



# Global Business Innovation Programme

## Clean Maritime

### Norway

**The Global Business Innovation Programme, organised by Innovate UK** and delivered by Innovate UK EDGE, consists of a preparation phase, a 5-day innovation visit focused on Clean Maritime, a post-visit exploitation workshop, and follow up support of approximately 12 months from an Innovate UK EDGE Innovation and Growth Specialist, helping your business maximise the opportunities identified, including developing innovation projects with partners in the territory. This initiative will be delivered in person.

Innovate UK is committed to ensuring that anyone, from any background, has an equal opportunity to be successful.

#### Focus Areas:

We would welcome applications from innovative companies involved in the following areas:

- Clean maritime vessel (any size or purpose) propulsion and auxiliary engines including battery, fuel cell, hybrid and internal combustion engines using low and zero carbon fuels (hydrogen, methanol ammonia)
- Clean maritime infrastructure including zero carbon fuel bunkering and charging infrastructure
- Green shipping corridors

#### Why Norway:

Norway is a global leader in maritime decarbonisation, both in government policy and in delivery. The country's ocean industry accounts for 70% of its export earnings. The Norwegian Shipowners' Association have set ambitious Greenhouse gas emissions targets, including cutting greenhouse gas emissions by 50% by 2030 and only ordering ships capable of running with zero net emissions from 2030.

Norway therefore has several key projects and solutions for clean

maritime already deployed, with a very active ecosystem of businesses, customers, and innovators. Norway has recently built the world's first liquid hydrogen powered ferry and additional innovative clean vessel designs are gaining approval from classification societies. The country is also leading in electric vessel propulsion, recently launching the world's largest electric ferry. To enable these innovative vessels, Norway is also leading the development of port and offshore bunkering and charging infrastructure.

Norway is also a signatory to the Green Shipping Corridors declaration at COP26, alongside the UK. There is great opportunity available for UK-Norway collaboration to develop the vessels and infrastructure required to enable these Green Shipping Corridors.

#### Benefits:

- Explore Clean Maritime opportunities in Norway
- A better understanding of the challenges and opportunities of doing business in Norway
- Find potential innovation collaborators and partners and develop your network in the UK and globally
- Improve your company value proposition to international partners and investors

#### KEY DATES:

Applicant Briefing:

19<sup>th</sup> January 2023

Applications Close:

19<sup>th</sup> February 2023

Pre-visit Workshop:

4<sup>th</sup> April 2023

Innovation Visit:

5<sup>th</sup> – 9<sup>th</sup> June 2023

Post-visit Workshop:

4<sup>th</sup> October 2023

## WHAT TO EXPECT:

The Global Business Innovation Programme is structured around three main phases and each business will have a designated Innovate UK EDGE Innovation and Growth Specialist to support them for the duration of the offering, including developing an action plan to capitalise on the opportunities identified. The three main phases of the Global Business Innovation Programme are: -

- **Getting ready for the market:** Pre-activity briefing workshop to build knowledge and understanding of the market and potential opportunities, including how to do business, cultural aspects, how to protect your IP and training on how to improve your pitch and articulate your value proposition. (1 day workshop)
- **Market activities:** Explore the innovation opportunities first-hand through meeting with key companies and research organisations and potential collaborators and partners through pre-arranged meetings and organised matchmaking (5 days of market related activity). This visit will also include attendance at [Nor-Shipping 2023](#).
- **Exploiting the opportunity:** An exploitation workshop and one-to-one support from an Innovate UK EDGE Innovation and Growth Specialist to follow up and take advantage of the opportunities identified (1 day workshop and, as a guide, around 5 days working with an Innovate UK EDGE Innovation and Growth Specialist over a 12-month period).

## INNOVATION ACTIVITIES - EXAMPLE (subject to change):

Date	Activity
4 <sup>th</sup> June 2023	Depart the UK and arrive in Norway
5 <sup>th</sup> – 9 <sup>th</sup> June 2023	In-market programme with travel throughout Norway
9 <sup>th</sup> June 2023	Depart Norway to return to the UK

## TO APPLY FOR THIS PROGRAMME, YOU MUST:

Be a UK based innovation-led company with ambitions to grow and internationalise

Be a company with fewer than 500 employees

Be able to attend and complete all activities

## WHAT IS THE COST?

Innovate UK and Innovate UK EDGE will fund and organise travel, accommodation, and conference fees for successful applicants. Innovate UK will also pay for any reasonable adjustments throughout the initiative. Only one representative from each company will be funded. On acceptance, a **commitment fee of £500** will be obtained from each delegate, which will be **refunded on completion** of the full activities and agreed action plan. Non-completion after formal acceptance may result in forfeiting some or all the commitment fee.

## HOW TO APPLY:

The Global Business Innovation Programme has a competitive application process where only the best applications will be successful following an evaluation process. All applications must be made online through the Innovate UK EDGE website and received no later than midnight on **19<sup>th</sup> February 2023**.

Innovate UK recognises that the innovation sector is not as diverse as the UK demographic and is committed to improving the diversity of who we support. As such, we welcome applications from those under-represented groups across the sector.

## **ADDITIONAL INFORMATION & ASSISTANCE:**

**Please note:** Successful applicants will be expected to fully comply with any conditions of travel to Norway as well as any local regulations on face covering and social distancing. As such, you might be required to provide proof of vaccination, and/or a negative COVID-19 test ahead of travelling to Norway. You must have valid travel insurance covering any COVID-19 aspects.

The safety of our delegation is our top priority. There are no COVID-19 restrictions in Norway at present, but we are continuously monitoring the situation. We will take any mitigation measures needed and inform you as soon as possible. If COVID-19 conditions restrict our travel to the market, other arrangements may need to be considered for the in-market programme.

To fill in the online application form, please visit the [Innovate UK EDGE website here](#).

For more information, assistance with your application, or to discuss accessibility needs and any adjustments you require, please contact Innovate UK EDGE at [midlands@innovateukedge.ukri.org](mailto:midlands@innovateukedge.ukri.org)