

Annual Report 2011





INTSOK markets

CONTENTS

INTRODUCTION	2
WIDE RANGE OF SERVICES TO ITS PARTNERS	4
PROVIDING MARKET INSIGHT	6
THEY PROVIDE VALUABLE ASSISTANCE	8
CLEANER OIL AND GAS PRODUCTION	10
INCREASED OIL RECOVERY IS A PRIORITY	11
OFFSHORE FLOATERS AND SERVICE VESSELS	12
ASSISTING NEW ENTRANTS IN BRAZIL	13
NEW PROJECT IN THE HIGH NORTH	14
NEW MARKETS – NEW OPPORTUNITIES	15
INTSOK BOARD OF DIRECTORS	16
REGIONAL DIRECTORS AND ADVISORS	17
INTSOK PARTNERS PER DECEMBER 31 ST 2011	18

INTRODUCTION

The Norwegian oil and gas industry has been on a rapid journey of change in the last decade. INTSOK celebrates 15 years as a foundation in 2012. It was set up as an independent non-profit organisation to strengthen the long-term basis for value creation and employment in the Norwegian oil and gas industry through expanding the industry's international business activities.

We appreciate the active support the Norwegian Government has given us. During 2011 the Prime Minister and several ministers have been involved in INTSOK events around the world. Prime Minister Mr. Jens Stoltenberg travelled to Perth in Australia with several INTSOK partners. The Minister of Petroleum and Energy, Mr. Ola Borten Moe, and his deputy minister, Mr. Per Rune Henriksen, attended several events around the world. The Minister of Trade and Industry Mr. Trond Giske fronted industry delegations to Brazil, Angola, Ghana and Mozambique. The Crown Prince and Crown Princess supported the petroleum cluster during an official visit to Ghana.

International expansion has been faster and more successful that anyone had anticipated.

Hundreds of Norwegian companies of all sizes have expanded from their home market into global markets. More than one third of INTSOK's partners have ambitions of doubling international turnover in the next five years.

The industry has at the same time continued to capture a major share of the growing market on the Norwegian Continental Shelf. Capital expenditure on the NCS will be higher than in any other global offshore market in the next

• MAIN MARKETS

Australia
Brazil
China
Russia
UK
US (GoM)

• OTHER PRIORITY MARKETS

Angola
Canada
India
Indonesia
Kazakhstan
Korea
Malaysia
Mexico
Singapore
United Arab Emirates

• MARKETS UNDER OBSERVATION

Caspian: Azerbaijan
West Africa: Ghana, Nigeria
North Africa: Libya, Egypt
Middle East: Iraq, Qatar, Saudi Arabia

few years. The discovery of the huge Johan Sverdrup field in the North Sea and the Skrugard and Havis discoveries in the Barents Sea have proved that there is a lot of life left in the Norwegian oil and gas sector. The Johan Sverdrup field was the largest find in the world in 2011.

Norway is still the world's third largest oil and gas exporter. The petroleum sector is vital for the country's economy, representing some 25% of the gross domestic product, 30% of the state income, more than 50% of export earnings and providing some 250,000 jobs, directly and indirectly. Export earnings are no longer only the revenues from the export of oil and gas to global customers. The export of goods and services is also making major contributions.

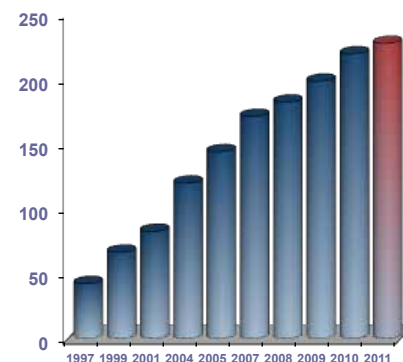
Australia, Brazil, the UK and the US Gulf of Mexico are seen by the partners as the markets with the highest potential for further growth. A survey among our partners in late 2011 showed that the industry had the technologies, products and services required to grow their business in the years to come.

International expansion is not only on the agenda in the larger companies. INTSOK has now more than 225 partners which with their subsidiaries represents more than 300 individual companies. Many of them joined us in 2011; some left us to concentrate on the NCS or were acquired by other firms.

We are promoting the companies capabilities to an increasingly wider audience. A number of new catalogues document the industry's capabilities and are used actively as the basis for INTSOK events in the markets. Local advisors with long experience and knowledge of their markets are making valuable contributions in 13 countries.

INTSOK's partnership growth in recent years has been strong from small- and medium-sized companies. We have therefore expanded our assistance to SMEs to help them enter new markets. We launched a new Brazil Entry Program in 2011 in close cooperation with Innovation Norway to assist firms looking into Brazil.

The highly successful partnership program with Russia has been replaced with a new and exciting project. INTSOK will lead the project called Russian–Norwegian Oil and Gas Industry in the High North (RU–NU Barents). The project has received significant funding from the Norwegian Ministry of Foreign Affairs, from the petroleum industry and from key Russian players. The project will assess the gap between the technology currently available and the technology needed for extracting oil and gas resources in the Barents Sea in an environmentally sound and safe way.



