLIMATE



# INVESTMENT INCENTIVES

## HOLDERS OF INVESTMENT PROMOTION DOCUMENT

**7**

50% REDUCED CORPORATE TAX

0% LAND AND PROPERTY TAX

**Y  
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0% VAT ON HARDWARE,  
TECHNOLOGICAL EQUIPMENT  
AND STRUCTURES IMPORTED BY  
IPD HOLDERS

0% CUSTOMS DUTY ON  
HARDWARE, TECHNOLOGICAL  
EQUIPMENT AND STRUCTURES  
IMPORTED BY IPD HOLDERS

## RESIDENTS OF INDUSTRIAL AND TECHNOLOGY PARKS

**7**

0% CORPORATE TAX

0% LAND AND PROPERTY TAX

**Y  
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S**

0% VAT ON HARDWARE,  
TECHNOLOGICAL EQUIPMENT  
AND STRUCTURES IMPORTED BY  
RESIDENTS

0% CUSTOMS DUTY ON  
HARDWARE, TECHNOLOGICAL  
EQUIPMENT AND STRUCTURES  
IMPORTED BY RESIDENTS



# SECTOR OPPORTUNITIES

- ✓ **AGRICULTURE**
- ✓ **FOOD INDUSTRY**
- ✓ **TOURISM**
- ✓ **ICT**
- ✓ **CHEMICALS**
- ✓ **PRIVATISATION**



SECTOR  
OPPORTUNITIES

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**AGRICULTURE**



TAX FREE



DUTY FREE ACCESS TO LARGE CONSUMER MARKETS



MODERN INFRASTRUCTURE



DIVERSIFIED NATURAL ENVIRONMENT



AMONG TOP 20 GLOBAL PRODUCERS OF: **SOUR CHERRIES, CHESTNUTS, CRANBERRIES, CURRANTS, FIGS, HAZELNUTS, PERSIMMONS, QUINCES, RASPBERRIES**

## INVESTMENT OPPORTUNITIES



**GREENHOUSE VEG AND  
FRUIT PRODUCTION**



**MEDICINAL HERBS**



**AQUACULTURE FARMS**



**INTENSIVE FRUIT  
ORCHARDS**



**ESSENTIAL (FLOWER)  
OILS**



**APICULTURE**



**VITICULTURE**



**POULTRY FARMS**



**SEED PRODUCTION**



**TEA GROWING**



**MEAT FARMS**



**FEED PRODUCTION**



**SAFFRON PRODUCTION**



**DAIRY FARMS**



SECTOR  
OPPORTUNITIES

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**FOOD INDUSTRY**

**3.1** BLN AZN

FOODSTUFF PRODUCTION

**32.2%**

OF MANUFACTURING SECTOR

**4141**

ENTERPRISES

**174** M AZN

BEVERAGE PRODUCTION

**2.8%**

OF MANUFACTURING SECTOR

**332**

ENTERPRISES

## MAJOR PRODUCTS

- ☒ MEAT AND MEAT PRODUCTS
- ☒ DAIRY PRODUCTS
- ☒ VEGETABLE OILS
- ☒ CANNED FRUITS AND VEGS
- ☒ SUGAR
- ☒ CONFECTIONARY
- ☒ FLOUR
- ☒ PREPS. OF CEREALS
- ☒ SALT
- ☒ TEA
- ☒ NON-ALCOHOLIC BEVERAGES
- ☒ STILL AND SPARKLING WATER
- ☒ WINE
- ☒ OTHER ALCOHOLIC BEVERAGES

