

POLISH – NORWEGIAN BUSINESS FORUM

COOPERATION WITHIN THE MARITIME INDUSTRIES

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THE FEDERATION OF NORWEGIAN INDUSTRIES
(MARITIME)

Norsk industri er
Norges framtid

Numbers and Facts about "Norwegian Industries"

- 2 200 member companies
- Close to 120 000 employees within the member companies
- Annual turnover approx. 100 bill. €
- Export approx. 40 bill. €
- Approx. 180 direct maritime members:
 - Shipyards
 - Ship equipment
 - Marine consultants and naval architects
 - Technology suppliers to The Aqua Culture Industry.
- Approx. 1.000 other associated companies





KONGSBERG

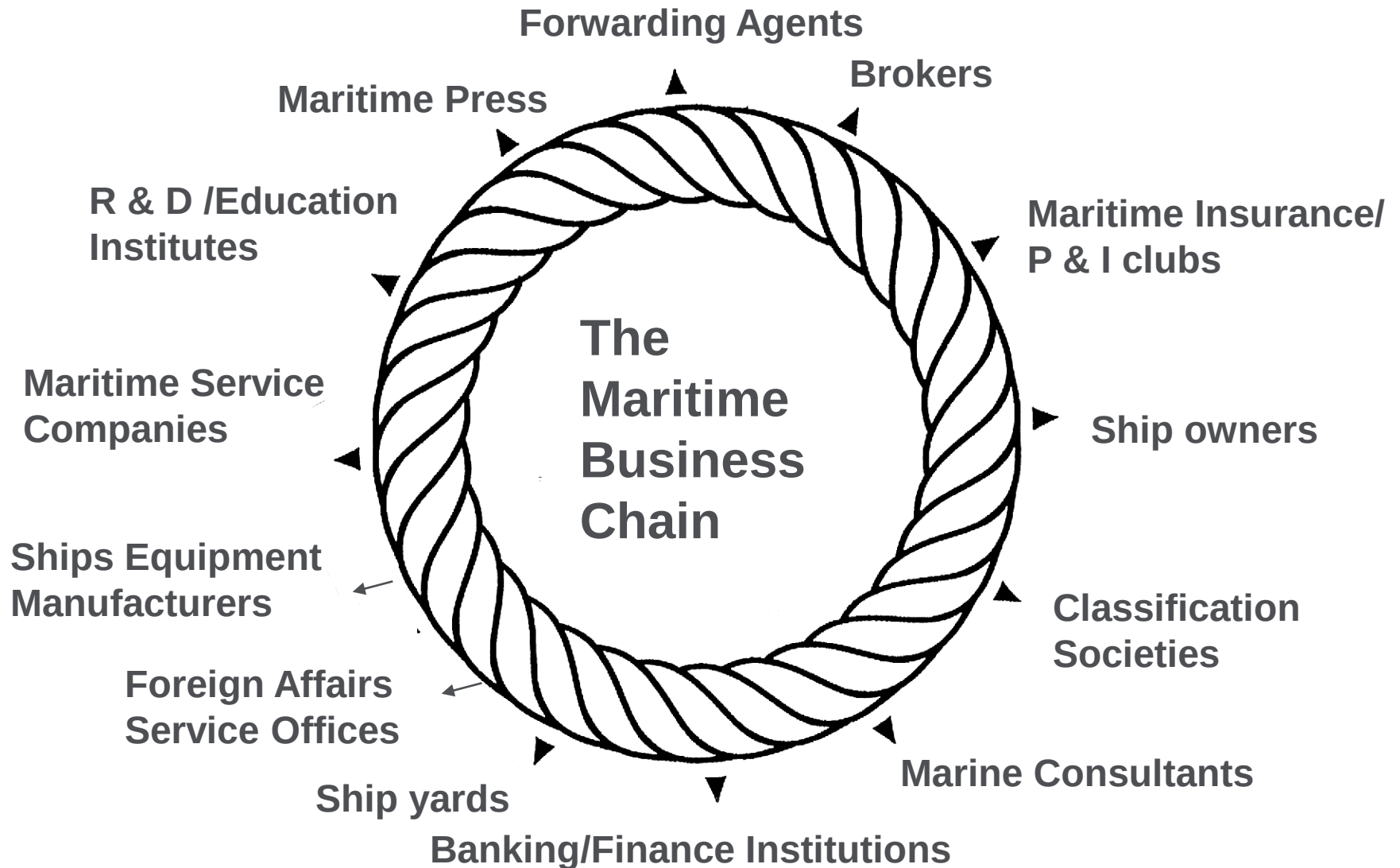


AKER KVÆRNER



FMC BioPolymer

Norwegian Maritime Net Work



THE MARITIME INDUSTRIES' MAIN FOCUSE AREAS

- **The frame conditions for the ship building industry**
- **Create enthusiasm for the industry in general**
- **Maintain a global market and accountable investment environment for the shipping industry.**
