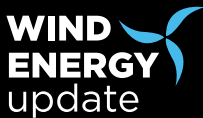


Researched & Organised by:



The 6th Offshore Wind: Procurement & Construction Summit

4-5 November, 2014 | Ramada Hotel Hamburg-Bergedorf | Hamburg, Germany



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"I am delighted to be speaking at the summit and am looking forward to what looks to be an exciting and informative discussion of the key focus areas for the industry."
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DEVELOP & MANAGE OPTIMISED COST REDUCTION STRATEGIES TO PROCURE, CONSTRUCT & CONNECT PROFITABLE OFFSHORE WIND PROJECTS

Back again for the 6th consecutive year, the 2014 Offshore Wind Procurement & Construction Summit boasts the most exciting speaker line-up yet, discussing the most coveted topics to date.

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HOTTEST INDUSTRY TOPICS AT THE 2014 OWPC SUMMIT:

- FINANCING OFFSHORE WIND:** Understand the latest financial models the leaders of offshore wind are investigating and how they could help you attract the right investors for your next project
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HAND-PICKED OFFSHORE THOUGHT-LEADERS

LEADING UTILITY/IPP PERSPECTIVES FROM:



SPEAKERS FROM ACROSS THE INDUSTRY:



GOLD SPONSORS:



BRONZE SPONSORS:



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INDUSTRY SELECTED, FOCUSED DISCUSSIONS ON PROCUREMENT & CONSTRUCTION FOR OPTIMISED COST REDUCTION STRATEGIES

With a total of **6,562MW of installed capacity** across Europe, some **224 new grid connected turbines** and another 310 turbines still to be connected in 2014 alone, Europe is well and truly the 'hub' of offshore wind (EWEA).

At the centre of this activity is the shifting strategy of leading utilities and IPPs active in this rapidly developing market. The 2008 financial crisis forced offshore wind developers and investors to re-visit their financial models, which has had a knock-on effect in the procurement and construction stages of their individual projects.

In May this year the largest offshore wind farm ever to use the project finance model reached financial close. The Gemini Project represented a landmark occasion for the offshore wind industry and represented the importance of multi-laterals and export credit agencies in providing a significant proportion of the project's funding (Typhoon Offshore).

Cost reduction is at the heart of every conversation in the procurement and construction departments across the offshore wind industry, with a huge desire to build projects that will attract the right investors and lenders. However, this increased focus on cost reduction has led to much of the supply chain struggling to cope with the risk they are allocated and this has inevitably forced many companies to reflect this in their pricing structure; often resulting in drawn out, costly negotiations to ensure the same quality of service, a suitable risk allocation and ability to deliver in the time frames needed.

Additionally, as the European offshore wind industry continues to grow the projects are moving further far-shore. This in itself brings a whole host of new question marks over new technologies, installation techniques of foundations, construction models that ensure projects are completed on time and within budget and weather day strategies following one of the worst winters Western-Europe has recently seen.

So, with approximately **4,900MW of wind farms under construction** during 2014 (EWEA), establishing streamlined approaches has never been so important. The Offshore Wind: Procurement & Construction Summit in Hamburg will tackle exactly these issues and bring you the latest case studies, updated strategies from the leading utilities and IPPs and insight into where these companies are looking to the supply chain for innovation.

SOME OF THE TOP-LEVEL OFFSHORE LEADERS DISCUSSING THE LATEST, CHALLENGES, INNOVATIONS AND BUSINESS MODELS

Michael Lewis,
COO Wind Power,
E.ON



Dimitris Kostopoulos,
Associate, Innovation,
The Carbon Trust



Fintan Whelan,
Co-Founder & Corporate
Finance Director,
Mainstream Renewable
Power



Kambiz Gindesgaard,
Head of Installation &
Logistics, Scottish Power
Renewables



Michael Dedieu,
Managing Director,
The Marguerite Fund



Carlos Martin Rivals,
Director – Floating
Offshore Wind,
EDP Renováveis



Thierry Aelens,
CCO,
RWE OLC GmbH



Raphael Görner,
Head of Marketing & Sales,
Grid Systems Germany,
ABB AG



Christoph Schulze
Wischeler, Head of
Offshore Technology &
Operations & Managing
Director of the legal entity,
TenneT Offshore GmbH



Wilfried Fischer,
GM Grid Extension,
50Hertz Transmission



Jérôme Guillet,
Managing Director, Green
Giraffe Energy Bankers



Karl Smith,
Offshore Director,
Green Investment Bank



Mortimer Menzel,
Co-Founder & Partner,
Augusta & Co



Ian Taylor,
Head of UK Operations,
Typhoon Offshore



Jan Klaassen,
Business Unit Manager,
GeoSea



Kirsten Bank Christensen,
Vice President for Group
HSEQ,
A2SEA



Summit features not to miss:

