



Procurement and Finance Day

*Norwegian Conference @ Asia Pacific Maritime
Venue: Begonia Ballroom 3001A – 3002,
Marina Bay Sands Convention Centre, Level 3*

*20th March 2014, 14.00 – 18.00,
followed by a Networking Reception*

The Shipping and Offshore industries are still facing challenges ahead. In addition to over-capacity and tight financial markets, new customer requirements, and environmental regulations are making new demands for cost efficient solutions.

If you are considering purchasing vessels, other capital goods or services in the shipping and offshore industries, or you are a Norwegian exporter in these fields, we cordially invite you to attend this conference.

In 2013 INTSOK made a survey of the “Procurement processes” in some Asian countries. The main findings from the survey will be presented in this conference. You will also have an opportunity to meet representatives from Export Credit Norway and The Norwegian Guarantee Institute for Export Credits (GIEK), the funding and the risk taking arms under the Norwegian export financing system respectively. Export credit agencies continue to prove valuable sources for funding in a time when financial markets remain under pressure.

Key speakers from the industries will share their views focusing on key trends and themes related to:

- *Challenges for the Shipping Industries*
- *Efficient Procurement Processes with Major Ship and Offshore Yards*
- *Finance of Ships and Offshore Rig Projects*

The conference is organized jointly by The Royal Norwegian Embassy and Innovation Norway in Singapore, in collaboration with Norwegian Maritime Exporters (NME), INTSOK, Export Credit Norway, GIEK, DNB Bank ASA and Norwegian Business Association Singapore (NBAS).

We look very much forward to seeing you.

Contact details:

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Conference partners:

PROGRAM		
Chair: Mr. Egil Rensvik, Science & Technology Counsellor, Royal Norwegian Embassy and Special Adviser Science & Technology, Innovation Norway and Mr. Erik Borgen, Snr. Advisor, Herkules Singapore Pte. Ltd. and President, Norwegian Business Association, Singapore (NBAS)		
14.00-14.10	<i>Welcome Address</i>	<i>His Excellency Tormod C. Endresen, Norwegian Ambassador to Singapore</i>
14.10-14.30	<i>Offshore and Shipping Industry Outlook; Energy Efficient and Green Solutions</i>	<i>Mr. Henning Mohn, Head of Shipping Advisory Department, DNV GL Singapore</i>
Procurement		
14.30-14.55	<i>Global Procurement Processes, with focus on offshore installations built in Asia for the Norwegian Continental Shelf</i>	<i>Ms. Gunn Vik, Regional Director Shipyards China, Korea and Singapore, INTSOK</i>
14.55-15.15	<i>Shipowners' Experience and requirements in Procurement and Building process</i>	<i>Shipping Company (tba)</i>
15.15-15.35	<i>Legal angle on Global Procurement Processes</i>	<i>Ms. Siri Wennevik, Head of Wikborg Rein, Singapore office</i>
15.35-16.55	<i>Experience from Norwegian Suppliers</i>	<i>(tba)</i>
15.55-16.10	<i>Q&A Session</i>	<i>Moderator: Mr. Egil Rensvik</i>
16.10-16.30	<i>Coffee Break</i>	
Financing		
16.30-16.50	<i>Competitive Long Term Financing from Norway</i>	<i>Mr. Lars B. Hasle, SVP Industry & Renewable Energy Mr. Olav T. Breilid, SVP Maritime Export Credit Norway</i>
16.50-17.10	<i>Reducing risk through Guarantees for Export Credits – A presentation of GIEK's products</i>	<i>Mr. Tom W. Gulliksen, SVP Shipping/Offshore The Norwegian Guarantee Institute for Export Credits (GIEK)</i>
17.10-17.30	<i>Have Banks run out of Funds and stopped financing the Offshore industry? Are there any other Innovative Ways that could be Examined?</i>	<i>Mr. Ian Thia, SVP Shipping, Offshore and Logistics, DNB Bank ASA, Singapore</i>
17.30-17.50	<i>Q&A Session</i>	<i>Moderator: Mr. Erik Borgen</i>
17.50-18.00	<i>Closing remarks</i>	<i>Mr. Erik Borgen</i>
18.30 ->	<i>Networking Reception</i>	<i>Caffé B, 2 Bayfront Avenue, The Shoppes at Marina Bay Sands, #B1-15 & 01-83, Singapore 018972</i>

Conference partners: