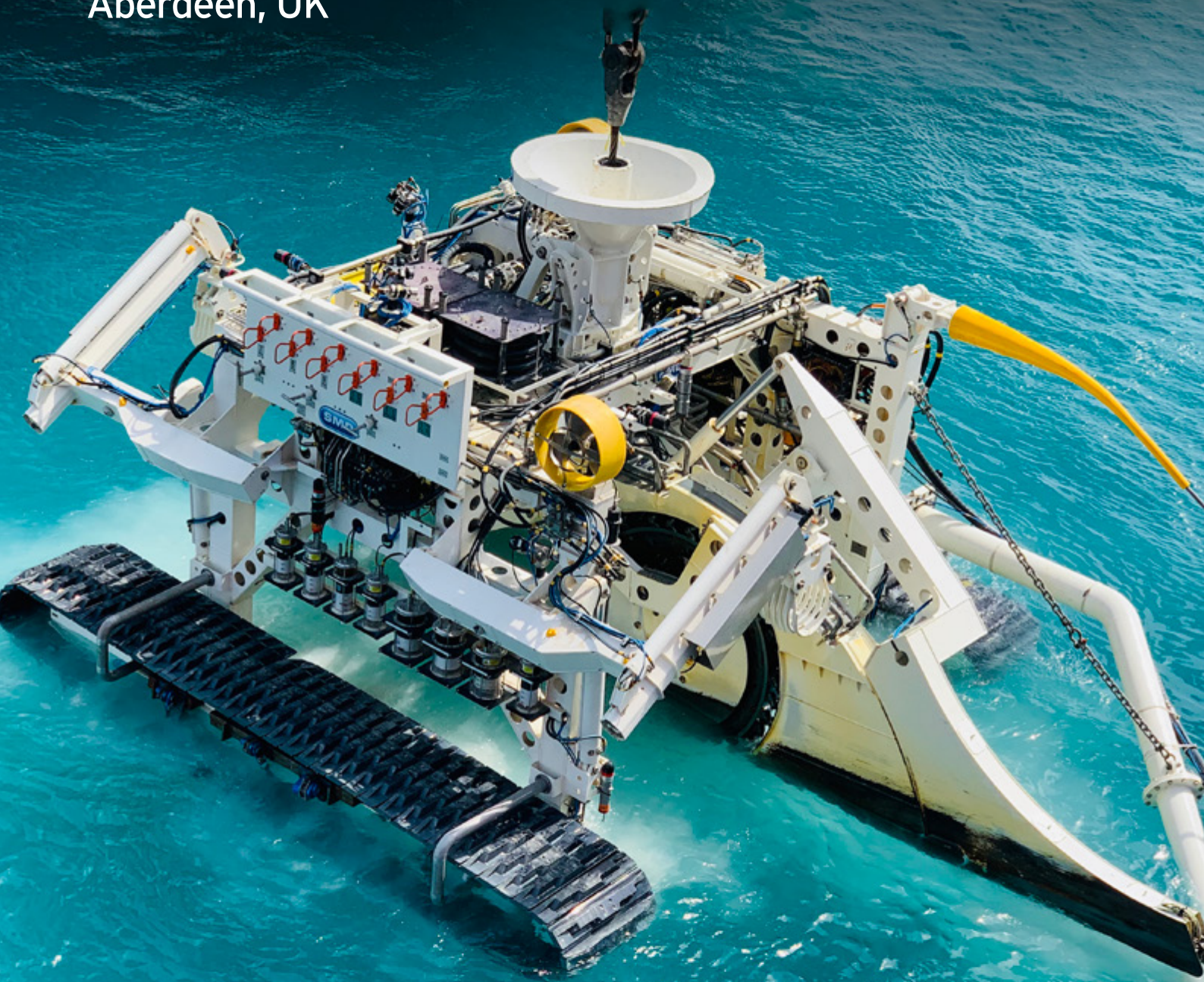


Subsea Expo 2020

11 - 13 February 2020
Aberdeen, UK



 EXPORTING
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GREAT
BRITAIN & NORTHERN IRELAND

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Foreword



Department for
International Trade



Rodney Berkeley

Director for
Energy and Infra-
structure

Department for
International
Trade

Dear Delegate,

I am delighted to welcome you to the UK's Department for International Trade (DIT) stand at Subsea Expo 2020 in Aberdeen. This year's event theme of "New Perspectives" will be focussed on new opportunities across the underwater engineering industry, including oil and gas, renewables, oceanology, defence and emerging sectors such as aquaculture and deep-sea mining.

The Government is committed to ensuring that the £7.5 billion subsea industry with over 45,000 employees and around 650 companies continues to lead the way around the world. DIT is the UK Government department responsible for trade and investment promotion and trade policy, capitalising on the UK's excellent reputation. Our 3,500 experienced staff operate across 109 international markets and nine UK regions. In addition, our teams across the energy sector bring the efforts of all these together through specific, bespoke programmes of activity aimed at assisting UK supply chain companies access to worldwide subsea opportunities. Supporting UK-based companies to invest and operate overseas will be ever more important as we forge new trading relationships.

The DIT stand at Subsea Expo offers UK subsea supply chain companies the opportunity to meet with a variety of experts: DIT commercial officers from a number of countries; UK based specialists working with DIT's energy teams who have extensive industry knowledge and UK Export Finance, who are available to discuss underpinning your export projects with financial products.

We have an exciting range of events this year taking place on our stand including an Azerbaijan workshop and a South America reception sponsored by Santander. We will be hosting a Business Breakfast, jointly organised with Scottish Development International (SDI), where market specialists and commercial officers will deliver presentations highlighting opportunities in market around the globe.

My team and I look forward to continuing our committed support to UK underwater engineering supply chain companies as you seek to increase your share of global business.

