

# INTPOW **annual report** 2014



intpow  
Norwegian Renewable Energy Partners



# The INTPOW year 2014

Energy demand is soaring globally and climate change considerations boost demand for renewable energy solutions. Norwegian expertise is sought after throughout the world. In 2014, INTPOW's 22 different events, reaching more than 750 Norwegian and international energy experts, helped our members take full advantage of the opportunities in these growing markets. INTPOW has throughout 2014 promoted our members' potential and concerns towards relevant governmental institutions with great success.

INTPOW is a non-profit association, founded 1 March 2009 on the initiative of the Norwegian Petroleum- and Energy Minister. It is established as a public-private partnership between the Norwegian Authorities and the Norwegian renewable energy industry in order to promote and assist the Norwegian renewable energy industry internationally.

# International networking

## INTPOW facilitates networking in international markets

### Our international events in 2014:

- › Scottish Offshore Wind Industry Tour
- › Recharge Thought Leader Summit
- › Business Delegation to Vietnam
- › Hydropower Alpen Tour Switzerland
- › WindForce 2014, Bremen
- › Expo APEMEC Small Hydro, Santiago Chile
- › OWIB 2014, Esbjerg
- › HYDRO 2014, Cernobbio
- › Business Delegation to Myanmar

### Windforce:

INTPOW organised a Norwegian pavilion at the WindForce 2014 International Trade Fair & 10th Offshore Conference in Bremen on 17-19 June.

Six companies: DNV GL, Fred. Olsen Windcarrier, Uptime International, Inocean, ICD Software and Fjellstrand, joined our Norwegian pavilion. The event was an excellent networking platform for the German market, with good meetings with international actors in the offshore wind industry. In addition, Norwegian participating companies interacted well with each other, discussing possible business relations and sharing experience and expertise in the field.



*INTPOW supplier meetings have opened several doors and added strong value to our targeted sales. The meetings present excellent opportunities for addressing a broader network and further develop potential partner- and client relationships.*

*Linn Berge Olsen, StormGeo AS  
Participant at the Scottish Offshore Wind Industry Tour*

# Market information

## INTPOW provides in depth market and industry information

### Norwegian offshore wind database

The Norwegian offshore wind database was launched in 2014. The offshore wind database maps out the Norwegian offshore wind supply chain and provides an updated and comprehensive overview of its key offshore wind companies. The structure and content of the database was initially set up by INTPOW, with support from Multiconsult. It is a much visited source of information both by industry and government.

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About this DB INTPOW INTPOW members Multiconsult INTPOW.COM Log in

## NORWEGIAN OFFSHORE WIND

Norwegian offshore expertise and capabilities are world famous. Our maritime and oil & gas heritage offers unique value to the accelerating offshore wind market.

This database maps out the **Norwegian offshore wind** supply chain and provides an updated and comprehensive overview of its key offshore wind companies

Search for company, technology, type or location... **FIND** **ADVANCED** 🔍

Or browse categories **Project life cycle** **Services** **Technology**

# National networking

**INTPOW provides access to an extensive network of Norwegian renewable energy professionals**

**Our national networking events in 2014:**

- › Development of Hydropower Projects – Handling Risk
- › INTPOW Strategy Meeting
- › 5th Offshore Wind Supply Chain Seminar
- › Hydropower Norway 2014
- › INTPOW Annual Meeting
- › Renewable Energy Conference – Norway
- › INTPOW Strategy and Planning Meeting
- › Export Credit Meeting on opportunities and challenges of renewable energy from a Norwegian exporter perspective
- › Norwegian – German Networking Seminar and Visit to Aibel

**Hydropower Norway and risk workshop:**

Risk management in international hydropower projects was the theme in a series of two workshops organised by INTPOW in 2014. The workshops were organised in cooperation with DNV GL, who is also writing a compendium on the subject.

Among the contributors to the workshops was E-CO, Norway's second largest hydropower producer. E-CO shared their preconditions and reasons for wanting to develop hydropower projects abroad. Their appreciation of the risks involved was also discussed. Other contributors were SN Power and DNV GL, that have extensive experience with international projects. GIEK and Export Credit Norway gave their views on the importance of understanding the broader risk picture. The workshop then got interactive when DNV GL presented their risk methodology and challenged the participants to organise the different risks according to importance and the possibility of mitigation. The theme was further elaborated at our Hydropower Norway workshop in March where the participants got the opportunity to discuss the different risk categories: regulatory/political risk, technical risk and risks related to HSE and reputation.



