Norway 2018

U.S. Department of Commerce | International Trade Administration

Table of Contents

Doing Business in Norway

Market Overview

The Nordic Region

- The four main Nordics - Denmark, Finland, Norway and Sweden – are advanced, high income and highly connected countries. While each country has its own unique market and characteristics, there are certain synergies that tie these highly innovative marketplaces together.

- With an aggregate Gross Domestic Product (GDP) of USD 1.5 trillion and combined population of 26 million people, the Nordics are of genuine interest to a number of U.S. companies with leading and advanced products, technologies and services.

Norway

- Norway is a modern, energy-rich country with 5.3 million people.

- Norway is considered one of the world's wealthiest countries with a GDP per capita based on purchasing power parities (PPP) exceeding USD 70,000.

- Norway's external financial position is very strong from a global perspective and the country has an important stake in promoting a liberal environment for foreign trade.

- The country is richly endowed with natural resources - petroleum, hydropower, fish, forests, and minerals - and is highly dependent on the petroleum sector.

- Norway is the world's 3rd largest exporter of natural gas and 11th largest exporter of crude oil (2016). Its large merchant shipping fleet is one of the most modern among maritime nations and ranked the 5th largest by value. Other major industries, such as offshore shipping, shipbuilding, fishing and fish farming, information technology, pulp and paper products, and light metals processing have prospered as well.

- Incomes are also more evenly distributed, making every person a consumer. Unemployment rates are low at 3.8%. Interest rates are also low.

- The Norwegian economy features a combination of free market activity and government intervention. The government controls key areas, such as the vital petroleum sector, and the government maintains control over a number of large-scale state enterprises - some of them fully owned, and some publicly traded, but where the government has controlling interests.

- Norway is located in Northern Europe and is a part of the Scandinavian Peninsula. Jan Mayen and the Arctic archipelago of Svalbard are also part of Norwegian territory.

- The majority of the country shares a border to the east with Sweden; its northernmost region is bordered by Finland to the south and Russia to the east; and Denmark lies south of its southern tip across the Skagerrak Strait. Norway's extensive coastline is facing the North Atlantic Ocean and the Barents Sea.

- With its population covering 323,802 square kilometers, Norway is one of the most sparsely populated countries in Europe. It is a narrow and mountainous country nearly 1,600 miles long with a jagged coastline ten times its length.

- Norway is a vibrant, stable democracy.

- The majority of Norwegians are fluent in English and many have very close cultural and family ties to the United States.

- Norwegian business ethics are similar to those of the United States.

- Norway is not a member of the European Union (EU), but is linked to the EU through the European Economic Area (EEA) agreement. By virtue of the EEA, Norway is practically part of the EU's single market, except in fisheries and agriculture.

- Norway is part of the Schengen Agreement, which guarantees free movement of persons and the absence of internal border control between 22 of the 28 EU Member States, as well as Norway, Iceland, Switzerland and Liechtenstein. Passport controls between Schengen countries have been reintroduced in 2017.

Market Challenges

- The overall economic and trade relationship is strong, and Norway's import climate is generally open and receptive to U.S. products and investments, although the agriculture sector is well protected through trade barriers. For information on existing trade barriers (please see Leading Sector for U.S. Export to learn more about the agriculture sector), use the link to the National Trade Estimate Report on Foreign Trade Barriers, published by USTR (2016): https://ustr.gov/sites/default/files/2016-NTE-Report-FINAL.pdf

- The domestic market is small, but the country can serve as an attractive base for business operations in the Nordic, Baltic, and/or Western Russian markets. Norway adheres to European Union sanctions against Russia, including those with an economic focus.

Market Opportunities

- U.S. companies have excellent opportunities to capture a significant share of new contract awards in Norway's offshore oil and gas, renewable energy, information technologies, shipping and maritime, defense and aerospace, healthcare, travel and tourism, and consumer goods sectors.

Market Entry Strategy

- U.S. exporters seeking general export information and assistance or country-specific commercial information should consult with their nearest Export Assistance Center or the U.S. Department of Commerce's website www.export.gov

- Information about services offered by the U.S. Commercial Service in Oslo can be found at https://no.usembassy.gov/business/ or http://export.gov/norway/

- The offices of the U.S. Commercial Service in Norway, Sweden, Denmark, and Finland are offering a unique opportunity to companies that want to enter the Nordic Market in the form of the Nordic Services. The offices packaged simple, affordable one-stop services to

gain access to Norway, Denmark, Sweden, and Finland with one point of contact and one good, positive result. Information about these Nordic Services can also be found at http://export.gov/norway/thenordicregion/index.asp

Political and Economic Environment

For background information on the political and economic environment of Norway, please click on the link below to the U.S. Department of State Fact Sheet:
https://www.state.gov/r/pa/ei/bgn/3421.htm

Selling U.S. Products & Services

Using an Agent to Sell U.S. Products and Services

Although around 300 U.S. companies have a presence or subsidiaries in Norway, most U.S. firms rely on agents or distributors to represent their business in Norway.

It is worth noting that many agents and distributors in Norway will prefer exclusivity given the size of the market and since they will typically invest effort and financial resources into building brand awareness and developing a market position for the U.S. product or service. It is advisable to carefully think through the issue of exclusivity versus non-exclusivity before entering into negotiations with potential partners. Clearly stated terms, including performance measures and termination clauses, should be built into any agreement granting exclusivity (see further information below).

Most agents, major importers and distributors are headquartered in the Oslo region; some have sub-agents or sales offices in other major Norwegian cities, such as Bergen, Stavanger, Trondheim, Kristiansand, and Tromsø. Around 3/4 of Norway's 5.3 million people reside in the southern half of Norway.

Establishing an Office

The process of establishing a Norwegian company is relatively simple and generally free of restrictions. The Norwegian Ministry of Trade and Industry has established the Altinn Business Information Service web portal to simplify the process of establishing and running business enterprises in Norway. The information is aimed to be relevant, reliable and non-biased. Altinn Business Information Service addresses two target groups; 1) Entrepreneurs looking for information needed to start his/her own business, including forms and brochures, all free of charge; and 2) Enterprises that need answers to most of the questions arising during regular business activities: taxes, value-added tax (VAT), bookkeeping, employer-employee relations, legislation, etc. Altinn Business Information Service provides useful information in an abbreviated format, together with links to sources and useful sites:

Altinn Business Information Service

How to Start and Run a Business in Norway

Tel: 011 (47) 800 33 840

Website: https://www.altinn.no/en/Start-and-Run-a-Business/

All companies establishing a presence in Norway are subject to mandatory registration through a central government agency, the Bronnoysund Register Center, which also maintains open annual accounts on all Norwegian companies.

The Bronnoysund Register Center is a government body under the Norwegian Ministry of Trade and Industry, and consists of several different national computerized registers. These registers contain information and key data on: liabilities and titles in mortgaged movable property; business enterprises; annual accounts and auditor's reports of limited companies; bankruptcies and compulsory liquidations.

Bronnoysundregistrene (Bronnoysund Register Center)

Tel: 011 (47) 75 00 75 00

Website: http://www.brreg.no

The Norwegian Competition Act requires that concentrations (mergers, acquisitions, etc.) be notified to the Norwegian Competition Authority by way of a standardized notification.

Norwegian Competition Authority

Tel: 011 (47) 55 59 75 00

Website: www.konkurransetilsynet.no

Franchising

There are a number of U.S. franchise chains active in Norway, such as McDonalds, Avis, and Starbucks. However, most franchising systems operating in Norway are based on concepts developed in Norway. All franchise systems in Norway are required to act in accordance with the Norwegian legal framework for business enterprises. They also have to operate in line with the framework of the EEA, which is harmonized with EU legislation. Franchising is exempt from the Competition Act through EU directive 4087/88. In Norway, franchising is regulated by the Ministry of Trade and Industry. There are no major obstacles for starting a franchise chain in the country.

There are some challenges in establishing a franchise concept in Norway. Public knowledge about franchising is relatively limited, though there have been attempts to establish franchise conferences in Norway to better educate the public and potential franchisees. There are very few central marketplaces for potential franchisees to meet, so most of the business opportunities are presented through newspaper and magazine advertisements, the Internet, or facilitated meetings. Norway has a limited market size with 5.3 million people distributed over a large geographical area, often forcing franchise concepts to be broader than what is typically the case in the United States. Franchise systems in Norway also face high costs, for example for labor and property rental, and a tight labor market. It has been relatively difficult for potential franchisers to find financing in Norway.

U.S. businesses looking to franchise within the European Union will likely find that the market is quite robust and friendly to franchise systems in general. There are a number of laws that govern the operation of franchises within the EU, but these laws are fairly broad and generally, do not constrain the competitive position of U.S. businesses. The potential franchiser should take care to look not only at the EU regulations, but also at the local laws concerning franchising. More information on specific legislation can be found on the website of the European Franchise Federation: http://www.eff-franchise.com/

Direct Marketing

There are plenty of options for companies wishing to use direct marketing in Norway, despite the fact that privacy issues and protection of personal data has been moved higher on the agenda by Norwegian consumers and authorities, particularly the Norwegian Data Inspectorate. Norwegian consumers now have an option to reserve the right to refuse receiving direct marketing. A national register for this purpose has recently been established by the Bronnoysund Register Center, the administrative agency responsible for a number of national control and registration schemes for business and industry.

For information on Norwegian direct marketing service providers, contact:

- Norwegian Association of Direct Marketing

  Tel: 011 (47) 22 62 70 17

  Website: http://www.nordma.no

- Norwegian Data Inspectorate

  Tel: 011 (47) 22 39 69 00

  Website: http://www.datatilsynet.no

There is a wide range of EU legislation that impacts the direct marketing sector. Compliance requirements are more strict for marketing and sales to private consumers. Companies need to focus, in particular, on the clarity and completeness of the information they provide to consumers prior to purchase and on their approaches to collecting and using customer data. The following gives a brief overview of the most important provisions flowing from EU-wide rules on distance-selling and on-line commerce.

Processing Customer Data

The EU has strict laws governing the protection of personal data, including the use of such data in the context of direct marketing activities. For more information on these rules, please see the privacy section below.

Direct Marketing over the Internet

The e-commerce Directive (2000/31/EC) imposes certain specific requirements connected to the direct marketing business. Promotional offers must not mislead customers and the terms that must be met to qualify for them have to be easily accessible and clear. The Directive stipulates that marketing e-mails must be identified as such to the recipient and requires that companies targeting customers on-line must regularly consult national opt-out registers where they exist. When an order is placed, the service provider must acknowledge receipt quickly and by electronic means, although the Directive does not attribute any legal effect to the placing of an order or its acknowledgment. This is a matter for national law. Vendors of electronically supplied services (such as software, which the EU considers a service and not a good) must also collect value-added tax (see Electronic Commerce section below).

Key Link: http://ec.europa.eu/internal_market/e-commerce/index_en.htm

Joint Ventures & Licensing

Joint ventures and licensing agreements are common in Norway. Joint ventures may not have a name of its own, and its existence cannot be raised as a defense against claims made by third parties. Joint ventures may not be registered and have no independent legal identity. Bookkeeping and audit requirements do not exist for joint ventures, except when specified in the joint venture agreement.

With regard to licensing agreements, it is not mandatory to record these in the official patent office (Styret for det Industrielle Rettsvern - https://www.patentstyret.no) in Norway. However, submitting a record may be recommended. A recorded licensee has the statutory right to be

notified of any third parties filing cancellation actions, etc., and can thereby be more prepared to enforce his/her rights under the license agreement.

There are a number of local consulting firms that provide assistance in connection with license agreements adapted to the Norwegian market and in accordance with Norwegian intellectual property law. For a list of consulting firms, see the section below on Protecting Your Intellectual Property.

Selling to the Government

Norway is party to the Agreement on the European Economic Area (EEA), which extends, in most respects, to the internal market of the EU, as well as to the European Free Trade Agreement (EFTA) countries Norway, Iceland and Liechtenstein. These EFTA members and all the member states of the EU are party to the EEA Agreement. As part of the EEA Agreement, Norway, Iceland and Liechtenstein have adopted relevant EU legislation with respect to public procurement.

Through the signature of the WTO Government Procurement Act (GPA), Norway's public procurement market opened to more countries, so signatory states outside the European Union may also participate. Norway's international commitments through both the EEA and GPA agreements are incorporated into Norwegian legislation. ll public tender notices are required to be published in the Norwegian gazette, Norsk Lysingsblad, and the public procurement database DOFFIN (see below). Through the EEA Agreement, public entities in Norway are required to announce tenders above a certain threshold value in the EU database, Tender Electronic Daily (TED), http://ted.europa.eu/TED/main/HomePage.do. Because of WTO GPA obligations, purchases covered by the GPA are also announced in the DOFFIN database, which automatically forwards tenders above the threshold value to the TED. DOFFIN is the Norwegian Internet-based database for notices of public procurement and procurement in the utilities sectors (water and energy supply, transport, and telecommunications) that are subject to the EU regulations. The purpose of the base of the procurement notices is to:

- Ensure competition and openness about business opportunities;
- Forward all procurement notices for the announcement in TED, when applicable
- Ensure the control of procurement notices before publishing
- Publish and distribute the procurement notices in a searchable format
- Generate relevant statistics in the public sector

The operator for DOFFIN is EUS Holdings Limited (EU-Supply). The Agency for Public Management and eGovernment (Difi) manages DOFFIN on behalf of the Norwegian Ministry of Trade, Industry and Fisheries.

DOFFIN Database: https://doffin.no/en

Legal complaints regarding public procurement in Norway should be directed to the Norwegian courts, or to the EFTA Surveillance Authority (ESA).

EFTA Surveillance Authority (ESA)
Tel: 011 (32) 2 286 18 11
Website: http://www.eftasurv.int/

The U.S. Commercial Service at the U.S. Mission to the European Union has a website dedicated to procurement and a market research site which contains reports on EU tendering and government procurement: http://2016.export.gov/europeanunion/index.asp

Distribution & Sales Channels

Although around 300 U.S. companies have a presence or subsidiaries in Norway, the most common way of doing business is through agents and distributors. Around 3/4 of Norway's 5.3 million people reside in the southern half of Norway. Most major importers and distributors are headquartered in the Oslo region; some have sub-agents or sales offices in other major Norwegian cities.

The rest of the country is made up of widely dispersed, small population centers that are expensive to serve due to long distances and high freight expenses. There are relatively few countrywide, multi-store chains outside the apparel, sporting goods, grocery sectors, and DIY sectors, and most retailers and distributors are small by U.S. standards. As a result, sub-agents and secondary distribution are the standard, workable method of handling Norway's scattered northern markets. With proper market promotion and support, a good local business partner and/or an astute local office, U.S. companies have found good prospects in this small, but affluent market. Moreover, U.S. companies may find some licensing and joint venture agreements and full Norwegian subsidiaries to be excellent vehicles for tapping upscale markets beyond Norway (e.g. the Nordic region and the Baltic states).

Express Delivery

The reliability of deliveries is high, and several large logistics companies offer services in Norway, including:

- UPS https://www.ups.com/no/no/Home.page
- FedEx http://www.fedex.com/no_english/
- DHL http://www.dhl.no/en.html
- TNT https://www.tnt.com/express/no_no/site/home.html#
- Jetpak https://jetpak.com/no?gclid=CMGr2-WlscwCFUJkhgodspAI1A
- Posten http://www.posten.no/en/
- Bring http://www.bring.no/tjenester/pakker

Selling Factors & techniques

Americans with business interests in Norway benefit from ease of communication as the vast majority of Norwegians speak English very well. American culture, including movies and TV series, is pervasive and there is not extensive use of dubbing. Nevertheless, having marketing and training materials in Norwegian language will give companies a competitive advantage. News coverage about Norway in English is sparse, limited to a few Internet services and other media, which provide only brief summaries of major events.

A few useful words on selling techniques in Norway: Norwegian companies are generally willing to pay for quality. They are also willing to switch suppliers to get better terms or better quality. Do not over promise, and make sure that you keep your deadlines and schedule promises - otherwise, Norwegians quickly lose interest. To Norwegians, "new" is not necessarily better. You need to present a convincing case – not based on emotions, but on usefulness and technical quality. New concepts have to be proven as high quality, practical and already well tested. Hard selling techniques will typically not be effective in Norway. Avoid bragging and exaggerations, and attempt to make well-documented presentations that get your counterpart involved and let him/her buy from you rather than you selling through one-way communication. Norwegians are usually very straightforward, in the sense that they are typically not overtly tactical negotiators. If they say your product is too expensive, they probably mean it. If you have made a proposal, you should stick to it. To your Norwegian counterpart, trust is important, and the use of written documents to establish agreements is common. Turning around and changing or adding surprising new elements is generally not popular. It is also hard to renegotiate terms after an agreement has been made, even if circumstances have changed.

E-commerce

Cross-Border E-Commerce

Nordic consumers have achived a high level of maturity when it comes to e-commerce, and foreign players enjoy good prospects for success in the Nordic region. End users in the region, including in Norway, are technology-savy and qualified spenders, and at the very top of e-commerce usage in Europe and globally. Manufacturers, vendors and retailers considering selling through the Internet have the opportunity to get in contact with customers more easily, but still need to consider challenges related to fulfillment, shipping, taxes, value added tax (VAT), and technical regulations. Norway is among the countries in Europe most dependent on foreign e-commerce players.

Current Market Trends

Two trends are still dominant: Omni-channel (integration of physical and digital sales) and mobile shopping. Brick and mortar retailers are practically required to offer shopping online to maintain revenues. The differentiator is the seamlessness of the omni-channel offering. Mobile platforms have bypassed stationary in terms of revenue – so catering for mobile solutions is a minimum requirement for businesses selling online. More than 1/3 of the population in Norway shop on their mobile phones every month. On the horizon, blockchain, and more sophisticated logistics solutions could play a role. Ultimately, understanding customers through the use of small and big data will also separate market segment winners from losers.

B2B ecommerce

B2B is becoming increasingly similar to B2C shopping when it comes to end user experience and flexibility. In addition, vendors who can create a technological interface with customer procurement, or ERP-systems, will have a clear advantage.

E-Commerce Services

A wide range of service providers are present in Norway and throughout Europe and are set up to help vendors and marketplaces with all aspect of their e-commerce business in Norway. This

is especially relevant for value-added tax issues and understanding tariffs and customs regulations, where U.S. SMEs could typically benefit from assistance. The U.S. Commercial Service also has a special focus Affinity Group set up in Europe to help with e-commerce inquiries.

From a logistical point of view, e-commerce often becomes a question of volume and scale. Depending on the product, individual parcels sent from the United States may not be able to compete in Europe because of prohibitive shipping costs and shipping time. Several service providers in Europe, most notably in The Netherlands, specialize in hosting shipping-, handling-, and fulfillment services for small, non-EU companies. However, there is typically a fixed cost associated with this type of service, and U.S. vendors should not expect to break even from the very beginning.

E-Commerce Intellectual Property Rights

Compared to most other countries, vendors offering products in Norway face only a moderate problem with counterfeit products. Intellectual property rights are generally well protected in Northern Europe. Norway is an early adopter, and illegal downloading ceased to be a significant problem at an earlier stage than in neighboring countries. Commercial streaming services are widely used for motion pictures and music.

Popular e-Commerce Sites (both market places and vendors)

1. Komplett (Norway)	www.komplett.no
2. Zalando (Germany)	www.zalando.no
3. Elkjøp (UK/Norway)	www.elkjop.no
4. eBay (USA)	www.ebay.com
5. Ikea (Sweden)	www.ikea.no
6. NetOnNet (Sweden)	www.netonnet.no
7. Netthandelen.no (Norway)	www.netthandelen.no
8. Ellos (Sweden)	www.ellos.no
9. CDON (Sweden)	www.cdon.no

Amazon has not yet entered the Norwegian market.

Online Payment

Payment by debit card and credit card is by far the preferred option for consumers in Norway. Only 30% think that it is important to have the option to pay via invoice. Around 23% would like to have alternative payment solutions such, as the local VIPPS app and Paypal. VIPPS, owned by most major banks in the region, is growing fast, at the expense of Apple Pay, which has yet to be facilitated by the banks. Vendors that have a system for value-added tax collection, and provide a seamless experience for the consumers, will have a major advantage over those who ship from abroad and let the customer handle all the paperwork. An exception applies to de minimis orders, which are tax free below a value of NOK 350 / USD 42 (including shipping).

Mobile E-Commerce

Having a mobile platform is a necessity for marketplaces and vendors online, as this is becoming the preferred interface, not only in Norway, but throughout Europe.

Digital Marketing and Social Media

Search engine optimization and analytics, clever segmentation, understanding social media trends and intelligent use and collection of data are critical factors to understanding how to maximize power to your own brand. Understanding and communicating effectively with your customer is a key feature of the current Internet market place. These are all global topics, and not specific to Norway.