Growth in partner companies



Gulbrand Wangen
Managing Director INTSOK



International Oil and Gas Business Days 2011. Photo: Gunnar Friberg

WIDE RANGE OF SERVICES TO ITS PARTNERS

The Norwegian petroleum cluster is expanding into global markets with advanced, cost effective technologies, delivering front edge reservoir and seismic technologies, subsea technology, floating production, multiphase flow solutions, technologies for cleaner production and new ways to increase oil recovery.

Norwegian R&D institutions, suppliers and service companies have played a significant part in developing systems and equipment to meet the new standards increasingly required in oil and gas provinces around the world.

INTSOK focuses its attention on the markets most attractive to its partners. Priorities are discussed and approved by the INTSOK board. The markets where we are active represent more than 50% of total global offshore oil and gas production and close to USD 1 trillion of capital expenditure in the period to 2015.

We assist companies' international expansion by providing advice, market and project information to partners and communicating the capabilities of the Norwegian petroleum cluster to key clients in overseas markets.

INTSOK events attract more partners, reflecting the growing appetite for international expansion, but there is still potential for involving more partners in the activities. Several major annual INTSOK conferences have become excellent venues for the exchange of views and meeting with customers. In 2011 INTSOK hosted:

- The annual Russian – Norwegian Conference, which took place in St. Petersburg
- The annual US – Norway Technology Partnership Conference in Houston
- The International Business Days in Oslo
- The FPSO International event in Oslo in partnership with Shell and BP
- The SURF workshop in the US. It has become a place where partners can showcase their deepwater capabilities.

Partners met close to 60 oil companies, contractors and ship-building companies at INTSOK events in 2011. Among them were all the major international oil companies and leading national oil companies such as ADNOC, Gazprom, KMG, Petrobras, Petronas, Pertamina, Saudi Aramco and Sonangol.

Saudi Aramco, KMG in Kazakhstan, TNK-BP and Gazprom visited partners in Norway focussing on themes like cleaner production, offshore technology and risk management.



Discussion panel during INTSOK's annual Houston Conference 2011. Moderated by Statoil. Photo: INTSOK

Brazil is ranked as the most important market by our partners. In a survey in 2011, 73% of the partners saw Brazil as very important, another 20% considered the market to be important. The UK market remains very attractive and is seen by 63% of respondents as very attractive and another 30% ranked it as important. The Gulf of Mexico remains in the top three, whilst Australia has made a huge jump since the survey two years ago. Forty-six percent of the partners in the survey now rank Australia as very important and another 45% saw it as important.

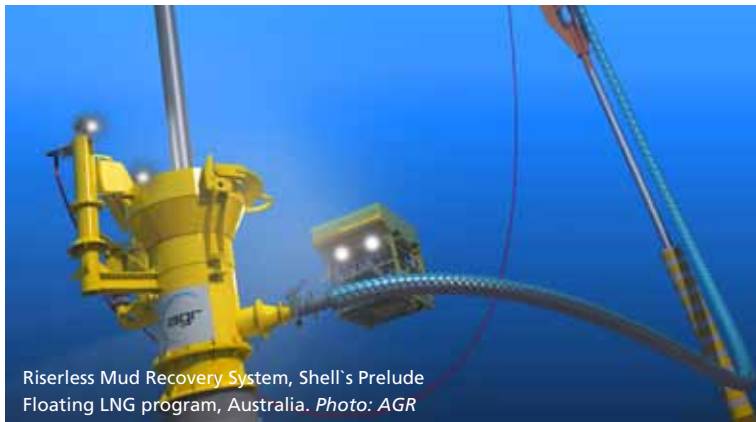
Asian yards are important customers for many INTSOK partners. The yards represent a significant portion of the export value from the Norwegian petroleum cluster. INTSOK invited partners to visit several Chinese shipyards and three of South Korea's leading offshore shipyards. The delegations got an opportunity to meet with the shipyards' senior management, procurement management and project management. Partners got an excellent opportunity to gain insight into the yards' strategies and present their products, technologies and services related to floating LNG, FPSOs and drilling rigs. The Norwegian Deputy Minister of Petroleum and Energy Mr. Per Rune Henriksen joined the delegation during the visit to South Korea.

INTSOK continues to open the doors to key clients in customer meetings and workshops. Annual events like client weeks in Aberdeen, The Hague, Houston, London, Milano and Paris allow partners to meet with key oil companies and contractors.

INTSOK organised a roadshow to Louisiana for the first time where partners got the opportunity to meet suppliers and buyers of MMO services. Another roadshow was organised in Abu Dhabi and Dubai where partners met with leading players in Iraq such as ExxonMobil, Lukoil/Statoil and Shell as well as Worley Parsons.

Network meetings in Norway and in the markets enable partners to exchange experience and insights from the markets. Themes such as corporate social responsibility, local content requirements and anti-corruption were discussed in workshops held for partners in Norway. In network meetings conducted abroad we observe more and more that Norwegian companies have developed local business communities.





