



FISKERSTRAND

NORWEGIAN – RUSSIAN BUSINESS COOPERATION

MOSCOW, 18.10.2018

CEO Rolf Fiskerstrand

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FROM IMPORT / EXPORT TO CLOSE BUSINESS COOPERATION?

- Russia and Norway have both a significant maritime industry and commercial fleet. Upgrading and renewal of the Russian fishing fleet are now planned
- The timing for discussion about industrial NOR – RUS cooperation within maritime sector are relevant and optimal
- The aim should be to find common platforms to create business together, share competence and performe projects together
- Project to project, as business partners or Joint Venture Companies regarding design, equipments, outfitting, shipbuilding, commissioning and service

AREAS FOR LONG TERM MARITIME COOPERATION

Develop programs for long term industrial cooperation within the maritime sector

- R & D, applied science, new technology
- Pre-studies, new concepts, design and engineering
- Green-ship technology to meet the United Nations Framework Convention on Climate Change (UNFCCC) sustainability goals and the Paris Agreement
- Equipment manufacturing, building, outfitting, commission, testing and start-up of ships
- Financing including export financing
- Give priority to the NOR - RUS Working Group on Shipbuilding

BLUE MARITIME CLUSTER

Global Centre of Expertise (GCE)



18 SHIPPING COMPANIES

13 SHIPDESIGN COMPANIES

14 SHIPYARDS

170 EQUIPMENT SUPPLIERS

13 300 SKILLFUL EMPLOYEES

\$6 000 000 000 USD TURNOVER IN 2017

\$1,8 000 000 000 USD VALUE CREATION IN 2017

- A WORLD-CLASS MARITIME CLUSTER
- THE NORWEGIAN CENTRE OF FISHING INDUSTRY

- The aim is to take part in the renewal, upgrading and newbuilding program of the Russian fishing fleet. Possible partner groups are established both in North Norway and in the County of Møre og Romsdal
- A group of Norwegian Maritime supplementary Companies in the Ålesund region (The Møre Maritime Russia Cluster) are ready to approach the opportunities with a NOR-RUS Maritime cooperation program with priority given to North West Russia (Murmansk, St.Petersburg, Vyborg, Kaliningrad) and Far East Russia (Vladivostock, Petropavlosk and Sakhalin)
- We are ready to join forces - let us start

THANK YOU FOR YOUR ATTENTION!



SINCE 1909

FISKERSTRAND
RICH ON TRADITIONS AND
EXPERIENCE

MOSCOW OCTOBER 18th 2018, CEO Rolf Fiskerstrand FISKERSTRAND HOLDING AS