

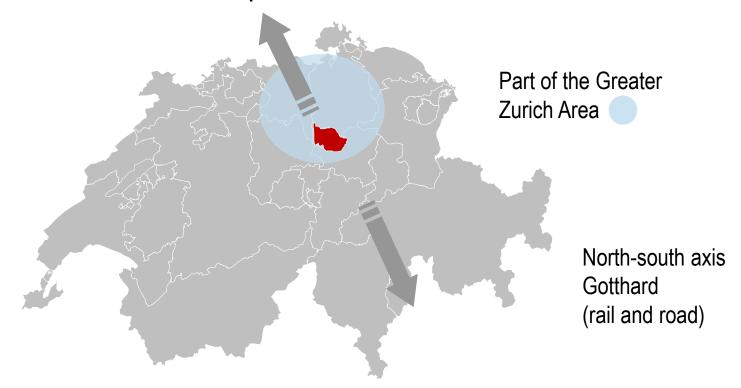
### Welcome

Zug: small world – big business





### In the heart of Europe – in the middle of Switzerland



Access to EU Market with 700 million consumers



### Greater Zurich Area (GZA) - a leading location in Europe





- Population: 3.8 million (of total 8 million in Switzerland) encompassing nine Swiss cantons around Zurich
- Economy: more than 50% of Swiss GPD are attributable to the Greater Zurich Area
- Main sectors: Life Sciences, ICT, Deep Tech (Al, IOT, Robotics, Sensors, Materials, Blockchain, Fintech etc.), Financial Services, Wholesale incl. Commodity Trading
- Innovation & Technology: world renowned universities and research institutes are based in GZA such as ETH Zurich (#1 Tech University in Continental Europe) / University of Zurich / IBM Research Lab / BioTech Park / Disney Research Lab etc.)





# Greater Zurich Area GZA – strong tech competences enable globally leading clusters



### Zug: small world – big business



- 128,794 inhabitants from 143 different nations
- 115,800 workplaces (of which 39,200 commuting in) in 36,900 companies
- Outstanding economic development over the past decades, highly diversified industries

### Highly diversified industries

- Wholesale (incl. FMCG and commodity trading)
- High Tech / Deep Tech Industry
- Life Science (Pharma / Biotech / MedTech)
- Financial services (Asset Management / Private Equity / Family Offices)
- ICT (incl. Fintech und Blockchain)
- Headquarters (Full HQ and single functions as Procurement & Supply Chain)

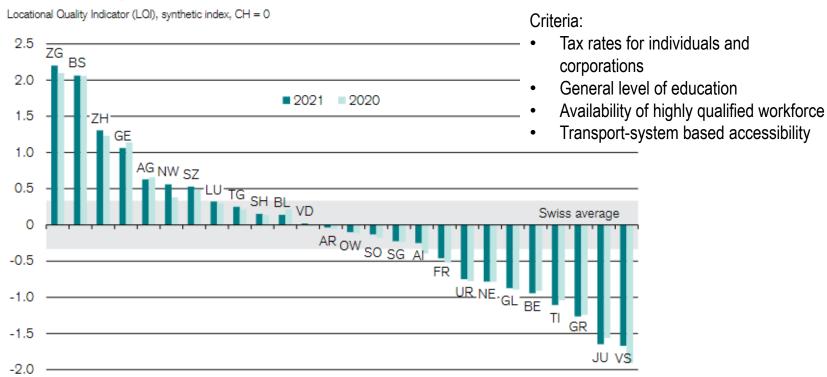


Kanton Zug

### Zug: a worldwide leading business location

### Swiss cantons' ranking 2021 - Credit Suisse

Locational quality of Swiss cantons



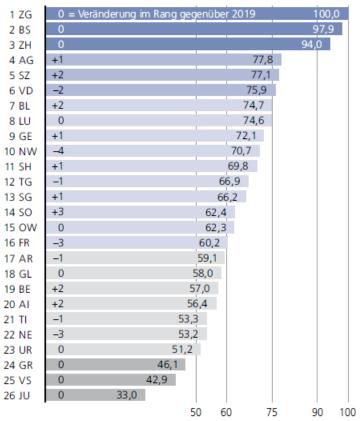
### Swiss cantons' ranking 2018 vs. 2025 - Credit Suisse

