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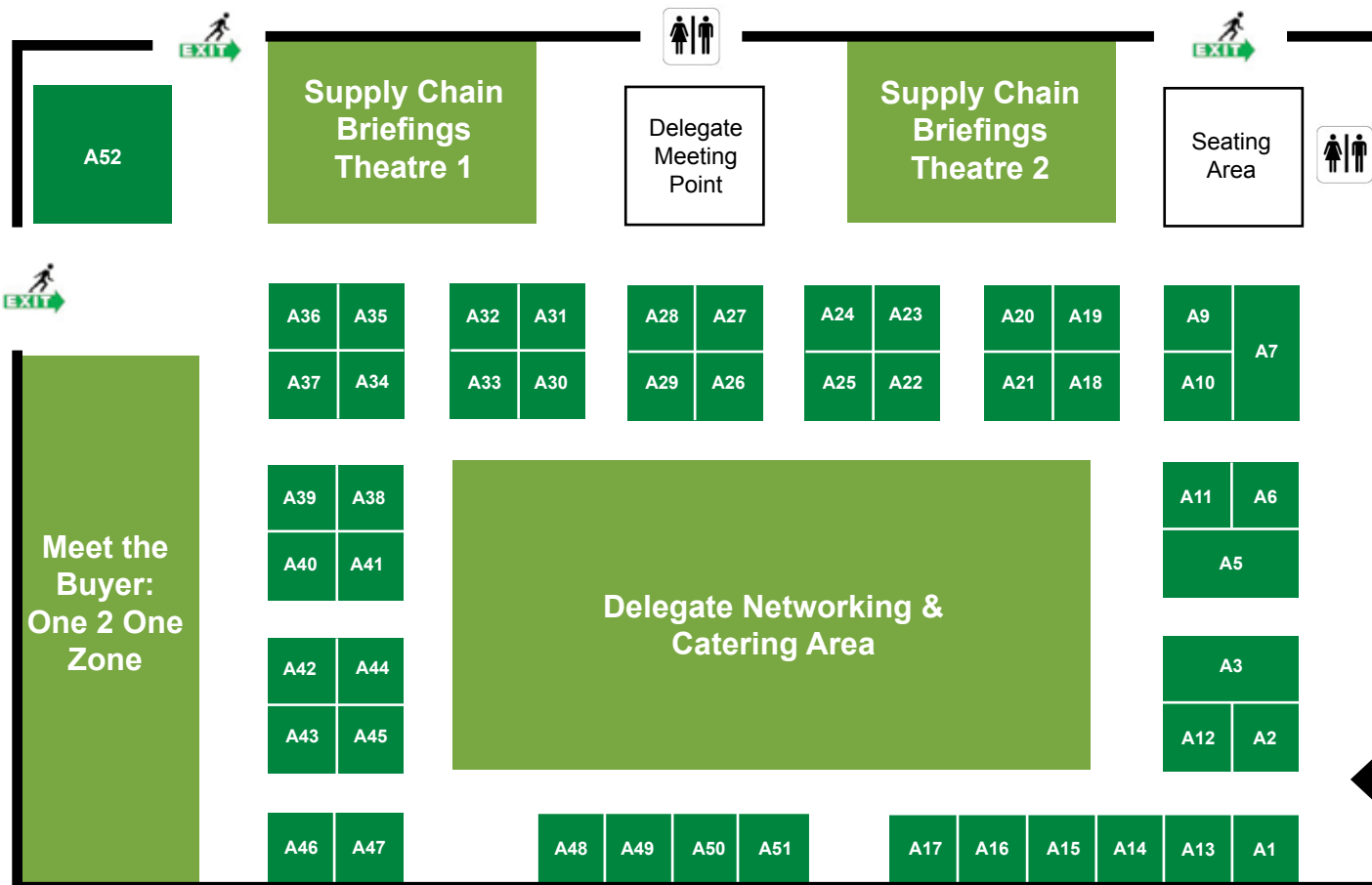


Energy2013

NUCLEAR, GAS, COAL & RENEWABLE ENERGY PROJECTS
Supply Chain Event & Conference
12th – 13th November, Manchester Central, UK

CONNECTING UK COMPANIES WITH GLOBAL DECISION MAKERS

Floorplan and A-Z Exhibitor List



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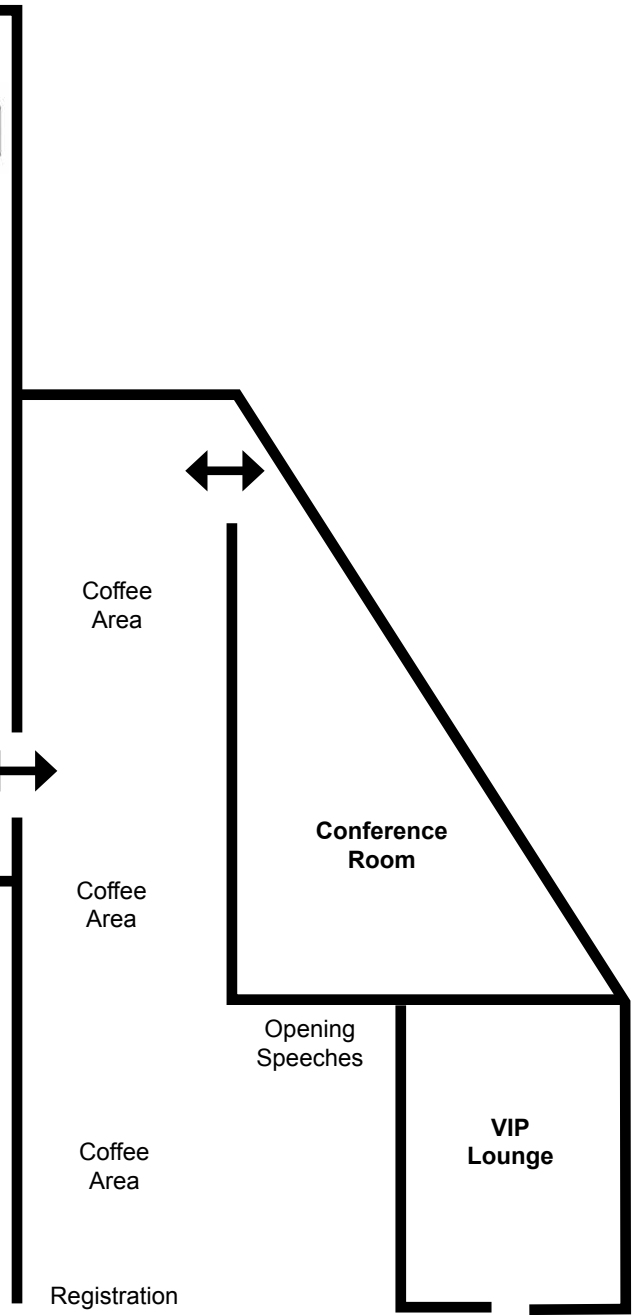
Energy2013

NUCLEAR, GAS, COAL & RENEWABLE ENERGY PROJECTS

Supply Chain Event & Conference

12th - 13th November, Manchester Central, UK

CONNECTING UK COMPANIES WITH GLOBAL DECISION MAKERS



Stand Locator

Company Name	Stand
Achilles	A50
Advanced Valve Solutions	A31
All Energy Exhibition & Conference	A27
Arc Machines UK Limited	A1
Aveva	A30
Bartec	A51
Bergen Pipe Supports	A33
BOC	A6
Boulting Group Ltd	A29
Calder Pressure Systems	A41
Carpenter & Paterson Ltd	A25
Clarke Energy Ltd	A11
CSD Sealing Systems	A44
Deborah Services Limited	A40
Dialight Europe Ltd	A13
DLA Piper	A36
EIC	A7
Energy Focus	A9
H&S Tools Ltd	A2
Hertel	A34
Hydrock	A23
Iberdrola Engineering & Construction	A38
Intech Power Services Ltd	A10
Legrand Electric Ltd	A47
NAMRC	A3
NIA	A46
NIS Ltd	A49
Premium Bermad	A45
Red Dragon Valves	A22
RenewableUK	A20
Rhead Group	A24
Rittal Ltd	A5
ROCKWOOL Technical Insulation	A17
Rotork UK Limited	A16
RSA Engineering Inspection & Consultancy	A39
Siemens	A18
SKF	A32
Sunrise Systems Limited	A26
Synectics	A15
Tata Steel	A21
TEI Ltd	A12
UK Trade & Investment	A52
Voovio	A37
Wey Technology	A14

Welcome



First and foremost a very warm welcome to EIC Connect Energy 2013, the flagship power, nuclear and renewables event for the UK supply chain. You will see from the agenda that we have a very dynamic and informative couple of days planned for you with the world's leading operators, developers and contractors here to identify UK capability for major nuclear new build projects, coal and gas-fired power plants, and wind projects.

The outlook for the UK industry is optimistic, with £110 billion worth of investment in electricity generation and transmission likely to be required by 2020, more than double the current rate of investment. EDF's commitment to nuclear new build shows that companies are responding to this requirement, and last month's agreement on a 'strike price' for a new nuclear plant at Hinkley Point C highlights this commitment.

