

Organisation	Website	Brief description of your organisation – products / services and links to relevant marketing material etc	What is your primary interest in Estonia, Latvia, Lithuania and top three objectives for the visit?	Any specific products/services to be promoted during this mission? Anything you'd like to source in any of the Baltic countries, or identify any particular type of partner?	Who are your typical clients - what industry, type of organization, range of services they provide etc.	Any specific targets (individuals, organisations, or companies) that you'd like to engage with during the trade mission?
ACE AQUATEC	<a href="http://www.aceaquatec.com">www.aceaquatec.com</a>	<p>We provide equipment that is known commercially as FaunaGuard, typically at the installation stage of wind farm construction but there are other possible applications. <a href="https://aceaquatec.com/marine-protection-solutions/faunaguard">https://aceaquatec.com/marine-protection-solutions/faunaguard</a></p> <p>FaunaGuard is a set of species-specific devices, available for hire, which create temporary exclusion zones of marine mammals by targeting their respective hearing ranges and guiding them to safety with specialized underwater sound patterns. <a href="https://aceaquatec.com/marine-protection-solutions/faunaguard">https://aceaquatec.com/marine-protection-solutions/faunaguard</a></p> <p>Here is a short video to explain the philosophy behind FaunaGuard and its application in the field <a href="https://vimeo.com/314790432">https://vimeo.com/314790432</a>   <a href="https://www.youtube.com/watch?v=d9PILNTVBfI">https://www.youtube.com/watch?v=d9PILNTVBfI</a></p> <p>More information is also available on: <a href="https://www.vanoord.com/en/sustainability/cases/faunaguard-minimising-potential-impact-generated-under-water-sound/">https://www.vanoord.com/en/sustainability/cases/faunaguard-minimising-potential-impact-generated-under-water-sound/</a>   LINK to Arkona case study from Ace Aquatec website <a href="https://aceaquatec.com/news-and-resources/case-studies/Making-the-Arkona-offshore-wind-farm-safe-for-marine-life">https://aceaquatec.com/news-and-resources/case-studies/Making-the-Arkona-offshore-wind-farm-safe-for-marine-life</a></p>	<p>Supply chain/ project pipeline</p> <p>Speak to foundation contractors</p> <p>Speak to developers</p> <p>Speak to EIA contractors</p> <p>Speak to regulators/ authorities</p>	<p>FaunaGuard - seal, fish, porpoise, turtle module; whale module?</p> <p>Local service partner</p> <p>Other companies providing noise mitigation / abatement/ env. protection solutions</p>	<p>foundation contractors; environmental consultants (MMO); survey contractors; dredging contractors; UXO removal contractors</p>	<p>Boskalis</p> <p>CWE</p> <p>DEME</p> <p>Havfram</p> <p>Fred Olsen</p> <p>Heerema</p> <p>Huadian Heavy Industries</p> <p>Jan de Nul</p> <p>Ramboll</p> <p>Saipem</p> <p>Seajacks</p> <p>Seaway / Subsea7</p> <p>Cadeler</p> <p>Acciona Energy</p> <p>Aker</p> <p>BayWa-re</p> <p>BlueFloat</p> <p>Energy</p> <p>BP</p> <p>EDF</p> <p>EDP</p> <p>Renewables</p> <p>EnBW</p> <p>Engie</p> <p>Equinor</p> <p>Falck</p> <p>Iberdrola</p> <p>Innogy</p> <p>Ocean Winds</p> <p>Orsted</p> <p>Parkwind</p> <p>RWE</p> <p>Shell</p>