#### Locational quality of the Swiss cantons: 2018 vs. 2025

Locational quality indicator (LQI), synthetic index, CH = 0, 2018 and after recalculation of sub-indicators for accessibility and tax burden for legal entities



### Swiss cantons' ranking 2021 - UBS



#### Criteria:

- Economic structure
- Innovation
- Human capital
- Labor market
- Accessibility
- Commuter belt
- Price structure
- Public finance

Zug ranked #1 in 6 out of 7 rankings.

Source: UBS September 2021

### The best overall package



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# Zug: leading in political and economic stability

### Stability and growth

- For many decades about 75% conservative voters
- Multiparty political system = long-standing tradition and stability
- Long-term fiscal and tax policy (net equity / long-term decreasing tax rates)
- Expansion of established and dynamic growth of new companies
- Planning security and legal certainty



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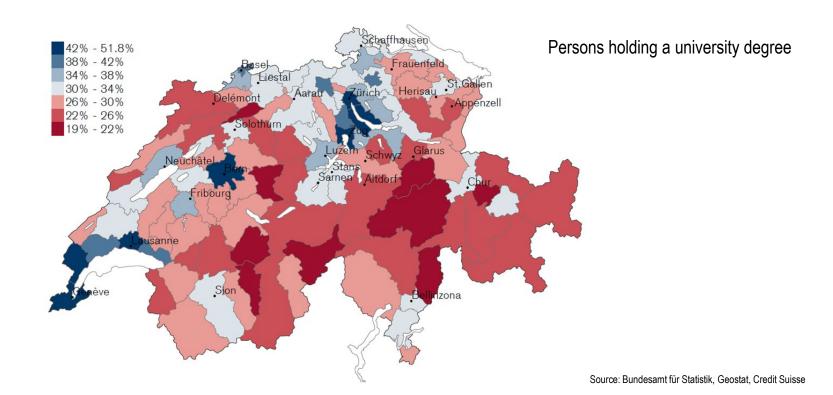
### Zug: high availability of talents

### Magnet for international talents

- Access to largest talent pool of approx. 1 million in Greater Zurich Area and Central Switzerland
- Access to over 100 million European talents
- Global top specialists
- Worldwide leading universities and research institutes are located in the area
  Zurich/Zug/Lucerne. e.g. ETH Zurich (Swiss Federal Institute of Technology) ranked top
  10 internationally and #1 in Europe for years)

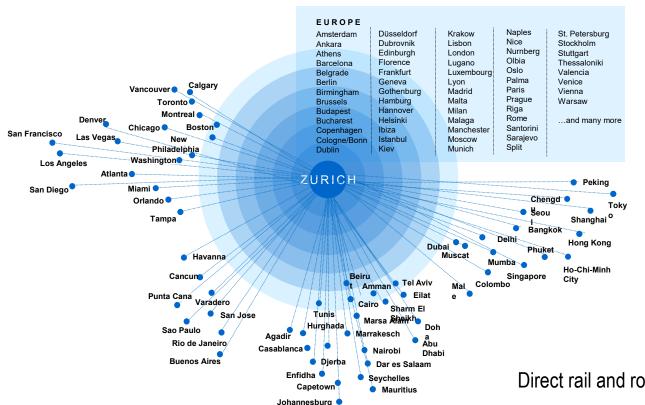


### High percentage of highly qualified talents





### Central location within Europe



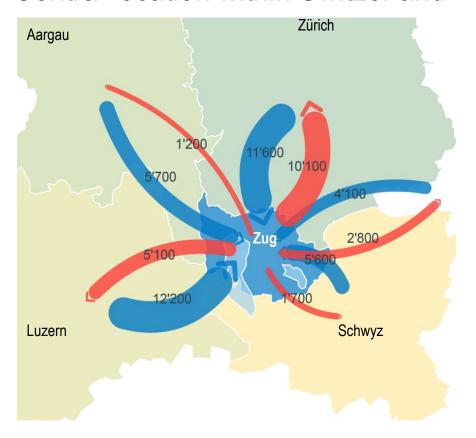
Direct flights from ZHR: 65 intercontinental, 141 European destinations



