

Floating Wind Solutions

Going commercial ... and the importance of return of experience

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BW *ideol*

Organized by



Quest Offshore



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Agenda

- Let's not kid ourselves, we're **going big** and it's **happening now!**
- What does **full-scale return on experience** bring to the table?
- Possible impact on **business-models?**

BW Ideol?

Over 10 years of international experience

A **fully integrated team** of 60+ specialist engineers representing 8 nationalities

A **global player** with offices on 3 continents

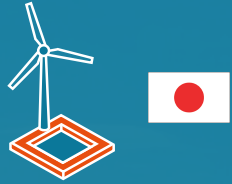
A **listed company** on the Oslo Stock Exchange



Numerous **industrial, financial** and **R&D partnerships** with leading international companies and universities



First full-scale
offshore wind turbine
installed in **France**



First full-scale **foreign**
floating wind
technology installed
in **Japan**



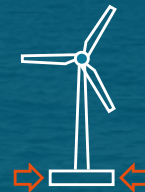
Pioneer and leader
in **concrete hulls**
and **synthetic**
mooring solutions



Buildable in **steel**
or **concrete**



Outstanding power production
and seakeeping **performance**



The **most compact** and shallow-
draft **solution** when fitted with
tomorrow's XXL offshore wind
turbines



Dozens of ongoing **R&D projects**
to **accelerate** the **cost reduction**
trajectory of floating wind

A two-leg strategy

Sharing development risk and asset ownership

Supply EPCI and O&M services in conjunction with
our patented Damping Pool™ technology


2 main objectives



Winning tenders and delivering on-time
and **on-budget** floating offshore wind **assets**

The highest level of local
content whatever the
country or continent





A cost-competitive and easily scalable solution relying on proven and globally implemented serial construction methods

BW *ideol*



The most
mature and
market-
ready
floating
substation
on the
market

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Power to Platform and storage solutions



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Going BIG and going NOW

Going BIG and going NOW

- **BIGGER farms**
- **BIGGER budgets**
- **BIGGER risks**

Hence the value of **MULTI-YEAR** and **FULL-SCALE** return on experience

The Unique Benefits of Return on Experience

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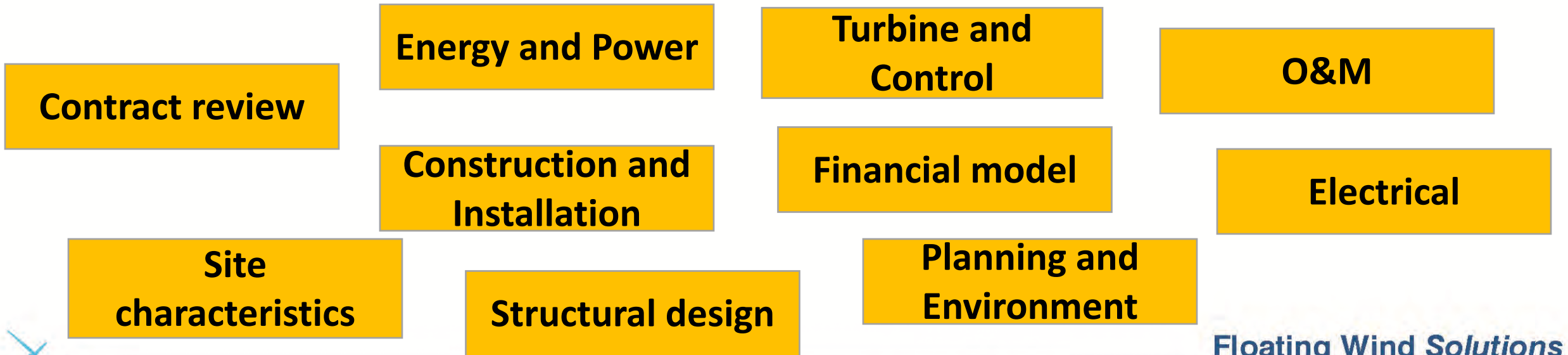
- **TECHNICAL validation** (as a solid basis for continuous improvement)
 - **Power curve** and power curve assessment tools and methods
 - **Seakeeping** behaviour
 - Mechanical **loads** and **fatigue** (turbine, substructure, mooring solution)
 - Construction and installation methods / **scaleability**
 - **O&M** procedures
 - Finetuning of scada / **monitoring system**
- **Not ignoring the “softer” matters**
 - Feedback on **occupational safety** during maintenance, crew transfers, etc.
 - Proof testing of **interface mgt** and **contractual set-ups** with all stakeholders (OEM’s in particular)
 - Identification of principal **supply chain** and **logistics risks**
 - Identification/validation of sensitive **quality control** points

