



Market
Research



Country
Intelligence



Company
Leads



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INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the energy industry from the global industry as a whole to the more specific sub-sectors.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European energy markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

AMA RESEARCH REPORTS (www.amaresearch.co.uk)

AMA Research are leading publishers of both off the shelf market reports & databases and also offer a range of bespoke market research services for the UK and Irish markets. To date they have over 100 reports and databases covering various aspects of the building, construction and home improvement products industry. Key sectors include: bathroom, building and DIY, PFI/construction services, heating and electrical, furniture, decor and gardening. The following is a sample of the reports available through the AMA Research database for the energy industry:

- Nuclear Energy Construction Programme - UK - 2008-2018
- Wind Power Construction Energy - UK 2008-2020
- Utilities Construction and Connections Market - UK 2008–2012
- Electricity Generating Set Market (Up to 750 kVA) - UK 2009-2013

BUSINESS INSIGHTS (www.globalbusinessinsights.com)

Business Insights publish a range of strategic management, market analysis reports focusing on consumer goods, energy, finance, healthcare and technology. The following is a sample of the reports available through the Business Insights database for the energy industry:

- Green Energy in the Nordic Region - 2010
- Top Frontier Oil Countries - 2010
- Carbon Management in Emerging Economies - 2010
- Strategic Issues in Global Energy Security - 2010
- Distributed Generation Markets in Europe - 2010
- The Asia Pacific Electricity Market Outlook - 2010
- The Asia Pacific Gas Market Outlook - 2010
- The Top 10 Asia-Pacific Gas and Oil Companies - 2010
- Green Energy in Emerging Economies - 2010
- The Future of Marine Technologies - 2010
- The Eastern European Electricity Market Outlook 2009 - 2009
- The Western European Electricity Market Outlook 2009 - 2009
- Green Energy in Germany - 2010

BUSINESS MONITOR (www.businessmonitor.com)

Business Monitor provides Industry trend analysis and forecasts, and competitive intelligence on leading companies, covering 16 industries worldwide. The Business Information Centre has access to all this information for the Asian and Middle East markets. The following is a sample of the reports available through the Business Monitor database for the financial energy industry:

- China Power Report – Quarterly Report - 2010
- India Power Report – Quarterly Report - 2010
- Indonesia Power Report – Quarterly Report - 2010
- Iran Power Report – Quarterly Report - 2010
- Kuwait Power Report – Quarterly Report - 2010
- Malaysia Power Report – Quarterly Report –2010
- Saudi Arabia Power Report – Quarterly Report - 2010
- Qatar Power Report – Quarterly Report - 2010
- Vietnam Power Report – Quarterly Report - 2010
- Australia Power Report – Annual Report - 2009

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research, providing the full picture on a particular industry, issue or trend. The following is a sample of the reports available through the Datamonitor database for the energy industry:

Market Reports, Interactive Models & Databooks

- Gas and Power Fundamentals Outlook: Europe – 2010
- Marketing Green Energy in B2B Markets – Global - 2010
- The Future of the South Eastern Europe Natural Gas Market – 2010
- Position Paper: Ofgem's Proposals for UK Energy Policy – 2010
- Challenges and opportunities for energy utility companies post-Copenhagen – 2010
- European Wholesale Gas Market Development – 2010
- Australian green power market to 2011
- European Gas and Power Price Fundamentals: Q4 2009

The industry profiles below are available:

- Renewable Energy in South America – 2010
- Global Energy – 2010
- Coal in Spain – 2010 (various geographies available)
- Crude Oil in Japan – 2010 (various geographies available)
- Fuel Retailing in the United States – 2010 (various geographies available)
- Renewable Energy in Eastern Europe – 2010 (various geographies available)
- Electricity in Hungary – 2009 (various geographies available)
- Gas and Power Fundamentals Outlook: Italy – 2010 (various geographies available)
- Energy Market Landscape: Australia – Queensland – 2009 (various geographies available)

Frost & Sullivan (www.frost.com)

Frost & Sullivan provides access to over 4,000 market reports for a wide range of sectors globally. These market reports provide key information such as market size by volume and value, market sectors, market shares, distribution and market forecasts. The following is a sample of the reports available through Frost & Sullivan for the energy industry:

- Asia Pacific Smart Grid Market – 2010

- The Wind Changes Course in the North American Wind Energy Market – 2009
- EU Market for Refurbishment and Servicing Opportunities for Large Hydropower Plants (LHP) – 2009
- Renewable Energy Storage - European Market Analysis – 2009
- India Solar Photovoltaic Market – 2009
- Strategic Analysis of Oil and Gas Industry in North America – 2009
- North American Generator Set Markets – 2009
- North American Oil Production Markets – 2009
- The European Geothermal Energy Market – 2009
- Opportunities in Central and Eastern Europe in Water and Wastewater; Power Generation and Renewable Energy Market – 2009
- Opportunities in the Oil and Gas Industry in Russia and the Caspian Region – 2009
- Chinese Power Grid Market – 2009
- North American Oil and Gas Field Services Market – 2009

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. The following is a sample of the reports available through Keynote for the energy industry:

- Energy Industry – UK – 2010
- Renewable Energy – UK – 2009
- Electricity Industry – UK – 2009
- Gas Industry – UK – 2009
- European Renewable Energy Industry – 2008

MINTEL (www.oxygen.mintel.com)

Mintel market reports analyse market sizes and trends, market segmentation and consumer attitudes and purchasing habits, as well as assessing the future market. The following is a sample of the reports available through Mintel for the energy industry:

- Energy Costs (Industrial Report) - Ireland – 2010
- Electricity Supply and Distribution (Industrial Report) - UK – 2010
- Residential Energy Efficiency (Industrial Report) - UK – 2009
- Utility Capital Expenditure (Industrial Report) - UK - 2009
- Domestic Central Heating (Industrial Report) - UK - 2009
- Gas Supply and Distribution (Industrial Report) - UK - 2010

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports available through Plimsoll for the energy industry:

- Energy Conservation Consultants – 2010
- Energy Management Control Systems – 2010
- Energy Management Services – 2010
- Solar Energy Equipment Suppliers & Installers – 2010
- Wind Energy – 2010
- Power Generation Systems – 2010
- Coal – 2010
- Coal Mining – 2010
- Gas Suppliers – 2010
- Electricity Generation – 2010

SNAPDATA (www.snapdata.com)

Snapdata provide market research overviews for a wide range of markets, indicating statistics for market size, shares, distribution and forecasts. The following reports are available for the energy industry:

- Poland Crude Oil 2009 (various geographies available)
- Czech Republic Electricity 2009 (various geographies available)
- Russia Coal 2008 (various geographies available)
- Hong Kong Natural Gas 2009 (various geographies available)
- Taiwan Service Stations 2008 (various geographies available)
- Mexico Petroleum 2010 (various geographies available)

UK Trade and Investment (www.ukti.gov.uk)

UK Trade and Investment has extensive research contacts in every sector, in every country. They also publish research on their website. The following reports are a sample of what is available for the energy industry:

- Energy sector in Singapore – 2010
- Power sector in Saudi Arabia – 2010
- Oil & gas sector in Pakistan – 2010
- Power and water sector in Dubai and Northern Emirates – 2010

OTHER MARKET REPORTS

Hardcopy resources in the Information Centre:

- EU Energy and Transport in figures - DG for Energy and Transport - 2009

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the energy sector include:

- KPMG GLOBAL – <http://www.kpmg.com/Global/en/WhatWeDo/Industries/Pages/default.asp>
- DELOITTE GLOBAL - http://www.deloitte.com/dtt/section_home/0,1041,sid%253D1008,00.html
- ERNST & YOUNG – <http://www.ey.com/GL/en/Industries>
- ACCENTURE – http://www.accenture.com/Global/Research_and_Insights/default.htm
- PWC GLOBAL – <http://www.pwc.com/gx/en/industry-sectors/index.jhtml>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched for on an international, regional, national or local level through a variety of databases including Kompass and FAME.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further. The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates inc, Exxon Mobil Corporation, BP Plc and Kuwait Petroleum Corporation. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:

<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides details on statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the energy sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events & industry news. They also provide useful links to further information. The energy sector associations include:

IRELAND:

- The Association of Irish Energy Agencies - www.aiea.ie/home
- The Irish Bioenergy Association - www.irbea.org/

UK

- Association of Electricity Producers - www.aepuk.com/
- Association of Manufacturers of Power generating Systems - www.amps.org.uk/
- Energy Industry Council - www.the-eic.com/
- Energy Networks Association - <http://2010.energynetworks.org/>
- Energy Services and Technology Association - www.esta.org.uk/
- Industrial & Power Association - www.ipa-scotland.org.uk/
- The British Electrotechnical and Allied Manufacturers Association - www.beama.org.uk/
- The Combined Heat & Power Association - www.chpa.co.uk/
- UK World Energy Council - www.worldenergy.org/british_energy_association_wec_member_committee/default.asp

