



Doing business in Lithuania



Are you a member of a UK company wishing to export overseas?

Interested in entering or expanding your activity in the Lithuanian market? Then this guide is for you!

The main objective of this **Doing Business Guide** is to provide you with basic knowledge about Lithuania; an overview of its economy, business culture, potential opportunities and an introduction to other relevant issues. Novice exporters, in particular will find it a useful starting point.

Further assistance is available from the UKTI team in Lithuania. Full contact details are available at the end of this guide.



Important Information - Sanctions and Embargoes

Some countries may be subject to export restrictions due to sanctions and embargoes placed on them by the UN or EU. Exporting companies are responsible for checking that their goods can be exported and that they are using the correct licences.

Further information is available on the [Department for Business, Innovation & Skills \(BIS\)](#)

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Introduction

Lithuania is a north-eastern European country which combines what is regarded as Scandinavian – clean, orderly, progressive, natural and attractive, as well as what is regarded as Eastern European – new, rapidly developing, on the rise, and as yet undiscovered. Sometimes called a Northern, and sometimes an Eastern European country, Lithuania is an authentic combination of Northern and Eastern features.

Lithuania covers an area of 65,300 sq. km making it the largest of the three Baltic States. It is located at the crossroads of northern and eastern Europe and bordered by Latvia, Belarus, Poland and Russia. To the west it borders the Baltic Sea along a 99 km coastline.

Lithuania is a member of NATO, the European Union and the Schengen Area. The country aims to join the Euro zone in 2014.

Strengths of the market

In brief these are:

- Strategic location: crossroad of 3 markets (Western European, Nordic region, CIS), part of Baltic Sea region.
- Well-developed transport infrastructure: trans-European network corridors, 3 international airports, ice-free sea, more than 550,000 m² of logistics and warehousing facilities.
- Politically stable and economically free market: Lithuania became a fully-fledged NATO and EU member in early 2004, and on 21 December 2007 the country was accepted into the Schengen area.
- Investment incentives in Special Economic Zones, Business, Science and Technology Parks.
- World's leading ICT infrastructure: Europe's speediest and world's 2nd speediest Internet, EU's highest GSM penetration of 147%, highest fibre penetration (23%) in Europe and 6th in the world, World's No. 1 in the number of mobile telephone subscribers per 100 population - 3.4 million of Lithuanians use almost 5 million active SIM card, Global leader in mobile e-signature, Europe's densest network of public Internet access points (875).
- Among the most multilingual and most educated in the EU.
- EU Structural Funds and State support available for businesses.
- Lithuania was ranked 23rd out of 183 countries worldwide on the ease of doing business index in the Doing Business 2011 report produced by the World Bank. This shows that regulatory environment is rather conducive to the starting and operation of a local firm in Lithuania.

Opportunities in Lithuania

There are numerous export and investment opportunities for UK companies in Lithuania. The major opportunities exist in the following areas:

- **Biotech** – production does not have equivalents in Central and Eastern Europe.
- **Environment** – equipment and technologies, waste management, energy from waste and mechanical biological treatment technologies for landfills.
- **Energy & Power** – new power plants including nuclear, construction of power bridges with western and north European countries, cogeneration, renewable energy, energy efficiency projects, micro generation, energy measuring gadgets, CO₂ collecting and storing technologies.

- **Food** – the market is well supplied with basic products but more and more consumers are keen to try new options; eco food becoming more popular; a big part of population is still very price sensitive.
- **Furniture & wood processing** – among the important suppliers for IKEA.
- **Healthcare** – medical equipment, single use technology, assist technology and healthcare products.
- **ICT** – modern knowledge economy; leading ICT companies in the Baltic States.
- **Infrastructure** – development of logistics centres, reconstruction and construction of roads, railway, ports and airports development projects.
- **Lasers** – globally acknowledged production and inventions.
- **Metal processing, machinery and electric equipment** – widely-acknowledged high-tech products.
- **Oil & Gas** – new LNG terminal, new underground gas storage facilities, gas pipeline links with the EU.
- **Plastics** – with three large plants leading in the region.
- **Shared services and business process outsourcing (BPO)** – well-educated multilingual labour pool.
- **Textile & clothing** – one of the most specialised EU countries in the textile and clothing sector.
- **Tourism** – untouched ecological countryside, developing rural tourism network.

