

Construction and Renovation in the Baltics, 2016 - Market Visit opportunity



The Baltic region demonstrates a stable business and investment growth and Lithuania is among the 5 top fastest growing economies in the EU since 2008.

The Royal Danish Embassy in Vilnius is arranging a Market Visit in 2016 (tentative: 2nd & 3rd of June, 2016) for Danish companies within the building and construction segments targeting the Baltic region.

YOU WILL GAIN:

- ✓ Matchmaking with relevant stakeholders, customers and partners
- ✓ Learn how to participate in EU and state financed projects
- ✓ Visits to projects' sites and potential customers
- ✓ Insights into your Baltic market opportunities.

BASIC FACTS, BALTIC REGION

	Lithuania	Latvia	Estonia	Total
Geographical Area, km ²	65,000	64,589	45,227	174,816
Population, million	2,9	2,0	1,3	6,2
Exports from Denmark, million DKK	2,678	1,303	1,073	5,054
Cities > 100,000 inhabitants	5	2	1	8

MULTIFAMILY HOUSING, LITHUANIA

- 66% of the people live in multi-family buildings built before 1993
- That is more than 38.000 multi-family buildings with over 800.000 apartments in Lithuania
- 65% of buildings are supplied by Central DH system
- The old buildings needs complex renovation with efficient heating and new insulation.

STATE PROGRAM – a long-term program of modernization of buildings modernization has been started in Lithuania in 2004.

Goals in residential housing:

- To renovate old residential houses and first all the ones built before 1993 (some 35,000 buildings)
- Reach average energy savings around 50% per single building
- Reduce energy consumption up to 70 %.

EU SUPPORT

In total it amounts to **EUR 7.3 billion** of cohesion support (infrastructure, energy and environment projects) in Lithuania for 2014-2020.

Including over **EUR 1 billion** for specific projects:

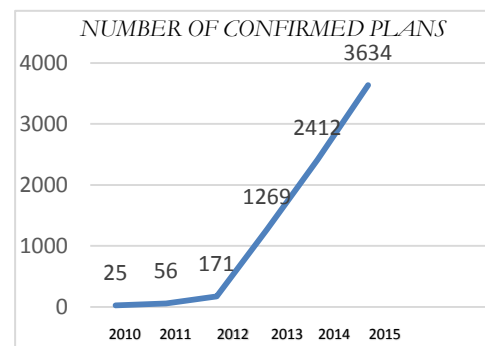
- renovation of buildings
- promote use of renewable energy resources.

JESSICA FUNDS

In addition to the mentioned EU support, there are the JESSICA funds established in 2010 for renovation of multifamily houses. The funds expand regularly and at the moment include:

- **JESSICA I** of **EUR 227 million** for projects started before 2014
- **JESSICA II** and related funds of **EUR 200 million** allocated for the period 2015-2020.

NUMBER OF APPROVED RENOVATION PLANS, 2010-2015



*Source: Housing Energy Efficiency Agency. (BETA - State agency administering the renovation program).

NEW MODEL FOR PUBLIC BUILDINGS

The Lithuanian government has decided to apply similar model to modernization of public buildings as it was applied to dwelling houses.

The model is in process of development:

- 58 municipalities already have Energy Efficiency programs
- Ministry of Energy made a list of over 1200 public buildings to be renovated (3.14 million sq. m.)
- Various forms of financial instruments are used: EU support, soft loans, subsidies and ESCO type projects.

Goals in modernization of public buildings:

- To renovate more than 700,000 sq. m of public buildings by 2020
- To save not less than 20% of heating energy.

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ABOUT THE MARKET VISIT IN THE BALTIC REGION

The final program for the visit will depend on the participants' wishes and interests.

A specific program could include 2 days program:

1-st day.

- ✓ *Inside from local officials and experts/ leaders on main projects and support schemes*
- ✓ *Round table / Presentations of Danish companies*
- ✓ *Individual meetings with CEO-s, decision makers, potential customers and partners within construction sector*
- ✓ *VIP's dinner with the Ambassador.*

2-nd day.

- ✓ *Visits of relevant sites, projects and companies (in 2-4 municipal areas)*
- ✓ *Specific meetings with potential partners and customers.*

PARTICIPATION FEE

The Market Visit involves a group of Danish companies (minimum 4 and up to 10) for fact finding tour on specific market.

The price for a Market Visit is DKK 11,687.50 per company covering a fixed amount of 25 hours of our assistance per company.*

The price includes:

- Mapping out possibilities for the Danish companies
- Development of Data Base of potential customers and partners
- Facilitation of the meetings with the relevant stakeholders
- Setting up meetings with relevant market players, developers, potential customers/partners.

**Costs related to travel from/to Denmark and local hotels - are not included in the price.*

WHO CAN APPLY?

The company must be a Danish small and medium sized enterprise having:

- *Less than 250 employees*
- *Yearly turnover not exceeding DKK 375 million.*

**The embassy will forward the application form upon request.*

TRANSPORT- ACCOMODATION

The participants shall make a flight reservation and hotel booking. However the embassy will be pleased to assist with regards to hotels and recommend the possible flights.

The embassy will arrange transportation when travelling within the country.

DEADLINES

- **Express your interest, by 18.03.2016**
- **Formal sign for the event, by 07.04.2016.**

FOR FURTHER INFORMATION, PLEASE CONTACT:

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