For 18th time in succession awarded: «Europe's Leading Airport»

Direct rail and road connection to all European cities

### Central location within Switzerland



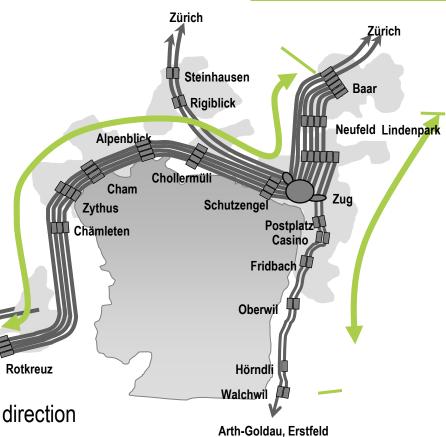
Total commuters to Zug: 39,200 Total commuters out of Zug: 21,000

### Zug city trains

Access to city center from all communities within max.15 min

20 min to Lucerne (half-hour interval)

connections per hour and direction



### World renowned research & knowledge location

Zug Institute of Financial Services Zug (HSLU)

School of Computer Science and Information Technology (HSLU)

Institute für Energy and Resource Efficiency (WERZ)

Zurich Swiss Federal Institute of Technology Zurich (ETHZ)

University of Zurich (UZH)

(20 min from Zug)

Lucerne University of Lucerne

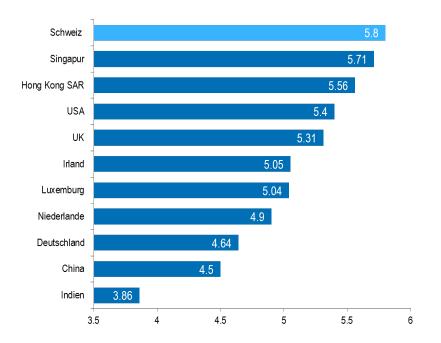
University of Applied Sciences Lucerne (HSLU)

(20 min from Zug)





### Labor market efficiency



#### Criteria:

- Redundancy costs
- Hiring & firing
- Cooperation in labor-employer relation
- Flexibility in wage determination
- Ease of finding skilled employment
- Ease of hiring foreign labor
- Pay and productivity
- Reliance on professional management
- Female participation in labor force
- Male participation in labor force
- Salary tax wedge

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### Zug: internationality / highest quality of life

### Quality of life

«The Canton of Zug offers us great international infrastructure, good schooling and political stability.»

David Hauxwell, Global Head of Procurement, AB InBev

«The high quality of life and welcoming environment make Zug a very attractive place of living.»

Diego Zanuso, CEO, East Metals

«Employees and their families appreciate the quality of life, the educational access and the healthy environment offered in Zug.»

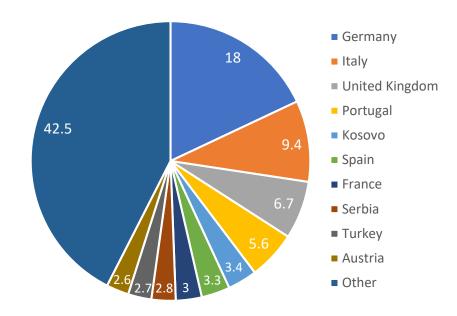
André Wismer, CPO, Siemens Smart Infrastructure Project Business

### International population

People from 143 different nations live in the Canton of Zug (total: 37,058)

