

We work on the solutions of the future. Today.

11/9/16 | The future is here



# Agenda

- About the BKK Group
- The future?
- BKK in this future?
  - *Skills required*
  - *Opportunities*
- Concluding remarks



# Our roots are in western Norway

Production



Revenues



Infrastructure








Contracting services



Internet, TV and telecom



Linked to  
core activities



District heating



Metering of energy

Employees

1,181

incl. 52 apprentices

Grid customers

190,000

Road lighting

70,000

Hydropower plants

32

34 in 2016

Turnover NOK

3.9

billion

Telecom

70%

on of the largest  
businesses

Supercharger stations

27

14 on Danmarksplass

District heating buildings

925

Altibox customers

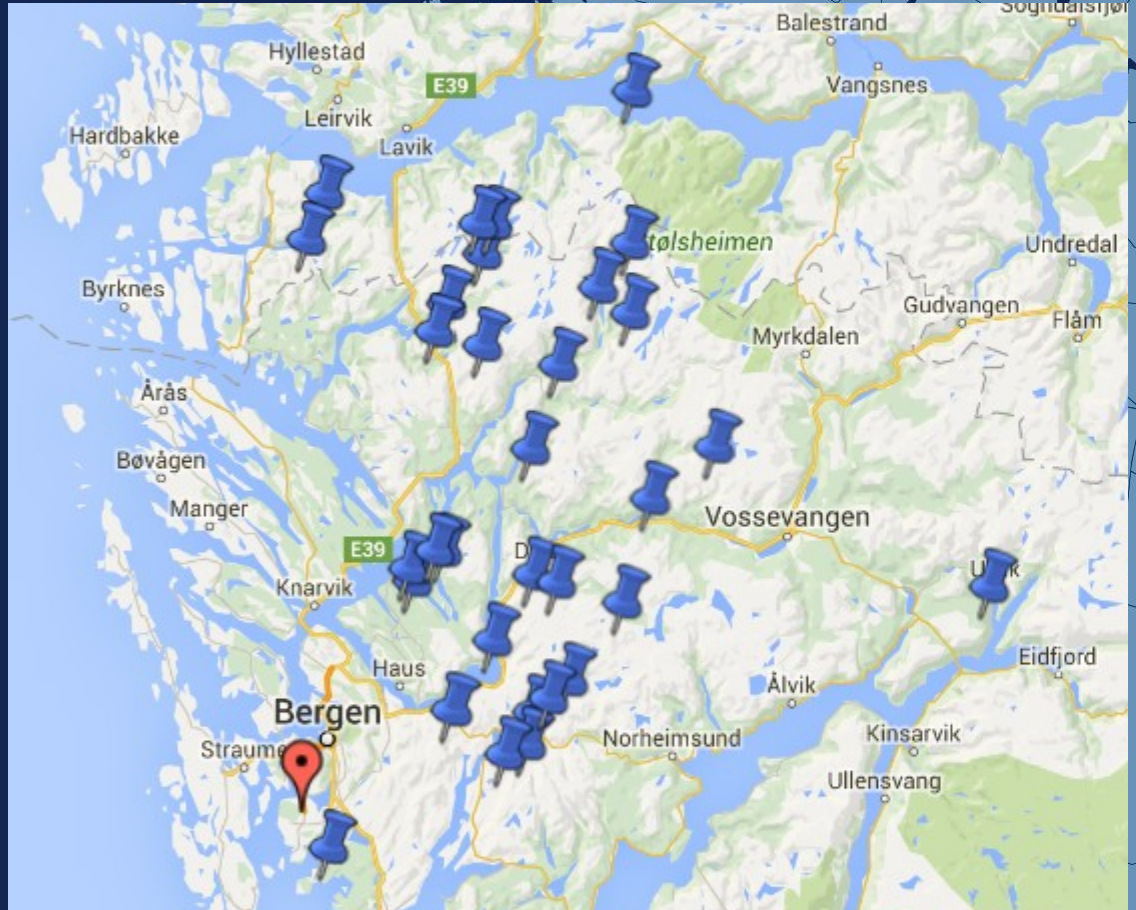
25,000

150 new every week



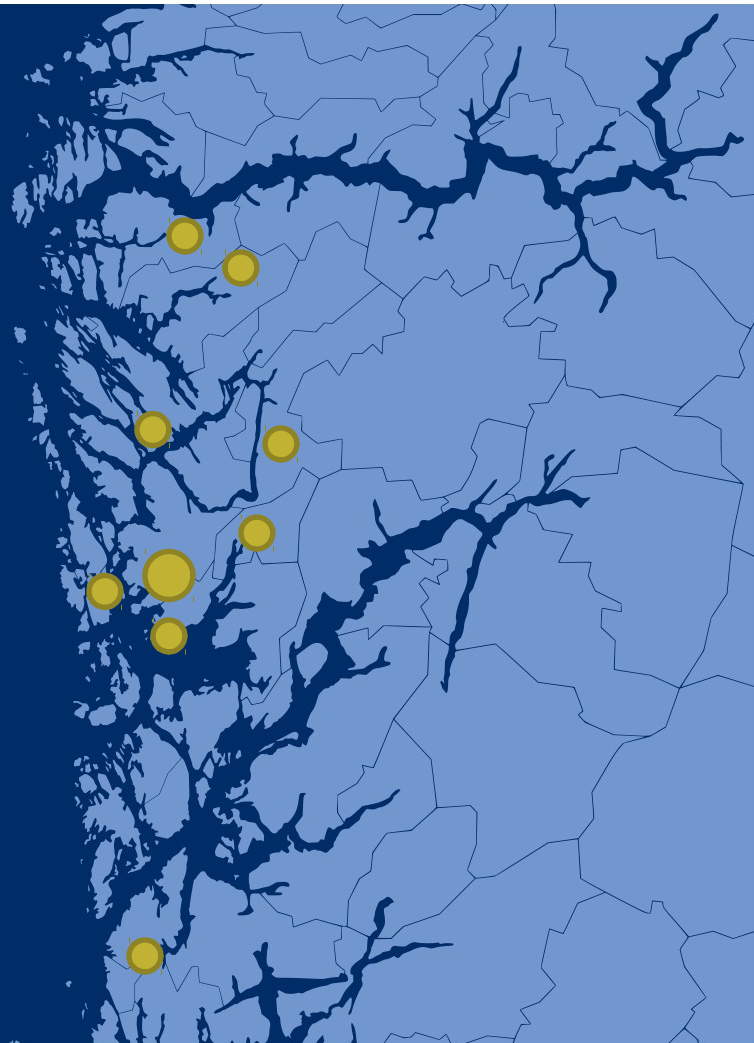


# Our power plants

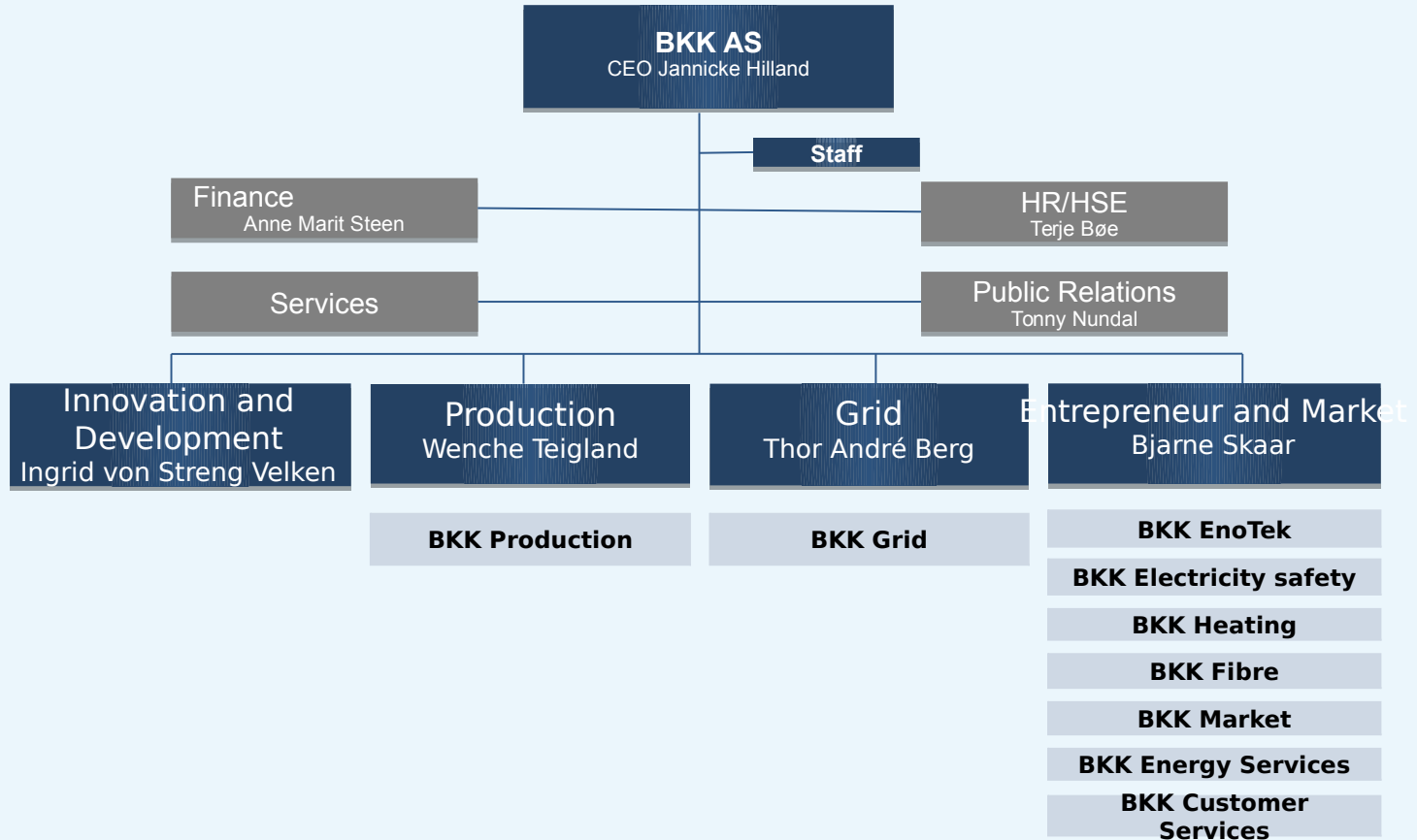


# We have a presence in western Norway

- Matre
- Steinsland
- Knarvik
- Dale
- Frøland
- Kokstad
- Solheim
- Dokken
- Sotra
- Os
- Haugesund



# The BKK Group





# Hydropower is a part of the solution - not only in western Norway



## Tafjord Kraft AS

43,12%

## Sogn og Fjordane Energi AS

38,54%

## Kjørnesfjorden Kraftverk AS

21,51%

## Sunnfjord Energi AS

37,45%

## Sognekraft AS

44,44%

## Fjordkraft AS

48,85%

## Sunnhordland Kraftlag AS

33,44%

## Agua Imara

35,10%



# Owned by 17 municipalities and Statkraft

Statkraft

**49.90%**

City of Bergen

**37.75%**

Other municipalities

**13.35%**



Askøy municipality	2.48%
Lindås municipality	1.95%
Fjell municipality	1.89%
Sund municipality	1.02%
Kvam municipality	0.90%
Meland municipality	0.76%
Radøy municipality	0.74%
Voss municipality	0.62%
Øygarden municipality	0.52%
Austrheim municipality	0.43%
Vaksdal municipality	0.37%
Gulen municipality	0.27%
Fedje municipality	0.12%
Høyanger municipality	0.12%
Masfjorden municipality	0.10%
Granvin municipality	0.05%



# Agenda

- The future?