- **Maritime education and recruitment**
- **Maritime RID**
- **Greening of the entire Maritime Industry**
- **Enhance ocean transportation (Cargo handling from land to sea transport) – new modern ships for domestic cargo handling.**
- **The order backlog – national and global**
- **Authorities' restrictions and frame conditions as to industrial waste (spill water), cleaning up polluted sediments, etc.**

INSTRUMENTAL TO EU's NEW STRATEGY FOR "MARITIME EUROPE"

LeaderSHIP2020:

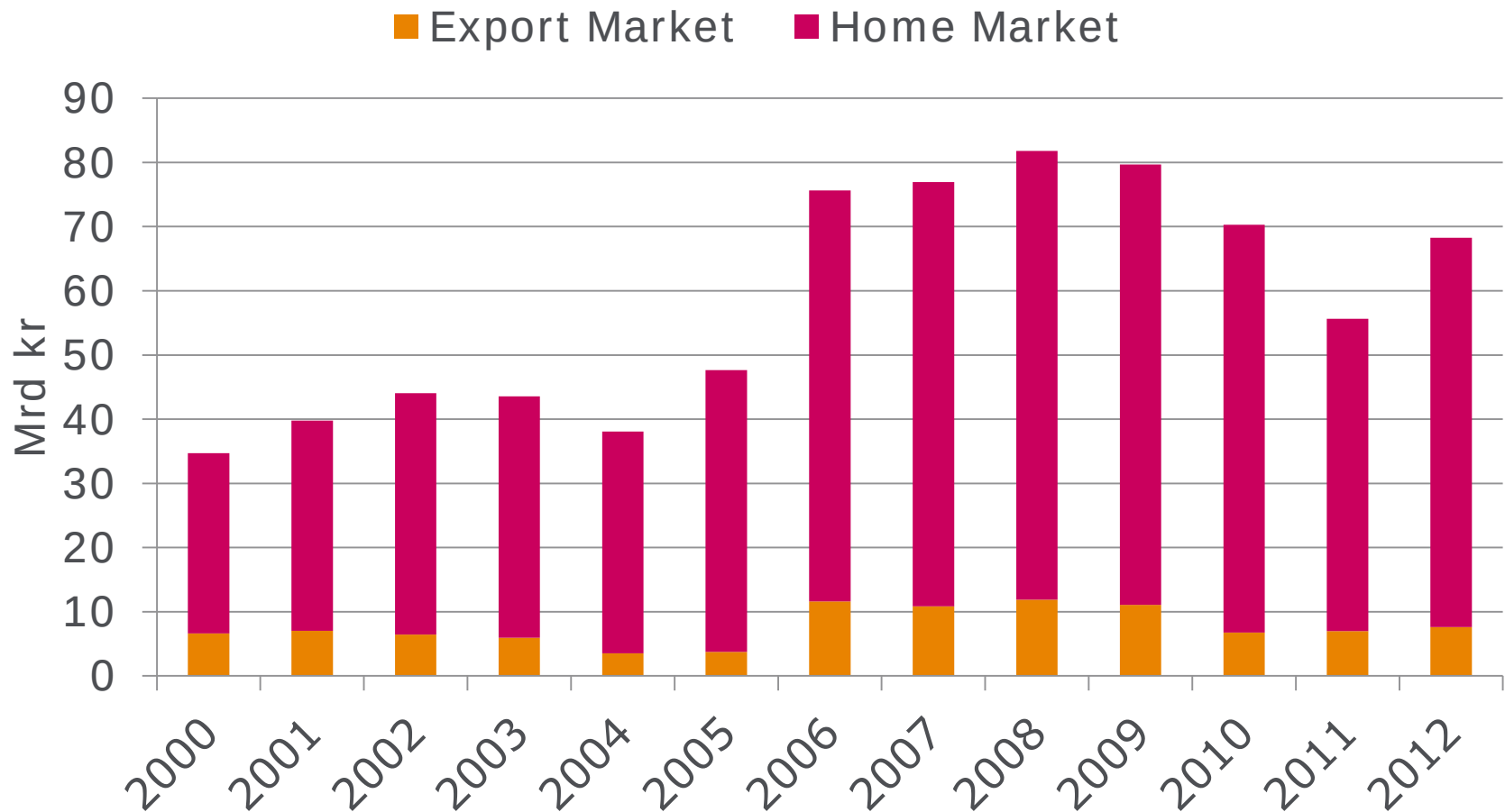
- **A level playing field in world shipbuilding**
- **Improving research, development and innovation (RDI) investment**
- **Promoting safer and more environment-friendly ships**
- **Advanced financing and guarantee schemes**
- **Securing the access to a skilled workforce**
- **Protection of European intellectual property rights**
- **Building a sustainable industry structure**