Rodney Berkeley

Director for Energy and Infrastructure
Department for International Trade

About the Department for International Trade

The Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade.

We are an international economic department, responsible for:

- Supporting and encouraging UK businesses to drive sustainable international growth.
- Ensuring the UK remains a leading destination for international investment and maintains its number one position for international investment stock in Europe.
- Opening markets, building a trade framework with new and existing partners which is free and fair.
- Using trade and investment to underpin the government's agenda for a Global Britain and its ambitions for prosperity, stability and security worldwide.

For more information: www.gov.uk



Department for
International Trade

Agenda

Tuesday 11 February

Please see below a list of the confirmed DIT activity at Subsea Expo 2020, including the International Reception and 1-2-1 meetings*.

*For more information on the International Reception and 1-2-1 meetings, please refer to the below sections.

Time	Session	Location
All day	Networking and 1-2-1 Meeting Opportunities	DIT Stand - 10&11
07:30 - 09:30	Department for International Trade and Scottish Development International Business Networking breakfast 08:00 - Welcome - David Rennie, Scottish Development International (SDI) 08:15 - Asia / Australia - Blair Miller, Scottish Development International (SDI) 08:30 - India - Ketan Pednekar, Scottish Development International (SDI) 08:45 - Alastair McMillan, UK Export Finance (UKEF) 09:00 - Brazil - Flavia Silva, Department for International Trade (DIT) 09:15 - Mozambique - Ivan Adriano, Department for International Trade (DIT) 09:30 - Closing remarks - Craig Jones, Department for International Trade (DIT)	Suite 4, P&J Live
09:30 - 13:30	Azerbaijan Workshop 09:30 - 09:35 - Welcome - Craig Jones, Head of Oil and Gas (DIT) 09:35 - 09:45 - SDI Speech - Phil Stirling, Trade and Investment 09:45 - 10:00 - Presentation by SOCAR - Anvar Rustamov 10:00 - 10:15 - Presentation by SOCAR-AQS - Elshan Ismayilov 10:15 - 10:30 - Presentation by BP - Hikmat Gayibov 10:30 - 10:50 - UK Company presentation 10:50 - 11:05 - Refreshment break 11:05 - 12:05 - UK Company presentations 12:05 - 12:20 - Refreshment break 12:20 - 13:00 - UK Company presentations 13:00 - 13:30 - Q&A session 14:00 - 15:00 - Lunch 15:00 - 17:00 - 1-2-1 Meetings	DIT stand - 10&11
17:00 - 19:00	International Networking Reception In partner with DIT, SDI and Subsea UK	The View, P&J Live

Agenda

Wednesday 12 February

Time	Session	Location
All day	Networking and 1-2-1 Meeting Opportunities	DIT Stand - 10&11
09:30 - 11:30	Petrobras Technical Workshop	DIT Stand - 10&11
14:00 - 16:00	Latin America Networking Reception	DIT stand - 10&11
18:30 - 23:30	Subsea UK Industry Awards Dinner 18:30 - 19:00 arrival	Hall C, P&J Live

Agenda

Thursday 13 February

Time	Session	Location
All day	Networking and 1-2-1 Meeting Opportunities	DIT Stand - 10&11

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The UK Subsea Industry

With over 45,000 employees and around 650 companies, the £7.5 billion UK subsea sector leads the way around the world in terms of experience, innovation and technology.

Oil and gas accounts for the major share of UK subsea revenues, but the sector also operates in defence, oceanology and marine renewables, primarily offshore wind including the emerging sectors of wave and tidal. The UK oil and gas offshore sector is known for its pioneering innovative technologies, developed since the 1970s to extract oil and gas reserves that lie beneath the seabed of the North Sea, including:

- Development of the subsea "tieback" to production facilities;
- Development and use of subsea Remotely Operated Vehicles (ROVs) to undertake deep water operations;
- Development of more technically challenging methods such as heavy oil, high pressure/high temperature (HPHT), Enhanced Oil Recovery (EOR) and Increased Oil Recovery (IOR) technologies;

- Research in special materials for sealing systems, insulation, pipelines and joints, as well as innovations in geophysical imaging, analysis and 4D data interpretation.

These developments have resulted in numerous benefits, such as being able to explore and produce in deeper waters, saving money by using subsea systems instead of fixed or floating platforms and increasing production from mature or marginal fields. As a result of this innovative industry and the resultant benefits, the UK is seen as the global partner of choice in the subsea and oil and gas industries. We enjoy an excellent reputation as a stable and trusted partner, and are keen to share our experience, which is now so relevant to basins around the world. As a result of this innovative industry and the resultant benefits, the UK is seen as the global partner of choice in the subsea and oil and gas industries.

Global Market information

Azerbaijan



Azerbaijan's offshore oil and gas sector is expected to exceed US\$20 billion over the next 10-year period with the expansion of production from major existing fields: Azeri Chirag and the deep-water portion of Guneshli (ACG) and the Shah Deniz gas condensate field, together with the development of new fields through continuing exploration and appraisal of known prospects.

BP's signature of the extension to the PSA contract for the ACG field to 2049, has created momentum for the installation of a new platform, Azeri Central East (ACE). ACG currently produces 585,000 barrels of oil per day accounting for 75 percent of Azerbaijan's output.

Further production increases are expected based on additional billions of barrels of recoverable reserves, with an estimated investment of US\$40 billion in the next 32 years. 2018 was marked with the launch of the Southern Gas Corridor project and the first gas from Shahdeniz 2. BP and SOCAR (the state oil company of Azerbaijan) are continuing E&A programmes, including Shafag-Asiman, Shallow Waters of Asbheron Peninsula, and D230. Another E&A programme is implemented in the Karabakh and the adjacent fields by SOCAR and Equinor partnership.