EUROPE

- European Biomass Industry Association - www.eubia.org/
- European Federation of Energy Traders - www.efet.org/
- European Photovoltaic Industry Association - www.epia.org/
- European Wind Energy Association - www.ewea.org/

- The European Heating Oil Association - www.eurofuel.eu/eng/welcome.asp
- Union of European Petroleum Independents - www.upei.org/

USA

- American Gas Association - www.aga.org/
- American Public Power Association - www.appanet.org/
- Association of Energy Engineers - www.aeecenter.org/i4a/pages/index.cfm?pageid=1
- Electric Storage Association - www.electricitystorage.org/
- United States Energy Association - www.usea.org/

INTERNATIONAL

- International Association of Oil and Gas Producers - www.ogp.org.uk/
- International Energy Association - www.iea.org/
- World Nuclear Association - www.world-nuclear.org/
- World Refining Association - www.wraconferences.com/2/index.php

Invest NI is not responsible for the content of external websites and inclusion in, or exclusion from, the above list does not imply recommendation, endorsement or otherwise of any company, product or service.

NEWS

Business Information Centre subscribes to a number of news databases which provides access to articles, news and trade sources.

A vast amount of current and retrospective news articles on the industry can also be obtained from Datamonitor and Mintel.

JOURNALS AVAILABLE IN THE INFORMATION CENTRE:

- Energy World

INTERNET

The internet holds an extensive range of information on energy and related industries. Useful sites include:

Ireland

- www.cer.ie/
The Commission for Energy Regulation – Oversees the liberalisation of Ireland's energy sector and has online market and distribution networks information.
- www.dcenr.gov.ie/Energy/
Department of Communications, Energy and Natural Resources – information on legislation and statistical studies.
- www.energyireland.ie/
Energy Ireland is Ireland's largest energy forum – has information about upcoming events and also publishes an annual yearbook.

UK

- www.carbontrust.co.uk/Pages/Default.aspx
The Carbon Trust – gives information on emerging technologies in the energy sector, and information regarding carbon reduction.
- www.energysavingtrust.org.uk/
The Energy Saving Trust – gives information on funding opportunities, case studies and legislation.
- www.fuelcellsuk.org/
Representative body for the UK fuel cell industry – Information on the industry, consultations, press release and events.
- www.energyinst.org/home
The Energy Institute – Consultant listings, courses and company database.

Europe

- www.easee-gas.org/home.aspx
Organisation set up to streamline gas trading across Europe – has a list of all its member companies.
- www.energy.eu/
Europe Energy Portal – Latest news, statistics and prices.
- www.ecn.nl/corp/
Energy Research Centre of the Netherlands – technical publications on various forms of energy production.

- www.gerg.eu/
The European gas Research Group – company listings and publications.

International

- www.eia.doe.gov/
US Energy Information Administration – Independent statistics & analysis.
- www.energy.gov/
US Department of Energy - Searchable database containing over 20,000 ongoing R&D projects in energy research, fossil energy, environmental management, energy efficiency, renewable energy etc.
- www.iea.org/
The International Energy Agency – Has world and regional market data and statistics by energy type.
- www.iaea.org/index.html
International Atomic Energy Agency – Has online publications and statistics relating to nuclear power.
- www.worldcoal.org/
World Coal Institute – Has online statistics for global and regional coal consumption along with industry case studies and workshop details.
- www.worldenergy.org/
World Energy Council – News, events and publications available online.

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SELLING TO THE PUBLIC SECTOR

Enterprise Europe (NI)'s Public Procurement Service (TED), offers the following services to subscribing businesses:

- Daily alerting service matching tender opportunities to tailored company profiles
- Advice and assistance on tendering procedures
- Information on UK and EU Public Procurement Regulations
- Assistance and advice on supplying to local government, education boards, the health sector and utility companies

- Information on where to access tender opportunities for below EC thresholds
- Advice on how to find public tenders on the internet.

In addition to the TED service, a number of resources for the Public Procurement market are available through Enterprise Europe (NI).

For more information, please find attached a link into the 'Tender Information' section on the Invest NI website:

http://www.enterpriseeuropeni.com/inx/services/tender_information.asp

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in the energy sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

Other sector guides related to the energy sector are:

- Renewable Energy

These sector guides along with others can be found on the Invest NI website:

<http://www.investni.com/index/publicationsa-z.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact **Kathy McConville**, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com.

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