Major Buying Holidays

The Christmas holidays and post-holiday sales, as well as Black Friday, are the peak buying holidays. In some markets segments, sales around the Constitution Day, Valentine's Day, Halloween, and Easter and Winter Breaks, could be opportunities. In general, understanding the seasons is very important in this part of the world, as needs change dramatically from summer to winter.

Trade promotion & advertising

All major types of advertising media are available in Norway. With the exception of the state-controlled Norwegian Broadcasting Corporation's (NRK) TV and radio stations, advertising on radio and television is fully developed, and a number of nationwide and local commercial radio stations compete in a growing market. City radio stations that broadcast during morning and evening commute times are useful advertising vehicles.

Norway has high newspaper readership, with circulation figures audited by the newspaper publishers' association. Extensive demographic information concerning readership is available. Distinctions are drawn between the four major metropolitan areas and other, so-called trade districts, which number around 100.

Major Norwegian business newspapers in print and online include:

- Dagens Naeringsli http://www.dn.no
- Finansavisen http://www.hegnar.no
- Aftenposten http://www.aftenposten.no
- E24 http://www.e24.no

Pricing

Norwegian tariffs on industrial goods are generally quite low. Most of Norway's trade with EU countries is conducted on a duty-free basis under the provisions of the EEA Agreement.

Norway's corporate tax rates are lower than the EU average. Both companies and branches are subject to income and capital tax. An income tax of 23% applies generally to all forms of income of corporate bodies and other entities liable to taxation. No tax allowances are provided.

The Norwegian personal income tax system has two bases for income. The ordinary income base is a net base (after allowable deductions) and is taxed at a rate of 23% in 2018. In addition, Norway has the personal income base, which serves as a gross base for taxation. Top tax (marginal income tax) and social security contributions for employees are based on this.

The top tax (marginal income tax) rates are progressive, and are as follows for 2018:

- Income from NOK 169,000: 1.4%
- Income from NOK 237,900: 3.3%
- Income from NOK 598,050: 12.4%
- Income above NOK 962,050: 15.4%

In addition, the social security contribution for an employee is 8.2% of gross income.

The value-added tax (VAT) is 25% on most goods and services, but is 15% on food items and non-alcoholic beverages, and 8% for personal transport services, movie theater tickets and hotel rooms.

There are high taxes on automobiles (except for electric cars, which are tax free), gasoline, real estate, financial assets, and other items. Overall, government revenues equal half of GDP. Disposable income is much lower than apparent income per capita, but this is offset to some extent by generous state benefits such as mostly free health care, free tuition at public schools and universities, grants for children, high state pensions (social security), etc.

A revised convention for the avoidance of double taxation between the United States and Norway came into force in 1972. It applies to national income taxes in the United States and Norway as well as local income taxes in Norway. The law covers both individuals and corporations in the two countries. For Norwegian taxation purposes, the key is whether an American enterprise operates in Norway through a permanent establishment (article 4 of the convention), defined as a fixed place of business through which a resident of one of the contracting states engages in individual or commercial activity. If so, then all industrial and commercial profits made in Norway are taxable by the Norwegian government (and exempt from taxation by the United States). The identical rule applies to Norwegian-operated permanent establishments in the United States.

Sales Service/Customer Support

The EU institutions have launched a number of initiatives aimed at harmonizing national legislation. Suppliers within and outside the EU should be aware of existing and upcoming legislation affecting sales, service, and customer support.

Product Liability

Under the 1985 Directive on liability of defective products, amended in 1999, the producer is liable for damage caused by a defect in his product. The victim must prove the existence of the defect and a causal link between defect and injury (bodily as well as material). A reduction of liability of the manufacturer is granted in cases of negligence on the part of the victim.

Key link: http://ec.europa.eu/growth/single-market/goods/free-movement-sectors/liability-defective-products/index_en.htm

Product Safety

The 1992 General Product Safety Directive introduces a general safety requirement at the EU level to ensure that manufacturers only place safe products on the market. It was revised in 2001 to include an obligation on the producer and distributor to notify the Commission in case of a problem with a given product, provisions for its recall, the creation of a European Product Safety Network, and a ban on exports of products to third countries that are not deemed safe in the EU.

Key link: http://ec.europa.eu/consumers/safety/prod_legis/index_en.htm

Legal Warranties and After-sales Service

Under the 1999 Directive on the Sale of Consumer Goods and Associated Guarantees, professional sellers are required to provide a minimum two-year warranty on all consumer goods sold to consumers (natural persons acting for purposes outside their trade, businesses or professions), as defined by the Directive. The remedies available to consumers in case of non-compliance are:

- Repair of the good(s);
- Replacement of the good(s);
- A price reduction; or
- Rescission of the sales contract

Key link: http://ec.europa.eu/consumers/rights/gen_rights_en.htm

Although it may not be required by law, marketing, sales service, customer support, user manuals, and training materials in the Norwegian language will give a company a competitive advantage. Other issues pertaining to consumers' rights and protection, such as the New Approach Directives, CE marking, quality control and data protection are dealt with in the Trade Regulations, Customs and Standards chapter in this report.

Protecting Intellectual Property

In any foreign market companies should consider several general principles for effective management of their intellectual property. For background on these principles, please link to our article on Protecting Intellectual Property and Stopfakes.gov (for more resources).

IP Attaché Contact, Norway:
Susan F. Wilson
European Union, European Commission and Turkey
U.S. Mission to the European Union
Boulevard du Régent 27 BE-1000 Brussels, Belgium
E-mail: Susan.Wilson@trade.gov
Tel: 011 (32) 2-811-5308

Due Diligence

Product safety testing and certification is mandatory for the EU market. U.S. manufacturers and sellers of goods have to perform due diligence in accordance with mandatory EU legislation prior to exporting.

For more general due diligence services, the U.S. Embassy in Oslo is well equipped to assist U.S. businesses. Comprised of offices of the U.S. Department of Commerce, Department of State,

Department of Defense, and the Social Security Administration, the Embassy provides services and information for U.S. exporters, investors, and their Norwegian partners. Our trade specialists are available to counsel American companies, as well as Norwegian agents, importers and end-users.

Key Link: http://www.export.gov/norway

Local Professional Services

Following is a sample list of contacts and resources available in Norway to help U.S. businesses wishing to explore the country's investment climate or compare it with other European countries.

Major international accounting firms:

- PwC: http://www.pwc.no
  Tel: 011 (47) 0 23 16
  Tel: 011 (47) 95 26 00 00

- KPMG: http://www.kpmg.no
  Tel: 011 47 45 40 40 63

- Deloitte: http://www.deloitte.no
  Tel: 011 (47) 23 27 90 00

- Ernst & Young: http://www.ey.no
  Tel: 011 (47) 24 00 24 00

- Visma: http://www.visma.no
  Tel: 011 (47) 46 40 40 00

For other local professional services, including legal services, please contact the U.S. Commercial Service in Oslo for qualified lists of providers.

Principal Business Associations

Norway - Web Resources:

- U.S. Commercial Service, Oslo: http://export.gov/Norway
- U.S. Commercial Service, European Union: https://2016.export.gov/europeanunion/
- U.S. Embassy Oslo: https://no.usembassy.gov/
- Market Research Reports: https://www.export.gov/Market-Intelligence
- EU Tenders Website: http://ted.europa.eu/TED/main/HomePage.do
- European public procurement tenders open to U.S. companies: http://export.gov/europeanunion/grantstendersandfinancing/cseutendersdatabase/index.asp
- American Chamber of Commerce in Norway: http://www.amcham.no/
- Confederation of Norwegian Enterprise: http://www.nho.no/english/

- Federation of Norwegian Industries: https://www.norskindustri.no/om-norsk-industri/in-english/
- Federation of Norwegian Commercial and Service Enterprises: http://www.virke.no/
- Abelia - Association of Norwegian ICT- and Knowledge-based Enterprises: https://www.abelia.no/om-Abelia/in-english/
- ICT Norway: http://ikt-norge.no/
- Norwegian Defense & Security Industry Organization (FSi): http://www.fsi.no/eng
- Norwegian Oil and Gas Association: http://www.norskoljeoggass.no/en/
- Norwegian Shipowners' Association: http://www.rederi.no/

Limitations on Selling U.S. Products and Services

Private individuals are banned from importing certain items. Other items are bound by restrictions. This entails that you must have a special permit or license to import the item. More information on restrictions for such items at the authority responsible for the regulations:

- Medicines; contact the Norwegian Medicines Agency: www.legemiddelverket.no
- Weapons; contact the Norwegian Police Authority: www.politi.no
- Plants; contact the Norwegian Food Safety Authority: www.mattilsynet.no
- Foods/Supplements; contact the Norwegian Food Safety Authority: www.mattilsynet.no
- Alcohol; read more about private import of alcohol: www.toll.no

Leading Sectors for US Exports & Investments

Offshore Oil and Gas

Overview

The petroleum sector is a key driver for the Norwegian economy. It is the country's single largest industry. The sector accounts for 14% of GDP, 19% of total investments, 17% of state revenues, and 40% of total exports. Norway is the world´s 3rd largest exporter of natural gas, and the 11th largest exporter of oil. Indirectly, the petroleum sector contributes around 200,000 jobs throughout Norway. Norway's oil production peaked in 2001 at 3.4 million barrels per day (bpd) and has declined to the current level of around 1.9 million bpd. Production is expected to remain relatively stable for the immediate future.

Despite the cyclical nature of this sector, downturns in oil and gas prices and high cost constraints that have emerged over the recent years, the mood in Norway's petroleum industry remains cautiously optimistic. The Norwegian oil and gas industry sector is global in nature.

Norway has had several significant oil and gas discoveries in the past few years, including the giant Johan Sverdrup field, which will require major investments and create new jobs in the industry.

In June 2017, the Norwegian Ministry of Petroleum and Energy announced the 24th licensing round in frontier areas on the Norwegian Continental Shelf (NCS). The licensing round includes a total of 102 blocks. Nine blocks are located in the Norwegian Sea and 93 in the Barents Sea. In June 2018, the Ministry awarded 12 new licenses in 47 blocks on the NCS. Nine of the licenses are located in the Barents Sea, while three are located in the Norwegian Sea. Eleven companies were offered participating interest and six of them were offered operatorships. The licenses are awarded on the condition that the companies commit themselves to a work program for the coming exploration activity.

Resource accounts with estimates of both produced and remaining resources show that there are nearly 8 billion standard cubic meters (scm) of oil equivalents (oe) left to be produced on the NCS. During its more than 45 years of production, Norway has depleted about 6.4 billion scm oe – or 45% of its total resources.

The vast majority of Norway's gas exports are destined for Europe. Norwegian gas accounts for about 20% of total European gas consumption. Norway supplies almost 40% of the UK's gas consumption, and Norway also provides substantial amounts of gas to Germany and France.

Oil and gas production in Norway is only offshore. While there are significant onshore processing facilities, there is no onshore production. The average estimated recovery factor for oil on the NCS is now close to 50% after steady increments during the last decade. Many of the fields that are producing today are of such a magnitude that even a small increase in the recovery factor will yield substantial extra oil volumes.

Leading Sub-Sectors

Leading sub-sectors for U.S. suppliers continue to be increasingly advanced drilling and well completion technologies. Key areas continue to be zero-surface, subsea and deep water technology; advanced technology facilitating remote/onshore, real-time operations, and solutions advancing the e-field, reducing the need for transportation and the number of personnel having to stay on offshore platforms; unmanned systems and ROVs; innovative solutions for improved recovery and marginal field technology; LNG technology/gas value chain, incl. technology facilitating more efficient and clean production and transportation of gas from remote locations; as oil and gas fields are depleted and production ceases, investments are also needed on abandonment or alternative use of installations.

There is growing overlap with other industry and technology sectors, e.g. how to operate in extreme conditions using increasingly advanced technology, sensors and intelligent tools. An example of this is learning and sharing best practices with leaders in robotics, space technology, medical technology, etc.

Most purchases for the offshore industry stem from Norwegian and international oil companies operating on the NCS and from local yards and offshore structure contractors building and maintaining offshore installations. There is extensive use of engineering, procurement and construction (EPC) contracts. Most of these major contracts are channeled through Norwegian and international offshore engineering and service companies developing the NCS.

Publicly listed Equinor ASA, with a 67% Norwegian Government ownership share, controls approximately 80% of the operatorships on the NCS. Equinor is a Fortune 50 company and is the largest company in the Nordic Region by revenue.

Most of the U.S. oil majors and large service companies are present on the NCS: ConocoPhillips, ExxonMobil, Chevron, Halliburton, FMC Technologies/TechnipFMC, National Oilwell Varco, Schlumberger, Baker-Hughes/GE, Cameron, Weatherford, etc.

Opportunities

Investment and operating costs have remained high on the NCS in recent years. The Norwegian government emphasizes that the oil industry needs to strive to make their exploration activities as efficient and cost-effective as possible while at the same time showing due consideration for the environment and the fisheries, especially since exploration and drilling activities are moving further north and into more coastal areas. The remaining resources on the NCS are gradually becoming more difficult to produce, both technologically and commercially. The industry's development and implementation of new and cost saving technologies, e.g. within seismic surveys, interpretation of seismic data, drilling, and subsea production, will be of crucial importance in this regard. Also of great significance is the information sharing and innovation linking the petroleum sector with sectors such as information and communication technology, maritime industries, finance, and other Norwegian energy industries.

The NCS is divided into three petroleum provinces, the North Sea, the Norwegian Sea, and the frontier Barents Sea. Norway continuously seeks new and proven technology to be used in the deeper and more extreme northern waters.

Norway is a mature market for the oil and gas sector as it has been producing oil and gas from the North Sea for decades. The challenge that U.S. companies face is the competition from well qualified domestic and regional equipment and service suppliers.

Web Resources

- Norwegian Ministry of Petroleum and Energy: http://www.regjeringen.no/en/ministries/oed.html?id=750
- Norwegian Petroleum – Government of Norway website with comprehensive information on Norwegian petroleum activities: http://www.norskpetroleum.no/en/
- Norwegian Petroleum Directorate: http://www.npd.no/en/
- Norwegian Ministry of Trade, Industry and Fisheries: http://www.regjeringen.no/en/ministries/nhd.html?id=709
- Norwegian Oil and Gas Industry Association: http://www.norskoljeoggass.no/en/
- Norwegian Shipowners' Association: http://www.rederi.no/nrweb/english.nsf
- Petroleum Safety Authority Norway: http://www.ptil.no/main-page/category9.html?lang=en_US
- Norwegian Coastal Administration: http://www.kystverket.no/en/
- Norwegian Pollution Control Authority: http://www.klif.no/no/english/english

Shipping and Maritime Equipment and Services

Overview

Norway is one of the world's largest maritime offshore nations and has been a major player in shipping and shipbuilding for more than 150 years. With a population of only 5.3 million, Norway is still considered a superpower on the seas, controlling the world's 5th largest merchant fleet, measured by value (up from 6th in 2017). A total of 1,771 Norwegian controlled foreign going ships are registered in 2018. Norwegian ship owners are especially active within shipping areas like offshore service/specialty vessels, oil tankers, bulk carriers, chemical tankers, gas (LNG/LPG) tankers, car carriers, and cruise operations. However, a declining, but still significant over-capacity in the industry represents a challenge. As many as 162 ship and rig layups have been recorded in 2018.

Norway has a long tradition of utilizing the rich maritime environment, including major activities in commercial shipping, fishing and aquaculture. The market for leisure boats is also large in Norway, totaling around 800,000 boats and vessels. The Norwegian coastline measures over 20,000 km. With fjords and islands included, the length of the Norwegian coastline is 126% that of the United States.

Many have characterized the Norwegian maritime community as being the most internationally competitive and knowledge-based industry in Norway. The maritime community is one of the most comprehensive of its kind in the world, encompassing ship owners, brokers, insurance and financial services, classification institutions, shipyards, ship's gear manufacturers, institutions of maritime education, maritime research and development, aquaculture players, maritime authorities and employees' organizations.

Opportunities

U.S. maritime technology and service suppliers have found the Norwegian market well worth exploring for exports and joint ventures. Opportunities for maritime technology companies are particularily rich for two main reasons:

First, a major *technology transfer* is taking place, from offshore oil and gas to other maritime areas. Developing an array of new applications based on world leading offshore energy solutions opens up for many new and innovative companies to participate. For example, offshore oil and gas technology fuels most of the dozens cutting edge aquaculture and ocean farming pilots that the Norwegian government is lisencing. All of these projects, whether on land or offshore, deal with battling sea lice, big waves, fish escapes, pollution, and a range of other hazards, and need the best technologies the world has to offer. Norway is dependent on input in practically all parts of the maritime value chain, and participation by U.S. companies is as welcome now as when Norway's oil and gas resources were first discovered in the 1960s. This technology transfer is a comprehensive, coordinated effort by industry, clusters, and government (e.g. see the Norwegian Government's Ocean Strategy below). Second, a major *cost reduction* phase during the years 2015-2017 for offshore energy exploration companies and major contractors has made the industry more competitive in emerging business segments such as floating offshore wind parks. Innovations and cost control efforts are starting to produce profitable projects that can deliver megawatts to the grid with significantly lower or no subsidies. When share holders in leading corporations give the green light to pursue a wider range of maritime projects, the whole eco system follows.

Web Resources

- Norwegian Government's Ocean Strategy: https://www.regjeringen.no/en/dokumenter/the-norwegian-governments-ocean-strategy/id2552610/
- Norwegian Ministry of Trade and Industry: http://www.regjeringen.no/en/ministries/nhd.html?id=709
- Norwegian Shipowners' Association: http://www.rederi.no/nrweb/english.nsf
- Norwegian Ministry of Petroleum and Energy: http://www.regjeringen.no/en/ministries/oed.html?id=750
- Norwegian Maritime Directorate: http://old.sjofartsdir.no/en/
- Nor-Shipping 2019: http://www.messe.no/en/nor-shipping/

Green Technologies & Renewable Energy

Overview

Norway and its Nordic neighbors are considered world leaders in the use of renewable energy, clean technology and alternative fuels. Norway has accepted a number of international commitments to reduce emissions (including carbon dioxide and NOX). Some of these commitments have proven to be a challenge for Norway, given its role as the world's 11th largest exporter of oil and the 3rd largest exporter of natural gas.

Norway considers itself a global environmental champion and is on the leading edge of several clean energy technologies, especially concerning hydropower, carbon capture and storage, and offshore wind.

Hydropower: Norway has considerable hydro resources and has over the past 100 years constructed more than 330 dams. There are still new niche developments and technology potential associated with hydropower. Norway is a leader in pumped storage hydropower developments.

Carbon Capture and Storage (CCS): As part of its commitment to a carbon neutral economy, Norway considers CCS a high priority and has played an important role in the development of CCS technologies. The commitment to increase CCS as part of offshore production and to develop a test center for gas-fired power stations with CCS in Norway has been a centerpiece of Norway´s energy policy. Norway is also funding projects for CCS capture and storage, for example in a waste recycling plant in Oslo (Klementsrud) and a cement production site in Telemark (Norcem, Brevik).

Electrifying offshore oil platforms: The parliament decided in 2014 for electrification of all fields at Utsirahøyden in the North Sea - Gina Krogh, Ivar Aasen, Edvard Grieg, and the fourth and largest, Johan Sverdrup, where Equinor is operator.

Wind power: This is the renewable energy source where most investments are focused and which is also the source closest to commercial viability (including companies like Equinor, Statkraft, Scatec, Havgul, Fred. Olsen Renewables).

Solar power: Solar power R&D and production has been a fast-growing sector of the global energy market. Norway has been ambitious and several solar technology companies (including REC Solar, REC Silicon, NorSun, Scatec Solar) participate in developments across the entire value chain.

Bio fuels and bio mass: Norway has a total of 765 million m3 of forest, with an annual contribution of 25 million m3. This is about 47% of Norway's landmass.

Early phase technologies: Tidal power and wave energy are also rising developments - based largely on Norway´s offshore capabilities, with current projects also involving osmotic power (salinity gradient energy based on seawater).

Green Buildings: Increasingly, smarter and more efficiant buildings has become a part of a smart city priority, with municipalities taking a stake in private and public development. Green building is therefore a part of a holistic plan of building a more sustainable society. A wide array of innovative technologies from the U.S. fit well in the smart city developments.

Opportunities

As a major producer of fossil fuels, Norway considers that it has an important role in contributing to new technology development. To develop the technologies necessary to meet the twin challenges of energy security and climate change, the Norwegian Government believes that it must use a mix of political incentives/ persuasion and market mechanisms.

