

Practical Information for CNOOC/NORWEP technical seminar 2023
Dates: 11 – 12 October 2023

Topic: Low Emission and Digitalization

Venue: CNOOC Research Institute
Address: CNOOC Plaza, No.6 Taiyanggong South Street,
Chaoyang District, Beijing 100028

Program outline

Wednesday 11 October

9:00-17:30 Seminar & Lunch
19:00 Reception/Dinner (for all seminar participants)

Thursday 12 October

9:00-12:30 Seminar & Lunch
13:00- B2B meeting on demand

We expect total 90-100 participants from CNOOC and NORWEP delegation.

1. Visa

If you need an invitation letter for your visa application, please scan your passport copy by e-mail to Mr. Jian Guo, E-mail: jian.guo@norwep.com.

2. Hotel

Recommended hotel: [Crown Plaza Beijing Sun Palace](#) (situated 500m from CNOOC Research Institute). Price 900 RMB per night incl. breakfast and taxes.

Please book your hotel room directly by contacting:

Ms Van Wang, vanwang@cpsunpalace.cn

Tel: (86) 10 6429 8888 – 6685, Cell: (86) 188 1080 3827

NB! Mark your reservation e-mail: Delegation member of Norwegian Energy Partners group with 900 RMB net price per night

Taxi from Beijing Airport to Crowne Plaza takes about 40-50 min. Taxis use taximeter, price ride from airport is appr. 100 Chinese Yuan.

Please be prepared to show hotel name and address to the taxi driver:

Hotel address in Chinese:

北京新云南皇冠假日酒店

中国北京朝阳区东北三环，西坝河，太阳宫桥东北角，云南大厦 邮编: 100028

Yunnan Dasha, North - East Corner of Taiyanggong Bridge, Xibahe, North - East 3rd Ring Road, Chaoyang District, Beijing 100028, P.R. China

3. Presentations and translation

Each Norwegian company will be given 25 mins for presentation followed by 5 min Q&A session. Presentations in PPT format 16:9.

Please advise us following:

1. Company
2. Topic
3. Name of the presenter
4. Job title of the presenter

It is crucial that CNOOC achieves thorough understanding of each Norwegian company's technological assets, advantages, know-how and value propositions. Therefore, all the presentations must be bilingual, both in Chinese and in English. Presenting companies are responsible to provide consecutive interpretation during the presentations. In case the presenting companies do not have internal resources for translation, please contact NORWEP country manager Jian Guo who can assist with the translation.

Please send the company presentations to minna.crozier@norwep.com

Dead line to submit bilingual presentation – 25th September

Dead line to submit presentations that are only in English – 20th September

All presentations will be sent in pdf format to CNOOC participants before 06th October. Please let us know at latest 03rd October if you do not allow sharing your presentation.

4. Participation fees

Members:	6500 NOK / company - including one participant. 1500 NOK for additional participants - NB! sign up by e-mail.
Non members:	12000 NOK /company - including one participant. 2000 NOK for additional participants. - NB! sign up by e-mail.

Companies attending with one delegate: please register via event [registration link](#).

Companies attending with more than one delegate: a separate invoice will be issued. Please provide us the name list and following details for invoicing:

- Name of the company
- Address of the company
- Company registration number
- Your reference number/name
- E-mail address for invoice
- Participant(s)' name(s)

5. Dead lines

Unique Value Propositions (UVP) See template
Presentation, PPT in live 16:9 format (Not PDF)
Request for B2B meetings with CNOOC
Presentation Topic and speaker information

11th September
25th September
1st October
15th September.

6. UVPs

Prior to the event, we will distribute a collection of your 1-page UVP's to the seminar participants and CNOOC representatives. UVP should describe you company's technology solutions and innovations as well as competitive advantages relevant to CNOOC.

Please find here (pages 4-5) Armatec's and DNH's UVP examples from our previous events and seminars as a template and for your guidance. The UVPs must be on Word format.

ARMATEC

Contact

Name
Job title
Email
Mobile

Company profile

Armatec with its offices in Norway, Sweden, Denmark and Finland is a world leading company within advanced valve systems. Ever since 1965, we have been a major supplier of advanced valve systems to the maritime, offshore wind, oil & gas industry. We design and supply all types of systems with any type of third party product certificates if needed (DNVGL, ABS, Lloyds +++).

Our main competence is:

- Design and supply of Emergency Shutdown Valves (ESD Valves), Blow Down Valves (BDV), HIPPS packages and a wide range of HP manifolds for FLNG's, FPSO's, FSRU's, Drill ships and for sustainable energy carriers (Hydrogen, Ammonia) worldwide.
- Water Cooling Units (WCU's) and valves - Offshore Wind / Sub stations.

We focus on continuously improving the quality and sustainability of our products and services.



Technologies & Solutions

1. <https://www.armatec.com/no/products/valves/icss/>
2. <https://www.norwep.com/partners/armatec>

DNH

Contact

Name
Job title
Email
Mobile

Company profile

DNH manufactures one of the world's widest range of loudspeakers for industrial and commercial applications. The company was established in 1946 and is renowned as a supplier of high-quality products.

In-house production, research, and quality assurance situated in the same facilities makes DNH flexible and well equipped to meet special requirements for product modifications.

DNH's wide range of products together with datasheets and certificates is listed at the DNH webpage: **www.dnh.no**

General Business Information

- Factory and main warehouse in Norway.
- Founded in 1946
- Offices in Germany, UK, and USA.
- DNH is 100% family owned by the Edwardsen family in the 3rd generation.
- Exports 90% of all sales worldwide.
- Employs 80 persons situated in Kragerø, Norway.
- DNH has no minimum order quantity.
- Turnover NOK 119 Million.

Main products

- Ex loudspeakers for Oil and Gas, and other Ex segments.
- Clean room products for the healthcare, digital component, battery industries, etc.
- Marine applications.
- Miniature (trains, intercom, and more)
- Underwater for swimming pools, and coastal applications.
- Vandal proof loudspeakers for prisons or other high-risk areas.
- Tunnel loudspeaker.

Technologies & Solutions

1. **<https://dnh.no/>**

7. Contact details

Programme responsible:



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Event organiser:



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