



Offshore Wind: Supply Chain Opportunities

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BVG Associates – Public reports



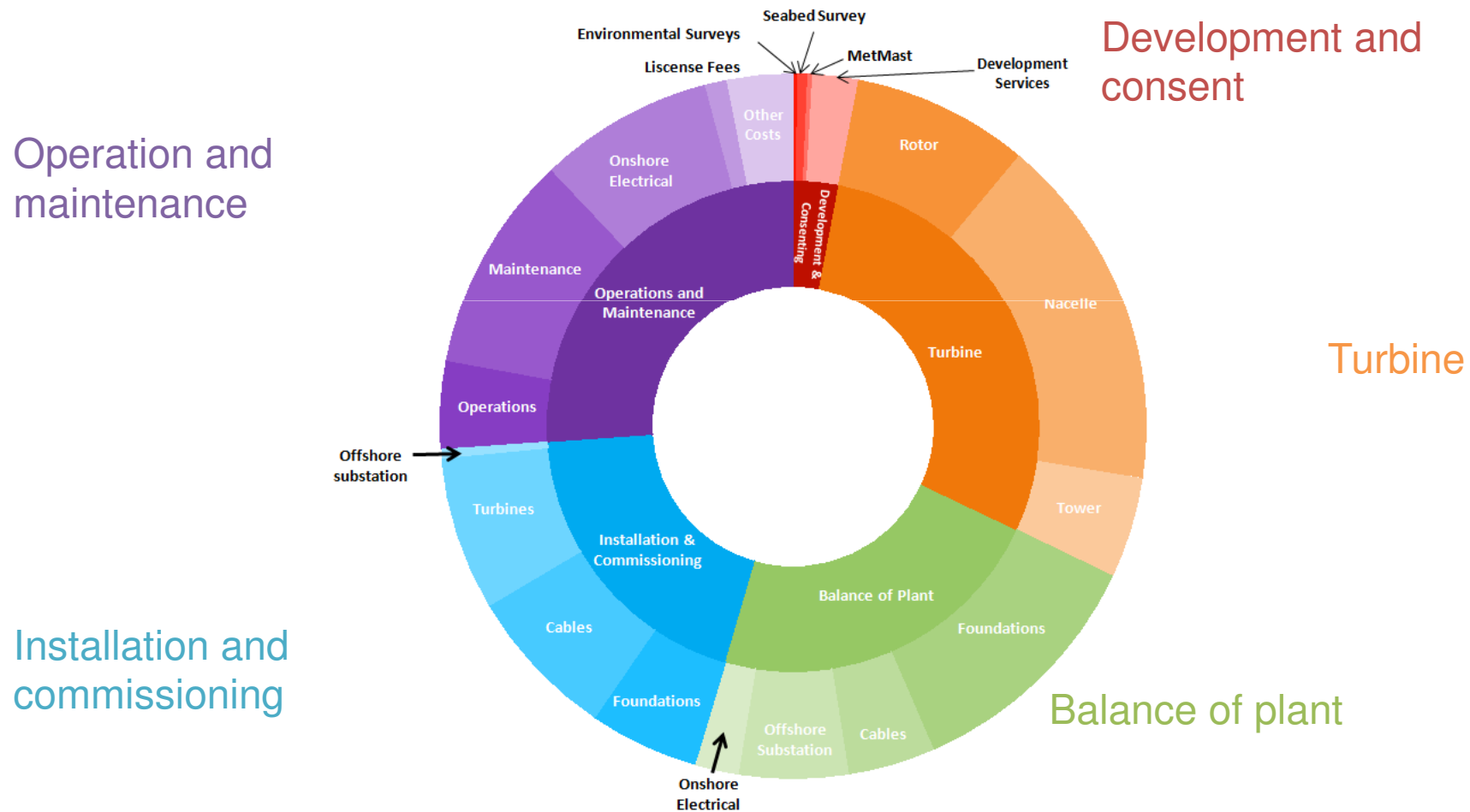
