

Working towards a 'Golden-era' of Sino-Norwegian relations

Diplomatic relations between China and Norway were normalized in December 2016 after a six-year hiatus. Both countries are renewing their commitment to one another and building on their strong partnership which dates back to 1950.

'Since the normalization of diplomatic relations between our two countries, Chinese businesses have shown increased interest in Norway', says Finn Kr. Aamodt, Director of Invest in Norway, the governmental investment promotion agency of Norway. 'High-level delegations from China are actively exploring investment opportunities in Norway'.

Chinese investors are looking into business openings in Norway's data-centers, electric-mobility, renewable energy, processing industries and health-technology sectors.

'Chinese companies are keen to partner with players in our health-technology sector,' explains Anita Moe Larsen, Head of Communications for Norway Health Tech, a cluster aiming to become one of the most innovative global health-technology clusters by 2020.

'With the highest electric-vehicle penetration in the world, Norway is at the

forefront of electric-mobility and is also leading developments in zero-emission transport at sea', adds Aamodt.

Norway has over thirty government-funded clusters encouraging cooperation between industry and research and development.



As Norwegian companies reach out to China as a secondary market, China is looking at 'new' sectors in the Norwegian economy with which to engage.

As an investment destination, Norway's strengths include economic and political stability, highly-developed infrastructure and a wealth of natural resources including oil, gas, marine and forestry.

Pillars of the Norwegian economy remain petroleum, maritime, energy and seafood, and 'ease of doing business' polls annually rank Norway amongst the top ten in the world.

Norway is considered to be one of the most 'digitalized' countries and the World Economic Forum ranks Norway

as the eleventh most competitive country in the world. In the Human Development Index, Norway is annually ranked in first position.

Historically, shipping and fisheries have played a key role in Sino-Norwegian relations and both industries continue to bring China and Norway closer together.

'For decades, China has been very important to our maritime industry and to our ship-owners', says outgoing CEO, Sturla Henriksen of the Norwegian Ship-owners' Association.

'Today, four of every ten Norwegian ships are built in Chinese shipyards and our cooperation in 'green-shipping' has led to innovative solutions for the industry. Considering our interests in the Arctic sea trading route, there is a great deal we can achieve together as complementary partners'.

A shift in China's consumption patterns and the population's growing purchasing power have led to increased demand for quality seafood in the Chinese market. Today Norwegian seafood exporters see China as an even

more important export market.

'The normalization of our diplomatic relations has been crucial to companies looking to gain market access to China, the world's largest seafood market', explains Sigmund Bjørge, Director of the Norwegian Seafood Council in China.

'Since November 2017, significant amounts of Norwegian salmon have been sold in the Chinese market and we expect this trend to continue. As the world's second largest seafood exporter, we are seeing strong sales of cod, mackerel, capelin, red fish, halibut and other species'.

Across all major industries, the normalization of relations between Norway and China has been beneficial for both countries. With high-level business delegations planning to visit Norway this year and a free-trade agreement framework under discussion, both countries are working towards a 'Golden-era' of Sino-Norwegian relations.

www.innovasjon Norge.no
en.seafood.no
www.rederi.no



Offshore Heavy Transport (OHT) - Highly experienced heavy transport vessel operator moves with China

Transporting oversized floating and non-floating cargos in excess of 40,000 tons such as offshore drilling rigs and modules, dredging equipment and floating wind-turbine foundations requires specialized vessels and a wealth of experience.



Torgeir Ramstad, Chief Executive Officer, Offshore Heavy Transport.

'There are forty-five vessels in this niche transportation segment and we operate five of these vessels - about eleven per cent of the global fleet', says Torgeir E. Ramstad, chief executive officer of Oslo headquartered OHT.

The company is a leading heavy-transport vessel operator with fully integrated in-house operations, engineering, technical and commercial management. Three of the five open deck semi-submersible heavy-lift carriers in OHT's fleet were converted in Chinese shipyards.

'Our company has significant relations with China as both a supplier and as a customer', says Ramstad. 'Our third

and fourth vessels went through design, modification and conversion in Chinese shipyards. Our fifth vessel 'Albatross' was converted in China and delivered in 2015. These vessels are highly complex and are able to be submerged with ten meters of water above main deck to accommodate the heavy cargos we transport'.

OHT has over twenty-five years of heavy transport experience. The company has transported jack-up rigs for most of the largest rig-owners in the world; including 'Noble Lloyd Noble' working for Statoil (the largest jack-up rig in the world at 215m tall) and with China National Petroleum Corporation Offshore Engineering Company's 'CPOE-7' jack-up rig.

The company also has a cooperation agreement with China Communications Construction Co., Ltd. Through its office in Shanghai, OHT aims to grow its customer base in China.

'In line with China's Belt and Road

Initiative, an increasing number of Chinese companies are reaching out to international markets and taking part in large-scale infrastructure projects', says Ramstad. 'Chinese-built heavy equipment will need to be transported and we can take advantage of this opportunity by leveraging our strengths and experience in this specialized transport segment'.

Under the supervision of highly-skilled loadmasters and experienced crew, OHT provides safe, reliable and flexible loading and discharging operations in close



coordination with personnel, customers, marine surveyors and local authorities.

'We consider to expand our fleet and are working once again with Chinese shipyards to build a specialized offshore vessel for us', says Ramstad. 'China is a strategic market for us and we see enormous potential to grow our business and our partnerships there'.

www.oht.no



Albatross carrying two jack-up drilling rigs belonging to Egypt-based drilling company ADES. Albatross was converted at Qingdao Beihai Shipbuilding in 2015