Web Resources

- Norwegian Government – Energy initiatives:
  http://www.regjeringen.no/en/topics/Energy.html?id=212
  http://www.regjeringen.no/en/The-Government/stoltenberg-ii/The-Big-Issues/Binding-climate-policy.html?id=446708
- Norwegian Ministry of Trade, Industry and Fisheries:
  http://www.regjeringen.no/en/ministries/nhd.html?id=709
- Norwegian Ministry of Petroleum and Energy:
  http://www.regjeringen.no/en/ministries/oed.html?id=750
- Norwegian Ministry of Environment:
  http://www.regjeringen.no/en/dep/md.html?id=668
- Norwegian Pollution Control Authority: http://www.klif.no/no/english/english/
- Gassnova: http://www.gassnova.no/?language=UK
- Equinor: https://www.equinor.com/no.html
- Statkraft: www.statkraft.com
- Norwegian Water Resources and Energy Directorate: http://www.nve.no/en/
- SINTEF Byggforsk passive house project: www.passiv.no
- Norsk Bioenergiforening (Norwegian Bio Energy Association): http://www.nobio.no/
- Enova: http://www.enova.no/sitepageview.aspx?sitePageID=1346

Healthcare Technologies

Overview

Norway spends more of its GDP (10.5%) on healthcare than any other country in the world, except the United States and Switzerland. That amounts to USD 38.4 billion in total, or USD 7,300 per citizen per annum in 2016. The state-dominated medical system, covering 85% of total healthcare costs, is striving for technological advances and organizational improvements in a climate of budget constraints, a rise in chronic disease and an aging population.

The health and social welfare system in Norway is predominantly publicly financed, primarily through a national insurance tax. The national insurance, or social security, is a collective insurance plan to which all in Norway belong. Citizens requiring medical treatment in Norway are guaranteed medical care and user fees are limited – no one pays more than about USD 150 per year for public health services.

Estimates from the public health authorities and trade associations indicate that the total Norwegian market for medical and dental equipment and supplies is over USD 2 billion. Public health care authorities are estimated to account for about 90% of the purchases of medical equipment, whereas private (non-publicly funded) purchases account for the remaining 10%. About half of the medical equipment is sold to hospitals.

The Norwegian pharmaceuticals market is estimated at USD 2.8 billion, including value added tax (PRP - pharmacy retail price). The modest growth in recent years is attributed to the government's restrictive policy in fixing prices and reimbursement, and the patent expiry of several high turnover brands. The generic pharmaceuticals market has grown significant in recent years and accounts for 49% of the market, and with the introduction of the "step price scheme," aimed at further reducing the price of generic medicines, this is a trend set to continue.

Opportunities

With a rapidly aging population, an increase in chronic disease and increasing healthcare costs, the Norwegian government has stated that telemedicine, e-health and welfare technology are national priorities as they are very important tools in the successful implementation of the key Integrated Health Care Reform of 2012. The authorities are implementing electronic patient journals/EPJ's, and have successfully launched e-prescriptions, a national health portal where citizens will be able to have access to their digital health information. Telemedicine is seen as an important part of future acute medical care, radiology (work-sharing among hospitals) with specialist consultations within the ear-nose-throat field (video conferencing); specialist consultations in dermatology (e.g. video conferencing and still picture technology); and cardiography (e.g. heart rhythm/sound comparisons). Also, clinical information systems, home care and personalized health systems, services for remote patient monitoring, systems for integrating local-, regional-, and national health information networks, represent significant potential for U.S. companies. However, there are some barriers to entry, such as a requirement for local language, privacy and data protection concerns, standardization and interoperability issues, and reimbursement issues.

U.S. companies are estimated to supply around 30% of Norwegian purchases of medical equipment. High end, quality products and a tailored marketing approach are key factors for U.S. companies in penetrating the Norwegian market. The perceived reliability and quality of a product, together with information received from health care providers and from relevant certifying bodies and professional associations in Norway constitute the most significant factors in a purchasing decision for Norwegian buyers and end-users of medical equipment. Due to very limited domestic production, Norway relies heavily on imports of medical equipment and increases in market demand are likely to be met by imports.

Equipment to be sold in Norway must be registered with the Norwegian Directorate of Health https://helsedirektoratet.no/english/medical-devices, and must have EU approval (CE Mark) http://2016.export.gov/europeanunion/eustandardsandcertification/index.asp. Norway participates in the EU internal market through the EEA Agreement (European Economic Area), and has the same rights and obligations as EU member states in regulation of medical devices. Norway applies EU product requirements, methods of conformity assessment, and duty rates for U.S. imports.

Norway spends an estimated USD 7 billion annually on its hospitals, and there is an attractive market for innovative, high quality medical and dental equipment. A further USD 2.5 billion has been earmarked for the Norwegian Ministry of Health and Care Services for upgrading hospital and/or building new hospital facilities.

Large public tenders are to be found at the Norwegian website www.doffin.no and the Tenders Electronic Daily (TED) database where tenders that are covered by EU public procurement law have to be published. A tender's database has been developed by the U.S. mission to the EU, featuring all European public procurement tenders that are open to U.S.– based companies since the European Communities is a party to the GPA.

Web Resources

- Norwegian Ministry of Health and Care Services: http://www.regjeringen.no/en/ministries/hod.html?id=421
- Norwegian Directorate of Health: http://www.helsedirektoratet.no/english/Sider/default.aspx
- Norwegian Directorate of eHealth: https://ehelse.no/english
- Norwegian public health portal – Helseportalen: https://helsenorge.no/Sider/default.aspx
- Norwegian Institute of Public Health: http://www.helsetilsynet.no/Norwegian-Board-of-Health-Supervision/
- Norwegian Center for Integrated Care and Telemedicine: https://ehealthresearch.no/en/
- Norwegian Medicines Agency: http://www.legemiddelverket.no/English/Sider/default.aspx
- Norwegian Food Safety Authority: http://www.mattilsynet.no/language/english/
- South Eastern Norway Regional Health Enterprise (Helse Sør-Øst RHF): https://www.helse-sorost.no/south-eastern-norway-regional-health-authority
- Central Norway Regional Health Enterprise (Helse Midt-Norge RHF): https://helse-midt.no/
- Western Norway Regional Health Enterprise (Helse Vest RHF): https://helse-vest.no/
- Northern Norway Regional Health Enterprise (Helse Nord RHF): https://helse-nord.no/
- Medtek Norge - Norwegian Association for Health and Welfare Technology: http://medteknorge.no/english/

Defense & Aerospace Technologies

Overview

The Norwegian Government presented a core defense spending budget of USD 6.5 billion in 2017, an increase of 7.5% from the year before. The Norwegian defense budget accounted for 1.62% of Norway's GDP in 2017, which is still below the NATO target of 2%. Norway, however, is among

the nations in NATO that spend the most on defense per capita; USD 91,400 in 2017. Norway spends about 25% of its defense budget on investments, which is above the NATO target of 20% (2016).

For the civilian aerospace industry, statistics from the Confederation of Norwegian Enterprises (NHO), Department of Civil Aerospace, show that around 70% of people traveling by air in Norway do not have any other viable travel options. 34% of tourists visiting Norway arrive by air. The Norwegian aerospace industry employs close to 61,000 people and the value chain contributes more than USD 1.56 billion in taxes.

Norway is a member of the International Civil Aviation Organization (ICAO), hence the country adopts and adjusts to regulations and technical standards provided by the ICAO. Norway is not an EU member, but the country commits to most EU regulations through the European Economic Area (EEA), which also connects and commits Norway to European Aviation Safety Agency (EASA) standards.

Opportunities

The defense industry in Norway is known for its niche product spectrum. The Norwegian government has selected eight focus areas for cooperation between the defense industry and the Norwegian Armed Forces:

Prioritized Competence Areas	
1	Command, Control, Information Systems
2	System Integration
3	Autonomous Systems
4	Missile Technology
5	Underwater Sensors
6	Ammunition, Target Technology, Remote Controlled Weapon System and Military Explosives
7	Material Technology
8	Life Support for Military Land, Air and Naval Operation Systems

Larger systems, vessels and vehicles are usually purchased from foreign companies through industrial cooperation agreements.

Most Norwegian defense companies are relatively small compared to international defense companies. According to the EU definition of sizable companies, only three Norwegian defense companies can be considered large, and these are Kongsberg Defense and Aerospace, Nammo and AIM Norway.

There are significant procurement opportunities expected within all military branches in the coming years. The period 2018-2020 is dominated by the ongoing F-35 acquisition, and investments in Land systems and Naval systems. Deliveries of the F-35 Lightning II will continue. The first two F-35s were delivered in 2015 for training purposes in the United States. Norway received its first F-35s on Norwegian soil in November 2017 and is expected to receive six F-35s annually until 2024 – for a total of 52 aircraft.

Norway signed a contract for four new submarines from Germany in 2017. The contract was awarded to the ThyssenKrupp Marine Systems (TKMS) yard in Kiel for a total value of NOK 30 billion (around USD 3.8 billion). The new submarines are expected to be delivered during 2026-2030 and will replace current Ula class submarines.

Norway will replace its P-3C Orion and DA-20 Jet Falcon maritime patrol aircraft with five new P-8A Poseidon MPAs. The first aircraft delivery is expected in 2022.

Norway will strengthen its ground-based air defenses via an upgrade of the current medium-range NASAMS II system and introduce new air defense systems with long range missiles and sensors.

The Norwegian Government also recommends accelerating the purchase of three new helicopter-capable Cost Guard vessels to replace the current Nordkapp class.

On the civil aviation side, Norwegian Air Shuttle ASA has opted to modernize its fleet with 114 state-of-the-art Boeing 737-800 and 100 737-MAX aircrafts. Norwegian Air is continuing to open additional long-haul operations. The company currently has 13 787-Dreamliners in its long-haul fleet, and has an additional 32 on order. In total, Norwegian Air has around 130 Boeing aircraft on order.

Scandinavian Airlines (SAS) started modernizing its long-haul fleet with new aircraft in 2016. An order of 30 Airbus A320 NEOs, two Airbus A330 Enhanced and eight Airbus A350s has been placed. In June 2018, the Ministry of Trade, Industry and Fisheries sold its 37.8 million shares in SAS for about NOK 597 million (USD 75 million). After the sale, the state no longer owns shares in the company.

Oslo Airport Gardermoen was re-opend after expansion in April 2017. Capacity in the departure halls has increased with new check-in counters, and the building has a completely new luggage handling system in order to increase efficiency amd enhance security.

There has been high demand for commercial offshore helicopter service in Norway due to offshore activities; but due to the downturn in the oil and gas industry, transport of personnel to the offshore oil rigs has declined. The oil and gas industry accounts for less than 10% of all domestic flights in Norway.

The Norwegian Civil Aviation Authority (NCAA) announced new regulations for Unmanned Aerial Vehicles (UAVs) in January 2016. The Norwegian regulations are mainly based on the regulatory framework done by the European Aviation Safety Agency (EASA) for unmanned vehicles and remotely piloted aircrafts (RPAS). There has been a significant growth in the numbers of UAV operators in Norway the recent years, and the organization UAS Norway is now counting more than 500 members.

Web Resources

- The Norwegian Ministry of Defense: www.forsvarsdepartementet.no
- The Norwegian Armed Forces: https://www.regjeringen.no/en/id4/
- The Norwegian Defense and Security Industries Association (FSI): www.fsi.no

- The Norwegian Defense Logistics Organization: https://forsvaret.no/flo
- The Norwegian Defense Research Establishment (FFI): www.ffi.no
- Norwegian Armed Forces Operational Headquarters: https://forsvaret.no/fakta/organisasjon/ledelse/Forsvarets-operative-hovedkvarter
- Norwegian Defence Material Agency: https://forsvaret.no/forsvarsmateriell/en/er
- Joint Warfare Center (Office for public information):www.jwc.nato.int
- NAIC – Norwegian Aerospace Industry Cluster: http://www.fsi.no/fsi_english/naic-norwe/
- Federation of Norwegian Aviation Industry (NHO - Aviation): http://nholuftfart.no/english/
- Norwegian Air Shuttle: www.norwegian.no
- Scandinavian Airlines: www.sas.no
- Widerøe: www.wideroe.no
- Ryanair: http://www.ryanair.com/no
- UAS Norway: https://www.uasnorway.no/

Agricultural Sectors; Food, Agriculture, Fishery and Forestry Products

Overview

Norway is a high-cost producer with agricultural policies focused on maintaining a high degree of self-sufficiency. To maintain agricultural production, Norway's subsidies for most agricultural products exceed those of the EU. High tariffs, quantitative restrictions and technical barriers to trade severely limit competitive products from entering the Norwegian market. Tariff-rate quotas exist for grains, meat, and a range of horticultural products. Additionally, Norway extends rebates to food processors in compensation for the high cost of agricultural inputs and to ensure that Norwegian processed products can compete with imports.

Norwegian legislation is more restrictive than EU legislation regarding genetically modified products. This difference in the assessment of biotech products has led to Norway's rejection of several products approved in the EU.
The spirits, wine and beer (containing above 4.75% in alcohol by volume) retail market is controlled by a government monopoly, Vinmonopolet.

Opportunities

Best U.S. Food, Agricultural, Fishery and Forestry Prospects for Norway:

- Processed fruit and vegetables

- Fresh fruit and vegetables
- Tree nuts and peanuts
- Beef, non-hormone treated
- Conventional soybeans
- Health foods, organics and non-traditional, niche products
- Wine and beer
- Sugar and sweeteners
- Pet food
- Hardwood lumber
- Panel/plywood products

Norway is only 50 percent self-sufficient in food and agricultural production. U.S. food and agricultural products are associated with high quality and innovation. Large Nordic retail chains provide opportunities for high volume sales to established U.S. suppliers. Norway is also a large importer of soybeans and has the only crushing facility in the Nordics. While biotech restrictions impede the bulk of U.S. soybean exports, demand for conventional soybeans remains high.

Global branding and further integration of European markets is continuing to produce a more homogeneous food and drink market in Europe, but significant national differences in consumption remain. Nevertheless, certain common trends are evident throughout the EU: demand for greater convenience, more openness to non-traditional foods, and a growing interest in health foods, organics and niche markets. For a thorough analysis of what commodities and products offer the best opportunities, access http://www.fas.usda.gov/ and consult the individual member states' exporter guides.

Web resources:

- Foreign Agriculture Service (FAS): https://www.fas.usda.gov/
- Norwegian Farmers' Union: https://www.bondelaget.no/
- International Society of European Agricultural Cooperatives (INTERCOOP EUROPE): http://www.uia.be/s/or/en/1100009532
- Norwegian wine and spirits monopoly – Vinmonopolet: http://www.vinmonopolet.no/supplying

Trade Regulations, Customs, & Standards

Import Tariff

Norway (with Switzerland, Iceland and Liechtenstein) is a member of the European Free Trade Association (EFTA). EFTA members, except Switzerland, participate in the European Union (EU) single market through the European Economic Area (EEA) accord. Norway grants preferential tariff rates to EEA members. As an EEA signatory, Norway assumes most of the rights and obligations of EU member states. The principal exception is in the agricultural sector, which the EEA accord does not cover.

- The Customs Tariff can be found on the Norwegian Customs and Excise website:

  http://www.toll.no/en/

  Tel: 011 (47) 55 38 88 38

When products enter the EU/EEA, they need to be declared to customs according to their classification in the Combined Nomenclature (CN). The CN document is updated and published every year, and the latest version can be found on the European Commission's website: https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/what-is-common-customs-tariff/combined-nomenclature_en

U.S. exports to the EU/EEA are subject to an average tariff of around three percent. U.S. exporters should consult "The Integrated Tariff of the Community," referred to as TARIC (Tarif Intégré de la Communauté), to identify the various rules which apply to specific products being imported into the customs territory of the EU/EEA. To determine if a license is required for a particular product, check the TARIC website below.

The TARIC can be searched by country of origin, Harmonized System (HS) Code, and product description on the interactive website of the Directorate-General for Taxation and the Customs Union. The online TARIC is updated daily.

Key Link: TARIC

Trade Barriers

For information on existing trade barriers, please see the National Trade Estimate Report on Foreign Trade Barriers published by USTR and available through the following website: https://ustr.gov/about-us/policy-offices/press-office/reports-and-publications/2017/2017-national-trade-estimate

Information on agricultural trade barriers can be found at the following U.S. Department of Agriculture, Foreign Agricultural Service, website: http://www.usda-eu.org/

To report existing or new trade barriers and get assistance in removing them, contact either the Trade Compliance Center at http://tcc.export.gov/ or the U.S. Mission to the European Union at http://export.gov/europeanunion/

Import Requirements & Documentation

The TARIC (Tarif Intégré de la Communauté), described above, is available to help determine if a license is required for a particular product. Moreover, the European Commission maintains an export helpdesk with information on import restrictions of various products: Import Restrictions on Agricultural Products

Many EU/EEA countries maintain their own list of goods that are subject to import licensing. The Norwegian Directorate of Customs' list of goods with import restrictions can be found on the following website: https://www.toll.no/en/corporate/import/goods-with-import-restrictions/

For information relevant to member state import licenses, please consult the relevant member state Country Commercial Guide: EU/EEA Country Commercial Guides EU/EEA Country Commercial Guides or conduct a search on the Commerce Department's Market Research Library, available from: Market Intelligence

Import Documentation

The Single Administrative Document

The official model for written declarations to customs is the Single Administrative Document (SAD). The SAD describes goods and their movement around the world and is essential for trade outside the EU/EEA or trade of non-EU/EEA goods. Goods brought into the EU/EEA customs territory are, from the time of their entry, subject to customs supervision until customs formalities are completed. Goods are covered by a Summary Declaration which is filed once the items have been presented to customs officials. The customs authorities may, however, allow a period for filing the Declaration which cannot be extended beyond the first working day following the day on which the goods are presented to customs.

The Summary Declaration is filed by:

- The person who brought the goods into the customs territory of the Community or by any person who assumes responsibility for carriage of the goods following such entry; or
- The person in whose name the person referred to above acted.

The Summary Declaration can be made on a form provided by the customs authorities. However, customs authorities may also allow the use of any commercial or official document that contains the specific information required to identify the goods. The SAD serves as the EU/EEA importer's declaration. It encompasses both customs duties and VAT and is valid in all EU/EEA countries. The declaration is made by whoever is clearing the goods, normally the importer of record or his/her agent.

As indicated, European Free Trade Association (EFTA) countries including Norway, Iceland, Switzerland, and Liechtenstein also use the SAD. Information on import/export forms is contained in Council Regulation (EEC) No. 2454/93, which lays down provisions for the implementation of the Community Customs Code (Articles 205 through 221). Articles 222 through 224 provide for computerized customs declarations and Articles 225 through 229 provide for oral declarations.

More information on the SAD can be found at: Single Administration Document

The Union Customs Code (UCC) was adopted in 2013 and its substantive provisions went into effect on May 1, 2016. It has replaced the Community Customs Code (CCC). In addition to the UCC, the European Commission published delegated and implementing regulations on the actual procedural changes. Here is a link to the EU Customs Code: http://ec.europa.eu/taxation_customs/customs/customs_code/union_customs_code/index_en.htm

Economic Operator Registration and Identification (EORI)

Since July 1, 2009, all companies established outside of the EU are required to have an EORI number if they wish to lodge a customs declaration or an Entry/Exit Summary declaration. All U.S. companies should use this number for their customs clearances. An EORI number must be formally requested from the customs authorities of the specific member state to which the company first exports. Member state customs authorities may request additional documents to be submitted alongside a formal request for an EORI number. Once a company has received an EORI number, it can use it for exports to any of the EU/EEA countries. There is no single format for the EORI number. Once an operator holds an EORI number he/she can request the Authorized Economic Operator (AEO: see below under "MRA") status, which can give quicker access to certain simplified customs procedures.

More information about the EORI number can be found at: Economic Operator Identification and Registration

Agreement on Customs Cooperation and Mutual Assistance in Customs Matters

The United States and Norway have entered into a Customs Cooperation and Mutual Assistance in Customs Matters Agreement (CMAA). The EU also has a CMAA with the United States. For additional information, please see: https://www.cbp.gov/border-security/international-initiatives/international-agreements/cmaa

The United States and the EU have signed a Decision recognizing the compatibility of AEO (Authorized Economic Operator), thereby facilitating faster and more secure trade between U.S. and EU operators. The World Customs Organization (WCO) SAFE Framework of Standards provides the global standard for AEO. AEO certification is issued by a national customs authority and is recognized by all EU countries' customs agencies. Shipping to a trader with AEO status could facilitate an exporter's trade as its benefits include expedited processing of shipments, reduced theft/losses, reduced data requirements, lower inspection costs, and enhanced loyalty and recognition.

The EU has concluded and implemented Mutual Recognition of AEO programs with Norway, Switzerland, Japan, Andorra, the United States and China.

Additional information can be found on the following link: https://www.cbp.gov/border-security/ports-entry/cargo-security/c-tpat-customs-trade-partnership-against-terrorism/mutual-recognition/aeo-programs

New European Initiatives: Circular Economy & Plastics Strategy

Norway and the EU have a range of new initiatives to promote the circular economy and combat pollution caused by plastics, including marine littering.

