



ENERGY NEWSLETTER – Global Opportunities for Alberta companies as of October 19, 2021

Please find below an overview of global events and market intelligence related to the energy sector for companies and stakeholders in Alberta.

A number of events scheduled for fall and winter listed in previous newsletters have been cancelled or moved to virtual. Events listed below were still confirmed to take place in some form on the date you receive this message. However, some of these events listed below could limit attendance, change to virtual events or get cancelled/postponed.

Events that change to online delivery could provide new opportunities for Alberta companies.

EVENTS

Info & Networking Session on German Government funding for Hydrogen Projects in Canada

Oct 26, 2021

The German Secretariat of the Energy Partnership with Canada will organize an information and networking session on October 26 on current German government funding for hydrogen projects in Canada. The German government recently announced its funding guideline for international green hydrogen projects, through which non-repayable grants totaling EUR 350 million will be provided for green hydrogen production, storage, transport, and application as well as research projects. The funding guideline aims at projects outside the EU with a German partner, the maximum amount per project is EUR 15 million. The first call for proposals closes at the end of October 2021, followed by two additional calls in December 2021 and February 2022. During this session, participants from the involved German ministries and their execution partner will give an overview on the funding guideline. The event also provides an opportunity for interested companies and research organisations from Canada and Germany to explore the potential for joint projects. The final agenda, preparatory materials, and follow-up information will be shared with registered participants only.

To register: <https://zoom.us/meeting/register/tJUlduCurjlvG9DqYvxH-hfzrGfpG0HFSSlm>

The 90min webinar will start at 7:30am MDT.

Canadian Trade Commissioner Service Webinar on Bangladesh Renewable Energy Sector, Nov 2, 2021

The Trade Commissioner Service office in Bangladesh is organizing a webinar on the Bangladesh Renewable Energy sector. The webinar will be at 7am MDT. The webinar will provide a brief overview of the Bangladesh market as well as information on upcoming opportunities in this sub-sector.

One of Bangladesh's leading consulting firms in clean technologies, Waste Concern Consultants, will lead the presentation and discussion. There also will be several Bangladeshi business contacts participating who will be available for questions, as well as to impart their advice and guidance on doing business in Bangladesh in these sectors. Following the webinar, we will be happy to connect you with the Bangladeshi business participants. Whether you are already active in the region or in the early stages of considering this market, we believe that these sector overviews will be of interest to you. We look forward to your participation, and kindly ask you to register at no cost, with your name, title, and organization to Mr. Quazi Gulam Farhad, Trade Commissioner, Clean Technologies, at gulamfarhad.quazi@international.gc.ca. Log-in details will be provided after registration.

Canada Germany Hydrogen Collaboration, Information Session and Matchmaking Nov 3, 2021

The German Federal Ministry of Education and Research (BMBF) in partnership with the National Research Council Canada (NRC), the National Research Council of Canada Industrial Research Assistance Program (NRC IRAP) and the NRC National Program Office (NRC NPO) are working together to foster and support collaborative industrial research and development (R&D) projects with a high potential for commercialization. In preparation for a joint call for R&D Collaboration between both countries, there will be an information session including a B2B matchmaking session. This virtual event will offer an opportunity for potential project partners and consortia to network, discuss project ideas, and be introduced to Canadian and German collaborators working on large-scale, low-carbon hydrogen technologies within their energy systems. The virtual matchmaking platform will be open until Dec 10, 2021, B2Match will open for participants to schedule business to business (B2B) meetings.

For more information on the information session and matchmaking and to register: <https://canada-germany-hydrogen-collaboration.b2match.io/>

For detailed information on the collaboration call:

<https://nrc.canada.ca/en/irap/about/international/?action=view&id=96>

New England-Canada Business Council's 29th Annual U.S.-Canada Executive Energy Conference, Boston, Massachusetts Nov 4-5, 2021

The NECBC's U.S.-Canada Executive Energy Conference - held annually in Boston - focuses on all sectors of energy trade and cooperation between the Northeast U.S. and its largest energy partner, Canada. The forum brings together Canadian and American senior executives, policy makers, regulators and energy experts who will provide their perspectives, share knowledge and explore a wide range of topics.

Online registration is available until Nov 4, 2021. Conference Program & Registration:

<https://necbc.org/event/EnergyConf2021Att>

Information Session on Equinor & Techstars Energy Accelerator Nov 17, 2021

The Trade Relations Unit Europe team is working with stakeholders in Norway in organizing an information session for Alberta companies interested in the open application to this accelerator program. The program seeks & supports startups working across the energy transition within the critical areas of Energy Production, a Net-Zero-Future, Digital & Operational Enablers and Disruptors.

The 2022 program will start March 21, 2022 in a hybrid format until mid June 2022.

