



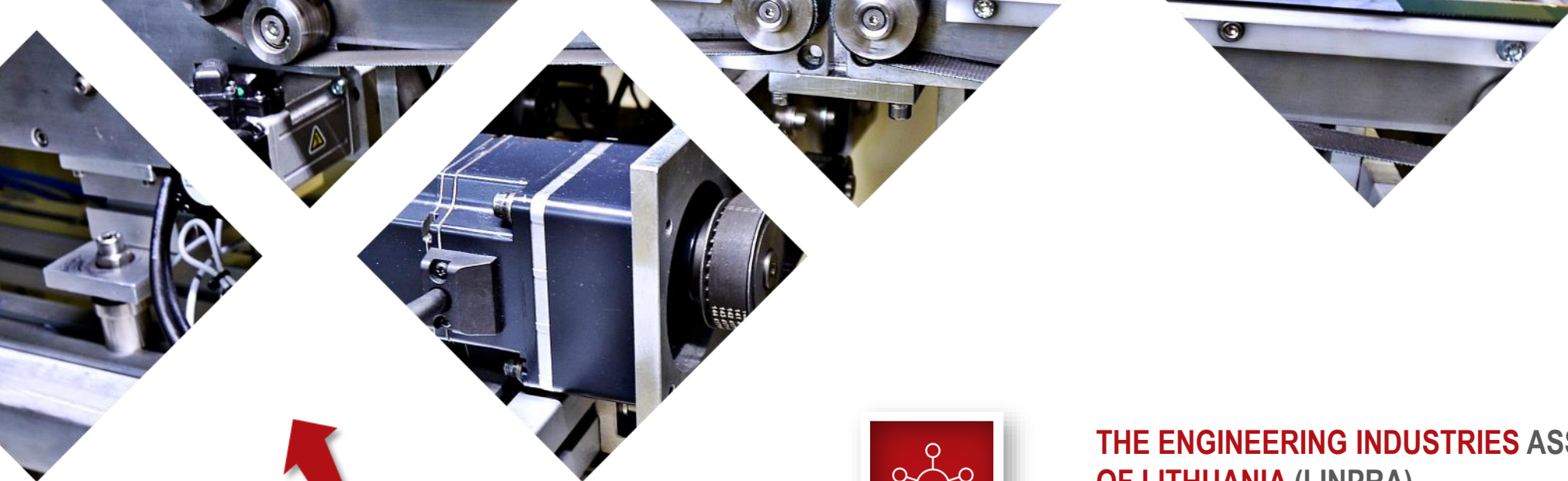
**LINPRA**

***Lithuanian Engineering Industries Association***

***[www.linpra.lt](http://www.linpra.lt)***

**Darius Lasionis**

Director of Engineering Industries Association of Lithuania **LINPRA**



# WHAT IS LINPRA?



## **THE ENGINEERING INDUSTRIES ASSOCIATION OF LITHUANIA (LINPRA)**

is an independent self-regulatory business organization.



## **LINPRA PROTECTS THE INTERESTS OF LITHUANIAN ENGINEERING INDUSTRIES ON NATIONAL AND INTERNATIONAL LEVELS**

It aims to increase Lithuania's international competitiveness and step up economic and social development.