EIC Connect Energy is the only event of its kind geared towards the supply chain, and as the UK's 'nuclear renaissance' gets underway, all three UK Nuclear New Build operators will come together in one dedicated session to outline the opportunities ahead.

In the last few decades, the UK has also shown leadership in the Power and Renewable industries, with the next fleet of CCGT power plants underway, led by Carrington Power, and the UK having one of the most advanced supply chains for Offshore Wind. Across both the conference sessions and the supply chain briefings, speakers will cover landmark energy projects, trends and topics globally that are currently shaping these sectors, with a view to informing you on procurement strategies and helping you shape your business towards future market opportunities.

We also have a number of experienced suppliers who will be showcasing their innovative products and services in the Exhibition Area. Please take time to visit the stands and see what the very best of the UK supply chain has to offer to the power, nuclear and renewable industries. A comprehensive listing is contained in this programme.

I would like to take this opportunity to thank all of the presenters for giving up their time so generously and for travelling from locations all over the globe to come here and meet face-to-face with UK suppliers and contractors. May I also thank UKTI for such enthusiastic support and assistance, and for playing such a key role in helping to bring so many international speakers to be with us here in Manchester.

Thanks are also due to our sponsors for their generous contributions (a full list of all sponsors can be found on page 1), and last but not least, the newly introduced EIC Connect Advisory Board comprising of key participants from operator companies, contractors and leading SME communities who have been instrumental in shaping the event programme.

If you would like to find out more about the EIC and its services, representatives from our Market Intelligence, Membership & Marketing, Events and Training teams will be on hand to meet delegates and discuss the many ways that we can help with your business development activities. There will also be live demonstrations of EICDataStream throughout the course of the event.

I look forward to seeing many of you during the next two days, and wish you all a very successful event.

Claire Miller

Chief Executive

Energy Industries Council



Contents

General Information	1
UKTI	2
Agenda	4-5
Advisory Group Members	9
EPR and ABWR Reactors: a comparison	10-11
Conference 1 Speaker profiles	13-15
Conference 2 Speaker profiles	17-19
Conference 3 Speaker profiles	20-22
Conference 4 Speaker profiles	23-25
Supply Chain Speaker profiles	26-35
UKTI Commercial Officers	37-40
Exhibitor Profiles	42-54

General Information

Cloakroom

Located next to the registration desk in the main entrance

Catering Schedule

Lunch will be served in the Delegate Networking Area in the Exhibition Hall and in the Gallery Foyer.
Refreshments are available all day.

Internet Connectivity

The event is Wi-Fi enabled and can be used free of charge by delegates for general surfing.
The password is Connect2013

Speaker Presentations

Copies of all speaker presentations will be sent in an email (to download each copy) as opposed to a memory stick to ensure as many are made available to delegates as possible.

You will be asked to complete an event questionnaire online to receive this information.

The email will go out to delegates week commencing 18th November 2013.

Sponsors

Evening Reception



Speakers' Dinner



Registration Area



In Association with



VIP Lounge



One to One Zone





UKTI Welcome



The energy industry is key to the UK's prosperity, employing over half a million people, and supporting many more throughout the supply chain. A successful energy industry is also vital to the long term success of business, as all businesses, small, medium and large, rely on dependable and affordable energy in order to grow and prosper.

Government recognises the importance of the sector, and has demonstrated its commitment to it through our industrial strategies. In partnership with industry, the Government is developing long-term strategic relationships to give industry the confidence to invest and grow in an increasingly competitive and global market.

However, our support is not confined to within the UK. Through UK Trade & Investment (UKTI) and our global network of embassies, we are helping UK-based companies to trade and invest internationally. UKTI specialists from our Posts in Brazil, Russia, India, the Middle and Far East are here to give you the benefit of their expertise and they have brought buyers and decision-makers from their markets to meet you at EIC Connect Energy 2013.

The Energy Industries Council are doing a fantastic job in championing the UK energy sector and are to be thanked for their long-running EIC Connect events, which regularly bring SMEs face-to-face with procurement contacts in the global operating and contracting companies. I am looking forward to participating in EIC Connect Energy 2013 and to finding out, first hand, more about the excellent work that UK-based companies in the sector are doing.

The RT. Hon Michael Fallon
Minister of State for Energy, DECC

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For further information please visit www.ukti.gov.uk



Tuesday 12th November

Exhibition Hall open 9.00am - 5.00pm

Exhibition Hall (Supply Chain opportunities)

One 2 One Appointments		Theatre 1	
Meetings run every 15 minutes Between 9.00am - 4.00pm with:- Centrica Siemens Doosan Power Systems Jacobs Samruk Kazyna Eletrobras & Eletropaulo NAMRC <i>UKTI Reps from</i> India Japan Kazakhstan South Korea	09.00hrs - 09.45hrs	Russia Nuclear Opportunities Rosatom	
	10.00hrs - 10.45hrs	Repeat of Rosatom	
	11.00hrs - 12.00hrs	Exhibition Viewing/Networking	
	12.00hrs - 13.00hrs		
	13.00hrs - 13.45hrs	Alstom (Nuclear)	
	14.00hrs - 14.45hrs	Repeat of Alstom	
	15.00hrs - 16.00hrs	Exhibition Viewing/Networking	
	16.00hrs - 17.00hrs		
	18.30hrs - 21.00hrs		

Wednesday 13th November

Exhibition Hall open 9.00am - 5.00pm

Exhibition Hall (Supply Chain opportunities)

One 2 One Appointments		Theatre 1	
Meetings run every 15 minutes Between 9.00am - 4.00pm with:- EDP Alstom Amec Rosatom Endesa NAMRC <i>UKTI Reps from</i> Brazil Czech. Rep. Russia UAE (Dubai)	09.15hrs - 10.00hrs	Centrica (Renewables)	
	10.00hrs - 10.45hrs	Repeat Centrica	
	11.00hrs - 11.45hrs	Doosan Power (Nuclear)	
	12.00hrs - 13.00hrs		
	13.00hrs - 13.45hrs	Repeat of Doosan	
	14.00hrs - 14.45hrs	Kazakhstan Grid upgrade Opportunities:- Samruk Kazyna	
	15.00hrs - 16.00hrs		
	16.00hrs - 17.00hrs		



Registration/coffees for all in Conference Foyer from 0800hrs

Conference Room (Market Updates/ Support for SME's)		
Theatre 2	Charter Room	
Brazil Opportunities Endesa	09.00hrs - 09.45hrs	Opening Plenary Session: Chaired by Amisha Patel, Head of Power EIC + Conference Chairs
EDP	10.00hrs - 12.00hrs	Nuclear New Build Update: Chaired by Keith Parker, NIA PANELISTS: EDF Energy, Horizon Nuclear Power, NuGen, Areva
Rolling Lunches in Delegate Networking Area		
Amec (Clean Energy)		
Repeat of Amec	14.00hrs - 16.00hrs	Joint Ventures & Support for SME's Chaired by Bob Blanch, Boulting Group PANELISTS: EDF Energy, Doosan Power, Boulting, Rotary, NAMRC
Networking Hour / Ministerial Address in Delegate Networking Area		
Evening Reception (Speakers, Sponsors and Exhibitors Only)		

Registration/coffees for all in Conference Foyer from 0800hrs

Conference Room (Market Updates/ Support for SME's)		
Theatre 2	Charter Room	
Siemens (Thermal)		
Repeat Siemens	10.00hrs - 12.00hrs	UK Power Update: Chaired by M. Ali Qureshi, Iberdrola E&C PANELISTS: Drax Power, InterGen, & Parsons Brinckerhoff
Jacobs (Nuclear/Thermal)		
Rolling Lunches		
Repeat of Jacobs		
Brazil Opportunities: Eletrobras (Nuclear) Eletropaulo (Smart Grid)	14.00hrs - 16.00hrs	Renewables Update Chaired by Maria McCaffery, Renewable UK PANELISTS: Renewable UK, Scottish Power, Siemens & Technip
Exhibition Viewing / Networking		



2013 Advisory Group Members

Bob Bianchi, Boulting Group (Group Chair)

Clive White, AMEC

Steve Lewis, Carpenter & Paterson

Tor Matthews, Centrica

Glen Little, Doosan Power

Chris Squires, EDF Energy

Ian Birtles, Hertel

Ali Qureshi, Iberdrola E & C

Ashley Weyell, Jacobs

Chris Davies, Legrand

Paul Noble, Parsons Brinckerhoff

Paul Mitchell, Rotary Group

Graham O'Hare, Roxtec

Iain Robertson, Siemens

Bob Bish, UK Trade & Investment

The next EIC Connect Energy event will take place here at Manchester Central on 24-25 November 2015.

If you are interested in joining the next EIC Connect Energy Advisory Group, please register your interest with Sarah Lansdell, Head of UK & National Events:

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E: sarah.lansdell@the-eic.com

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Meet The EIC's Power, Nuclear & Renewables Team

The team's primary responsibility is researching, obtaining and analysing information relating to project intelligence and business opportunities in the global Power, Nuclear & Renewable industries that are relevant to the UK supply chain, whilst also assessing global trends in the market.