In October 2015 DIT, SOCAR and BP launched a Partnership Programme to assist UK and Azerbaijani companies form long term relationships to support project developments in the region.

The Program has resulted in 45 new partnerships and £2.9 billion worth UK exports to date.



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I am the Oil & Gas Commercial Officer at the British Embassy in Baku. Working as part of the Commercial and Energy Team, I am responsible for identifying high value oil and gas project opportunities and UK exports to Azerbaijan, advising UK companies on strategies for entering the market and providing them with market analysis.

I am the lead contact in Azerbaijan for activities of the Oil and Gas Partnership Programme as part of the UK-Azerbaijan Ministerial-led Joint Economic and Trade Cooperation Commission.

My background in the Oil and Gas industry includes 5 years of experience in both international and local oil and gas companies. I am fluent in English, Azerbaijani, Russian and Turkish.

Global Market information

Brazil



Petrobras' (Brazil's national oil company) investments in the 'pre-salt' oil fields off the southeast coast of Brazil offer significant potential opportunities for UK companies.

Petrobras has earmarked ca.US\$68.8 billion for E&P investments in its 2019-23 Business Plan (total US\$ 84.1 billion). Recent changes in the regulatory framework and Petrobras' Divestment Programme have helped to attract new investors such as Exxon Mobil, Perenco and Trident Energy. 21 new production units are expected to start operation in Brazil between 2019 and 2025 and the decommissioning of old assets will also generate opportunities.

UK Energy Showcase

The 8th edition of the "UK & Brazil: Partners in Energy" Conference will take place in June 2020 in Rio de Janeiro. The objective is to promote and strengthen the partnership between UK and Brazil in the Energy sector. It is a platform for British and Brazilian companies and government agencies to discuss the future of the energy sector, its challenges and opportunities, and to gain a deeper insight into regulatory frameworks, new technologies and solutions in areas of common interest.

Opportunities for the UK

Brazil's ultra-deep offshore pre-salt fields now produce more than a half of the country's O&G and is expected to push Brazil over the top to become a major world producer. This new reality represents excellent opportunities for UK companies to engage. Brazilian companies look at the UK for technology and support in the following areas:

- Subsea infrastructure
- Construction, repair & maintenance of offshore assets;
- Life Extension and EOR;
- Decommissioning.



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Flavia is the Business Development Manager in Brazil, focused on developing contacts in the O&G and Petrochemicals sectors, conducting market researches, organising trade missions and events and identifying opportunities for UK companies in these sectors. Flavia's main role is to develop and maintain a network of contacts in order to assist UK companies in their efforts of doing business in Brazil.

Flavia has been working with the major players in Brazil to identify their critical demands and match with the capabilities of the suppliers from the UK. Flavia has a degree in Languages and an Executive post-graduation degree in O&G.

Global Market information

Columbia



Colombia is the fourth largest oil producer in Latin America and the World's 24th largest. The sector is traditionally the leading recipient of FDI, with a share of 22.5% of total inflow to the country in 2018.

FDI inflow in O&G extraction is USD 3.1bn. Four main entities are responsible for the regulation of oil and natural gas development: Ministry of Mines, the National Hydrocarbons Agency (ANH), the Mining and Energy Planning Unit, and the Gas and Energy Commission.

Onshore Oil Production 2018: Conventional: 315,900 kb/year (100%); Unconventional: none. Opportunities: In early 2019, the ANH launched the Permanent Bidding Process (PPAA). Two auctions took place during 2019 that resulted in 31 adjudicated blocks. In early 2020, the ANH will launch the "Liga B", which is an auction of small and medium size exploration projects in Colombia.

Onshore Gas Production 2018: Conventional: 735 Mpc/year; Unconventional: none.

Offshore Production 2018: Oil: none; Gas: 87 Mpc/year. Opportunities: In 2019, the Colombian government awarded five offshore E&P contracts in the Colombian Caribbean, aiming to boost investments. (Shell, ExxonMobil, Repsol, Ecopetrol).

Infrastructure: Oil pipelines: 5,302 km; Gas pipelines: 381 km; Mixed pipelines: 3,106 km; Refineries: 5.



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I am a female Geologist from Bogotá, Colombia. Lecturer at the Geoscience Department of the University of Los Andes for the past five years. During the 9 previous years, I used to work as an Exploration Geologist for major and junior natural resources companies, locally and abroad. I have graduate studies in Mineral Economics from the University of Chile.

Global Market information

Kuwait



The Oil & Gas sector is the driver of the Kuwaiti economy and responsible for more than 60% GDP and 95% of the country's exports.

Kuwait is estimated to have over 6% of the world's oil reserves, is the 4th largest OPEC producer of crude and with some of the lowest production costs in the world, Kuwait is embarking on a vast programme to upgrade its production capacity and export infrastructure, expand exploration, and build downstream facilities, both domestically and abroad.

- Oil production capacity: 3.2 million b/d
- Planned oil production capacity by 2020: 4 million b/d
- Refinery capacity: 736,000 b/d
- Planned refinery capacity by 2022: 1.4 million b/d
- Al-Zour refinery (under construction): 615,000 b/d

Kuwait plans to spend \$112bn on energy projects over the next five years to boost crude production capacity to 4 million barrels a day (b/d) by 2020, up from 3.2 million b/d.

Some 3.65 million b/d of this will come from Kuwait Oil Company, with the remainder produced from Neutral Zone.