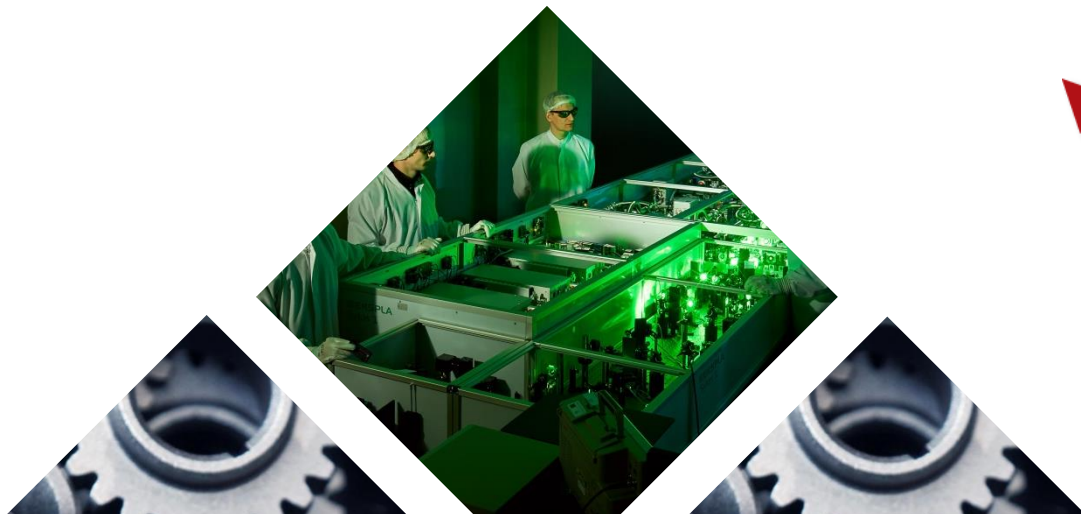
# MISSION

We aim to improve business environment and competitiveness of companies in the engineering industry – empower them acting efficiently and sell more.



# VISION

Engineering industry of Lithuania is recognised globally as a modern and trustful partner.







# SOCIAL/ BUSINESS ENVIRONMENT

## LINPRA PRIORITIES

1



TO REPRESENT THE INTERESTS OF LINPRA MEMBERS and LITHUANIAN ENGINEERING INDUSTRY

TO IMPROVE BUSINESS ENVIRONMENT FOR COMPANIES' OF ENGINEERING INDUSTRY



- Cooperation with other industries associations
- Cooperation with government and government agencies

# ECONOMY

## LINPRA PRIORITIES

2



### INDUSTRY 4.0:

- Organizing international, local dissemination events
- Organizing consultancies and training
- Organizing Digital Technological Audit for companies
- Cooperation with government institutions



### PROMOTION OF EXPORT:

- Organizing B2B meetings, trade missions, trade fairs
- Cooperation with European national engineering industry associations



# EDUCATION and SCIENCE

3

## LINPRA PRIORITIES

### BUSINESS AND EDUCATION COOPERATION:

- To improve quality of VET education and public employment services
- To encourage prepare targeted specialist

### BUILDING BRIDGES BETWEEN SCIENCE AND INDUSTRY

- To increase synergy in R&D between science and business
- To persuade boost applied research

### REQUALIFICATION OF THOSE AFFECTED BY INDUSTRY 4.0



# ENGINEERING INDUSTRY IN NUMBERS

\* **4,3** mlr. Eur



**+10,3 %** vs. 2017

~**49 240** 2017



**+7,4 %** vs. 2016

**\*\*1604** 2017



**+2,1 %** vs. 2016

\***3,2** mlr. Eur / ~ **73%**



**+9,4 %** vs. 2017

Source:

