

GLOBAL BUSINESS DELEGATION

4-9 March 2015

Denmark

**OFFSHORE WIND
DENMARK**





Photo: Danish Wind Industry Association
 Cover photo: Siemens Wind Power

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Welcome to the OFFSHORE WIND DENMARK global business delegation

On behalf of Offshoreenergy.dk, the Danish Wind Industry Association and the Danish Trade Council we would like to welcome you to our windy nation. Great wind speeds are just one of the reasons why Denmark has developed into the world-leading wind energy hub we are today. This leading edge applies both to the amount of wind in our electricity system, as well as the width and depth of the wind energy supply chain developed here.

The Danish supply chain and test facilities form a unique wind energy supplier hub. The key ingredients to this are strong and extensive collaboration, commitment to innovation and decades of experience. The technical expertise and solutions developed have received great attention from countries around the world.

On this five day Global Business Delegation tour, you will get a taste of what Denmark has to offer within our advanced wind energy supply chain. We hope that you will get inspired, discover new business opportunities and take part in the further strengthening of the relationship between Danish and foreign wind companies.

Welcome onboard!



Jan Hylleberg
Chief Executive Officer
Danish Wind Industry
Association

DANISH WIND INDUSTRY ASSOCIATION

The Danish Wind Industry Association (DWIA) is an interest and industry association with more than 250 members across Denmark. DWIA makes up the strongest network of companies working within wind energy in Denmark and provides a framework for its members to increase their competitiveness through sharing knowledge and experiences with other actors within and outside the industry.



Morten Basse Jensen
Chief Executive Officer
Renewables
Offshoreenergy.dk

OFFSHOREENERGY.DK

Offshoreenergy.dk is the official national knowledge-center and innovation-network for the Danish offshore industry.

On behalf of more than 270 member companies and knowledge institutions, Offshoreenergy.dk initiates development with the aim of growth within the Danish offshore industry



Susanne Hydelund
Under-Secretary
for the Trade Council

MINISTRY OF FOREIGN AFFAIRS - TRADE COUNCIL

The Trade Council is Denmark's official export promotion agency. Each year the Trade Council assists more than 5.000 different Danish companies in cooperating with international partners. The Trade Council has a team of 25 energy sector experts with in-depth knowledge of the wind power sector both in Denmark and globally, that can help to facilitate qualified contact between Danish and global companies.



About the Global Business Delegation

Taking place from 4 – 9 March 2015, the Global Business Delegation will visit a total of 11 companies and 4 unique places of interest for wind professionals across the Danish wind energy hub.

In this brochure, you will find descriptions and contact information on the companies you will visit, the other Danish delegates joining the tour and the networking events set up for you during the next five days.

We are delighted to have you on board and look forward to showing you what Denmark has to offer within wind energy.

Welcome!

Primary contact person



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Branding Manager
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Contact person



Johan Winther
Business Developer
Offshore Wind
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Programme and tour route

WEDNESDAY 4 MARCH

Networking drinks and canapés
Accommodation: Hotel Hvide Hus, Aalborg

THURSDAY 5 MARCH

Visit 1: Bladt Industries
Visit 2: Østerild – The National Test Centre for large wind turbines
Lunch
Visit 3: North Sea Offshore Service Group
Lunch
Visit 4: Envision Energy
Visit 5: All NRG Group
Networking dinner
Accommodation: Hotel Scandic, Aalborg

FRIDAY 6 MARCH

Visit 1: Global Lightning Protection Services
Visit 2: LM Wind Power
Lunch
Visit 3: Siemens Wind Power
Visit 4: A2SEA
Visit 5: Esbjerg harbour tour
Networking dinner
Accommodation: Hotel Britannia, Esbjerg

SATURDAY 7 MARCH

Visit 1: Vattenfall
Visit 2: CT Offshore
Lunch
Visit 3: LORC
Accommodation: Hotel Scandic, Copenhagen

SUNDAY 8 MARCH

Day off
Accommodation: Hotel Scandic

MONDAY 9 MARCH

Visit 1: DONG Energy
Visit 2: Brüel & Kjær Vibro
Lunch
Visit 3: Middelgrunden Offshore Wind Farm

Danish Wind Industry Association and European EWEA members' reception

TUESDAY 10 – THURSDAY 12 MARCH

EWEA OFFSHORE 2015



Sponsor and Host



A2SEA
Kongens Kvarter 51
DK-7000 Fredericia

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A2SEA – Powered by Knowhow

A2SEA offers integrated installation and service solutions for the offshore wind industry. Since 2002, our specialised fleet of two purpose built offshore installation vessels and two jack-ups has installed more than 1,200 turbines and 400 foundations for the world's offshore wind market.

