

EIC CONNECTED



The world's leading power generation companies want to meet you!

If EIC Connect isn't a conference or an exhibition, what is it?

EIC Connect is unique to conventional exhibition & conference formats in that the buyers are in fact already in the hall, as presenting companies. Our exhibitors showcase their products and services to those presenting whilst aligning their brands in the industry to attending delegates.

Presentations outline current & future projects and buying policies from across the renewable, nuclear, conventional and thermal sectors by way of 5 themed 'workshop' theatres located around the perimeter of the hall which are hosted by the companies that build, own and/ or operate the stations.

Approximately 800 delegates are expected over the course of the two days to listen to their plans and buying policies on projects from across the world.

So JOIN US as a delegate and:-

- Network with the companies presenting
- Establish new key contacts
- Meet potential customers
- Learn how to work with key Operators and Contractors
- Discover new technologies and services in the market
- Generate business opportunities

The event comes at a pivotal time for the power sector supply chain with significant challenges and opportunities over the coming years. The EIC encourages UK suppliers to look beyond opportunities on their doorstep as, whilst the UK nuclear new build programme is estimated to be worth £40 billion over the next 20 years alone, almost 200 new nuclear projects have been identified globally, potentially worth over \$1 trillion (Source: EIC DataStream).

EIC Connect Power 2011 will look to maximise these new opportunities by introducing leading global operators and contractors in the conventional, nuclear and renewable sectors to hundreds of companies from the UK supply chain for what is set to be the largest meet the buyer industry event of the year held in the UK.

Welcome to the very first edition of EIC Connected! This quarterly newsletter is designed to bring you all the latest information about our international supply chain events for the energy sector so that you are aware of our exciting plans going forward and so that you do not miss out on these amazing opportunities to meet with the world's leading energy companies!

I hope you enjoy this first edition which will focus on our power generation event in November and I look forward to announcing our oil and gas programme for 2012 in the next edition.

In the meantime, please send me your feedback on the content and let me know who you would like to see at EIC Connect LNG 2012 in March. I will do my best to encourage their decision makers to come along and engage with UK companies!

Best wishes

Delegates listening to the project plans of a major international operator at the last EIC Connect event



BOOK ONLINE NOW!

EIC Member - £275.00+VAT
Non Members - £295.00+VAT

FIND OUT MORE...

For more information on any EIC Connect events, contact: **Sarah Lansdell** | National Events Manager
Desk: +44 (0) 1642 379 974 www.the-eic.com www.eic-connect.co.uk

The EIC (Energy Industries Council), DBH Centre, Belasis Business Park | Billingham | TS23 4EA

Speaker Programme

Most companies will deliver a presentation in the morning and repeat it again that same afternoon.

Agenda – Wednesday 23rd November 2011

Time	Workshop 1	Workshop 2	Workshop 3	Workshop 4	Workshop 5
09:00hrs – 10:00hrs	Delegate Registration Refreshments and Welcome Address in Delegate Networking Area Exhibition Viewing (open access all day)				
10:00hrs – 11:00hrs	KEPCO / KOSEP with introduction from UKTI on doing business in Korea	Punj Lloyd Led By Mr. Arun Sharma	Iberdrola E & C Mr. Ali Qureshi Ms. Maria Jimenez	DEWA with introduction from Terry Willis on doing business in the Middle East	EDF Energy Led By Chris Squires with introduction from Keith Parker NIA
11:00hrs – 11:15hrs	Coffee Break in Delegate Networking Area				
11:30hrs – 12:30hrs	Paiton Energy Conventional Projects with introduction from UKTI on doing business in Indonesia	Amec Power and Process	Alstom Offshore Wind Opportunities Led By Steven White, Global Commodities Director	Drake & Scull	AREVA Nuclear opportunities
12:30hrs – 14:00hrs	Delegate Lunches served in Delegate Networking Area Sitting 1 – 1230hrs Sitting 2 – 1300hrs				
14:00hrs – 15:00hrs	KEPCO / KOSEP with introduction from UKTI on doing business in Korea	Punj Lloyd led by Mr. Arun Sharma	Iberdrola E & C Mr. Ali Qureshi Ms. Maria Jimenez	DEWA with introduction on doing business in the Middle East	EDF Energy Led By Chris Squires
15:00hrs – 15:30hrs	Coffee Break in Delegate Networking Area				
15:30hrs – 16:30hrs	Paiton Energy Conventional Projects with introduction from UKTI on doing business in Indonesia	Amec Power and Process	Alstom Offshore Wind Opportunities	Drake & Scull	AREVA Nuclear opportunities
16:30hrs – 17:00hrs	Final Exhibition Viewing Event Closes for the day				

