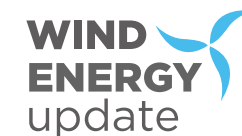


Key Growth Trends in Offshore Wind: Construction Focus 2014



The global Offshore Wind industry is one of the most exciting energy markets in the world with a rapidly growing capacity and an increasing number of countries outlining offshore wind strategies. Europe, the hub of offshore wind, still leads the way with an installed capacity of 3.6GW, and with industry experts predicting an increase to 8GW by 2016 the outlook for the market is positive.

Elsewhere in the world China (390MW) and Japan (41MW) are making significant efforts to bolster their capacity and the USA are putting substantial work into testing Offshore Wind in the hope of getting their market off the ground.

As with any rapidly growing industry, government regulations, cost reduction strategies and supply chain flux encourage the key stakeholders to update their processes and re-allocate budgets.

Created by Wind Energy Update, this data will provide insight into where contracts are being awarded and where the key stakeholders are looking to the supply chain for innovation.

The 6th Offshore Wind Series
Offshore Wind Procurement & Construction Summit

4-5 November, 2014 // Ramada Hotel Hamburg-Bergedorf // Hamburg

Key Growth Trends in Offshore Wind: Construction Focus 2014



In a recent Wind Energy Update survey Owners, Developers and Operators of offshore wind assets cited their most active departments over the next 12 months to be:

54% 

of companies cited **Construction**
as their biggest focus

39% 

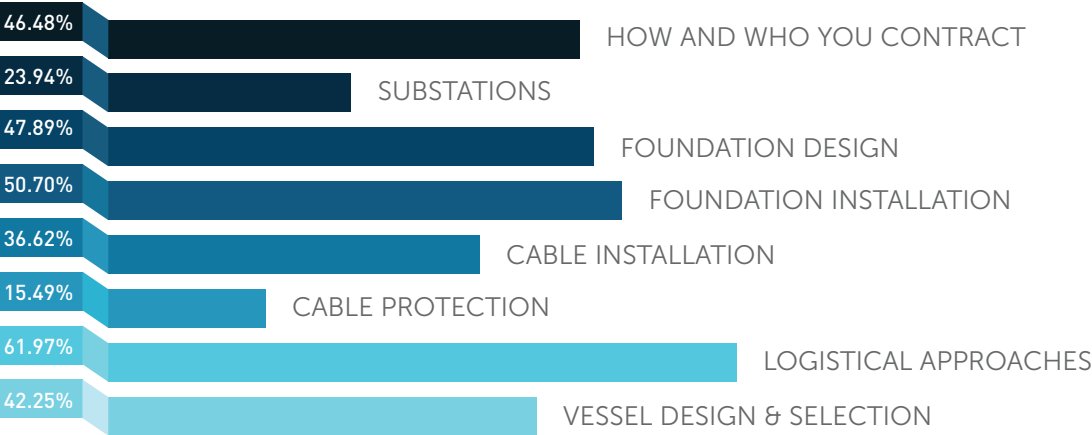
of companies selected **Procurement**
as their biggest focus

7% 

of companies selected **O&M**
as their biggest focus



The Offshore Wind industry highlighted the following areas of construction as the most critical for the next 5 years:



This information demonstrates that construction processes remain the most critical area of focus for Utilities, IPPs and Developers when planning an offshore wind farm, with the procurement phase demanding near equal attention.

Contract management within the procurement stage and logistics management within the construction stage were deemed the most important issues with owners and operators going on to cite, credit worthiness of suppliers and risk distribution during procurement as two key areas of concern.

These issues were described as the most common causes of delays and increased costs during the procurement and construction phases.

Offshore Wind – The Key Themes



162 senior level executives of the Utilities, Operators and Developers were asked which key areas within procurement concerned them. They selected the following three topics:



Allocation of **risk** throughout the supply chain



Multiple **contract management**



Bringing down the **cost of energy** through competitive pricing along the supply chain



When asked what they were most focused on, the Utilities, Operators and Developers selected three key areas of concern:

Cost reduction in **foundation installation**



Updated **financial models** as the industry progresses



How to successfully manage the **multiple contracts** that make up an offshore wind farm

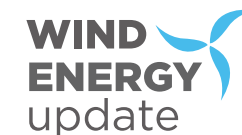


With balance sheet financing becoming a thing of the past, utilities, independent power producers and developers are having to look to new financial models for financing offshore wind. In doing so, the industry is expanding and involving new interested parties with varying levels of experience in working offshore. This is where multiple contract management and cost reduction in installation techniques become key, as many new investors need to be guided through the process of supporting an offshore project.

Visit the site for the full speaker line-up



The 6th Offshore Wind Series: Procurement & Construction Summit at a glance

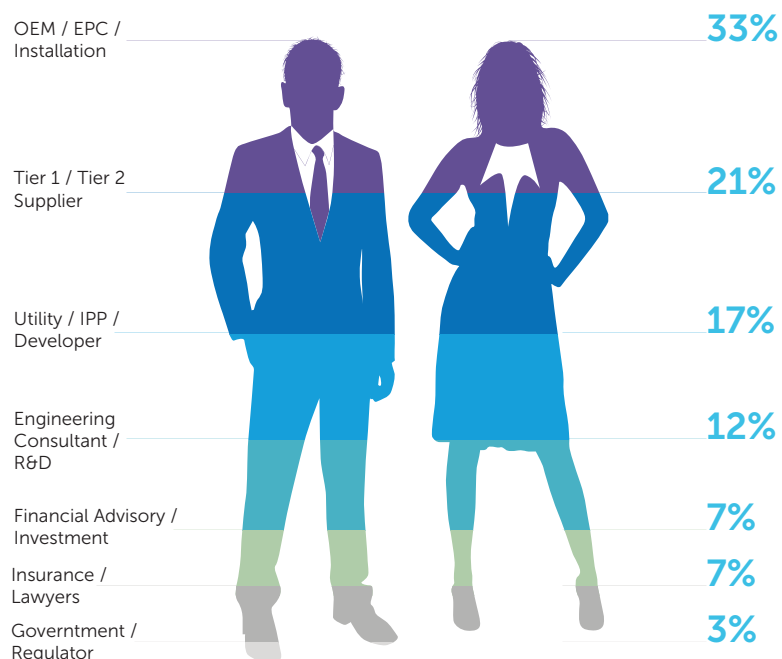


The data and opinions in this snapshot have been collected in conjunction with The 6th Offshore Wind Series: Procurement & Construction Summit, Hamburg, Germany, 4-5 November 2014.

In collaboration with the leading companies active in offshore wind, the summit will help you develop and manage optimised cost reduction strategies for the procurement, construction and connection of profitable offshore wind projects. Discuss the most interesting case studies from the last 12 months and work on enhanced business models with the leading utility and major contractor's C-Level and Project Directors to ensure your business plan is built for success.



A snapshot into who has been at the Offshore Wind Series events in the last 12 months



C-level wind executives confirmed to share their lessons learned and visions of the future



"Very well organised conference with a relevant selection of high calibre speakers covering topics that were generally of considerable interest."

Paul Stearns, Head of Construction, **ScottishPower Renewables**

Visit the site for the full speaker line-up