If you are interested in participating in the information session, please email svenja.chenikel@gov.ab.ca

Mexican Petroleum Congress, Monterrey, Mexico Nov 17-20, 2021

The Mexican Petroleum Congress is the most important international event that takes place in Mexico related to the Oil Industry and is the result of a continuous improvement effort during the last 14 years. The XV edition will be held in Monterrey, Nuevo León, from November 17th - 20th, 2021. For more information:

(<https://congresomexicanodelpetroleo.com/index.html>)

Webinar Series on the Wind Energy Sector in Europe for Canadian companies Nov 23-Dec 1, 2021

The Canadian Trade Commissioner Service in Denmark, as the lead on the Canada delegation to WindEurope/Electric City, <https://www.tradecommissioner.gc.ca/denmark-danemark/events-evenements/0011774.aspx?lang=eng>, one of the major European renewable energy events, will collaborate with Canadian Trade Commissioners from other European countries to organize a series of webinars, which will present business opportunities within wind energy in various European markets to Canadian companies. Each webinar will outline market opportunities and challenges in the wind energy sector in the respective country/region:

November 23, 2021: Invest in **Canada's** Wind Energy Sector

November 25, 2021: Wind Energy Sector in **Iberia** (Spain & Portugal)

November 29, 2021: Wind Energy Sector in the **Nordics and Baltic Countries**

December 1, 2021: Wind Energy Sector in the **North Sea**

Registration: To RSVP for these webinars, please contact svenja.chenikel@gov.ab.ca indicating which of the sessions you would like to attend.

E-World Energy & Water Trade Show & Conference, Essen, Germany

Feb 8-10, 2022

E-world energy & water is the meeting point for the European energy industry. Exhibitors from all over the world present sustainable technologies and intelligent services for the energy future. Approximately one fifth of the exhibiting companies are based abroad. The majority of international exhibitors come from countries of the European Union. About half of the companies are in the field of energy services, other areas include information technology, energy trading and supply. Further topics are mobility, energy efficiency, marketing and sales, transport and grids, as well as storage.

For more information: <https://www.e-world-essen.com/en/>

World Hydrogen Summit & Exhibition, Rotterdam, Netherlands

March 8-10, 2022

Produced by the Sustainable Energy Council (SEC) in partnership with the Province of Zuid-Holland, the City of Rotterdam and the Port of Rotterdam, World Hydrogen 2022 is the place to meet with government and private sector leaders to showcase, discuss, collaborate and do business, driving the hydrogen industry forward. The event offers a hybrid option to attend the summit. Early-bird rates end January 16, 2022. The two-day pass to walk the exhibit area is free of charge. For detailed information on participation, please go to:

<https://www.world-hydrogen-summit.com/>

China International Petroleum & Petrochemical Tech and Equipment Exhibition Beijing, China

March 21-23, 2022

The 22th annual China International Petroleum & Petrochemical Technology and Equipment Exhibition (CIPPE) will be held on March 21-23, 2022 in Beijing, China. CIPPE is the largest annual petroleum, petrochemical and related environmental industries exhibition in Asia and one of the largest in the world. The Government of Alberta trade team will be partnered with Alberta Beijing Office and the Canadian Embassy in Beijing to support Alberta companies to participate in this important trade event for showcasing Alberta companies' products, technologies and services at CIPPE. Given the current pandemic situation in the world, we would like to collect Alberta companies' interest in participating in this trade event for potentially organizing Alberta mission to participate in CIPPE 2022 China. Participating companies will have opportunities to gain insights into the latest development trends in the world petroleum, petrochemical and related environmental industries in China, develop broader business networks, gather strategic market development information, and explore business opportunities through trade show participation, B2B meetings and business seminar activities. Please let us know of your interest. Expression of Interest by email should be sent to Nan.Ye@international.gc.ca (Alberta Beijing Office); song.wang@gov.ab.ca or Julia.mah@gov.ab.ca (Trade team at the Government of Alberta) before the end of February of 2022. For initial information on the event: <http://www.cippe.com.cn/2017/en/AboutUs/GeneralInfo/>