Agenda – Thursday 24th November 2011

Time	Workshop 1	Workshop 2	Workshop 3	Workshop 4	Workshop 5
09:30hrs – 10:00hrs	Delegate Registration Refreshments and Welcome Address in Delegate Networking Area Exhibition Viewing (open access all day)				
10:00hrs – 11:00hrs	ROSATOM With introduction from UKTI on doing business in Russia	Eletrobras	Jacobs Engineering Led by John Jeffers	Siemens Offshore Wind Opportunities	Doosan Power Led by Dr. Glen Little
11:00hrs – 11:15hrs	Coffee Break in Delegate Networking Area				
11:30hrs – 12:30hrs	SU25	Neo Energia (Brazil)	Tetratech With introduction from UKTI on doing business in Canada	Hitachi With introduction from UKTI on doing business in Japan	TBC
12:30hrs – 14:00hrs	Delegate Lunches served in Delegate Networking Area Sitting 1 – 1230hrs Sitting 2 – 1300hrs				
14:00hrs – 15:00hrs	ROSATOM With introduction from UKTI on doing business in Russia	Cemig	Jacobs Engineering Led by John Jeffers	Siemens Offshore Wind Opportunities	Doosan Power Led by Dr. Glen Little
15:00hrs – 16:00hrs	SU25	TBC	Tetratech With introduction from UKTI on doing business in Canada	Hitachi With introduction from UKTI on doing business in Japan	TBC
16:00hrs	Event Closes				

The above agenda is an outline only and is subject to change without notice. Please check the website for updates on a regular basis.

And what will their presentations cover?

Aimed at opportunities for suppliers on how they might work with the major companies. All speakers are briefed to include information on:-

- Company structure and organisation
- How do potential suppliers pre-qualify and register as an approved vendor
- Who are the key project and procurement decision makers, with contact details if available
- Current work schedules for new and existing assets together with details of projected spend over the next 3 to 5 years
- Company perspective on increasing emission reduction requirements, technical drivers and possible influences / demands on the supply chain
- Highlight the global prospects for suppliers and / or services and goods that they as a company are interested in

Introducing...

The EIC is delighted to welcome Iberdrola E & C to EIC Connect for the very first time. IBERDROLA Engineering & Construction (IEC), founded in 1995, is one of the world's major power engineering companies, present in more than 57 countries. In 2010 the Company's portfolio of projects surpassed two billion Euros. More than 80 % of this portfolio resides abroad, a reflection of the company's international activity.

IEC is a wholly owned subsidiary of IBERDROLA, one of the largest energy groups in the world. IEC executes turn-key projects in the areas of Conventional, Nuclear and Renewable Energies and Grid Networks worldwide, with a high content of technology and innovation.

IEC are attending EIC Connect Power 2011 to develop their local supply chain and further tier development. As a relatively recent established company in the UK, IEC values the creation of a local supply chain for a variety of supplies and services related to the Power engineering business.

IEC have identified the following areas of interest and will also be available for 1-2-1 appointments at the event to meet suppliers:-



- Biomass: pellets plant and specific supplies related to this bio energy
- Networks: Design and Detailed Engineering Companies for all disciplines
- Quality and Environment: Water Sampling, Information services (maps, floods data...)
- Combined cycles: main BoP (mechanical & electrical): condensers, boilers, coolers, pumps, cranes, generators, switchgears, control panels, UPS
- Turn key packages: water treatment, HVAC, PCI, compressed air
- Bulk material: pipes, valves, cable, trays, conduits, earthing, instrumentation
- Steel structure



Why are so many companies presenting?



- Opportunity to outline their buying policies and procedures to new suppliers of equipment and services whilst detailing their power plant projects around the world
- To understand the UK's international capabilities
- To gain access to new innovative technology all in one place

- To build two way communications between vendors and users on a face to face basis
- Network with fellow companies and well known contractors from the worldwide energy industry
- Bridge current and future gaps in their supply chain
- To join 20 major international operators and contractors, all featuring their procurement plans and project information across the two days

Other speakers that are debuting at the event for the first time:



Paiton Energy is one of the largest independent power producers in Indonesia comprising of 4 consortiums.

