



UKRenewables

Growing UK capability for a global market



UK Renewables is a Government Service that uses trade promotion, in co-ordination with UK Trade & Investment, to facilitate the growth of a world-scale UK renewable energy industry, sufficient to support the achievement of the UK's 2020 renewable energy targets.

The Service raises the profile of the UK renewables industry internationally and leads business positioning initiatives into strategic markets. Companies are able to participate in our programmes of overseas missions and exhibitions. A bespoke introduction service helps UK companies to develop relationships with key overseas partners.

UK Renewables also encapsulates critical knowledge of the UK renewables supply chain and functions as an intelligent conduit for UK capability. Through the development of relationships with the world's OEMs and first tier suppliers, particularly for onshore and offshore wind power, the Service provides business opportunities for the thriving domestic market as well as a growing global industry.

The UK is rapidly becoming a magnet for renewable energy investment. This is driving the expanding renewables industry through trade, technology transfer and inward investment. Overseas companies can leverage the leading role

the Government is playing in adopting renewable energy technology. By engaging with the Service, international companies benefit from the excellence in the UK supply chain and opportunities to invest in their own capacity within the UK.

The UK Renewables offering includes the following services:

- opportunities to participate in inward and outward trade missions, delegations and exhibitions
- access to key information and contacts through an enquiry and signposting service
- assisted entry to domestic and international markets and engagement with key players through a mentored introduction service
- an integrated web service

UK Renewables is a Service of the Department for Business, Enterprise and Regulatory Reform (BERR).

BERR
Department for Business
Enterprise & Regulatory Reform

The UK perspective

The UK, in line with other EU countries, has committed to contribute to meeting the EU target of at least 20% of energy from renewable sources by 2020. This, along with its own targets of 10% electricity from renewable sources by 2010, has led the UK to develop a diverse range of sustainable energy resources. Market growth is largely driven by the Renewables Obligation, a legal requirement for electricity suppliers to meet an increasing proportion of their power sales from renewable sources.

The UK is a world leader in the development of new and renewable energy and energy efficient systems. UK companies have exceptional project development and management skills which are readily transferable to the rapidly expanding renewable markets worldwide. Innovation will be the key for continued expansion, leading to new solutions and lower costs for technologies such as offshore wind.

Some 35 GW of new renewable energy capacity, involving an investment of some £100 billion, is needed by 2020. Much of this will be in onshore and offshore wind, which are the most developed technologies for the available resources. The recently announced third round of offshore wind development will deliver up to 25 GW alone.

Government and industry analyses of structural hurdles has resulted in a range of regulatory and financial moves to clear the way for large-scale deployment of renewables, and particularly wind energy. Industry internationally has recognised major opportunities in the UK at all stages of the supply chain, construction and operation. UK Renewables, with UK Trade & Investment, is working with UK and overseas companies to achieve the best outcome from market entry.

Key personnel



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BERR's UK Renewables uses trade promotion in coordination with UK Trade & Investment to facilitate international trade in renewables goods and services. It aims to raise the international profile of the UK renewable energy industry and to help individual organisations to develop their export potential. It also promotes the UK as a location of choice for overseas investors and buyers.

The UK is home to a dynamic renewable energy industry experienced in delivering technologies and cost-effective projects in a competitive environment. By raising the profile of these capabilities and providing a responsive support service, UK Renewables helps to position the UK renewables industry to respond to global business opportunities.

UK Renewables works to the needs and goals of those involved in solutions and services for all forms of renewable energy. By drawing on its extensive business development experience, and UK Trade & Investment's worldwide networks, the team can materially assist UK companies to gain access to new customers, partners, projects and markets.

The service is delivered by Head of Trade Promotion John Buckley with a support team at Pera. It combines high level overseas promotion with focused sectoral support, tailored assistance for individual organisations and timely industry intelligence. With 30 years' experience in the international energy industry and a decade dedicated to supporting the UK renewable energy industry, John is well placed to link UK companies with new customers, partners, projects and markets.

Key personnel



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As part of UK Renewables, BERR's Renewable Energy Supply Chain Development Service provides an intelligent conduit between UK businesses and the global renewables sector, with a special focus on the wind energy industry. It works with players right across the sector to understand their supply and innovation needs, and match them with relevant UK companies.

Due to the progress of the service and the growing need to develop the UK's capability to meet 2020 renewable energy targets, a new three-year programme has been agreed. Initially, the focus will continue to be the wind sector, with the inclusion of the marine (wave and tidal) sector in line with the expected fuel mix of the UK's 2020 renewables portfolio.

Examples of initiatives the service is involved in are:

- working with a major wind turbine manufacturer which is seeking a new blade bearing supplier
- developing a composites training programme for a major worldwide supplier to the wind sector using UK capability
- helping a number of wind companies to benefit from UK academic excellence by helping them to meet their research needs

- working with offshore wind players and UK ports to draw in supply chain investment to help deliver UK offshore wind
- assisting a number of UK companies to expand their renewables markets by providing market contacts and sector-specific coaching
- helping UK Regional Development Agencies identify how they can stimulate and promote renewables supply and innovation activities in their regions

The Supply Chain Development Service is led by Bruce Valpy, who has more than 20 years of experience in the wind industry, having held significant R&D positions within Vestas, NEG Micon and the UK's Wind Energy Group, including steering the design of large offshore-ready turbines.

Bruce remains hands-on in the industry, providing technical expertise regarding conceptual design, testing, field experience and practicalities for a wide range of turbine and components for the wind and ocean current sectors. His experience enables him to provide strategic business development assistance to a range of new entrants to the wind industry. He also acts on British Wind Energy Association working groups on offshore wind delivery, skills and R&D.

Further information

BERR UK Renewables

www.ukrenewables.com
www.berr.gov.uk/

Future events

www.ukrenewables.com/opportunities

Market research

For free research on selected markets please see:
www.ukrenewables.com/market.htm

Learn more about our activities and events

To find out more information about our activities in global markets, and how you can access opportunities and support in these markets, please visit: www.ukrenewables.com/ouractivities

Newsletter

The UK Renewables quarterly electronic newsletter contains the latest information about the service activities, information on company successes, business opportunities, case studies and information about the regions and how they can help support your business. To subscribe to the newsletter or for information about how you can feature in it, please email:
enquiries@ukrenewables.com

Contact

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Hotline: +44 (0)1664 565083

The UK Renewables website contains valuable information for UK companies in the renewable energy sector looking to export their goods and services overseas:

UK Company Database

The UK Company Database is a free online guide to services and solutions of the UK renewable energy industry. An invaluable resource for buyers and potential partners at home and abroad, the UK Company Database provides access to UK expertise of key renewable energy sources. The UK Company Database presents their technological and commercial expertise to the world, enabling buyers of goods and services as well as potential partners to identify synergies and opportunities.

You can apply to have your company added to the database or to search the database at:
www.ukrenewables.com/comdbase.htm

For more useful links please visit our website:
www.ukrenewables.com/industryresources

Key resources

UK Trade & Investment

www.ukti.gov.uk

Department of Business, Enterprise & Regulatory Reform

www.berr.gov.uk

UK Trade Associations

British Hydropower Association

www.british-hydro.org

British Photovoltaic Association

www.pv-uk.org.uk

British Wind Energy Association

www.bwea.com

The Combined Heat and Power Association

www.chpa.co.uk

Renewable Energy Association

www.r-e-a.net

Micropower Council

www.micropower.co.uk

Business Links

www.businesslink.gov.uk

Databases of UK company capabilities and statistics

www.ukrenewables.com/comdbase.htm

www.restats.org.uk