For more information on Norway's initiatives, please see: https://www.regjeringen.no/en/aktuelt/brussels-speech-on-marine-litter/id2607330/ and https://www.regjeringen.no/contentassets/00f5d674cb684873844bf3c0b19e0511/the-norwegian-governments-ocean-strategy---new-growth-proud-history.pdf

In 2014, the EU Commission published the Communication "Towards a circular economy: A zero waste program for Europe". The Communication acknowledges the intense competition for resources within Europe and the need to ensure market mechanisms eliminate waste. When implementing this package, the EU will promote regulatory and voluntary measures that encourage the "design out" of waste during the product development cycle. These measures include introducing mandatory recycling targets for waste, improvements to energy and resource use (e.g. water) and eliminating the use of materials in products that inhibit the collection, recycling and reuse of materials in products.

On January 16, 2018, the EU Commission adopted a strategy document entitled, "A European Strategy for Plastics in a Circular Economy". The strategy acknowledges that plastics have a positive and negative impact on the environment, while calling for voluntary and regulatory measures aimed at mitigating the environmental harm caused by plastics. These measures address marine litter caused by the shipping industry; measures addressing the chemical composition of plastics to encourage recycling; potential regulation on single use plastics; and funding for the development of chemical and mechanical recycling.

Batteries

The EU Battery Directive adopted in 2006 applies to all batteries and accumulators placed on the EU/EEA market. This includes automotive, industrial and portable batteries. The Directive seeks to protect the environment by restricting the sale of batteries and accumulators that contain mercury or cadmium (with an exemption for emergency and alarm systems, medical equipment and cordless power tools) and by promoting a high level of collection and recycling. It places the responsibility on producers to finance the costs associated with the collection, treatment, and recycling of used batteries and accumulators. The Directive also includes provisions on the labeling of batteries and their removability from equipment. The European Commission publishes a FAQ document to assist interested parties in interpreting its provisions. For more information and relevant market research reports, click on this link: http://www.export.gov/europeanunion/marketresearch/index.asp

Registration, Evaluation and Authorization and Restriction of Chemicals (REACH)

REACH applies to all chemicals manufactured or imported into the EU/EEA in quantities exceeding one metric ton. The regulation entered into force in 2007 (Regulation 1907/2006) and touches virtually every industrial sector, from automobiles to textiles. REACH imposes a registration obligation on all entities affected by the one metric ton criteria by May 31, 2018. The European Chemicals Agency (ECHA) is the agency responsible for receiving and ensuring the completeness of such registrations. U.S. companies without a presence in Europe need to rely on an EU-based partner, typically either an importer or a specialized 'Only Representative.'

In addition to the registration requirement, U.S. exporters should carefully review the REACH 'Candidate List' of Substances of Very High Concern (SVHCs) and the 'Authorization List.' Under certain conditions, substances on the Candidate List are subject to communication requirements

prior to their export to the EU. Companies seeking to export chemicals on the 'Authorization List' will require an authorization. The Candidate List can be found at: Candidate List. The Authorization List is available at: The Authorization List.

Waste Electrical and Electronic Equipment (WEEE) Directive

EU rules on WEEE, while not requiring specific customs or import paperwork, may entail a financial obligation for U.S. exporters. The Directive requires U.S. exporters to register relevant products with a national WEEE authority or arrange for this to be done by a local partner. It also requires manufacturers to inform the consumer that their product should be recycled by including the "crossed out wheelie-bin" symbol on the product or with the packaging. (See the section entitled "Mandatory Marks and Labels" for more information.) The WEEE Directive was revised on July 4, 2012, and the scope of products covered was expanded to include all electrical and electronic equipment. U.S. exporters seeking more information on the WEEE Directive should click on: Restriction on Hazardous Substances RoHS

The ROHS Directive imposes restrictions on the use of certain chemicals in electrical and electronic equipment. It does not require specific customs or import paperwork however, manufacturers must self-certify that their products are compliant and affix a "CE" mark. (See the section entitled "Mandatory Marks and Labels" for more information.) The 2011 revisions to the ROHS Directive significantly expanded the scope of covered products. Generally, U.S. exporters have until July 22, 2019, to bring products into compliance that were once outside the scope. U.S. exporters seeking more information on the RoHS Directive should click on: http://www.export.gov/article?id=European-Union-Restriction-of-the-Use-of-Certain-Hazardous-Substances-Directive-RoHS-II

Cosmetics Regulations

The EU legislation harmonizing the regulation of cosmetic products has applied since July 11, 2013. The most controversial element of the regulation was the introduction of an EU/EEA-wide system for the notification of cosmetic products prior to their placement on the EU/EEA market. Only an EU/EEA-established entity may submit such a notification. Therefore, U.S. exporters must either retain a "Responsible Person" to act on their behalf, rely on the entity responsible for the import of their product into the EU, or establish a presence in an EU Member State.

Agricultural Documentation

Phytosanitary Certificates: Phytosanitary certificates are required for most fresh fruits, vegetables, and other plant materials.

Sanitary Certificates: For commodities composed of animal products or by-products, EU/EEA countries require that shipments be accompanied by a certificate issued by the competent authority of the exporting country. This applies regardless of whether the product is for human consumption, for pharmaceutical use, or strictly for non-human use (e.g., veterinary biologicals, animal feeds, fertilizers, research). The vast majority of these certificates are uniform throughout the EU/EEA, but the harmonization process is still ongoing. Most recently, certificates for a series of highly processed products including chondroitin sulphate, hyaluronic acid, hydrolyzed cartilage products, chitosan, glucosamine, rennet, isinglass and amino acids are being harmonized. Until harmonization is finalized, certain country import requirements continue to

apply. In addition to the legally required EU/EEA health certificates, a number of other certificates are used in international trade. These certificates, which may also be harmonized in EU legislation, certify origin for customs purposes and certain quality attributes. Updated information is available on: Harmonized Import Requirements.

Sanitary Certificates (Fisheries)

In April 2006, the EU declared the U.S. seafood inspection system to be equivalent to the European one. Consequently, a specific public health certificate must accompany U.S. seafood shipments. The U.S. fishery product sanitary certificate is a combination of Commission Decision 2006/199/EC for the public health attestation and of Regulation 1012/2012 for the general template and animal health attestation. Unlike for fishery products, the U.S. shellfish sanitation system is not equivalent to that of the EU's. The EU and the United States are currently negotiating a veterinary equivalency agreement on shellfish. In the meantime, the EU still has a ban in place (since July 1, 2010), that prohibits the import of U.S. bivalve mollusks, in whatever form, into EU territory. This ban does not apply to wild roe-off scallops.

Since June 2009, the only U.S. competent authority for issuing sanitary certificates for fishery and aquaculture products is the U.S. Department of Commerce, National Marine Fisheries Service (NOAA-NMFS).

In addition to sanitary certificates, all third countries wishing to export fishery products to the EU/EEA are requested to provide a catch certificate. This catch certificate certifies that the products in question have been caught legally. For detailed information on import documentation for seafood, please contact the NOAA Fisheries office at the U.S. Mission to the EU (stephane.vrignaud@trade.gov) or visit the following: NOAA dedicated website

Labeling and marking requirements

Summary

There is a broad array of EU/EEA legislation pertaining to the marking, labeling and packaging of products, with neither an "umbrella" law covering all goods, nor any central directory containing information on marking, labeling and packaging requirements. This overview is meant to provide the reader with a general introduction to the multitude of marking, labeling and packaging requirements or marketing tools to be found in the EU/EEA.

Introduction

The first step in investigating the marking, labeling and packaging legislation that might apply to a product entering the EU/EEA is to draw a distinction between what is mandatory and what is voluntary. Decisions related to mandatory marking, labeling and/or packaging requirements may sometimes be left to individual countries. Furthermore, voluntary marks and/or labels are used as marketing tools in some EU/EEA countries. This report is focused primarily on the mandatory marks and labels seen most often on consumer products and packaging, which are typically related to public safety, health and/or environmental concerns. It also includes a brief overview of a few mandatory packaging requirements, as well as more common voluntary marks and/or labels used in EU/EEA markets.

It is also important to distinguish between marks and labels. A mark is a symbol and/or pictogram that appears on a product or its respective packaging. These range in scope from signs of danger to indications of methods of proper recycling and disposal. The intention of such marks is to provide market surveillance authorities, importers, distributors and end-users with information concerning safety, health, energy efficiency and/or environmental issues relating to a product. Labels, on the other hand, appear in the form of written text or numerical statements, which may be required but are not necessarily universally recognizable. Labels typically indicate more specific information about a product, such as measurements, or an indication of materials that may be found in the product (such as in textiles or batteries).

OVERVIEW

Mandatory Marks & Labels

- Textiles
- Cosmetics
- Dangerous Substances
- Explosive Atmosphere
- Electrical & Electronic Equipment
- Household Appliances
- Pricing
- Footwear
- Units of Measurement
- Automotive
- Tire labeling
- Maritime
- Materials in Contact with Food
- Noise Emissions
- Wood packaging
- Energy Efficiency
- Recycling - Separate Collection

Voluntary Marks and Labels

- Cup/Fork Symbol (material in contact with food)
- Eco-Label
- Green Dot
- Energy Star
- 'e' Mark

Recycling Marks

Voluntary and mandatory marks and labels apply to all Member States of the EU, countries in the European Economic Area, European Free Trade Association, as well as candidate countries seeking membership.

MANDATORY MARKS AND LABELS

CE MARKING

This is probably the most widely used and recognized marking required by the EU/EEA. Found in all "New Approach" legislation with a few exceptions, the CE marking demonstrates that a product meets all essential requirements (typically related to safety, health, energy efficiency and/or environmental concerns). CE marking is required for the following products/product families:

- Cableway installations
- Civil explosives
- Construction products
- Electrical/electronic products
- Electromagnetic compatibility
- Low voltage
- Restriction of Hazardous Substances
- Energy efficiency
- Equipment and protective systems in potentially explosive atmospheres (ATEX)
- Gas appliances
- Hot water boilers
- Lifts
- Machinery
- Medical devices (3)
- Non-automatic weighing instruments
- Personal protective equipment
- Pressure equipment
- Radio equipment
- Recreational crafts
- Refrigeration appliances
- Simple pressure vessels
- Toys

For each "New Approach" law there is a separate list of references to harmonized European standards, the use of which provides the manufacturer with the 'presumption of conformity' with essential requirements. While other non-EU standards may be used to demonstrate a product's compliance with the applicable directive(s), the manufacturer will have to provide detailed information regarding the compliance process. An array of standardized safety warning symbols/pictograms may also be applicable to each of the above product categories.

In 2008, the EU adopted a package of measures known as the New Legislative Framework (NLF) which provides a regulatory 'toolbox' for new and revised EU product safety legislation. The framework is designed to improve market surveillance, more clearly define the responsibilities of manufacturers, importers and distributors, and clarify the meaning of CE marking across a wide-range of product groups. In February 2014, to align product harmonization legislation with the provisions of the NLF (most notably Decision 768/2008), the European Union adopted an

"Alignment Package" consisting of eight revised CE marking directives. These newly aligned directives are in force since 2016.

Note: The EU is currently finalizing new legislation that will impact CE marking for medical devices. The new regulations have transition period with the new measures coming into force in 2020 for medical devices and 2022 for in-vitro medical devices.

For more information:

CE Marketing

Harmonized Standards

New Legislative Framework

CE Marking Laws Applicable

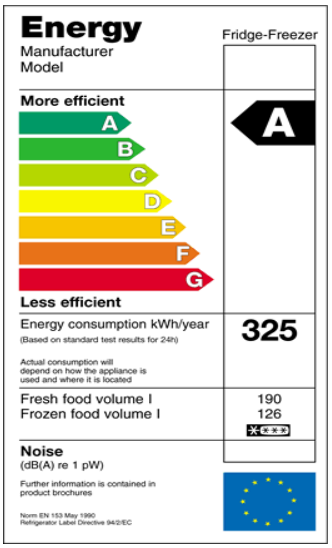
THE WASTE ELECTRICAL AND ELECTRONIC EQUIPMENT DIRECTIVE (WEEE)

This directive is designed to tackle the rapidly increasing waste stream of electrical and electronic equipment and complements EU/EEA measures on landfills and waste incineration. Increased recycling of electrical and electronic equipment, in accordance with the directive requirements, limits the total quantity of waste going to final disposal. This directive affects the following product categories:

- Large and small household appliances
- Consumer equipment
- Lighting equipment
- IT and Telecommunications equipment
- Electrical and Electronic Tools
- Toys and Sports equipment
- Medical Devices
- Monitoring and control equipment
- Automatic dispensers

The symbol shown above must be displayed on all products that fall under this directive and indicates that the product is not to be discarded with normal household waste. It is a required mark on batteries. In instances where this symbol cannot be displayed on the equipment itself, it should be included on the packaging. For more information: Directive 2012/19/EU

ENERGY LABELING



Directive 2010/30/EU "on the indication by labeling and standard product information of the consumption of energy and other resources by energy-related products" sets a framework for the adoption of product-specific directives on the proper energy efficiency labeling for each concerned product. With the adoption of Regulation 2017/136 on energy labeling, which entered into force on August 1, 2017, the original directive 2010/30/EU was repealed; labeling categories were simplified; and the scope was extended.

Suppliers are to supply free of charge labels or product fiches containing information about consumption of electric or other energy sources to their dealers. Dealers display labels in a visible and legible way and make the fiche available in product brochures or other literature. For more information: Clearer Energy Labelling and Energy Consumption

DEVICES FOR USE IN POTENTIALLY EXPLOSIVE ATMOSPHERE (ATEX)

In addition to applying a CE marking for products falling under the ATEX Directive (2014/34/EC), it is necessary to display the Ex mark, which is a specific marking of explosion protection. Located next to the 'Ex' mark will be a symbol designating the product group or category as specified in the directive.

The revised ATEX Directive (2014/34/EC) was adopted in February 2014 as part of the New Legislative Framework alignment package. It replaced the existing directive and became applicable on April 20, 2016.

For more information: Mechanical Engineering and Directive 2014/34/EU

NOISE EMISSION OF OUTDOOR EQUIPMENT

Machines used outdoors are subject to CE marking requirements. Noise emission levels are covered separately. The sample mandatory label shown above specifies noise emission levels. For more information: Noise Emissions

MARITIME

The "steering wheel" mark shown above is the equivalent of CE marking for marine equipment. It applies to equipment for use on board any new EU ship, wherever the ship is situated at the time of construction, and to equipment placed on board existing EU ships, whether for the first time or to replace equipment already carried on board. It does not apply to equipment already on board on the date on which the directive entered into force in 1997. The directive applies to the following equipment categories:

- Life-saving appliances
- Marine pollution prevention
- Fire protection
- Navigation equipment
- Radio-communication equipment

A revised Marine Equipment Directive (2014/90/EC) was adopted in July 2014 and is applicable since September 18, 2016. For more information: Directive 2014/90/EC

TEXTILES

Textile products must be labeled or marked whenever they are put onto the market for production or commercial purposes (sale). The names, descriptions and details of a textile's fiber content must be indicated on products available to consumers. With the exception of trademarks or the name of the undertaking, information other than that required by the directive must be listed separately. Member States may require that their national language be used on the labeling and marking required by the directive. For more information: Textiles Legislation

FOOTWEAR

lining & sock

Labels must convey information relating to the upper, the lining and insole sock, and the outer-sole of the footwear article. The information must be conveyed by means of approved pictograms or textual information, as defined by the directive.

The label must be legible, firmly secured and accessible, and the manufacturer or the authorized agent established in the Community is responsible for supplying the label and for the accuracy of the information contained therein. Only the information provided for in the directive need be supplied. There are no restrictions preventing additional information being included on the label. For more information: Footwear

COSMETICS

Containers and/or packaging (in certain cases) must bear, in indelible, easily legible and visible characters, the following:

- The name, trade name and address, or registered office, of the manufacturer or person responsible for marketing the cosmetic product within the Community
- The nominal contents at the time of packaging (by weight or volume)
- The date of minimum durability indicated by "Best before end," for products with a minimum durability of less than 30 months. In this case the following must figure on the packaging:

- The period after opening during which the product can be used without harm to the consumer, for products with a minimum durability of less than 30 months (indicated by a symbol representing an open cream jar, as shown below):

- Particular precautions for use
- The batch number or product reference, for identification
- The product's function

If it is impossible for practical reasons to print on the packaging all the conditions of use and particular warnings, an enclosed leaflet, label or tape has to be provided and the following symbol has to be on the packaging:

The Member States are to draw up procedures for providing the information set out above in the case of cosmetic products that have not been pre-packaged. The product function and list of ingredients also must appear on the container or packaging. Member States may stipulate that the information on the label is provided in their national or official language(s).

About the labeling of nanomaterials present in cosmetics:

The Cosmetics regulation indicates that from July 2013 "all ingredients present in the form of nanomaterials shall be clearly indicated in the list of ingredients" and that "the names of such ingredients shall be followed by the word 'nano' in brackets." For more information: Regulation 1223/2009 and Market Research Report on "EU Cosmetics Legislation"

DANGEROUS SUBSTANCES

Regulation on the Classification, Labeling and Packaging of Chemicals

The labeling of dangerous substances must indicate the following:

- The name of the substance
- The origin of the substance (the name and address of the manufacturer or distributor)
- The danger symbol and an indication of danger involved in the use of the substance
- A reference to the special risks arising from such dangers

The dimensions of the label must not be less than a standard A8 sheet (52 x 74mm), and each symbol must cover at least one-tenth of the label's surface area. Member States may require their national language(s) to be used in the labeling of dangerous substances. Where the packaging is too small, the labeling may be affixed in some other manner. The packaging of products considered dangerous which are neither explosive nor toxic may go unlabeled if the product contains such small quantities of dangerous substances that there is no danger to users.

Symbols must be employed if the substance can be defined as any one of the following (as shown above): explosive, oxidizer, flammable, harmful, toxic irritant, corrosive, or harmful to environment. Containers of hazardous substances should include, in addition to the appropriate symbols, a raised triangle to alert the vision-impaired to their contents. Note that this directive has undergone numerous amendments relating, amongst other things, to the marking and labeling of additional substances. Accordingly, it is advisable to consult all literature.

Regulation 1272/2008 implements the classification, labeling and packaging requirements for chemicals based on the Worldwide United Nation's Globally Harmonized System (UN GHS). For more information: Regulation 1272/2008/EC on the classification, labeling and packaging

Toxic chemicals

A mandatory composition declaration is imposed on domestic and foreign suppliers of chemical substances and products. The requirement calls for a 100% product composition declaration to be filed and registered in the product register. These provisions govern the declaration and labeling of very toxic, toxic, and carcinogenic substances and products. These products must be declared to the product register prior to import and production. The fundamental principle is that all manufacturers and importers of chemicals shall provide all the information required by the product register. In cases where foreign producers need to withhold detailed composition from the importer, the foreign producer may send the complete chemical composition directly to the product register. One condition for accepting the above is that the importer supplies administrative information ("administrative data") with reference to the information provided by the foreign supplier. The Norwegian importer is nevertheless responsible for labeling the product and preparing the safety data sheet. In special instances, however, the board of the product register may grant a partial or total dispensation from the declaration requirements. Exemptions may be granted only for specific product groups, and for a limited period of time. The exemptions will normally not be granted for more than three years at a time. Special guidelines have been prepared in connection with the various forms of dispensation, which may be obtained from the product register:

The Product Register - Produktregisteret

The Product Register is the Norwegian Government's central register for chemical products that are on the market in Norway: http://www.miljodirektoratet.no/en/Areas-of-activity1/Chemicals/The-Product-Register/

Norwegian Climate and Pollution Agency is the relevant agency under the Norwegian Ministry of Environment: http://www.miljodirektoratet.no/no/Om-Miljodirektoratet/Norwegian-Environment-Agency/

Safety data sheets

Arbeidstilsynet (the Norwegian Labor Inspection Authority) is the public body responsible for ensuring that the provisions of the Working Environment Act are complied with: https://www.arbeidstilsynet.no/en/

Mattilsynet (the Norwegian Food Control Authority) is the governmental body responsible for regulations and controls to ensure that food and drinking water are as safe and healthy as possible for consumers, and also works to promote plant, fish and animal health: http://www.mattilsynet.no/language/english/

Legal Metrology and Metric Units of Measurement

This legislation specifies permissible ranges of nominal quantities, container capacities and the weights or volumes of prepackaged products. Manufacturers are advised to take note that all

labels require metric units, although dual labeling is also acceptable. For more information: Legal Metrology

PRICE DISPLAY

The directive requires an indication of the selling price, and price per unit of measurement, on all products offered to consumers. The aim is to improve the information available to the consumer and to facilitate price comparison. This information must be unambiguous, clearly legible and easily identifiable. If advertising mentions the item's selling price, it must also indicate its unit price. For products sold in bulk, the unit price is the only item whose indication on the label is mandatory. National authorities may provide alternatives for products sold by small retail business operations. For more information: Directive 98/6/EC on the indication of the prices of products offered to consumers.