Amisha Patel

HEAD OF POWER, NUCLEAR & RENEWABLES

Amisha joined the EIC as Head of Power, Nuclear and Renewables in October 2013, and heads up the Power, Nuclear and Renewables market intelligence team. Amisha has responsibility for the delivery of relevant project and industry information to members via EICDataStream, and also for assessing and analysing global trends in these sectors. Amisha has a team of three Sector Analysts that are responsible for researching and analysing market intelligence.

Before joining the EIC Amisha worked within ESB International's Asset Development team leading work on key energy policy issues and public affairs. Prior to that, she was Policy Manager in Energy UK's (formerly UKBCSE) strategic policy unit, responsible for the work on energy generation and supply.

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AMISHA'S DEPARTMENT CONSISTS OF:



Sarah Lister: Sector Analyst, Power & CCS

Tel: +44 (0) 20 7091 8606

Email: sarah.lister@the-eic.com

Sarah is a Sector Analyst for Power, and is focused on researching and analysing intelligence on the Power sector in the UK, Europe, Russia and the Caspian region, and CCS projects globally. Sarah has responsibility for researching new-build projects and updating them on EICDataStream.



Louis Vye: Sector Analyst, Power & Nuclear

Tel: +44 (0) 20 7091 8610

Email: louis.vye@the-eic.com

Louis is the Sector Analyst for Nuclear Power and covers this remit globally. He is also responsible for tracking Power projects in Africa and the Indian Sub-Continent. Louis is responsible for updating projects in this area on EICDataStream and other related market intelligence products.



Elizabeth Lunn: Sector Analyst, Renewables

Tel: +44 (0) 20 7091 8636

Email: elizabeth.lunn@the-eic.com

Elizabeth is the Sector Analyst for Renewables, and covers this remit globally. Elizabeth is responsible for researching and analysing project and business-related intelligence relevant to the renewables sector. She also has responsibility for updating project information on EICDataStream.

The Power, Nuclear and Renewables team is supported by Regional Analysts working from EIC offices globally, who feed relevant market information into this department.



EPR and ABWR Reactors: A Comparison

As the UK sits on the brink of a nuclear renaissance, two nuclear reactor technologies are planned for construction in the UK, each with their own distinctive design and safety features. Pressurised Water Reactors (PWR) and Boiling Water Reactors (BWR) technologies are the two most common types of reactor in operation globally today, and have been honed and developed over the past 35 years.

EDF plans to build two European Pressurised Water Reactors (EPR) at Hinkley Point C in Somerset, each with a capacity of 1.8GWe, and a further two at Sizewell in Suffolk with a capacity of 1.65GWe each. Meanwhile Horizon Nuclear Power has entered the Generic Design Assessment with the Office for Nuclear Regulation for a twin (1.3GWe each) Advanced Boiling Water Reactor (ABWR), to be built at Wylfa in North Wales. Here we investigate the technologies behind two reactor designs, and take an in-depth look at the similarities and differences.

COMPARISON

Both designs are cooled and moderated by light water, though the detailed water chemistry is different. They employ similar uranium dioxide fuel, contained in Zircaloy alloy cladding (notwithstanding some differences in fuel design, e.g. fuel enrichment and alloy compositions). The same is largely true for the non-nuclear structural materials, which include ferritic and austenitic steels and nickel-based alloys. They therefore share similar material characteristics and through-life performance issues in the reactor, e.g. in regard to corrosion and fluence defects. They also tend to have similarities in response to certain off-normal conditions at high temperature.

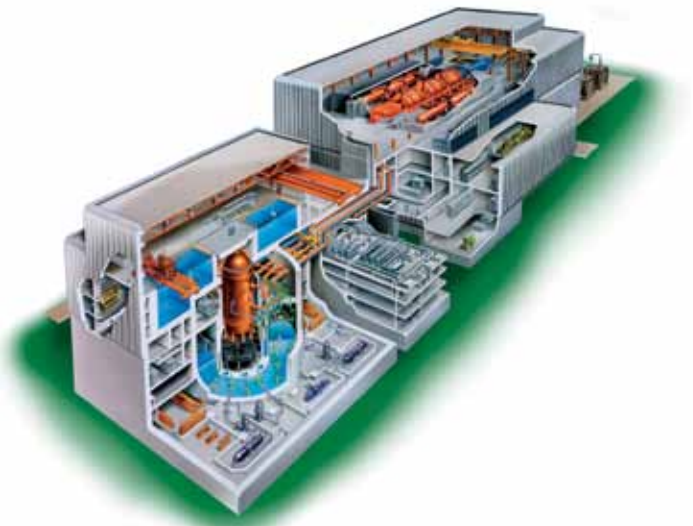
A fundamental difference between the PWR and BWR concepts lies in their thermal-hydraulic designs. In the PWR, heat is transferred from the primary circuit to the secondary circuit, and steam is generated within steam generators connecting between the primary and secondary circuits. The PWR primary circuit pressure is maintained at a level to prevent boiling under normal operation. In the BWR, the pressure is less; steam is produced in the vessel and passes directly to the turbine generator. This has implications for the emergency cooling systems design but also radiological implications in the event of fuel failure.

There are differences between the control rod and drive mechanisms between PWRs and BWRs. Control rod penetrations are from the top of the vessel in the PWR but from the bottom in the BWR. This necessitates differences in scram systems: Fast insertion can be achieved in the PWR by switching off electrical power, enabling the control rod assemblies to fall under gravity; in the BWR, high-pressure

hydraulic systems are required.

CONTAINMENTS

There are significant differences in the containments. PWR containments are much larger than BWR containments. This is an advantage in the event of pressure loading from a Loss-of-Coolant Accident and/or reducing the risk of a hydrogen explosion (hydrogen formed from Zircaloy/steam reaction at high temperatures in an accident condition). BWRs include a pressure suppression system that is effective in condensing steam and hence preventing pressure loading under accident conditions. However, due to their smaller size, the BWR containments require de-inerting, usually with nitrogen and better hydrogen management, to mitigate any hydrogen presence issue.





THE EPR

The EPR is a Generation III PWR with a 60-year design life and represents an evolution of the Framatome N4 (French) and Siemens Konvoi (German) PWR designs. It has been designed against European Utility Requirements and meets technical guidelines established by the French Nuclear Regulatory Agency. EPRs are currently under construction in Olkiluoto, Finland, and Flamanville, France.

The EPR design has passed successfully through the UK Office of Nuclear Regulation (ONR) and Environmental Assessment Generic Design Process. It achieved its Design Acceptance Certificate from ONR in December 2012. Planning consent was granted in March 2013.

The EPR has a number of improved safety features compared with earlier PWR designs. Examples include the following: The EPR has a fully digitised and diverse modern reactor protection system, including digital technology and a fully-computerised control room with an operator-friendly human-machine interface.

To provide greater protection against loss of electrical power, the EPR has two additional diesel generators beyond and separated from the four main back-up diesel generators. These therefore also provide greater redundancy and protection against common mode failure.

For mitigation of a Beyond Design Basis Accident, the EPR design includes a 'core catcher' placed below the vessel lower head that would allow passive collection and retention of the molten core (corium) should the reactor vessel fail in the unlikely event of a core melt. This enables the corium to melt spread, which can then be cooled by a passive flooding system.

THE ABWR

The ABWR is also a Generation III reactor with a 60-year design life, and was developed jointly between GE Hitachi Nuclear Energy and Toshiba. The ABWR is an evolution of various earlier BWR Mark 1-3 designs.

It received design certification from the US Nuclear Regulatory Commission in 1997 and is already licensed in other countries. ABWRs are under construction in the US and have already been built and are operating, e.g. in Japan. In 2013, Hitachi applied to the UK ONR for assessment of the ABWR design for potential licensing in the UK.

The ABWR has a number of areas of improvement compared with earlier versions of BWR. It has its main recirculation pumps internal to the Reactor Pressure Vessel, thus reducing the number of larger piping penetrations. Improvements have also been made to



the control rod drive capabilities into the lower head. A fully digitised Reactor Protection System is included with redundant digital and manual back-up.

The Emergency Core Cooling System in the ABWR is divided up into three divisions, as opposed to two existing in earlier BWRs, each offering protection against the limiting Design Basis Accidents. The ABWR Emergency Core Cooling System therefore has greater redundancy.

As for the EPR, there is increased mitigation for the Beyond Design Basis Accident; there is a thick basaltic pad under the ABWR vessel which could retain a core melt exiting the vessel and which can be cooled using wetwell water.

In summary, the EPR and the ABWR retain the major similarities and differences of PWRs and BWRs from previous generations. However, they each provide greater defence in depth and redundancy, and diversity of safety systems. They also provide greater resilience to extreme accident conditions.

by **Dr John N. Lillington** FInstP,
Chief Technologist, Nuclear Reactors, AMEC
and **Professor Andrew H Sherry** FREng,
Director, Dalton Nuclear Institute, University of Manchester

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Featuring:



Conference Session 1 - Nuclear New Build in the UK: Opportunities and Timescales

As the UK's Nuclear New Build programme gathers pace, all three operators active in the UK, along with AREVA, will provide delegates with the inside track on expected timescales and supply chain requirements. With advanced plans afoot to build five nuclear power plants in the UK in the coming years, the engineering expertise of UK suppliers will be vital to the successful development of these plants.