Many of our techniques and processes are setting standards for best practice throughout Offshore Wind, providing solutions that can help bring down the cost per MW of clean energy.

An essential link in the offshore wind value chain

Before foundations, turbines and cables are in place, an offshore wind project demands the planning skills, process know-

how and experience of qualified people who can guarantee the job gets done.

Our project teams are adept at pulling together all the pieces of the installation puzzle to ensure that every project comes in safely, on time, and to budget – and we have a ten-year track record to prove it.

The A2SEA offshore wind package

A2SEA has the experience, know-how and equipment to ensure our customers get an installation package tailored to the specific needs of their offshore wind projects. Working closely with our key customers, we develop solutions that meet the demands of the market and help bring down the cost of clean energy.

Meet us at stand no. D49 in Hall E



Sponsor and Host



Bladt Industries A/S
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Bladt Industries A/S is an international steel contractor specializing in large-scale and highly complex steel structures. The main areas of business for the company today are steel solutions for the offshore wind energy sector, for the oil and gas industry, and for infrastructural projects.

Through more than a decade, Bladt Industries has specialized in complex steel structures for the offshore wind energy sector. From the very beginning, we have contributed to and followed the development of offshore wind solutions, improving and adjusting our qualifications concurrently with the advancement of new technologies and market demands.

Offshore substations

In 2002, we produced the first offshore substation in the world. Today, we are the market leading manufacturer of offshore substations, offering our customers a wide range of options – from production of the steel structure to complete turnkey solutions.

Offshore foundations

We specialize in the production of offshore foundations, including monopiles, transition pieces and jackets, and have contributed to the majority of European foundations. We customize each solution in accordance with customer requirements, always striving to optimize every link of the supply chain.

Join us at EWEA

We hope you will enjoy your stay in Denmark and not least at the EWEA event. Please pay us a visit at our stand E-D52. Join us for a festive celebration of our 50th anniversary in the steel construction industry on 11 March at 3 p.m.



Sponsor and Host



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Leading the offshore wind energy industry

DONG Energy is one of the leading energy groups in Northern Europe. Our business is based on procuring, producing, distributing and trading in energy and related products in Northern Europe. DONG Energy has around 6,500 employees and is headquartered in Denmark. The Group generated DKK 67 billion (EUR 9.0 billion) in revenue in 2014.

More than 20 years of experience in developing, constructing and operating offshore wind farms makes DONG Energy a market leader within offshore wind ener-



gy. We have built more wind farms than any other company in the world, and we have an extensive pipeline of future projects.

Working together to reduce costs of energy

We have set a clear target: the cost of electricity from offshore wind power projects, which are decided by 2020, will be reduced by 35-40 percent compared to 2012 figures. Together with our suppliers and innovation partners, we have made significant progress and are well on track. We expect to maintain this progress to reach our target and the industry's shared ambition to make offshore wind energy fully competitive with other energy technologies.

Pipeline of opportunities

Today, DONG Energy has constructed close to a third of the offshore wind power capacity in the world. Our ambitions reach even further and by 2020, our aim is to have installed 6,500MW, tripling today's installed capacity. We are currently building another five offshore wind farms in the UK and Germany, and we will continue to develop the projects in our pipeline to meet our 2020 target.

Sponsor and Host



LM Wind Power
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LM Wind Power is the world's largest component supplier to the wind industry, specialized in rotor blades. With our global footprint, we are a valued partner in existing and emerging markets all over the world.

We have 13 manufacturing and assembly facilities from China and India to Europe and Americas. The global supply chain and adaptable business model secure large capacity on or close to all key markets for wind. As one of the first to venture into rotor blade development and production in 1978, LM Wind Power was one of the pioneers of the Danish wind industry. That story has been repeated several times since then: LM Wind Power installed the first offshore blades in the world and continued to break records, making blade sizes of both 61 and 73 meters before everyone else.