AUTOMOTIVE

e4

Nearly every vehicle component must be certified for safety as specified under the various directives relating to automobiles. The number shown in the rectangle on the label indicates the particular country in which the approval process was conducted. A "base approval number" must also be provided adjacent to this certification. This four-digit number will correspond to the directive and type of device in question. The country-number correlation is as follows (this is not an exhaustive list):

1	Germany	6	Belgium	18	Denmark
2	France	9	Spain	21	Portugal
3	Italy	11	UK	23	Greece
4	Netherlands	13	Luxembourg	24	Ireland

All existing directives on motor vehicles, in chronological order, are available online at: Existing Motor Vehicles Directives

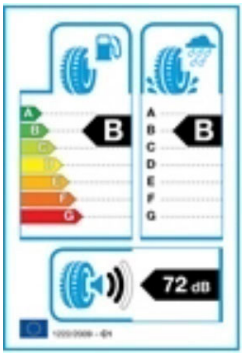
Photometry

E4

A similar marking is an 'E' surrounded by a circle, which applies to the testing of headlight lamps, brake light lamps and turning signal lamps of all vehicles seeking EU/EEA market entry. These include consumer vehicles, low-volume production trucks, light and heavy goods vehicles,

trailers, motorcycles, cranes, agriculture and forestry tractors, and special-purpose and off-road vehicles. For more information: Automotive Legislation

TIRE LABELING



Tire label legislation requires that tire manufacturers declare fuel efficiency, wet grip and external rolling noise performance of C1, C2 and C3 tires (i.e. tires mainly fitted on passenger cars, light and heavy-duty vehicles).

The objective of the regulation is better information for the consumer and a contribution to a more energy efficient transport policy.

For more information:

Energy Topics

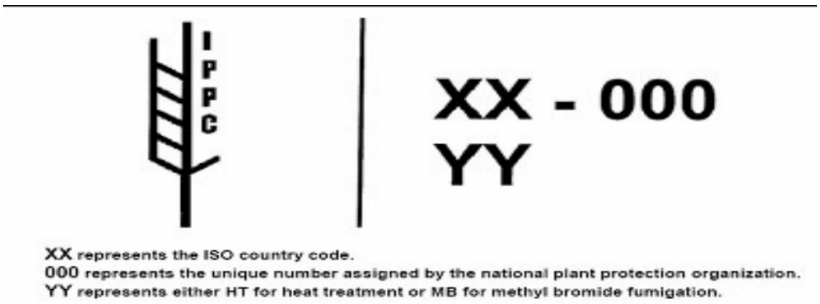
Directive 1222/2009/EC

Directive 288/2011/EC

PACKAGING MATERIAL

The EU Packaging and Packaging Waste Directive harmonized member state legislation regarding packaging material composition and the management of packaging waste. Composition of packaging material is addressed in a series of EU-wide standards. For the management of packaging waste through recycling targets and collection and recycling systems, countries have adopted voluntary marking mentioned in the following pages. For more information: Directive 94/62/EC

Wood Packaging



Like the United States, the EU has adopted legislation to ensure pest control in wood packaging. The marking used for regulated materials is based on the International Plant Protection Convention compliance symbol shown above. For more information: Requirements for wood packaging and dunnage

VOLUNTARY MARKS AND LABELS

MATERIALS IN CONTACT WITH FOOD

Manufacturers of containers, plates, cups, and other material that is intended to come into contact with food are required to check the compliance of their product with EU chemical safety requirements. Using the symbol shown above shows compliance with these requirements. It is mandatory to comply with the legislation, but the use of the symbol is voluntary. For more information: Legislation on Food Contact Materials

THE e-MARK

The e-mark, shown above, acts as a metrological "passport" to facilitate the free movement of prepackaged goods. It guarantees that certain liquids and other substances have been packed by weight or volume in accordance with the directives. While compliance is not mandatory, free movement throughout the EU is guaranteed for prepackaged products that do comply with the provisions of the directive.

Containers with an e-mark also bear an indication of the weight or volume of the product, known as its “nominal” weight or volume. The packer (or importer, if the container is produced outside the EU) is responsible for ensuring that the containers meet the directive’s requirements. For more information: Prepackaging

THE ECO-LABEL

The European Eco-label enables European consumers, including public and private purchasers, to easily identify officially approved green products across the European Union, Norway, Liechtenstein and Iceland. Introduced in 1992, the label communicates to the customer that the marked products meet specific eco-friendly criteria that have been developed to apply to everyday consumer goods and services.

The symbol may apply to the following 27 product and services groups:

All-purpose cleaners and cleaners for sanitary facilities	Household cleaning products	Textile products
Bed mattresses	Laundry detergents	Tissue paper
Campsite Services	Light bulbs	Tourist accommodation service
Copying and graphic paper	Lubricants	Vacuum cleaners
Detergents for dishwashers	Paints and varnishes	Washing machines
Dishwashers	Personal computers	Wooden coverings
Footwear	Printed paper products	Wooden furniture
Furniture	Refrigerators	
Growing media and Soil improvers	Soaps, shampoos and hair conditioners	
Hand dishwashing detergents	Soil improvers	
Hard floor coverings	Televisions	
Heat pumps	Textile coverings	

Manufacturers should be aware that similar eco-friendly markings are often used nationally, such as the Nordic Swan or the German Blue Angel, shown below:

The Eco-label program has recently been expanded to cover fish and fishery products. This means that eco-labeled products have been produced in accordance with specific environmental standards.

Private Eco labels have been developed by the seafood industry to "influence the purchasing decision of consumers and the procurement policies of retailers selling seafood products, in order to reward producers involved in responsible fishing and aquaculture practices leading towards sustainable use of natural resources."

There are multiple eco-label schemes, and logos, developed by a variety of operators and according to different characteristics. This confusing situation has led to a need for harmonization and coherence. In response, the UN Food and Agriculture Organization (FAO) has

developed a "Guideline for the Eco-Labeling of Fish and Fishery Products from Marine Capture Fisheries."

The U.S. Government has decided not to engage in the development of such a marketing tool. Instead, NOAA Fisheries has developed a comprehensive website where stakeholders, including consumers, can find facts about a specific species of fish and related fisheries.

The European Commission is currently preparing a feasibility report on options for an EU-wide eco-label scheme for fishery and aquaculture products. Some EU countries have already created their own National eco label, and Norway and other EEA countries have their own schemes but may consider developments for an EU-wide eco-label scheme. For more information:

European Eco-Label website

Eco-labels for Fisheries and aqua products

RECYCLING

The "mobius loop" (sometimes known as the "chasing arrows"), based on an international standard, may be found on products throughout Europe and is meant to help consumers identify and participate in recycling schemes for product packaging and materials. As well as being used on printed packaging, the chasing arrows symbol is sometimes featured in the molds of glass, metal, paper, or plastic products. Various kinds of loops indicate whether the product is recyclable, recycled or contains recycled material. For more information: http://ec.europa.eu/environment/waste/target_review.htm

Plastics

The symbol above is an example of how a plastic's type may be indicated on a product. As part of the EU voluntary identification system for plastics, the following marks are used for the most common types of plastics (Decision 97/129/EC):

EU Number	Abbreviated Description	Full Plastic Description
1	PET	Polyethylene Terephthalate
2	HDPE	High Density Polyethylene
3	PVC	Poly Vinyl Chloride
4	LDPE	Low Density Polyethylene
5	PP	Polypropylene

EU Number	Abbreviated Description	Full Plastic Description
6	PS	Polystyrene

Glass

There are no EU-wide symbols used to designate the recyclable nature of glass. However, it is certainly encouraged on the national level with an array of symbols. The one shown above is just one small sample of the total existing to show recyclability.

GREEN DOT

The Green Dot system is a scheme in which participating bodies coordinate the collection, sorting and recovery of used packaging. This system is actually administered according to national packaging laws (adhered to by packaging manufacturers, fillers, retailers and importers), and it should be noted that all participating national systems operate independently. The umbrella organization, PRO-Europe, is responsible for managing the Green Dot labeling system in Europe. More than 460 billion pieces of packaging marked with the Green Dot, shown above, are distributed worldwide. Interested applicants should contact one of the national administering authorities. For more information: Pro Europe

U.S. Export Controls

The U.S. Department of Commerce's Bureau of Industry and Security (BIS) is responsible for implementing and enforcing the Export Administration Regulations (EAR), which regulate the export and re-export of some commercial items, including "production" and "development" technology.

The items that BIS regulates are often referred to as "dual use" since they have both commercial and military applications. Further information on export controls is available at: BIS Exporting Controls

BIS Enforcement

BIS has developed a list of "red flags," or warning signs, intended to discover possible violations of the EAR. The list can be found in the "Know Your Customer" guidance document.

If there is reason to believe a violation is taking place or has occurred, report it to the Department of Commerce by calling the 24-hour hotline at +1(800) 424-2980, or via the confidential lead page at: BIS Reporting Violations

The EAR does not control all goods, services, and technologies. Other U.S. Government agencies regulate more specialized exports. For example, the U.S. Department of State has authority over defense articles and services. A list of other agencies involved in export control can be found on the BIS website.

It is important to note that, in August 2009, a broad-based interagency review of the U.S. export control system was initiated, with the goal of strengthening national security and the competitiveness of key U.S. manufacturing and technology sectors by focusing on current threats, as well as adapting to the changing economic and technological landscape. As a result, the Administration launched the Export Control Reform Initiative (ECR Initiative) which is designed to enhance U.S. national security and strengthen the United States' ability to counter threats such as the proliferation of weapons of mass destruction.

The reform is being implemented in three phases. Phases I and II reconcile various definitions, regulations, and policies for export controls, all the while building toward Phase III, which will create a single control list, single licensing agency, unified information technology system, and enforcement coordination center. For more information: **ECR**

BIS provides a variety of training sessions to U.S. exporters throughout the year. These sessions range from one to two-day seminars and focus on the basics of exporting as well as more advanced topics. For more information: A list of upcoming seminars

For further details about the Bureau of Industry and Security and its programs, please visit the BIS website.

Temporary Entry

Specific information on the ATA Carnet Customs procedure used for temporary importation, transit and temporary admission of goods designed for specific purposes, duty-free and tax-free (such as professional equipment for presentations or trade fairs).

For information on this topic please consult the Commerce Department's Country Commercial Guides on EU Member States: EU Member States' Country Commercial Guides

Alternatively, search the Commerce Department's Market Research Library, available from: Market Intelligence under Country and Industry Market Reports.

Prohibited & Restricted Imports

The Tarif Intégré de la Communauté (TARIC) is designed to show various rules applying to specific products being imported into the customs territory of the EU or, in some cases, when exported from it. To determine if a product is prohibited or subject to restriction, check the TARIC for the following codes:

- CITES Convention on International Trade of Endangered Species
- PROHI Import Suspension
- RSTR Import Restriction

For information on how to access the TARIC, see the Import Requirements and Documentation Section.

Key link: Taxation Customs and Tariffs

For up to date information on prohibited and restricted imports to Norway, please contact the Norwegian Customs Authority: http://www.toll.no/en/

Customs Regulations

Advance rulings on classification

Before signing a long-term contract or sending a shipment of considerable value, it may be prudent for the Norwegian importer or U.S. exporter to obtain an official ruling on customs treatment. Requests for advance information regarding the customs classification of products may be addressed directly to:

Toll og Avgiftsdirektoratet (Norwegian Customs and Excise Authority)

Tel: 011 (47) 22 86 03 00

E-mail: tad@toll.no

Taxation and Customs Union Directorate

The Union Customs Code (UCC) was adopted in 2013 and its substantive provisions apply from May 1, 2016. It replaces the Community Customs Code (CCC). In addition to the UCC, the European Commission has published delegated and implementing regulations on the actual procedural changes. These are included in Delegated Regulation (EU) 2015/2446, Delegated Regulation (EU) 2016/341 and the Implementing Regulation (EU) 2015/2447.

There are a number of changes in the revised customs policy which also require an integrated IT system from the customs authorities. In April 2016, the European Commission published an implementing decision (number: 2016/578) on the work program relating to the development and deployment of the electronic systems of the UCC. The EC continues to evaluate the timeline by which the EU-wide integration of the customs IT system can be implemented. The current deadline of December 2020 may be extended until 2025 (draft proposal). It remains to be seen how this will affect Norway and other EEA countries.

Key link: Homepage of Customs and Taxation Union Directorate (TAXUD) Website

Customs Valuation

Most customs duties and value-added tax (VAT) are expressed as a percentage of the value of goods being declared for importation. Thus, it is necessary to dispose of a standard set of rules for establishing the goods' value, which will then serve for calculating the customs duty.

Given the magnitude of EU/EEA imports every year, it is important that the value of such commerce is accurately measured for the purposes of:

- Economic and commercial policy analysis;
- Application of commercial policy measures;
- Proper collection of import duties and taxes; and

- Import and export statistics

These objectives are met using a single instrument - the rules on customs value.

The EU/EEA applies an internationally accepted concept of 'customs value'.

The value of imported goods is one of three 'elements of taxation' that provides the basis for assessment of the customs debt, which is the technical term for the amount of duty that has to be paid, the other ones being the origin of the goods and the customs tariff.

Key links: http://ec.europa.eu/taxation_customs/business/customs-procedures_en and http://www.toll.no/en/

Standards for Trade

Overview

Products tested and certified in the United States to U.S. regulations and standards are likely to have to be retested and re-certified to EU/EEA requirements as a result of the different approaches to the protection of the health and safety of consumers and the environment. Where products are not regulated by specific EU technical legislation, they are always subject to the EU's General Product Safety Directive, as well as to possible additional national requirements.

European Union legislation and standards created under the New Approach are harmonized across the Member States and EEA countries to allow for the free flow of goods. A feature of the New Approach is CE marking.

The concept of New Approach legislation is slowly disappearing as the New Legislative Framework (NLF), which entered into force in January 2010, was put in place to serve as a blueprint for existing and future CE marking legislation. Existing legislation has been reviewed to bring them in line with the NLF concepts, which means that, as of 2016, new requirements are being addressed and new reference numbers are to be used on declarations of conformity. For more information: New Legislative Framework (NLF)

Agricultural Standards

The EEA Agreement does not cover the EU's single market for agricultural products, nor the EU's common agricultural policy. Trade in processed agricultural products (such as pizza, yogurt, crispbread and baby food) is regulated by a protocol to the EEA Agreement. A separate agreement on trade in basic agricultural products allows for negotiated quotas for derived products (such as cheese and meats). Even though agriculture is not part of the EEA Agreement and the agricultural sector is not covered by EEA legislation on state aid and competition, this sector is affected by the agreement. EEA food and veterinary legislation, which is largely harmonized with EU legislation, sets requirements for foods and food production, animal health and animal welfare. Food and veterinary legislation, taken together, is often called food law.

The establishment of harmonized EU rules and standards in the food sector has been ongoing for several decades, but it took until January 2002 for the publication of a general food law

establishing the general principles of EU food law. This Regulation introduced mandatory traceability throughout the feed and food chain as of January 1, 2005.

For specific information on agricultural standards, please refer to the website of the Foreign Agricultural Service.

There are also export guides to import regulations and standards available on the Foreign Agricultural Service's website: FAIRS Export Certificate Report

Standards

EU standards setting is a process based on consensus initiated by industry or mandated by the European Commission and carried out by independent standards bodies, acting at the national, European or international level. There is strong encouragement for non-governmental organizations, such as environmental and consumer groups, to actively participate in European standardization.

Many standards in the EU are adopted from international standards bodies such as the International Standards Organization (ISO). The drafting of specific EU standards is handled by three European standards organizations:

1. CEN, European Committee for Standardization
2. CENELEC, European Committee for Electrotechnical Standardization
3. ETSI, European Telecommunications Standards Institute

Standards are created or modified by experts in Technical Committees or Working Groups. The members of CEN and CENELEC are the national standards bodies of the Member States, which have "mirror committees" that monitor and delegate experts to participate in ongoing European standardization. CEN and CENELEC standards are sold by the individual Member States standards bodies. ETSI is different in that it allows direct participation in its technical committees from non-EU companies that have interests in Europe and provides some of its individual standards at no charge on its website. In addition to the three standards developing organizations, the European Commission plays an important role in standardization through its funding of the participation in the standardization process of small- and medium-sized companies and non-governmental organizations, such as environmental, labor and consumer groups. The Commission also provides money to the European standards bodies when it mandates standards development for harmonized standards that will be linked to EU legislation. Mandates - or requests (the Commission requests CEN/CENELEC or ESTI to develop standards) for standards – can be checked online at: http://ec.europa.eu/growth/tools-databases/mandates/index.cfm

Given the EU's vigorous promotion of its regulatory and standards system, as well as its generous funding for its development, the EU's standards regime is wide and deep - extending well beyond the EU's political borders to include EEA countries (and affiliate members (countries which are hopeful of becoming full members in the future) such as the Western Balkan countries among others. Another category, called "companion standardization body" includes the standards organization of Morocco, Israel, Kazakhstan and Australia, among others which are not likely to become a CEN member or affiliate for political and geographical reasons.

To know what CEN and CENELEC have in the pipeline for future standardization, it is best to visit their websites. Other than their respective annual work plans, CEN's "what we do" page provides an overview of standards activities by subject. Both CEN and CENELEC offer the possibility to search their respective database. ETSI's portal links to ongoing activities.

The European Standardization system and strategy were reviewed in 2011 and 2012. The new standards regulation 1025, adopted in November 2012, clarifies the relationship between regulations and standards and confirms the role of the three European standards bodies in developing harmonized standards (EN)[1]. The emphasis is also on referencing international standards where possible. For information and communication technology (ICT) products, the importance of interoperability standards has been recognized. Through a relatively recent mechanism, a "Platform Committee" reporting to the European Commission will decide which deliverables from fora and consortia might be acceptable for public procurement specifications. The European standards bodies have been encouraged to improve efficiency in terms of delivery and to look for ways to include more societal stakeholders in European standardization. The Joint Initiative on Standardization, launched in 2016 with a number of action items to improve European standardization, involves a large group of stakeholders who are committed to deliver results by 2019.

Key link: Standardization Policy

While harmonization of EU legislation can facilitate access to the EU/EEA market, manufacturers should be aware that regulations (mandatory) and technical standards (voluntary) might also function as barriers to trade if U.S. standards are different from those of the EU/EEA.

Standards Norway

Standards Norway (SN), the Norwegian Electrotechnical Committee (NEK) and the Norwegian Communications Authority (Nkom) are the three standards writing bodies in Norway. Standards Norway is the Norwegian member of CEN and ISO. Standards Norway is responsible for all standardization areas, except for electrotechnical and telecommunications. Standards Norway adopts and publishes some 1,500 new Norsk Standard (Norwegian Standards - NS) annually. NS are adopted by Standards Norway based on nationally required standards, European and international standards: http://www.standard.no/en/

The Norwegian Electrotechnical Committee is the Norwegian member of CENELEC and IEC, and is responsible for standardization in the electro technical area. The Norwegian Electrotechnical Committee adopts and publishes some 300 new standards annually.

The Norwegian Communication Authority is the Norwegian national member of ETSI and ITU. The Norwegian Communication Authority is responsible communications standardization in Norway. The major tasks are the co-ordination of international and European work in this area: http://eng.nkom.no/about

Standard Online AS is responsible for marketing and sale of standards and related products in Norway. Standard Online provides information on available standards, and Standards Norway,

[1] An EN standard is a standard developed by CEN/CENELEC and ETSI at the request of the EC in order to meet the essential requirements or other provisions of relevant European Union harmonization legislation

the Norwegian Electrotechnical Committee and the Norwegian Communications Authority provide information on standardization work in progress.

Key link:

https://www.standard.no/en/toppvalg/about-us/about-standardonline/#.VzBEElVcRBc

As the Norwegian member of ISO, Standards Norway is responsible for marketing and selling ISO standards and publications within Norway. Standard Online AS is doing this on behalf of Standards Norway. Each Norwegian Standard (NS) is adopted by Standards Norway based on either nationally created or European and International Standards. There are currently around 14,000 NS in many different fields. More than 95 % of the standards being adopted today are common European Standards and are designated NS-EN.