Riserless Mud Recovery System, Shell's Prelude Floating LNG program, Australia. Photo: AGR



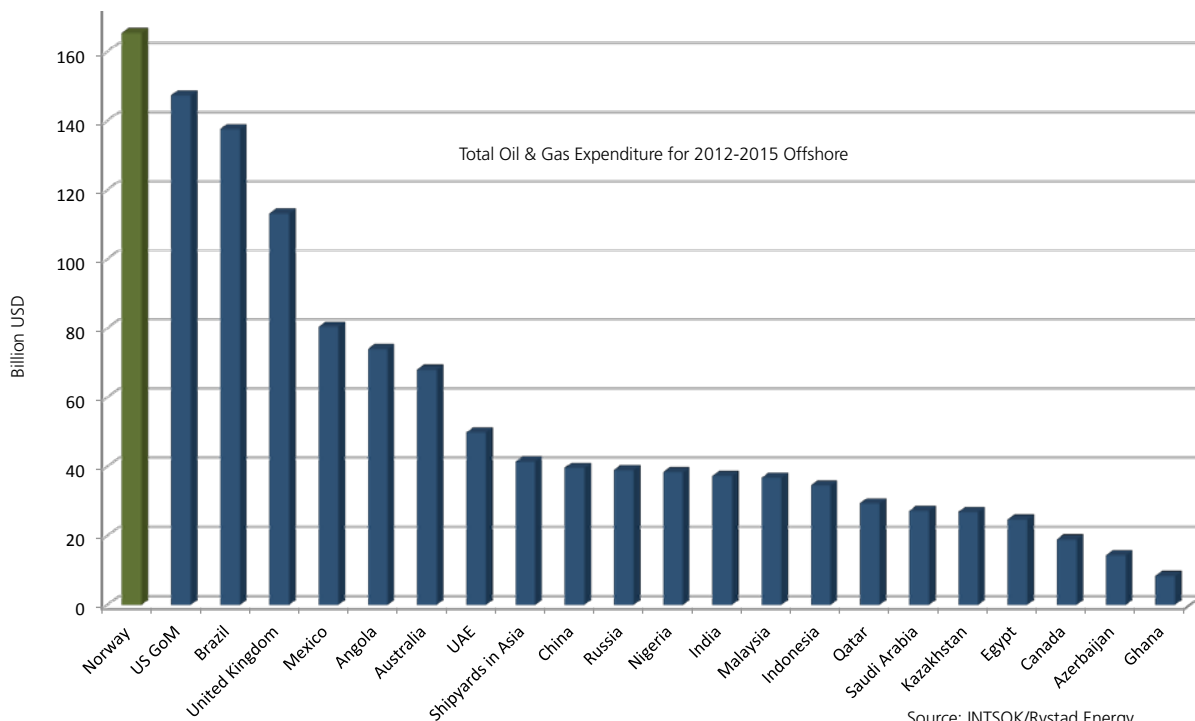
On board DOF Offshore Supply Vessel
Photo: Einar Osland, DOF Subsea Norway

PROVIDING MARKET INSIGHT

Since it was established, INTSOK has considered providing its partners with relevant information of how the global markets are developing and insight into the most important projects where the partners have opportunities to be explored.

The expected offshore market size in 2015 is USD 332 billion, an increase of approximately 60% compared to its value of USD 209 billion in 2010. This new period of growth will be driven by activity in the same markets as before.

INTSOK's website provides partners with updated information for around 100 priority projects. The web is also a source of information for country developments. In recent years INTSOK has developed reports on how to do business in key countries. Reports on Angola and Brazil were published in 2011.



Source: INTSOK/Rystad Energy



Prefabrication of bottom leg section for the Clair Ridge DP Jacket in UK. Photo: Kværner ©



Multi Phase Pump, Barracuda Field Brazil. Photo: Framo Engineering

The Annual Market Report has become an important tool for partners to access information on the activities in the markets. Rystad Energy in Oslo has been responsible for developing the report in the last two years. The company has built a global database on market developments.

The report for 2012-15 provides detailed information on close to 20 markets. INTSOK has prioritised the markets in three categories

- Main markets
- Other priority markets
- Markets under observation

The main markets reflect partners' priorities and they include Australia, Brazil, China, Russia, the UK, and the US Gulf of Mexico. INTSOK has also given priorities to markets like Angola, Canada, India, Indonesia, Kazakhstan, Malaysia, Mexico, UAE and to shipyards in Korea and Singapore. Developments in Azerbaijan, North and West Africa and countries in the Middle East are under observation.

The report includes:

- Overall market trends and drivers
- Capital and operational expenditure in the markets for 2012-15
- Breakdown of expenditures into categories

Offshore production in the US Gulf of Mexico market was at an all-time high in 2008, but the effects of the financial crisis, combined with the Deepwater Horizon accident in 2010, have led to a severe decline. Going forward, the market in the Gulf of Mexico is expected to enter a new period of growth.