\*Statistics department, 2018

\*\*Statistics department, 2017



LITHUANIAN  
ENGINEERING INDUSTRY  
IN NUMBERS  
2018

# LITHUANIAN EXPORT IS DOMINATED BY MANUFACTURING SECTOR

Structure of Lithuanian export, 2017, %



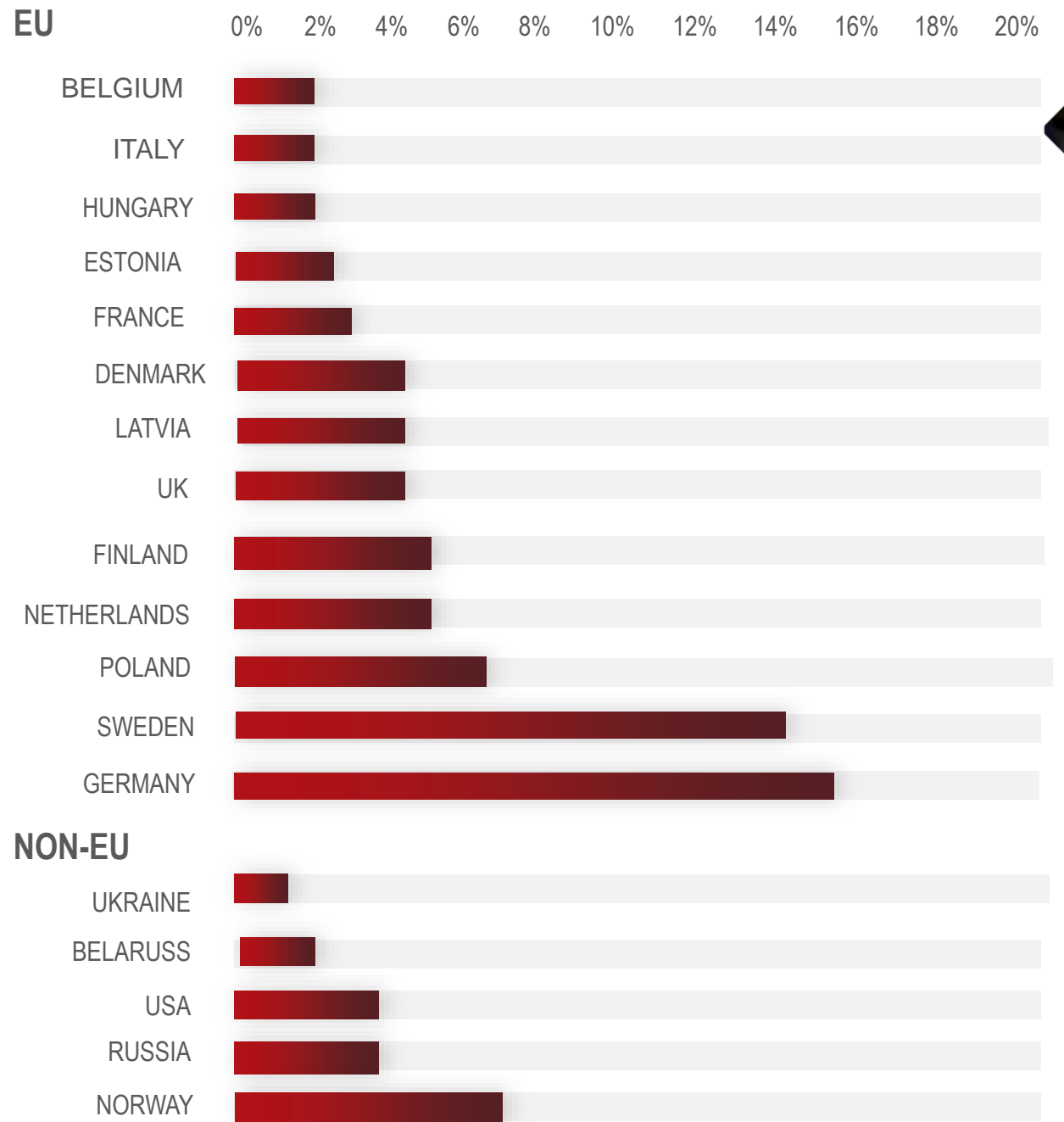
Export of goods: percentage of GDP, 2017, %







# MAIN EXPORT COUNTRIES



Source: Statistics Department, 2017

# GLOBAL CUSTOMERS OF LITHUANIAN ENGINEERING COMPANIES:

**VOLVO**



**Husqvarna**

**GM**

**BOMBARDIER**

**ABB**

**BOEING®**



**Audi**  
Vorsprung durch Technik



**KÄRCHER**



**MAGNA**



**BOSCH**

**RENAULT**



**Continental**



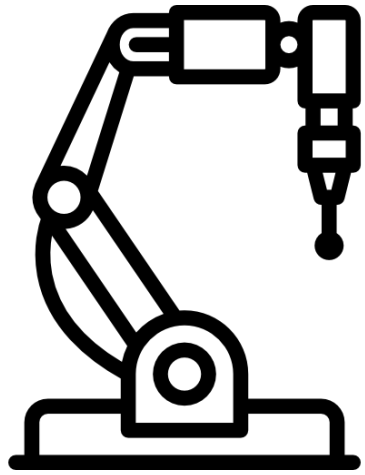
**SIEMENS**

**CHRYSLER**

**TOYOTA**



# Lithuanian industry - CONSTANTLY GROWING and BECOMING MORE AND MORE COMPETITIVE



# #2

## MANUFACTURING RISK INDEX<sup>5</sup>



“Lithuania is rated No.1 in Europe and No.2 in the world (after China) on the attractiveness for global manufacturing according to Manufacturing Risk Index (2018)“ (According Cushman&Wakefield survey)

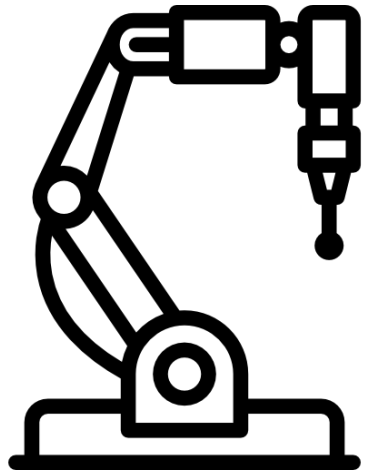
	2012		2018
<i>Doing Business Ranking</i>	26	↗	14
<i>Global competitiveness Report</i>	45	↗	41
<i>Economic Freedom Index</i>	21	↗	16