						Skyborn Technip Vattenfall
Pager Power Limited	<a href="http://www.pagerpower.com">www.pagerpower.com</a>	<p>Pager Power assists developers by helping them resolve aviation, radar and telecommunication interference issues that can hinder wind developments across the world. These services can save a developer's time and money by identifying and understanding project risks early, with Pager Power being able to assist at any point in the project timeline.</p> <p>The company offers a flexible approach to overcoming these problems through a successful combination of consultancy and specialist software. Pager Power's services are tailored to the individual client and project needs. In addition, Pager Power has extensive knowledge of developing and progressing bespoke mitigation solutions. When we work in different countries, we will accommodate time zone differences to ensure we deliver the best service possible.</p> <p>Pager Power has helped developers overcome a large number of planning objections and, as a result, possesses a good working relationship with stakeholders. The company regularly works with key stakeholders in the UK including the Ministry of Defence (MOD) and National Air Traffic Services (NATS), and we also have experience with certain stakeholders in countries further afield.</p> <p>Who we work with: <a href="https://www.pagerpower.com/who-we-work-with/">https://www.pagerpower.com/who-we-work-with/</a></p> <p>Our projects: <a href="https://www.pagerpower.com/projects/">https://www.pagerpower.com/projects/</a></p>	<p>Our primary interest is to establish ourselves within the growing Baltic wind market and to reduce our business risk though over reliance on the UK market.</p> <p>Our key objectives are: To gain a greater understanding of the planning requirements within the Baltic states so that we can better tailor our expertise. To meet developers operating in the Baltic states and to gain a better understanding of the planning requirements. To see a ROI from this visit by selling our expertise in the proceeding months.</p>	<p>Primarily we would look to sell our aviation consultancy expertise as we have seen this to be most popular in growing international markets. Telecommunications issues are also a relevant concern.</p>	<p>We typically work with developers, however this also includes any party involved in initial site selection, due diligence and risk analysis.</p>	<p>We have no specific companies in mind at this point.</p>
OMSi	<a href="https://offshoreconsult.co.uk/">https://offshoreconsult.co.uk/</a>	<p>Offshore Consult: Providing qualified operational engineering and management consultancy that combines onshore engineering with offshore experience to deliver client project life cycle requirements (for Offshore Wind Projects &amp; Subsea Cable Projects).</p>	<p>Primary: To help and advice each country (to share our knowledge) and help you achieve your offshore wind power generation</p>	<p>We can help developers immediately with early design and feasibility, e.g. Offshore Wind Farm Strategy, Tendering and Procurement Support, Planning, Permitting</p>	<p>Developers &amp; Operators (of Offshore Wind Farms projects, and Subsea Cable projects) TSO's</p>	<p>Please advise who will attend and we can define our list.</p> <p>Developers (including state</p>

		<p>We are part of the OMMH Group: Consulting, Construction, Equipment, and People (for offshore wind farm and cable projects).</p> <p><a href="https://offshoreconsult.com/">https://offshoreconsult.com/</a>  <a href="https://offshoremm.com/#group-companies">https://offshoremm.com/#group-companies</a></p>	<p>targets, we would love to be part of this journey with you.  Objective: To understand the current challenges each country has in the region (we have worked in the Baltic region on several projects - wind farms and subsea cable projects).  Objective: To meet developers and operators.  Objective: To share our 20 years' experience of offshore wind and subsea cables (and potentially set up an office locally, and train local people and grow teams in each country).</p>	<p>(survey, installation and maintenance), Cable Route Engineering studies, Desktop Studies (DTS), EIA (Environmental Impact Assessment), O&amp;M Strategies, Cost Management / Review (for investment purposes).</p>	<p>(Transmission system operators) - we provide Consultancy on Subsea Cables projects.  Tier One Contractors (of Offshore Wind Farms projects, and Subsea Cable projects) Investment Banks / Fund Managers (we provide Cost Management / Review for investment purposes.  Insurance underwriters (we provide Consultancy and Marine Warranty Surveyors as SME's etc).</p>	<p>owned) and Operators - who need early consulting assistance for the Offshore Wind Farms.    And as per previous question.</p>
<p>CMS  Cameron McKenna Nabarro Olswang LLP</p>	<p><a href="https://cms.law/en/gbr/global-reach/europe/united-kingdom/expertise/energy-climate-change">https://cms.law/en/gbr/global-reach/europe/united-kingdom/expertise/energy-climate-change</a></p>	<p>The CMS energy and infrastructure team has extensive experience in providing legal advice to developers, lenders and others in the offshore wind sector (including floating offshore wind) in the UK and abroad.</p>	<p>CMS hopes to be able to contribute to the Baltics knowledge package with its own experience in providing legal advice to the offshore wind sector players, particularly in the current day circumstances of relative supply-chain scarcity and price insecurity.</p>	<p>Primarily CMS would be interested in promoting its legal services and market knowledge.</p>	<p>In the offshore wind sector CMS mainly works with developers (equity shareholders and joint venture project companies) and lenders.</p>	<p>CMS has previously been in contact with Utilitas and Saare Wind Energy. CMS would be delighted to meet more of the Baltics offshore wind players (including e.g. Ignitas and CIP).</p>