Trade between UK and Lithuania

In 2010 UK was Lithuania's 8th export partner and the 13th largest import partner¹. UK's imports from Lithuania amounted to £547m, while exports to Lithuania reached £ 220.4m.

TOP 10 UK EXPORTS TO LITHUANIA IN 2010, £

1	organic chemicals	27,981,736
2	textile yarn, fabrics, made up articles etc	19,449,105
3	textile fibres not manufactured & their waste etc	14,631,297
4	professional, scientific & controlling ins & app n	13,425,465
5	road vehicles (including air cushion vehicles)	13,011,110
6	machinery specialised for particular industries	12,858,522
7	miscellaneous manufactured articles n.e.s.	12,160,084
8	ele machinery, app & appliances & ele pt thereof n	9,753,225
9	plastics in primary forms	9,579,172
10	general industrial machinery & eqp. & machine pt.n	8,754,957

TOP 10 UK IMPORTS FROM LITHUANIA IN 2010, £

1	petroleum, petroleum products & related materials	153,786,233
2	fertilizers (other than those of group 272)	68,100,099
3	furniture & parts thereof; bedding, mattresses etc	57,919,154
4	feeding stuff for animals (not inc.unmilled cereal)	49,088,383
5	tobacco & tobacco manufactures	44,087,756
6	articles of apparel & clothing accessories	37,612,793
7	telecomms & sound recording & reproducing app. & e	16,922,567
8	metalliferous ores & metal scrap	15,980,703
9	professional, scientific & controlling ins & app n	13,763,680
10	plastics in primary forms	10,338,909

Source: Department for Business, Innovation and Skills

¹ Source: Statistics Lithuania

Economic Overview

After tremendous growth since 2000, first signs of global economic crisis showed up in Lithuania in 2008 while its major impact could be noticed in 2009. However, Lithuania managed to get out of recession fairly quickly and currently its economy is among the fastest growing ones in the EU: 6.6% in H3 2011 to compare to the same period in 2010. Economic experts forecast that it will be the fastest growing economy in the EU in 2011, and will continue a positive trend throughout 2011 as well as in 2012 and 2013.

Population

Lithuania has the largest population of the three Baltic States, ~3 million (83.5% are ethnic Lithuanians, 6.7% Polish, 6.3% Russians and 3.5% other nationalities). Today the larger part of Lithuania's population resides in city areas: Vilnius is the capital and financial and commercial centre of Lithuania (population in the beginning of 2009: 546,733). Other major cities include Kaunas (352 thousand), Klaipeda (183 thousand), Siauliai (126 thousand) and Panevezys (112 thousand).

Political Overview

Lithuania is an independent democratic republic. In Lithuania, the powers of the state are exercised by the Seimas (Parliament), the President, and the Judiciary.

In May 2009, Dalia Grybauskaite, former European Union Commissioner was elected as a president of the Republic of Lithuania.

Lithuania is among the politically and economically freest markets in the world, as the 2009 findings of the survey Freedom in the World released by Freedom House, an independent non-governmental organization that supports the expansion of freedom in the world, show.

Getting here and advice about your stay

FCO Travel Advice

The FCO website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there.

For advice [please visit the FCO Travel section](#)

By air

Direct flights are available between London, Birmingham and Edinburgh in the United Kingdom and Vilnius as well as Kaunas in Lithuania. You may also fly to other major European cities from Lithuania.

How to get to and from the airport

It takes approximately 20 minutes to go from the airport to the centre of Vilnius. The most convenient way to go is by taking a taxi which should cost up to 50 Litas (EUR 15). It is also very convenient to take a train, which goes from the airport to the railway station (located in the city centre) every 40 minutes. Train ticket cost 2.50 Litas. There is also a bus and a minibus service every 5-15 minutes. It costs about 2.50 Litas to go by bus or 3.00 Litas to go by a minibus (tickets may be obtained from the driver).

