



FOCUSED CONSULTANCY SERVICES
TRANSPORT AND LOGISTICS

TRANSPORTUTVIKLING AS

T U - I N F O - O C T O B E R 2 0 1 6

Only a few days left to register

EAST-WEST ARENA 2016 IN NARVIK



On October 18.-19., the conference/exhibition
«East-West Arena» will be organized in Narvik.



Are you ready for "East West Arena" in Narvik on October 18.-19. 2016? About 200 participants will attend. You may find new customers and future business connections from Norway, Sweden and Finland, and you will have the opportunity to participate at the conference, attend social gatherings, develop networks and promote your organization, - all in one!

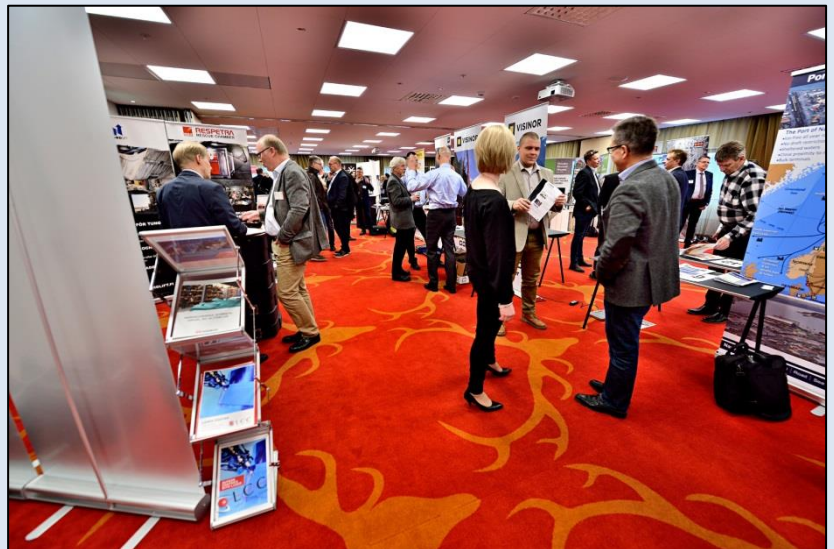
- The Norwegian EEA- and EU Minister conducts the opening
- More than 30 companies are represented at the exhibition
- 6 seminars
 - ✓ Opportunities for cooperation, focusing on seafood (Cermaq representative on the speakers' list)
 - ✓ Border crossing challenges and opportunities (Statoil ASA on the speakers' list).
 - ✓ EUs new Arctic Strategy (NDPTL will be there)
 - ✓ Business development and sports (Kiruna IF and Tromsø Idrettslag on the speakers' list)
 - ✓ Visit Arctic Europe (introducing Arctic Air+Style)
- Carbon Capture, storing and environment (University of Oulu on the speakers' list)
- Conference dinner (evening October 18.)
- EWA Award 2016

The conference language is Norwegian/Swedish

Register on the website:

<http://www.eastwestarena.com>

EWA 2015, exhibition in Sweden



Strong focus on the Russian market and Russian logistics

For more information and assistance, please contact:

- ✓ Alexey Filin on +47 902 47017 or e-mail: alexey.filin@transportutvikling.no
- ✓ Stig Nerdal on +47 958 71905 or e-mail: stig.nerdal@transportutvikling.no

Page 2 and 3

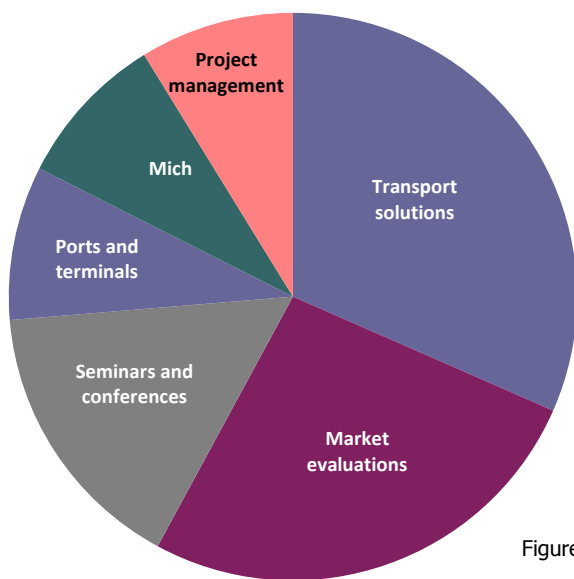
20 YEARS OF EXPERIENCE

Transport related projects in Russia

Since 1997, Transportutvikling AS has been working with projects where the main focuses have been on logistics- and transport opportunities in North-West Russia and Russia in general.

