



MINISTRY OF ECONOMY



Dear Sirs,

On behalf of Enterprise Lithuania and Lithuanian furniture and wood processing industries it is my great pleasure to invite you to take part in the trade mission that will be held on 23-25th May, 2012, in Vilnius, Lithuania.

The idea of the mission is to stimulate partnership between our countries bringing together German and Lithuanian wood processing and furniture companies to gain new business contacts, find potential cooperation partners and exchange business experience.



The trade mission is kindly supported by German Embassy and Mr. Kurt Hubert Bodewig, former Minister of Transport of Germany, an Honorary Consul of the Republic of Lithuania in Hamburg, Schleswig-Holstein, Mecklenburg-Vorpommern.

Lithuanian furniture and wood processing industry cherish time-honoured traditions and nowadays can offer modern production facilities. Lithuania is the fifth biggest IKEA supplier. We are proud of high skilled workforce at the same time offering relatively low operating costs for high quality products and services.

Enterprise Lithuania is a non-profit organization owned by the Ministry of Economy of the Republic of Lithuania and the main national institution in charge of increasing export of Lithuanian goods and services as well as developing an attractive economic image of the country abroad.

We sincerely hope that this opportunity will lead our countries to the development of new business ideas and mutually beneficial business partnerships.

For more detailed information please contact an Enterprise Lithuania representative in Germany Mrs. Lina Gyliene Ph. +49 172 454 3603, e-mail. l.gyliene@enterpriselithuania.com

Paulius Lukauskas

*Managing Director
Enterprise Lithuania*

THE TRADE MISSION TO LITHUANIA

Project partners:

Federal Association for Economic Development and Foreign Trade (BWA) and
East and Central Europe Association (OMV)

The preliminary agenda

23 – 25th MAY, 2012

Vilnius, Lithuania

Trade mission language – English

- 23th May** **Arrival to Lithuania** (*Vilnius Airport, accommodation to be confirmed*)
Reception by the German Embassy (*venue to be confirmed*)
Opening speech by German Embassy representative
Presentation about Lithuanian wood & furniture industries by Enterprise Lithuania
- 24th May** **Individual meetings with potential business partners in Lithuania** (*by the assistance of Enterprise Lithuania*) *Incoming German companies will choose Lithuanian companies that they would like to meet before arrival.*
- 25th May** **Individual meetings with potential business partners in Lithuania**
(by the assistance of Enterprise Lithuania) German companies that will not have meetings – sightseeing tour will be organised.

Activities and products covered by sectors:

Wood processing industry

- ✓ Wooden living houses and cabins
- ✓ Sauna and products for sauna
- ✓ Wooden products for gardens
- ✓ Sawn timber and impregnated wood
- ✓ Floor finish
- ✓ Facade finish
- ✓ Wooden windows and doors
- ✓ Children play grounds
- ✓ Glued laminated timber
- ✓ Wooden toys and other products
- ✓ Pallets, pallet collars, boxes
- ✓ Pellets, firewood, briquettes

Furniture industry

- ✓ Solid wood furniture
- ✓ Cabinet furniture
- ✓ Upholstery furniture
- ✓ Outdoor furniture
- ✓ HoReCa projects
- ✓ „Antique-style“ furniture
- ✓ Chairs
- ✓ Kitchen furniture
- ✓ Bathroom furniture
- ✓ Furniture for children
- ✓ Willow furniture and other garments
- ✓ Slide systems
- ✓ Furniture component

Free of charge service: professional business partners research, reception, transfers visiting companies, sightseeing tour.

*Incoming German company expenses: travel and accommodation costs (4*Hotel, about 80 Euro/per night), living costs, other expenses.*