- **Financial, risk and contract focused panels** to help you understand how to structure your bid for business in this changing environment
- **The Co-Founder of Mainstream Renewable Power** takes you through aligning your investment, procurement and construction teams and the benefit this will have in attracting the right investors to your projects
- **The top wind farm operators confirmed to speak** providing you with insight into their future strategies and top tips on how to successfully procure and construct commercially successful projects
- **Exclusive construction case studies** revealing project challenges, how they were dealt with and the knock-on effect this had on project timelines helping you avoid the same issues and allowing the industry to take stock of major construction learnings
- **The CCO of RWE OLC discusses risk allocation** and how you can structure the contracts throughout your project ensuring you maintain a good working relationship with your supply chain, minimise negotiation periods and reduce costs spent on time consuming risk allocation sessions
- **DONG Energy & A2SEA tackle vessel issues** reviewing HSE and vessel capabilities as we move farshore allowing you to discuss your vessel strategy and whether it is right for your future projects

"Very good event to get valuable feedback from projects constructed to date and an understanding of the current main issues on offshore wind projects" **N.GERARD Construction Manager – EDF**

With the likes of **DONG Energy, E.ON, EDPR, Mainstream Renewable Power, A2SEA, GeoSea, Green Investment Bank** and **ABB** sharing their expert knowledge we can guarantee you will return to the office with new ideas of how to improve your procurement and construction strategy.

Reserve your place amongst the key industry decision makers and thought leaders today! **Book now to take maximum advantage of our early booking discounts** via our website: www.windenergyupdate.com/offshore-construction or the registration form enclosed in this brochure.

I look forward to meeting you in Hamburg this November!
 Best wishes,

Victoria Auckland Projects Director

✉ victoria@windenergyupdate.com | 📞 +44 (0) 207 375 7164

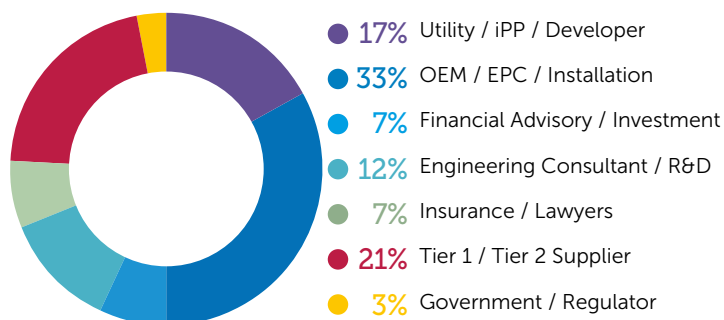
Who attended Hamburg 2013?

The Offshore Wind Series has attracted over a thousand senior level decision makers from across the industry. The level of speakers, focused choice of topics and un-paralleled networking sessions is what makes it the number one meeting place for the offshore wind industry. Delegates attending last year's summit include:

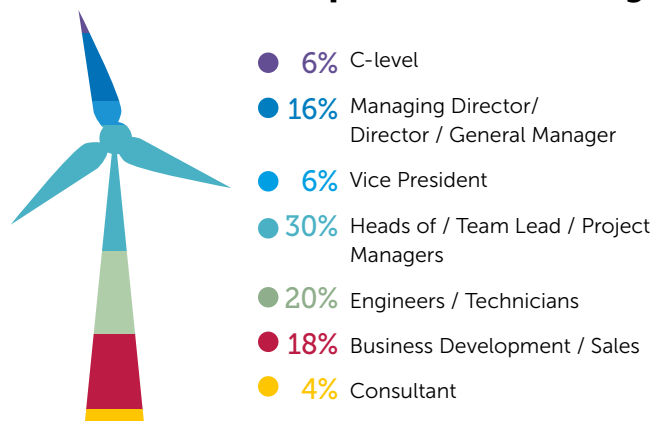


You'll meet the industry's leading procurement & construction experts

Meet every part of the offshore value chain for construction in one place



Meet with decision makers to build your business. Here is a sample of the 2013 delegates



But don't just take our word for it...

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

Paul Stearns, Head - Construction, Offshore Renewables, ScottishPower Renewables

Very enjoyable couple of days. excellent venue and great speakers / debates.

Ian Bryan, Development Manager, The Crown Estate

Very informative with decent networking opportunities

Adam Tucker, Sales Manager, Seabed Scour Control Systems Ltd

I thought the Conference was well organised with a breadth of speakers and topics...having two parallel sessions provided a choice of topics, where I felt there was no an overlap (which avoided a dilemma on which session to attend).

