

## Mechanical Engineering in Latvia – striving for excellence

# BUSINESS FORUM IN LIEPAJA

1<sup>st</sup> February 2017

Venue: Concert Hall “Lielais Dzintars”, Radio iela 8, Liepaja

From 16.00

Arrival in Liepaja

18.00

**Welcome reception and cultural program organised by the City Mayor of Liepaja and the Investment and Development Agency of Latvia.**

2<sup>nd</sup> February 2017

Venue: Liepaja State Technical School, Ventspils iela 51, Liepaja

9.30-10.00

### **Registration**

Moderator: Mr Gatis Ginters, Head of the Representative Office in Norway, Investment and Development Agency of Latvia

10.00-10.10

### **Opening remarks**

Mr Arvils Ašeradens, Deputy Prime Minister, Minister for Economics of the Republic of Latvia  
Mr Andris Ozols, Director of Investment and Development Agency of Latvia

10.10-10.25

### ***Liepaja – the attractive hub of establishing businesses***

Mr Uldis Sesks, Head of the Liepaja City Council

*Liepaja as the third biggest city in Latvia and strategic gateway between Europe, CIS (Commonwealth of Independent States) and Asia, holds great potential for continuous development. Liepaja Special Economic Zone, non-freezing port, wide variety of logistic providers, skilled workforce, highly developed industry sectors and friendly business and social environment makes Liepaja tempting for business development.*

10.25- 10.45

### **Success Story: *Liepaja – right place to be***

Mr Uldis Pīlēns, AS UPB

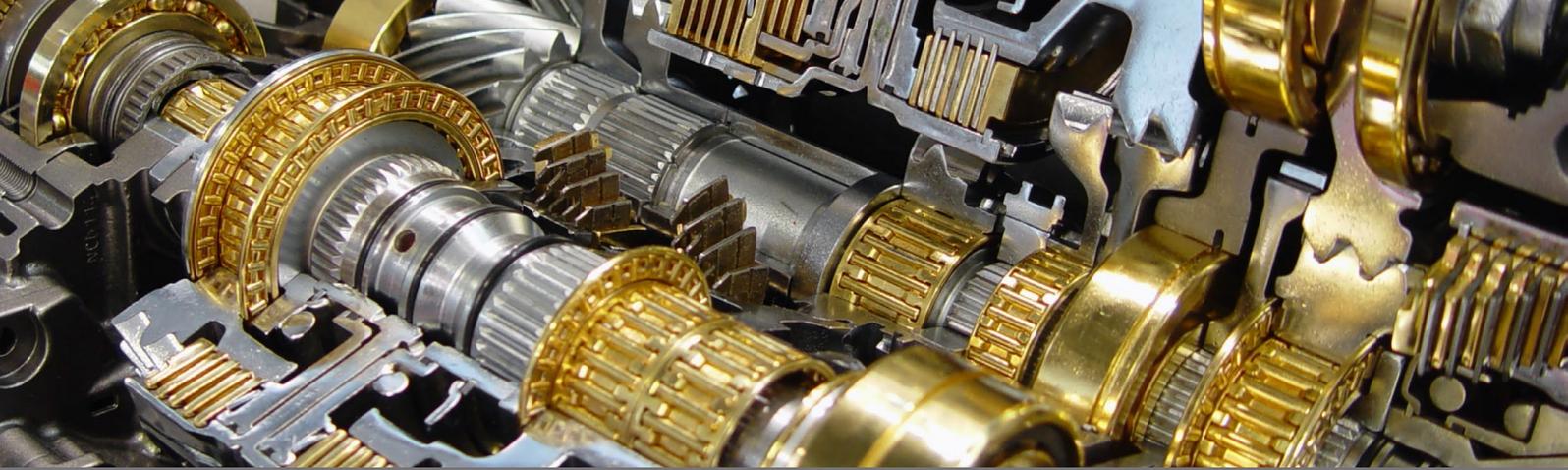
*UPB Holding is one of the leading industrial enterprises group in Latvia with 25 years of successful experience in both Latvian and foreign markets - the Holding includes subsidiaries in Sweden, Norway, Denmark, Iceland, Germany, Switzerland and the United Kingdom, currently employing more than 1,300 employees. UPB incorporates more than 40 viable, powerful and highly professional enterprises, offering integrated solutions for industrial infrastructure and network reconstruction, as well as projects to improve energy efficiency.*