OTC 2022, Houston, US

May 2-5, 2022

Displayco Canada and the Alberta Government are ready to start the **2022** Full Exhibitor Sale applications and expression of interest for the Canadian Pavilion. OTC is a global event that connects offshore energy professionals from more than 130 countries to collaborate and discuss the challenges, solutions, and changing energy landscape of the offshore energy sector. Across four days, industry leaders, investors, buyers, and entrepreneurs will meet in Houston- the energy capital of the world- to develop business partnerships and learn about the latest advances, challenges, and opportunities. As an exhibiting company at OTC 2022 you can demonstrate your new technologies as you network with valued clients and make new business contacts. The Alberta Government with Displayco Canada as stand managers, have again secured prime space at **OTC 2022** and Displayco will be available to work with companies at this international event. Alberta Associate Exhibitors are invited to work within the Alberta Government booth space for the upcoming show. Full Exhibitors level will have their own 3 m x 3m booth provided by Canada Pavilion organizer. The Alberta Government Booth is a major component of the Canadian Pavilion. Once again, we are pleased to have Industry associations, government departments, and private companies joining the pavilion from across the country. Making our Canadian companies' booths a "must visit" for attendees from around the world. Displayco of Edmonton, Calgary and Houston will produce the show. Displayco will handle all project management and logistics. They will be your primary contact for OTC 2022.

PLEASE NOTE – TIME SENSITIVE: OTC Show Organizers have set an early November deadline for all Pavilion Organizers to confirm their space requirements, including a 50% non-refundable space deposit.

In Turn we are asking all interested companies to contact us ASAP to confirm their interest in OTC 2022 allowing us time to get the appropriate applications completed and deposits taken care of. Please contact us no later than **November 5, 2021** if you would like to join the 2022 Canada Pavilion. **Contact:** Shawn Henderson, 780 699 3728, e-mail shawn@displayco.ca or Rhonda Henderson, 780 914 0743, e-mail Rhonda@displayco.ca

TRADE LEADS

KUWAIT OIL COMPANY (K. S. C.) Pre-Qualification for Medium Depth On-Shore Drilling Rig Services

The Canadian Trade Commissioner Service in Kuwait shared the following information: The Company intends to re-issue the Category of Work-27:"Medium Depth On-Shore Drilling Rig Services", and invites contractors who have the interest to execute the following services for Kuwait Oil Company (KOC) to participate in this pre-qualification exercise: PQ (21/19): Pre-Qualification for Medium Depth On-Shore Drilling Rig Services (Re-Issuance of Category (27)

Application Fees: 100/-KD or \$350/-USD-(Non –Refundable)

Available Online for Download From: October 17th 2021

Refundable Submission Date: January 16th 2022

How to Apply: BY online only (Hard Copy Submissions shall Not be considered)

Interested applicants who wish to be considered for inclusion in KOC's approved list of contractors for the above subject category are requested to download the pre-qualification documents available in KOC's website using the following sequence:

www.kockw.com>[eBusiness](#)> Contractor PQs > PQ # 21/19

Applicants are advised to submit the applications at the earliest, preferably not later than 16th January 2022.. Detailed instructions on how to apply an online application is available in the: "invitation to Prequalify" part of the pre qualification documents. Kindly follow these instructions to simplify the online submission process. Note: All documents shall be in ".pdf" format only

For any further information, please contact the following email addresses: ASubaiei@kockw.com or MFernando@kockw.com

KUWAIT OIL COMPANY (K.S.C) Pre-Qualification for Deep Drilling & Rig Services

Kuwait Oil Company (K.S.C.) the " Company" is State owned company engaged in exploration, development and production of crude oil and natural gas resources from Kuwait's oilfields and export through its marine terminals. The Company intends to re-issue the Category of Work-43; " Deep Drilling & Rig Services", and invites contractors who have the interest to execute the following services for Kuwait Oil Company (KOC) to participate in this pre-qualification exercise:

Application Fees: 100/-KD or 350 USD (Non refundable)

Preferable submission date: January 16th 2022

How to Apply: By Online Only (Hard copy Submissions shall NOT be considered)

Interested applicants who wish to be considered for inclusion in KOC's approved list of contractors for the above subject category are requested to download the pre-qualification document's available in KOC's website using the following sequence:www.kockw.com> [eBusiness](#)> Contractor PQs > PQ # 21/18. Detailed instructions on how to apply an online application is available in the invitation to Prequalify part of the pre qualification documents. Kindly follow these instructions to simplify the online submission process. Note: All documents shall be in ".pdf" format only. For any further information, please contact the following email addresses: ASubaiei@kockw.com; MFernando@kockw.com

KUWAIT OIL COMPANY (K.S.C) Pre-Qualification for "INSPECTION OF MOBILE EQUIPMENT

The Canadian Trade Commissioner Service in Kuwait shared the following information: Kuwait Oil Company (K.S.C.) intends to re-issue the Category of Work - 64: "INSPECTION OF MOBILE EQUIPMENT" and invites contractors who have the interest to execute the following services for Kuwait Oil Company (KOC) to participate in this pre-qualification exercise:

Application Fees: 100/-KD or \$350/- USD- (Non –Refundable)

Refundable Submission Date: December 28th 2021

How to Apply: BY ONLINE ONLY (Hard Copy Submissions shall Not be considered)

Interested applicants who wish to be considered for inclusion in KOC's approved list of contractors for the above subject category are requested to download the pre-qualification documents available in KOC's website using the following sequence: www.kockw.com>eBusiness Contractor PQs > PQ # 21/06.