The Unique Benefits of Return on Experience

- **Aim for BANKABILITY from the start**
 - Build **FULL-SCALE demonstrators** implementing different design **options** (different hull materials and mooring materials, different water depths, etc.)
 - Use a **different certification body** for each of your initial projects
 - Use **certified monitoring equipment** (when existing) to get approvable data
 - Implement rigorous **commissioning and testing procedures** to validate your simulation models
 - Have **third parties** validate your **test data**
 - Be **TRANSPARENT** with your **financial** and **insurance** partners. Show how you solved issues and managed problems BEFORE overselling your success stories.

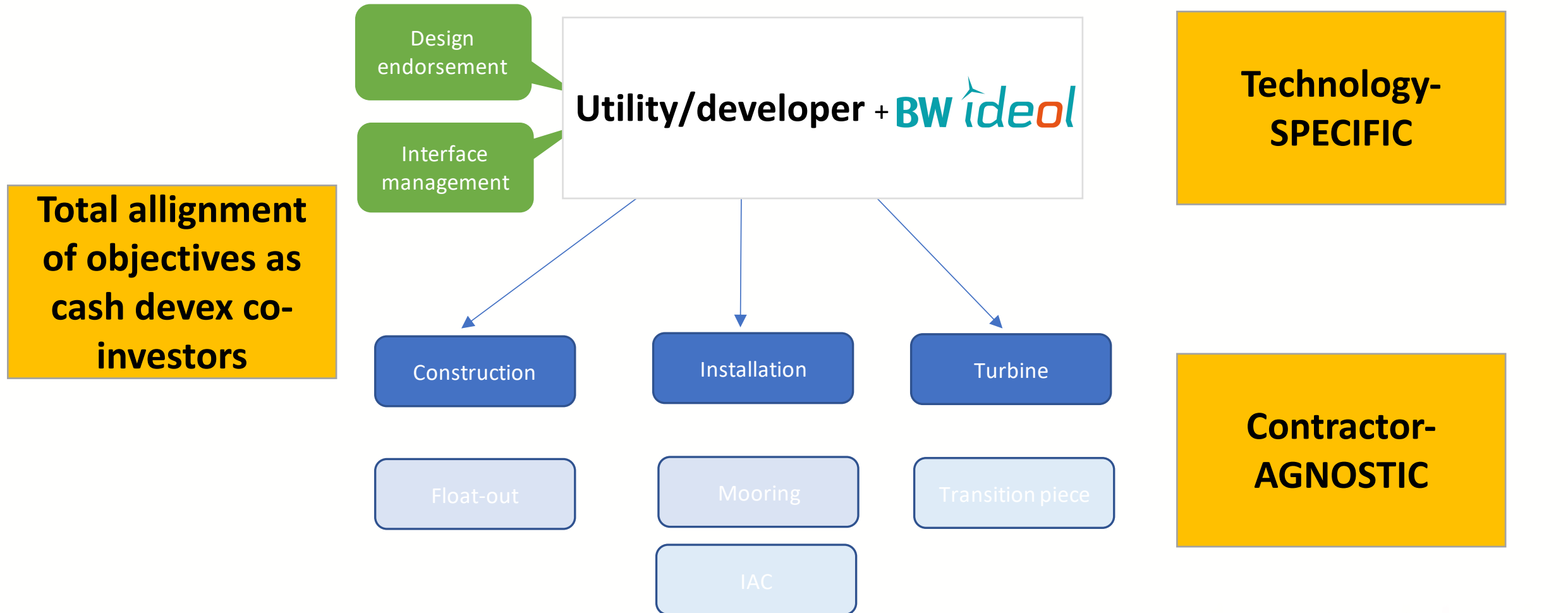
The Unique Benefits of Return on Experience

- **Reliability:** Designing and executing a “solution” that is perfectly suited for site-specific conditions
- **Productivity:** Demonstrating the accuracy of your energy yield prediction
- **Performance:** Demonstrating an adequate construction and operational performance



Leveraging that ROE with new business models

Other Business Model Opportunities



We are recruiting our Head of Development for
the US

contact me!

Thank you.



CONTACT DETAILS

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