10.45-11.30

### ***Surviving the Tech Storm***

Mr Nicklas Bergman, Entrepreneur, Venture capitalist, Strategic Advisor of European Institute of Innovation and Technology

*Nicklas Bergman, author of a book “Surviving the Techstorm - Strategy in times of technological uncertainty”, has spent 25 years working as an entrepreneur and technology investor focusing on emerging markets, nanotechnology, computing, turbulent technology environments, as well as challenges and opportunities brought by the upcoming technology revolution. He is also the co-founder and successful investor in more than 20 diverse companies.*



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11.30-12.00

Coffee break

12.00-12.30

### ***Industry 4.0: Successful examples from Germany and considered implications for Latvia***

Mr Kay Matzner, Senior International Project Manager, bei Fraunhofer-Gesellschaft

*Kay Matzner, economist, who has been working as a project manager and international business developer and project manager for Munich-based Fraunhofer - Gesellschaft (FhG), Europe's leading applied research organisation. Through his work, he facilitates the development of the FhG's international activities in China and India, managing projects also in Japan, South Korea, New Zealand, Australia and Ukraine.*

*He conducts trainings and presentations on Industry 4.0, which is the current trend of automation and data exchange in manufacturing technologies, driven by impressive rise in data volumes and computational power, advanced analytics, human-machine interfaces and digital-to-physical transfer. These technologies include advanced robotics and artificial intelligence, cloud computing, digital fabrication, as well as platforms that use algorithms to direct motor vehicles - navigation tools, ride-sharing apps, delivery and ride services, and autonomous vehicles and many others.*

Questions & Answers

12.30-12.45

### ***Insights, perspectives and challenges of mechanical engineering in Latvia***

Mr Māris Balodis, Member of the Advisory Board, Association of the Mechanical Engineering and Metalworking Industries of Latvia (MASOC)

*The Metalworking and Machinery sector has historically been one of the leading industrial sectors in Latvia with around 80% of all goods being exported, today accounting for almost 22% of Latvia's total manufacturing exports and 35 % of total Latvian exports. The sector covers a broad range of sub-sectors including tool production, ship building, electronics, and fiber-optics. The sector's main activities are export-oriented contract manufacturing (automotive and electronics) and metal-processing activities. Latvian companies deliver their products to a number of well-known international companies – Scania, VOLVO, John Deere, SIEMENS and others.*

*Industry spans from basic metals production to the latest high-tech engineering areas and has developed key advantages required by ambitious business environment - excellent logistics infrastructure, easy access to raw materials due to beneficial geographic location, competitive labour force, and high competitiveness in higher value products. Furthermore, Latvia has one of the most competitive labour force in metal article, machinery and equipment production in CEE countries in terms of wage adjusted labour productivity.*

12.45-13.30

Lunch

13.30-14.30

### ***Panel discussion Dual education, Innovation for Industry and New Product Development***

Mr Agris Ruperts, Director of Liepaja State Technical School

Ms Elīna Gaile-Sarkane, Chairwomen of the RTU Senate

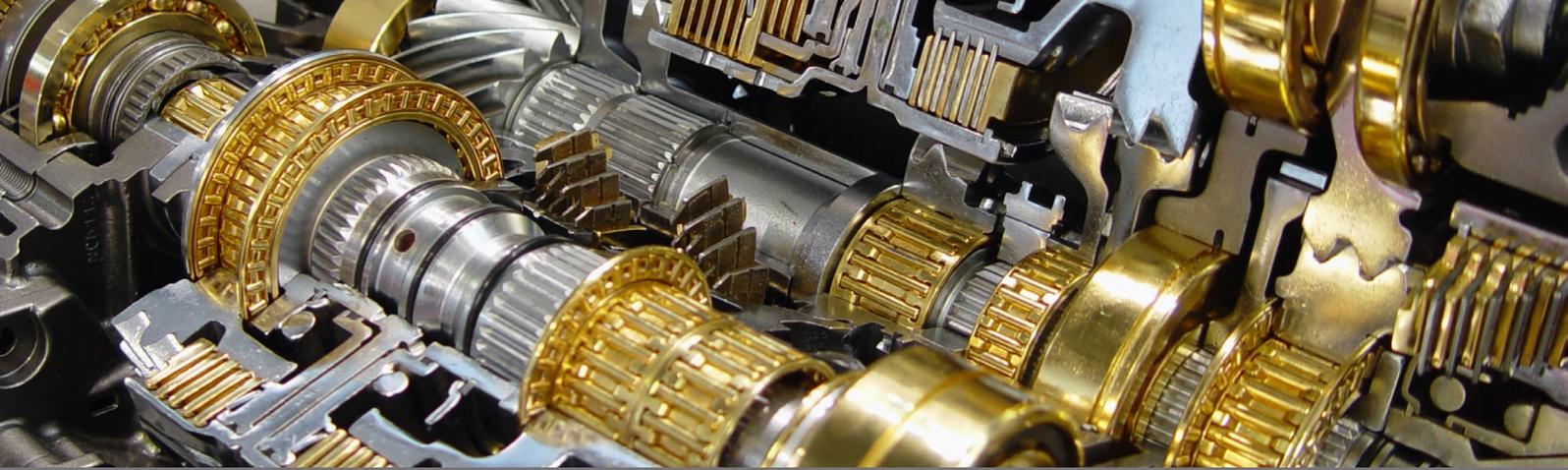
Mr Guntis Kuļikovskis, Member of the Board of SIA RobotNest, Head of RTU Design factory

Ms Ruta Porniece, Employers' Confederation of Latvia (LDDK)

Mr Aivars Flemings, Chairman of the Management Board of SIA Valpro

Mr Pēteris Strautiņš, Economics Expert at AS DnB Banka

Mr Roberts Dlohi, Member of the Management Board of SIA Peruza



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*As Latvia's main economic force is a well-educated society and skilled workforce, we should look for innovative ways to face the challenges of global competition. Latvia has defined priorities like process of innovation, development of new technologies, services and solutions combined with innovation absorption ability within the enterprises and industries. Latvia chooses "smart" not "cheap".*

*Foundation of further development is advancement in export markets and growth of labour productivity based on innovation, knowledge, international networks, business ideas and the motivation of entrepreneurs. One of the main tasks of the educational institutions is to promote the balance between theory and practice in order to prepare well-trained and educated professionals for the industry.*

*The dual education system is a system in which apprenticeships at a company is combined with courses in a vocational school - students are required to have qualified for university and to have a training or internship contract with a company. The cooperation with all major professional and higher education institutions is crucial for attracting youth to study engineering and other professions important to industry.*

14.30-15.30

### **Panel discussion State support, Transit and Logistic opportunities for growth of business**

#### *Transit and Logistic opportunities*

*Due to its geographical location, Latvia has always been one of the key transit gateways for both north-south and east-west trade flows. Efficient and competitive services are offered in Latvia by local and international operators like MAERSK, DHL, DSV, SCHENKER, DFDS, airBaltic and others providing cargo transportation by rail, sea, road and air, as well, warehousing and customs brokerage.*

*To encourage value added investment, four Special Economic Zones, in four corners of Latvia, were created. Three of which are strategic port cities - Liepaja, Ventspils and Riga, while the fourth being located on the crossroads between East and West, near the Eastern border. All Special Economic Zones offer a particularly favourable fiscal regime with up to 80% rebate on CIT and real estate tax. Liepaja, besides companies that are engaged in sea cargo handling and logistics, also welcome export oriented manufacturing investment projects.*