Some facts about Lithuanian furniture and wood industries

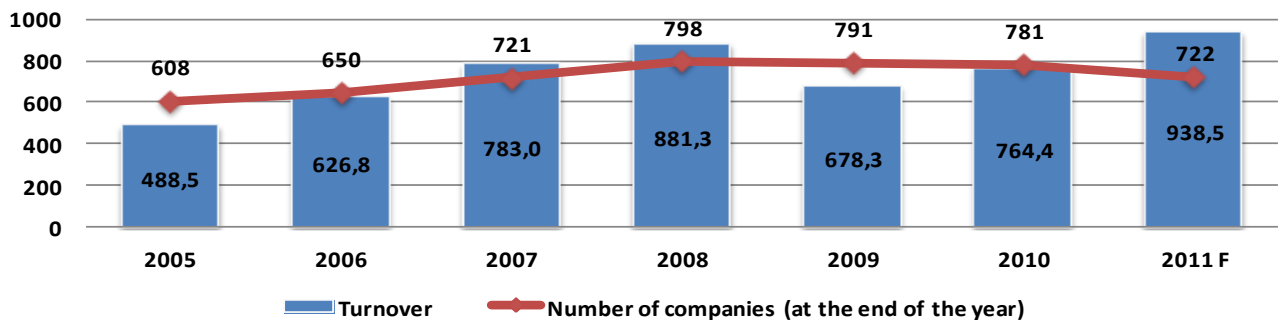
Traditions of carpentry run deep in Lithuania. The first carpentry guilds were established in Vilnius in 1579 with a Royal privilege of King Steponas Batoras. By the XVIII century Vilnius was one of the centres of carpentry in Europe and was also popular with foreign artisans. In 1893 the city had 220 masters, 136 assistants and 270 apprentices making it a sizable industry. Other towns have imported the trade later but followed it with the same vigour. Nowadays Lithuanian furniture and wood industries cherish time-honoured traditions, apply modern technologies and are amongst the most developed sectors of Lithuanian economy.



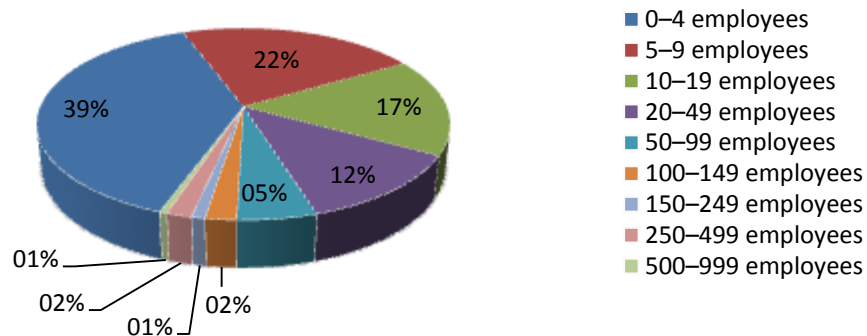
Lithuanian furniture industry:

- ✓ 98 percent are small and medium size enterprises, 2 percent - large factories;
- ✓ Employs 19.6 thousand workers which is 2.4 percent of the overall labor force;
- ✓ Turnover 2010 vs. 2009 grew by 12.7 percent; 2011 vs. 2010 over 20 percent grow is expected.

Turnover of furniture manufacturing activity 2005-2011 Eur. mil.

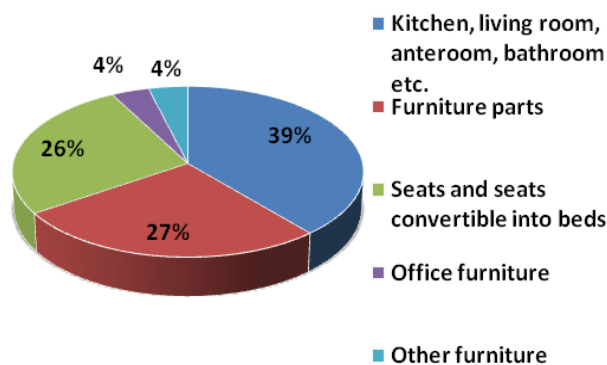


Structure of furniture companies by number of employees 2010

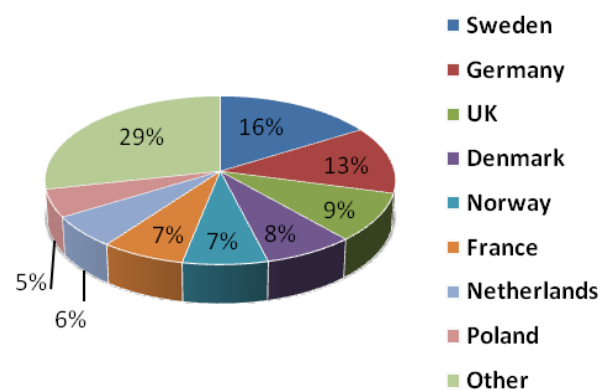


Lithuanian companies produce a wide range of furniture and the export is the largest part of it. 2010 vs. 2009 Lithuanian export grew by 18.8 percent and reached EUR 642.3 mil. The main export markets remain Scandinavian countries, Germany and UK.