# Verden rundt oss

- IEA hever fornybarprognosene betydelig i sin årlige Medium-Term Renewable Market Report
  - Vokser 13% mer mellom 2015 og 2021 enn i fjorårets utgave
  - Økningen skyldes kraftige kostnadsreduksjoner og sterk politisk støtte
    - Solkostnader faller 25 %
    - Vindkostnader faller 15 %

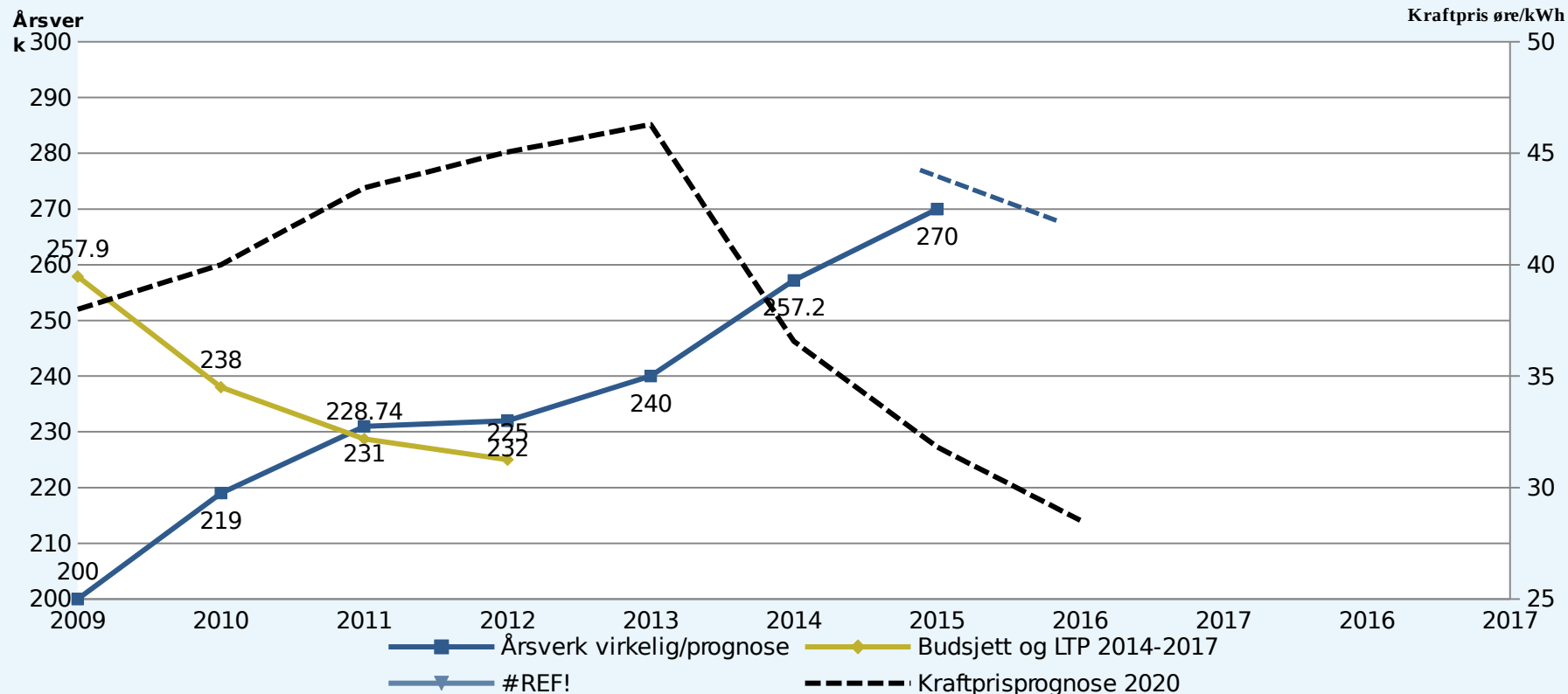


«Vi er vitne til en **transformasjon i globale kraftmarkeder** som ledes an av fornybar energi, mener IEA-direktør Fatih Birol»