BVG Associates – Company support



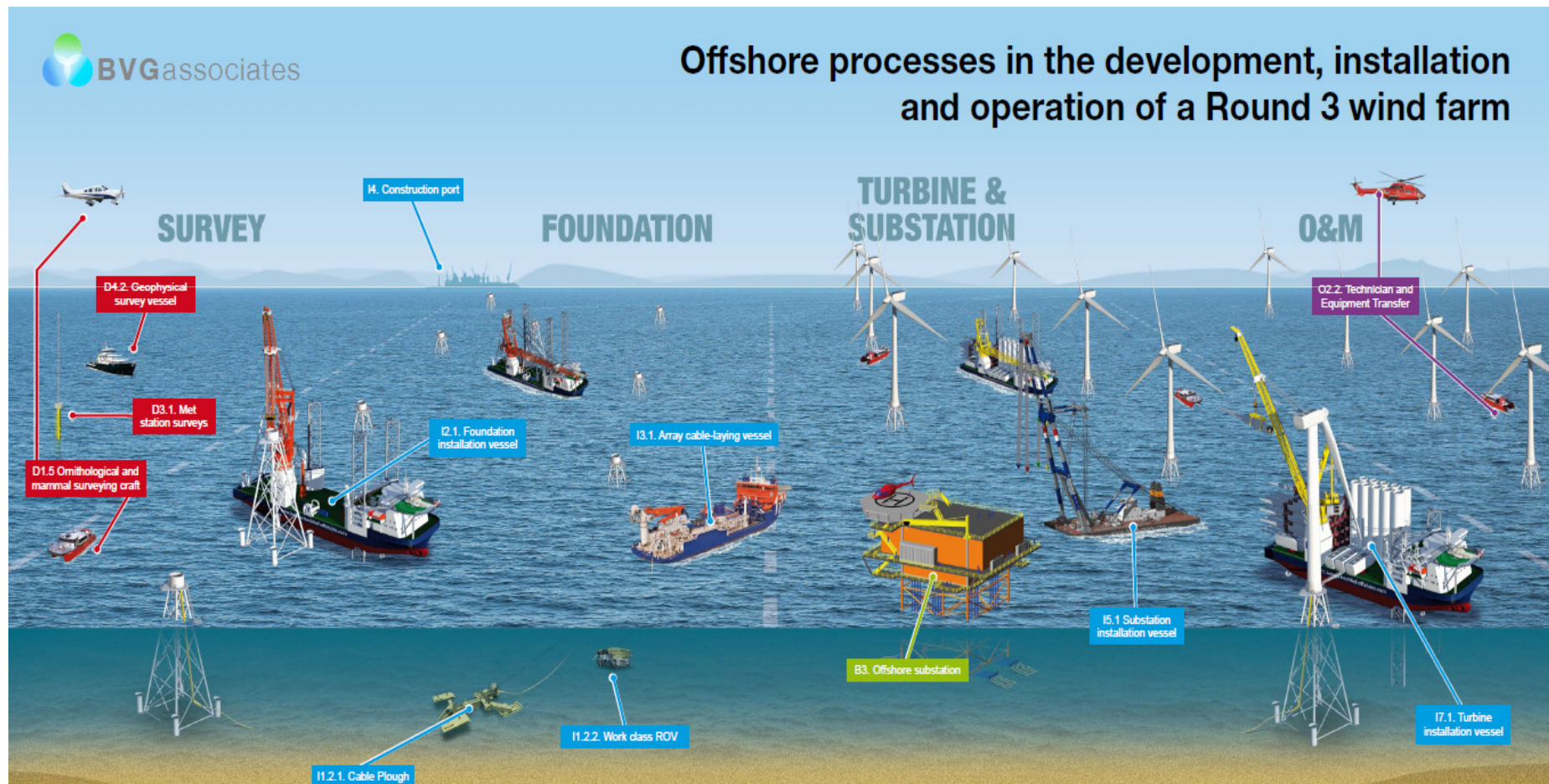
Contents

1. Supply chain areas
2. Procurement approaches
3. Barriers to entry
4. Market Trends
5. Industry challenges
6. Conclusions