Stephen Ward, Head of Project Management, AREVA Wind

AGENDA: 4-5 NOVEMBER, 2014 | HAMBURG, GERMANY

World-exclusive case studies, workshops and interactive panel sessions

RISK, FINANCE & CONTRACT STRUCTURE

RISK DISTRIBUTION THROUGHOUT OFFSHORE WIND PROJECTS

- Discuss the logistics of appropriately spreading risk throughout your project's supply chain for a well-balanced project
- Understand the positive/negative affects risk distribution can have on your project to ensure an attractive offering for investors
- Hear risk reduction and distribution strategies that will help make your project viable whilst allowing for competitive pricing within your supply chain and overall CAPEX cost reductions

Thierry Aelens – CCO – RWE OLC

Jan Klaassen – Business Unit Manager – GeoSea

CASE STUDY:

ALIGNING INVESTMENT, PROCUREMENT AND CONSTRUCTION FROM A FINANCIAL STAND POINT

- Understand the importance of dealing with investor and lender requirements whilst working out if they are the right match for your project
- Hear real life examples on how to align your investment, procurement and construction teams to ensure confident project lenders
- Make sure your teams act in parallel to reduce extending timelines and bankability concerns, ensuring the project you put together is fully bankable and attracting investors

Fintan Whelan – Co-Founder and CFO – Mainstream Renewable Power

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Ian Bryan, Development Manager, The Crown Estate

CONTRACT STRUCTURE – REVIEWING THE ALLIANCE MODEL



- Review the alliance contract model for offshore wind farms and understand whether it is right for your projects moving forward
- Address the suitability of the alliance model using case studies from the oil and gas sector to increase the commercial benefit for both developer and contractor
- Get an updated perspective on risk distribution throughout offshore projects and understand how to avoid unnecessary delays whilst benefitting from a more collaborative approach

Nicholas Carlin – Senior Associate - Pinsent Masons

CASE STUDY:

HEAR FROM THE COMPANY THAT BROUGHT THE LANDMARK GEMINI PROJECT TO FINANCIAL CLOSE ON THEIR CHALLENGES AND LEARNINGS

- Hear learnings on bringing the largest ever project financed offshore wind farm to financial close
- Understand how to structure your permits depending on your finance model so you can bring your project to construction in a timely manner
- Learn risk mitigation strategy to ensure a bankable and attractive project as you approach financial close

Ian Taylor – Head of UK Operations – Typhoon Offshore

TOP TEN CRITICAL DEMANDS OF AN INVESTOR FOR OFFSHORE WIND

- Listen to the top demands of an active offshore wind financial advisor, giving you key takeaways for contract structure
- Understand what investors are looking for when it comes to due diligence and risk limitations so you can lay out your investment applications accordingly
- Hear how an investor looks at the evaluation of projects and comprehend where the real areas of concern are for the offshore wind investment community

Mortimer Menzel – Partner & Co-Founder – Augusta & Co

PANEL SESSION:

WHAT FINANCIAL RISKS ARE INVESTORS PREPARED TO TAKE

- Understand what risks banks and other non-strategic investors are willing to take as projects move away from full balance sheet financing
- What sort of finance model can be used moving forward that enables the union of non-strategic investors and utilities to increase Europe's offshore wind capacity

Michael Lewis – COO Offshore Wind - E.ON

Karl Smith – Director, Offshore Wind - Green Investment Bank

Michael Dedieu – Managing Director – The Marguerite Fund

FINANCING STRUCTURES AND HOW THEY WILL AFFECT THE SUPPLY CHAIN OF A PROJECT

- Understand how projects raising non recourse debt capital look at their contractual structure differently from projects funded on balance sheets
- Hear how your contractual proposals will be assessed and how you can improve them with projects using debt
- Learn how to improve your risk/reward balance with such clients while helping improve the chances of the project happening

Jérôme Guillet – Managing Director – Green Giraffe Energy Bankers

CONSTRUCTION MODELS

ROUND 3 OFFSHORE CONSTRUCTION MODELS

- Hear from one of the leading utilities on construction model optimization potential and the challenges these create
- Understand to what extent an optimised construction model can gain cost and time reductions for insight into how your project could maximise it's efficiency
- Discuss an assessment of vessel characteristics for the installation of offshore wind farms learning what utilities are looking for when it comes to this core area of the supply chain