SEA Europe LeaderSHIP 2020

Ships & Maritime Equipment Association

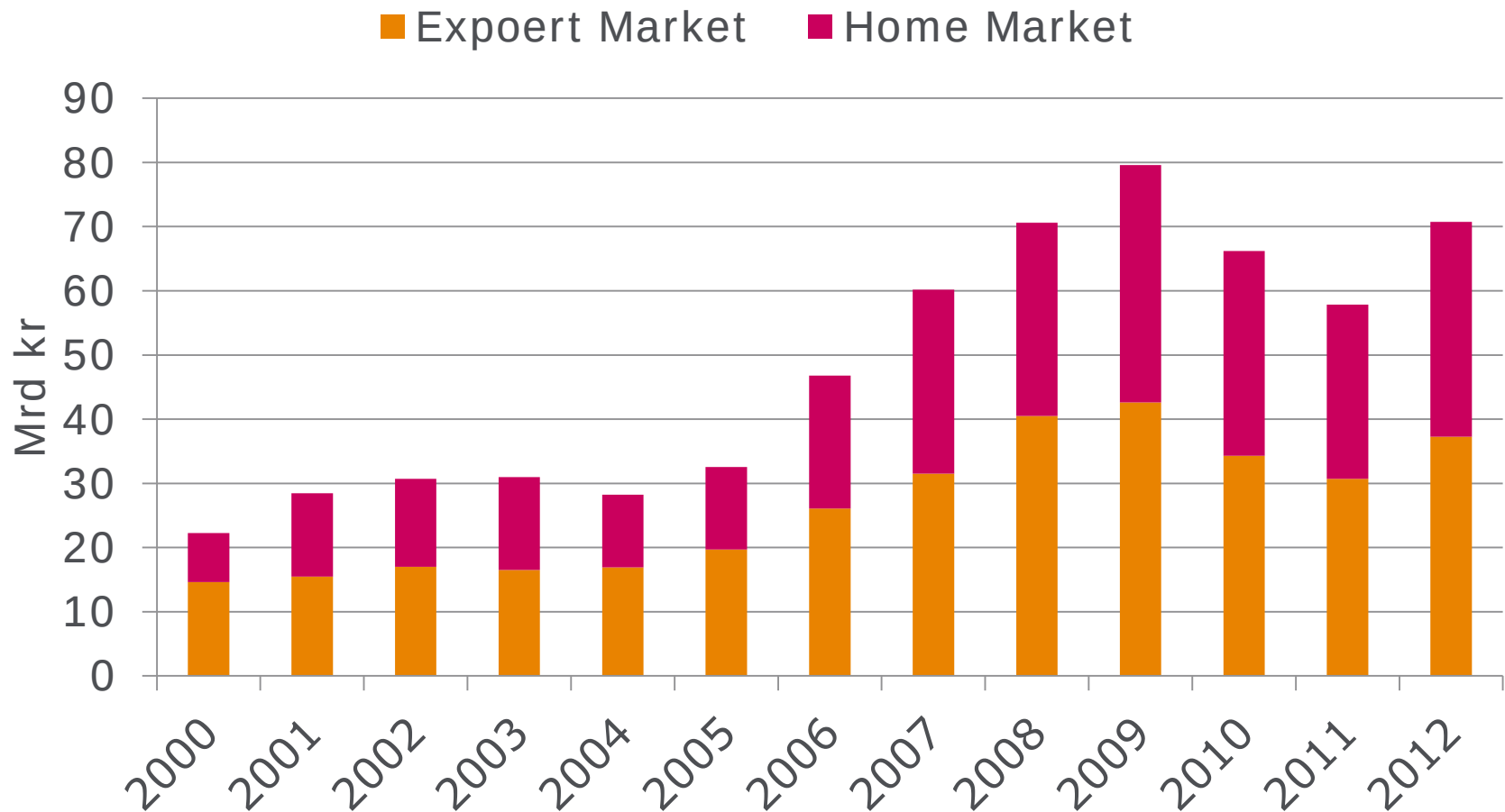


Turnover new ships



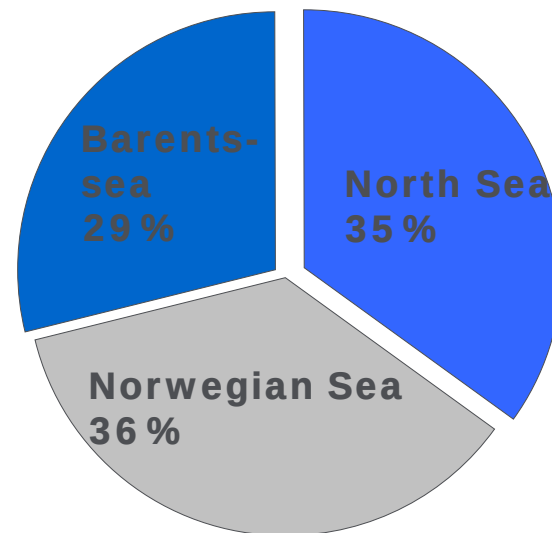
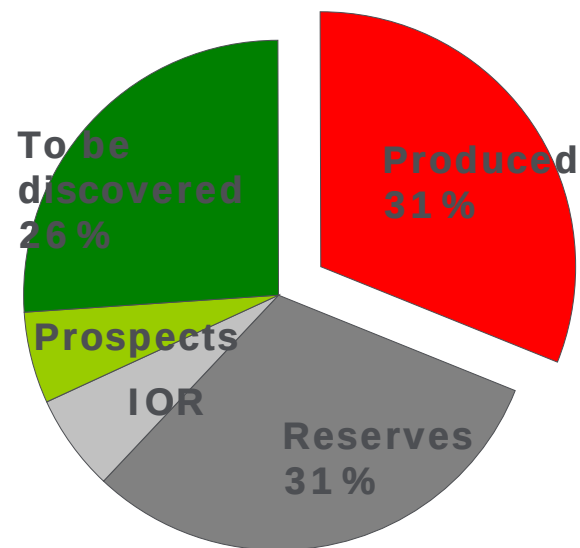
Kilde: SSB, Omsetningsstatistikk

Turnover machinery