By road

Lithuania can be reached by car via border crossings along all its borders. The following speed limits apply in Lithuania: 50 km/h in towns, 90 km/h on country roads and 130 km/h in summer (110 km/h in winter) on highways. Police are often hidden from view and use radar guns. British licences should be supplemented by an international driving licence or passport. International petrol stations operate within the country and are usually open 24 hours. Petrol costs around EUR 1.16 per litre in Lithuania.

By rail

The railway station is quite acceptable by Western standards and trains run regularly to various European destinations.

By ferry

Ferries operate between Klaipeda and Kiel ports in Denmark, Germany and Sweden.

Travelling in Lithuania

It is possible to travel by train, bus or car in Lithuania.

Visas

EU residents do not require a visa to enter Lithuania but should hold a valid passport. For additional information and Help for British Nationals guide, please check www.ukinlithuania.fco.gov.uk

Your stay

Vilnius in your Pocket: <http://www.inyourpocket.com/lithuania/vilnius> is a comprehensive general guide for visitors. As well as the website it is available free of charge in hotel foyers etc.

The Official travel and tourism guide www.travel.lt can help you plan your trip.

Preparing to Export to Lithuania

Lithuania joined the EU in early 2004 so EU business practices and standards generally apply. Lithuania joined the Schengen community in December 2007.

Direct sales into the Lithuanian market can be difficult. For most of the British companies it is more effective to sell to the market through local business partners (wholesalers, distributors etc.) who can provide technical support if necessary. Franchising and Joint Ventures are also becoming more and more popular. It is also possible to set up a branch office in Lithuania.

British companies wishing to approach the Lithuanian market are advised to approach the market with a developed business plan and to undertake careful market research to ensure that companies' products or services are checked with market professionals in the context of the Lithuanian market.

UKTI's team in Lithuania can provide a range of services to British-based companies wishing to grow their business in the Lithuanian market. Our services include the provision of market information, validated lists of agents/potential partners, key market players or potential customers; establishing the interest of such contacts in working with the company; and arranging appointments. In addition, they can also organise events for you to meet contacts or promote a company and its products/services.

You can commission these services under which are chargeable and operated by UK Trade & Investment (UKTI) to assist British-based companies wishing to enter or expand their business in overseas markets. Under this service, the Embassy's Trade & Investment Advisers, who have wide local experience and knowledge, can identify business partners and provide the support and advice most relevant to your company's specific needs in the market.

To find out more about commissioning work, please contact your local UKTI office. See www.ukti.gov.uk

How to do business in Lithuania

What companies should consider when doing business

Lithuania is a member of the European Union and World Trade Organisation. EU business practices and standards generally apply.

It is important to seek professional advice regarding legal, financial and taxation aspects of doing business in Lithuania. It is also necessary to bear in mind the associated costs of administering everything in Lithuanian, including marketing, correspondence, company returns etc.

Gateways/Locations – Key areas for business

Vilnius is the capital and financial and commercial centre of Lithuania (population at the beginning of 2009: 546,733).

Kaunas is the second largest city with 352 thousand inhabitants. Kaunas is the centre of Lithuania with all major transport arteries – roadways, railroads airport and river port. It is the crossing point of the major European highways – Via Baltica and IXB. Kaunas is also famous for its scientists and IT specialists – Kaunas University of Technology is the largest university of technology in the Baltics.

The 3rd largest city Klaipeda (183 thousand inhabitants) is an attractive ice-free seaport, connecting the main transportation corridors between the East and the West.

There are industrial clusters and R&D centres in Siauliai (126 thousand inhabitants) and Panevezys (112 thousand inhabitants) as well as other cities of Lithuania.

Lithuania also welcomes foreign investors and businesses to take advantage of the special ready-for-business locations: 2 free economic zones (FEZ) and 9 industrial parks (IP). Kaunas FEZ (www.fez.lt) and Klaipeda FEZ (www.ftz.lt) are located in country's economically important centres and offer prepared industrial sites with physical and/or legal infrastructure, support services, and tax incentives. Industrial parks provide all the necessary physical infrastructure (electricity, gas, sewerage, roads etc), ability to subdivide land into smaller parcels and to make long-term lease agreements at favourable prices.

