

UK
TRADE &
INVESTMENT



Opportunities to Trade with and Invest in the UK

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Role of British Trade Office, Calgary

- Assist UK companies exporting to Oil/Gas industry in Canada
- Linked to Ottawa, Toronto and Vancouver colleagues
- Expanding staff and premises in 2009
- Trade missions – outward/inward
- OMIS (Overseas Market Introduction Service)
- Ad-hoc assistance
- Plugged in to UK & Canadian contacts in industry & civic/provincial Government & the media (e.g. Oilweek/June)
- Links/Partnerships with other UK/Canadian organizations like Energy Industries Council (EIC) and Rainmaker
- Ask those we've helped already !

Oilsands - Why look at the UK ?

- Skilled People (Recruitment)
- EPCM (e.g. AMEC at Kearn Sands)
- Environmental/landscaping/restoration NB: Tailing ponds
- Water management solutions
- Communications
- Project Management
- Health & Safety specialists
- Flow measurement
- Pipelines – Monitoring, diagnostic, PIG innovations, maintenance, repair and modification (e.g. Stats Group)
- Diluents (especially “cold” solutions)
- Paints (e.g. Leighs Paints)
- Consultancy (Environmental, Health & Safety, Asset Management..)
- Engineering (notably Advanced Metallurgies)
- Centrifuges
- Storage Vessels
- Carbon Capture & Storage

Some UK Trade success stories

- Oilflow Solutions
- R&A Energy
- Stats Group International
- Poyry
- Fircroft

Investing into the UK

- Canada's second largest export market after US
- UK energy sector worth \$170bn in 2008
- Decades of world-class R&D in the North Sea
- Pragmatic regulatory and fiscal regimes allied to flexible labour market
- Can-do project management culture
- City of London is a key world financial centre
- Strong & developing offshore wind and CCS sectors
- UK Climate Change Bill was the first of its kind to enshrine carbon reduction targets in law.
- This will stimulate the development of investment in low carbon technologies, including energy efficiency, renewables, and waste management.
- Strong Canadian North Sea presence – Nexen, Talisman, CNRL, Petro-Canada

Forthcoming Trade Events

- June 3rd-4th Saskatchewan Oil & Gas Show, Weyburn
- June 9th-11th Go Expo, Calgary incl. BTO Reception in partnership with CED
- June 16th-19th Atlantic Canada Petroleum Show/NOIA, St John's, Newfoundland incl. BTO Breakfast Reception
- Sept 14th-18th UKTI Energy Roadshows (regional UK)
- Sept 22nd-23rd Energy Industries Council Trade Mission to Oilsands Show, Edmonton (incl. BTO Reception & Speednetworking) and Calgary (Company visits)
- Sept 28th-29th Canada Europe Energy Roundtable, London
- Oct 7th-10th World Energy Cities, Calgary
- Oct (dates tbc) Carbon Capture and Storage Trade Mission to SK and AB
- Jan 2010 Canadian procurement inward mission to Aberdeen and London
- March 2010 Buyer Seller Forum Edmonton (incl. BTO Reception)
- June 2010 Global Petroleum Show, Calgary





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Some Sources of help

- BTO (403-705-1755 or paul@btoalberta.com)
- BritsCan 100 networking Group
- Energy Industries Council
- Scottish Development International
- Calgary Economic Development
- Rainmaker

Thank You