Kambiz Gindesguard – Head Installation & Logistics – Scottish Power Renewables

For the full agenda, workshops and details on roundtable discussions please check the website:

www.windenergyupdate.com/offshore-construction

AGENDA: 4-5 NOVEMBER, 2014 | HAMBURG, GERMANY

World-exclusive case studies, workshops and interactive panel sessions

FIT FOR PURPOSE CONSTRUCTION CONTRACTS – UNDERSTANDING THE RISKS SURROUNDING INTERNATIONAL STANDARDS

INCE & CO

- Understand what contractors need to consider regarding the quality of work they are committing to so you can avoid unnecessary delays in the construction phase
- Debate when compliance with an agreed international standard is not good enough and hear examples from recent cases where this has been called into question
- Learn how parties can minimise the risk of dispute at the outset of a project to ensure a smoother relationship between contractor and supplier

Chris Kidd – *Partner, London Office* – Ince & Co

CASE STUDY:

ASSESSING THE IMPLICATIONS OF WORKING AREAS OF COMPLEX SOIL

- Hear lessons learned from one UK and one German project that faced challenges with complex soil
- Understand what special jacking procedures can be employed when working in difficult areas
- Discuss the importance of accurately assessing your ground risk and understand the cost and timeline implications not doing so could create

Jan Klaassen – *Business Unit Manager* – GeoSea

HEALTH & SAFETY

PANEL DISCUSSION

- Discuss what safe, fit for purpose vessels are available for the market and where improvements would help streamline this key element of an offshore wind project
- To what extent is the current fleet available now 'out of date' when it comes to load capacity and how can we address the inevitable up-scaling needed as offshore turbines continue to get bigger

Claus Christensen – *Director & Head, HSE* – DONG Energy

Kirsten Bank Christensen – *Vice President for Group HSEQ* – A2Sea

SAFETY ON SITE: MAN-OVER-BOARD RESCUES

DACON

- Hear learnings from Piper Alpha and the Oil & Gas sector and why requirements exist in other industries so you can apply their learnings to our industry
- Understand how the rules have been implemented in other sectors and what the impact has been on the industry practices
- What systems are available for Offshore Wind and how can they be implemented in a cost effective and efficient way

Daniel Olsson – *Sales Manager Rescue Equipment* – Dacon AS

FOUNDATIONS

INNOVATION IN FOUNDATION DESIGN

- Debate fixed vs. floating foundation designs with the pioneers of the industry for a better understanding of what is and will be available to future projects
- Understand how risk perception is affecting the foundation market and projects that are ready to embrace new technologies and installation techniques
- Hear project updates from across Europe covering multiple types of foundations for first-hand information on how the technologies are performing

Carlos Martin Rivals – *Director, Floating Offshore Wind* – EDP Renewables

Benjamin Foley – *General Manager of Renewables Group* – Keystone Engineering

Kristian A. Jacobsen – *Business Development Manager* – Universal Foundation



GRID CONNECTIONS

PANEL SESSION:

HVDC QUALITY, SUITABILITY AND AVAILABILITY

- With project developers ready to use HVDC what is the most appropriate solution model for wind farms moving forward
- Understand how far we are from providing a fully reliable HVDC connection to all projects and whether the classic or modern technology is most suitable
- Hear how the leaders in this technology are developing the most cost friendly approach

Christoph Schulze Wischler – *MD Offshore* – TenneT

Wilfried Fischer – *GM Grid Transmission* – 50Hertz

Raphael Görner – *Head of Marketing & Sales, Grid Systems Germany* – ABB AG

WEATHER DAYS

REDUCING WEATHER DAY RELATED COSTS

Endurance

- Understand to what extent can insuring against weather days bring down costs, reduce timeline headaches and ensure a smoother running project
- Hear from the leading insurance company examples from the industry that demonstrate the effect this tactic has on project costs

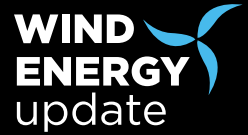
Ralph Renner – *Director* – Endurance Global Weather



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Showcase your technology and services to the industry's leading decision-makers



Opportunities to increase your business in 2015

Why our sponsors are investing in OWPC 2014:

"After a successful relationship throughout the 2013 summit we are delighted to be returning this year as Gold Sponsors of OWPC. This meeting is the ideal forum in which to share experiences - good and bad - to further develop contracting for offshore windfarms that is fit for purpose. We feel this event will be rewarding for anyone in the procurement or construction of offshore wind farms"

Chris Kidd, Partner – Head Of Shipbuilding
Offshore Construction and Renewables,
Ince & Co LLP



"The Offshore Procurement & Construction Summit is a unique opportunity to reach senior decision makers in order to discuss our services and network with key industry professionals."

