



**ABERDEEN
INTERNATIONAL
ASSOCIATES**

CLIENTS

Government

AIA Consultants advise Governments at all levels on policy development, and run projects for their trade arms e.g. UK Department of International Trade, Scottish Development International, Atlantic Canada Opportunities Agency.

Development Funds

Projects are supported by IMF's and organisations such as the UK Prosperity Fund and Innovate UK.

Trade Associations

Delivery of market entry projects alongside organisations like Subsea UK, Marine Renewables Canada, Chambers of Commerce etc.

Individual Companies

AIA represent a range of companies in International markets to help them access commercial opportunities and develop partnerships/joint ventures.

Company Overview



AIA is a Business, Trade, and Economic Development Consultancy that also provides a range of event management services based upon business capture. With a head office in Aberdeen, UK, the company utilises a global network of associates, to assist clients achieve their goals on the International stage and create/develop cross border alliances.

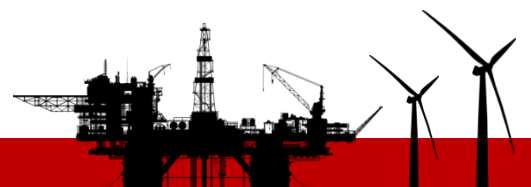
AIA has worked on projects for a wide range of clients across many industries but has a particular focus on the energy and technology sectors. The business was established in 2005 when AIA delivered their first contract for B2B matchmaking services and they have now grown into an organization that has worked on all six continents.

Over the last few years AIA's scope of services has expanded and their team of consultants spend much of their time working on projects to support the development of the energy industry in emerging markets.

- **Trade Missions and Matchmaking Services**
B2B, B2G, and G2G. AIA attend major events and also run market specific visits
- **International Development Projects**
Local Content, Supply Chain Development, Capacity Building, Infrastructure Projects
- **Business Development Services**
AIA work with companies to help them access new markets and diversify
- **Specialist Consulting**
e.g. Roadmap for development of Energy sector, Government Policy etc.

Aberdeen is recognized as a global leader in the energy industry and AIA is now sharing the 'Aberdeen Story' to enable these emerging markets to benefit from Aberdeen's journey, and indeed the history of other mature markets that the team cover e.g. Canada, Norway etc. Oil and Gas and Renewable Energy both have a significant role to play in the energy matrix and AIA work closely with key stakeholders in both industries.

The client base ranges from multinational companies to SME's across the supply chain spectrum as well as Trade Associations and International Development Funds. In addition, AIA has also provided solutions for local, regional, and national Governments and their trade related functions



KEY MARKETS

Latin America and Caribbean

Three current projects in Colombia as well as significant activity in the Guianas. AIA also has Associates in Brazil and Trinidad & Tobago.

Western Europe

Expansive network across the region. Energy sector activity is focused on the North Sea, and AIA has a partnership with Storvik & Co AS in Norway.

Canada

The business has worked on projects in and for 'Atlantic Canada' since 2005 and has a team of in-market associates.

Emerging Energy Markets

In addition to Latin America and the Caribbean, AIA has delivered projects in East Africa, SE Asia and recently signed an MOU in Ghana, West Africa. Currently identifying opportunities to engage with additional markets on Renewable Energy initiatives.

Renewable Energy



AIA has a large network across the UK and global Renewable Energy sector, with significant experience of matching technology companies to international projects and undertaking B2B projects centred on the supply chain and global events. Members of the team have worked across subsectors including Wave and Tidal, Onshore Wind, CSP, Electric Vehicles, Solutions for Smart Cities e.g. Hybrid Street Lighting.

The company has specific expertise in Offshore Wind (projects and supply chain) and AIA Chairman Gordon McIntosh is a former Director of the European Offshore Wind Deployment Centre - a test and demonstration facility as well as an active windfarm that installed the world's largest turbines.

Of specific interest to emerging markets would be AIA's in-depth knowledge of UK companies/projects that could demonstrate technology for off grid community power schemes e.g. wind, wave/tidal, run of river technology, small scale hydro and solar.

Hydrogen

AIA can provide consultancy services based on the adoption of Hydrogen and related technologies as part of a sustainable and fully integrated energy system.

Extensive experience and network of Hydrogen Industry Stakeholders in UK, as some of the team played a key role in establishing the City of Aberdeen as a 'Hydrogen Hub'.

Areas of expertise include:

- Green Hydrogen – production via renewable sources, storage and use
- Hydrogen for vehicle deployments e.g. bus fleet along with necessary infrastructure such as electrolyzers and fuelling stations
- Knowledge sharing and capacity building relating to policy development, supply chain, innovative hydrogen solutions, and wider development/adoption of regional hydrogen strategies

SECTORS

Oil and Gas
Renewable Energy
Ocean Technology
Food and Drink
Construction
Agriculture
Tourism

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