Market entry and start up considerations

British companies can approach the Lithuanian market in several ways:

- Direct export
- Set up an agency
- Appoint a distributor
- Form a joint venture
- Set up local manufacturing
- Acquire entire or part of Lithuanian company

In most cases doing business in Lithuania requires local representation in the form of an agent or distributor.

It is relatively easy to appoint a distributor and there are no legal barriers to agents and distributors operating for a UK company within Lithuania. This arrangement should be formalised under the respective law by a contract witnessed at a Notary's Office.

The appointment of a local partner/representative will be the first step. It is vital to follow up shortly after the initial contact has been made. Most companies would expect to receive product specifications and prices already during the early phases of communication.

It is then recommended to visit the market to establish personal relationships with the potential partner.

Joint venture partnerships and acquisition options are chosen by many foreign companies seeking a market share. The success in this form of relationship will very much depend on the nature of the product/service and the level of domestic competition.

Your local UKTI office will advise you on how to commission a tailored report for your specific needs and help you with market entry strategy.

Advertising & Sales promotion

Several major international advertising agencies can be found in Lithuania. Currently Bates, Adell Saatchi & Saatchi and Brand Sellers DDB are operating here and McCann-Erickson Worldwide and Leo Burnett have local representatives. All are located in Vilnius. There are also a large number of Lithuanian advertising agencies, handling the full range of advertising media.

To be effective, advertisements must be in Lithuanian (except recruitment advertisements for managers and specialists). Advertising in local newspapers and magazines can be arranged by contacting the relevant editorial offices.

British exporters are advised to consult their advertising agents before embarking on an advertising campaign.

Western style marketing techniques are developing in Lithuania. Sales promotion is becoming increasingly popular as companies realise the benefits it can bring, companies should be advised to visit the market on a regular basis.

Customs and Regulations

Lithuania is a member of GATT, the World Trade Organization (WTO) and the European Union. It applies EU customs procedures and principles. Community Customs Codes are directly applicable in Lithuania.

Legislation and Local Regulations

Lithuanian legislation although harmonized with EU requirements, is complex. Revisions, amendments and regular corrections take place. When considering new projects in Lithuania it is worth getting legal advice. A list of local lawyers is available on request from the UKTI Section of the British Embassy in Vilnius.

Taxes

Lithuania pursues business-friendly tax policy. Lithuania's corporate tax is 15%, individual taxation (21%) is in line with similar countries, and the overall tax burden is one of the smallest among the EU countries.

Corporate profit tax – 15%

Tax on dividends – 0 to 15% (dividends paid or received are not taxed when an investor controls at least 10% of voting shares in the enterprise for the period of at least 12 months)
Personal income tax – 15% (+6% health insurance contribution)
Social contribution tax for employer – 31% (+3% health insurance contributions)
Value added tax – 21%
Real estate tax – 0.3-1%
Land tax - 1.5%

Responding to Tenders

UK companies bidding for work in Lithuania with consortia, local partners or on their own should be aware that as part of the tender specification they will usually be required to submit certain certificates along with their tender bid.

These are certificates stating that they are registered, are not going through the insolvency procedure, are up to date with their tax, social and health insurance payments and that company directors, or members of the management board, do not have a criminal record. Such certificates do not exist in the UK but there are equivalent UK documents or accepted substitutes that companies can submit to satisfy this requirement.

The UKTI team in Vilnius is always looking for potential business opportunities for UK companies. Many of these will be tenders so UK companies should be aware of how best to take advantage of tender opportunities in Lithuania.

Recruiting and Retaining Staffing

Lithuania has one of the best educated workforces in Central and Eastern Europe. The percentage of the Lithuanian population with higher education is two times higher than the EU-15 average. Due to the global economic slowdown the unemployment rate started to increase in the middle of 2008 and according to information provided by the Lithuanian Department of Statistics, reached 14% in March, 2010, therefore currently there are no problems to find well qualified personnel in the country.

The wage level in Lithuania is very competitive compared to other European markets. Since January 1, 2008 the minimum monthly wage is EUR 231, and the minimum hourly wage is EUR 1.40. In the 4th quarter of 2009 the average monthly wage was EUR 613.