During the last 20 years Transportutvikling AS has developed extensive experience and competence when it comes to the Russian market and Russian transport solutions, particularly related to:

- Railway transports
- Multi modal transit operations through Russia
- Sea transports
- Ports and port development



60 projects where Russia is involved

As per October 2016 we have conducted close to 60 projects involving Russian market players and the Russian market. The majority of the projects concerns transport solutions and market evaluations.

Together with the Russian Railways (RZD) and the International Union of Railways (UIC), we have been planning and assessing transport corridors between Europe and Asia, and intermodal operations crossing the Caspian Sea.

Figure: Project portfolio Russia, -Transportutvikling AS

A few examples (2008-2016):

- 2008: Acted as project manager for the development of «The North South Corridor», which is an intermodal transport solution between Moscow and India, Azerbaijan and Iran. Clients: Russian railways and Iranian authorities
- 2009: Conducted an extensive market analysis focusing on the Russian coal market and transport opportunities from Russia to major power plants in Europe. Client: Australian Coal Company
- 2010: Completed the project "Railway corridor in the north" where existing and potential corridors to Russia were focused on. Client: Norwegian Governmental Authorities
- 2011: Analyzed commercial and logistical opportunities for import of biomass from Russia to Norway. Clients: Norwegian shipping lines, Russian exporters and the Barents Secretariat.
- 2012: Completed the pre-study «Ishavsbanen», a potential railway connection between Norway and Finland, and connections to this railway. Client: Regional authorities in Norway, Sweden and Finland.
- 2013: Produced a pre-study and arranged B2B meetings between 8 Norwegian maritime companies and Russian clients. Clients: The companies, the Arctic Maritime Cluster and Innovation Norway.
- 2014: Conducted a freight analysis in Finnmark County, where also connections to Russia were looked into. Client: Finnmark County
- 2015: Carried out a market evaluation concerning exports of Norwegian Seafood, where transport opportunities through Russia and impact of sanctions were analyzed. Client: Seafood companies.
- As per October 2016, we are involved in several projects focusing on Russia, f.i. cruise traffic, port cooperation and market introduction for Norwegian companies and the Arctic Maritime Cluster. The projects are partly funded by the Kolarctic program and Innovation Norway

Opening new doors to the Russian market – project supported by Innovation Norway



New markets - new perspectives

For several centuries, the traditional Russian-Norwegian Pomor trade created strong relations between Northern Norway and Archangel. In October 2016 a group of Norwegian maritime companies will visit Archangel for business meetings. The trip is a part of a project, where Norwegian companies' conducts targeted market approaches towards the Russian market. The project is managed by Transportutvikling AS and Innovation Norway in Russia, - and financially supported by Innovation Norway.

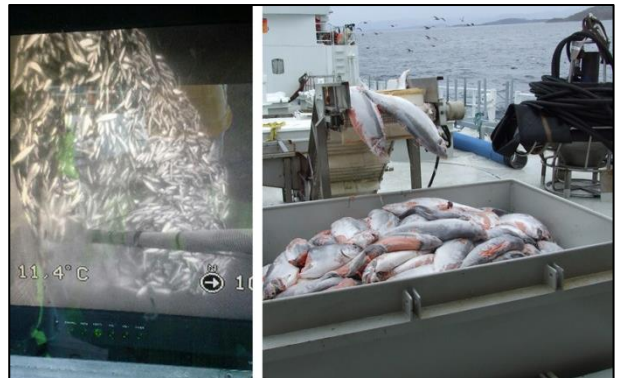
The project, where phase 1 commenced last year, had its initial focus on the Murmansk region. The market approach has been expanded and the project participants are now focusing eastwards and towards Archangel. The Archangel region is an old Russian maritime area with long traditions related to fisheries and international trade. The region has several sea- and river ports, well developed shipbuilding industry, a forestry- and mining sector and a huge potential when it comes to tourism.