Brazil has seen a significant increase in offshore production during the last decade, going from nearly 1.2 million barrels

per day in 2001 to almost 2.1 million in 2010. The ambition is to more than double production by 2020.

Brazil has received global attention for its massive discoveries in the Santos Basin referred to as pre-salt reservoirs. The Brazilian offshore market grew rapidly from 2005 to 2010, increasing from USD 8.2 billion to USD 25.5 billion. The market is expected to reach USD 42 billion in 2015 as the pre-salt projects move forward.

The Australian offshore market will become one of the largest offshore markets in the world due to investments in LNG projects like Gorgon and Wheatstone (Chevron), Ichthys (Inpex), Prelude (Shell) and Browse LNG (Woodside).

The UK offshore oil province is among the more mature in the world. The market has grown steadily and may reach an annual capital expenditure of more than USD 33 billion by 2015 up from around USD 20 billion in 2010. The operator landscape in the UK is highly fragmented. All of the majors are present and several North American integrated and independents have entered the market. Statoil will become one of the more important operators in the period when the company moves its Bressay/Mariner development forward.

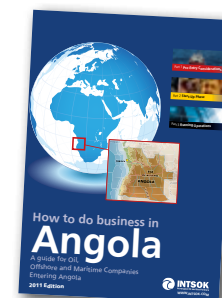




Photo: INTSOK

THEY PROVIDE VALUABLE ASSISTANCE

INTSOK has engaged/hired a strong team of experienced advisors in the priority markets. They offer a wide range of services to partners. Their local knowledge and networks add significant value to INTSOK's activities. They know the markets, the players and the business culture in their countries and deliver services to INTSOK partners in accordance with the INTSOK Code of Conduct and Anti-Corruption Policy.

Partners used their advisory services close to 500 times in 2011, up from 350 in 2009.

Partners working in the Gulf of Mexico, Brazil, Australia, China, UAE and Russia have been most active in using the advisors, reflecting also the high priority most of those markets have for developing business opportunities. INTSOK is encouraging partners to be even more active in seeking advice from the local advisors.

In an INTSOK partner survey in 2011, local advisors got an average customer satisfaction rating of 4.5 out of a maximum score of 6. The feedback from companies using the advisors has been very positive.

Most of the advisors travel to Norway annually and visit partners to get more in-depth knowledge of the Norwegian companies' strategies and capabilities, and to discuss how the partners can be of assistance.

The team of advisors are:



Tore Moe

Australia: Tore Moe is an upstream oil and gas professional with more than 20 years of experience spanning operations and general management, business development, technical training and field operations. Tore has been living and working in Australia since 2001.



Vitor Azevedo Júnior

Brazil: Vitor Azevedo Júnior is responsible for Brazil. He has more than 25 years of experience from Petrobras in various management positions.



Tor Naess

Canada: Tor Naess is based in St. John and has extensive international engineering, business development and management experience from the petroleum industry.



Jian Guo

China: Jian Guo has worked in the offshore industry for 18 years. In China he has held several management positions with Nexans, GE Industry, Ametek Solidstate Controls and has also worked for CNOOC's Engineering and Research Institute.



Photo: INTSOK



**Aidyn
Tumyshev**

Kazakhstan: Aidyn Tumyshev is a petroleum engineer and has worked on various international oil and gas projects, as well as holding governmental jobs for increasing local content in Kazakhstan.



Tejas Sharma

India: Tejas Sharma has long experience in tendering for oil and gas projects. He is also market advisor for oil and gas for Innovation Norway in India.



Ananda Idris

Indonesia: Ananda Idris has extensive experience from the Indonesian oil and gas industry and has held a number of positions in his 22 years for Total Indonesia and Statoil Indonesia.



**Tuan Hai
Ewe**

Malaysia: Tuan Hai Ewe has acquired a wide range of working experience in assisting Norwegian companies in various economic sectors in Malaysia during his tenure of more than 20 years as the Head of Innovation Norway and the former Norwegian Trade Council in Malaysia.



**Sergio Rivas
Farias**

Mexico: Sergio Rivas Farias has long experience from Pemex, the national oil company.



**Vladimir
Ryashin**

Russia: Vladimir Ryashin has extensive experience from the Russian and international oil and gas industries.



**Tay Siow
Hwee**

Singapore: Tay Siow Hwee is the Country Director for Innovation Norway's office in Singapore in addition to being INTSOK's local advisor. He has assisted a wide range of Norwegian companies.



**Nasrollah
Gharesifard**

UAE: Nasrollah Gharesifard is a Petroleum Engineer from University of Stavanger He has worked for Statoil, Shell and Innovation Norway in Dubai.



John Hurter

USA: John L. Hurter has long international experience from ABB as their global account manager for Exxonmobil. He has an extensive network and contacts throughout the industry.