## INVESTMENT OPPORTUNITIES



**BEVERAGES**



**HONEY**



**BABY FOOD**



**MEAT PRODUCTS**



**VEGETABLE OILS**



**BAKERY PRODUCTS**



**DAIRY PRODUCTS**



**DRIED FRUITS**



**CANNED FOODS**



**FISH PRODUCTS**



**CONDIMENTS**



**FRUIT JAMS**



**CONFECTIONARY**



**SPICES**



**SNACK FOODS**



SECTOR  
OPPORTUNITIES

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TOURISM

## MOST-IMPROVED COUNTRY IN THE TRAVEL & TOURISM COMPETITIVENESS INDEX 2017

World Economic Forum, The Travel & Tourism Competitiveness Report 2017

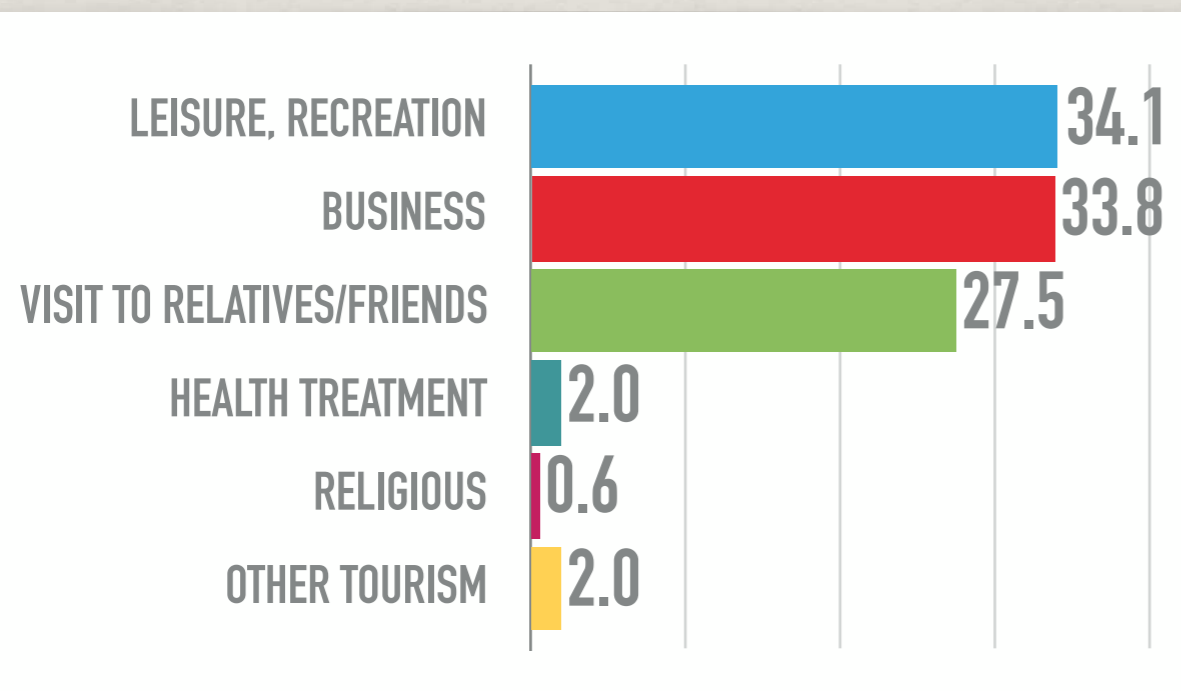
## 17TH IN THE WORLD FOR THE TRAVEL & TOURISM LONG-TERM GROWTH FORECAST 2017-2027

World Travel & Tourism Council, Travel & Tourism Economic Impact 2017: Azerbaijan