Kilde: SSB, Omsetningsstatistikk

The world needs energy, Norway has substantial

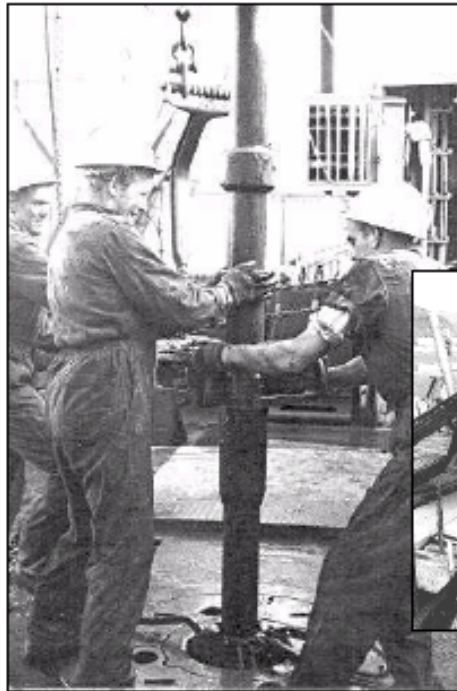


- 21.4 bboe (3,4 bill. Sm³ oe) still expected to be discovered.
- Substantial industrial development opportunities in the north