Key Opportunities

- Offshore Exploration
- Jurassic Fields
- Petrochemical facilities Olefins , Aromatics
- Heavy oil

What UK can offer

- EPC companies
- PMC
- Engineering / Advance Engineering
- Oil & Gas consultants
- Environmental Services - Soil Remediation



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I was born in Kuwait and have many years' experience of working with 3 trading families (tools, consumables and chemicals) and foreign companies. Apart from working with oil and gas EPC contractors, "K" company PMC's and Prime Contractors, I am also familiar with FMCG and HORECA. Worked and travelled extensively the MENA , EMEA, Asia Pacific.

I very much look forward to taking a proactive role in supporting UK companies into the Kuwait market.

Global Market information

Mexico



DIT is engaging with PEMEX and prime contractors in the market, which now comprises over 73 different companies.

Our strategy includes: ensuring there is a comprehensive evaluation of the opportunities across the whole value chain; showcasing UK capability to the operators and prime contractors in Mexico, profiling and developing contacts at the prime contractors and identifying gaps in their supply chain; inviting energy companies for UK site visits to demonstrate excellence; engaging with UK Export Finance (UKEF) to support UK suppliers and international buyers, and to identify further large infrastructure projects which will provide new opportunities for UK suppliers.

To date, an increasingly successful series of 14 bidding rounds has awarded 107 blocks in onshore, shallow and deep water plays to Mexican and international oil companies.

This includes significant players from the UK, including BP, Shell, Premier Oil, Ophir and Capricorn Energy, while specialist service companies such as Penspen, Whittaker Engineering, Wood Group, Petrofac and Expro are winning contracts to supply goods and services in market.

As the development of deep water plays continues following the first bidding round in 2016, UK suppliers are well placed to win significant amounts of work.

Opportunities have been identified through the Mexican Oil and Gas Supply Chain Review, a joint-work between DIT and the FCO Prosperity Fund to better understand Mexican capabilities and gaps across the whole value chain. Results show that UK capabilities can add value in areas such as advanced pipeline inspection, seismic surveys and evaluation, pre-FEED and FEED studies, offshore operations and maintenance through to EOR and decommissioning, in addition to midstream and downstream opportunities in natural gas pipeline and refinery modernisation programs.



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I completed an MSc in Petroleum, Energy Economics and Finance at the University of Aberdeen, and now implement the skills obtained to support UK operators and companies looking for export opportunities in the Mexican Oil & Gas Sector.

Following DIT's strategy of promoting UK exports and bilateral investment, I provide specialised market entry advice and reports, organise trade missions, attend and organise conferences in Mexico, the UK and the US and develop close and robust relationships with key stakeholders of the energy industry.



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Over the last couple of years, Lucía has been part of DIT facilitating business interactions between the UK and Mexico through the promotion of UK capabilities in the Mexican Renewables and Oil & Gas sectors. Lucía graduated in International Business and has a second degree in Economics and Society.

Global Market information

Mozambique



Mozambique has world-class gas reserves in the deep waters off the coast that could transform it into a global LNG hub and have a massive impact on the country's development.

Coral South FLNG 10 bn project led by ENI reached FID in June 2017 - JGC, Samsung and TechnipFMC were awarded EPC contracts. Additionally, two connected gas fields are operated by Area 1 consortium led by Anadarko and Area 4 consortium led by ExxonMobil and both are expecting FID Q2 - 2019.

Development plans were recently approved for the Anadarko operated Area 1. The project will initially consist of two LNG trains with a total capacity of 12.88 MTPA to support the development of the offshore Golfinho / Atum.

The Area 4 project led by ExxonMobil has submitted development plans to the Government of Mozambique and plans to develop 10 - 12 MTPA. Both projects have an assumed total integrated cost of around US\$ 50 bn.

In August 2018, the Government of Mozambique awarded 5 EPCC's for three blocks for ExxonMobil, one for ENI and one for Sasol. The five EPCCs are now signed.

DIT's campaign is aimed at maximizing value for the UK Oil & Gas upstream supply chain, which stands at a competitive advantage at this very early stage to develop existing opportunities in compliance with local content policies and enable local equipment and service delivery, skills development, technology transfer and inward investment.



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Ivan Adriano is currently the Energy & Mining Adviser for the Department of International Trade at the British High Commission in Maputo - Mozambique. Having joined the department in January of 2019, Ivan has been supporting UK supply chain with market access to Mozambique's booming Oil & Gas sector.

Prior to joining DIT, Ivan worked for Mitsui Europe PLC in Maputo in charge of Business Development while also assisting Mitsui's Oil & Gas Mitsui E&P Mozambique Area 1 Limited subsidiary in Mozambique.

Global Market information

Nigeria



The Oil & Gas sector is the driver of Nigeria's economy, with Oil reserves at 37.2 Billion barrels of Oil and 187 TCF of gas and responsible for roughly 10% of Nigeria's GDP and 90% of the country's exports.

Nigeria is estimated to have the 2nd largest proven reserves of oil in Africa but is the largest producer of oil at 2.28Mbbbl/day and the 11th largest OPEC producer of crude. Nigeria is embarking on a vast program to produce oil from the largely untapped deep offshore fields, upgrade its production capacity and export infrastructure, expand exploration, and build downstream facilities.

Nigerian IOCs and NOCs plan to spend over \$100bn on energy projects over the next few years to boost crude

production capacity to 3 million barrels a day (b/d) by 2021. The majority of the produced Oil will come from existing IOC assets, new ventures such as the Shell Bonga SW, Eni Zaba Zaba and the newly kick started Total Egina projects and the rest from NOC legacy and green fields.

Onshore, swamp and shallow water expansion projects are led by domestic oil companies such as First E&P, Seplat, NDEP, Britannia U, AMNI, etc.

The total value of contracts accessible to the UK supply chain for projects up to the 2019/20 financial year is around \$25.62bn.

