



## Agenda

Tuesday, 20th September 2022

| TIME        | DESCRIPTION   | LOCATION                              |
|-------------|---|---------------------------------------|
| 9.00-9.10   | <b>OPENING SESSION</b>  | <a href="#">AC Hotel Gran Canaria</a> |
|             | <ul style="list-style-type: none"> <li>- <b>Nils Haugstveit</b>, Ambassador of Norway to Spain.</li> <li>- <b>Luis Ibarra</b>. The president of Las Palmas Port Authority.</li> </ul>   |                                       |
| 9.10-10.00  | <b>Offshore Wind in Norway and Canary Islands</b>   |                                       |
|             | <ul style="list-style-type: none"> <li>- <b>Luis Ibarra</b>, The president of Las Palmas Port Authority will present Las Palmas Port: Offshore Wind Opportunities in the Port of Las Palmas.</li> <li>- <b>Tor Arne Johnsen</b> from Norwegian Offshore Wind presents the Norwegian Supply chain.</li> <li>- <b>Elba Bueno</b> from the Canary Islands Maritime Cluster presents the Canarian Supply chain.</li> <li>- <b>Susanne Starheim-Grøtter</b> from ESGIAN - Coming projects and relevant markets.</li> </ul>   |                                       |
| 10:00-10.45 | <b>Elevator pitches - Presentation of attending companies</b>   |                                       |
|             | All the attending companies (Canary and Norwegian) will have the opportunity to make a presentation of their company (one minute).  |                                       |
| 11.00-11.30 | <b>Coffee break and snacks</b>  |                                       |
| 11.45-12.45 | <b>Round Table - Land of opportunities in the Offshore Wind Market</b><br><b>Moderator: Arne Vatnøy</b>   |                                       |
|             | <ul style="list-style-type: none"> <li>- Interview with <b>Tomás Romagosa</b>. Technical Director at the Spanish Wind Association. He will talk about Spain's position in the offshore wind sector.</li> <li>- <b>Ángel Fernandez</b>. Competitive Strategy and Commercial Manager of Navantia Seanergies. He will discuss Spain's experience in the offshore wind sector so far.</li> <li>- <b>Aker Offshore Wind</b> will give their assessment of the Spanish market from a developer's point of view.</li> <li>- Interview with <b>Einar Tollaksvik</b> from Saga Subsea about being a Norwegian supplier in the Spanish offshore wind business.</li> </ul> |                                       |
| 12:45-13.30 | <b>Canary Islands (business environment in Canary Islands)</b>  |                                       |
|             | <p>This panel will explain to the Norwegian companies how to make business in Canary Islands</p> <ul style="list-style-type: none"> <li>- Canary Islands Economic Development Society S.A., PROEXCA: Business environment in the Canary Islands. The Enterprise Europe Network: the world's largest support network for SMEs with international ambitions. <b>Pilar Moreno</b>.</li> <li>- Canary Islands Special Zone: tax system and incentives for companies settling on the islands. <b>Alejandro Cañeque</b>.</li> <li>- Society for the Economic Promotion of Gran Canaria, SPEGC. <b>Guillermo Quintana</b>.</li> </ul>                                  |                                       |



Business Support on Your Doorstep

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| 13.30-15.00 | <b>LUNCH</b>   |
| 15.00-15.30 | <p><b>More opportunities in the Canary Islands.</b></p> <ul style="list-style-type: none"> <li>- <b>Elisa Zamora.</b> Comercial Director at the Port Authority of Santa Cruz de Tenerife. Presentation of the Port of Granadilla.</li> <li>- <b>Juan Francisco Martín.</b> Commercial Director at Las Palmas Port Authority. Presentation of the Port of Arinaga.</li> <li>- <b>Thomas Remond.</b> Head of Training Services. GWO: Industry certification.</li> </ul>  |
| 15.30-16.05 | <p><b>Wind farm opportunities – Presentation of projects in the pipeline.</b></p> <p>Three minutes presentations of potential offshore wind developers.</p> <ul style="list-style-type: none"> <li>o <b>CAPITAL ENERGY:</b> Pablo Alcón.</li> <li>o <b>COBRA:</b> Javier Tardieu.</li> <li>o <b>DISA:</b> Joaquín Gurriarán.</li> <li>o <b>GREENALIA:</b> Raúl Martín.</li> <li>o <b>BLUEFOAT:</b> Javier Monfort.</li> <li>o <b>AKER OFFSHORE WIND:</b> Malte Paul.</li> <li>o <b>NATURGY:</b> Sergio Auffray.</li> <li>o <b>EQUINOR:</b> Javier Díez.</li> </ul> |
| 16.05-18.00 | <p><b>B2B sessions with Canarian and Norwegian companies</b></p> <p>NOW and CMC to coordinate and plan meetings between Norwegian and Spanish companies according to consigners list</p> <p>NOW and CMC to coordinate and plan meetings between Norwegian and Spanish companies according to consigners list</p> <p>The B2B meetings will take place, in a relaxed atmosphere between cafes, among those who have identified themselves as being of interest.</p>  |
| 19.30       | <b>Business dinner party</b>   |