Testing clean-up technologies. Photo: Frank Mohn

CLEANER OIL AND GAS PRODUCTION

INTSOK has experienced growing interest in many markets for the Norwegian strategy to develop a cleaner and more efficient oil and gas industry. The Norwegian petroleum industry has long worked to reduce its carbon emissions, and a number of measures have been implemented. Motivated in part by the carbon tax introduced in 1991, emissions per unit produced on the NCS have been cut significantly. Norway's petroleum sector is one of the most carbon-efficient in the world. These accomplishments would not have been possible without the continuous efforts of the industry to develop and implement increasingly advanced technologies.

Strict regulations have forced the industry to develop operational practices which reduce the environmental impact of the activities.

100 partners are represented in the INTSOK catalogue presenting the capabilities in the Norwegian oil and gas industry for reducing energy consumption and minimizing discharges and emissions. Solutions for safer and cleaner offshore production, oil spill contingency and environmental monitoring services are the core strength of several firms.

This theme has been at the top of the agenda in dialogue with governments and national and international oil companies in 2011. The Norwegian experience has been the basis for workshops and conferences in Abu Dhabi, Kazakhstan, Russia, the US and the UK.

The theme had high priority in the United States after the Macondo blowout in the Gulf of Mexico. The 13th Annual US – Norway Technology Partnership Conference focused on how to minimize oil spills and discharges to the sea. Participants got insights into the strategies of leading international oil companies like ExxonMobil, Shell and BP and listened to several INTSOK partners that had been involved in the post-Macondo activities.

The conference addressed oil spill preparedness and clean-up, deepwater drilling and well integrity as well as clean production.

Safer and cleaner production was in focus during Prime Minister Jens Stoltenberg's official visit to Australia. It was a central theme in a conference for 100 invited guests and in client meetings with leading oil companies operating in the country and in which the Norwegian Deputy Minister of Petroleum and Energy Mr. Per Rune Henriksen was the keynote speaker.

Saudi Aramco, the world's largest oil producing company, requested meetings leading to an introduction to Norwegian state-of-the-art expertise and technologies related to energy efficiency, carbon management, cleaner production and safety during two visits to Norway in 2011. Saudi Aramco asked INTSOK to organize meetings with Norwegian officials and representatives from industry to discuss the framework for a new national energy strategy in Saudi Arabia.



IOR Workshop with INTSOK, Petrad and Pertamina in Jakarta, October 2011. Photo: Pertamina

INCREASED OIL RECOVERY IS A PRIORITY

Many of INTSOK's priority markets have increased oil recovery high on their agenda. We have developed a catalogue that maps the Norwegian petroleum cluster's capabilities in improved oil recovery which has been received with considerable interest in several of our markets.

The Norwegian Government has great ambitions for a high amount of oil recovery on the NCS, with a target of 55%. The current level is at 46%, but the average oil recovery factor has flattened out during the last ten years. Increased oil recovery is seen as one of Norway's highest priorities and this has led to new technology innovations. A 1% increase of the recovery rate for fields that are currently operating on the NCS will increase oil production by approximately 570 million barrels of oil.

3D and 4D seismic contribute to a better understanding of the reservoir and reservoir fluid streams. Multiple wells are important as a data basis. Together, this contributes to better reservoir models, which can lead to more accurate drilling and optimal production. The value creation from 4D seismic over the last ten years has been estimated at more than NOK 22 billion, according to the Ministry of Petroleum and Energy's White Paper in 2011.

IOR has been a theme in discussions in the Middle East, Indonesia and Malaysia and Russia. Close to 70 people from Indonesia's national oil company, Pertamina, and from the regulatory body BPMIGAS met partners to discuss how to recover more oil through drilling, well services and integrated operations. Saudi Aramco also focused on IOR during their high level visits to Norway.

Two heavy oil workshops in Mexico enabled partners to meet with 70 highly experienced and interest Pemex staff.

INTSOK has made it a tradition to visit potential clients in Aberdeen in November every year. Partners had an opportunity to present their improved oil recovery capabilities to leading operators like BP, Total, BG and Nexen.

IOR was also the theme for a workshop in Moscow, attended by the three leading Russian operators, Lukoil, Rosneft and TNK-BP.

The IOR catalogue describes INTSOK partners' capabilities in a range of areas which can add to improved oil recovery. Close to 50 partners are represented in the catalogue, offering technologies, capabilities and competences that can add substantial value far beyond the fields on the Norwegian Continental Shelf.



Platform supply vessel, Olympic Energy. Photo: STX OSV Design AS



Athena, FPSO: BW Offshore

OFFSHORE FLOATERS AND SERVICE VESSELS

Norwegian based technology providers have a well established reputation and a significant market share in the global fleet of offshore floating units and offshore service vessels. Norway already had a strong shipbuilding history when oil was discovered in the late 1960s. The yards had been at the forefront in constructing huge oil tankers and became instrumental in developing Norwegian capabilities in the oil and gas sector. Norwegian shipowners moved into this new industry. Drilling rigs became more and more sophisticated. Floating production became a major feature on the NCS in the 1990s, leading to more and more technology to be developed by the Norwegian petroleum cluster.