Key Opportunities

- Shell Nigeria Bonga South West Aparo project - \$12bn
- Assa North field development, SHELL - 1bn - FID announced in December 2018
- LNG Train 7 development - \$4.5bn
- OPL 245 Zabazaba subsea packages - \$3.2bn
- OPL 245 Zabazaba FPSO build - \$5.42bn.



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Ola Sorunke is the current Head of the Energy Team at the Department for International Trade, Nigeria. She promotes bilateral trade between the United Kingdom and Nigeria within the Oil & Gas, and wider Energy industry, by ensuring a mutual beneficial trade between the UK and Nigeria in the Energy industry (Oil and Gas and power/renewables) that UK companies/businesses take advantage of opportunities available in the Nigerian Market.

Ola's role revolves around:

- strengthening bilateral relationship and trade between Nigeria and UK,

• Supporting the drive for economic growth by building on existing relations in these markets while establishing and building new relations to maximize bilateral trade, thereby generating sustainable bilateral relations between Nigeria and the UK.

• Providing operational support for exports and facilitates inward and outward investments.

• Carrying out Trade missions within the Energy terrain.

Ola has over 10 years of technical and commercial experience working within the Oil and Gas industry and wider Energy sector.

Global Market information

Norway



Energy continues to dominate the Norwegian economy, and it remains one of the largest offshore sectors in the world.

Although first oil from the Norwegian Continental Shelf (NCS) was over 50 years ago, there are over 30 Billion boe of proven resources still in place (90 Bcf gas and 15 Billion barrels of oil), plus a further 18 Billion boe of probable resources yet to be discovered. Much of this lies in the underexplored Barents Sea, which is attracting considerable interest and investment.

After the recent long downturn activity picked up during 2018, and there is a cautious optimism which characterises the sector. The past few years have seen many changes to the NCS, with the majors moving out and new players establishing themselves and new forms of collaboration being entered into. Digital technology and solutions are being developed and introduced and there is continued standardisation and innovation which have resulted in considerable cost reductions. These measures are being maintained and the focus on costs will continue in the years ahead.

External expenditure continues to rise with a number of interesting new developments underway and expected on the NCS. These will include the concept selection for NOAKA in 2019 and the FID in 2020.

For UK companies the NCS presents opportunities spanning the entire offshore lifecycle from frontier exploration to mature basin decommissioning. The proximity and similarity of the UKCS to the NCS means many UK companies possess transferable expertise and relevant world-class capability that allows them to compete effectively with Norway's indigenous supply chain.

Technology Target Areas (TTAs) for the NCS are:

- Energy efficiency and environment
- Exploration and IOR
- Drilling completion and Intervention
- Production, processing and transport
- Digitalisation



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Ingrid Aalholm is the Senior Market Adviser, Strategic Trade in DIT Norway.

In addition to the offshore sector, she also covers infrastructure, power, maritime, environmental technologies and construction sectors in Norway.

Global Market information

Senegal



The SNE oil field, located in the Sangomar Deep Offshore block, being developed by Cairn Energy, Woodside and partners 100 kilometers south of Dakar, will be Senegal's first offshore oil development.

The Development and Exploitation Plan for the SNE oil field offshore Senegal was submitted to the Government of Senegal by the joint venture in October 2018 with Government approval expected by year-end. Final investment decision is expected to follow in the first half of 2019. The Development and Exploitation Plan outlines the full field multi-phase development of oil and gas and details how the field will be developed in a series of phases with plans for ~500 mmbbls of oil to be developed with a plateau production of 100,000 bbls oil per day with first oil expected in 2022.

The development concept includes the installation of a stand-alone floating production storage and offloading (FPSO) facility and subsea infrastructure that will be designed to allow subsequent development phases. These options include potential gas export to Senegal and future subsea tie-backs to other fields.

Tortue Gas Field

On the maritime border between Mauritania and Senegal, at a depth of 2,850m, BP and its partners are developing a gas field with a 30-year production potential. The Tortue field has an estimated 15 trillion cubic feet of gas and is forecast to be a significant source of domestic energy. The first phase Unit Development Plan has been submitted to the energy ministries of both countries and all parties aligned and actively working to achieve a final investment decision (FID) around year-end.

The development plan for Tortue West is slated to include a floating, production, storage and offloading (FPSO) facility to convert the produced gas into liquefied natural gas (LNG).

A nearshore hub plant and a pipeline with connections to the domestic gas network will also be part of the field development.

Opportunities for the UK

Opportunities exist for UK companies in the whole supply chain to get involved at this very early stage and develop these opportunities with the chance to become pioneers for example in local content and capacity building. Major opportunities include Engineering design, EPC, Subsea Equipment, Gas to Power development, LNG and pipelines.



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Saliou is DIT lead at the British Embassy in Dakar, Republic of Senegal, West Africa. From a Mechanical engineering background, he diversified his range of qualifications through Master Degrees, in Finance, Economics and Technology Management. Having previously worked in private as well as public

sector, he has extensive knowledge of Senegalese business environment and is well connected to businesses and government. Saliou has been working in DIT's oil & gas sector for 3 years.

International delegations

AZERBAIJAN

SOCAR



Anvar Rustamov
Deputy Head of Projects Procurement Department



I am the Deputy Head of Projects Procurement Department of SOCAR Investments Division. My responsibilities include monitoring the contracting and procurement process as Government Representative in all Production Sharing Agreements and Risk Service Agreements in Azerbaijan.

I am entitled to participate in the Operating Company's contracts governance / contracts review boards for the procurement of goods, works and services for the conduct of petroleum operations.