Note on Standards in the Offshore Oil Industry

EU/EEA regulations stipulate that suppliers of products and services to the oil industry must be selected with the aid of objective criteria based on a public call for competition in the EU/EEA area. To ensure correct and objective procurement in accordance with these rules, leading Scandinavian oil companies have established a common qualification scheme, called the Achilles Joint Qualification System, for qualification of suppliers of products and services to the oil industry in Norway and abroad. All operators, the main engineering companies, and the suppliers in the industry use this system. Achilles contains information on each company, its QA system, and its services and products. Also, Achilles may be very useful for any new-to-market company since it provides an overview on existing competitors, or even better, it may reveal gaps in a product range that offer an opportunity to the suppliers with the relevant products, tools, or services.

Achilles Information Center website: http://www.achilles.com/en?cont=nb

A Norwegian initiative for reducing development and operation costs for the offshore oil and gas industry has resulted in the NORSOK Standards (Norsk Sokkels Konkurranseposisjon – the competitive standing of the Norwegian offshore sector). The main objective for these standards has been to add value and ensure cost savings for all relevant transaction parties in the industry. NORSOK standards have been widely used by companies on the Norwegian Continental Shelf. NORSOK standards for the Norwegian offshore market are subject to a fee: http://www.standard.no/petroleum

Testing, Inspection and Certification

Conformity Assessment

Conformity Assessment is a mandatory step for the manufacturer in the process of complying with specific EU harmonized legislation. The purpose of conformity assessment is to ensure consistency of compliance during all stages, from design to production, to facilitate acceptance of the final product. EU/EEA product legislation gives manufacturers some choice regarding conformity assessment, depending on the level of risk involved in the use of their product. These range from self-certification, type examination and production quality control system, to full quality assurance system. Conformity assessment bodies in individual Member States are listed in the New Approach Notification and Designated Organizations (NANDO) information system.

Key link: NANDO

To promote market acceptance of the final product, there are a number of voluntary conformity assessment programs. CEN's certification system is known as the Keymark. Neither CENELEC nor ETSI offer conformity assessment services.

Product Certification

To sell products in the EU market of 28 Member States, as well as in EFTA (Norway, Liechtenstein Iceland, Switzerland) and Turkey, U.S. exporters are required to apply CE marking whenever their product is covered by specific product legislation. CE marking product legislation offers manufacturers a number of choices, and requires decisions to determine which safety/health concerns need to be addressed, which conformity assessment module is best suited to the manufacturing process, and whether or not to use EU-wide harmonized standards. The CE marking process is very complex and this section attempts to provide some background and clarification.

Products manufactured to standards adopted by CEN, CENELEC or ETSI, and referenced in the Official Journal as harmonized standards, are presumed to conform to the essential requirements of EU harmonized legislation. The manufacturer then applies the CE marking and issues a declaration of conformity. With these, the product will be allowed to circulate freely within the EU and EFTA. A manufacturer can choose not to use the harmonized EU standards, but then must demonstrate that the product meets the essential safety and performance requirements. Trade barriers occur when design, rather than performance standards are developed by the relevant European standardization organization, and when U.S. companies do not have access to the standardization process through a European presence.

The CE marking addresses itself primarily to the national control authorities of the Member States, and its use simplifies the task of market surveillance of regulated products. As market surveillance was found lacking, the EU adopted the New Legislative Framework, which went into force in 2010. As mentioned before, this framework is like a blueprint for all CE marking legislation, harmonizing definitions, responsibilities, European accreditation and market surveillance.

The CE marking is not intended to include detailed technical information on the product, but there must be enough information to enable the inspector to trace the product back to the manufacturer or the local contact established in the EU. This detailed information should not appear next to the CE marking, but rather on the declaration of conformity (which the manufacturer or authorized agent must be able to provide at any time, together with the product's technical file), or the documents accompanying the product.

Accreditation

Independent test and certification laboratories, known as notified bodies, have been officially accredited by competent national authorities to test and certify to EU requirements.

European Accreditation is an organization representing nationally recognized accreditation bodies. Membership is open to nationally recognized accreditation bodies in countries in the European geographical area that can demonstrate that they operate an accreditation system compatible to appropriate EN and ISO/IEC standards.

Norwegian Accreditation is the authorized Accreditation Body in Norway. This agency manages the Norwegian accreditation system and serves as the top level in the quality system in Norway. Organizations accredited by Norwegian Accreditation (e.g. laboratories and certification bodies), will in turn control the quality and certify other organizations/businesses. Norwegian Accreditation is a member of:

- ILAC International Labortory Accreditation Cooperation
- LAF The International Accreditation Forum, Inc.
- EA European Accreditation

Publication of technical regulations

The Official Journal of the EU is the official publication of the European Union. It is published daily on the Internet and consists of two series covering adopted legislation as well as case law, studies by committees. It also lists the standards reference numbers linked to legislation (Harmonized Standards).

National technical regulations are published on the Commission's website to allow other countries and interested parties to comment.

National Institute of Standards and Technology's (NIST) Notify U.S. Service

Member countries of the World Trade Organization (WTO) are required under the Agreement on Technical Barriers to Trade (TBT Agreement) to report to the WTO all proposed technical regulations that could affect trade with other Member countries. The **Notify U.S. Service** is a free, web-based e-mail subscription service that offers an opportunity to review and comment on proposed foreign technical regulations that can affect your access to international markets. Register online at Internet URL: Notify U.S.

Contact Information

U.S. Mission to the EU

Marianne Drain, Standards Attaché
Marianne.Drain@trade.gov - Tel: 011 (32) 2.811.50.34

Liliana Popescu, Commercial Specialist
Liliana.Popescu@trade.gov - Tel: 011 (32) 2.811.50.01

U.S. Commercial Service - Oslo, Norway

Vidar Keyn, Head of Commercial Section
Vidar.Keyn@trade.gov - Tel: 011 (47) 21 30 88 34
http://export.gov/norway/

National Institute of Standard & Technology

Gordon Gillerman Standards Coordination Office
100 Bureau Dr.
Mail Stop 2100

Gaithersburg, Maryland 20899
Tel: (301) 975-4000

CEN- European Committee for Standardization

Avenue Marnix 17
B – 1000 Brussels, Belgium
Tel: 011 (32) 2.550.08.11

CENELES- European Committee for Electrotechnical Standardization

Avenue Marnix 17
B – 1000 Brussels, Belgium
Tel: 011 (32) 2.519.68.71

ETSI- European Telecommunications Standards Insitute

Route des Lucioles 650
Sophia Antipolis
F-06560 Valbonne France
Tel: 011 (33) 4.92.94.42.00

SBS- Small Business Standards

4, Rue Jacques de Lalaing
B-1040 Brussels
Tel: 011 (32) 2.285.07.27

ANEC- European Association for the Co-ordination of Consumer Representation in Standardization

Avenue de Tervuren 32, Box 27
B – 1040 Brussels, Belgium
Tel: 011 (32) 2.743.24.70

ECOS- European Environmental Citizens Organization for Standardization

Rue d'Edimbourg 26
B – 1050 Brussels, Belgium
Tel: 011 (32) 2.894.46.68

EOTA- European Organization for Technical Assessment

Avenue des Arts 40
B – 1040 Brussels, Belgium
Tel: 011 (32) 2.502.69.00

Trade Agreements

Norway voted against joining the European Union (EU) in a 1994 referendum. With the exception of the agricultural and fisheries sectors, however, Norway enjoys free trade with the EU under the framework of the European Economic Area (EEA). This agreement aims to apply the four

freedoms of the EU's internal market (goods, persons, services, and capital) to Norway. As a result, Norway normally adopts and implements most EU directives. Norway is not a member of the EU's Economic and Monetary Union and does not have a fixed exchange rate.

Norway and other members of the European Free Trade Association (EFTA) - Iceland, Liechtenstein and Switzerland - have jointly concluded 27 free trade agreements since the early 1990s. These include: Albania, Bosnia-Hercegovina, Canada, Chile, Colombia, Central American States (Costa Rica, Guatemala and Panama), Egypt, Gulf Cooperation Council (GCC), Hong Kong, China, Israel, Jordan, Republic of Korea, Lebanon, Macedonia, Mexico, Montenegro, Morocco, Palestinian Authority, Peru, Philippines, Serbia, Singapore, Southern African Customs Union, Tunisia, Turkey, and Ukraine. The agreements cover trade in goods and services, services and investment, dispute settlement and other issues generally found in bilateral investment accords.

For a list of trade agreements with the EU and its Member States, as well as concise explanations, please see: EU Trade Agreements

Licensing Requirements for Professional Services

Web Resources

The "Your Europe" website maintains a webpage dedicated to help citizens identify what the regulated professions are and what document are needed for their recognition in each Member State. For more information: Recognition of Professional Qualification

Norwegian websites:

- Norwegian Customs and Excise Authority: http://www.toll.no/en/
- Standards Norway :http://www.standard.no/en/
- The Norwegian Electro-technical Committee**:** http://www.standard.no/en/
- The Norwegian Communication Authority**:** http://eng.nkom.no/
- Norwegian Accreditation: http://www.akkreditert.no/en/

EU websites:

- TARIC: http://ec.europa.eu/taxation_customs/customs/customs_duties/tariff_aspects/customs_tariff/index_en.htm
- The Modernized Community Customs Code: http://europa.eu/legislation_summaries/customs/do0001_en.htm
- ECHA: http://echa.europa.eu/
- Taxation and Customs Union: http://ec.europa.eu/taxation_customs/business/customs-procedures_en

- Security and Safety Amendment to the Customs Code: http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2005:117:0013:0019:en:PDF
- Electronic Customs Initiative: http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2008:023:0021:0026:EN:PDF
- Modernized Community Customs Code Regulation: http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2008:145:0001:0064:EN:PDF
- Legislation related to the Electronic Customs Initiative: http://ec.europa.eu/taxation_customs/customs/policy_issues/electronic_customs_initiative/electronic_customs_legislation/index_en.htm
- Export Help Desk: http://trade.ec.europa.eu/tradehelp/

International Level:

- What is Customs Valuation?: https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/customs-valuation_en
- Establishing the Community Customs Code: http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2005:117:0013:0019:en:PDF
- Pre-Arrival/Pre-Departure Declarations: http://ec.europa.eu/taxation_customs/customs/procedural_aspects/general/prearrival_predeparture/index_en.htm
- AEO: Authorized Economic Operator: http://ec.europa.eu/taxation_customs/customs/policy_issues/customs_security/aeo/index_en.htm
- Contact Information at National Customs Authorities: http://ec.europa.eu/taxation_customs/taxation/personal_tax/savings_tax/contact_points/index_en.htm
- New Legislative Framework: http://ec.europa.eu/growth/single-market/goods/new-legislative-framework/
- Cenelec, European Committee for Electrotechnical Standardization: http://www.cenelec.eu/
- ETSI, European Telecommunications Standards Institute: http://www.etsi.org/
- CEN, European Committee for Standardization: http://www.cen.eu/cen/Pages/default.aspx
- Standardisation- Mandates: http://ec.europa.eu/growth/single-market/european-standards/requests/index_en.htm
- ETSI- Portal- E-Standardisation: http://portal.etsi.org/Portal_Common/home.asp

- CEN- Sector: http://www.cen.eu/work/areas/Pages/default.aspx
- CEN- Standard Search: http://standards.cen.eu/dyn/www/f?p=CENWEB:105::RESET::::
- NANDO (New Approach Notified and Designated Organizations) Information System: http://ec.europa.eu/growth/tools-databases/nando/
- European Co-Operation for Accreditation: http://www.european-accreditation.org/home
- Eur-Lex- Access to European Union Law: http://eur-lex.europa.eu/en/index.htm
- Standards Reference Numbers: http://ec.europa.eu/growth/single-market/european-standards/harmonised-standards_en
- What's New?: http://ec.europa.eu/growth/news/index_en.htm
- National Technical Regulations: http://ec.europa.eu/growth/tools-databases/tris/en/
- NIST- Notify U.S.: http://www.nist.gov/notifyus/
- European Union Eco-Label Homepage: http://ec.europa.eu/environment/ecolabel/

U.S. websites:

- National Trade Estimate Report on Foreign Trade Barriers: https://ustr.gov/about-us/policy-offices/press-office/reports-and-publications/2017/2017-national-trade-estimate
- Agricultural Trade Barriers: http://www.usda-eu.org/
- Trade Compliance Center: http://tcc.export.gov/
- U.S. Mission to the European Union: http://useu.usmission.gov/
- The New EU Battery Directive: http://www.export.gov/europeanunion/marketresearch/index.asp
- The Latest on REACH: http://export.gov/europeanunion/reachclp/index.asp
- CE Marking: http://www.export.gov/cemark/eg_main_017267.asp
- WEEE and RoHS in the EU: http://export.gov/europeanunion/weeerohs/index.asp
- Overview of EU Certificates (FAS): http://www.usda-eu.org/trade-with-the-eu/eu-import-rules/certification/fairs-export-certificate-report/
- Center for Food Safety and Applied Nutrition: http://www.fda.gov/Food/default.htm
- Trade Agreements: http://ec.europa.eu/trade/policy/countries-and-regions/agreements/

Investment Climate Statement

Executive Summary

Norway is a modern, highly developed country with a small but very strong economy. Per capita GDP is among the highest in the world, boosted by success in the oil and gas sector and other world-class industries like shipping, shipbuilding and aquaculture. The major industries are supported by a strong and growing professional services industry (finance, ICT, legal), and there are emerging opportunities in cleantech, medtech and biotechnology. Strong collaboration between industry and research institutions attracts international R&D activity and funding. In February 2018, the Norwegian Government gave the economy a clean bill of health, after the downturn in the oil and gas sector had caused growth to slow and unemployment to rise.

Norway is a safe and straightforward place to do business, ranked 8 out of 190 countries in the World Bank's Doing Business Report, and 3 out of 175 on Transparency International's Corruption Perceptions Index. Norway is politically stable, with strong property rights protection and an effective legal system. Productivity is significantly higher than the EU average.

Norway welcomes foreign investment as a matter of policy and generally grants national treatment to foreign investors. Some restrictions exist on foreign ownership and use of natural resources and infrastructure. The government remains a major owner in the Norwegian economy and retains monopolies on a few activities, such as the retail sale of alcohol.

While not a member of the European Union (EU), as a member of the European Economic Area (EEA; including Iceland and Liechtenstein, with access to the EU single market's movement of persons, goods, services and capital), Norway continues to liberalize its foreign investment legislation to conform more closely to EU standards and has cut red tape over the last decade to make investment easier. Foreign direct investment in Norway stood at USD 150 billion at the end of 2016 and has more than doubled over the last decade. In 2013, the Government established "Invest in Norway," the official investment promotion agency, to help attract and assist foreign investors. There are about 5,500 foreign-owned companies in Norway, and over 650 U.S. companies have a presence in the country, employing more than 45,000 people.

Table 1

Measure	Year	Index/Rank	Website Address
TI Corruption Perceptions Index	2017	3 of 175	http://www.transparency.org/research/cpi/overview
World Bank's Doing Business Report "Ease of Doing Business"	2017	8 of 190	http://www.doingbusiness.org/rankings
Global Innovation Index	2017	19 of 128	https://www.globalinnovationindex.org/analysis-indicator
U.S. FDI in partner country ($M USD, stock positions)	2016	32,318	http://www.bea.gov/international/factsheet/
World Bank GNI per capita	2015	82,390	http://data.worldbank.org/indicator/NY.GNP.PCAP.CD

Openness To, and Restrictions Upon, Foreign Investment

Policies Towards Foreign Direct Investment

Norway welcomes foreign investment as a matter of policy and generally grants national treatment to foreign investors. Norwegian authorities encourage foreign investment, particularly in the key offshore petroleum sector and in less developed regions such as northern Norway. In 2013, the Government established "Invest in Norway", the official investment promotion agency, to help attract and assist foreign investors.

While not a member of the European Union, as an EEA signatory, Norway continues to liberalize its foreign investment legislation to conform more closely to EU standards. Current laws, rules, and practices follow below.

Limits on Foreign Control and Right to Private Ownership and Establishment

Norway's investment policies vis-a-vis third countries, including the United States, will likely continue to be governed by reciprocity principles and by bilateral and international agreements. The European Economic Area (EEA) free trade accord, which came into force for Norway in 1995, requires the country to apply principles of national treatment to EU members and the other EEA members – Iceland and Liechtenstein - in certain areas where foreign investment was prohibited or restricted in the past. Norway's investment regime is generally based on the national treatment principle, but ownership restrictions exist on some natural resources and on some activities (fishing/ maritime/ road transport). State ownership in companies can be used as a means of ensuring Norwegian ownership and domicile for these firms.

Government Monopolies

Norway has traditionally barred foreign and domestic investors alike from investing in industries monopolized by the government, including postal services, railways, and the retail sale of alcohol. In 2004, Norway slightly relaxed the restrictions, allowing foreign companies to bid on certain commercial postal services (e.g., air express services between countries) and railway cargo services (notably between Norway and Sweden). In 2016, the government initiated a reform of the railway sector leading to the first railway line to be put up for competition in 2018. The government may allow foreign investment in hydropower (limited to 20 percent of equity), but rarely does so. However, Norway has fully opened the electricity distribution system to foreign participation, making it one of the most liberal power sector investment regimes in the world.

Ownership of Real Property

Foreign investors may generally own real property, though ownership of certain real assets is restricted. Companies must obtain a concession to acquire rights to own or use various kinds of real property, including forests, mines, tilled land, and waterfalls. Foreign companies need not seek concessions to rent real estate, e.g. commercial facilities or office space, provided the rental contract period does not exceed ten years. The two major laws governing concessions are the Act of December 14, 1917, and the Act of May 31, 1974.

Petroleum Sector

The Petroleum Act of November 1996 (superseding the 1985 Petroleum Act) sets forth the legal basis for Norwegian authorities' awards of petroleum exploration rights, production blocks and follow-up activity. The Act covers governmental control over exploration, production, and transportation of petroleum.

Foreign oil companies report no discrimination in the award of petroleum exploration and development blocks in recent licensing rounds. Norway has implemented EU directives requiring equal treatment of EEA oil and gas companies. The Norwegian offshore concession system complies with EU directive 94/33/EU of May 30, 1994, which governs conditions for awards and hydrocarbon development. Norway's concession process operates on a discretionary basis, with the Ministry of Petroleum and Energy awarding licenses based on which company or group of companies it views will be the best operator for a particular field, rather than purely competitive bids. A number of U.S. energy companies are present on the Norwegian Continental Shelf (NCS).

The Norwegian government has dismantled former tight controls over the gas pipeline transit network that carries gas to the European market. All gas producers and operators on the NCS) are free to negotiate gas sales contracts on an individual basis, with access to the gas export pipeline network guaranteed.

Norwegian authorities encourage the use of Norwegian goods and services in the offshore petroleum sector, but do not require it. The Norwegian share of the total supply of goods and services on the NCS has remained at approximately 50 percent over the last decade.

Manufacturing Sector

Norwegian legislation granting national treatment to foreign investors in the manufacturing sector dates from 1995. Legislation was repealed in July 2002 that formerly required both foreign and Norwegian investors to notify and, in some cases, file burdensome reports to the Ministry of Industry and Trade if their holdings of a company's equity exceeded certain threshold levels. Foreign investors are not currently required to obtain government authorization before buying shares of Norwegian corporations.

Financial and Other Services

In 2004 Norway liberalized restrictions on acquisitions of equity in Norwegian financial institutions. Current regulations delegate responsibility for acquisitions to the Norwegian Financial Supervisory Authority and streamline the process. Financial Supervisory Authority permission is required for acquisitions of Norwegian financial institutions that exceed defined threshold levels (20, 25, 33 or 50 percent). The Authority assesses the acquisitions to ensure that prospective buyers are financially stable and that the acquisition does not unduly limit competition.

The Authority applies national treatment to foreign financial groups and institutions, but nationality restrictions still apply to banks. At least half the members of the board and half the members of the corporate assembly of a bank must be nationals and permanent residents of Norway or another EEA nation. Effective January 1, 2005, there is no ceiling on foreign equity in a Norwegian financial institution as long as the Authority has granted permission for the acquisition.

The Finance Ministry has abolished remaining restrictions on the establishment of branches by foreign financial institutions, including banks, mutual funds and others. Under the liberalized regime, Norway grants branches of U.S. and other foreign financial institutions the same treatment as domestic institutions.

Media

Media ownership is regulated by the Media Ownership Act of 1997 and the Norwegian Media Authority. No individual party, domestic or foreign, may control more than 1/3 of the national newspaper, radio and/or television markets without a concession. National treatment is granted in line with Norway's obligations under the EEA accord. The introduction and growing importance of new media forms (including those emerging from the internet and wireless industries) has raised concerns that the existing domestic legal regime (which largely focuses on printed media) is becoming outmoded.

Other Investment Policy Reviews

Norway has not undergone UNCTAD or OECD Investment Policy Reviews in the last ten years.