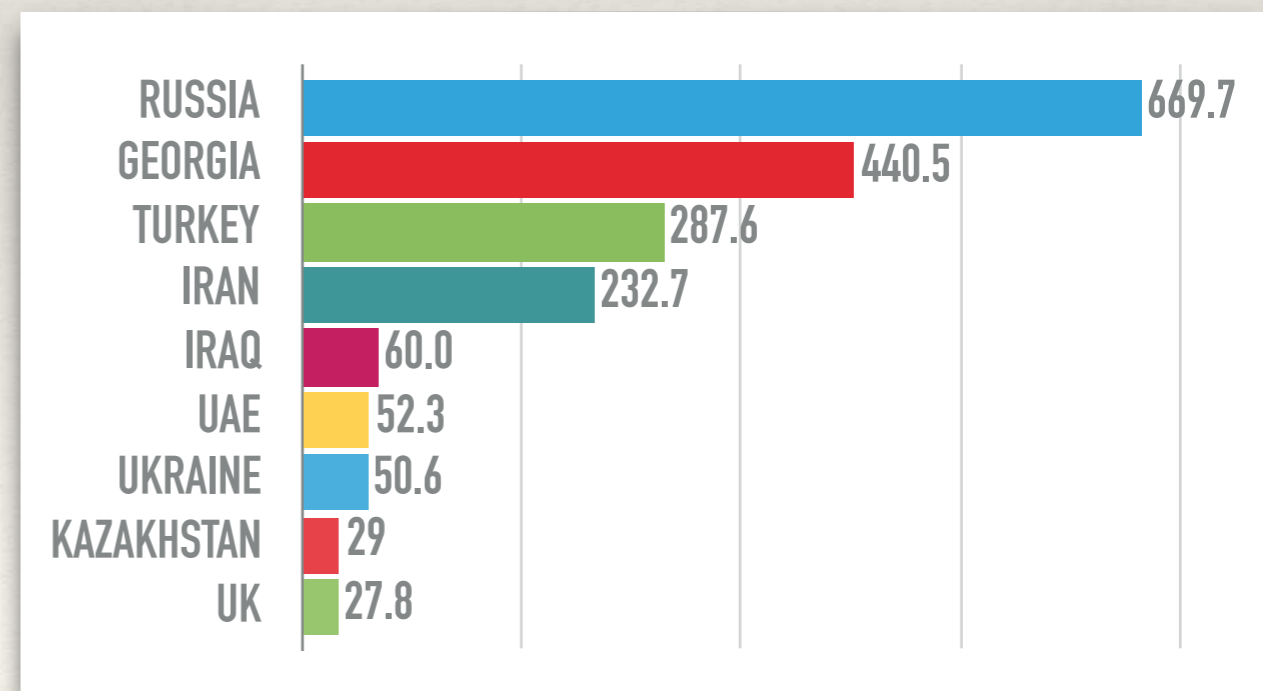
## BAKU AMONG TOP 10 WORLD DESTINATIONS ON THE RISE 2016