With 5-7 new blade developments a year and a long list of records and patents, innovation is one of the key attributes of LM Wind Power, which has technology hubs in Denmark and India. Together with the customers, LM Wind Power designs and builds blades that are optimized to the remaining parts of the turbine with the aim of finding the optimum balance between performance, reliability and cost. All designs are validated and tested beyond requirements in the company's in-house wind tunnel and full scale testing facilities.

During the past 35 years, LM Wind Power has produced more than 166,000 blades, delivering rotor solutions for approximately one fourth of the wind turbines installed in the world today.



Sponsor and Host

SIEMENS

Siemens Wind Power

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Siemens Wind Power

With highly efficient, solid and reliable wind turbines, Siemens Wind Power offers solutions to meet both energy and environmental needs. Driving down the cost of wind power is our key target as we strive to make renewable energy independent of subsidies.

Unlike any other offshore wind turbine supplier, we offer equipment for the entire energy value chain: from wind turbines to net conversion, efficient feed-in to smart energy grids and power distribution. We draw on an extensive range of experience and skills in delivering offshore projects. From the outset, we played a key role in the offshore wind industry, installing the world's first offshore wind power plant in Vindeby, Denmark, in 1991. The elev-

en turbines used in this pioneering project are still in excellent condition today. The turbines have consistently operated at high availability, reflecting the unique combination of product quality and dedicated offshore modifications.

Since 1991, we have supplied the world's most significant offshore projects. For several years, the 165MW Nysted offshore wind power plant was the world's largest offshore facility. In September 2009, that record was broken by the 200MW Horns Rev II project, before the 500MW Greater Gabbard project raised the bar again. And the world's largest offshore project, London Array, represents yet another step towards large-scale, environmentally aware energy supply with its 630 MW.



Sponsor and Host

VATTENFALL



**Vattenfall
Wind Power A/S**
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Vattenfall Wind Power operates about 1000 offshore and onshore wind turbines in Sweden, Denmark, Germany, the Netherlands and the UK. From the state-of-the-art surveillance centre in Esbjerg on the Danish west coast every wind turbine is monitored 24/7. Monitoring and servicing the wind farms make sure the turbines are producing power 97 percent of the time.

Vattenfall owns some of the largest

wind farms in the world. Among them the 300MW Thanet Wind Farm (UK), the 288MW DanTysk (Germany – commissioned 2015), the 160MW Horns Rev 1 (Denmark) and the 110MW Lillgrund (Sweden). In Denmark Vattenfall is the leading operator with about 350 wind turbines – onshore and offshore.

Vattenfall's vision is to create a future for Europe where power production is both sustainable and profitable.





All NRG Group
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We look so much forward to welcoming you to All NRG Group - a newcomer to the offshore wind industry. Owned by the Danish state pension fund ATP we recently acquired VB Enterprise, Apro Wind and Q-Star and thereby formed a strong team of more than 900 technicians with a unique heritage gained from installing more than 90 % of all offshore wind turbines.



10 Reasons for All NRG:

- More than 20 years of experience with the grid connection of wind turbines
- Close cooperation with the world's leading wind turbine manufacturers and suppliers
- Installation of thousands of wind turbines since 1989
- Global market leader for offshore grid connection
- Continually involved in onshore/near-shore wind turbine projects in Europe and Asia
- Decades of experience with O&M and production management on site for both OEM and IPP
- Qualified technicians who have attended specialised training and have updated certificates
- Hand-picked team members for each job
- Manpower solutions for wind turbines from cradle to grave
- ISO 9001: certified quality as regards both project implementation and processes

Please feel free to ask all the questions you want. We are here to serve you.



Brüel & Kjær Vibro
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With around 8,000 systems sold worldwide, Brüel & Kjær Vibro is one of the leading suppliers of dedicated condition monitoring systems for wind turbines. We are completely independent of machine manufacturers and process control system suppliers, which means that the monitoring, diagnostics and service advice is objective and unbiased and not influenced by potential conflicts of interest.

Our offerings are completely flexible, from stand-alone to full-service packages. Our team of diagnostic engineers in our Surveillance and Diagnostics Centres in the US, Denmark and China provide experience second to none in translating massive amounts of data into actionable maintenance advice to our customers' service organizations.





CT Offshore A/S
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CT Offshore is a subsea cabling installer offering consultancy services to the offshore wind industry and considerable expertise in offshore power cable installations.

Founded in 2003 as a privately-owned company it has developed rapidly over the years and has transformed itself into a highly-rated installation company with A2SEA as a majority shareholder (67%).

