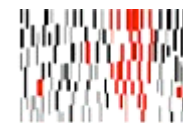


Biomass sector and export opportunities

Evaldas GUSTAS
Minister of Economy

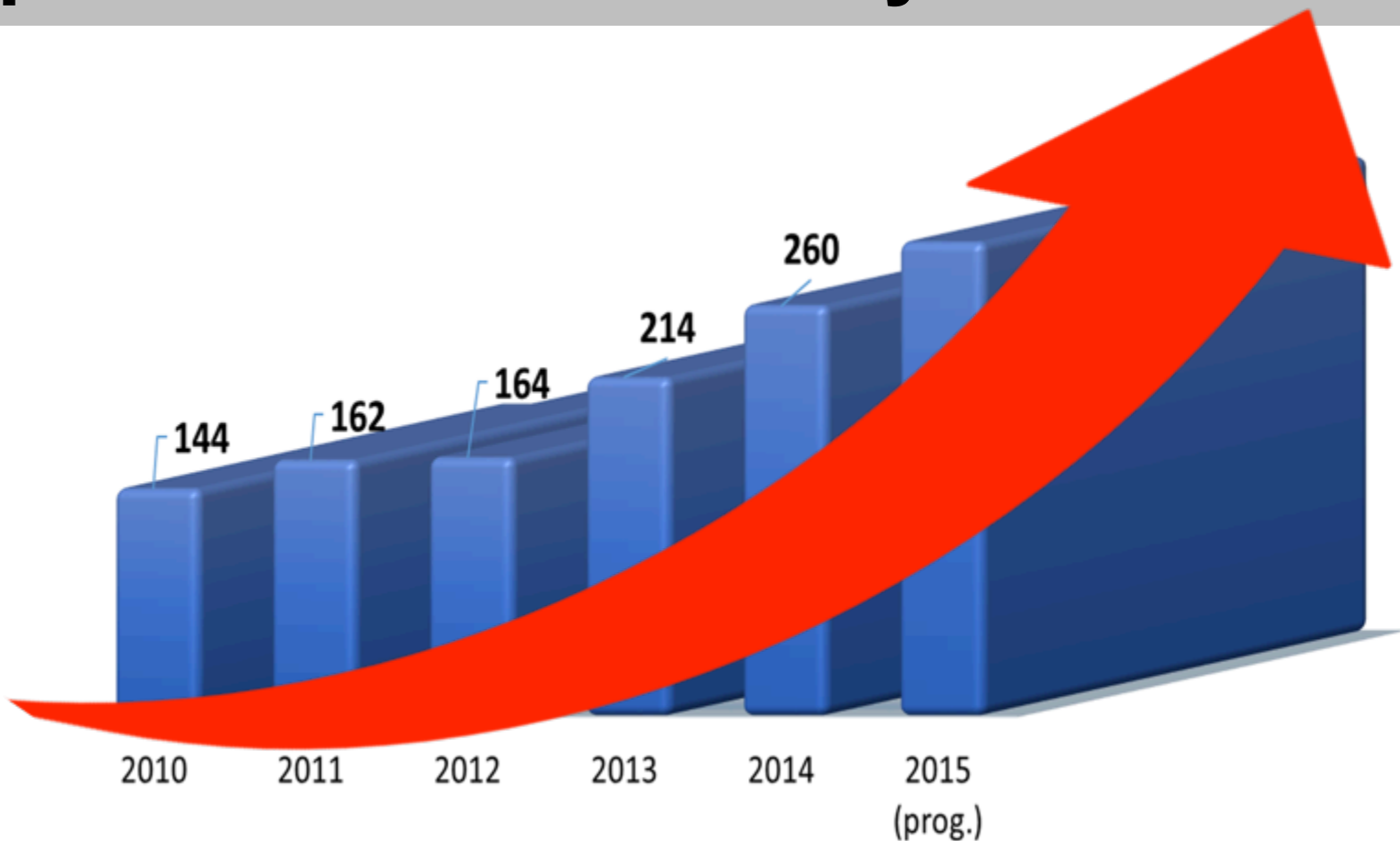


MINISTRY OF ECONOMY
OF THE REPUBLIC OF LITHUANIA

Biomass sector in Lithuania

- ❑ ~ 6500 employees
- ❑ In 2020 expected ~ 10000 employees
- ❑ Average salary ~ 1100 Eur
- ❑ Biomass industry annual turnover 300 mln. Eur
- ❑ Biomass production export:
 - 2013 – 30 mln. Eur
 - 2014 – 50 mln. Eur
 - 2015 – 100 mln. Eur