# A change from growth to efficiency improvement and competitive position







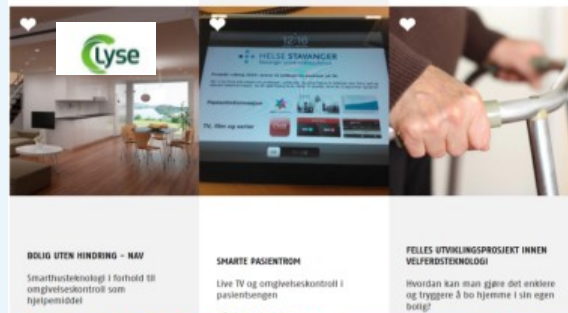
# The big global companies takes positions



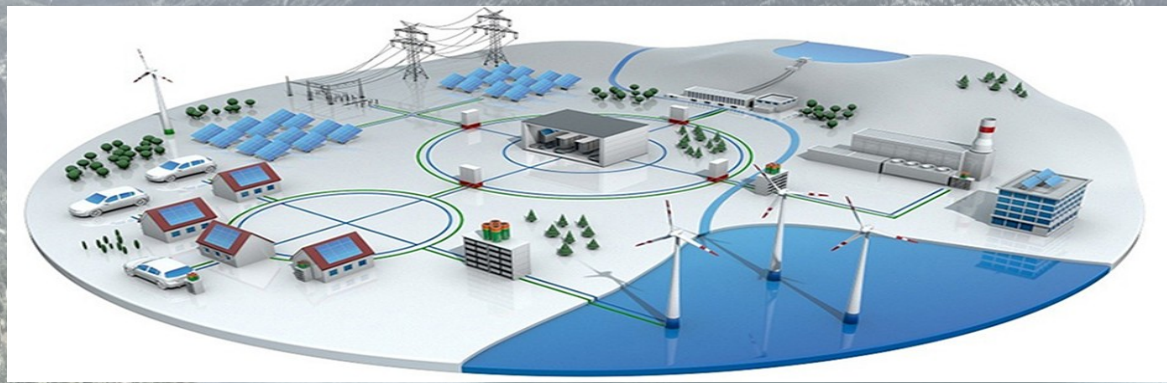
Energi, infrastruktur og  
kommunikasjon/  
transport smelter  
sammen