# Lithuanian industry - CONSTANTLY GROWING and BECOMING MORE AND MORE COMPETITIVE

2012

2018



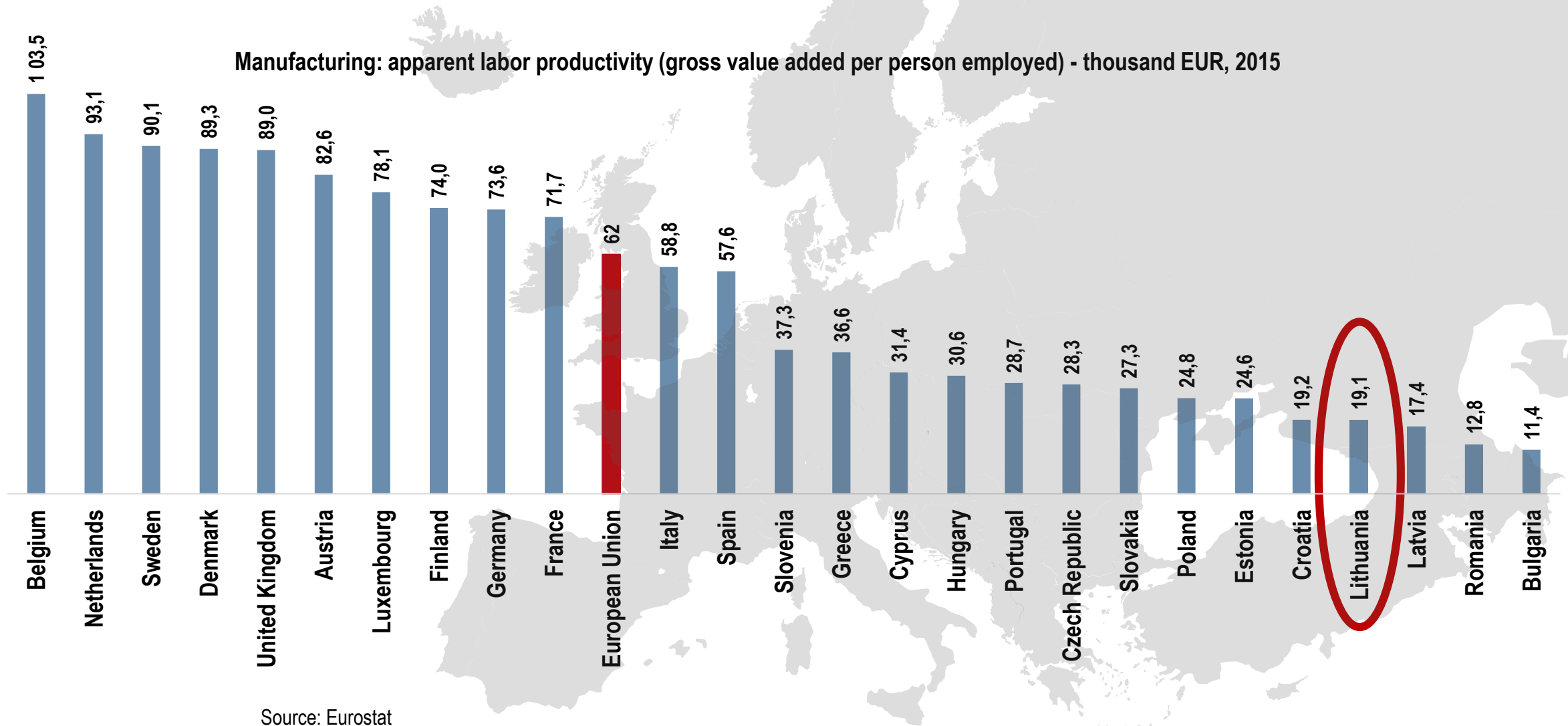
# #2

*“Lithuania is rated No.1 in Europe and No.2 in the world (after China) on the attractiveness for global manufacturing according to Manufacturing Risk Index (2018)“*