Four Norwegian companies are participating on the business trip to Archangel. They will meet Regional Authorities and local companies/organizations. During the various meetings, the companies will establish new business contacts, present their products and services and discuss possibilities for future cooperation.

"We have some good offers for our potential Russian partners", says Erlend Kristiansen, head of the shipping company Barents AS.

"Besides transport of live fish and ferry operations, we will also offer our technology for disposal and utilization of biological waste from fish-processing plants and aquaculture farms."

Barents AS has developed solutions for receiving-, logistics- and processing of dead fish and fish waste.



"Our company has its own engineering office in Archangel, -but not so many projects for Russian clients", says Thomas Myhre, sales manager of NSK Ship Design". *"Our expectations have improved during the last years and after Russia launched the State program for modernization of the fishery fleet, the market perspectives look better for ship designers. It creates new opportunities for developing our business in Russia."*

Thomas Myre, sales manager, NSK Ship Design AS

"We started to work with Russian ship owners in 2014, when the first promotional project managed by Transportutvikling AS started. Since then, during a couple of years we have signed several contracts with Russian fishing companies. Now we have a steady stream of Russian requests and orders, but we are always looking for new possibilities and new customers", says Peter Slump, Managing Director of Harstad Mekaniske Verksted (HAMEK).

HAMEK'S new dry dock (145 x 27 x 9,5 meters)





Focus on sea transports and maritime services

Transportutvikling AS has conducted a wide range of maritime consultancy projects.

We have improved transport solutions, conducted route planning, calculated financial performance, produced ship surveys for second hand vessels, carried out port- and terminal planning projects etc.

To be sure that all project tasks are taken care of, - we put together a professional project team. Occasionally we include external competence supported by our cooperating partners.

Our employees have maritime-, financial- and engineering education, and long practical experience from vessel operation, shipping- and port administration, classification societies and public administration.

Our references is available on www.transportutvikling.no

For further information, contact Oddvar Rundereim; phone: +47 918 81946 or e-mail: oddvar.rundereim@transportutvikling.no.

Oddvar Rundereim



Briefly about Transportutvikling AS

Transportutvikling AS is an operational consulting- and advisory company, working within the primary fields of transport and logistics. Our advisors have extensive experience from commercial business and substantial expert background, which is a guarantee for professional advise. Our customers are found both within private and public sectors, nationally as well as internationally. Our market focus is primary on the Northern areas.

We are engaged in all types of project work, spanning from planning to implementation and operating of systems. We propose the best solutions for organizing of terminals, ports and transports by road, sea and rail. We develop logistic chains and intermodal solutions, including international transport corridors.

Our national/international partners are engineering companies, ship designers, consultants, R&D Institutions and others. In cooperation with these partners, we offer complete solutions within most issues related to transport and logistics.

Transportutvikling AS has defined 3 strategic primary business areas:

Consultancy services

Operational services

R&D services

Our consulting service has been, and is, the basis for our activities. Our staff have for many years produced consulting services like:

- ✓ Developing and improving transport solutions
- ✓ Route planning and scheduling
- ✓ HUB development
- ✓ Port- and terminal planning
- ✓ Market surveys and analyzes
- ✓ Economical assessments and financial solutions
- ✓ Developing transport- and communication plans
- ✓ Organizing and hosting of professional seminars and conferences

Transportutvikling AS also – closely connected to our consulting services – carries out operational activities like f.i. production of terminal booklets for ports and terminals. In addition, we also deliver R&D-services in co-operation with universities, colleges and other R&D institutions

Contact us!

Transportutvikling AS, Postboks 26, 8501 Narvik, Dronningensgt. 33, Tel. +47 769 65570

www.transportutvikling.no



TRANSPORT
UTVIKLING