Biomass usage for energy production in industry



Energy equipment producers

Company	Employees	Turnover (EUR)	Export (proc.)	Export (EUR)	Export countries
JSC „Uterna“	9	274458	90	247012	Switzerland, Scandinavian countries, England
SC „Axis Industries“	250	49580920	50	24790460	Belarus, Russia, Ukraine, Latvia, Estonia, Scandinavian countries
JSC „Enerstena“	261	28348142	15	4252221	Latvia, France
SC „Umega“	140	24657057	10	2465706	Europe, Belarus, Russia, Ukraine
JSC „Kalvis“	160	8870473	75	6652855	Europe, Ukraine, Belarus, Russia
JSC „Energijos taupymo centras“	93	14861556	-	-	-
SC „Atrama“	23	2102569	-	-	-
SC „Astra“	252	13548832	85	11516507	Romania, Portugal, Sweden, Spain
JSC „Aremikas“	19	1000000	70	700000	Russia, Belarus, Greece, Romania
JSC „Stropuva ir ko“	41	2126304	70	1488413	Hungary, Romania, Czech, Slovakia, Poland, Finland, Ukraine
JSC „NEST Baltija“	42	6872854	70	4810998	Russia, Ukraine, Belarus
JSC „Biokaitra“	6	543521	30	163053	Russia, Ukraine, Bulgaria, England, Estonia, Latvia
JSC „UT Katilai“	7	499886	10	49988	Norway, Ukraine, Russia
JSC „Radviliškio mašinų gamykla“	90	2000000	70	1400000	Finland, Latvia, Canada, Ukraine, Poland, Belarus, Romania
TOTAL	~ 1400	~ 155 mln.	~ 45 %	~ 59 mln.	

Export promotion measures

- **diplomatic measures**
- **business support measures**
- **measures taken by the institutions**

Export promotion measures

Diplomatic measures

- Human resources
- Diplomatic visits
- Business missions, forums, exhibitions
- Bilateral trade and economic cooperation commissions

Business support measures

- 'New opportunities LT'
- 'Expo certificate LT'
- 'Expo consultant LT'
- 'Business cluster LT'
- 'Factoring LT'

Measures taken by the institutions

- Measures of the Ministry of Economy
- Measures of the Ministry of Agriculture
- Measures of the Ministry of Foreign Affairs
- Measures of the Ministry of Transport and Communications
- Measures of Enterprise Lithuania
- Measures of the Agency for Science, Innovation and Technology (MITA)
- Measures of the State Department of Tourism
- Measures of Invest Lithuania
- Measures of the Education Exchanges Support Foundation

Export promotion measures - business support measures



'New opportunities LT'

The measure is designed for the presentation of production at international exhibitions/fairs.



'Expo certificate LT'

The measure is designed for the financing of the certification of the exported goods and services.



'Expo consultant LT'

Support will be provided for the financing of the consultancy in the field of the SMEs high quality export.



'Business cluster LT'

Support will be provided to encourage the development of the SME networks, clusters and their integration into the international chains



'Factoring LT'

Support will be provided for financing models to ease the payments of SMEs to their partners in local and foreign markets.

Export promotion measures – measures taken by the institutions



‘Internationality LT’

Providing export-related advice concerning the search of export partners, market knowledge, clusters



‘New opportunities LT’

Joint presentation of the companies’ production at international exhibitions, fairs and business missions abroad and in Lithuania



‘Academy LT’

Dedicated to:

The fostering of export competences;

Raising CEO competences in SME ;

Promoting the export with trade marks;

The export program of young leaders ‘Wings’;

The sharing of knowledge and experience about foreign markets;

The promotion of clustering.

Other export promotion measures / activities



The provision of credit of loan guarantees, provided by the agency INVEGA

From 1 January 2016, INVEGA is entitled to provide loan guarantees to credit institutions for investment loans taken by large enterprises and (or) loans for the supplement of working capital.

Thank you for attention!!!