Ilkin Mammadov
Senior Engineer of the Projects Procurement Department, Investments Division



Sabina Irzayeva
Procurement Supervisor/Head of Procurement SOCAR Midstream



PSCM leader with deep expertise and proven impact who left a significant business legacy in: Enterprise Development; Commercial and Technical Contracting; Strategic Contracts Management; E-commerce Procurement; P2P Process Development and Monitoring; Strategic (Shareholder Level) Negotiations; TCO Strategies Development and Implementation;

Contracts Optimization Strategy Development and Implementation; Category Management; Strategy Development and Implementation, Integrated Project Procurement Management; Procurement Manual and Contract Templates Development, People Management and Coaching in local, multinational, global, and matrix Oil and Gas Upstream and Midstream environments.

SOCAR-AQS

Elshan Ismayilov
Head of Drilling Engineering Department



Currently, I am working as the Head of Drilling Engineering Department at SOCAR-AQS in Baku, Azerbaijan. I am responsible for supervising methodical and technical implementation of modern technology in the oil and gas well drilling process, coordinating the activities of the department employees.

Additionally, I am managing the preparation and implementation of drilling programs and improvement of well technical-economic performance.

International delegations

RUSSIA

National Association of mining engineers / Saint-Petersburg Mining University



Viacheslav Zyrin
Executive Director
National Association of mining engineers

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t. +7-812-382-04-30



The National Association of Mining Engineers (NAME) was established in order to develop the national system of competencies of mineral resource engineers and to facilitate the integration of Russian mining engineers into the global community. We are aimed to develop scientific and business cooperation in raw materials sector between international and Russian

organizations. Zyrin Viacheslav is mining engineer, specialization is electrical and thermal technologies for hard-to-recover oil deposits. Viacheslav is responsible for the development of contacts and joint projects between Russian and international organizations of mineral resources sector.

Mikhail Dvoynikov
Head of well drilling department, Head of the Center of competence in engineering and technology of deposits development in the arctic region
Saint-Petersburg Mining University

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Specialists of the department for the first time in the world reached the surface of the glacial lake Vostok in Antarctica. Water sampling has opened up opportunities for a number of unique microbiological and paleoclimatic studies of the lake. The Arktika Competence Center was established to develop innovative and science-based approaches to the exploration and development of hydrocarbon and other mineral deposits in the Arctic regions.

The area of activity of the Arktika Competence Center is technology to improve environmental safety and efficiency of existing fields development, as well as the introduction of innovative approaches in new fields. Mikhail Dvoynikov has 27 years of work experience, from October 2017 - Head of the Department of BS to the present time. He has published 142 scientific works, 20 inventions.

Zhukovskiy Yurii
Director of the Research center for digital technologies
Saint-Petersburg Mining University

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The objectives of the Centre are to develop, adapt and introduce digital technologies (special software, intelligent control systems, knowledge-intensive equipment) into production, to develop cooperation in the field of high technologies with specialized companies, organizations and other universities, to improve the quality of training students and professionals in the possession of modern digital technologies and their application in their activities.

Zhukovsky Y.L. is a specialist in development of systems of diagnostics and estimation of residual resource of electromechanical equipment on the basis of technologies of Internet of things and machine training), application of digital technologies for energy saving and increase of energy efficiency at the enterprises of mineral raw materials complex. Zhukovsky Y.L. is the author of 110 scientific works, including 9 patents

Wind farm under construction
on the English coast



The UK has brought together a breadth of expertise to create a large renewable sector, with the largest offshore wind construction programme in Europe, and the world's largest installed offshore wind base.

Find your ideal business partner at [great.gov.uk](https://www.great.gov.uk)

Global Market information

DIT Renewables

The UK is a world-leader in tackling climate change.

The UK was the first country to establish legally binding emissions targets through the Climate Change Act 2008 and in 2019 the UK became the first developed economy to legislate to meet net zero emissions by 2050. We have a strong track record of action to achieve our emissions targets and have cut emissions by more than 40% since 1990, while the economy has grown by 72%.

Growing global energy demand coupled with the need to decarbonise, continue to drive the global market for low-carbon technologies, infrastructure, and services. As a result, low carbon markets are growing overseas, presenting export opportunities for UK businesses.

In 2017 there were 396,000 UK jobs in low carbon businesses and their supply chains, and £5 billion in exports. Turnover in low carbon and renewable energy sectors was £79.6 billion - with growth of 7% outpacing GDP. By one estimate, the UK low carbon economy could grow 4 x faster than the rest of the economy between 2015 - 2030. Looking forward, there is potential for low carbon exports by 2030 to support 2 million jobs.

The UK is the largest base for operational offshore wind in the world, with 8.5GW of installed capacity, with a renewed ambition to deliver 40GW of operational capacity by 2030. As a result of the scale of our deployment of offshore wind, the UK has developed world-leading expertise in all areas of offshore windfarm design, development, installation, O&M, training and education, and related technological, financial and professional services. Coupled with UK Export Finance, the UK offshore wind offer is compelling.

In addition, the UK excels at policy and regulatory framework development, early stage design and solution development. The UK is home to Europe's second largest consultancy sector and some of the best-known brands in low-carbon advisory services offering specialist services, as well as smaller boutique consultancies with in-depth knowledge.

With strengths across the clean growth sectors, the UK is the partner of choice for high quality, low carbon solutions.



Alice Temple

Sector Lead - CCUS, Hydrogen and Energy Efficiency

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Alice joined the Renewable Energy team in the UK Department for International Trade (DIT) in November 2016. An enthusiastic project manager, she works closely with colleagues in other government departments and overseas to grow commercial opportunities within the Hydrogen, Carbon Capture Usage and Storage and Energy Efficiency sectors.

Prior to this, her role in the team spanned across renewable energy technologies, working on

stakeholder management and with the Department's marketing team to ensure the renewable energy sector is well portrayed. <p> An experienced civil servant, Alice has strong networks across a number of government departments and an understanding of parliamentary processes through working with Ministers and developing legislation.