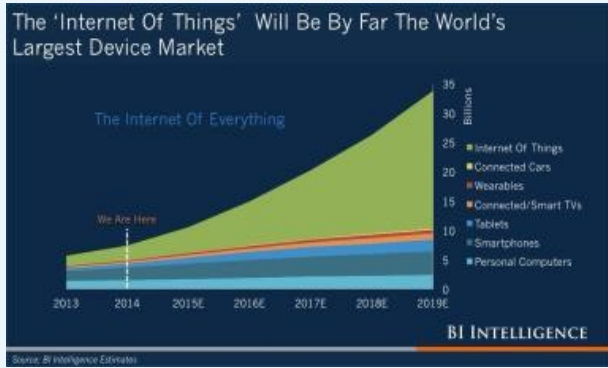
# Energy companies takes new positions





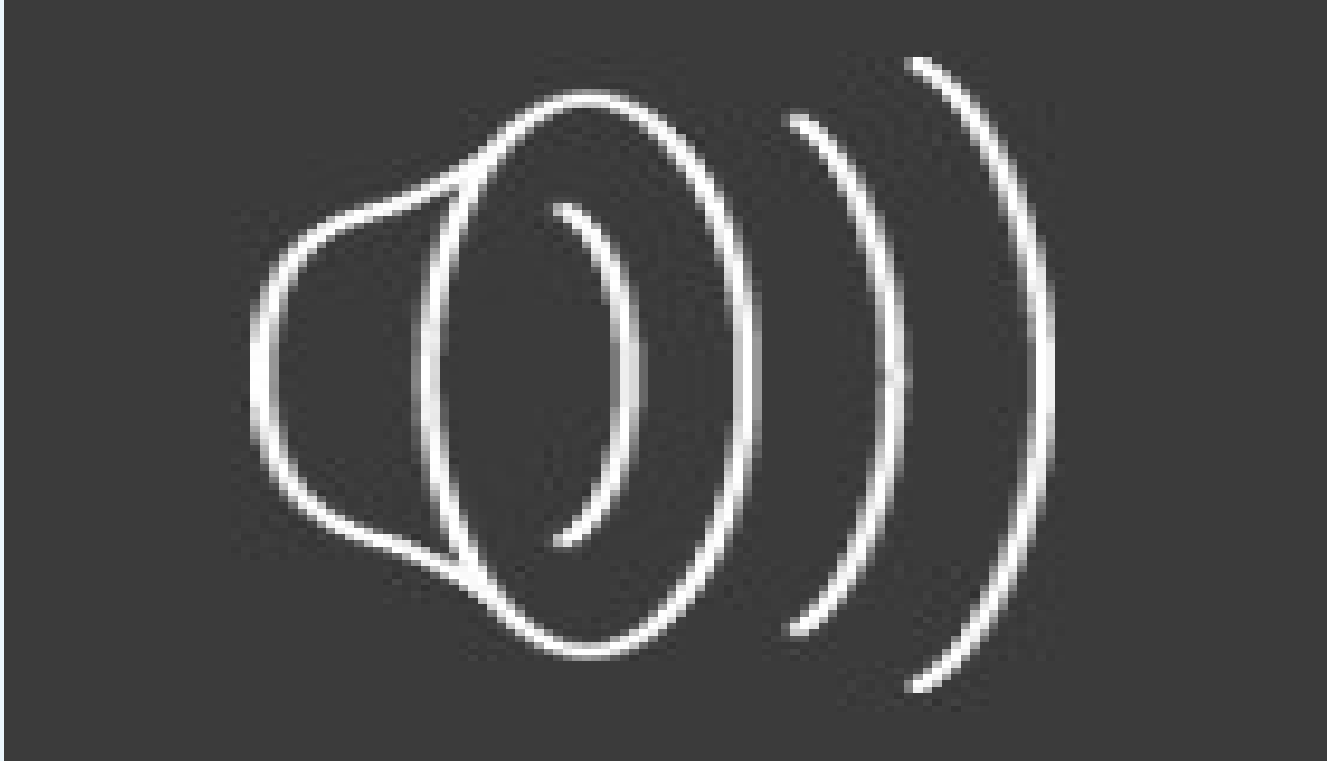


# Do what you do, do well...



IKT-strategier gjelder ikke lenger, nå handler det om datastrategier

The times they are a changing....and that's not news





# Agenda

- BKK in this future?

# Hydropower

– more than renewable

- Can be stored for prolonged periods
- Can be produced on demand
- Easy to adjust in line with consumption
- The magazines suppress flood peaks





Renewable  
Flexible  
Future-oriented

ENERGY





# Research and development strategy

1. Energy system change
  - De-centralised production, batteries, new technologies
2. Hydro power generation and environmental impact
  - Water Framework Directive, revision of concessions
3. Maintenance, build, operate
  - Big data, remote sensing, pre-detection
  - Cost effective methods
4. Climate change
  - Impact on future raw material