### TOURISTS BY PURPOSE (%)



### TOURISTS BY COUNTRY (THSD PERS)



## INVESTMENT OPPORTUNITIES



**HOTELS**



**ONLINE SERVICES**



**RECREATION ZONES**



**EVENTS AND CONFERENCES**



**ADVENTURE FACILITIES**



**RESTAURANTS AND CATERING**



**ENTERTAINMENT FACILITIES**



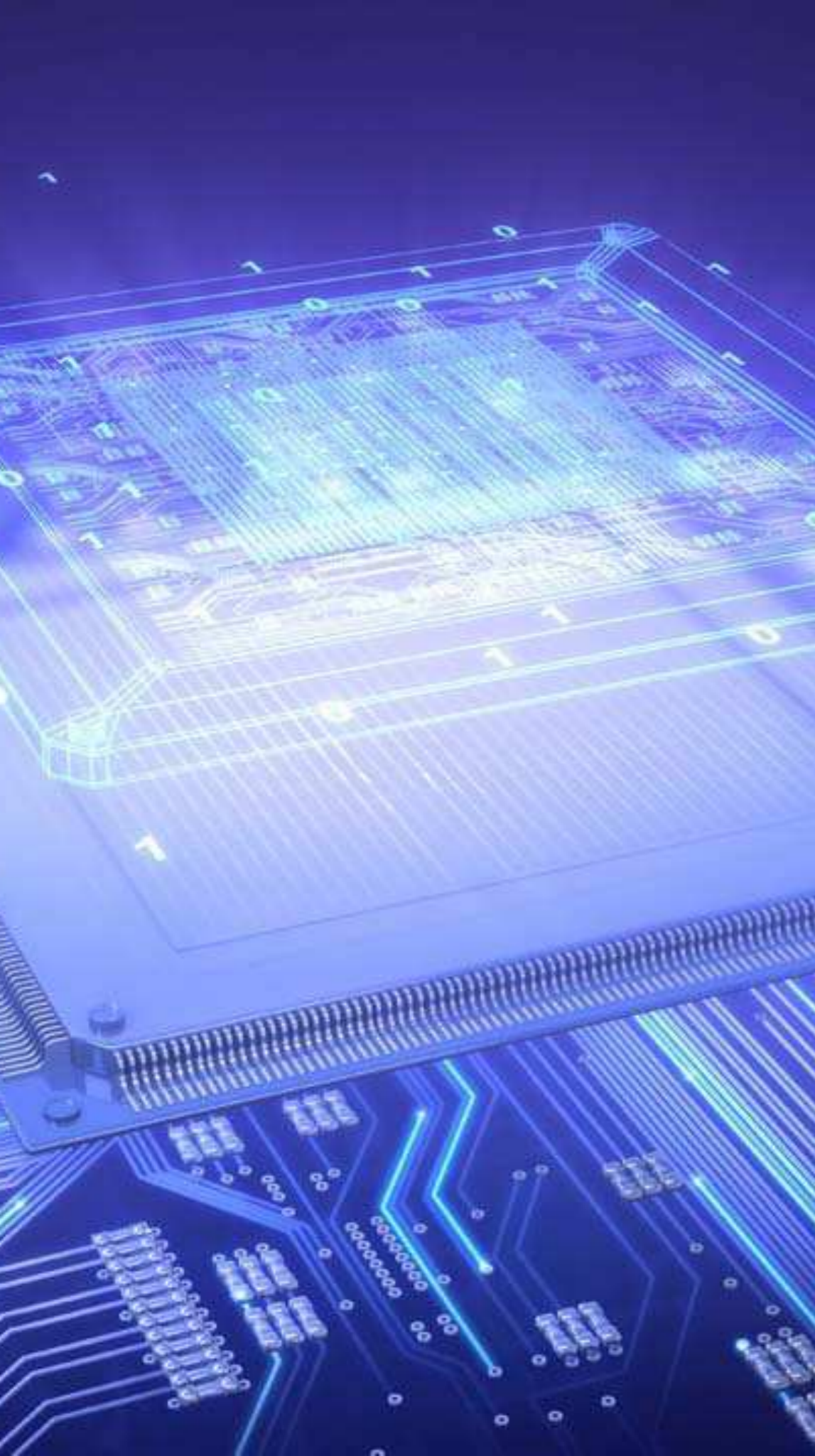
**SOUVENIR PRODUCTION**



**TRAVEL AGENCIES**



**SHOPPING**



# SECTOR OPPORTUNITIES

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# ICT

## GLOBAL INFORMATION TECHNOLOGY REPORT 2016

MOBILE NETWORK COVERAGE	1 <sub>/139</sub>
GOVERNMENT SUCCESS IN ICT PROMOTION	8 <sub>/139</sub>
ICT USE AND GOVERNMENT EFFICIENCY	12 <sub>/139</sub>
LAWS RELATING TO ICT	24 <sub>/139</sub>
ICT USE FOR B2B TRANSACTIONS	38 <sub>/139</sub>
IMPACT OF ICT ON ACCESS TO BASIC SERVICES	42 <sub>/139</sub>
FIXED BROADBAND INTERNET SUBSCRIPTIONS	45 <sub>/139</sub>
CAPACITY FOR INNOVATION	53 <sub>/139</sub>

