

SERVICE UPDATE

<u>Name of Service:</u>	City Growth
<u>Date:</u>	17.09.18
<u>Title of Update:</u>	Trade development visit to Offshore Northern Seas (ONS) Conference and Exhibition
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UPDATE:

Background

Stavanger's oil journey began in 1969 with the discovery of oil in the southern North Sea field, Ekofisk. Since then, the town has transformed from an industrial trading town into an energy centre. Stavanger is home to most of the world's major international operators and around 300 oil service companies.

The Norwegian Continental Shelf is a challenging petroleum exploration and production area and like UK Continental Shelf it has become an international testing ground for new technology.

Norway has been one of the largest oil and gas exporters in the world for a number of years and is also estimated it will provide up to 1/3 of Europe's gas needs in the near future.

Existing Contact

Aberdeen has a strong and historic relationship with Norway. We have a Twinning Partnership with Stavanger which is based on cultural, educational, social and economic exchanges. Aberdeen and Stavanger are also closely linked as founding members of the World Energy Cities Partnership (WECP).

Aberdeen is also developing a relationship with Northern Norway, particularly the Hammerfest region. Following a trade development visit to Hammerfest by the Lord Provost in April, we hope to welcome a delegation from Hammerfest in the coming months to expand bonds of cooperation between Hammerfest and Aberdeen.

Outcomes

- A meeting was held with the new UK Ambassador to Norway to discuss strengthening links and cooperation between Aberdeen and Norway
- Meetings with local Aberdeen companies exhibiting at ONS to understand their operations and priorities in the Norwegian market

- Showcasing of Invest Aberdeen and a 'lunch and learn' on opportunities in the UKCS attended by around 40 delegates
- Represent Aberdeen at a WECP / North Sea event arranged by Esbjerg and also attended by Stavanger representatives
- Discussion with Stavanger and Esbjerg on the upcoming WECP AGM in Kuala Lumpur and Aberdeen's bid for the WECP AGM in 2019
- A meeting was held with the Mayor of Hammerfest and his economic development team who provided information on the town and its transformation from a fishing town to an offshore hub
- Hammerfest are planning to visit Aberdeen in the coming months to further discuss the relationship between Aberdeen and Hammerfest with the possibility of signing a letter of intent or MoU
- Hammerfest and Harstad municipalities showed a keen interest in WECP and would like to explore the potential to work with the partnership
- A meeting was held with the Depute Minister for Natural Resources for Newfoundland and Labrador, Canada to work together to maximise value of upcoming WECP AGM
- Attending and exhibiting at ONS allowed us to meet with many conference delegates to promote Aberdeen and introduce the 'Invest Aberdeen' initiative

Next steps

- Provide the Ambassador information on upcoming Aberdeen / Norway events and if required assist DIT with programme development for his trip to Aberdeen which is likely to be in November
- Keep a watching brief on exploration discoveries in the Norwegian Continental Shelf and Barents Sea which could lead to opportunities for Aberdeen companies
- An ongoing dialogue with Hammerfest representatives about the development of the local industry and their visit to Aberdeen in the coming months
- Work with Hammerfest and Harstad on future links
- Work with Stavanger, Esbjerg and St. John's to promote Aberdeen's bid for the WECP AGM in 2019