



# Gateway Norway AS

Org.nr.: NO 912 608 506

Kaien 11, 4250 Kopervik, Norway.

<http://www.gatewaynorway.no>

[jaakko@gatewaynorway.no](mailto:jaakko@gatewaynorway.no), [timo@gatewaynorway.no](mailto:timo@gatewaynorway.no)

Tel.: 00-47-930-19616, / 00-358-40-5868478



**Taking you there where the future is!**

- Gateway to marine technology companies to reach Norwegian offshore / onshore markets and world-wide markets!
  - Oil & Gas
  - Shipbuilding
  - Mechanical industry

# **Gateway Norway AS: Mission**

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## **NORWAY:**

- Order books of shipyards and marine technology companies are still growing. => Genuine need for new suppliers.
- Norwegian companies have been internationalized to South-America, Asia and Middle-East.
- Norwegian price level is stable or even increasing.

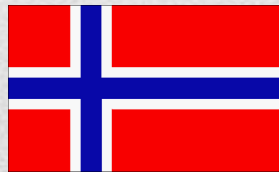
## **REST OF EUROPE:**

- Order books of shipyards and marine technology companies are not on the satisfactory level => lack of new order / too many suppliers / competitors.
- In many West-European countries the price level for subcontractors has been moving downwards.

# **Market situation**

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- Gateway to European marine technology companies to reach Norwegian offshore / onshore markets and world-wide markets.
- Gateway for the Norwegians to open and establish permanent presence in various countries.



# Oil & Gas & Shipbuilding.

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- Norwegian customers, purchase processes and ”Norwegian way of working” most probably not familiar.
- Companies are “shooting from the hip” with their sales efforts. Not too many companies are structured and segmented.
- Norwegian labour legislation, collective agreements and Norwegian HSE practices tend to cause problems.
- Companies have false perceptions how to run business operations in Norway e.g. with respect to taxation.

## **Barriers and difficulties of European SMEs while establishing in the Norwegian market**

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### Consequence 1:

=> Many successful companies in their own countries are not making similar success in Norway.

### Consequence 2:

=> Many SMEs are far too dependant of own shipyard- / marine technology industry in their home country and not be able to internationalize and build other supporting activities abroad to their own business activity.

### Consequence 3:

=> Growth and development obstacles of the company.

# Consequences

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- To get Norwegian buyers and European sellers meet each other in such a way that the needs of both parties and their products / services are pre-defined and they will meet their expectations offered
  - Supply and demand meet each other!
- To provide information and contacts for the operational activity in Norway (taxation, trade union, company registration or establishment, Norwegian regulations, NORSOK, etc.) in such a way that European vendor party has correct preparedness to act in the Norwegian market according to valid and appropriate rules and regulations.
  - Coach, support and assists European company to act in Norway.
  - Coach, support and assist Norwegian company to work with the foreign company in Norway and overseas.

# Our Goals

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## ✓ **Operational assistance in the transition phase over to Norwegian market.**

Normally due to Norwegian tax law and practice, it is needed to register the existing company in Norway or establish a new Norwegian company. Tailor-made establishment package will be offered with e.g. following services:

- ✓ Company establishment and registration
- ✓ Advisory service in the respect Norwegian employment and working conditions, labour and other contract agreements to be reviewed
- ✓ Organization of accounting, auditor, banking etc. services.
- ✓ Temporary address of the start-up phase in Norway (or longer term), branch Office, if necessary, etc.
- ✓ Acquisition of necessary certificates, guidelines for offshore operations and needed regulations and certificates.
- ✓ Guidelines in the respect of national certificates etc. and their acceptance in Norway.
- ✓ Other consulting and coaching activity in the start-up and establishment stage.

# **Gateway Norway Services**

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Participating European companies are divided into three main Norwegian target groups:

1. Norwegian shipyards (onshore): Labour-intensive installation companies, targeting 10 to 15 Norwegian shipyards.
2. Contractors and suppliers with expertise in marine technology and Oil & Gas industries targeted Norwegian engineering groups and Norwegian EPCI / EPCM contractors
3. Larger supplier companies (electro, automation, mechanical engineering, etc.) that have interest and ability to work in Norway as turnkey contractors within their own professional industry field.

# Markets

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## Contact information

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### Norway:

Mr. Jaakko Isotalo, Senior Advisor

Tel.: 00-47-930-19616

[jaakko@gatewaynorway.no](mailto:jaakko@gatewaynorway.no)

### Poland:

Mrs. Adriana Kozera, Advisor

Tel.: 00-48-600-208882

[adriana@gatewaynorway.no](mailto:adriana@gatewaynorway.no)

### France:

Mr. Jacques LeBail, Advisor

Tel.: 00-33-609-945605

[Jacques@gatewaynorway.no](mailto:Jacques@gatewaynorway.no)

## Gateway Norway AS

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### Finland:

Mr. Timo Untinen, Senior Advisor

Tel.: 00-358-40-5868478

[timo@gatewaynorway.no](mailto:timo@gatewaynorway.no)

### The Netherlands:

Mr. Paul Dits, Advisor

Tel.: 00-31-653-933741

[paul@gatewaynorway.no](mailto:paul@gatewaynorway.no)

**Please, feel free to visit our website as:**

**<http://www.gatewaynorway.no>**

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**Please, feel free to contact us**



**Thank you for you attention.**

**Let Gateway Norway AS accelerate your business!  
Taking you there where the future is!**

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