Business Facilitation

Altinn is a web portal that serves as a one-stop shop for establishing a company and contains the necessary forms; it also provides an electronic dialogue between the business/industry sector, citizens and other stakeholders, and government agencies. The business registration processes are straight-forward, complete, and open to foreign companies. Please note, however, that registration of Norwegian Registered Foreign Business Enterprises (NUF) cannot be done electronically. A guide for establishing a business is available at the following address: https://www.altinn.no/en/start-and-run-business/

Outward Investment

The Government does not incentivize outward investment. Norway's Government Pension Fund Global, the largest sovereign wealth fund in the world, owns 1.4 percent of all listed companies in the world.

Bilateral Investment Agreements and Taxation Treaties

Norway has concluded investment protection agreements with numerous countries. These agreements contain provisions for repatriation of capital, dispute settlement, and standards for expropriation and nationalization by the host country.

Norway and other members of the European Free Trade Association (EFTA) - Iceland, Liechtenstein and Switzerland - have 27 joint free trade agreements covering 40 countries: Albania, Bosnia and Herzegovina, Canada, Central American States (Costa Rica and Panama), Chile, Colombia, Egypt, the Philippines, Georgia, Gulf Cooperation Council (GCC), Hong Kong, Israel, Jordan, Lebanon, Macedonia, Mexico, Montenegro, Morocco, the Palestinian Authority, Peru, Serbia, Singapore, Southern African Customs Union, The Republic of Korea, Tunisia, Turkey, and Ukraine. Norway also has bilateral FTAs with the Faroe Islands and Greenland. The

agreements cover trade in goods and services, investment protections, dispute settlement, and other issues generally found in bilateral investment accords.

EFTA is currently negotiating FTAs with Algeria, India, Indonesia, Ecuador EFTA, Malaysia, the Eurasian Custom Union (Belarus, Kazakhstan and Russia), Thailand, Vietnam and Mercosur (Argentina, Brazil, Paraguay and Uruguay). Norway's negotiations for a bilateral FTA with China recently resumed after the normalization of diplomatic ties that had been strained by the award of the 2010 Nobel Peace Prize to Chinese dissident Liu Xiaobo.

The Government of Norway initiated a tax reform in 2016, gradually reducing the income and corporate tax rates from 27% to 24% in 2017. Norway signed a bilateral taxation treaty with the United States in 1971, which can be found at: http://www.irs.gov/Businesses/International-Businesses/Norway---Tax-Treaty-Documents.

Legal Regime

Transparency of the Regulatory System

The transparency of Norway's regulatory system is generally on par with that of the EU. Norway is obliged to adopt EU directives under the terms of the EEA accord in the areas of social policy, consumer protection, environment, company law, and statistics.

All draft bills are made available for comment through a public consultation process. The Norwegian parliament, the Storting, exercises legislative power in Norway and must approve all formal laws (acts, directives and regulations). Draft bills are available at: https://www.regjeringen.no/en/find-document/consultations/id1763/

Norwegian laws and regulations are available at: https://lovdata.no/info/information_in_english

International Regulatory Considerations

Norway is a member of the EEA and as such implements applicable EU directives under the terms of the agreement.

Norway is a member of the WTO and notifies draft technical regulations to the WTO Committee on Technical Barriers to Trade (TBT).

Legal System and Judicial Independence

The Norwegian legal system is similar to that of other Nordic countries, but does not consist of a single comprehensive civil code. Norwegian law is based on the principle of freedom of contract, subject only to limited restrictions. Contracts, whether oral or written, are generally binding on the parties.

Competition and Anti-Trust Laws

Current legislation governing competition went into effect in 2004 and is enforced by the Norwegian Competition Authority (NCA). Under the authority of the Ministry of Trade, Industry and Fisheries the NCA is authorized to conduct non-criminal proceedings and impose fines, or "infringement fees," for anti-competitive behavior. The size of the fees may vary according to a number of factors, including company turnover and severity of the offense. The 2004 legislation

also empowers the NCA to halt mergers or acquisitions that threaten to significantly weaken competition. Companies planning such transactions are generally obliged by law to report their plans to the NCA, which may conduct a review. However, if the combined annual turnover in Norway does not exceed NOK 1 billion (USD 116 million) or the annual turnover of one of the companies NOK 100 million (USD 11.6 million), notification is not required.

Public Procurements

Pursuant to its obligations under the EEA, Norway implemented EU legislation on public procurements on January 1, 1994. Norway is also a signatory to the WTO Government Procurement Agreement (GPA). The EEA/EU legislation and WTO agreement oblige Norway to follow internationally recognized, transparent procedures for public procurements above certain threshold values.

All public procurement contracts exceeding certain threshold values must be published in the Official Journal of the European Union and in the EU's Tenders Electronic Daily (TED) databank. Norway instituted an electronic notice database more than a decade ago and currently transmits all tender notices electronically through this database to the TED system.

The rules apply to procurement by the central government, regional or local authorities, bodies governed by public law, or associations formed by one or more such authorities or bodies governed by public law. In addition, special rules apply to the procurement by certain entities in the "utilities" sectors of water, energy, transport, and telecommunications.

Public agencies must publish general annual plans for purchases of goods and services, as well as general information on any major building and construction projects planned. No later than two months after a contract has been awarded, a notice must be published stating which company won the contract. All notices must be published in an EU language.

Discriminatory technical specifications may not be used to tailor contracts for a local or national supplier. Any technical standards applied in the procurement process must be national standards that are harmonized with European standards. If no such standards exist, other international or national standards may be applied. All specifications that are to be used in evaluating tenders must be included in the notice or in the invitation to tender.

In general, public procurements are non-discriminatory and based on open, competitive bidding. There are exceptions, however, notably in defense procurements where national security concerns may be taken into account.

The Complaints Board, an independent review body, offers suppliers an inexpensive complaint process for bid challenges. The board can issue “non-binding opinions” and review the legality of the procurement in question. More serious disputes may be taken before the European Surveillance Authority (ESA), or the courts, but the decision-making process can be lengthy.

Expropriation and Compensation

There have been no cases of questionable expropriation in recent memory. Government takings of property are generally limited to non-discriminatory land and property condemnation for public purposes (road construction, etc.). The Embassy is not aware of any cases in which compensation has not been prompt, adequate, and effective.

Dispute Settlement

There are currently no unresolved disputes between any U.S. investors and the government of Norway.

Investor-State Dispute Settlement

Norway has ratified principal international agreements governing arbitration and settlement of investment disputes, including the 1958 New York Convention and the Washington Convention (ICSID).

International Commercial Arbitration and Foreign Courts

Norway's legal system provides effective means for enforcing property and contractual rights.

Bankruptcy Regulations

Norway has strong bankruptcy laws and is ranked 8 out of 119 for ease of "resolving insolvency" on the World Bank's 2017 Doing Business report. According to the World Bank, the average duration for bankruptcy proceedings in Norway is half that of the OECD, at just under a year.

Industrial Policies

Investment Incentives

Norway offers few significant investment incentives.

Foreign Trade Zones/Free Ports/Trade Facilitation

Norway has no foreign trade zones and does not contemplate establishing any.

Performance and Data Localization Requirements

Norway generally does not impose performance requirements on foreign investors, nor offer significant general tax incentives for either domestic or foreign investors. There is an exception, however, for investments in sparsely settled northern Norway where reduced payroll taxes and other incentives apply. There are no free-trade zones, although taxes are minimal on Svalbard, a remote Arctic archipelago, which is subject to special treaty provisions. A state industry and regional development fund provides support (e.g., investment grants and financial assistance) for industrial development in areas with special employment difficulties or with low levels of economic activity.

Norway does not require "forced localization" nor impose requirements on data storage.

Protection of Property Rights

Real Property

Norway recognizes secured interests in property, both movable and real. The system for recording interests in property is recognized and reliable. Norway maintains an open and effective legal and judicial system that protects and facilitates acquisition and disposition of rights in property, including land, buildings, and mortgages.

Intellectual Property Rights

Norway adheres to key international agreements for the protection of intellectual property rights (IPR) (e.g., the Paris Union Convention for the Protection of Industrial Property, the Berne Copyright Convention, the Universal Copyright Convention of 1952, and the Rome Convention). It has notified its main IPR laws to the World Trade Organization. Norway's IPR statutes cover the major areas referred to in the Trade-Related Aspects of Intellectual Property Rights (TRIPS) Agreement.

The chief domestic statutes governing IPR include: the Patents Act of December 15, 1967, as amended; the Designs Act of March 14, 2003; the Copyrights Act of May 12, 1961, as amended; the Layout-design Act of June 15, 1990, as amended; the Marketing Act of January 9, 2009; and the Trademarks Act of March 26, 2010. The above legislation also protects trade secrets and industrial designs, including semiconductor chip layout design. As an EEA member, Norway adopted legislation intended to implement the 2001 EU Copyright Directive, though subsequent court cases exposed shortcomings in the legislation (see below).

Patents

The patent office (Patenstyret) grants patents for a period of 20 years (Acts of June 8, 1979, and May 4, 1985). U.S. industry has expressed concerns that Norway's regulatory framework for process patents filed prior to 1992 denies adequate patent protection for a number of pharmaceutical products. Although Norway introduced product patents for pharmaceuticals in 1992, the old system has left a difficult legacy for pharmaceutical companies, as competitors claiming to use non-patented processes entered the market. Several U.S. pharmaceutical companies filed successful patent infringement lawsuits in Norwegian courts to fend off these new entrants, but others lost their court cases and were later forced to restructure their Norwegian operations with loss of employment. Norway was placed on the Special 301 Watch List in 2008 due to concerns about pharmaceutical patent protection but has not been listed since 2013.

Copyright

Internet piracy in Norway is facilitated by high broadband internet penetration, which makes peer-to-peer downloads of music and video easy and common. Groups that release early copies of new motion pictures on the internet are active in the Norwegian market, and Norway has experienced some "camcording incidents," where motion pictures are illegally recorded in cinemas. Private organizations like the Motion Picture Association are attempting to raise public awareness of internet and video piracy, for example by running anti-pirating advertisements in movie theaters.

Norway enacted legislation based on the EU's 2001 Copyright Directive to combat internet piracy in June 2005, but subsequent court cases showed that the law did not give sufficient grounds for enforcement. The GON started a process of revision in 2011, and the amended Copyright Act entered into force in July 2013. The amended Act brings Norwegian copyright protection up to date by clarifying the process for gaining access to infringers' identities and introducing a site-blocking mechanism. Positive developments on the enforcement side are complemented by the growing popularity of legal streaming alternatives like Netflix and HBO.

Counterfeit and Pirated Goods

Norway does not expressly ban imports or exports of counterfeit or pirated goods for private use or consumption. However, import or export for resale or other commercial purpose is controlled by Norwegian Customs and rights-holders are notified. Customs may seize and hold suspected counterfeit goods for up to five working days, during which time rights-holders may decide whether to proceed with an injunction or other settlement. If the rights-holder does not pursue the case or respond to the notice, the goods are released to the importer (unless considered harmful). By comparison, customs officials in the EU have wider powers to seize, hold, and destroy counterfeit shipments. In 2010, Norwegian Customs established an intellectual property rights (IPR) office to coordinate training and increase awareness. In 2015, the GON launched a new website and an awareness campaign titled "Choose the Real Deal" (http://www.velgekte.no).

Enforcement

The Norwegian government does not consider itself obligated, under the EEA Agreement, to implement the European Union Enforcement Directive. Rights holders report that law enforcement authorities have begun to investigate major copyright infringement cases, with the result that several internet sites facilitating infringement were closed down. However, rights holders contend that the authorities still do not give adequate priority to copyright and internet piracy cases.

Resources for Rights Holders

For additional information about treaty obligations and points of contact at local IP offices, please see WIPO's country profiles at http://www.wipo.int/directory/en/ and Norwegian Industrial Property Office: http://www.patentstyret.no/en/. A list of local lawyers is available at http://norway.usembassy.gov/lawyers.html.

Financial Sector

Capital Markets and Portfolio Investment

Norway has a highly computerized banking system that provides a full range of banking services, including internet banking. There are no significant impediments to the free market-determined flow of financial resources.

Foreign and domestic investors have access to a wide variety of credit instruments. The financial regulatory system is transparent and consistent with international norms. The Oslo Stock Exchange facilitates portfolio investment and securities transactions in general.

Money and Banking System

Norwegian banks are generally considered to be on a sound financial footing, and the ten largest banks hold around USD 600 billion in assets. Conservative asset/liquidity requirements limited the exposure of banks to the global financial crisis in 2008/9. Foreign banks have been permitted to establish branches in Norway since 1996.

Foreign Exchange and Remittances

Dividends, profits, interest on loans, debentures, mortgages, and repatriation of invested capital are freely and fully remissible, subject to Central Bank reporting requirements. Ordinary payments from Norway to foreign entities can normally be made without formalities through commercial banks. Norway is a member of the Financial Action Task Force.

Sovereign Wealth Funds

Norway's sovereign wealth fund, the Government Pension Fund Global (GPFG), was established in 1990 and was valued at NOK 8,488 billion (USD 986 billion) at year-end 2017. Petroleum revenues are invested in global stocks and bonds, and the current portfolio includes close to 9,000 companies and approximately 1.4 percent of global stocks. The fund is invested globally across three asset classes. The management mandate requires the fund to be invested widely, outside Norway. The fund aims to invest in most markets, countries and currencies to achieve broad exposure to global economic growth. About a third of the fund's investments are in the United States, which is its single largest market. The fund tries to play an active role in its investments and aims at voting in almost all general shareholder meetings.

In 2004, Norway adopted ethical guidelines for GPFG investments that ban investment in companies engaged in various forms of weapons production, environmental degradation, tobacco production, human rights violations, and what it terms "other particularly serious violations of fundamental ethical norms." The fund currently has 69 companies on its exclusion list, 24 of which are U.S. companies. The ethical guidelines also highlight three focus areas in term of sustainability: children's rights, climate change, and water management. The fund adheres to the Santiago Principles and is a member of the IMF-hosted International Working Group on Sovereign Wealth Funds.

State-Owned Enterprises

The government continues to play a strong role in the Norwegian economy through its ownership or control of many of the country's leading commercial firms. The public-sector accounts for nearly 60 percent of GDP. The Norwegian government is the largest owner in Norway, with ownership stakes in a range of key sectors (e.g., energy, transportation, finance, and communications). About 70 State Owned Enterprises (SOEs) are managed directly by the relevant government ministries, and approximately 35 percent of the stock exchange's capitalization is in government hands. State ownership in companies can be used as a means of ensuring Norwegian ownership and domicile for these firms. Norway is party to the Government Procurement Agreement (GPA) within the framework of the World Trade Organization (WTO) and a signatory to all relevant annexes. SOEs are thus covered under the agreement.

Norwegian governments have sustained stable levels of strong, transparent, and predictable government ownership. The previous center-left government increased its stake in companies like Equinor ASA, Kongsberg Gruppen AS, and Yara International ASA, while selling off other holdings. The current center-right government is in a process of reducing ownership stakes.

The Government of Norway publishes the annual state ownership report, available in English here: https://www.regjeringen.no/en/topics/business-and-industry/state-ownership/statens-eierberetning-2013/the-state-ownership-report/id2395364/

Privatization Program

Norway has no current plans to privatize any SOEs.

Responsible Business Conduct

Corporate Social Responsibility (CSR) is very much part of Norwegian corporate and political consciousness. Significant attention has been given to ethical and sustainable business practices over the last several years; the GON has issued a series of white papers, most recently in 2009, on the responsibility of Norwegian businesses in the global economy. In 2006 and 2007, the GON also set down guidelines for ethical and responsible conduct in state-owned enterprises, and incorporated climate policy, procurement policy, and development policy as parts of the GON's broader CSR vision.

As an OECD member, Norway adheres to the OECD Guidelines for Multinational Enterprises. Norway's National Contact Point (NCP) for the OECD Guidelines raises awareness of the due diligence approach of the Guidelines and handles complaints against Norwegian businesses with international operations, in the event they are not behaving in accordance with the Guidelines. The NCP facilitates resolution of these complaints through dialogue and mediation.

The Norwegian Accounting Act requires companies listed on the Oslo Stock Exchange to provide a report on their policies and practices for corporate governance. The Norwegian Corporate Governance Board, composed of nine independent organizations, issues and updates the Norwegian Code of Practice for the above-mentioned companies. Transparency and disclosure are key to the development of corporate social responsibility. Large enterprises are required under Section 3-3c of the Accounting Act to report on their CSR activities. Public disclosure requirements are increasingly regulated. The work of the EU in this area may lead to the development of regulations of relevance to Norway.

In the mining sector, Norway encourages adherence to the OECD Due Diligence Guidance for Responsible Supply Chains of Minerals from Conflict-Afflicted and High-Risk Areas and participates in the Extractive Industries Transparency Initiative (EITI).

In order to prevent tax evasion and the use of tax havens to conceal financial information, large enterprises and public-interest entities that are active in the extractive industry or in the logging of primary forests are required to report on a country-by-country basis. In addition, Norway has entered into a number of new bilateral tax information exchange agreements in recent years.

Kompakt is the Government's consultative body on matters relating to CSR.

Corruption

Business is generally conducted "above the table" in Norway, and Norway ranks third out of 180 countries on Transparency International's Corruption Perceptions Index for 2017. Corrupt activity by Norwegian or foreign officials is a criminal offense under Norway's Penal Code. Norway's anti-corruption laws cover illicit activities overseas, subjecting Norwegian nationals/companies who bribe officials in foreign countries to criminal penalties in Norwegian courts. In 2008, the Ministry of Foreign Affairs launched an anti-corruption initiative, focused on limiting corruption in international development efforts.

Norway is a member of the Council of Europe's anti-corruption watchdog Group of States against Corruption (GRECO) and ratified the Criminal Law Convention on Corruption in 2004, without any reservations.

Norway has ratified the UN Anticorruption Convention (2006) and is a signatory of the OECD Convention on Combating Bribery.

Resources to Report Corruption

The Norwegian National Authority for Investigation and Prosecution of Economic and EnvironmentalCrime (ØKOKRIM)
Address: PO Box 8193 Dep, 0034 Oslo
Tel: 011 (47) 23 29 10 00
Email: post.okokrim@politiet.no

Contact at "watchdog" organization:
Ms. Guro Slettemark
Secretary General
Transparency International Norge
Address: PO Box 582 Sentrum
0106 Oslo
Email: slettemark@transparency.no
Tel: 011 (47) 90 87 46 26

Political and Security Environment

Norway is a vibrant, stable democracy. Violent political protests or incidents are extremely rare, as are politically motivated attacks on foreign commercial projects or property. However, on July 22, 2011, a Norwegian individual motivated by extreme anti-Islam ideology carried out twin attacks on Oslo's government district and on the Labor Party's youth summer camp in Utøya, killing 77 people. The individual, now in prison, operated alone and this incident is not generally considered an indicator of increased political violence in the future.

Labor Policies and Practices

Skilled and semi-skilled labor is usually available in Norway. The labor force as of year-end 2017 totaled about 2.66 million persons, representing 67 percent of the working-age population.

Slowing economic activity in the wake of low oil prices led unemployment to rise from under 4 percent in 2012 to 4.8 percent in 2015. With oil prices on the rise the industry is showing signs of bouncing back and the unemployment rate dropped to 4 percent at year-end 2017.

Union membership is in excess of 1.5 million persons, over 50 percent of the labor force. The unions are independent of the government but some, such as the largest (LO), have close and historic ties with the Labor Party. Norway has a highly centralized and constructive system of collective bargaining. The government may impose mandatory wage mediation should strikes threaten key sectors of the economy, particularly the oil and gas and transportation sectors. The government stepped in during 2006 to prevent a threatened strike in the banking sector. Mandatory wage mediation was used in 2010 to end strikes in the health sector and in the offshore sector in 2012.

Employee benefits are generous, e.g., one year's paid maternity leave (financed chiefly by the government), and unemployment benefits for up to 104 weeks. There are special provisions for layoffs linked to lower activity for the employer.

The average number of hours worked per week in one's primary job, 37.4 in 2016, is the third lowest in the OECD, after Germany and Denmark. Productivity, however, is high – significantly higher than the EU average. Sickness and absenteeism rates have been between 6-8 percent over the last decade, and stood at 6.5 percent at the end of 2017. Relatively high disability rates, especially among young people, are a concern.

Norwegian blue-collar hourly earnings are comparatively high. High wages encourage the use of relatively capital-intensive technologies in Norwegian industry. Top-level executives and highly skilled engineers, on the other hand, are generally paid considerably less than their U.S. counterparts, which, when combined with relatively high wages at the bottom of the wage scale, contributes to Norway's very high level of income equality relative to other OECD countries.

Obtaining work permits for foreign labor, particularly for semi-skilled workers, can be cumbersome.

OPIC and Other Investment Insurance Programs

OPIC does not currently operate in Norway. However, Norway is a member of the World Bank Group's Multilateral Investment Guarantee Agency (MIGA).