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The NIA estimates that £930 billion will be invested globally in nuclear new build over the next 20 years. A successful UK nuclear new build programme is critical to enabling the UK nuclear supply chain to take advantage of this lucrative global market. The session will also provide delegates with an overview of the technologies involved, and there will be an opportunity to put your questions to the panel in the closing Q&A session.

Session Moderator:

Keith Parker

Chief Executive, Nuclear Industry Association (NIA)

Keith will moderate the session and provide an overview of the NIA's commitment to supporting UK companies to enter the Nuclear New Build programme, and will provide insight on the longer-term requirements for the supply chain.

Keith Parker was appointed Chief Executive of NIA in September 2003, having previously been Director of Communications. He joined NIA from the Civil Service. During the 1980s he worked in the Department of Energy on the 2 major nuclear power station public inquiries into Sizewell B and Hinkley Point C. In the early 1990's, he was Private Secretary to Ministers at the Department of Energy and in the Department of National Heritage.

Panelists



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www.edfenergy.com

EDF Energy

EDF Energy is part of EDF Group, one of Europe's largest power companies. EDF Energy's Nuclear Generation unit operates eight nuclear power stations in the UK with a combined capacity of over 9GW, while its Nuclear New Build unit is tasked with the delivery of the new generation of nuclear plants in line with the operator's global programme of producing safe, affordable, reliable, low carbon electricity in the UK.

EDF Energy currently has plans to build two Areva EPRs at Hinkley Point in Somerset, each with a capacity of 1.8GWe and two at Sizewell in Suffolk, with a capacity of 1.65GWe each. Alongside its current discussions with the Government to set a 'strike price' for low carbon nuclear power generation, EDF Energy is engaging with potential suppliers as it moves forward with its plans for these two sites.

Chris Squires

Lead Supply Chain Engagement Manager



Chris is currently Lead Supply Chain Engagement Manager for EDF Energy's Nuclear New Build Programme in the UK. With over 30 years experience in construction and civil engineering procurement in both contractor and client roles, Chris gained a Master of Business Administration at the University of Birmingham. Prior to joining EDF, Chris has spent time working with Costain, Carillion, Wimpey Construction, GlaxoSmithKline, London Underground and the Metropolitan Police Service.



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Horizon Nuclear Power is a wholly owned subsidiary of Hitachi, who is planning to develop a new generation of nuclear power stations in the UK with a combined capacity of 5.2MWe. With over half a century of involvement in the construction of nuclear plants, Hitachi has a proven track record of successfully delivery - on time and on budget.

Horizon has proposed to build at least two 1.3GWe ABWRs at its Wylfa site in Anglesey, generating a minimum of 2.6GW, and also build new ABWR reactors at its Oldbury site in Gloucestershire.

The Wylfa development will also allow for a third unit, providing an additional 1.3-1.4GW of electricity. The ABWR reactor designs, licensed by Hitachi-GE-Nuclear Energy, have a modular design developed by Hitachi and are currently going through the UK Government's Generic Design Process. As such, Horizon's supply chain requirements are beginning to take shape and will be outlined in this presentation.

Amanda MacMillan
Industry Engagement Manager

Amanda joined Horizon Nuclear Power in November 2010, where until recently, she had worked in the Commercial team developing relationships and communications with potential suppliers. She has recently taken a new role in the Corporate Affairs directorate, and will be responsible for the development and delivery of an engagement programme and communications with industry stakeholders. She joined Horizon from the Nuclear Industry Association, where she led industry-liaison and engagement with members companies. Prior to her time at the NIA, Amanda spent some 10 years with BNFL, working at the Sellafield site in Cumbria. During her time at Sellafield she held a range of positions including technical encapsulation techniques researcher, radiological safety assessor and government & external stakeholder relations management.

NU'GEN

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NuGeneration

NuGen is a UK nuclear company owned by IBERDROLA and GDF SUEZ. NuGen's Moorside project focuses on the development of a new generation nuclear power station of up to 3.6 GW on land in West Cumbria, North West England.

NuGen recognises that major investment is required in the UK to respond to the dual challenges of securing future energy supplies and achieving reductions in CO2 emissions. We believe that nuclear energy has an important role in meeting these challenges and must be part of a balanced future energy mix delivering stably-priced and clean low-carbon energy for the UK's future.

NuGen can draw on the extensive experience of its two respected parent companies and is committed to putting safety at the forefront of its Moorside project.

Rafael Jimenez
Chief Controlling Officer



Rafael's current roles are that of Director, Strategy & Control for Iberdrola Nuclear Business UK and Chief Controlling Officer in NuGen. He leads the following areas within the company: Strategic Planning, Commercial and Risk Management, Procurement, Internal Control and Finance.

He is an Economist, has got an MBA by IE Business School and doctorate studies in Corporate Strategy. He has a Masters degree in Energy & Environment Sciences at Carlos III University, did an Executive Program at the University of Michigan in 2000 and a Senior Management Program at IESE Business School in 2008.

He joined Iberdrola in 1995 and for the first 6 years had different senior responsibilities for Corporate Strategy, Investment Planning, Risk Management and Financing.

He was appointed Head of Development for Iberdrola Power Generation in 2001 and has since been involved in the start-up of the Renewables and Cogen businesses, the development of new hydro and water treatment plants, LNG infrastructure and thermal and nuclear investment projects within Europe. In the last decade the main focus of development within Iberdrola Power Generation was Combined Cycle Power Plants, leading the development of more than 15 sites totalling 14 GW (of which more than 6.000MW are built and running).

During the last 5 years he has been fully committed to the development of New Nuclear Power in the UK.



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Robert Davies CEO

Robert Davies is CEO for AREVA UK responsible for the market development of nuclear new build and nuclear installed base activities within the UK, including industrial alliances and supply chain.



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Conference Session 2 - Partners & Support for New Build Delivery

Bringing together a major UK nuclear operator, a contractor and two leading Tier 3 suppliers to the nuclear industry, this session will look at how Tier 3 and Tier 4 suppliers could work together to win business on major nuclear power projects.

With plans afoot by three nuclear new build consortia to build around 16GW of nuclear plant at five sites in England and Wales, a total estimated investment of £60 billion, the UK nuclear supply chain is expected to play a central role to delivery. In this session speakers will deliver first-hand experience of awarding contracts to Joint Ventures, and offer case studies from SMEs that have successfully won business through partnerships to give delegates an idea of the partnership options available to UK companies.

Nuclear AMRC will wrap up the session with an outline of how they can help UK manufacturers become fit for nuclear.

BOULTING

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Session Moderator:

Boulting Group provides the following services to the Energy Markets: Project Management, Detailed Design, Procurement, Fabrication, Manufacturing, Installation and Testing Services for Electrical and Instrumentation, Pipework, Mechanical, Process Modules together with design, manufacturing and testing of PLC and SCADA Systems, MCC's and Instrumentation Panels.

Bob Bianchi

Business Development Director (Nuclear)

Throughout my career to date I have worked in a good cross section of market segments namely; onshore and offshore Oil & Gas, Petrochemical, Chemical and Nuclear Power Generation.

Starting as an apprentice I progressed through the drawing office into engineering, project management and business unit management. My engineering background was initially in Control & Instrumentation which I later developed these skills into DCS, ESD and Fire & Gas system design, manufacture, installation and commissioning.

In the mid 90's I migrated my skills into the Sales and Marketing arena and have been actively involved in this area of business since then. In my present role as Nuclear Business Development Director of Boulting Group I look after all business activities associated with the Nuclear New Build and the Existing UK Nuclear sites both generation, fuel and reprocessing.

Panelists



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EDF Energy

EDF Energy is part of EDF Group, one of Europe's largest power companies. EDF Energy's Nuclear Generation unit operates eight nuclear power stations in the UK with a combined capacity of over 9GW, while its Nuclear New Build unit is tasked with the delivery of the new generation of nuclear plants in line with the operator's global programme of producing safe, affordable, reliable, low carbon electricity in the UK.

EDF Energy currently has plans to build two Areva EPRs at Hinkley Point in Somerset, each with a capacity of 1.8GWe and two at Sizewell in Suffolk, with a capacity of 1.65GWe each. Alongside its current discussions with the Government to set a 'strike price' for low carbon nuclear power generation, EDF Energy is engaging with potential suppliers as it moves forward with its plans for these two sites.

Chris Squires

Lead Supply Chain Engagement Manager

Chris is currently Lead Supply Chain Engagement Manager for EDF Energy's Nuclear New Build Programme in the UK. With over 30 years' experience in construction and civil engineering procurement in both contractor and client roles, Chris gained a Master of Business Administration at the University of Birmingham. Prior to joining EDF, Chris has spent time working with Costain, Carillion, Wimpey Construction, GlaxoSmithKline, London Underground and the Metropolitan Police Service.



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Doosan Power Systems

Doosan Power Systems builds, maintains and extends the life of power plants across the world. From advanced turbine design and boiler technologies to comprehensive after-build services, Doosan offers a breadth of capabilities spanning both traditional and renewable fuels, as well as the industrial and petrochemical sectors.