*Thank you for giving us the space to introduce ourselves to the German delegation visiting Haugesund and DoWin Beta last week. We found both days very fruitful and remain confident we will have leads from our discussions with very professional German companies present. Looking forward to continued contact and work!*

*Torgeir Nærø, CEO, AAK AS  
Participant at the Norwegian - German Networking Seminar and Visit to Aibel*

# Government relations and advisory

## INTPOW provides access to relevant authorities

### INTPOW's contribution to government processes

- › Network meeting on Ukraine
- › Green Growth Seminar in cooperation with the Ministry of Climate and Environment
- › Lunch meeting with the Ministry of Foreign Affairs
- › Ghana-Norway meeting with leading renewable energy providers
- › Participation at Team Norway meeting
- › Input to the revision of the Energi21 strategy
- › Input to Government white papers and voicing the industry's interests and concerns towards government institutions
- › Advice to members on topics relevant to their international engagement
- › Participation at the yearly meeting for the Energy and Business Councillors at the Norwegian Embassies

### Green Growth Seminar

In May 2014, INTPOW had the pleasure of inviting to a seminar in collaboration with the Ministry of Climate and Environment. The by invitation only seminar was an excellent platform to discuss how Norwegian industry could utilise market opportunities created by the climate change for industrial purposes and how authorities could be engaged in the positioning of Norwegian industry for the "green shift" in the economy.

Idar Kreutzer from Finance Norway, Kirsty Hamilton from UK Low Carbon Finance Group and Christa Clapp from Cicero as well as Harald Dirdal from Havgul presented and debated how to engage private and public capital as well as policy to build an industry that could benefit from the "green shift" in the economy.



*Thank you for a well organised seminar on renewable energy! It was one of the most useful sessions during the President's visit. The meeting was also mentioned in the Ghanaian press. The Minister of Energy, Hon Emmanuel Armah-Kofi Buah, has stated that renewable energy is high on the agenda in Ghana and there are already concrete discussions going on between the Norwegian companies that presented at the seminar and the Ghanaian Government. Again – thank you very much for the cooperation this time around and perhaps we will get the chance to work together again.*

*Harriet V. Solheim, Counsellor, Royal Norwegian Embassy in Accra  
Participant at the Ghana-Norway meeting with leading renewable energy providers*

# Key figures

Number of activities:	22
Number of participants:	750
Appearances at external events:	7
Revenue INTPOW :	7 700 000 NOK
of which	
- public support:	4 200 000 NOK
- membership fees and project revenues:	3 500 000 NOK
Number of members:	29
Number of employees:	4 (+ 1 on maternity leave)

# INTPOW board

## Our board members:

Hilde Gillebo – *Agua Imara AS (Chairman)*  
Inger Lundetræ – *BKK Production AS*  
Arnt Sollie – *Powel AS*  
Harald Dirdal – *Havgul Clean Energy AS*  
Nils Morten Huseby – *Rainpower AS*  
Simen Bræin – *Statkraft AS*  
Torgeir Nærø – *AAK AS*

## Observers:

Håvard Figenschou Raaen  
*Ministry of Trade, Industry and Fisheries*  
Kirsten Hammelbo  
*Ministry of Foreign Affairs*  
Øivind Johansen  
*Ministry of Petroleum and Energy*

# Member benefits

We facilitate meetings and bring partners to the table with international clients and potential alliances.

- › Access to networks in Norwegian and international markets
- › Reduced prices on close to 30 different events in Norway and abroad
- › Easy access to relevant authorities
- › Access to in-depth market and industry information
- › Advisor consultancy free of charge
- › Access to market reports from international markets
  
- › Exclusive invitations to meetings and networking opportunities with central international clients and potential alliances through conferences, seminars, social networking, B2B meetings, industry delegations and joint exhibition participation.
  
- › Expanded international market opportunities and close stakeholder relations and collaboration.
  
- › Exposure through web conferencing and social media platforms aimed extensively to improve efficiency in the promotional work for our members.
  
- › Access to updated and in-depth market and industry analysis as well as tailor made advice based on our deep understanding of specific markets and industries as well as our international networking ability.
  
- › Opportunity to influence Government. INTPOW acts as an intermediate between Government and private sector and maintains a close dialogue with political decision makers in Norway and internationally.



*Intpow is a true asset for our business  
 Jorge Veiga, Managing Director  
 Rainpower Switzerland AG*

# Upcoming events

2015	Date	Event	Location
January	27- 28	Scottish Offshore Wind Industry Tour	Aberdeen
February	11	E-World Breakfast Meeting	Essen
	12	Solar Day 2015	Oslo
March	9	6th Offshore Wind Supply Chain Seminar	Copenhagen
	11	EWEA Offshore Breakfast Meeting	Copenhagen
	25	Hydropower Norway	Oslo
May	TBC	Hydropower Road Trip	Balkans
	20-21	Thetis EMR	Nantes
June	2	INTPOW Annual Meeting	Oslo
	9-11	WindForce 2015	Bremerhaven
	24-25	Global Offshore Wind	London
September	22/23	INTPOW Renewable Energy Forum 2015	Oslo
October	6	INTPOW Strategy and Planning Meeting	Oslo
	26-28	HYDRO 2015	Bordeaux
November	17-20	EWEA 2015 Annual Event	Paris
December	TBC	Hydropower Road Trip	South America



Solar

Wind

Hydro



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