



FISKERSTRAND VERFT AS

«Prospects for industrial
cooperation within the
maritime sector»

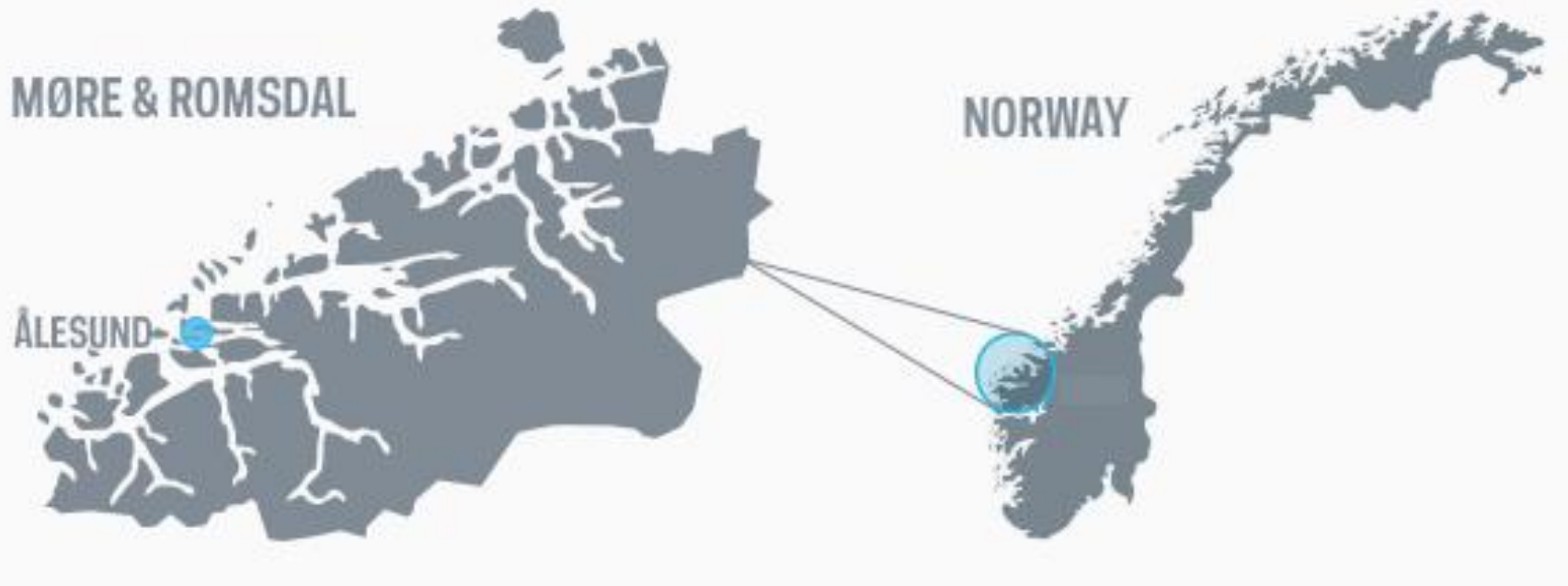
Maritime workshop in Murmansk
22nd. of March 2017

CEO Rolf Fiskerstrand – Fiskerstrand Holding AS

- Largest Norwegian export after oil & gas
- Long traditions and 90 % export
- Innovative and with large degree of adaptability
- Governmental focus on sustainable and environmental development and performance
- High degree of R & D and development of «Green ship technology»

- The sector has the “Worlds most complete value chain”:
Finance – Legal – Insurance – Certification/classification –
Design – Yards – Equipment manufactures – Shipowners
- The Federation of Norwegian Industries Maritime represents
the design companies, the equipment manufacturers and the
yards
- We can offer competitive and high level cooperation

THE NORWEGIAN MARITIME CLUSTER IN MØRE - 1



20

SHIPPING COMPANIES

13

SHIPDESIGN COMPANIES

14

SHIPYARDS

169

EQUIPMENT SUPPLIERS

16 000

SKILLFUL EMPLOYEES

USD 7 000 000 000

TURNOVER IN 2015



THE NORWEGIAN MARITIME CLUSTER IN MØRE - 2



INNOVATIVE INTERPLAY IN PRACTICE

Ship-owners

Ship yards



Design

Equipment
suppliers

- Complete value chain - Horizontal & Vertical
- Well developed interconnections between businesses
- Innovation speed as strategy – culture for entrepreneurship
- Sharing of knowledge
- Cultural aspects - flat organizations, informal communication
- Common storytelling

“Cooperate when you can, compete when you have to”

- **Global Centre of Expertise in Ålesund**
 - ✓ Topplevel in the Norwegian cluster program
 - ✓ Ten year program to strengthen the cluster mechanism
- **Main areas:**
 - ✓ R&D infrastructure
 - ✓ Reputation and strategic positioning
 - ✓ Conferances, seminar, networking
 - ✓ R&D and innovation projects
 - ✓ Analysis
 - ✓ Internationalisation of SME's
 - ✓ Knowledge links
 - ...and more