Supply chain areas



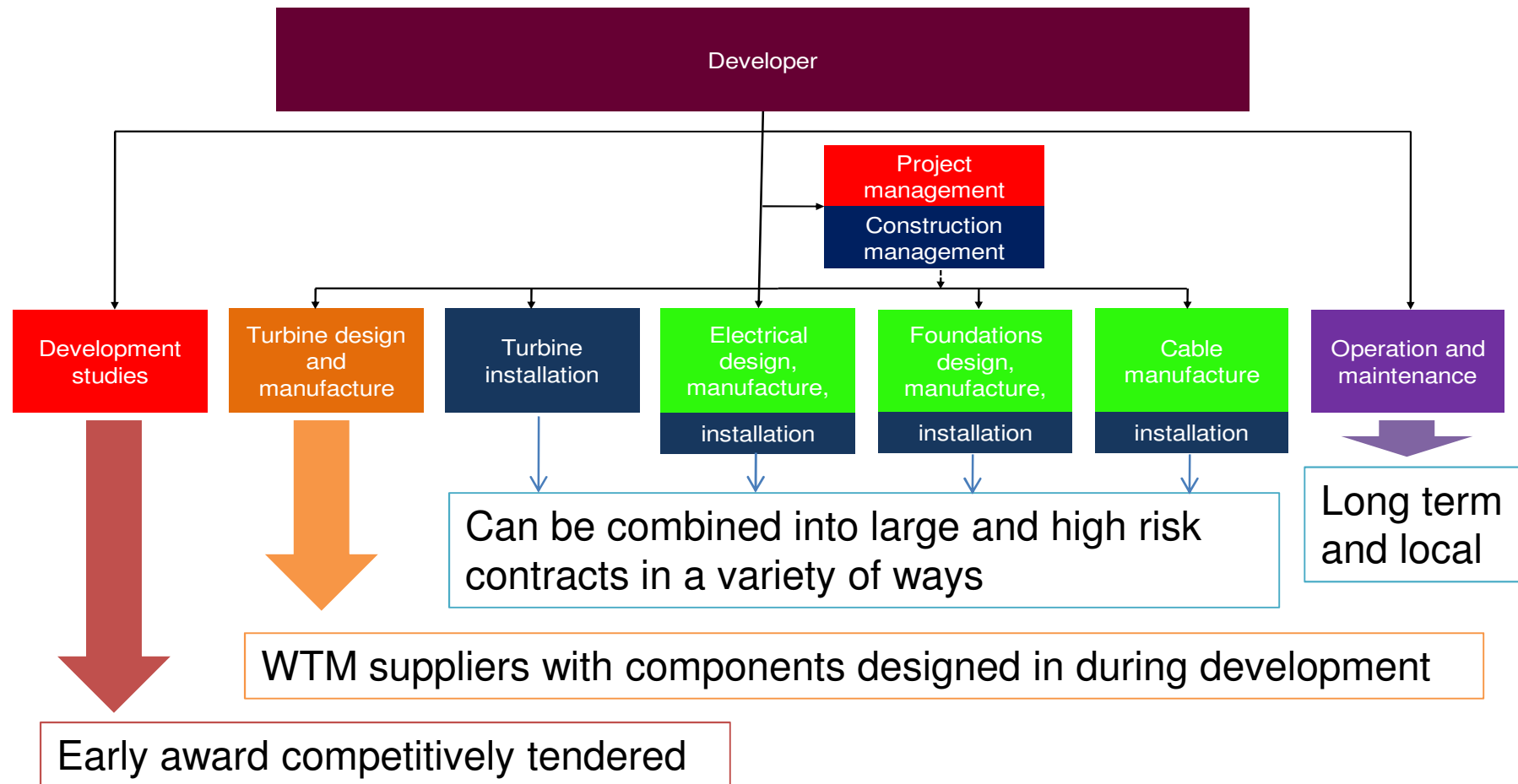
Supply chain areas



Project timelines

	Year -5	Year -4	Year -3	Year -2	Year -1	Year 0	Operation
Environmental and geophysical survey							
Met station design and installation							
Geotechnical survey							
Contracting							
Foundation installation							
Cable laying							
Turbine installation and commissioning							
Electrical substation installation and commissioning							
Operations and maintenance							

Procurement approach



Barriers to entry

1. Track record
2. Major investment required
3. Scale of activity means sites need to be large and in many cases coastal
4. Lack of understanding of the task
5. Knowledge of technology developments



Market trends

1. Projects and components getting larger and further offshore
2. Long term alliances and partnerships
3. Joint ventures
4. Cost down year on year – must achieve reductions in cost of energy
5. Must be prepared to invest

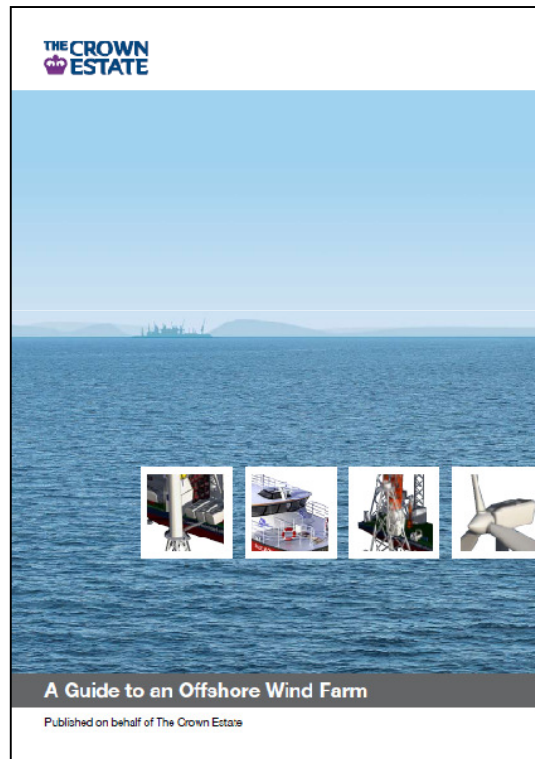


Conclusions

1. Huge growth market for a range of services
2. High volume low margins
3. Understand the industry structure and challenges
4. Invest, partner and commit to be involved
5. Offshore wind won't just happen for you



Thank you



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