There is an official recruitment office – Lithuanian Labor Exchange: www.ldb.lt as well as several private (international and local) recruitment companies. Recruitment in Lithuania is very effective through advertisements in the local press and online job search websites.

Documentation

Documentation requirements should be regarded as identical to EU norms. It may be necessary to provide Lithuanian language translations of some documents.

Labelling and Packaging Regulations

Labelling should be in Lithuanian. Publicity material should be written in Lithuanian (the language which will be the most effective anyway), unless an authorised translation to Lithuanian attached to an original in foreign language is allowed and accepted.

Read Businesslink's guide on labelling and packaging your goods for export:
<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1073858802&topicId=1078027562&r.l2=1077717216&r.s=sm>

Getting your Goods to the Market

As an exporter of goods you need to develop an understanding of various issues such as the legal and regulatory requirements your consignments have to comply with; paperwork involved; choosing the right mode of transport, i.e. road, air rail sea transport; protection for your goods; packaging; labelling; how freight forwarders can help you; rules for dangerous goods etc.

The system of public and private warehouses, as well as export and import terminals, is being expanded and improved. Facilities at the international port in Klaipeda are available and warehousing is available in all major towns and cities.

Standards and Technical Regulations

The Lithuanian Standards/Technical regulatory authority is the Lithuanian Standards Board under the Ministry of Environment: www.lsd.lt.

Intellectual Property Rights

Lithuania is party to several international treaties on the protection of intellectual rights:

- domestic legislation provides for a 20 year protection period for product patents;
- a 10 year protection period for trade (service) marks is available after registration with the State Patent Bureau and may be renewed for additional 10 year periods
- other intellectual property is protected under the Lithuanian Civil Code and other domestic legislation

Business Etiquette, Language and Culture

Language

The public opinion analysis “Europeans and Languages” conducted by the European Commission shows that every third Lithuanian speaks English, and eight Lithuanians out of 10 speak Russian. Polish is much more widespread in Lithuania than in all the other EU countries. Half of the population speaks two foreign languages.

English is widely spoken by young people but interpretation may be required for business meetings, particularly outside major cities. A list of local translators and interpreters is available on request from the UKTI Section of the British Embassy in Vilnius.

Some basic phrases

English	Lithuanian
Hello	Sveiki
Good morning	Labas rytas
Good afternoon	Laba diena
Good-bye	Viso gero
Please	Prašom

Thank you	Ačiū
Yes/No	Taip/ ne
Excuse me	Atsiprašau

Meetings and Presentations

Meetings are arranged in advance and confirmed by a letter, e-mail or fax. Try to avoid meetings on national holidays. Lithuanians are punctual, so this is expected from visitors. Lithuanians are oriented to trade issues and start a conversation about the matters arranged in advance without engaging in small talk.

Greetings. A handshake is customary before and after a meeting. Each person introduces himself/herself by telling their full name and title. In Lithuania business people call each other by their names and their title, unless they agree otherwise.

Business cards. There is a tradition of exchanging business cards, so make sure that you have enough business cards with your position in your company clearly indicated.

Dress code. Formal and conservative business dress is important in Lithuania with suits being the appropriate attire for meetings.

Negotiations

During negotiations Lithuanians try to avoid direct answers, show expressiveness, fellowship and honesty. Eye contact is considered to be important and there is no obvious physical contact. The distance between business people is the length of an outstretched arm and it does not matter whether the negotiators are sitting at the table or standing.

What are the challenges?

As a member of the European Union, and an old trading partner of the UK, Lithuania does not present major challenges to UK companies wishing to develop trade.

Getting Paid – Terms of Payment

There are no hard and fast rules on terms of payment, and request for payment vary from immediate, 30, 60, or 90 days depending on the type of contract. Lithuanian companies might expect a discount of between 2% - 3% for early payment. Common methods of payments are through bank transfer or letter of credit (L/C).

If payment terms are not met, the UKTI team in Vilnius can supply details of commercial debt collection agencies and a list of lawyers who can be consulted on the procedures of debt collection. Please note, the Embassy cannot intervene directly in commercial disputes on behalf of UK companies.