An industrial revolution

From muscle to brain power

1970'ies

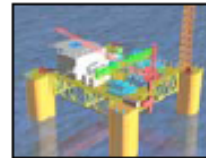


Pioneers on Ocean Traveler

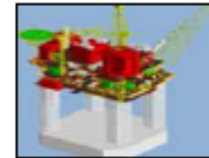


Concrete labour

40 years later



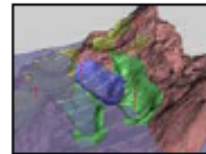
Floater technology



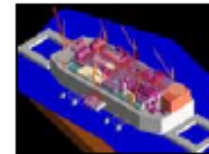
Concrete technology



Arctic solutions



Reservoir technology



LNG storage and regas



Automated drilling



Onshore and offshore gas processing



Subsea solutions



Electro, instrumentation

An Industrial Fairytale -

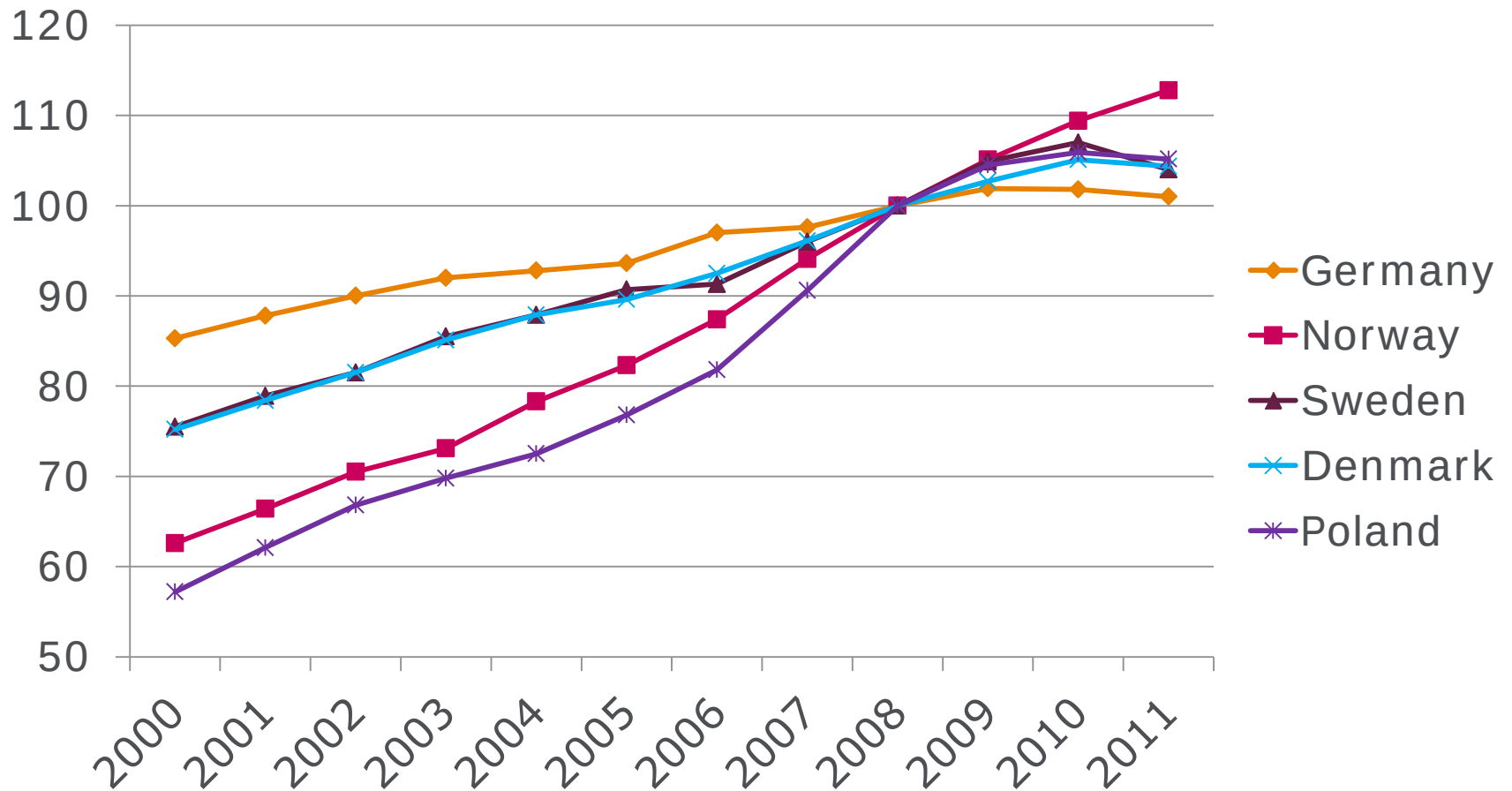
- that boosted The National Economy



- And An Offshore Ship Is 80 % Technology

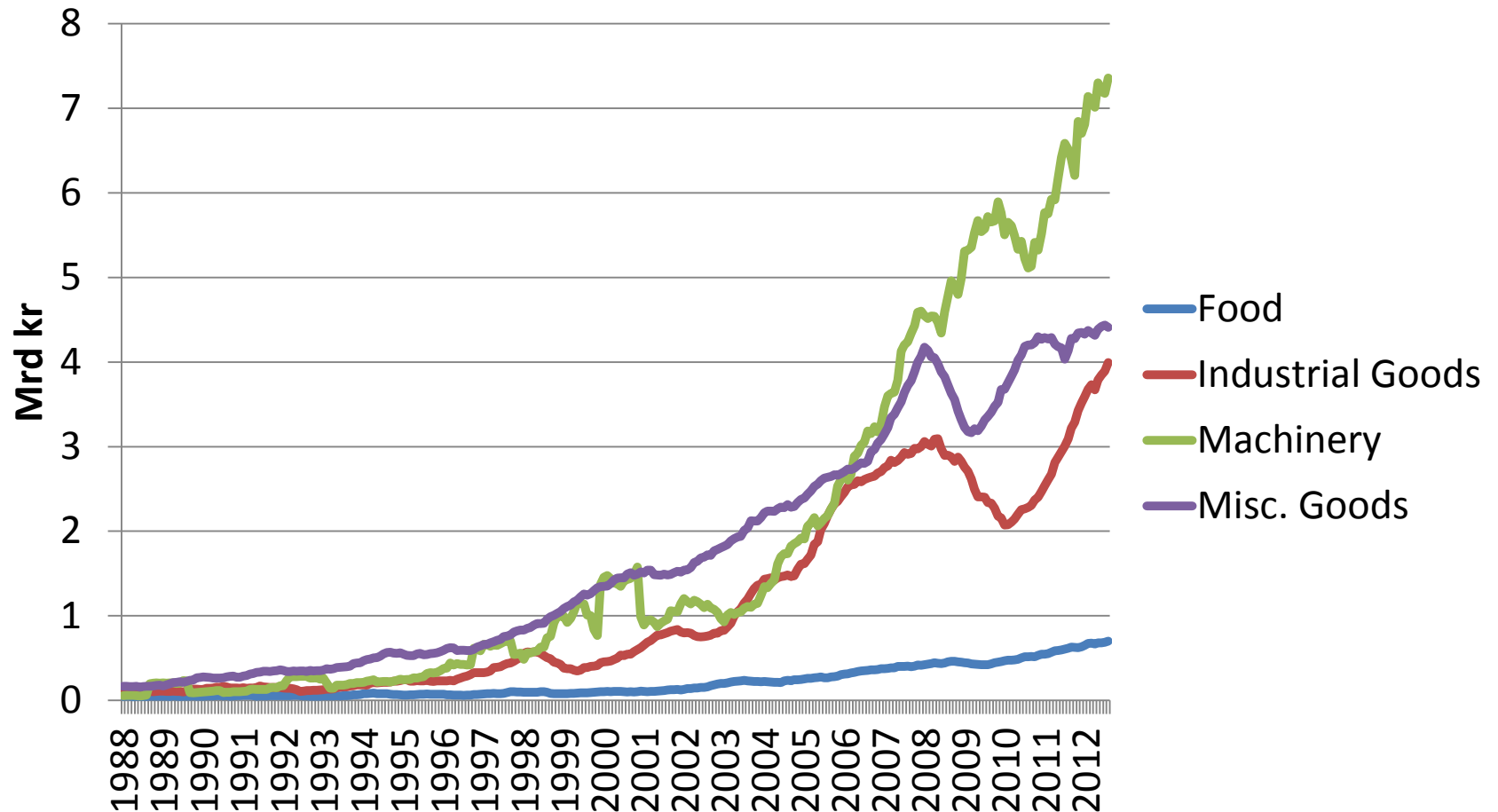


Unit Labor Cost, 2008 = 100)