Structure of furniture production in 2010 %



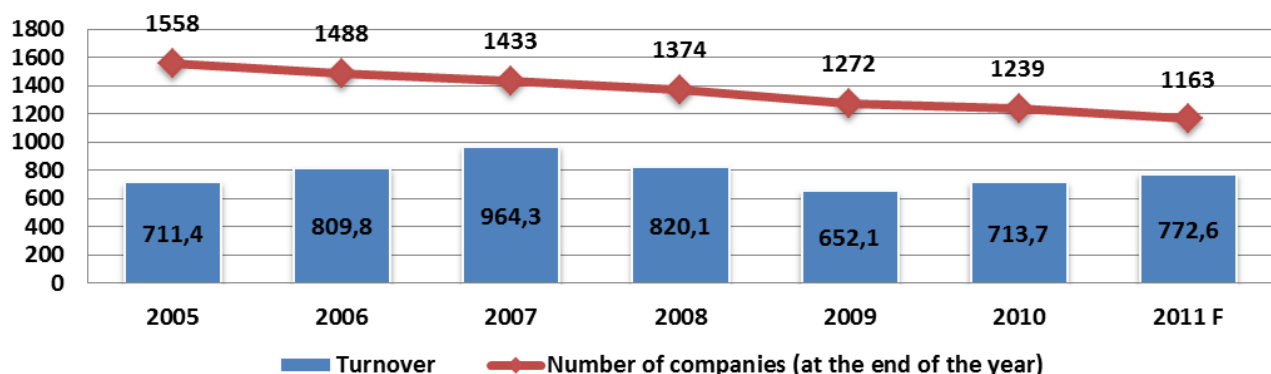
Major exports destinations for furniture industry in 2010 %



Lithuanian wood processing industry

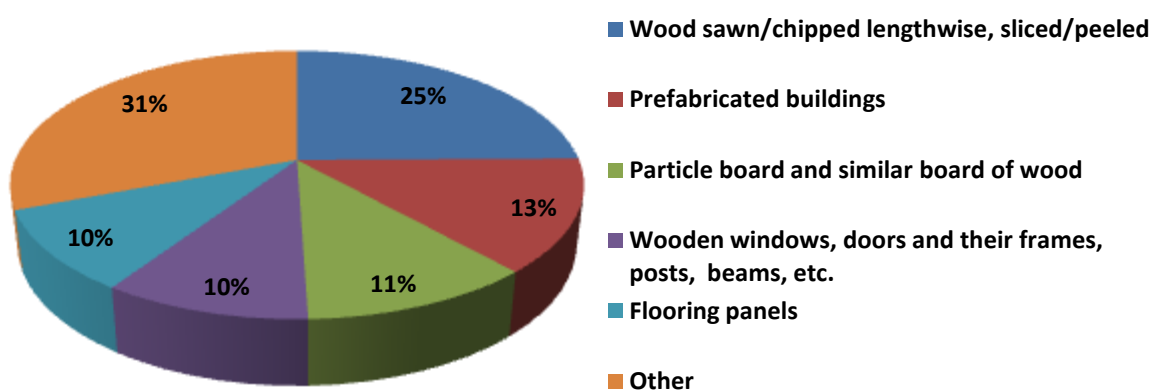
- ✓ 99.7 percent are small and medium size enterprises, 0.3 percent - large factories;
- ✓ Employs 18.9 thousand workers which is 2.3 percent of the overall labor force;
- ✓ Turnover 2010 vs. 2009 grew by 9.4 percent; 2011 vs. 2010 over 8 percent grow is expected.

Turnover of wood processing activity 2005-2011 Eur. mil.



Wood and wood processing industry is also very much orientated to export. 2010 vs. 2009 Lithuanian export grew by 38 percent and reached EUR 397 mil. The main export market Germany is followed by Norway and Denmark.

Structure of wood and wood products manufacturing in 2010 %



Major exports destinations for wood and wood products industry in 2010 %