How to Invest in Lithuania

The most common investment methods are:

- By setting up an entity, acquiring the capital of existing entity or a share therein;
- Branch establishment;
- By acquiring securities;
- By creating or acquiring fixed assets such as real estate and movable property;

The most popular types of business entities used by foreigners conducting their business in Lithuania are:

- Private limited liability company (uždaroji akcinė bendrovė – UAB);
- Public limited liability company (akcinė bendrovė – AB).

Both are separate legal entities with liability of the shareholders restricted to the value of the company's assets. The UAB is the most common form of business entity which is ideally suited for small-sized businesses. It allows businesses to operate as a legal entity with a simple management structure and without the necessity to invest large amounts of capital.

The AB is a means of foreign investment generally chosen by larger corporations and the principal advantage thereof is that shares of an AB may be relatively easily transferred and can be listed on a stock exchange.

In addition to the Lithuanian Civil Code, incorporation and management of UAB's and AB's are regulated under a special Company Law.

LDA (The Investment and Development Agency of Lithuania) is the government body responsible for facilitating foreign direct investment into Lithuania. Please visit their web-site: <http://www.businesslithuania.com/en/InvestLithuania.html> for more information on investment opportunities and business climate in Latvia. LIAA also has a representative office in London.

Financial Assistance

There are a number of incentives to encourage both local and foreign investment in Lithuania.

EU Structural Funds

Both local and foreign businesses, having decided to expand their activity into the Lithuanian market, can apply for EU Structural Funds support. The support is provided to three categories of projects submitted by either public or private applicants: public projects, business investment projects and companies' research and technological development projects.

In comparison with the EU financial support for the years 2004-2006, when Lithuania received EUR 895 m, the EU support for Lithuania for the period of 2007-2013 is more than six times larger – approximately EUR 7 bn.

Structural Funds Support in 2007-2013	%
Operational Programme for the Development of Human Resources	13.8
Operational programme for Economic Growth (10% will be allocated to scientific research and technological development of competitiveness and growth of the economy)	45.72
Operational Programme for the Promotion of Cohesion	39.08
Operational Programme of Technical assistance	1.4

EU Support for Business Development

Micro, small and medium enterprises as well as larger companies established in Lithuania may apply for the non-refundable EU support for the following innovation-oriented activities:

- Technical feasibility studies
- Business development and optimisation strategies
- Scientific research projects
- Technology development and modernisation
- Development of infrastructure and assets
- Project to increase energy consumption efficiency

Enterprises may apply for between EUR 43,000 and EUR 5.8 million in support for developing their business projects. The aid intensity can be from 40% to 70% of the eligible costs.

The Lithuanian Business Support Agency is a public institution established by the Ministry of Economy of the Republic of Lithuania to manage and administer financial assistance provided by the EU Structural Funds. Both public and private entities are invited to approach the agency to apply for EU Structural Fund support.

For more information on Lithuanian Business Support Agency and EU Structural Funds support please visit www.lvpa.lt

EU Support for Staff Training

Micro, small and medium enterprises established in Lithuania may apply for the non-refundable EU support for general (training involving tuition which is not applicable only or principally to the undertaking of the employee's present or future position) and specific (training involving tuition directly and principally applicable to the undertaking of the employee's present or future position) staff training.

The aid intensity can be up to 60% of the eligible costs for general training and up to 25% of the eligible costs for specific training. The support may be increased, up to a maximum aid intensity of 80% of the eligible costs by 10% if the training is given to disabled or disadvantaged workers or if the aid is awarded to medium sized enterprises and by 20% if the aid is awarded to small enterprises.

The Support Foundation European Social Fund Agency seeks to ensure the efficient administration of projects financed by the European Social Fund in Lithuania. Financial support is available for businesses to train and educate employees, promote lifelong learning, develop innovations in companies, etc.

For more information on Support Foundation European Social Fund Agency and the European Social Fund please visit www.esf.lt.

R&D Project and Investments into new technologies

Support for R&D projects

The following incentives are applied to companies investing into R&D:

- Triple deduction - expenses incurred by companies while carrying out R&D as well as by acquiring R&D carried out in EEA countries or countries with DTA can be deducted from taxable income thrice.

- Super-accelerated depreciation – the acquisition price of fixed assets used in the R&D activities can be written-off within two years.
- Eligibility - all investments into R&D qualify, irrespective of the type of company or the investment sum.

