



MEET US AT OWIB 2015 AT EWEA OFFSHORE 2015 IN COPENHAGEN

OFFSHORE WIND INTERNATIONAL BUSINESS2BUSINESS EVENT 2015

Pre-booked Business2Business meetings
March 10 13.00 – 18.00



Offshoreenergy.dk



DANISH WIND
INDUSTRY ASSOCIATION

Examples of previous participants:
SIEMENS WIND POWER · MHI VESTAS OFFSHORE WIND · DONG ENERGY
VATTENFALL · ALSTOM · STATKRAFT · STATOIL · A2SEA · BILFINGER BERGER



Meet companies at your own choice!

"It's been really good. I have met a lot of people in the offshore wind supply chain, who I would not otherwise have met. They presented their products and services very well, and all the inputs I'll bring home to my organization"

General Manager
- Head of EPC,
Samsung Heavy Industries

OWIB was initiated 8 years ago as an alternative to traditional offshore wind conferences where the right people can often be difficult to find. OWIB is designed to offer businesses a forum for finding new customers, suppliers and business partners. The concept is pre-organized Business-2-Business meetings allowing each participant to engage directly with business partners

– a concept demonstrated as highly effective having led to several lasting cooperations over the years.

At OWIB, participants have the opportunity to pre-book meetings with participating companies, thus maximizing efficiency. Participants include companies from a large range of offshore wind countries spanning all levels of the supply chain.



"Physically visiting more than two or three customers in one day is impossible. But I've held 17-18 meetings with customers today"

says a very satisfied
Torben Blaaaholm, Managing
Director of Blaaaholm A/S,
subcontracting specialists based in
Esbjerg, Denmark.

Torben Blaaaholm took part in OWIB 2014, held in Esbjerg, at which 250 businesses took part in a form of speed-dating. Each meeting lasts 15 minutes, and as soon as the bell rings, the visiting party moves on to the next one.

Blaaholm has taken part for several years running, and even though it's difficult to pinpoint any specific orders stemming

from speed-dating, he is certain that there have been some. And it's not just direct contact that's useful; being able to network, recommend each other and to be able to generate awareness not only of your own company's skills, but also those of others, is invaluable.



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How the Business2Business event works

"We've got a lot out of it, including enquiries from other companies. Now we need to follow up on these inquiries, but it is almost the same as a direct order.

These inquiries are coming from companies which we haven't done businesses with before, so it's very interesting. To us OWIB has been a success"

Managing director, Q-Star Energy.

The purpose of the Business2Business event is to offer the frames for short personal meetings between your company and potential business partners. By joining the event you will be able to meet companies at your own choice. Each meeting lasts 15 minutes and you have the possibility to plan a maximum of 12 meetings.

In order to join the event please follow these steps:

- 1) Register online at www.ewea.org/offshore2015
- 2) 4 weeks before the event you will receive information about how to prepare your profile for the OWIB B2Bplanner tool, needed to make meeting requests
- 3) 2 weeks before the event you will be able to log into B2Bplanner tool, where you can view profiles of all participants and make meeting requests.
- 4) Prior to the event you will receive a time schedule informing you of the times of your meetings. Use this as your agenda during the Business2Business sessions.



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SEE YOU AT OWIB 2015

- AT EWEA OFFSHORE IN COPENHAGEN



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TIME AND LOCATION

B2B meetings: March 10, 13.00-18.00
 Venue: Hall B, Bella Center, Copenhagen, Denmark

REGISTRATION

Registrations open in October at <http://www.ewea.org/offshore2015>.
 More information: www.OWIB.biz.

PRICE

Members*: €300 exclusive vat
 Non-members: €360 exclusive vat
 Late registration fee (after February 16): €69 exclusive vat

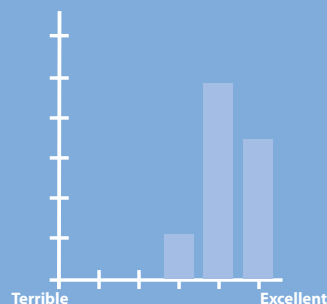
*Memberprice is for companies who are members of EWEA, Offshoreenergy.dk or Danish Wind Industry Association. Please contact your respective member organization for details.

OWIB 2014 AT A GLANCE

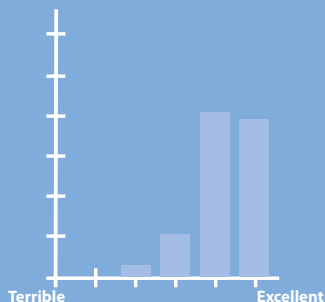


The majority of participants at OWIB 2014 was management or director level. The remaining was from a broad range of positions including CTO, procurement, engineering and many more.

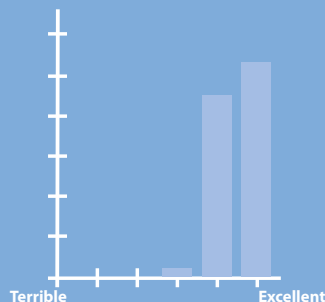
Participant satisfaction with OWIB 2014:



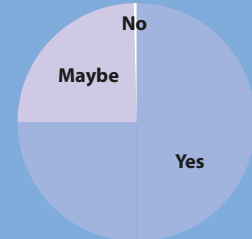
Participant satisfaction with the online booking system, used to make personal meeting agendas:



Participant satisfaction with the communication from Offshoreenergy.dk during the event planning:



Participants expectation to join OWIB 2015 based on their experience at OWIB 2014:



Offshoreenergy.dk

Offshoreenergy.dk is Denmark's national knowledge and innovation network for the offshore sector. Offshoreenergy.dk is a member-based non-profit organisation with the overall purpose of gathering the offshore sector's players, strengthening the sector and collaborating about the challenges of the future through a joint effort. Through development projects and networking initiatives, Offshoreenergy.dk ensures that exchange of knowledge and experience between companies takes place that can reinforce and make visible their competences. Offshoreenergy.dk has more than 275 members, that represent all parts of the supply chain in the offshore sector from consultancy, design, production, installation, surveillance and maintenance through to relevant public authorities and educational establishments.