Mr Jānis Lapiņš, CEO of Liepaja Special Economic Zone

Mr Oleg Bambulyak, Member of the Management Board of SIA DFDS Logistics Baltic

Mr Kaspars Ponemeckis, Sales Manager Eastern Europe of SIA DFDS Logistics Baltic

#### *State Support*

*There are several governmental and private measures to support the entrepreneurship – state support programmes, EU funding support for the improvement of networks of logistics, transportation and supply channels, special economic zones and business incubators.*

Mr Raimonds Aleksejenko, Deputy State Secretary of Ministry of Economics of Latvia

Mr Atis Egliņš-Eglītis, Head of Liepaja Business incubator

Mr Uldis Hmieļevskis, Deputy CEO of Liepaja Special Economic Zone

15.30-16.00

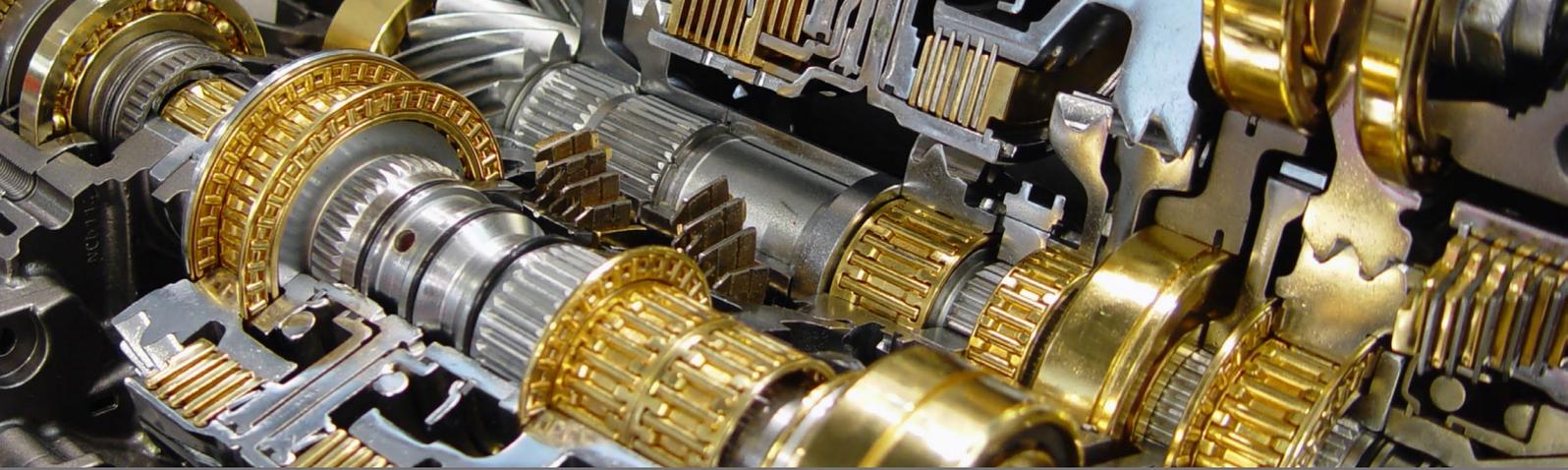
Coffee break

16.00-19.00

**B2B Meetings**

19.00

Dinner reception and networking



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3<sup>rd</sup> February 2017

Visits to companies in Liepaja

9.00 **Leave the hotel for the visits to companies in Liepaja**

*The timing will be about 40 min. per company*

*The duration of the trip for one group will be max. 2 hours*

### **Group 1 – Mechanical Engineering**

SIA Trelleborg Wheel Systems, Liepaja BP

SIA Caljan Ritte Hitte, Liepaja BP

SIA Jensen Metal, Liepaja BP

### **Group 2 – Metalworking**

SIA Metalmeistars, Liepāja

SIA Silkeborg Spaantagning Baltic, Liepaja BP

SIA Lesjofors Springs, Liepaja BP

### **Group 3 – Associated Brances**

SIA AE Partner

AS UPB (Aile grupa, UPB energy)

SIA Interspiro Production, Liepaja BP

### **Group 4 – Investments Projects / Logistics**

Liepaja Port (the company Terrabalt)

Industrial territories at Liepaja City area Karosta

Liepaja Airport

15.00 Departure to Riga