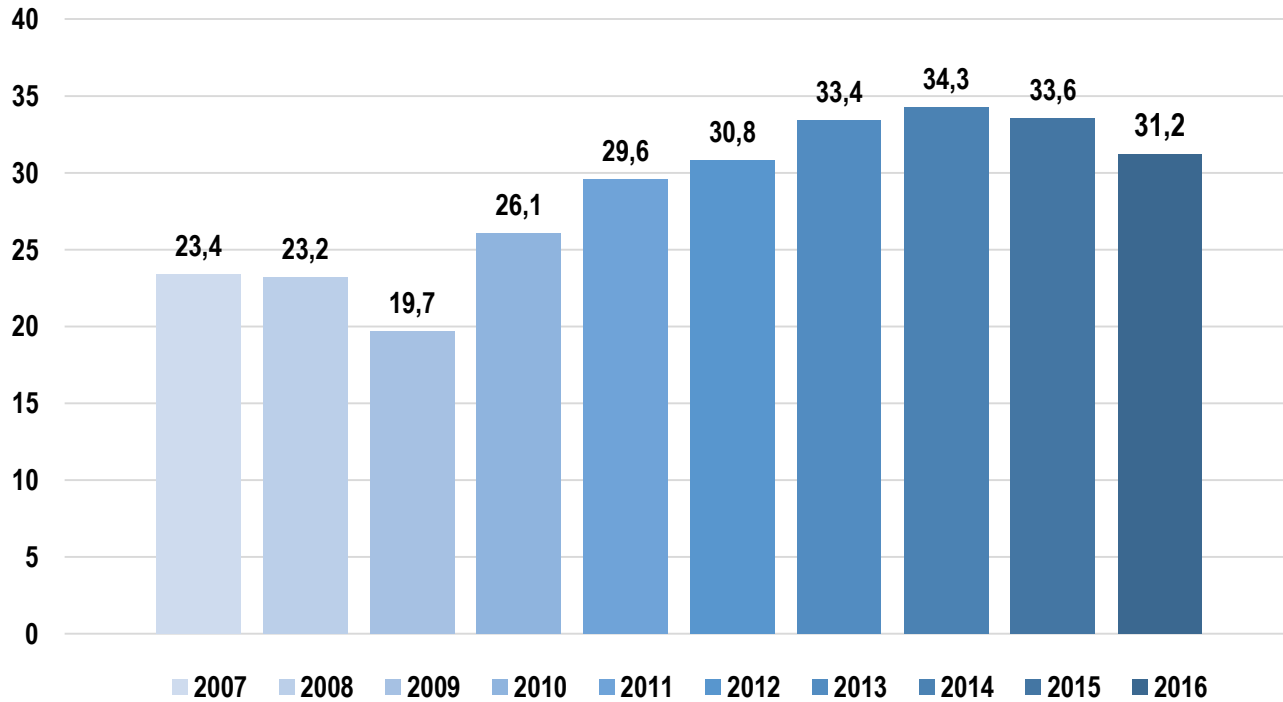
GLOBAL RANKING						
REGION	BASELINE SCENARIO				ALTERNATIVE SCENARIOS	
	RANK 2018	CONDITIONS (40%)	RISK (20%)	COST (40%)	COST SENSITIVE RANK (CONDITIONS 20% / RISK 20% / COST 60%)	CONDITION SENSITIVE RANK (CONDITIONS 60% / RISK 20% / COST 20%)
China	1	8	26	15	1	4
Lithuania	2	16	19	20	3	5
Malaysia	3	20	24	13	2	11
China, Taiwan Province of	4	14	21	24	16	7
Canada	5	10	7	27	25	3
United States	6	3	6	28	27	1
Hungary	7	21	18	22	13	12
Czech Republic	8	24	10	26	18	13
Slovakia	9	23	13	25	19	14
Turkey	10	22	34	8	12	20