UKEF

UK Export Finance (UKEF) is the UK's export credit agency

Our mission is to ensure that no viable UK export fails for lack of finance or insurance, while operating at no net cost to the taxpayer. We exist to complement, not compete with the private sector, and work with 70 private credit insurers and lenders. We provide insurance to exporters

and guarantees to banks to share the risks of providing export finance. In addition, we can make loans to overseas buyers of goods and services from the UK. UKEF helps UK companies:

- Win export contracts by providing attractive financing terms to their buyers
- Fulfil contracts by supporting working capital loans
- Get paid by insuring against buyer default

UKEF can support exports for any size of company and across all sectors, from capital goods to services and intangibles such as intellectual property.

UKEF is delighted to have been voted 'best export credit agency' by Global Trade Review for 2019. This is a recognition of our innovative approach to supporting exporters, comprehensive product offering and substantial appetite to take on new business.

As the world's first export credit agency, established in 1919, we've been innovating since day one. Last year, we provided £6.8 billion of support for UK exports, helping 262 companies sell to 72 markets around the world and supporting an estimated 47,000 UK full-time equivalent jobs. 79% of all companies supported with finance and insurance were small to medium-sized businesses.

Our network of Export Finance Managers are located across the UK. They are the first point of contact for guidance for UK exporters of all sizes and in all sectors.

To check your eligibility for trade finance and insurance

Visit: www.great.gov.uk/trade-finance/

Contact UKEF

UK Export Finance is the operating name of the Export Credits Guarantee Department (ECGD)

Website: www.gov.uk/uk-export-finance

Telephone: +44 (0)207 271 8010

Email: customer.service@ukexportfinance.gov.uk

The Export Control Joint Unit (ECJU)

The Export Control Joint Unit (ECJU) issues licences for the export of 'strategic' goods.

These can include:

- Military equipment
- Dual-use goods (can be used for both civil and military purposes)
- Radioactive sources

ECJU is here to help ensure UK businesses export responsibly and within the law. Our licensing process asks four questions:

- What is the control list entry?
- Do controls, sanctions or embargoes apply?
- Are there end-user concerns?
- Are there WMD or military end-use issues?

How can ECJU help me

- Easy-to-use online licensing system
- Expert advice available at every stage of the process
- End-user advice service via the SPIRE online system
- Comprehensive training programme, delivered around the country
- Regular awareness seminars for industry sectors
- Free subscription service to receive automatic updates on changes in legislation, sanctions and licence amendments
- Range of detailed guidance on GOV.UK

What kind of licence do I need?

Open General Export Licences – Available for a range of goods and destinations. If your goods are controlled and not covered by one of the OGELs, you must apply through SPIRE for an Export Licence. Open Individual Export Licences (OIELs) cover multiple shipments of specific controlled goods to named destinations. There are also licences covering transshipment and trade control (trafficking and brokering) activities.

Other types of open licences

Open Individual Export Licences (OIELs)

cover multiple shipments of specific controlled goods to named destinations.

Open General Trade Control Licences

(OGTCLs) control trafficking and brokering activity between one third country and another where the transaction or deal is brokered in the UK or by a UK person.

Open Individual Trade Control Licences

(OITCLs) allow a range of activities, such as the trading of specific goods between any numbers of specified countries.

More information:

www.gov.uk/government/organisations/export-control-organisation

How do I get to know more about export controls?

ECJU arranges training courses for exporters around the country.

- **Beginners**
A basic overview for those new to export controls
- **Intermediate**
For those with a good knowledge of controls who need to develop their expertise
- **Licences workshop**
Understanding the permissions required to export, also compliance with open licences
- **Making Better Licence Applications**
For those who use SPIRE

For more information about our training, email: denise.carter@trade.gov.uk or search online for 'Export Control Training Bulletin' on GOV.UK