The EIC will welcome Paiton Energy who will attend with International Power Mitsui Maintenance and Operation Indonesia, as the operator for Paiton Power Generation Unit 7 & 8 (1,200MW).

The Paiton Unit 3 is the expansion project (815MW), which Paiton Energy is currently constructing for completion in 2012.

Paiton Energy will present supply opportunities for UK equipment and service companies and will outline how to do business in Indonesia with the support of UKTI Commercial Officer Ms. Diah Noor.

KEPCO and one of its operating companies, KOSEP who will be accompanied by UKTI Commercial Officer Youngran Lee.



KEPCO is

responsible for the electricity sales, power transmission and distribution (T&D). Each power generation company is responsible for supplying electric power via the operating power plants within the respective regions. KEPCO will cover an overview of procurement system and opportunities in related to the T&D projects. Procurement processes for power plant projects will be outlined by KOSEP.



KOSEP is composed

of six power plants: Samcheonpo Thermal Power Site Division in the Goseong district of Gyeongsangnam-do province; Bundang Combined Cycle Power Plant in the Seongnam district of Gyeonggi province; Yeongdong Thermal Power Plant in the Gangneung (Gangneung) district of Gangwon province; Yeosu Thermal Power Plant in the Yeosu district of Jeollanam-do province; Yeongheung Thermal Power Plant in the Ongjin district of Incheon City.

"EIC Connect is an excellent opportunity to keep in touch with current and prospective suppliers,"

Colin Rosen, Manager, Procurement & Materials, from KBR

CALLING ALL UK COMPANIES!



All of our speaker companies will tour the exhibition. Companies in the power industry who want to make sure their products and services are in the spotlight can take advantage of many benefits only available to exhibitors and sponsors.

Advantages of attending...

As a Delegate:

- Access full programme of speaker presentations aimed at opportunities for suppliers
- 1-2-1 Appointments with decision makers
- Electronic copy of Presentations
- Attendee List
- All refreshments and lunches served in a dedicated Delegate Networking Area

As an Exhibitor/Sponsor:

- All of the benefits of being a Delegate (2 places), plus:
- Guarantee of appointments
- Exclusive invitations to the 'Ice Breaker' Evening Reception
- Speakers and Buyers circulating the exhibition
- Listed in the Event Programme, online and with the chance to contribute to relevant articles
- Promotion in the EIC Monthly News
- Exclusive availability

If you are still looking for even more reasons to attend, there is also:-

- Low delegate price** of just £275.00+VAT for EIC Members (£295.00+VAT for non Members) compared to £439.00+VAT in 2009.
- The delegate package has been refreshed** to include a simple download of speaker presentations after the event to all delegates.
- Speakers no longer repeat their presentations 6 times across the day.** Each company is allocated one session in the morning and most will repeat it to a new audience in an afternoon session. This ensures their time is better spent networking with delegates to focus their time on the companies they most want to engage with.
- Interactive** – the layout of Olympia has allowed us to revitalize the floor plan to maximize flow around the event and encourage networking amongst all attendees.
- More exhibiting incentives** – bonus 1-2-1 appointments, exclusive access to the evening reception, less stands to reduce competition and guaranteed buyers attending.
- Promotion** – targeted media partners are getting our event out to the widest audience possible and giving us the opportunity to submit industry articles which allows us to promote our event and exhibitors to attract attendance from major buyers.

Companies all set to showcase at Power 2011 to the speakers already include:-



ONLY A FEW STANDS REMAIN! DOWNLOAD THE EXHIBITOR PACK AT WWW.EIC-CONNECT.CO.UK

Understand how to do business internationally



UKTI will have a stand at EIC Connect offering UK companies the opportunity to meet with UKTI Energy Specialists from the UK and a number of important markets. Members of the UKTI Energy Team from London will also be present. International markets represented this year at EIC Connect Power include the following regions. *Those marked* will be bringing speaker and buyer delegations:-*

Brazil*	China
Russia*	India*
Saudi Arabia*	UAE
Indonesia*	Japan*
Switzerland	Czech Rep
Canada*	Korea*

Thank you to our media partners including:-



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