INTSOK's catalogue on the Norwegian suppliers and service providers in FLNG, FPSO and mobile drilling rigs includes close to 50 companies. The annual FPSO/FLNG event in Oslo has been a good venue for the industry.

The oil industry has made huge deepwater discoveries in recent years in Brazil, West Africa, the Gulf of Mexico and also increasingly in Asia Pacific. New provinces like East Africa and the eastern Mediterranean are emerging.

Promoting the Norwegian petroleum clusters' capabilities in Angola, Australia, Brazil, Malaysia and the US is a priority for INTSOK. We organised a business delegation to Brazil to meet with Petrobras and shipyards. Malaysia has an active program for developing deepwater fields, and we organised a deepwater seminar for Petronas to enable partners to present their capabilities. Indonesia is also in the midst of preparing for its first deepwater projects. Partners met with Chevron and Technip who are involved in developing the large Gehem Gendalo project.

The basis for the annual Paris client week was the new catalogue and partners were invited to meet with Total, Technip and Doris Engineering to present their systems and equipment.



Mr. Helge Lund, CEO Statoil, Crown Prince Haakon Magnus and Minister of Petroleum and Energy Ola Borten Moe at the Peregrino opening in Brazil 2011.
Photo: Runa Hestmann
Tierno/SCANPIX

ASSISTING NEW ENTRANTS IN BRAZIL

Brazil was high on INTSOK's agenda in 2011. We launched a new project to assist firms that planned to enter the Brazilian market. The "Brazil Entry Network Project 1" was completed in September with good feedback from the 16 companies that participated. The project is now into market entry implementation by participating companies and is run in partnership with Innovation Norway which made major contributions to the project's success.

Two workshops in Norway addressed how to do business in Brazil, risk analysis and strategy development. INTSOK advisors provided individual support to the participating companies. The program also included a market and partner survey in Brazil. The participants travelled to Rio de Janeiro where they had a packed schedule for two weeks meeting Petrobras and other potential partners and customers. The entry program assisted the participants in creating business plans for entering the country.

All companies emphasize the necessity for SMEs with ambitions to enter the Brazilian oil and gas market to get professional support. Networks, bureaucracy and culture are too complex to handle on an individual basis.

INTSOK's ambition is to continue to provide a national entry network projects to support the industry in Brazil. In this effort, we will continue to collaborate closely with Innovation Norway and relevant cluster organizations around the country, such as NCE Subsea, NCE Maritime and NCE NODE and others.

Brazil has also been in focus as a result of the Norwegian new strategy for expanding relations with the country. The Norwegian Minister of Trade and Industry Mr. Trond Giske made a visit to Rio de Janeiro to support increased bilateral collaboration between Brazil and Norway. The ambition there was to strengthen the links between Brazil and Norway in research and development, technological innovation and educating. Several Norwegian universities and research institutes are strengthening their ties to Brazilian institutes and universities as a result.

The Norwegian Minister of Petroleum and Energy Mr. Ola Borten Moe also made a visit to the country to participate in the opening of the Statoil operated Pellegrino field.



Project Director Barents, Thor Christian Andvik and Regional Director for Russia, Håkon Skretting. Photo: INTSOK

NEW PROJECT IN THE HIGH NORTH

Russia and Norway have settled the boundary dispute in the Barents Sea, opening up opportunities for more energy cooperation across their borders. In 2011 INTSOK developed a new program whose objective is to contribute to the growth of the Russian and Norwegian based industries in future petroleum endeavors in the High North.

The project's aim is to mobilize the Russian and Norwegian petroleum industries to assess the common technology challenges Russia and Norway face, analyze existing technologies, methods and best practices the Russian and Norwegian industries can offer the High North today. Based on the outcome, the project will try to visualize the need for innovation and technology development the industries in the two countries need to overcome the challenges. The project will also promote stronger industrial links.

"If we are to be able to develop the Barents Sea as a new energy province, we must have the necessary technology to operate in vulnerable Arctic areas. Cooperation between public and private actors from Norway and Russia is essential if we are to succeed in developing this technology," said Foreign Minister Jonas Gahr Støre when the project was launched.

The Ministry of Foreign Affairs is co-funding the Norwegian–Russian Barents project with NOK 6 million.

The project will add industrial weight to the energy cooperation with Russia in the wake of the maritime delimitation treaty. It will help to facilitate increased petroleum activity in the Barents Sea in a sustainable and responsible manner, with the petroleum industry taking the lead.

The industrial actors involved in the project will first participate in working groups to assess common technology challenges Russia and Norway face in developing the High North. They will then analyse existing technology, methods and best practice. Once concluded, the project will show where there is a need for innovation and further technological development.