The Norwegian Guarantee Institute for Export Credits (GIEK) is the central governmental agency responsible for issuing export credits and investment guarantees. GIEK operates under the authority of the Norwegian Ministry of Trade, Industry and Fisheries, which contains a section that oversees export and investment guarantees and domestic industry financing. GIEK's primary function is to promote export of Norwegian goods and services, and Norwegian investment abroad. It underwrites exports to over 150 countries of all types of goods and services. The guarantees may encompass a single transaction or a series of transactions and cover not only commercial risk, i.e., bankruptcy on the part of the debtor or non-payment for other reasons, but also political risk, i.e., war, expropriation and actions by public authorities that prevent payment.

GIEK offers long-term guarantees for export of capital goods to most countries, including emerging markets. The guarantees are issued on behalf of the Norwegian government and can be used as security vis-à-vis banks and other financial institutions to facilitate funding. The Director General and a Board of seven directors are responsible for day-to-day operations. GIEK guarantees the down payment on a loan raised by the buyer for financing deliveries from a Norwegian exporter. GIEK is a member of the Berne Union.

Foreign Direct Investment and Foreign Portfolio Investment Statistics

Table 2: Key Macroeconomic Data, U.S. FDI in Host Country/Economy

	Host Country Statistical source*		USG or international statistical source		USG or International Source of Data: BEA; IMF; Eurostat; UNCTAD, Other
Economic Data	**Year**	**Amount**	**Year**	**Amount**	
Host Country Gross Domestic Product (GDP) ($M USD)	2017	$381.1 Bn	2016	$371.1 Bn	www.worldbank.org/en/country
Foreign Direct Investment	**Host Country Statistical source***		**USG or international statistical source**		**USG or international Source of data: BEA; IMF; Eurostat; UNCTAD, Other**
U.S. FDI in partner country ($M USD, stock positions)	2016	$6.4 Bn	2016	$32,3 Bn	BEA data available at http://bea.gov/international/direct_investment_multinational_companies_comprehensive_data.htm
Host country's FDI in the United States ($M USD, stock positions)	2016	$30.6 Bn	2016	$27.4 Bn	BEA data available at http://bea.gov/international/direct_investment_multinational_companies_comprehensive_data.htm
Total inbound stock of FDI as % host GDP	2016	$150.3 Bn			Inbound FDI represents 41.5% of GDP

Table 3: Sources and Destination of FDI

* Statistic Norway (http://ssb.no/en/)

Direct Investment from/in Counterpart Economy Data
From Top Five Sources/To Top Five Destinations *(US Dollars, Millions)*

Inward Direct Investment			Outward Direct Investment		
Total Inward	149,467	100%	Total Outward	181,044	100%
Sweden	31,666	21.2%	Netherlands	36,349	20.1%
Netherlands	22,320	15%	United States	30,177	16.7%
Luxembourg	13,053	8.7%	Sweden	21,645	12%
Germany	8,039	5.4%	Singapore	13,250	7.3%
France	7,586	5.1%	Denmark	11,789	6.5%
"0" reflects amounts rounded to +/- USD 500,000.					

Table 4: Sources of Portfolio Investment

Portfolio Investment Assets								
Top Five Partners (Millions, US Dollars)								
Total			Equity Securities			Total Debt Securities		
All Countries	1,059,892	100%	All Countries	653,911	100%	All Countries	423,981	100%
United States	343,311	X%	United States	215,068	X%	United States	128,243	30.2%
United Kingdom	78,817	X%	Japan	52,209	X%	Germany	40,736	9.6%
Japan	75,758	X%	United Kingdom	50,385	X%	United Kingdom	28,432	6.7%
Germany	73,674	X%	Germany	32,938	X%	Japan	23,549	5.6%
France	53,255	X%	Switzerland	31,837	X%	France	22,762	5.4%

Contact for More Information

Mr. Per Sogge
Economic Specialist
U.S. Embassy Oslo, Morgedalsvegen 36, 0378 Oslo, Norway
Tel: 011 (47) 21 30 86 65
Email: soggepv@state.gov

Trade & Project Financing

Methods of Payment

The payment system in Norway is highly automated and computerized. The most common forms of payment in Norway are bank cards (debit and credit cards), Internet banking/payment, e-payment through apps and giros. Bank checks are not frequently used in Norway. Payment is normally prompt and usually interest is charged and paid if payment is late.

While the Central Bank of Norway is responsible for authorizing interbank systems in Norway, the Financial Supervisory Authority of Norway supervises all banks and other financial institutions.

Banking Systems

Participants in the Norwegian banking market vary from large full-service banks active in both the wholesale and retail sectors to small private institutions. There is also a range of savings banks. The banking system, i.e., the actual payment system, is highly automated and computerized. The Norwegian banking system is comprised of 17 commercial banks, 105 savings banks and a small number of state-owned banks that provide financing for particular purposes. Other principal financial institutions are mortgage companies, finance companies and insurance companies. The Financial Supervisory Authority of Norway (Finanstilsynet - http://www.finanstilsynet.no/en/) supervises all banks and other financial institutions in Norway.

The Commercial Banking Act, the Savings Bank Act and the Act on Financing and Finance Institutions regulate banking activities. Norway has revised the regulations relating to financial institutions as a result of the EEA Agreement. With respect to financial services, the EEA Agreement provides for full adaptation to EU regulations. Foreign banks have been allowed to establish subsidiaries in Norway since 1985. Since the implementation of the EEA Agreement in January 1994, foreign banks may also establish branches in Norway, but only a few U.S. banks currently operate in Norway.

The Central Bank of Norway (http://www.norges-bank.no/en/) is organized as a share-issuing company, but the government owns all the shares. It is the executive and advisory entity for monetary, credit and exchange policy. It is the sole bank of currency issue.

Commercial banks enjoy a very close relationship with trade and industry. Savings banks have a long tradition in Norway and also cover a substantial part of the local credit requirements. Merchant banks have not achieved the same position in Norway that they enjoy in some countries. This is partly because of the market dominance by the very large commercial banks, all of which maintain specialized departments covering the areas generally regarded as typical of merchant banking. There are special banks for fisheries, agriculture, shipping, industry, house building, and export finance. The State, to varying degrees, participates in all of these.

Foreign Exchange Controls

Norway has no currency restrictions. Foreign exchange controls were abolished in 1990. No licensing requirements are in force. The only requirement is a reporting requirement for international payments and financial transactions. The transaction bank generally takes care of

this reporting. The Government has defined an inflation target for monetary policy in Norway. The operational target is consumer price inflation of close to 2.5% over time. Monetary policy shall also contribute to stabilizing output and employment. The interest rate on banks' deposits with the Central Bank of Norway (the sight deposit rate) is the most important monetary policy instrument.

US Banks & Local Correspondent Banks

This information is derived from the State Department's Office of Investment Affairs' 2015 Investment Climate Statement. Any questions on the ICS can be directed to: EB-ICS-DL@state.gov

Project Financing

In principle, all kinds of financing are available to foreign investors. Overdrafts and mortgages are available from banks, which will also assist in the issuance of such financial instruments as discount bonds, convertible bonds, etc.

Financial lease arrangements are supplied by leasing companies. If a leased asset is financed from foreign funding, a license is required from the Bank of Norway. If the lessee is foreign and the agreement is of a financial character (financial leasing), a license is required. No license is required if the leasing agreement can be said to be operational.

Venture capital and merchant banking are not highly developed in all sectors, but do exist. Venture capital is particularly focused on the energy sector, renewable technology and to some degree within healthcare technology. The Norwegian Venture Capital & Private Equity Association (NVCA) is an independent, non–profit association supporting the interests of companies and persons who are active in the Norwegian private equity industry.

For more information on the Norwegian Venture Capital & Private Equity Association: http://www.nvca.no/

Under relatively strict conditions it is possible to obtain fresh capital at the stock exchange. The Oslo Stock Exchange (Oslo Bors) offers the only regulated markets for securities trading in Norway today.

For more information on the Oslo Stock Exchange: http://www.oslobors.no/ob_eng/

Export financing

Export Credit Norway extends loans to large and small companies in Norway and abroad for purchases of capital goods and services from Norwegian exporters. Export Credit Norway is a limited liability company wholly owned by the Norwegian government. Export Credit Norway finances export contracts ranging in value from a few million to several billion Norwegian kroner, across sectors and worldwide. The company´s loans comply with the OECD framework on officially supported export credits.

For more information on Export Credit Norway: http://www.eksportkreditt.no/en-GB/

The Guarantee Institute for Export Credits (GIEK) is the central governmental agency responsible for furnishing guarantees and insurance of export credits. The primary function of the Institute is to promote export of Norwegian goods and services and Norwegian investment abroad. GIEK underwrites exports to over 150 countries of all types of goods and services ranging from fruit

and berries, to ships, to consultancy services. The guarantees may encompass a single transaction or a series of transactions and cover not only commercial risk, i.e. bankruptcy on the part of the debtor or non-payment for other reasons, but also political risk, i.e. war, expropriation and actions by the public authorities that prevent payment.

For more information on GIEK: https://giek.no/?lang=en_GB

Tel: 001 (47) 22 87 62 00

Norway offers no significant financing programs for either domestic or foreign investors. One exception is investments in northern Norway, where a reduced payroll tax and other incentives apply. There are no free-trade zones, although taxes are minimal on Svalbard. A state industry and regional development fund provides support (e.g., investment grants and financial assistance) for industrial development in areas with special employment difficulties or with low levels of economic activity.

Financing Web Resources

- Trade Finance Guide: A Quick Reference for U.S. Exporters, published by the International Trade Administration's Industry & Analysis team: http://2016.export.gov/tradefinanceguide/eg_main_043220.asp
- Export-Import Bank of the United States: http://www.exim.gov/tools-for-exporters/country-limitation-schedule
- Country Limitation Schedule: http://www.exim.gov/tools-for-exporters/country-limitation-schedule
- OPIC: http://www.opic.gov/
- Trade and Development Agency: http://www.ustda.gov/
- SBA's Office of International Trade: http://www.sba.gov/oit/
- USDA Commodity Credit Corporation: https://www.fsa.usda.gov/about-fsa/structure-and-organization/commodity-credit-corporation/index
- U.S. Agency for International Development: http://www.usaid.gov/
- Norwegian Ministry of Finance: http://www.regjeringen.no/en/ministries/fin.html?id=216
- Central Bank of Norway: http://www.norges-bank.no/default___106.aspx
- Financial Supervisory Authority of Norway: http://www.finanstilsynet.no/en/
- Norwegian Financial Services Association: http://www.fno.no/en/
- Oslo Stock Exchange: http://www.oslobors.no/ob_eng/
- Norwegian Venture Capital & Private Equity Association: http://www.nvca.no/

Business Travel

Business Customs

Business customs are largely similar to those in the U.S. and practically all business people speak excellent English. Norwegian business people tend to travel extensively, so meetings should be scheduled well in advance. It is recommended to use the 24-hour clock. This will avoid confusion over any references to a.m. and p.m. Punctuality is valued for both business and social occasions. If you are late for a business meeting, call your counterpart and explain the delay.

The typical greeting is a firm handshake with everyone in the room when you arrive and before you leave. Maintain moderate eye contact. Business cards are widely used. Although many Norwegians tend to dress more casually, you should dress conservatively – at least until the host opens up for an open-shirt dress code.

Norwegians are often direct and do not focus on rituals and social environments for negotiations. In the initial meeting, Norwegians are ready to talk business after only a few minutes of small talk. Norwegians are straightforward in business meetings. Presentations should be precise and concrete and you should not make any promises that you cannot keep - your honesty will be respected. There is no need to be embarrassed talking about price and payment.

Business lunches and dinners are common. The one inviting is the one who pays. If you are the host, arrange for reservations in advance. Smoking is banned in all places of business. Do not smoke in someone's home without asking for permission.

Norway, with 5.3 million people distributed over an area larger than the United Kingdom or Germany, has a very low population density. This gives the opportunity for a large variety of outdoor sports, hikes in the mountains, skiing, sailing, hunting, golfing, etc. Many Norwegians own their own cabins or vacation homes in the mountains, on the coast, or both, where they spend many of their weekends and vacations. If invited to a local Norwegian home or to an "offsite" meeting, you are experiencing an honor and sign of genuine interest, and you should definitely consider accepting.

Travel Advisory

U. S. citizens are encouraged to enroll in the Smart Traveler Enrollment Program. If you enroll, we can keep you up to date with important safety and security announcements. It will also help us get in touch with your friends and family in an emergency. Here is the link to the Smart traveler Enrollment Program: https://step.state.gov/step/.

The American Embassy in Oslo is located at Morgedalsvegen 36, Tel: 011 (47) 21 30 85 40, E-mail: OsloACS@state.gov. For additional information visit the Embassy's website at http://no.usembassy.gov/

Norway has a relatively low crime rate. Most crimes involve the theft of personal property, e.g., residential burglary, auto theft, or vandalism to parked cars. Persons may become targets of pickpockets and purse-snatchers, especially in hotel restaurants and in certain parts of the Oslo area. Violent crime, although rare, occurs and appears to be increasing. The loss or theft of a U.S. passport in Norway should be reported immediately to the local police and to the U.S. Embassy in Oslo. The Department of State's pamphlet A Safe Trip Abroad provides useful information on

guarding valuables and protecting personal security while traveling abroad. The pamphlet is available on the Internet at: https://travel.state.gov/content/passports/en/go/checklist.html

While in a foreign country, a U.S. citizen is subject to that country's laws and regulations. Penalties for breaking the law can be more severe than in the United States for similar offenses. Persons violating the laws of Norway, even unknowingly, may be expelled, arrested or imprisoned. Penalties for possession, use, or trafficking in illegal drugs are strict. Some substances that are legal in other European countries are prohibited in Norway. These include ephedrine, for example, an ingredient available in some over-the-counter drug preparations. The possession of small amounts of drugs for personal use that may not result in arrest in neighboring countries can result in arrest in Norway. Penalties usually include detention, a hefty fine and deportation.

Visa Requirements

A passport is required. U.S. citizens may enter Norway without a visa. Norway is a member of the Schengen Agreement. Travelers may not stay in the Schengen area for more than 90 days in any six-month period. For information regarding entry requirements travelers can contact the Royal Norwegian Embassy at 2720 34th Street N.W., Washington, D.C. 20008-2714, Tel. (202) 333-6000, or the nearest Norwegian consulate. Consulates are located in Houston, New York, and San Francisco. Information is also available on the Internet at http://www.norway.org

U.S. companies that require travel of foreign businesspersons to the United States should be advised that security evaluations are handled via an interagency process. Visa applicants should go to the following links.

State Department Visa Website: https://travel.state.gov/content/travel/en.html

U.S. Embassy, Oslo – including Consular Services: http://no.usembassy.gov

Currency

The currency used in Norway is the Krone (NOK) and Ore (1 Krone = 100 Ore) and one USD is, as of August 2018, valued at around NOK 8.2. All major credit cards are accepted, but there can be some limitations on using American Express at restaurants. Traveler's checks are not often used. E-payment is increasingly popular, both at grocery stores and public transportation.

Telecommunications/Electric

Norway has one of the most modern and advanced telecommunications networks in Europe. The following cellular phone systems can be used in Norway: GSM, GPRS, EDGE, UMTS/WCDMA, 3G, and 4G/LTE are widely available.

There are still a few public telephones where payment can be made with Visa, American Express, Diners Club or Eurocard/ Mastercard. For an operator, you can dial 1881 for numbers in Norway, Sweden and Denmark, and 1882 for numbers in all other countries. When calling another country from Norway, dial 00 first.

In Norway, in the event of an emergency, call:

- **110 - Fire Department**
- **112 - Police**

- **113 - Ambulance**

Broadband, ADSL lines and 3G, 4G and 5G wireless networks are widely available.

Electricity in Norway is 220 V AC with 50-Hertz cycles. Plugs used are round-ended, two-pronged, continental plugs.

Transportation

Norway has an excellent transportation system. Car rentals are expensive but easily available. Those choosing to drive themselves should exercise caution. Because of the mountainous terrain, most roads are narrow and winding. The northerly latitude can cause road conditions to vary greatly depending on weather and time of year. Speed limits vary from 40-110 km per hour (25-70 miles per hour). Fines for traffic violations are extremely high and can easily exceed USD 1,000 for speeding. Roadblocks for checks of drivers under the influence of alcohol are frequent, and submission to a breathalyzer test is mandatory. Norway has adopted a zero tolerance policy regarding drinking and driving. One drink may put a person over the legal limit and could result in a fine. More than two drinks could result in a jail sentence.

Language

The three Scandinavian countries – Norway, Denmark, and Sweden - are closely related in terms of language, ethnic roots, religion, history and a host of other ways. The languages are to a lesser degree related to English, Dutch and German.

Americans with business interests in Norway benefit from the ease of communication as the vast majority of Norwegians speak English. American culture, including movies and TV series, is pervasive. Unfortunately, news about Norway in English is sparse, limited to a few Internet services that provide only brief summaries of major events.

There are two official languages, bokmål and nynorsk, with equal status both in official use and in schools. The Norwegian alphabet contains 29 letters, including three letters not found in the English alphabet – æ (ae), ø (oe), and å (aa).

Health

Medical care is widely available. U.S. medical insurance is not always valid outside the United States. Travelers have found that supplemental medical insurance with specific overseas coverage has proved useful in some cases. Information on medical emergencies abroad, including overseas insurance programs, is provided in the Department of State's Bureau of Consular Affairs brochure Medical Information for Americans Traveling_Abroad, available on the Internet at: https://travel.state.gov/content/travel/en.html Further information on health matters can be obtained from the Centers for Disease Control and Prevention's hotline for international travelers at Tel: (877) 394-8747, or via their Internet site at http://www.cdc.gov

Local Time, Business Hours and Holidays

Business people should note the following local holidays during 2018 and 2019:

2018:	2019:
▪ Jan 1 – New Year's Day ▪ March 29 - Holy Thursday ▪ March 30 - Good Friday ▪ April 2 – Easter Monday ▪ May 1 – Labor Day ▪ May 10 – Ascension Day ▪ May 17 – Norwegian Constitution Day ▪ May 21 – Whit Monday ▪ Dec 25 – 1st Day of Christmas ▪ Dec 26 – 2nd Day of Christmas	▪ Jan 1 – New Year's Day ▪ Apr 18 - Holy Thursday ▪ Apr 19 – Good Friday ▪ April 22 – Easter Monday ▪ May 1 – Labor Day ▪ May 17 – Norwegian Constitution Day ▪ May 30 – Ascension Day ▪ June 10 - Whit Monday ▪ Dec 25 – 1st Day of Christmas ▪ Dec 26 – 2nd Day of Christmas

Some Norwegian manufacturing plants and major businesses are closed for 3-4 weeks during the summer holidays from mid-July to mid-August. Easter (10-day holiday season for many Norwegians) and the week between December 23 and New Year also are periods of low business activity.

Note that the U.S. Embassy in Oslo is closed for regular business on U.S. Federal Holidays. For contact details in case of emergencies and additional information, visit the Embassy's website at http://no.usembassy.gov/

U.S. Federal Holidays during 2018-2019:

2018:	2019:
▪ Jan 1 – New Year's Day ▪ Jan 15 - Martin Luther King Day ▪ Feb 19 – President's Day ▪ May 28 – Memorial Day ▪ July 4 – Independence Day ▪ Sep 3 – Labor Day	▪ Jan 1 – New Year's Day ▪ Jan 21 - Martin Luther King Day ▪ Feb 18 – President's Day ▪ May 27 – Memorial Day ▪ July 4 – Independence Day ▪ Sep 2 – Labor Day

▪ Oct 8 – Columbus Day ▪ Nov 12 Veterans Day(observed) ▪ Nov 22 – Thanksgiving Day ▪ Dec 25 – Christmas Day	▪ Oct 14 – Columbus Day ▪ Nov 11 – Veterans Day(observed) ▪ Nov 28 – Thanksgiving Day ▪ Dec 25 – Christmas Day

Temporary Entry of Materials or Personal Belongings

For updated customs regulations when traveling to and from Norway:

Norwegian Customs and Excise: http://www.toll.no/en/

Travel Related Web Resources

- Norwegian Ministry of Finance: http://www.regjeringen.no/en/dep/fin
- Norwegian Ministry of Trade, Industry and Fisheries: http://www.regjeringen.no/en/dep/nfd
- Norwegian Ministry of Labor and Social Affairs: http://www.regjeringen.no/en/dep/asd
- Norwegian Ministry of Foreign Affairs: http://www.regjeringen.no/en/dep/ud
- Norway in the United States – Royal Norwegian Embassy: https://www.norway.no/en/usa
- Statistics Norway: http://www.ssb.no/english/
- Central Bank of Norway: http://www.norges-bank.no/en/