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Subsea UK Future Events

MARCH

AOG 2020
11 - 13 March 2020
Perth, Australia

Oceanology International 2020
17 - 19 March 2020
London, UK

**Lunch and Learn:
UKEF General Export Facility**
24 March 2020
Aberdeen, UK

APRIL

**MCEDD 2020:
Deepwater Development**
21 - 23 April 2020
London, UK

MAY

Fundamentals of Subsea Systems
12 May 2020
Aberdeen, UK

**Lunch and Learn: Law at Work
- Difficult Conversations in the
Workplace**
14 May 2020
Aberdeen, UK

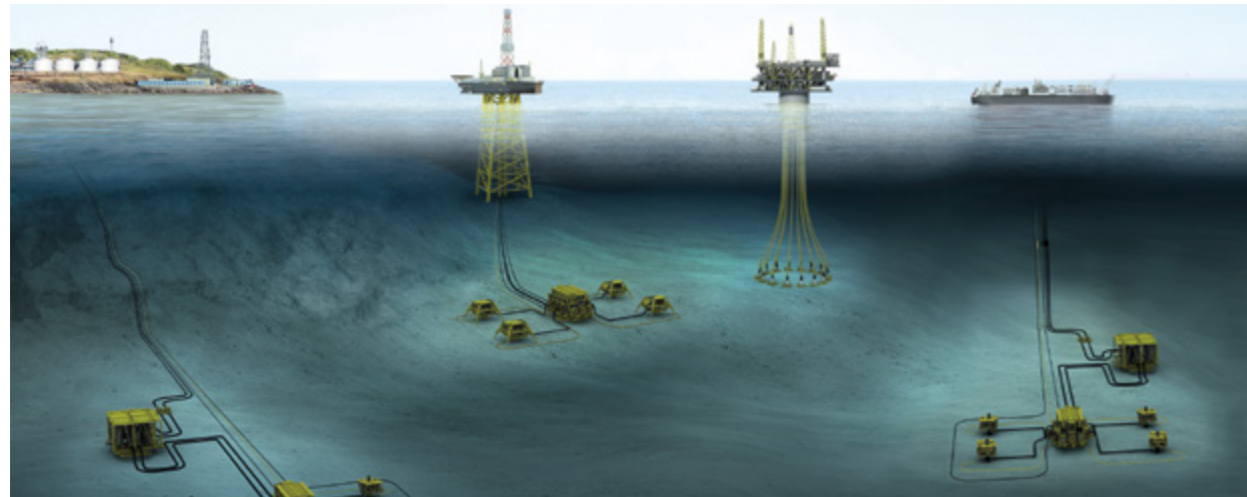
SEPTEMBER

Wind Energy Hamburg
22 - 25 September 2020
Hamburg, Germany



Showcase Companies

Baker Hughes



Kelly Russell

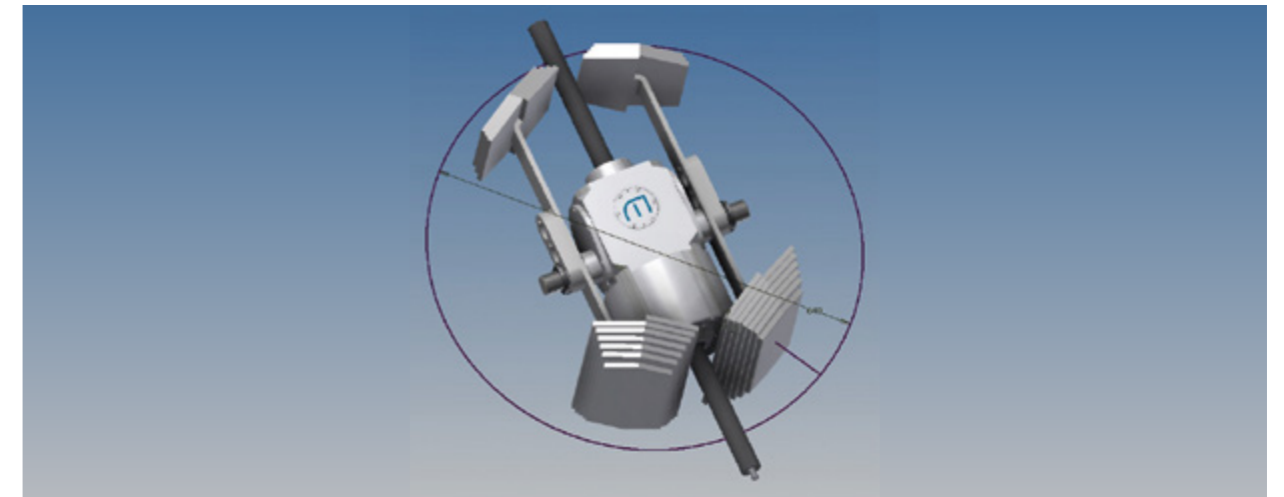
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and services are taking energy forward - making it safer, cleaner and more efficient for people and the planet. Visit us at bakerhughes.com.

Showcase Companies

WITT Energy Ltd



Will Boulton

e. Will.boulton@wittenergy.com
t. 07909156918

Witt Limited has developed a patented, completely scalable technology which converts motion from 6 degrees of freedom into electricity. Motional energy is all around us and beneath us in the oceans.

Now you can convert it into usable electrical power with WITT technology in a completely sealed device.

Showcase Companies

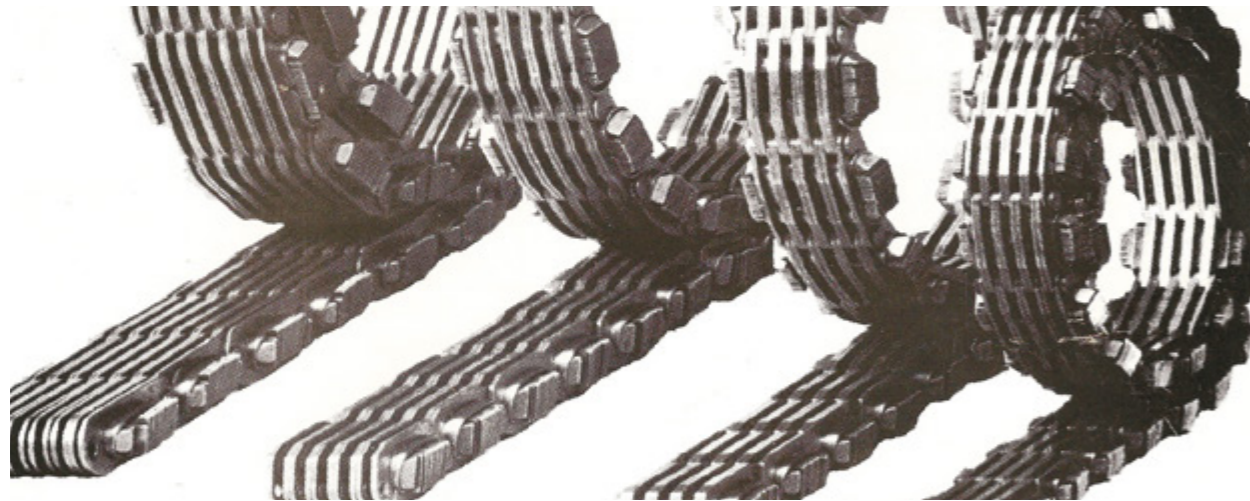
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t. 01189478899

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Jogen Roy

e. sales@stonewallwork.com
t. +44 (0)7904 989 186

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Department for
International Trade

great.gov.uk

DIT

The UK's Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade.

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