Van Ameyde Marine	<a href="http://www.ameydemarine.com">www.ameydemarine.com</a>	Provision of marine survey service including heavy lift of equipment, marine loading plans, site supervision, cargo survey including large and out of scope cargo, loading plans for renewables and energy components, lift supervision and transit supervision.	Connect with potential wind energy partners. Explore possibilities of new marine survey service work supporting wind energy projects. Pitch for services to wind energy partners.	Energy infrastructure clients who build windfarms.		
Fugro Scandinavia & Baltics	<a href="http://www.fugro.com">www.fugro.com</a>	Fugro is one of the largest Geotechnical and Geo services company and interested in growing in the Baltic regions	Wind projects, port expansions , Land and Nearshore opportunities	Basically to show case the full Fugro scope	Wind operators, governments, private companies	wind operators, port authorities
Pelergy	<a href="http://www.pelergy.com">www.pelergy.com</a>	Pelergy provides consulting services in the offshore wind market in the areas of Business Development, Supply Chain development, Economic development, Innovation management and product development. Our Associates have experience in birthing the UK offshore wind market over the last 20 years and are keen to bring this experience to other markets globally.	Network with companies in the Baltic States and UK offshore wind businesses interested in the Baltic States. 1) Find an opportunity to support a UK business with its local activity in the Baltics (Founder of Pelergy based in Latvia) 2) Update understanding of local market developments (last active project in Baltics was 2021) 3) Find an opportunity to work with a Baltic-based business	Services specific to this visit: Business Development or Product development support for UK companies in the Baltics Supply Chain development work with Baltic project developers or local economic development agencies Product development support for Baltic companies developing products	Project developers, turbine manufacturers, UK Government agencies (KTN, ORE Catapult), supply chain companies. 90% offshore wind, 10% onshore wind.	Latvenergo, Ignitis, Eesti. Keen to also see if economic development agencies need support with supply chain development/prioritisation (e.g. LIAA)
RINA Tech UK Ltd	<a href="http://www.rina.org">www.rina.org</a>	RINA is a global consultancy active in the Energy, Mobility, Marine, Infrastructure and Certification sectors. RINA's offshore wind capabilities covers the full range of services to developers from early stage development through to the O&M phase	RINA is looking to expand it's contacts with local developers, stakeholders and			

			<p>potential partners with an interest in offshore wind. Main objectives: 1) Meet potential offshore wind clients such as developers, government departments and tier 1 supply chain companies, 2) Meet local consultants interested in partnering, 3) Learn about the local regulatory environment</p>			
Gardline Limited	<a href="https://gardline.com/">https://gardline.com/</a>	Gardline is a marine site investigation contractor providing seabed survey services (geophysical, shallow/deep geotechnical, environmental) to offshore windfarm developers, governmental organisations and offshore O&G operators.	<p>Primary interest: offshore windfarm industry in these countries</p> <p>Top three objectives:</p> <p>(1) gain information on upcoming lease rounds (timings, GW), existing projects and future aspirations in these countries</p> <p>(2) make new contacts at relevant governmental organisations and offshore windfarm developers</p> <p>(3) understand any potential barriers to Gardline (UK based survey contractor) providing our services in these countries</p>	<p>Promotion of Gardline's services in general - turnkey provider of offshore windfarm site investigation with all services in house (survey/geotechnical vessels, personnel, equipment, data acquisition/processing, reporting) - long track record including lots of recent experience in the Baltic.</p> <p>Main services needed in country would be shipping agent for supporting vessel mobilisation/demobilisation activities.</p>	<p>Typical client is offshore windfarm developer - i.e. the company/JV responsible for financing, developing, constructing, operating the windfarm.</p> <p>Also work for governmental organisations (in countries where pre-lease auction surveys are performed by government).</p>	<p>Ignitis</p> <p>Other windfarm developers</p>

Fugro GB Marine Ltd	<a href="http://www.fugro.com">www.fugro.com</a>	<p>Fugro are the world's leading Geo-data specialist, collecting and analysing comprehensive information about the Earth and the structures built upon it. Through integrated data acquisition, analysis and advice, we unlock insights from Geo-data to help our clients design, build and operate their assets in a safe, sustainable and efficient manner. Using the power of Geo-data, we take away uncertainties and decrease risks, whether you're building an offshore wind farm or a power line grid. We do this by establishing site and route characteristics, mapping the Earth's surface and subsurface and determining soil composition, characteristics, and properties. Together with our partners and clients, we're building a safer and more liveable world.</p>	<p>The Baltics is the region I am involved in building relationships with with offshore wind farm developers to assist them in their plans.</p> <p>Objectives:</p> <ul style="list-style-type: none"> <li>Build on existing relationships with renewable clients</li> <li>Meet new renewables clients and build relationships</li> <li>Understand the pain points of working in the Baltic area and help to find solutions.</li> </ul>	<p>All our marine site characterisation services to developers and potential partners</p> <p>Better understanding of how licensing and processes of considering offshore wind sites</p>	<p>Wind farm developers, renewables companies</p>	<p>Any offshore wind developers.</p>
------------------------	--	--	--	---	---	--------------------------------------