The industry will explore the following focus areas:

- Logistics and transport (2012)
- Drilling, well operations and equipment (2012)
- Environmental protection, monitoring systems and oil spill contingency (2013)
- Pipelines and subsea installations (2013/14)
- Floating and fixed installations (2014)



Industry Panel sharing experience on how to do business in Angola in November 2011. *Photo: Rune Thorsen*



Minister of Trade and Industry Trond Giske and Minister of Environment and International Development Erik Solheim visiting FMC Technologies in Luanda, Angola. *Photo: Rune Thorsen*

NEW MARKETS – NEW OPPORTUNITIES

In recent years the oil industry has made huge oil and gas discoveries in new areas. Ghana, Uganda, Mozambique and Tanzania are becoming potential future markets. The first deepwater field in Ghana, the Jubilee field, is producing oil. New projects are underway. ENI and Anadarko have made large gas discoveries in Mozambique where the operators are already planning major new LNG facilities with the objective of delivering LNG to the global markets in 2017-18. Uganda has discovered large reserves in the landlocked area around Lake Albert. Statoil just recently announced a grant gas discovery offshore Tanzania.

INTSOK is monitoring the developments and has been actively involved in organising events linked to official Norwegian visits.

Crown Prince Haakon and Crown Princess Mette Marit made an official visit to Ghana and met with Norwegian firms exhibiting at the Ghana Energy Week. The Crown Prince also addressed the conference.

The Minister of Trade and Industry, Mr. Trond Giske, and the Minister of Environment and International Development, Mr. Erik Solheim, visited Ghana, Angola and Mozambique in November. Several Norwegian partners participated. INTSOK organised seminars as part of the program in the three countries. The focus in Ghana was on development of the deepwater resources, whilst the theme was the development of the gas sector in Mozambique. Local competence and capacity building in the oil, gas and maritime sectors was the topic in Angola.



Photo: INTSOK

INTSOK BOARD OF DIRECTORS



Pål Helsing
Chairperson
 Kongsberg Oil and Gas Technologies



Torgeir Kydland
Vice Chairperson
 Statoil



Åsmund Bøe
Board Member
 Aker Solutions



Grethe Fossli
Board Member
 Norwegian Confederation of Trade Unions (LO)



Yrjar Garshol
Board Member
 Rolls-Royce



Odd S. Haraldsen
Board Member
 Ministry of Petroleum and Energy



Birgit Løyland
Board Member
 Ministry of Trade and Industry



May Britt Myhr
Board Member
 Sintef



Bjørn Erik Brustad
Board Member
 Ministry of Foreign Affairs



Charlotte D. Strøm
Board Member
 The Norwegian Shipowner's Association



Eli Sætersmoen
Board Member
 Falck Nutec



Jan Erik Tveteraas
Board Member
 Xlrig AS



REGIONAL DIRECTORS AND ADVISORS



Gulbrand Wangen
Managing Director and
Regional Director India



Sjur E. Bratland
Regional Director
Angola, Azerbaijan
and Kazakhstan



Per Hagen
Regional Director Indonesia,
Malaysia, Mexico, Singapore,
Ghana and Nigeria



Einar Holmefjord
Regional Director UK



Werner G. Karlsson
Regional Director
USA (GoM),
North Africa and
Middle East



Sissel A. Kobro
Regional Director Brazil
and Canada



Håkon Skretting
Regional Director Australia,
China, Korea and Russia



Willy Olsen
Special Advisor



Thor Christian Andvik
Project Director Barents

INTSOK PARTNERS PER DECEMBER 31ST 2011

Aak Group AS
ABB AS
Abbon AS
ActionPhoto International AS
Add Energy Group AS
AGR Group
Aibel AS
Aker Solutions ASA
Align
Alustar AS
Amitec AS
Apply Nemo AS
Aquateam Norwegian Water Tech. Centre AS
AS Connector
AS Trans Construction (ATC)
Autronica Fire And Security AS
Axess AS
Bandak Group
Barlindhaug Consult AS
Bedriftskompetanse AS
Beerenberg Corp AS
Bergen Group Dreggen
BIS Industrier AS
Blueway Offshore Norge AS
Bolt Norge AS
Bredero Shaw Norway AS
Bring Logistics AS
Business Region Bergen
BW Offshore
Carbon Limits AS
Ceragon AS
ClampOn AS
CMA CONTIKI AS
Computational Industry Technologies
(*ComputIT*)
Control Cutter AS
Cre8 Systems AS
Deep Sea Anchors AS
DeepOcean ASA
Delta-P Pumpe og Kompressorsystemer AS
DNB BANK ASA
DNV (*Det Norske Veritas*) AS
DOF Subsea Norway AS
Dovre Group AS
Dr Techn Olav Olsen AS
Draka Norsk Kabel AS
Dresser-Rand AS
eDrilling Solution AS
E Innovation
Eksportfinans ASA
Ellingsen Nor Instruments
EMGS (*ElectroMagnetic GeoServices*)
Exprosoft
Falk Nutec AS
Fedem Technology AS
Ferguson Norge AS
FireNor AS
Fishbones
Flex LNG
Fluenta
FMC Kongsberg Metering AS
FMC Technologies
FORCE Technology Norway AS
Framo Engineering AS
Frank Mohn Flatøy AS
4 Subsea AS
GANN Mekaniske AS
Gassnova
GasSecure AS
GE Oil & Gas
Geomec Engineering
GIEK
GL Noble Denton Norge AS
Glamox International ASA
GMC HVAC AS
Greater Stavanger Economic Development
Grenland Group ASA
GS-Hydro Norge AS
Hamworthy Gas Systems
HERNIS Scan Systems AS
High North Center for Business
Hitec Products AS
Höegh LNG
i-TEC AS
IKM Group
Imenco Engineering AS
Ing. Per Gjerdrum
Inmaco AS
Inocean AS
Institute for Energy Technology (*IFE*)
International Maling
Interwell
IOS InterMoor AS
IRIS AS
iSURVEY AS
Jotun AS
K. Lund Offshore AS
Kaefer Energy AS
Karsten Moholt AS
Kongsberg Maritime AS
Kongsberg Norcontrol It AS
Kongsberg Oil & Gas Technologies AS
(*KOGT AS*)
Kværner ASA
Light Structures AS
Linjebygg AS
LMG Marin AS
M-I Epcon AS
Malthus AS
Marine Aluminium AS
Marine Cybernetics AS
MARINTEK
Markleen AS
Master Marine AS
Mera AS
Miros
Moss Maritime a.s.
Multi Phase Meters AS (*MPM*)
Multiconsult AS
Nature Oil & Gas AS

