

## Partnership Information

### **NORWEGIAN ENERGY PARTNERS**

Norwegian Energy Partners is a non-commercial foundation with a Board of Directors as its highest body. It is jointly financed by the industry and the government.

The founders are the Norwegian Shipowners' Association (Norges Rederiforbund), The Federation of Norwegian Industries (Norsk industri), the Norwegian Oil and Gas Association (Norsk olje & gass), Energy Norway (Energi Norge), Statoil, Statkraft, The Norwegian Confederation of Trade Unions (LO), Ministry of Trade, Industry and Fisheries, Ministry of Petroleum and Energy and Ministry of Foreign Affairs.

The vision of Norwegian Energy Partners' vision is: Strengthening the long-term foundation for wealth-creation and employment in Norwegian energy industries through focused international efforts, building on the collective competitiveness of the partner companies.

The main purpose is to strengthen the position and competitiveness of the energy industry internationally and securing increased wealth-creation through committed cooperation. Norwegian Energy Partners is founded on a shared intention of achieving synergies through focused efforts, coordination and managing activities and efforts.

Norwegian Energy Partners' work is based on customer orientation, cooperation, finding solutions, respect, integrity and competence.

### **TARGET GROUPS**

Norwegian Energy Partners' target groups are companies and businesses that need assistance to develop international business and also can actively participate in national and regional networks supporting the internationalisation of the supply and service industry in the energy sector.

Norwegian Energy Partners will be an active partner for all businesses through the energy value chain and will have a strict partner focus where the commercial interests are in the lead and the companies are positioned to win contracts.

### **ADMINISTRATION**

Norwegian Energy Partners has a dedicated Norwegian staff of 20 people located in Oslo, Stavanger and Bergen, as well as 16 locally recruited advisors worldwide in prioritised markets.

## SERVICES AND PARTNER BENEFITS

Partner companies have the following benefits:

- Participation in an industrial community with possibilities for substantial synergies.
- Market information from *Norwegian Energy Partners*'s prioritized markets and information on carefully selected international oil and gas projects.
- *Norwegian Energy Partners* facilitates knowledge sharing and experience exchange in networks of companies, authorities, organisations and other relevant parties.

### In Norway

- Company visits and individual strategic advisory regarding internationalisation.
- Up to 1 day free advice or training in anti-corruption issues with the law firm Compliancepartner.
- Network meetings for experience exchange between companies based on target markets.
- Participation in exclusive seminars and meeting international customer delegations visiting Norway.
- *Norwegian Energy Partners* is a channel for the industry towards authorities and government to influence Norwegian policies for internationalisation.

### Internationally

- Access to market information and reports on market trends and projects.
- Local advisory services in Australia, Azerbaijan, Brazil, Canada, China, India, Indonesia, Korea, Malaysia, Mexico, Middle East (incl. Iran), Russia, Singapore, UK and USA. Partners get up to 5 days advisory per market from the local advisors.
- Participation in seminars and customer meeting with national oil companies
- Participation in customer meetings in important engineering hubs like Haag, Houston, Kuala Lumpur, London, Milano og Paris.
- Possibilities to influence agenda and programme for Norwegian state visits abroad.
- Company profiling in various competence catalogues used against international customers.

**MORE INFORMATION:** <http://www.norwep.com/>

Event calendar: <http://www.norwep.com/Events>

Services: <http://www.norwep.com/Partnership>

Market information: <http://www.norwep.com/Market-info>