# LABOUR PRODUCTIVITY

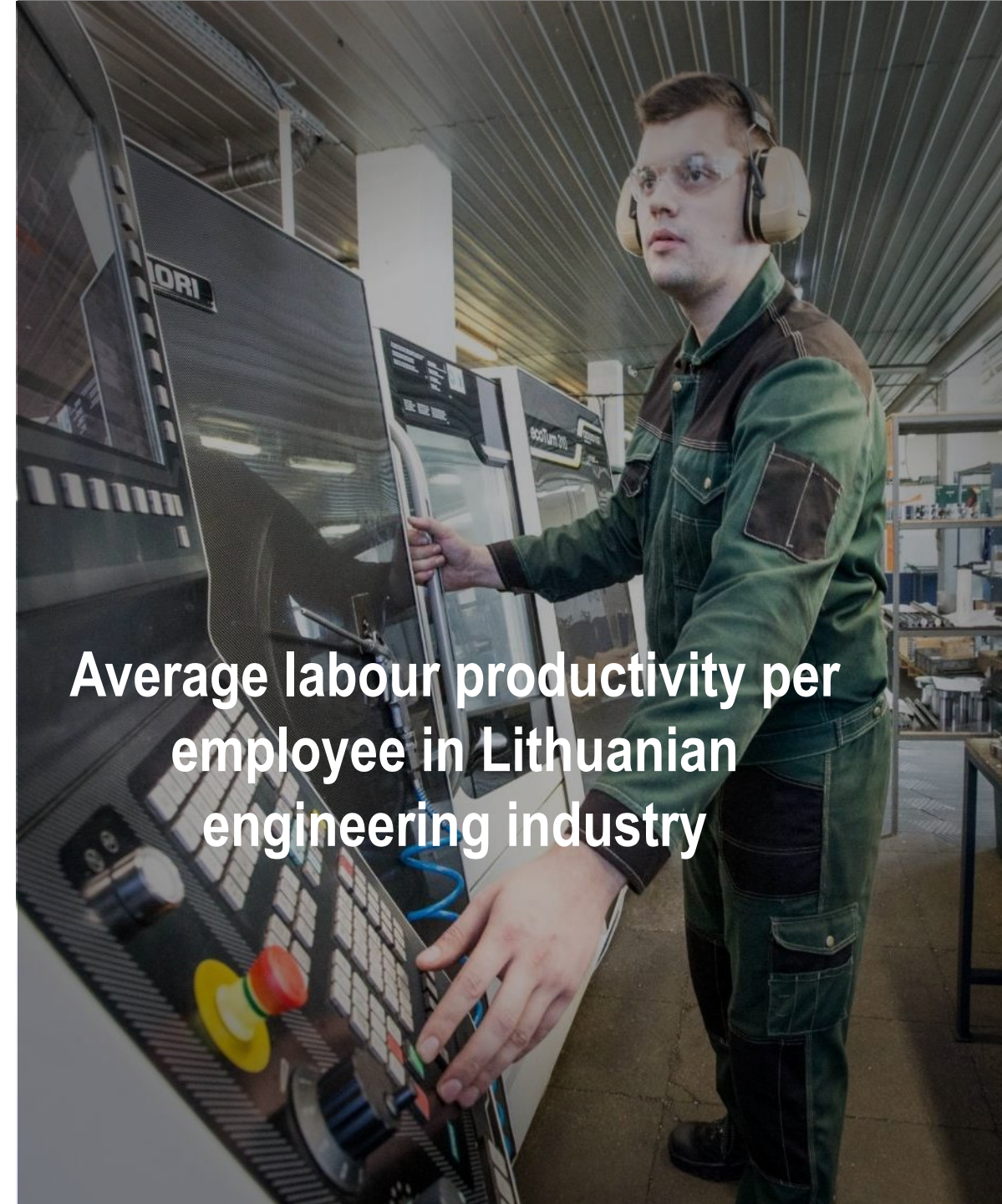
Added value (labor productivity) of Lithuanian manufacturing (manufacturing) industry per employee is significantly lower than in other EU countries



# LABOUR PRODUCTIVITY



Source: Statistics department, 2018



Average labour productivity per employee in Lithuanian engineering industry



# CHALLENGES

What is the main challenge and aim?

