

NORWEGIAN CONSTRUCTION MARKET

Virtually on November 24th, 2020 at 11:00 AM (LT time)

Norway is one of the priority markets for Lithuanian businesses operating in the construction sector and is our important trading partner. Half of all Lithuania's exports to Norway is in construction sector and these numbers continue to grow, despite the challenges caused by COVID-19. Today, close to ten thousand Lithuanians work only on Norwegian construction sites. Consequently, you may find Lithuanian footprint in many construction projects across the country – be it traditional wooden cabins in the mountains, furniture in a typical flat in Trondheim, or modern facade solutions of office buildings in the Oslo City Center.

We can't underestimate the importance of the Norwegian construction market to Lithuanian companies and its potential in the coming years. However, to have opportunities to overcome and grow, we may be facing some serious obstacles which can be expressed by asking the following questions: Whether the pace of real estate market expansion will not slow down? How do COVID-19 related constraints on free movement of labour and goods impede a smooth implementation of projects? What new market penetration forms should we seek in this challenging situation?

Lithuanian-Norwegian Chamber of Commerce (LNCC) and **Norwegian-Lithuanian Chamber of Commerce (NLCC)** took the initiative to find the answers to those questions and by partnering with **Lithuanian Embassy in Norway** as well as governmental agency **Enterprise Lithuania** decided to organize a webinar about the Norwegian construction market status quo and its mid-term perspectives.

Join us virtually on **24 November at 11:00am Lithuanian time** to get expert insights on:

- Norway's current economic situation;
- Trends in the Norwegian construction market;
- Supply and subcontracting possibilities for the biggest construction market players;
- Public procurement opportunities in Norway.

PROGRAMME

11:00 – 11:05	Welcome remarks	Jonas Paslauskas Lithuanian Ambassador to Norway
11:05 – 11:15	Norway: Economic overview	Darius Budrys Lithuanian Commercial Attaché in Norway
11:15 – 11:25	Trends in the Norwegian housing market	Per Jeager Director of the Norway housebuilding association
11:25 – 11:35	Trends in the commercial, industrial and public sector and real estate market	Audun Lyngstad Senior customer manager at DNB
11:35 – 11:55	Supply and Subcontracting Possibilities for the Largest Construction Market Players	Ragnar Furru Vice President Purchasing AF Group ASA Erik Smedsrød

11:55 – 12:05 Public procurement opportunities in Norway

Arne O. S. Sivertsen
Partner at Inventura AS

Event moderator – Lina Mockutė, Executive Director at Norwegian – Lithuanian Chamber of Commerce

Language: English

Registration: The event is free to join, but registration is required. [Please register here.](#)

Company profiles:

Norway housebuilding association (Boligprodusentenes Forening) is an interest organization for housing-producing companies in Norway. The association has close to 800 member companies, that are responsible for more than half of the housing construction in Norway. The association's activities are particularly focused on business policy issues and developments in housing construction.

AF Group AS (AF Gruppen Norge AS) is the third largest civil engineering and construction company in Norway. The building division of AF supplies new constructions, including residential buildings, office buildings, schools, cultural and institutional buildings. Net income: 9,996,684,000 Norwegian krone (2019), number of employees: 3000.

The DNB Bank Group is Norway's largest bank, offering services to the corporate, retail and securities markets and the public sector. DNB has the largest customer base in the Norwegian financial market. In Norway, DNB has more than 2.3 million retail customers and more than 200,000 corporate clients, with 61 branch offices. It has an international network of 27 branches and representative offices ensuring DNB's worldwide presence.

Hent AS owns and operates real estate properties. The Company builds and develops industrial, commercial and residential buildings, educational, sports, hotels, and health centers. Hent serves customers in Norway and Sweden. Net income: 6,820,551,000 Norwegian krone (2019), number of employees: 970.

Inventura AS one of the largest consulting firms in Norway specializing in public procurement and optimization of procurement driven value chains. Net income: 110,000,000 Norwegian krone (2019), number of employees: 77.

Contact information: Jūratė Paulavičienė, j.paulaviciene@verslilietuva.lt, +37061043120