By continents: Europe 84%, Asia 7.9%, America 1.8%, Africa <1%, Australia <1%

Top 10 nations in percent:



### Integration of internationals

- Info material & news
- Newcomer set
- www.zg.ch (English)
- www.zug4you.ch and The Zug Post
- Migration Advisory Office
- English-speaking authorities

- Relocation agencies
- Service & international clubs (z.B. International Women's Club, Kiwanis, Lions, Rotary)
- Various events (z.B. Grüezi Switzerland, Back to work Seminar)



### Public schools (1)

- Flexible public primary schools with German classes for non-German speaking pupils
- Two gymnasiums in the canton
- Bilingual baccalaureate courses (Matura D/E) offered at both gymnasiums: Kantonsschule Zug and Kantonsschule Menzingen

School system in the Canton of Zug





### International schools (2)

- International School of Zug and Lucerne, <u>www.iszl.ch</u>
  - Walterswil/Baar & Hünenberg
    (1,250 students, primary years IB/AP programs)
- Institut Montana, Zug/Zugerberg <u>www.montana-zug.ch</u>
   (300 students, primary years – IB programs)

- SIS Swiss International School, Rotkreuz <u>www.swissinternationalschool.ch</u> (120 students, grades 1 – 12)
- Four Forest Bilingual International School, Cham <u>www.four-forestschool.ch</u> (120 students, pre-school – grade 10)
- International School of Central Switzerland, Cham <u>www.iscs-zug.ch</u> (100 students, kindergarten – grade 12)



### Health Care System

- Cantonal hospital in Baar (Zuger Kantonsspital)
- Private Andreas Clinic Cham (Hirslanden Group)
- Nursing homes
- Home healthcare support (Spitex)
- Many more hospitals in Zurich and Lucerne



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### Zug: effective business environment

### Our services – «the spirit of Zug»

Our Economic Promotion Team is **a free of charge «one-stop-shop»** caring for companies located in Zug and supporting those settling here. We act as a long-term partner to support you in your growth. Typical services are:

- assistance setting up business, getting required permits (incl. work permits) and provide contacts for service providers
- help finding ideal office space (from business centers to own rent)
- information and support for relocation services, integration of spouses and family (e.g. schooling)
- business network: introduction to peer companies, networking platforms and to the general business community
- central point of contact for all matters relating to cantonal and Swiss authorities
- unique set of supporting material on the Canton of Zug for the working and living space.



#### Business infrastructure

- Business support services
  270 advocates
  300 fiduciaries (90 organized in Fiduciary Association of Zug)
  - > 10 banks (some providing international services)
- Business premises
  High availability of top office space on prime locations at reasonable prices.
  Price range depending on location (CHF 150.- to CHF 400.- per sqm and year)
- Business centers
  20 business centers in the canton



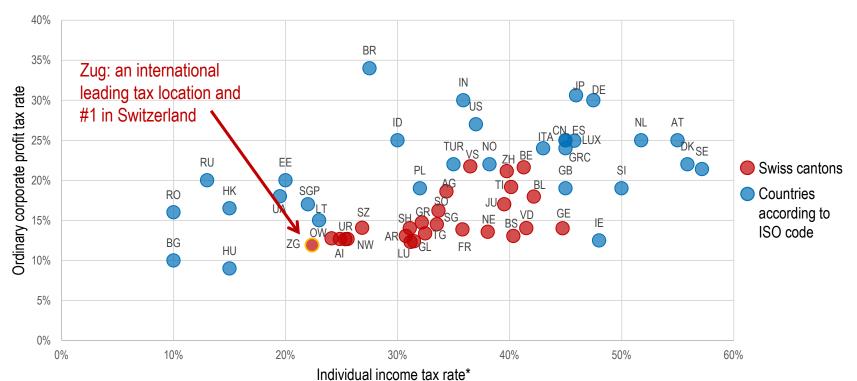
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### Zug: highly attractive tax environment