Nexans Norway AS
NLI Group
Norconsult International AS
NOREQ AS
NorLense AS
Norner Innovation AS
NORSAFE AS
NORSAR
Norse Cutting & Abandonment (NCA) AS
NorSea Group AS
Norshore Management AS
Norsk Institutt For Vannforskning (NIVA)
Norske Ventiler AS
Norwegian Centre of Expertise Subsea (NCE
Subsea)
Norwegian Petroleum Academy
Norwegian University of Science &
Technology (NTNU)
Novenco AS
Numerical Rocks
NYMO
Ocean Riser Systems
Octio Group
Odfjell Drilling AS
ODS-Petrodata
ONS (Offshore Northern Seas)
Onsite Treatment Technology AS
OSM Offshore AS
Parker Maritime AS
Petrell AS
Petrolink AS
Pon Power Scandinavia AS
Presens AS
ProAnalysis AS
ProSep AS
Proserv Norge AS
QuickFlange AS
Rambøll Storvik AS
Rapp Bomek AS
READ Group AS

REINERTSEN AS
Remora ASA
RESMAN AS
Rogaland County Council
Rogaland Training & Education Centre (RKK)
Rolls-Royce Marine AS
Roxar ASA
RXT ASA
Rystad Energy
Safetec Nordic AS
Safety Tools Allmet AS
Sandvik Riser Technology AS
SAR AS
Scan Mudring AS
Scan Tech AS
Scana Industrier ASA
Scandpower AS
Scomi Oiltools AS
Seabox
Seadrill Management AS
Sekal AS
Sevan Marine ASA
SFF - Scandinavian Fittings & Flanges AS
SHAREcat AS
Shell Technology Norway AS
Ship Manoeuvring Simulator Centre AS
Siemens Oil and Gas Solutions
SIMONSEN Advokatfirma DA
SIMTRONICS ASA
SINTEF Group
SINTEF Petroleum Research
SnapTV as
Software Innovation
Stream AS
SPT Group AS
Statoil ASA
Storm Weather Center AS
StS Gruppen AS
STX OSV AS
Subsea 7 Norway

Synergi Solutions
Tampnet
TCO (Total Catcher Offshore) AS
Techni
Technip Offshore Norge AS
Techno Dive AS
TESS as
The Research Council of Norway (RNC)
Thermtech AS
TORGY MEK INDUSTRI AS
Trac ID Systems AS
Trelleborg Offshore AS
Tschudi Shipping Company
TTS Group ASA
Ulstein International
Umoe Schat-Harding Group AS
Uniteam International AS
VBS Consult AS
VECTOR International AS
Vicinay Northern Europe AS
Weatherford Petroleum Consultants AS
Wellcem AS
Westad Industri AS
Wikborg, Rein & Co
Willhemsen Technology Solutions
Xait AS
Xvision
Xynteo AS
Øglænd System AS
Ølen Betong AS



PROMOTING NORWEGIAN OIL AND GAS CAPABILITIES IN INTERNATIONAL MARKETS

INTSOK, Oslo

Hoffsveien 23, 2nd floor
P.O. Box 631 Skøyen
NO-0214 Oslo
Norway

Phone: +47 22 06 14 80
Fax: +47 22 06 14 90
E-mail: intsok@intsok.com
Web: www.intsok.com

INTSOK, Stavanger

Prof. Olav Hanssens vei 7a
P.O. Box 8034
NO-4068 Stavanger
Norway

Phone: +47 51 87 48 80
Fax: +47 51 87 48 81
E-mail: intsok@intsok.com
Web: www.intsok.com

INTSOK, Bergen

Strandgaten 6
NO-5030 Bergen
Norway

Phone: +47 91 39 23 27
E-mail: intsok@intsok.com
Web: www.intsok.com