# INVESTMENT OPPORTUNITIES HIGH TECHNOLOGIES PARK

INVESTMENT PACKAGE 1

REAL ESTATE

INVESTMENT PACKAGE 2

TECHNOLOGY TRANSFER

INVESTMENT PACKAGE 3

STARTUPS AND VENTURE FUNDS

7

YEARS

0% CORPORATE TAX

0% LAND AND PROPERTY TAX

0% VAT ON HARDWARE,  
TECHNOLOGICAL EQUIPMENT  
AND STRUCTURES IMPORTED BY  
RESIDENTS

0% CUSTOMS DUTY ON  
HARDWARE, TECHNOLOGICAL  
EQUIPMENT AND STRUCTURES  
IMPORTED BY RESIDENTS



SECTOR  
OPPORTUNITIES







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**CHEMICALS**

## INVESTMENT OPPORTUNITIES

# SUMGAIT CHEMICAL INDUSTRIAL PARK

### INDUSTRIES

-  AGRICULTURAL AND MEDICAL CHEMICALS
-  CONSUMER CHEMICALS
-  CONSTRUCTION INDUSTRY CHEMICALS
-  ELECTRONICS AND AUTOMOTIVE INDUSTRY CHEMICALS
-  POLYMERS
-  PRODUCTION OF INDUSTRIAL EQUIPMENT

