The elements of a possible cooperation model

Japan – Norway Maritime Offshore Technology Seminar
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Trond Hodne – Business Director Maritime - DNV
A trusted relationship

The first vessel ordered from Norwegian interests:

Mosvold Shipping

4 x 20,000 dwt Tankers

Contracted at MES and Uraga Shipyards in 1956 and delivered 1957.
A trusted relationship

550

Ships built in Japan for Norwegian interests
Expand the business relations into Offshore Constructions?

• What is the business rationale?

&

• How do we make it happen?
The Norwegian Maritime Cluster
Transition of the Norwegian Maritime Cluster

Maritime: From ship tonnage to maritime technology and finance

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Transition of the Norwegian Maritime Cluster

From maritime cluster to global maritime knowledge hub

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Norway - A Global Maritime knowledge hub

Global Maritime Knowledge Hub

- Shipping
- Competent investors
- Education, research & innovation
- Venture capital
- Maritime services
- Offshore industry
- Technology
- Environment
- Talent
- Ship industry
- Economics

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Norway – The most advanced Offshore market ‘outside the door’
The Composition of Norwegian Maritime Cluster

Centers of industrial gravity in the Norwegian maritime industry

The map shows the number of maritime jobs in the Norwegian municipalities in 2008.

- **Maritimt More**
  - Design, construction and operation of offshore vessels.

- **Offshore West coast**
  - All maritime activities in the exploration, development, operation and distribution of petroleum.

- **Deep sea shipping**
- **Maritime "knowledge center"**
  - NTNU/Marintek.

- **Maritime services**
  - Financial, legal and technological.

- **BTV: Electronics and subsea equipment**

- **Boreklyngen Sørlandet (Drilling cluster)**
The Norwegian Maritime Cluster – Continuous Innovation

INTERPLAY IN PRACTICE

SHIP OWNERS
SHIP YARDS

SHIP DESIGN
SHIP EQUIPMENT

BREAKING WAVES™

Norwegian Centre of Expertise in Maritime
Japan - Norway
Expand the Maritime Relations
Into Offshore Constructions
What customers in the offshore industry look for

- Highest degree of reliability
- Proven track record
- Delivery on time
- Innovative and flexible design
- Superior performance
- Crew friendly
Suggestion: The elements of a possible cooperation model

Build on a trusted maritime business relationship into offshore

- Offshore experience
- High value equipment
- Knowledge and Innovation power
- Market outside the door
- Financial capabilities

- Yard capacity
- Proven ship building capabilities
- Highly skilled workforce
- Financial capabilities
Can we make it work in practise?

- We have all the elements in place for to expand the relationship to offshore **BUT**
- Projects must make sense from a business perspective
- **AND** we must establish Partnership & Business models for win-win situations
Safeguarding life, property and the environment

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