Applicants are advised to submit the applications at the earliest, preferably date 28th December 2021.

Detailed instructions on how to apply online. Application is available in the "Invitation to Prequalify" part of the pre-qualification documents. Kindly follow these instructions to simplify the online submission process.

Note: All documents shall be in "pdf" format only

For any further information, please contact the following email addresses: Senior Eng. Mansour Johar

Abdullah, E-mail address: manabdullah@kockw.com, or Eng. Shekha AlBeaian, E-mail address:

SBeaian@kockw.com

INTERNATIONAL R&D COLLABORATION

Canada-Germany 3+2 Collaborative call for proposals on low-carbon hydrogen technologies

Working together, the governments of Canada and Germany aim to foster and support collaborative industrial research and development (R&D) projects with a high potential for commercialization. This call for proposals is open to organizations from Canada and Germany who wish to form project consortia to perform collaborative projects focussed on developing innovative materials, processes, technology, processes, or products for large-scale, low-carbon hydrogen technologies within their energy systems. Projects must be focussed on the development of pre-commercial technologies that address an identified need in the area of **large-scale, low-carbon hydrogen technologies within the Canadian and German energy systems**. Preference will be given to technologies which generate hydrogen from renewable sources.

Canadian Registration Deadline: Dec 3, 2021

Canadian Expression of Interest Deadline: Dec 10, 2021

International Consortium Project Proposal deadline: March 21, 2022

For detailed information: <https://nrc.canada.ca/en/irap/about/international/?action=view&id=96>

FUNDING

CanExport SME reopened application

CaExport SME, a funding program by Global Affairs Canada, which was paused in mid-June, has reopened application. The program is now accepting **new applications for a limited period from October 12, 2021, 09:00 AM EDT to October 29, 2021, 05:00 PM EDT. The program is accepting applications for projects starting in this fiscal year only (2021-2022)**. Please note that CanExport SMEs is very competitive and the budget is limited. Only a limited number of projects will be approved. The program will begin accepting new applications in January 2022 for projects starting after April 1, 2022.

NEW TERMS AND CONDITIONS: CanExport SMEs has changed its cost-sharing formula to 50:50. The program now funds up to 50% of eligible costs for \$10,000 to \$50,000 in funding per project. The applicant is responsible for the remaining 50% of eligible project costs (in-kind contributions are not permitted). For detailed information: <https://www.tradecommissioner.gc.ca/funding-financement/canexport/sme-pme/index.aspx?lang=eng>

CHALLENGES & COMPETITIONS & ACCELERATOR PROGRAMS

Equinor & Techstars Energy Accelerator- open application

The program seeks & supports startups working across the energy transition within the critical areas of Energy Production, a Net-Zero-Future, Digital & Operational Enablers and Disruptors.

The 2022 program will start March 21, 2022 in a hybrid format and end with a demo day June 16, 2022.

Deadline to apply: December 1, 2021

For detailed information and to apply: <https://www.techstars.com/accelerators/equinor-energy>

Trade Accelerator Program Women-Led companies Recruitment for Fall Cohort, Calgary

Calgary Economic Development recruits for another cohort of its Trade Accelerator Program with a focus on women-led enterprises. The Trade Accelerator Program helps companies with customized, face-to-face coaching and advice to navigate the complex global trade ecosystem. It also provided companies with access to a network of experts and thought leaders, allows them to get familiar with international best practices and

helps them to develop and set up an export plan. For more information and to apply:
<https://calgaryeconomicdevelopment.com/ready-to-export/trade-accelerator-program/trade-accelerator-program>

Deadline to apply: October 25, 2021

Trade Accelerator Program (TAP) Recruitment for Cohorts in Edmonton/Northern Alberta for Fall/Winter 2021-2022

The Trade Accelerator Program (TAP) is an innovative 6-week initiative designed to accelerate the strategic development of your business and prepare you for an expansion into international markets. Designed to help small to medium-sized enterprises reach their global potential, TAP connects you with industry experts who help you develop and execute a personalized export plan. As a TAP alumnus, you will become part of a network of more than and 1,000 companies across Canada who are at different stages of their export journey. Next sessions for Northern Alberta start November 2, 2021 and February 16, 2022. Additional information is available online at www.edmontonchamber.com/tap

If you have any questions about the above, please contact us for additional questions.

Best regards,
Svenja Chenikel
Trade Relations Unit, Alberta Ministry of Jobs, Economy and Innovation
Cell: 780-934-2750, Email: svenja.chenikel@gov.ab.ca