7

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0% CORPORATE TAX

0% LAND AND PROPERTY TAX

0% VAT ON HARDWARE,  
TECHNOLOGICAL EQUIPMENT  
AND STRUCTURES IMPORTED BY  
RESIDENTS

0% CUSTOMS DUTY ON  
HARDWARE, TECHNOLOGICAL  
EQUIPMENT AND STRUCTURES  
IMPORTED BY RESIDENTS

## INVESTMENT OPPORTUNITIES



**NITROGEN, PHOSPHORUS,  
POTASSIUM (NPK) FERTILISERS**



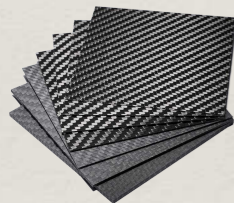
**CAR TIRES**



**BASALT FIBRE**



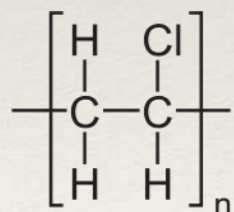
**ENGINE OILS**



**GLASS AND CARBO FIBRE**



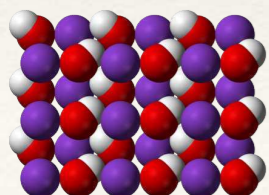
**SOAP AND CLEANING AGENTS**



**PVC**



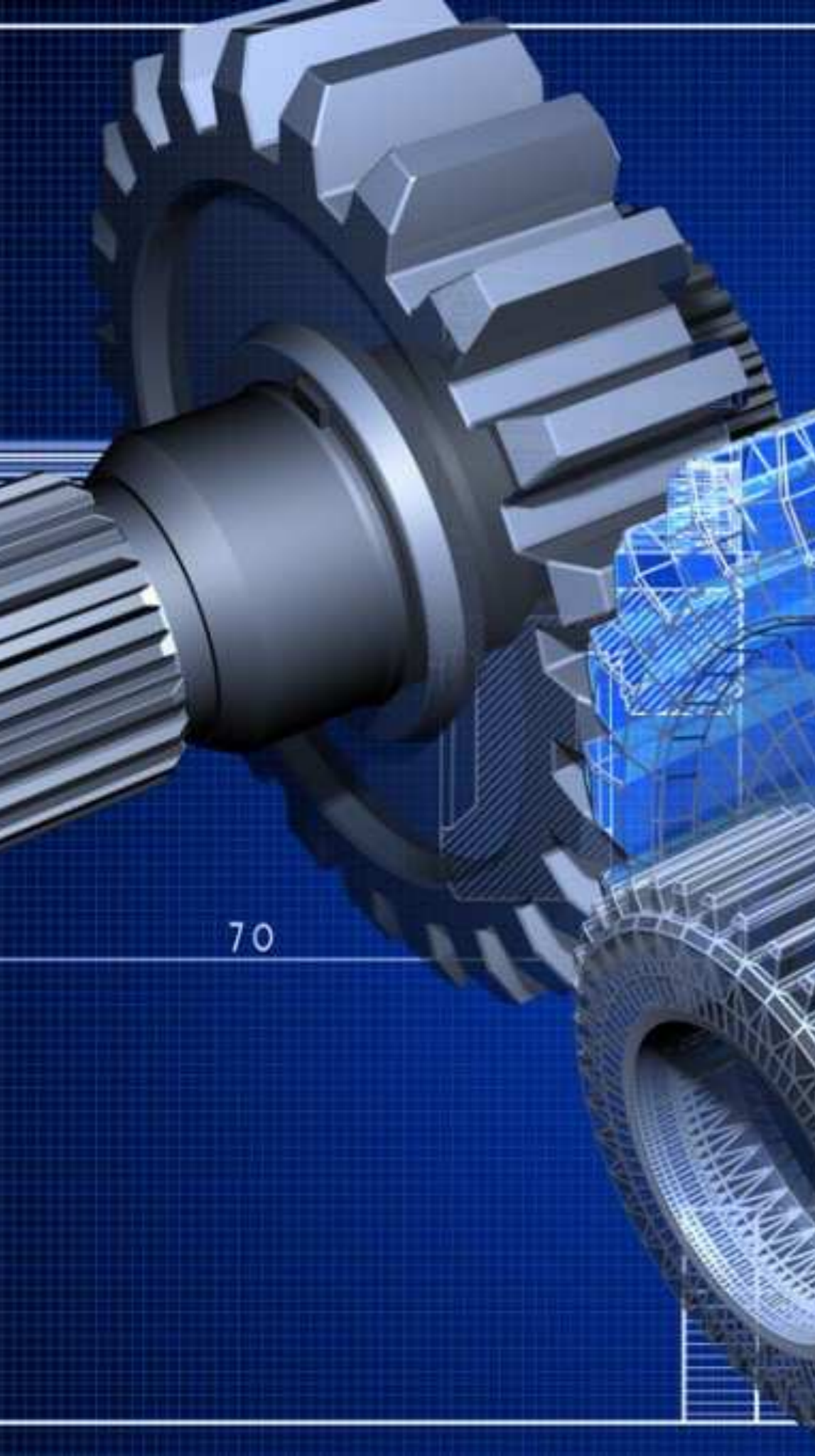
**HOUSEHOLD CHEMICALS**



**CHLORIDES, HYDROXIDES, SODIUM  
(CAUSTIC SODA) AND CAUSTIC  
POTASH**



**EPOXY RESINS AND ADHESIVES**



SECTOR  
OPPORTUNITIES

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**PRIVATISATION**

# ASSETS OPENED FOR PRIVATISATION



**INDUSTRY**

**142**



**HEALTHCARE**

**14**



**AGRICULTURE**

**58**



**TOURISM**

**32**



**SERVICES**

**65**



**EDUCATION**

**13**

**[WWW.PRIVATIZATION.AZ](http://WWW.PRIVATIZATION.AZ)**

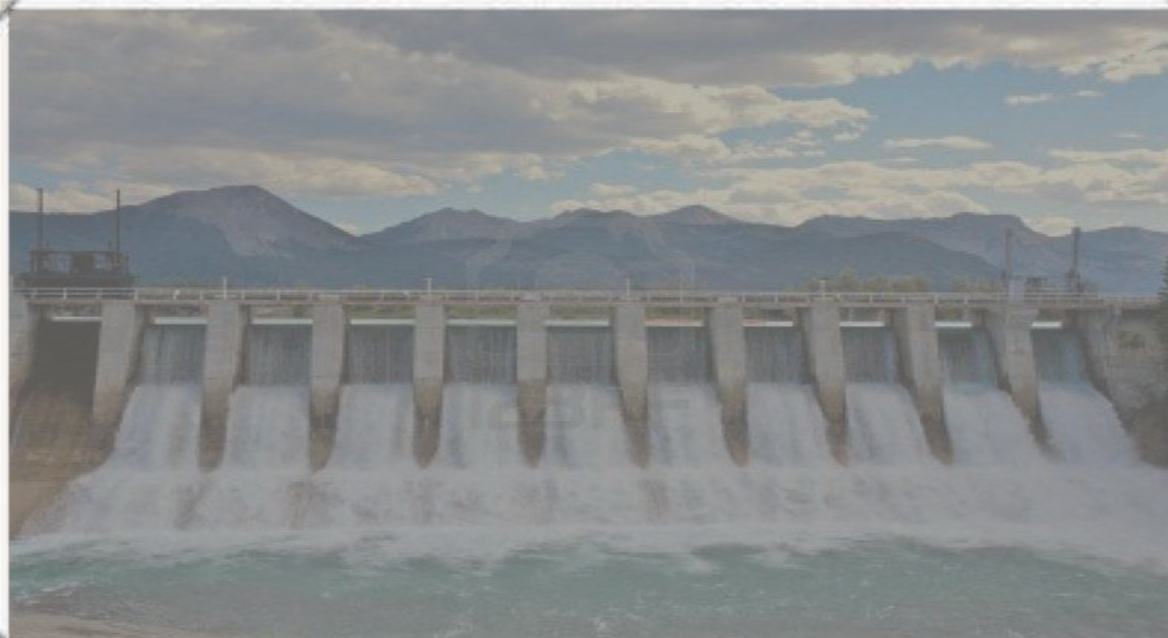
## MINING, METALLURGY, ALUMINIUM PRODUCTION



## MACHINERY



## SMALL HYDRO POWER PLANTS



**«DASHKASAN ORE DRESSING» OJSC**

**«AZERALUMINIUM» OJSC**

**«BAKU WORKER MACHINE BUILDING PLANT» SOJSC**

**«BAKU OIL MACHINE BUILDING PLANT» SOJSC**

**«ZABRAT MACHINE BUILDING PLANT» SOJSC**

**«BAKU OIL AND GAS