Doosan has over 50 years' experience in high integrity nuclear projects, with considerable experience gained in the construction of new nuclear plants in Korea. As a major EPC contractor, Doosan has the engineering capability to manufacture major components of a nuclear power plant such as the nuclear reactor, steam generator and RCP. Against this backdrop, Dr Glen Little, Nuclear New Build Director at Doosan, will explain the benefits of joined up supply solutions from a contractor's perspective.

Glen Little

Director – New Business Development

Glen has worked for Doosan Babcock for 30 years. He joined the company in 1979 and was involved in the commissioning of Hartlepool and Heysham Power Stations. After 10 years working in the Thermal Power and Offshore Oil and Gas businesses he moved back into the nuclear business. Glen was Consortium Director of the Doosan Babcock Consortium which won and operated the Magnox Electric Strategic Alliance. In his subsequent role of Director of Nuclear Projects for Doosan Babcock he was responsible for major EPC contracts in the Nuclear Decommissioning industry. Glen is now the Director for Nuclear Business Development for Doosan Babcock and is working with Utilities and Technology Vendors to ensure that Doosan Babcock plays a major role in the Nuclear Renaissance.



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Rotary Building Services

Rotary UK is a provider of integrated mechanical and electrical building services, and has experience of providing mechanical engineering solutions to thermal and nuclear power plants in the UK.

Paul Mitchell

*Consultant to the Rotary Building Services Group
Chairman of the Energy Industries Council*

For the past twenty years Paul has been an MD, Director and senior executive of major international contractors or SME specialists.

Paul is a graduate of Southampton University and a Chartered Civil Engineer. He has extensive experience of the design and construction of major multi-discipline projects in the industrial, commercial, infrastructure and power generation sectors.

Between 1975 and 1985 Paul worked on the last round of the UK's nuclear new build. He worked on site on the construction of the world's first Irradiated Dry Stores at Wylfa Nuclear Power Station and that of the major project of Heysham 2 AGR. In this period he also worked on the design and then pricing of Sizewell B PWR and tenders for BNFL's Pond 5 and Beta/Gamma Stores at Sellafield.

For the past four years he has been advising the Rotary Group on its business development in the energy related sectors and the delivery of major projects.

Role with the EIC

Paul has been a Non-Executive Director of the EIC since 2009 and for the past twelve months has been its Chairman.





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NAMRC

The Nuclear Advanced Manufacturing Research Centre works with UK manufacturers to improve capabilities and performance along the civil nuclear supply chain, and help them compete for work at home and worldwide. The Nuclear AMRC is backed by industry leaders and government, and managed by the University of Sheffield. It is part of the High Value Manufacturing Catapult.

Mike Tynan CEO

Mike Tynan is Chief Executive Officer of the Nuclear Advanced Manufacturing Research Centre (Nuclear AMRC).

The Nuclear AMRC works with manufacturers along the civil nuclear supply chain to improve their capabilities and performance. Mike's role is to ensure that the centre provides real value to businesses, and helps them compete for work in the UK and worldwide.

Mike was previously chief executive for Westinghouse UK Ltd, where he led the integration of Westinghouse business interests for new nuclear plant, fuel and services in the UK. He also led the Generic Design Assessment for the Westinghouse AP1000 reactor.

Before joining Westinghouse in 2005, Mike held senior positions at a number of UK nuclear sites, including Sellafield.

He is widely recognised as a change leader and has been at the forefront of major developments in the UK nuclear industry, including the foundation of Site License Companies for nuclear decommissioning.



Conference Session 3 - UK Power Update

Currently about 75% of the UK's electricity supply is generated from fossil fuel-fired power stations but, as a result of mandates for low carbon generation and the EU's Large Plant Combustion Directive (LCPD) due to come into effect in 2016, nine power stations are expected to close by 2015. Further, new-build coal-fired power generation will no longer be a viable option unless it is built 'CCS ready', and it will be necessary for operators to retrofit existing coal plants with emissions control technologies and/or alter their operations, to meet the stringent new rules.

This is not to say that there is no cause for optimism though. In England, there is 4.5GW thermal power capacity currently under development to 2017, and 12.8GW already proposed through to 2020. New build plans, combined with cleaning up the UK's remaining fleet of operational power stations, could provide fruitful opportunities for the UK supply chain. In this session, power operators and contractors will offer an outlook for the power industry to help to inform SMEs' long-term strategies.



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Session Moderator:

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.



Ali Qureshi
UK Business Manager

Ali Qureshi has worked in The Power sector for the last eight years, the last four for Iberdrola Engineering and Construction and is responsible for bringing third party business into the company. Ali Qureshi is an Industrial Engineer BEng (Hons) with a masters in communications (MA) and MBA from the Instituto de Empresa (IE), Madrid.

Panelists



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Drax Power

Drax Power Limited is the operating subsidiary of Drax Group plc and the owner and operator of Drax Power Station, the largest, cleanest and most efficient coal-fired power station in the UK. The company is currently executing plans to transform the business into a predominantly biomass-fuelled generator.



Les Lemmon
Engineering Manager

Les Lemmon is the Engineering Manager at Drax Power and has worked in the power industry for 33 years at UK power stations. He has been with Drax for 28 years and worked in most areas of the business. He is responsible for the majority of the major improvement and refurbishment.



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InterGen (UK)

InterGen is a global independent power producer (IPP) with 11 power plants across the UK, the Netherlands, Mexico and Australia. InterGen owns and operates three gas-fired combined cycle power plants in the UK; Spalding, Coryton and Rocksavage. These are all around 800MWe and were commissioned from 1999 to 2004. The UK headquarters are in Edinburgh with the global company headquarters near Boston, USA.

InterGen is currently in a growth cycle with an additional 180MWe CCGT plant being constructed in Mexico and two CCGT plants in advanced stages of development in the UK; Gateway Energy Centre 1200MWe CCGT plant and Spalding Expansion 900MWe CCGT plant.

Kevin Barker

Manager, Project Development Engineering

Kevin Barker is the Manager of Project Development Engineering at InterGen UK Ltd, where his work is mainly associated with new CCGT developments in the UK and Netherlands. He also has been involved in engineering aspects of the operating assets, most notably with assessing and studying cycling and flexibility requirements for existing CCGT plants to optimise operation in the current and future energy markets.

Kevin commenced this role at InterGen 4 years ago and prior to that he was at PB Power in Newcastle. At PB Power he was involved in various aspects of power generation consulting, including performance assessment and testing, lenders technical advisor, and development support for a diverse global client base, usually associated with gas turbine-based projects.

Kevin began in the power industry with an apprenticeship at NEI Parsons; where he went on to develop a career with Parsons in power plant performance prior to joining PB Power.



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Parsons Brinckerhoff is a global engineering and project management contractor with expertise in power generation, transmission and distribution, and underground storage of hydrocarbons. The company has a wealth of experience across global power projects encompassing conventional generation, cogeneration and combined-cycle generation. Parsons Brinckerhoff is actively participating in research and project development activities to mitigate the effects of conventional power generation on global climate change, with solutions including carbon capture and storage, and the development of more efficient thermal cycles.

In this session, Paul Willson, Deputy Director of Engineering at Parsons Brinckerhoff will provide an overview of global project activities, focusing in on the UK to outline predicted timescales for domestic power projects. There will be a particular focus on potential opportunities for the UK supply chain over the next five years.



Paul Willson

Deputy Director of Engineering

Paul Willson has broad-based international experience of project development and delivery particularly in the power, gas, nuclear, and water industries. He has led large scale studies of energy consumption and carbon emissions reduction across many sectors of the economy (including the PB powering the future study see http://www.pbworld.com/micro/powering_the_future/).

Paul has performed strategic and high level studies for investors, utilities and regulatory authorities internationally including establishing widely-used benchmark costing data for the power sector. He leads innovation activities for power generation including process innovation and process improvements patented by Parsons Brinckerhoff.



Conference Session 4 - Renewables Energy Projects: What's in it for SME's?

In spring 2013, Energy Secretary Ed Davey announced that since 2010, more than £29 billion worth of investment has been announced in renewable energy. Offshore wind has been recognised in the Department of Energy and Climate Change's (DECC) Renewables Roadmap as the technology that shows the greatest promise for achieving renewable power generation targets, with DECC predicting that as much as 18GW of offshore wind could be deployed in UK waters by 2020 and the UK offshore wind market alone estimated to be worth more than £100 billion over the next 20 years.

With over 3GW capacity installed, the UK has already established itself as a world leader in offshore wind. This session will provide an unmissable opportunity to listen to the operators and contractors leading the renewable charge talk about their UK and global aspirations. With the world's largest pipeline of offshore wind projects, there is clearly significant market potential in the UK, and the speakers will outline strategies for supplier success on both a UK and global scale.



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Session Moderator:

RenewableUK is the UK's leading not for profit renewable energy trade association. Our vision is for renewable energy to play a leading role in powering the UK.

As a trade association, RenewableUK acts as a central point of information and a united representative voice for our members. We conduct research, find solutions, organise events, facilitate business development and networking, and promote the benefits of wind and marine renewables to government, industry, the media and the public.