Daniel Olsson
Sales Manager
Dacon AS



"We are looking forward to the WEU OWPC summit as a forum for sharing ideas and experiences on this important topic. We are currently advising in respect of the majority of offshore wind farms under development in the UK, and with our wider experience in global construction law firm, we look forward to contributing to the debate."

Melanie Grimmitt
Partner
Pinsent Masons



What our past sponsors have said

"Wind Energy Updates conferences allow us the perfect opportunity to further position ourselves as a market leader in the industry and offer great value to reaching out to industries senior level decision makers. We look forward to their next event."

Head of Marketing - Vestas

Sponsor of the Offshore Wind Energy in Europe Conference



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1 Think about your desired goals

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- Successful product launch
- Platform demonstrations
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- Brand visibility / recognition
- Private meetings with clients
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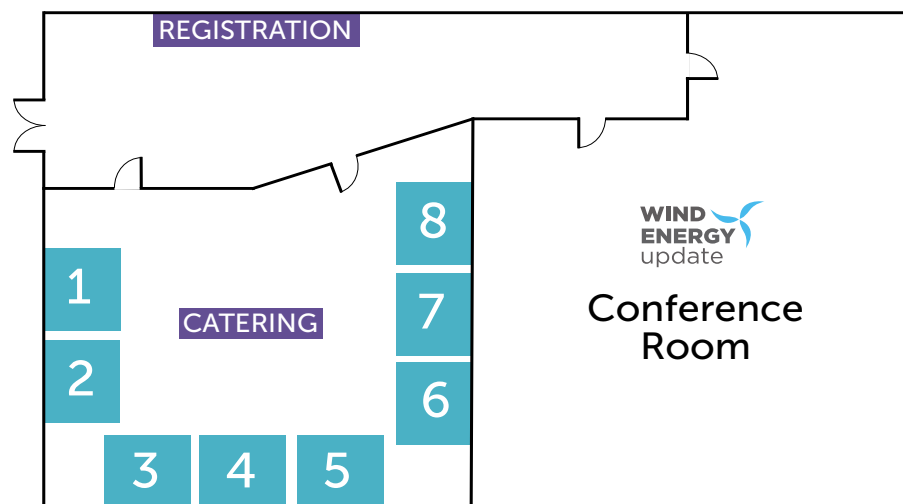
2 Work out your budget

- Speak with your marketing team and decide on your investment – make sure you assign the right budget to the right show!
- No matter what your budget total, we will work with you to build a package that achieves your aims and exceeds expectation

3 Call us to discuss your package!

- Spaces will sell out fast so make sure to call today to secure your spot before you miss the chance.

CALL NOW +44 (0) 207 422 4384 or email erica@windenergyupdate.com

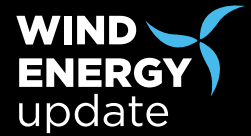


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Full two day access to The 6th Offshore Wind Series: Procurement & Construction Summit	✓	✓	
Access to all sessions, rooms and workshops taking place	✓	✓	
Access to all networking events and lunches including networking drinks	✓	✓	
Access to online meeting planner, available 3 weeks in advance of the event	✓	✓	
All post event materials including audio and slide presentations	✓	✓	
Access to two day summit only	✓	✓	✓
Plus The Offshore Wind Foundations Report (worth €3095 (€2350) - equivalent saving of €1595)	✓		
Super-early bird - expires 15 August 2014	€2550 <input type="checkbox"/>	€1,295 <input type="checkbox"/>	€1,095 <input type="checkbox"/>
Early bird - expires 12 September 2014	€2650 <input type="checkbox"/>	€1,395 <input type="checkbox"/>	€1,195 <input type="checkbox"/>
Last chance - expires 10 October 2014	€2,750 <input type="checkbox"/>	€1,495 <input type="checkbox"/>	€1,295 <input type="checkbox"/>
Full price	€2,850 <input type="checkbox"/>	€1,595 <input type="checkbox"/>	€1,395 <input type="checkbox"/>

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TERMS & CONDITIONS Places are transferable without any charge. Notice must be given in writing to info@windenergyupdate.com at least 7 days prior to the event start date to ensure that transferred places are valid. Cancellations before 4 October 2014 incur an administrative charge of 25%. If you cancel your registration on or after 4 October 2014 we will be obliged to charge you the full fee. Please note - you must notify FC Business Intelligence (holding company of Wind Energy Update) in writing, of a cancellation, or we will be obliged to charge you the full fee. The organizers reserve the right to make changes to the programme without notice. FC Business Intelligence takes every care to ensure that prices quoted are correct at time of publishing however, bookings will only be accepted if there is no material error in the price advertised on the website.
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