EQUIPMENT PLANT» SOJSC**

**“MINGECHEVIR GLASS FIBER» OJSC**

**«ZEYKHUR» SMALL HYDRO POWER PLANT**

# HEALTHCARE

**HOSPITALS**



**POLYCLINICS**



**SANATORIUMS**



## NATIONAL HEALTH CENTER



**Location:** Baku city

**Area:** 4,2 ha

**Floor area:** 11 290 m<sup>2</sup>

**The hospital is not functioning yet.**

**No. of beds:** 573

**No. of intensive care beds:** 71

### About Hospital:

The center is designed to treat 50 thousand stationary and 35 thousand ambulatory patients per year. The center is located in one of the most attractive places in the city, on the central highway.



# SERVICES

## UNDERGROUND PARKINGS



## SPORT HEALTH COMPLEXES



## CINEMAS AND CLUBS



## UNDERGROUND PARKINGS

**Location:** Baku, city center

**Area:** 59.6 thsd m<sup>2</sup>

**Capacity:** 1494 cars

**No. of floors:** 2

**Occupancy rate:** per day 40–50%

**Privatization type:** Management



**Location:** Baku, city center

**Area:** 121 thsd m<sup>2</sup>

**Capacity:** 3300 cars

**No. of floors:** 2

**Occupancy rate:** per day 30–35%

**Privatization type:** Management



**COTTAGES**



**HEALTH SPORT CAMPS**



**HOTELS**



## “GUBEK” HOTEL



**Location:** Balakan region

**Area:** 1,34 ha

**Floor area:** 3 963,90 m<sup>2</sup>

**No. of rooms:** 63 (9 VIP, 24

Standard, 30 Delux)



# THANK YOU!

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## AZERBAIJAN EXPORT AND INVESTMENT PROMOTION FOUNDATION AZPROMO

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