Maria McCaffery *Chief Executive*

Maria McCaffery was appointed Chief Executive of RenewableUK in June 2006. She is a graduate Chemist with a long track record in business support and international trade. Her previous appointments include Director General of The Institute of Export and International Director for The British Chambers of Commerce. She is passionate about renewable energy systems and now champions the use of the UK's natural energy resources for electrical power generation, primarily from wind, wave and tidal technologies. With a strong focus in policy development and communications, she is engaging with industry, government, academia and the finance sector to accelerate the deployment of all forms of renewable energy. In 1998 Maria was awarded an MBE for her services to international trade.

Maria will provide an overview of the renewables industry with an update on progress in the UK across all renewable technologies.



Panelists



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Daniel Lancha Gomez

Head of Offshore and UK Renewables Division

Daniel has been working since 1999 for Iberdrola Engineering and Construction. He has been working in the Networks, Thermal Generation and Renewables Business in four different Countries (Spain, Mexico, Qatar and UK). Since 2011 he has been the Head of the Offshore Business in Iberdrola Engineering and Construction (IEC) UK based in Glasgow. In 2011 IEC decided to create the Offshore Business Division and we have grown from 0 to more than 80 permanent staff fully dedicated to the Offshore Wind Business. In this moment we are providing to Scottish Power Renewables Offshore Business services as Owner's Engineering, Design and EPC for their Offshore wind Pipeline of Projects. It is our intention to grow the team and services provided to Scottish Power but also to start in the short/medium term to offer these services to Third Parties.

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Siemens

Siemens has supplied to some of the world's largest wind projects, offering equipment for the entire energy value chain, from the wind turbine to net conversion; efficient feed-in to smart energy grids and power distribution. As a leading equipment manufacturer, Siemens has been developing pioneering wind power technology for more than 30 years, and is currently testing a new generation of larger offshore wind turbines, capable of cost-efficiently generating more wind power. Siemens also has a considerable presence in the UK's nascent marine and tidal sector, through its subsidiary Marine Current Turbines.

In this session, Ray Thompson, Head of Business Development (Offshore Wind) at Siemens will offer a contractor's perspective on the UK market for offshore wind. Delegates will be given the lowdown on opportunities with Siemens, and insight on the remaining challenges for the supply chain. Ray will also outline to delegates how Siemens interacts with its supply chain to maximise the global renewables opportunities.

Ray Thompson

Head of Business Development (Offshore Wind)

Ray Thompson is Head of Business Development for Siemens Offshore Wind Power in the UK. This varied role includes a wide range of stakeholder engagement activities and supporting the development of UK supply chain content. With over 30 years' experience in the engineering and energy sectors, Ray has worked in Transmission & Distribution, fossil generation and renewables in both public and private sectors roles. As part of his current role Ray led Siemens input to the Cost Reduction Pathways work and is actively involved with RenewableUK, representing Siemens on the Supply Chain Strategy Group and the Offshore Wind Delivery Group.





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Statoil

Statoil is an international energy company headquartered in Norway, with 21,000 employees and operations in 36 countries. Building on 40 years of experience from oil and gas production, the company is committed to accommodating the world's energy needs responsibly, applying technology and creating innovative business solutions.

Steinar Berge *Procurement Manager*

Steinar Berge is the procurement manager of the Dudgeon Offshore Wind Farm owned by Statoil and Statkraft. Steinar has held several management positions within Statoil's onshore and offshore projects. Working with LNG, carbon capture, gas transport and wind he has experienced many aspects of the energy business.



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David Hodkinson *Vice President, UK Business Delivery*

David Hodkinson joined Technip's offshore wind contracting business in 2011 with Business Delivery responsibility for the UK market. In the three years prior to that move, he led the growth and consolidation of the Swedish state-owned utility Vattenfall in the UK wind sector, holding both project (Thanet, Ormonde, East Anglia Round 3 and Edinbane) and country management responsibilities, which included membership of the Offshore Wind Developers Forum. David previously led AMEC plc's wind development business which developed Lynn and won the Race Bank Round 2 competition with Centrica. David is married with two children, has a Mechanical Engineering degree and MBA and enjoys cycling.



Supply-Chain Briefings - Tuesday 12th November



Alstom

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Alstom is a global leader in the world of power generation, power transmission and rail infrastructure and sets the benchmark for innovative and environmentally friendly technologies. Alstom builds the fastest train and the highest capacity automated metro in the world, provides turnkey integrated power plant solutions and associated services for a wide variety of energy sources, including hydro, nuclear, gas, coal and wind, and it offers a wide range of solutions for power transmission, with a focus on smart grids.

Gavin Pritchard
Nuclear Project Director

Gavin Pritchard is a Project Director with the Nuclear business of Alstom Power. He has worked for Alstom for 7 years undertaking roles in contract management and project management. Whilst Global Head of Contract Management for the turnkey projects business in Alstom he managed a function of more than 100 persons that supported all of Alstom's projects with contract and commercial resource. He also recently spent 2 years in South Africa as the Project Director on an EPC contract for the first ever flue gas desulphurisation plant in Southern Africa.

Gavin has over 20 years of experience in the fields of construction, civil engineering and the engineering and building of power stations. He has a degree in Quantity Surveying from University of Greenwich and recently successfully completed an Executive MBA receiving an MBA from both the University of Toronto (Canada) and St Gallen University (Switzerland).



Amec

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AMEC is one of the world's leading engineering, project management and consultancy companies.

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Rukhsar Hussain
Supply Chain Director – Clean Energy

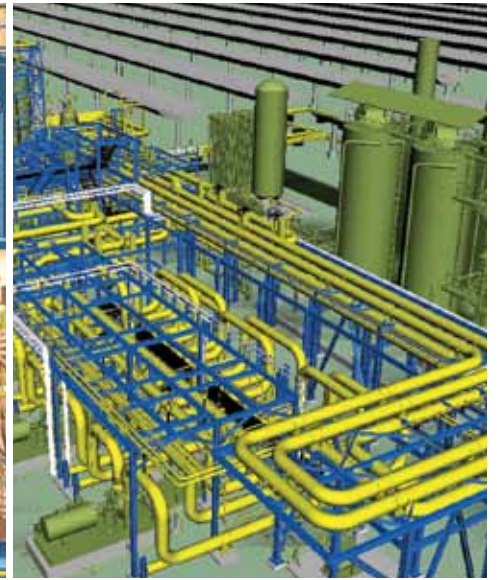
Rukhsar Hussain has a major mechanical, electrical and electronic biased background, in a variety of sectors (Automotive, Aerospace & Defence, Heavy Engineering & Construction, Utilities and Nuclear New Build) He has 14 years' Procurement, Supply Chain and Contract Management Experience. In addition to this he has experience in Expansive Global Sourcing and Projects.



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Images courtesy of Paks Nuclear Power Plant



Images courtesy of SACYR INDUSTRIAL

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EDP

The EDP Group is a leading operator in the power sector and the third largest wind power generator in the world. In Brazil it holds assets in generation, distribution and trade present in ten states: São Paulo, Espírito Santo, Mato Grosso do Sul, Tocantins, Ceará, Santa Catarina, Rio Grande do Sul, Pará, Amapá and Rio Grande do Norte.

Vision: A global energy company, a leader in value creation, innovation and sustainability.

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Excellence... in the way we do things

Initiative... displayed in our people's behaviour and attitudes

Innovation... in order to create value in the different areas in which we operate

Sustainability... with a view to improving the quality of life of present and future generations

Jeferson Marcondes

Executive Manager of Technological Development



Jeferson Marcondes is Executive Manager of Technology Development at EDP. He graduated in Electrical Engineering and Security Engineering at the University of Taubaté. He also has an MBA in Energy Management from Instituto Dom Cabral and an MBA in Knowledge, Technology and Innovation from USP. Mr Marcondes has operated in the electricity sector for more than 25 years. He started his career at Eletropaulo and he has been operating for more than 18 years in Engineering Measurement. Mr Marcondes coordinates the ABRADÉE Measurement Working Group and also coordinates a study commission at - CE-03:013.01 ABNT / COBEI on Meters Integrators. In 2012, he was appointed member of the IEC Standardization Management Board Strategic Group 3 Smart Grid - SMB SG 3 Smart Grid as the representative from Brazil.



Endesa

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Enel is a multinational group based in Italy, a leading integrated player in the power and gas markets of Europe and Latin America, operating in 40 countries across 4 continents overseeing power generation from 98 GW of net installed capacity and distributing electricity and gas through a network spanning around 1.9 million km to serve 61 million customers.

In Latin America, through Endesa and its subsidiaries in 5 countries, the Enel Group is the largest private player with more than 16 GW of installed capacity from thermal, hydro and other renewable power plants, and serving some 14 million customers. In the generation sector, Endesa owns and operates 4.4 GW in Argentina, 1.0 GW in Brazil, 5.9 GW in Chile, 2.9 GW in Colombia and 1.7 GW in Peru. In the distribution sector, the Group is present in the state of Ceará in Brazil and in five of the largest cities in South America: Rio de Janeiro, Bogota, Buenos Aires, Santiago de Chile and Lima. In the transmission sector, Endesa operates an interconnection power line between Brazil and Argentina. Chile and Brazil, along with Costa Rica, Guatemala, Panama, El Salvador and Mexico host 0.9 GW of wind and hydroelectric plants operated by EGP Latin America.

