

**Market visit in Lithuania and Latvia
Opportunities within the Defence Sector
28–30 November 2017**



The defence budgets in the Baltic States are increasing in order to meet the NATO spending guideline of 2% of GDP. This creates great new business opportunities for Danish companies in the Baltic States.

This market visit is organised for Danish companies working within the field of defence and security. The visit provides Danish companies with opportunities to take part in defence projects and investments in Lithuania and Latvia.

DEFENCE BUDGETS ARE INCREASING

The Ministry of Defence in both Lithuania and Latvia have decided to meet the NATO 2% spending guideline in 2018, thus allocating 2% of GDP to the defence sector. There has even been discussions about going beyond the 2%.

Besides the general increases in defence spending, Latvia will for the first time reach NATO's goal of spending 20% of the defence budget on military equipment investments in 2017.

In 2017, the defence budget is expected to reach 724 million EUR in Lithuania and 449 million EUR in Latvia corresponding to a rapid increase in both countries.

OPPORTUNITIES FOR DANISH COMPANIES

The huge investments in the defence sector these years create a unique business opportunity for Danish companies in the defence and security sector to enter the Lithuanian and Latvian markets.

The timing is excellent as procurements are ramping up, and there are great possibilities for Danish com-

panies to participate in the process and supply of equipment and services within defence and security in both countries. The focus areas for procurement include:

- Investments in Host Nation Support infrastructure and C2 (barracks, depots, LSA, training area, ammunition storages etc.);
- Investments in C2, mobility platforms (land and maritime), reconnaissance capability and individual soldier equipment;
- Government approval of investment program to strengthen National Guards capabilities and to increase combat readiness;
- Mechanized tracked platforms;
- Light/medium tactical vehicles;
- Enhancement of military engineer capabilities;
- Joint C2 system, individual communication systems and functional support activities;
- Indirect Fire Support and ISTAR capabilities;
- Various logistics equipment.

DEFENCE POLICY

Lithuanian and Latvian defence policy is based on territorial defence and delay of a potential enemy until NATO allies can engage fully on the ground. The Lithuanian and Latvian armed forces are – like the Danish – also geared to participate in international operations. However, the political focus is currently directed towards the domestic sphere.

THE OFFERING

The Danish embassies in Latvia and Lithuania offer a 3-day programme for the market visit:

- 1,5 days in Lithuania, including site visits
- 1,5 days in Latvia, including site visits

PROGRAMME

In each country the days will be spend as follows:

- **Day 1: Lithuania/Latvia**
 - ✓ Meeting at the Embassy and welcoming remarks by the Ambassador
 - ✓ Short presentation by the state authorities, Ministry of Defense and decision makers on the defense sector and planned investments within the sector in the country.
 - ✓ Lunch and networking
 - ✓ Presentation by the Danish Defense Industry experts/companies;
 - ✓ B2B and B2G meetings with decision makers and local companies working within the defense and security sector
 - ✓ Dinner for Danish participants, decision makers from the government and the Danish Ambassador and Danish Defense Attaché
- **Day 2: Lithuania/Latvia**
 - ✓ Visit to NATO base in Lithuania/ Latvia and other military relevant sites or B2B meetings.

The final programme will be forwarded to participants after signing up.

TIMING

The market visit will take place 28-30 November 2017.

PARTICIPATION FEE

The price for the full 3-day market visit in two countries will be DKK 15.193,75 per company.

TRANSPORT AND ACOMMODATION

Participants must cover own travel, accommodation and catering costs. We ask that participants make flight reservations and hotel bookings. However, we will be happy to assist with recommendation of hotels and possible flights.

The embassies will arrange transportation when travelling in Latvia and Lithuania and will be in charge of the overall program.

FOR SIGNING UP PLEASE CONTACT

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