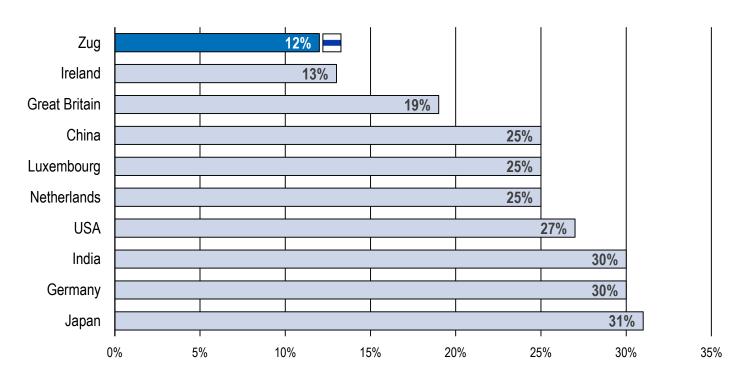


### Corporate profit tax and individual income tax

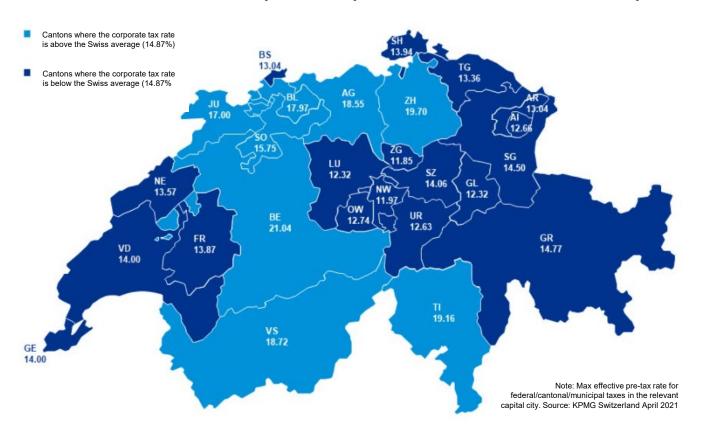
#### International tax comparison



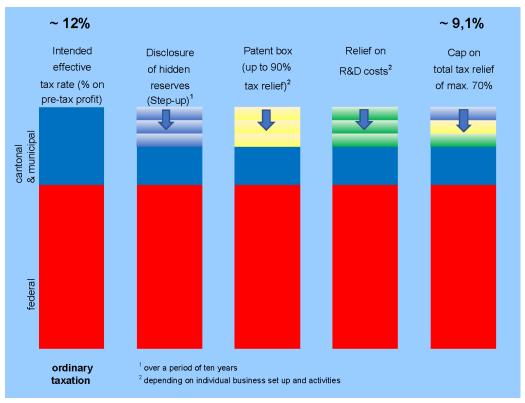
## Corporate profit tax - international comparison (ordinary tax rate)



### Swiss cantonal corporate profit tax rates for companies



### Corporate profit tax Zug



- Total regular profit tax rate (cantonal, municipal, federal): 12%
- patent box: tax relief of 90% on earnings from intellectual property
- R&D costs: additional deductions of 50% of qualifying expenses
- step-up: tax-neutral disclosure of hidden reserves
  - in case of transfer of domicile or management to CH (depreciation within 10 years)
  - in case of local companies (special tax rate over period of five years)
- Total maximum combined tax relief for patent box, R&D deductions and step-up: 70%

Source: Tax authorities

#### Patent Box

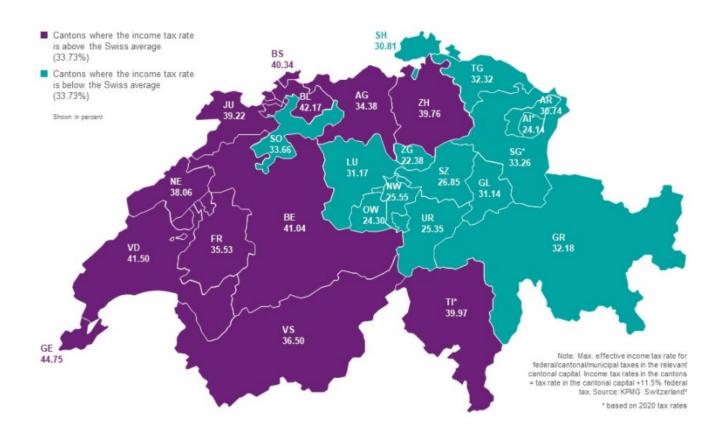
In order to qualify for the box a patent must:

- relate to research and development activities
- nexus approach: must be in Switzerland, except third party R&D abroad.

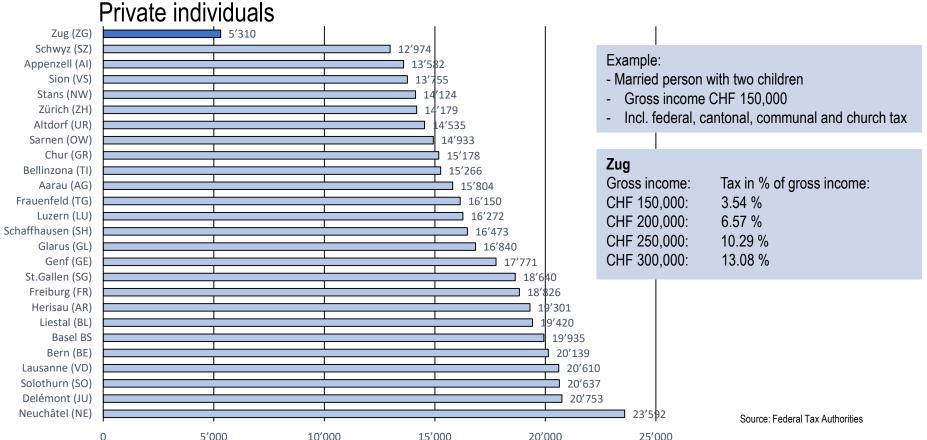
The patent box covers registered patents.

The patent box is only applied at the level of cantonal and communal taxes.

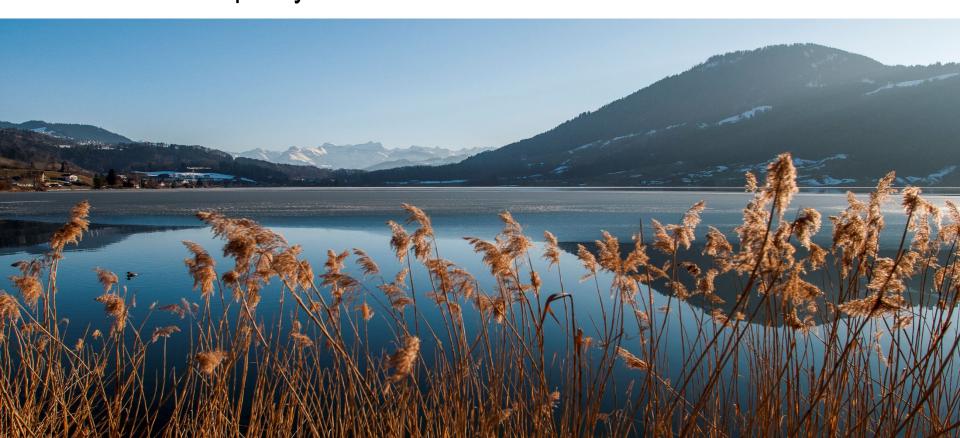
### Individual income tax - Swiss cantonal tax rates

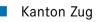


Intercantonal tax comparison



### Genuine quality of life





### What we are also famous for...





#### Contact information

Department of Economic Affairs Economic Promotion Aabachstrasse 5 CH - 6301 Zug

Phone +41 41 728 55 04

Mail <u>economy@zg.ch</u>

Internet <u>www.zg.ch/economy</u>