Paulo Roberto Maisonave

Technical Services and R&D Manager



Paulo is the Technical Services Manager and R&D Manager and has been working at Endesa for over 14 years. Responsible for Operation Management, Technical Support and Planning Maintenance Areas in Endesa Brasil Generation. R&D Program Manager of all companies under Endesa Brasil Generation (2 in Generation and 1 in Transmission) with an estimated budget of US\$ 20 million over the next 4 years. Paulo has a Bachelor's Degree in Electrical Engineering, MSc in Administration, MBA in Energy Management and MBA in Management.



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Rosatom

Rosatom is tasked to fulfill Russia's international obligations in the field of the peaceful use of atomic energy and nuclear nonproliferation regime, being the largest utility in Russia which produces more than 40% of electricity in the country's European part. Rosatom holds leading positions in the world market of nuclear technologies being the 1-st in the world simultaneous nuclear build abroad; 2-nd in uranium reserves and 5-th in uranium mining; 4-th in nuclear electricity generation, while providing 40% of the world uranium enrichment services and 17% of the world nuclear fuel market.

Ivo Kouklik

Vice President (Rosatom Overseas)

Ivo Kouklik has twenty seven years' experience in commissioning, operation, licensing, modification and engineering of pressurized water nuclear power plants. A Nuclear Engineer with an MBA, he also has three years project management experience for the preparation of Temelin Unit 3 and 4 new build PWR NPP. Prior to working for Rosatom Mr Kouklik was Nuclear Power Plant Build Projects Director at CEZ and a Station Director for Dukovany NPP.



Supply-Chain Briefings - Wednesday 13th November



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Centrica is a top 30 FTSE100 company operating predominantly in the UK and North America. Our vision is to be the leading integrated energy company, with customers at our core...

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James Cotter

Project Manager, Centrica renewables

James has been working within the Renewables industry for the past 8 years, and is experienced in the full lifecycle exposure of wind farm construction. He has significant experience in the operations and asset management for both Onshore and offshore wind farms.



Chloe Cotgrave

Strategic Sourcing Manager, Group Procurement

Chloe has worked within the Centrica Group for 15 years in operational, commercial and supplier relationship roles.

She is now working for Centrica Group Procurement alongside supplier relationship management practitioners across the group to create a best practise approach to managing Centrica's key suppliers.



Patrick Harnett

Project Director, Renewables

Patrick has worked in the energy industry for the last 8 years with significant experience across renewable energy projects including directing the recent offshore Lincs wind farm project.



Tor Matthews

Delivery Manager, Power Generation

Tor Matthews has worked within Centrica for 5 years across numerous commercial functions and projects.



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Doosan Babcock is a specialist in the delivery of construction, aftermarket and upgrade services to the thermal power, nuclear, oil and gas, petrochemical and process sectors. Using the latest technologies, best-in-class engineering expertise and an industry-leading project management capability, the company builds, maintains and extends the life of customer assets worldwide.

Our investment in people, facilities and tooling has supported the development of the UK nuclear industry for over half a century. Today, Doosan Babcock's nuclear expertise spans nuclear newbuild, including concept and feasibility studies, design, manufacture, procurement, site installation and commissioning, as well as maintenance, specialist inspection technologies, plant-life extension, decommissioning and waste-handling services. Doosan Babcock is part of a powerful combination of companies united under the Doosan Group to deliver complementary technologies, skills and value to customers the world over.



Jeremy Lacey
Head of Purchasing

Jeremy has a wealth of knowledge and experience gained from the past sixteen years working in procurement for companies in the Power Generation and Semiconductor industries. In that time he has worked with suppliers from around the globe to deliver solutions for a diverse range of products and services.



James Banner
Principal Buyer

James has over 10 years' purchase experience in various industries including semi-conductor manufacturing, construction and power. During this time he has gained experience on both new build and retrofit projects with international sourcing; more recently working in Germany. As a member of the Chartered Institute of Purchasing and Supply he enjoys developing mutually beneficial relationships with suppliers.



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Eletrobras

Eletrobras was created in 1962 and is the biggest company of the electric power sector in Latin America, with a mixed economy and open capital stock, which the Brazilian Federal Government is the majority stockholder.

The company is a holding that controls 16 companies that operates in the power generation, transmission, distribution and trading segments, working in an integrated manner, with policies and guidelines. It is also holder of 50% of the capital stock of Itaipu Binacional.

Acting throughout the country, Eletrobras have an installed capacity of 42 MW in generation, which represents 35% of the 120 MW installed in Brazil. Approximately 78,5% of the this total corresponds to power plants, which are wholly owned by Eletrobras. Another 5% corresponds to projects executed through SPEs (Special Purpose Companies). This also includes, representing 16,5% of the total, half of the capacity of Itaipu.



Anibal Rodrigues Ribeiro Silva

Environmental Analysis and Management Division Manager

B.Sc. in Economic Science (Universidade do Estado do Rio de Janeiro - UERJ), incomplete M.Sc. in Energetic Planning (Universidade Federal Do Rio de Janeiro - Coppe/UFRJ), MBA on Information Technology (Cândido Mendes University), specialization in Environmental Costs.



Andréa Pereira Leite

Manager

I received the B.Sc. and M.Sc. degrees from the Federal University of Rio de Janeiro (COPPE/UFRJ), Brazil, in 2001 and 2005, respectively. I have been an Electrical Engineer at Eletrobras since 2003, at the transmission planning area, where transmission planning studies are developed accordingly with the company's outlooks. Now I'm working as a manager in the transmission business area, where new transmission projects are technically evaluated.

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AES Eletropaulo, the largest energy distribution company in terms of consumption and billing in Latin America, serves around 6mn clients customers, or 16.3 million people, in the most important social and economic region in Brazil. The concession area covers 4,526 km² and encompasses 24 municipalities in the Metropolitan Region of São Paulo, including the State Capital, where the company's headquarters are located. Its main activity is the distribution of energy, through distribution and sub-transmission systems, to residential, commercial, and industrial customers, and public authorities. AES Eletropaulo sold 34,436 GWh of electric energy, up 1.8% compared to 2008, and posted net income of R\$ 1.1 billion in 2009.

Paulo Roberto de Souza Pimentel *Smart Grid Project Manager*



Paulo Roberto de Souza Pimentel, B.Sc. in Electrical Engineering from the Espirito Santo Federal University, Specialist Certificate in Electrical Power System from the Rio de Janeiro Federal University, Specialist Certificate in Digital Systems Applied to Substations from Rio de Janeiro State University, Post Graduate Degree Rio in Automation of Electrical Power System from Rio de Janeiro Federal University, MBA in Strategic and Economic Management Business-Oriented from FGV-SP and Advanced Project Management – CPLAN. I have 35 years of professional experience working in Power Utilities, ie Escelsa, Light, Eletropaulo Metropolitana, Enet - Energy and Technology and AEs Eletropaulo. Currently I am the AES Eletropaulo Smart Grid Project Manager.



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Jacobs Engineering Group Inc. is one of the world's largest and most diverse providers of professional technical services. With 2012 revenues of nearly \$11 billion, we offer full-spectrum support to industrial, commercial, and government clients across multiple markets. Services include scientific and specialty consulting as well as all aspects of engineering and construction, and operations and maintenance.

Our fundamental business strategy is building long-term client relationships. With more than 60 years in the industry, we have attracted and retained clients by providing superior customer value—in fact, over 80 percent of our work is repeat business from loyal clients. This strategy yields cost advantages, profits, and growth, which allows us to attract and retain investors, and thus fuel further growth.

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Nick Mapplebeck *Director, Business Development*



Over 20 years experience in project delivery, engineering and design in the UK Nuclear sector. Current role is focused on business development in the Nuclear Power Generation markets both existing and new build.

Academic Qualifications : MSc DIC , BSc (Hons)

Professional Qualifications : CEng FICE, CGeol, FGS, MAPM, CIWEM, MIHT

Professional Awards : Institution of Civil Engineers Russell Allen Award and Institution of Highways and Transportation Croda Award

Martin Hinton *Executive Director of Operations*



Civil Engineer with 25 years of experience in the infrastructure sector. Current role includes responsibility for developing the company's UK power transmission and distribution business. Previous roles have included involvement with the civil engineering infrastructure aspects of a power project.



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Bagdat Oral

Chief Project Manager

Bagdat Oral is a Graduate of the Almaty University of Power Engineering and Telecommunications and has a BEng in Heat Power Engineering. Involved in research and development of renewable energy starting from the beginning of Renewable Energy Management Master Program, University of Freiburg, Germany. From 2010 up to 2012 he was an intern and further scientific assistant at the Fraunhofer Institute for Solar Energy Systems ISE, Freiburg, Germany.

He is currently the Chief Project Manager at the Samruk-Green Energy LLP (100% subsidiary company of Samruk-Energy JSC) responsible for the realization of 2 MW Solar Power Plant in Kapshagai and 45 MW Wind Power Plant at Yereimentau region.

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Iain Robertson

Business Development Manager

Over 30 years' experience working within the energy sector worldwide. Working for John Brown Engineering, Rolls Royce, ABB, Alstom and now Siemens in the UK market. Presently working on Gas and Biomass Turnkey projects and the sale of the products manufactured by Siemens.