- Russia and Norway have a significant maritime industry and commercial fleet. The ownership is both private and Governmental
- We have more than 1 000 years with common borders both on land and sea
- For more than 50 years, a successful sustainable harvesting of common fish resources in the Barents Sea is carried out
- A new Russian fishing quota system is scheduled to be implemented from 2018 and this should lead to renewal of the aging Russian fishing fleet
- The timing for initial discussions about an industrial NOR-RUS cooperation within maritime sector is optimal at the moment

The aim should be to develop Programs for Long – term Industrial cooperation within the Maritime Sector

- Pre-study, concept, design, engineering
- Equipment and fishing gears
- Building and outfitting
- Commissioning, testing and start-up
- Financing
- Operation
- Docking, repairs and conversions

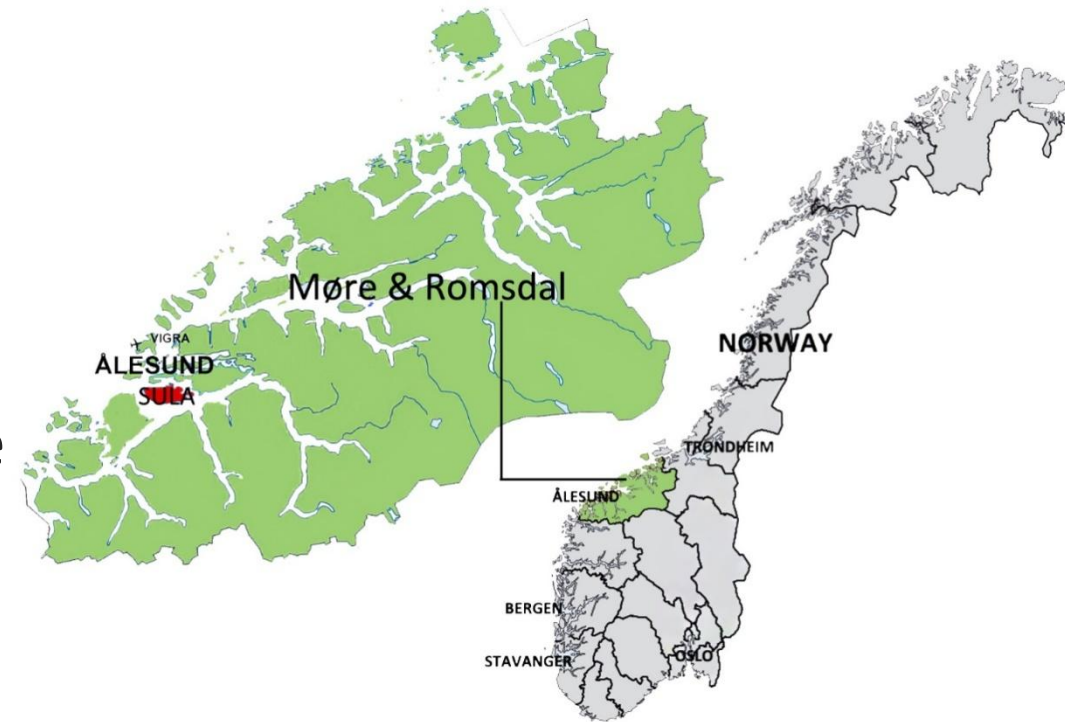
LETS GO TOGETHER!

MARITIME PARTNER GROUPS IN NORWAY

The aim is to take part in the renewal, upgrade and new building programs of the Russian fishing fleet. Possible maritime partner groups are established both in North Norway and in the Møre og Romsdal county (M & R)

The Ålesund region in M & R county is home for an impressive constellation of more than 200 leading maritime companies that form one of very few complete maritime clusters in the world.

Ålesund is also the main fishing port in Norway.





A group of Norwegian companies in the Ålesund region are ready to approach the opportunities with a NOR – RUS maritime cooperation program

- Beneficial to the maritime industry in both countries
- Joint project and production opportunities with both conversions and new building of ships
- Focus on good design and green ship technology and sustainable solutions
- Priority given to North-West District (Murmansk, St. Petersburg, Vyborg, Kaliningrad) and Russian Far East (Vladivostok, Petropavlosk, Sakhalin)

INNOVATION LONGLINER WITH MOONPOOL «GEIR II»

The 2nd. vessel delivered with moonpool to the same shipowner H.P. Holmeset AS



INNOVATION PELAGIC TRAWLER WITH TRAWL BAG DOCKING SYSTEM

A large step forward for the trawler fleet in the last 40 years



Example Project

Main Particulars for the development project:

Length over all:	102.0 m
Length between perpendiculars:	92.0 m
Breadth mld:	21.0 m
Depth to Shelterdeck:	14.1 m
Fuel Capacity:	1200 m ³
Fresh water:	500 m ³
RSW Tanks:	800 m ³
Freezing hold:	5000 m ³
Meal factory:	40 t/24t

Twin screw propulsion system with propellers in nozzle and two high lift rudders.

From trawl slip way to
trawl sluice way



00:00:09:92

5 RUSSIAN FISHING (R) VESSELS AT THE SAME TIME



Thank you
for your
attention !



FISKERSTRAND - RICH ON TRADITION AND EXPERIENCE