Profit Tax Reduction for Investments into New Technologies

From the beginning of the 2009 tax year, enterprises investing in long-term assets aimed at providing new or additional products or services, increasing the capacity for new products or services, introducing new products or services, or changing all or part of the existing process, or introducing technology protected by international patents, can find their profit tax calculated for the same period reduced by up to 50%.

Expenses exceeding these sums can be postponed until one of the four later, consecutive tax periods. The profit tax incentives will only apply to expenses incurred during the period from 2009-2013. However, the profit tax calculations for each tax period cannot be reduced by more than 50%.

The banking system includes Central Bank: <http://www.lb.lt/home/default.asp>; commercial and investment banks and savings institutions. Important regional players including Swedbank (Sweden), SEB group (Sweden), DnB Nord (German, Norway), Nordea (Finland) are dominating the market.

Contacts

If you have a specific export enquiry about the Lithuanian market which is not answered by the information on this report, you may contact:

UK Trade & Investment Enquiry Service

Tel: +44 (0)20 7215 8000

Fax: +44 (0)141 228 3693

Email: enquiries@ukti.gsi.gov.uk

You will be signposted to the appropriate section on our website, or transferred at local call rate directly to the British Embassy in Lithuania.

Otherwise contact the team in Lithuania directly:

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Resources/Useful Links

Country Information:

BBC Website

http://news.bbc.co.uk/1/hi/country_profiles/default.stm

FCO Country Profile

<http://www.fco.gov.uk/en/travel-and-living-abroad/travel-advice-by-country/country-profile/>

Culture and communications

CILT – National Centre for Languages - Regional Language Network in your area:

http://www.cilt.org.uk/workplace/employer_support/in_your_area.aspx

Kwintessential culture guides:

<http://www.kwintessential.co.uk>

Customs & Regulations

HM Revenue & Customs:

www.hmrc.gov.uk

Import controls and documentation (SITPRO):

<http://www.sitpro.org.uk>

Economic Information:

Economist

<http://www.economist.com/countries/>

EU Points of Single contact

http://ec.europa.eu/internal_market/eu-go/index_en.htm

Export Control

Export Control Organisation:

<http://www.berr.gov.uk/whatwedo/europeandtrade/strategic-export-control/index.html/strategic-export-control/index.html>

Export Finance and Insurance:

ECGD

<http://www.ecgd.gov.uk/>

Intellectual Property

Intellectual Property Office:

www.ipo.gov.uk

Market Access

Market Access Database for Tariffs (for non-EU markets only):

<http://mkaccdb.eu.int/mkaccdb2/indexPubli.htm>

SOLVIT – Overcoming Trade Barriers (EU Markets only)

www.bis.gov.uk/EUMarketAccessUnit

Standard and Technical Regulations:

British Standards Institution (BSI):

<http://www.bsigroup.com/en/sectorsandservices/Disciplines/ImportExport/>

National Physical Laboratory:

<http://www.npl.co.uk/>

Intellectual Property:

<http://www.ipo.gov.uk/>

Trade Statistics

National Statistics Information:

<http://www.statistics.gov.uk/hub/index.html>

UK Trade Info:

<https://www.uktradeinfo.co.uk/>

Travel Advice

FCO Travel:

<http://www.fco.gov.uk/en/travel-and-living-abroad/>

NHS:

<http://www.nhs.uk/nhsengland/Healthcareabroad/>

Travel health:

<http://www.travelhealth.co.uk/>

Business Link: International Trade

Business Link's International Trade pages provide an overview of export basics including licensing, customs procedures, classifying and movement of goods, other regulatory information and export paperwork issues. It also introduces exporters to the UK Trade Tariff.

Essential reading for exporters!

Find out more at:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.s=tl&r.lc=en&topicId=1079717544>

[UK Trade & Investment](#) can help you make the most of these opportunities and help you plan your approach to the market. You may find out more about the range of services available to UK companies trading internationally through your local International Trade Team.

We hope that you have found this guide useful. For further information, please contact your International Trade Adviser or one of the UKTI team in Lithuania.

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Last Updated: November 2011