Robert Raines

Procurement Manager – Energy Division UK

With over 30 years' experience working within the energy arena with British Gas, National Power and now Siemens. Currently working within the Fossil Power Generation Division UK where the philosophy has been to manage the Procurement function and to assist Siemens SAG wherever value can be realised from inception through the complete turnkey cycle for new build CCGT Projects and large turbine re-plants. Other recent markets areas where I have been proactive is within the Energy from Waste and Biomass projects.



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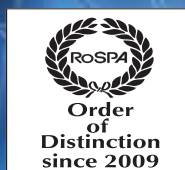
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UKTI Commercial Officers



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UK Trade & Investment (UKTI) is the Government Department helping UK-based companies succeed in the global economy.

UKTI offers expertise and contacts through its UK and global networks, operating through British embassies and other diplomatic offices. We provide the tools that companies need to be competitive on the world stage.

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UKTI Brazil

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Market Opportunities:

Brazil is an expanding market and represents a short and medium term strategic opportunity for a variety of UK companies in areas where the UK is acknowledged to have strength. The investments in the Power (generation, transmission & distribution) sector will total USD 74.4 billion in the 2013 – 2017 period.



Lara Baptista

Assistant Sector Manager - Power, Low Carbon Energy, Marine & Petrochemicals

Lara Baptista is UK Trade & Investment's Assistant Sector Manager for Power, Low Carbon Energy Marine and Petrochemical in Brazil. She works with a team of specialists that can help UK companies to research the market for a product or service; produce validated contact lists of agents, distributors, customers, key players; develop visiting programmes with appropriate contacts in Brazil; provide support for participation in trade fairs and missions; among other services.



UKTI Czech Republic

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Market Opportunities:

Opportunities for the UK companies to be part of the Nuclear Supply Chain

The tender to expand the Temelin nuclear power plant was announced in 2009 and three bidders shortlisted: France's Areva; a consortium of Russia's Atomstroyexport and Czech firm Skoda Jaderné Strojirenství and the US company Westinghouse. Significant impact on the future of the Czech energy sector. The total project size, which includes two new reactors at Temelin and an option to build up to three additional reactors at other locations, has been estimated at around £17 billion.

This project offers significant commercial prospects for British companies.



Eva Kopecka

Senior Trade & Investment Advisor

Eva Kopecka is the Senior Trade & Investment Advisor based in Prague, and covers a wide range of sectors, including Power and Nuclear Energy. She identifies key opportunities for UK companies/ institutions and provides new exporters with the information they need to make informed business decisions. She can assist the UK companies in introducing to the key decision makers, identifying potential partners for cooperation or locating potential buyers/ distributors for their goods and services if they plan to do business in the Czech Republic in the future. One of her key roles is to actively support UK companies to maximise their commercial wins from the Temelin nuclear plant expansion.

UKTI India

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Market Opportunities:

India offers a wide range of opportunities for UK companies operating in the energy sector in all domains like conventional power, nuclear energy, renewable and oil and gas. We at UKTI, India aim to promote bilateral trade between UK and India and to help UK businesses in understanding the opportunities available for them in the Indian market.



Radhika Tomar

Trade & Investment Advisor

Ms. Tomar is engaged as Trade & Investment Advisor for UK Trade & Investment Department, New Delhi. She looks after the energy sector and helps in promoting bilateral business between UK and India. She has worked on a diverse range of climate change mitigation projects like renewable energy, energy efficiency and waste management projects based in India and internationally.



UKTI Japan

UKTI Japan
British Embassy
Tokyo

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Market Opportunities:

Following the events of March 2011, the Japanese Government have committed to a dramatic increase in their Renewable programme. UKTI, Tokyo is organising an event in February 2014 in support of Japan Offshore Wind (Japan Wind Expo 2014) and in July 2014 (Grand Renewable Fair) for all other types of renewables. Please contact the Manufacturing and Industrial team (matthew.matsumoto-prouten@fco.gov.uk) for further details on these renewable events.



Keith Franklin
First Secretary (Nuclear)

Dr Keith Franklin, First Secretary (Nuclear), is currently on secondment from the UK National Nuclear Laboratory (NNL) to UKTI at the British Embassy in Tokyo, to provide support to Japan in the aftermath of the earthquake and tsunami, and the subsequent event at the Fukushima Dai-ichi power plant. He is supporting Japanese companies looking for specific technologies, and UK companies who believe they have technologies which can assist.

UKTI Russia

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Market Opportunities:

Russia's energy sector is in urgent need of modernization and extension of generation capacity. Russian interest in the use of renewables is growing from a very small base. It has huge wind, hydro, geothermal, biomass and solar energy resources, although current renewable energy generation in Russia consists mainly of hydroelectric energy.

Renewable Energy:

Recent ratification of the Renewable Energy Source Development Measures (RESDM), that is set to increase the volume of renewable energy projects in Russia, opens doors to UK providers of both goods and services. The incentive scheme that confirms government's commitment to buy the green energy from RES projects for 15 consecutive years, guaranteeing green enterprises an investment return of no less than 14%. Thus, Russian interest in partnership with overseas companies in wind, hydro and solar energy sectors is increasing tremendously.

Power Generation: Russia intends to treble its electricity capacity and increase its power stations by 150% before 2030. The Federal Grid Company is moving towards the application of new technologies such as automated control systems, smart grids and other systems to improve control and operation. UK companies could offer expertise and products in this sector.

Nuclear Energy: Russian nuclear industry is one of the world's leaders. At present, Rosatom has orders for 80 units for the projects that include construction of nuclear plants in India, Bulgaria, Turkey, Armenia, Ukraine, Vietnam, China, Belarus, Czech Republic and Bangladesh. UK companies could benefit from participating in these projects. Russian companies are in the process of actively searching for overseas partners - seeking suppliers of both goods and services - consulting and knowledge.

Yelena Alexeeva
Senior Advisor – Energy (Nuclear, RE, Power Distribution)

Yelena has over 10 years of experience assisting overseas companies in expanding on the Russian market. At present Yelena leads Nuclear Energy, Renewable Energy and Power Generation sectors.





UKTI South Korea

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Market Opportunities:

Korea is the 10th largest energy consuming nation in the world, 97% of which is imported. In 2012, Korea's total electricity generating capacity was 81,806 MW. Coal and nuclear energy dominated Korea's electricity generation, with coal accounting for 42% of total output and nuclear accounting for 29%, while natural gas provided around 23%.

South Korea plan to increase its use of renewables from 2.3% of primary energy to 11% by 2030. To achieve this target, the government has allocated £4,864 million in this sector this year.



Youngran Lee

Trade Officer (Energy, Environment & Marine)

Youngran is responsible for energy and environment sectors for UKTI, Seoul. She has been in her current role since 2007.

UKTI UAE

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Market Opportunities:

The UAE remains the UK's biggest export market in the Gulf Region and the 13th largest globally. The UK has a UAE market share of 3.1% and is its 9th largest source of imports. However, due to increased international competition, the UK market share has been falling. The UAE is a very important oil and natural gas producer. It is a member of the Organization of the Petroleum Exporting Countries (OPEC). The UAE's reserves of oil and natural gas both rank in the top 10 largest in the world. Both reserves are estimated to last more than 100 years at current production rates. In addition, the country has large gas reserves which remain untapped. The oil and gas sector provides around one third of the UAE's GDP. As per the GCC trend, the UAE is also seeking to diversify its economy to reduce dependence on oil and gas in the future, while UAE is also looking to create jobs for their fast-growing and largely young population.



Adil Khan

Trade & Investment Advisor

Adil has been with UKTI since 2000. Initially based at British Embassy Doha (Qatar) until May 2008 when he moved to Dubai. In Dubai, Adil leads on the Power and Environment & Water sectors.



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EIC Connect events also feature conference sessions designed to educate the supply chain on emerging market sectors allowing delegates to channel their business goals.



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The Energy Industries Council (the EIC) is the leading trade association for UK companies supplying goods and services to the global energy industries.

For more information, visit www.eic-connect.co.uk



Achilles **A50**



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Contact: Chloe Modaberi

All-Energy Exhibition and Conference provides solutions to meet your renewable energy needs. It is the UK's largest renewable energy event taking place in Europe's energy city, Aberdeen, on 21-22 May 2014. As a free-to-attend event, showcasing the complete range of renewable and sustainable technologies and with a world-class multi-stream conference alongside, All-Energy is where busy people come to do business.

Arc Machines UK Ltd **A1**



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BOC

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Contact: Neil McIndoe – Market Sector Manager –
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Calder Pressure Systems

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Deborah Services Limited

A40



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Dialight Europe Ltd

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DLA Piper

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Energy Focus

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Energy Focus is the bi annual flagship publication of the EIC and is dedicated to actively promoting the views and addressing the interests of its member companies throughout the energy sector. It includes editorial and market reports along with opportunities for companies to promote themselves to the targeted distribution.

H&S Tool Ltd

A2



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Hertel

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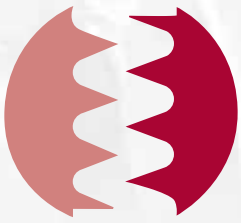
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