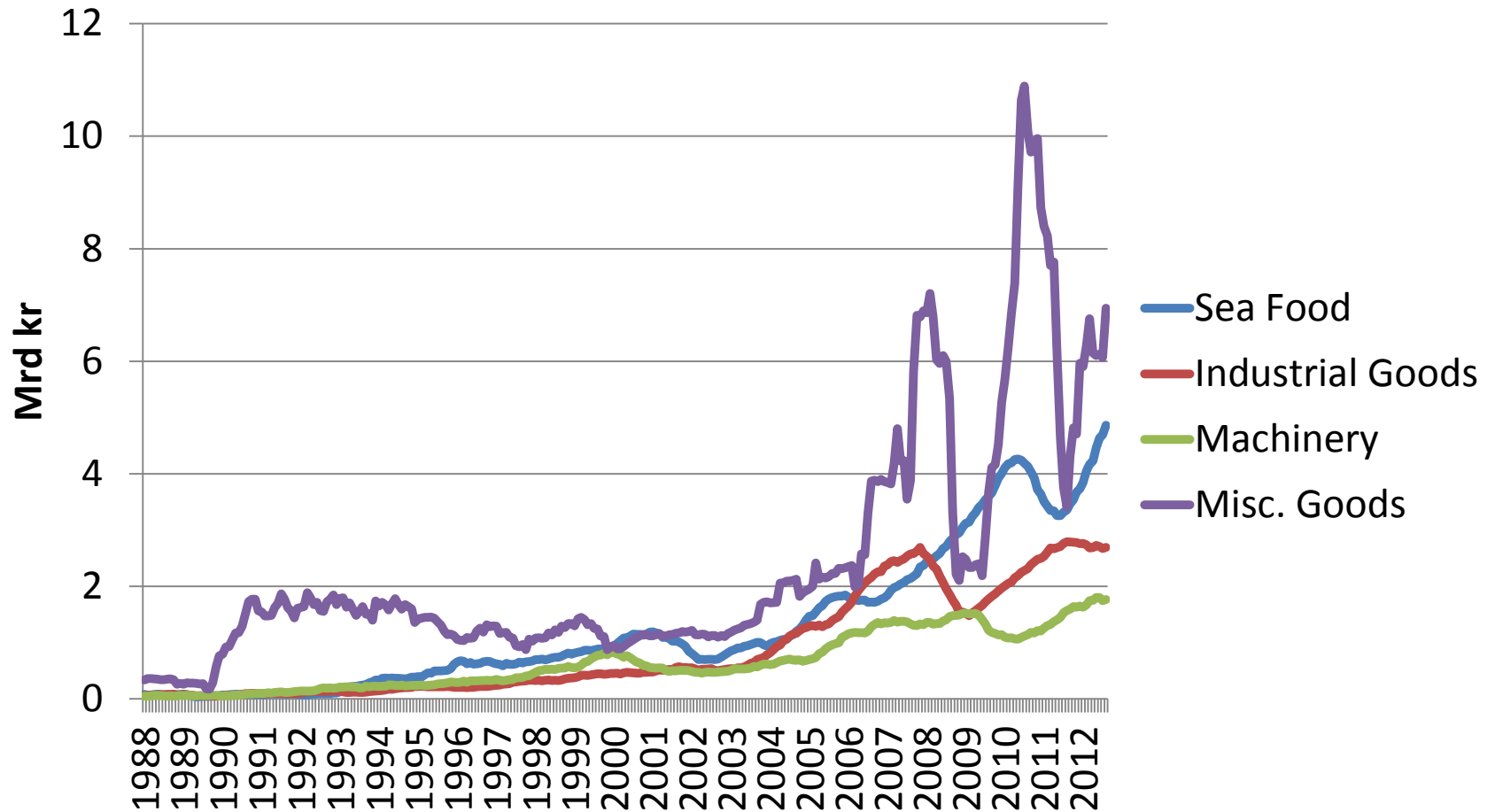




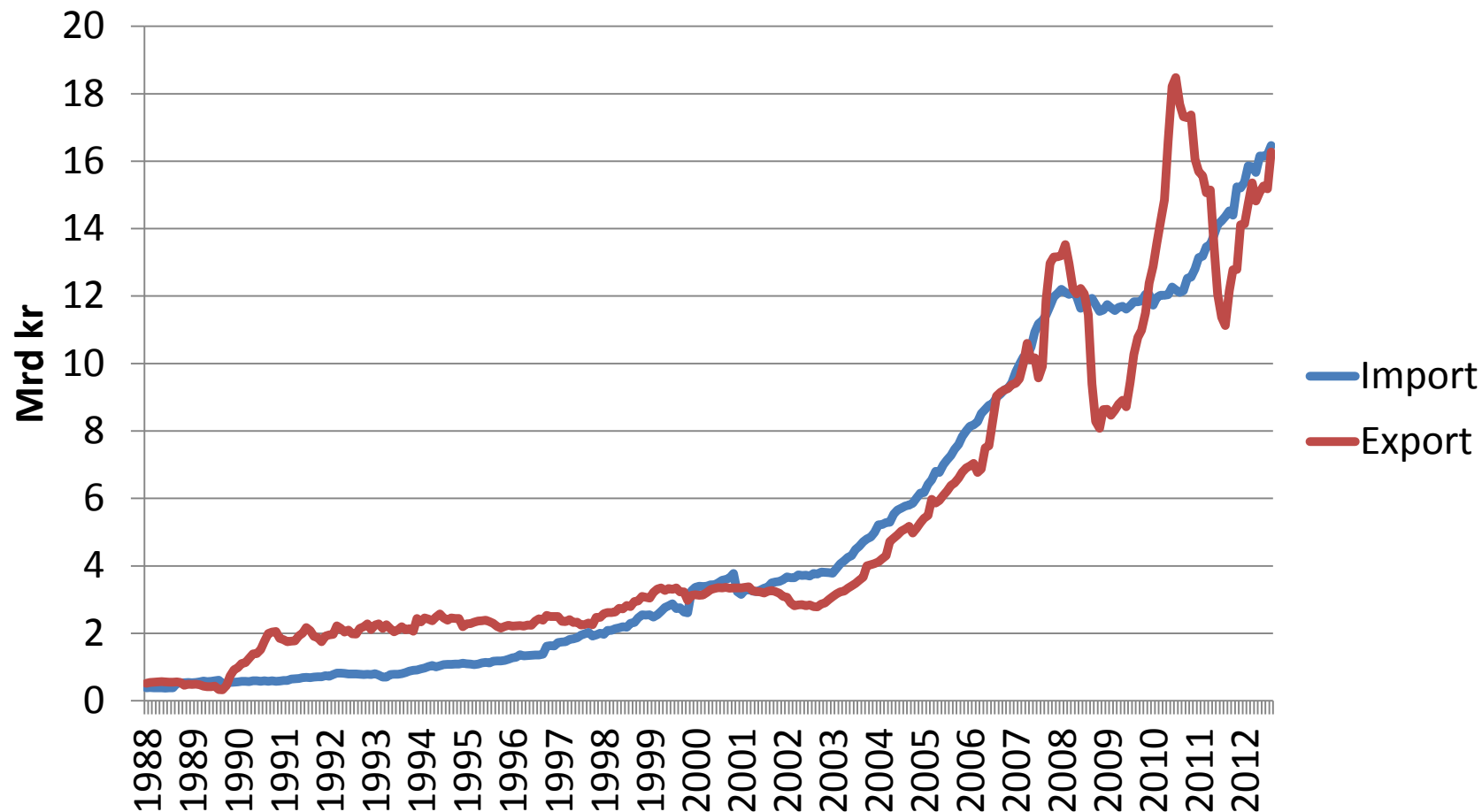
Import from Poland



Export to Poland



Trade Balance Norway - Poland



ECONOMICAL COOPERATION

Direct Financial Contribution by Norway for The Period of 2009 - 2014 is € 578,1 M

These Funds are Distributed to Projects within:

- **Improving Energy Efficiency to Reduce Emission of Greenhouse Gases from Industry**
- **Green Innovation and Business Development in Cooperation with Norwegian Companies**
- **Escalation of The Cooperation on Research between Our Two Countries**
- **Improving The Access to Health Care and Equalization of Health Differences within the Polish Population.**
- **Protection of The Eco-systems and Biological Diversity**
- **Reforms within The Sector of Justice to Improve The efficiency of The Judiciary**
- **Improving The Dialog and Cooperation between The Authorities, Employees and Employers**

DID PARTS OF THESE FUNDS REACH THE MARINE INDUSTRY?

COOPERATION FOR THE FUTURE

Prioritized Areas to Enhance Future Cooperation between Our Countries

- **Education and training in handling complex engineering and constructional systems.**
- **Training Programs in Improving The Interaction between Various Functions in Business Organizations.**
- **Programs for Improving Internal and External Logistical Needs.**
- **Programs for Improving HSE Requirements Sett by The Oil & Gas Industry.**
- **Program for Improving Common Cultural Understanding in Trade and Business.**

IMPROVING WEALTH AND LIVING STANDARDS FOR THE AVERAGE POPULATION EVOKES A NEED OF WORKING SMARTER TO ENHANCE PRODUCTIVITY FOR A COMPETITIVE MARITIME INDUSTRY