↳ Increase labour productivity

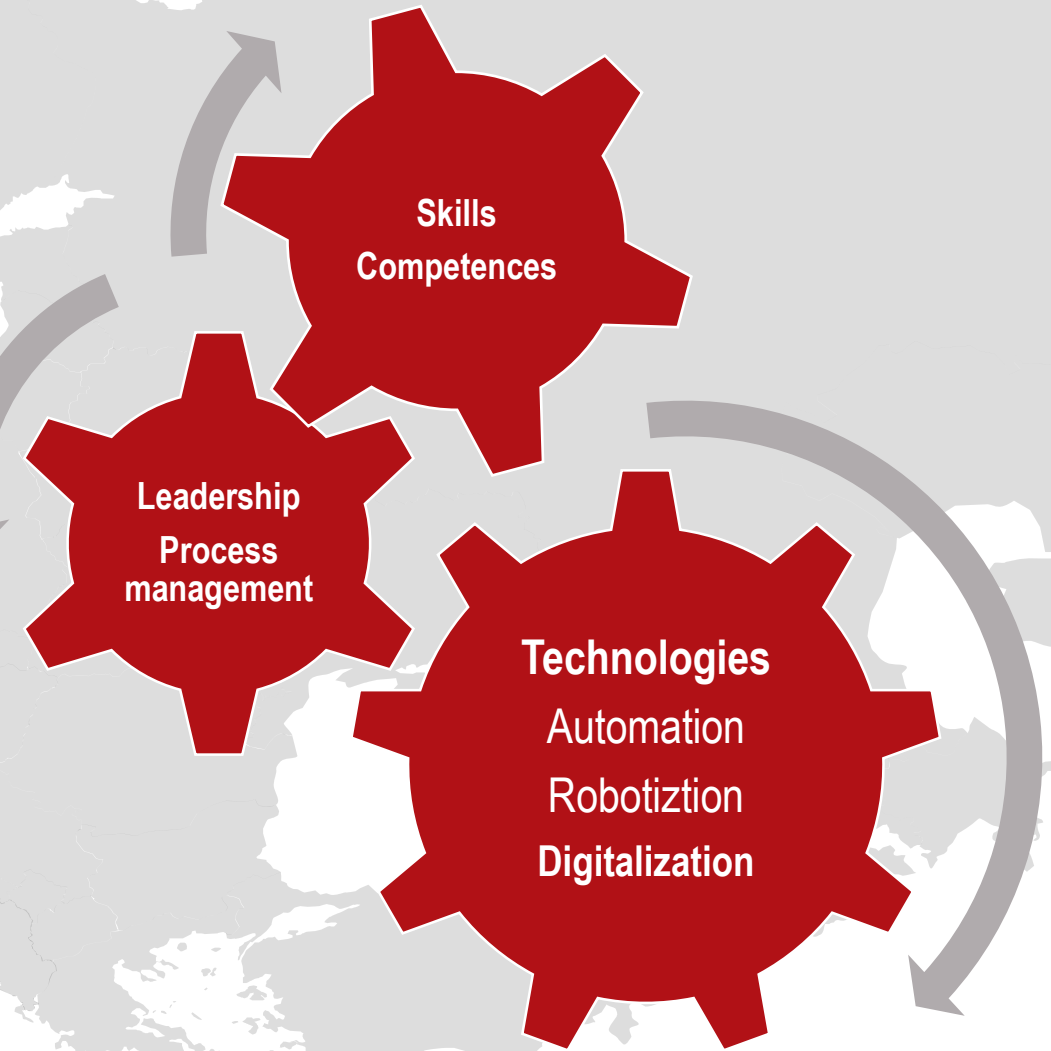


# CHALLENGES

# WHAT ARE OUR STRENGTHS?

## How to increase productivity?

- Produce more products per time unit
- Provide more complex solutions
- Design, construct and manufacture innovative end-use products



European Commission report show us that only around 6% of companies in basic metals & fabricated metal products excluding machines & equipment are highly digitised. Only 16% of SMEs in EU are highly digitised

# LATES PRODUCT

## ALTAS Commercial Transport introduces first Lithuanian commercial Midi Bus “Altas Viator”



- Combine great custom design with enhanced functionality.
- Overall length of 8.44 m and overall width of 2.43 m,
- Built on a reliable Iveco 70C18 Diesel chassis
- Powered by a 3-litre engine
- Comes equipped with an 8-speed automatic gearbox
- Carry up to 30 seated passengers
- To be presented at the 67th IAA Commercial Vehicles Fair in Hannover

### About ALTAS Commercial Transport

ALTAS Commercial Transport is Lithuanian minibus manufacturer and provider of special purpose vehicles. The company cooperates with such automobile manufacturers as Mercedes-Benz, Volkswagen and MAN. ALTAS Commercial Transport is ranked the largest exporter of commercial transport to Scandinavia and is one of the largest exporters in Europe. The company's track record of success and sustainable development since 2002 is made possible by its more than 220 highly qualified professionals.



# Why the BALTICS needs to work together?

## Common activities

- Collaboration and partnerships – to strengthen supply chain
- Common events
- Common partnerships projects



# THANK YOU!



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