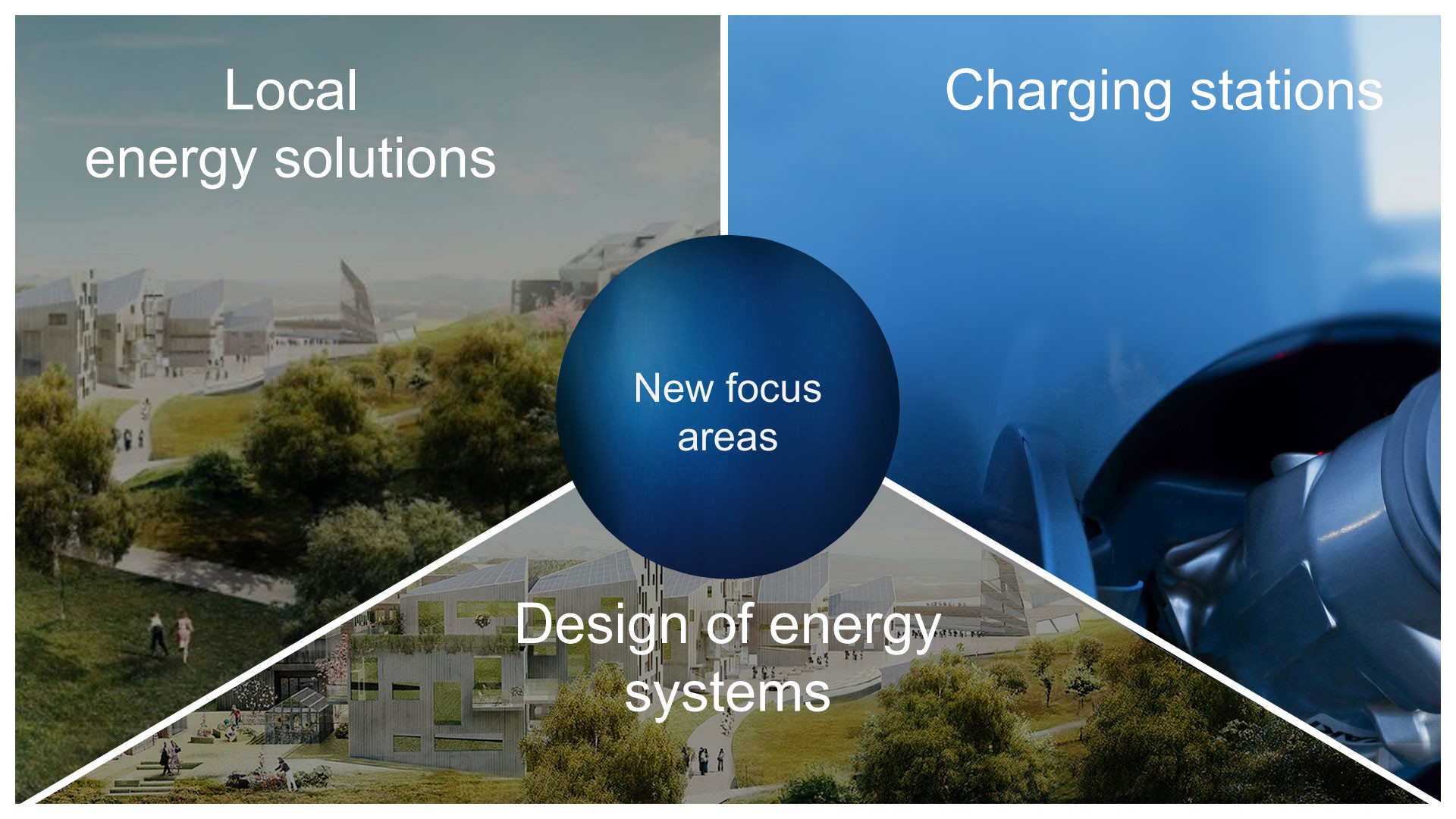


Local  
energy solutions

Charging stations

New focus  
areas

Design of energy  
systems





Our core competence  
Civil, Electronics and  
Mechanical Engineering

Our values  
Create value  
Socially responsible  
Assertive  
Reliable

If you choose to  
seek employment in  
BKK, you have  
made a choice for  
the future.



Gain valuable  
experience

Summer jobs  
Application opens in  
March 2017

Possibilities for  
projects and thesis



# Leisure time activities

- ✂ Cottages for rent
- ✂ Diverse sport clubs with 500 members
- ✂ Photo club
- ✂ Creative club
- ✂ Fishing club
- ✂ Outdoors Group
- ✂ Choir
- ✂ Social events all year round
- ✂ Private kindergarten



# Young in BKK

- » A social group for employees between 18 and 35 years.
- » The intention is to create a network between young employees in BKK, across the different companies.
- » Contributes to make BKK an attractive employer.



*Follow us on Snapchat*



# Agenda

- Concluding remarks



# Concluding remarks

- We are somewhere near the bottom,...or is something fundamentally changing now?
  - uncertainty
- Our product and services will be in demand in the future, but where will the money go?
- We need our old competence, but also new
- We have to keep our running shoes on (or rather our navigation skills intact)



Thank you for your attention!