CT Offshore owns and operates four vessels and employs a dedicated team of ap-

rox. 180 people. For an optimal solution and execution, all equipment required for our fleet of bespoke equipped Survey and Installation Vessels are designed and developed in-house.

Entrepreneurial culture

With our entrepreneurial approach we secure your cable solution. By assisting with professional consultancy throughout the project, we elevate the safety and stability throughout the cable life-cycle.



**Envision Energy
GIC (Denmark)**
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Envision Energy is no. 3 in the Chinese wind market, and a privately owned company. Core business is development, manufacturing, sales and service of advanced wind turbines. Furthermore, Envision is highly engaged in helping renewable companies transform their operations using Envision's Cloud Software, Big Data and IT services, where we at present manage more than 10GW of wind turbines.

Our Global Innovation Centre in Denmark has a leading role in offshore wind. With strong R&D capabilities and close relation to world class suppliers, Envision provides competitive and high performance wind turbine solutions in China and at the international market. Envision Global Innovation Centre in Denmark is key to internationalization and certified world-class quality products.





Global Lightning Protection Services
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Global Lightning designs and develops Lightning Protection Systems for Wind Turbine Blades, components and structures to reduce or eliminate damages from direct and indirect effects of lightning strikes. The main objective is to secure reliable operation of the wind turbine and to reduce service and repair costs during the lifetime of the wind turbine.

Our solutions can be verified by large scale laboratory testing in our test facility, which can deliver artificial lightning impulses in accordance with IEC 61400-24. The test facility can accommodate entire blades or large test samples as hub, nacelles etc.

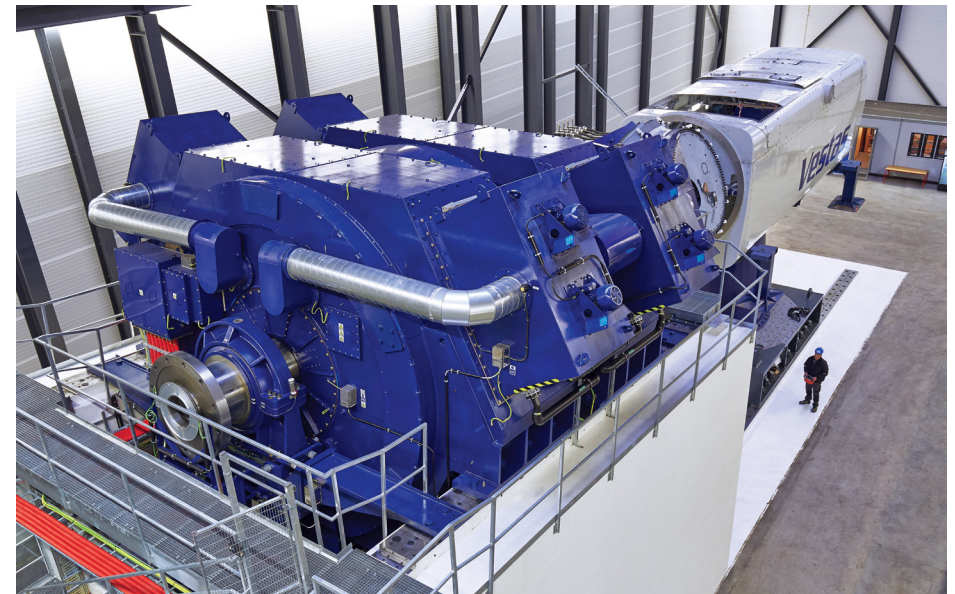


LORC- testing offshore technology
 Kystvejen 100
 DK-5330 Munkebo

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 W: www.lorc.dk

The **LORC nacelle testing** centre consists of two test rigs. The **Function Tester** is designed to test full-scale nacelles of up to 10 MW, including the hub and the complete software package, validating the turbine's compliance with various grid codes, its reaction to external events and the machinery's robustness. On the **HALT test rig** LORC will offer highly accelerated lifetime testing of full-scale nacelles, also with the capacity of testing nacelles with a power output of up to 10 MW.

Together with industrial partner FORCE Technology LORC establishes a 180 m² strong floor with 4 m high reaction walls for **mechanical testing** of large components. The two partners will offer **environmental testing** in a climate chamber of 14 x 8 x 8 meters with a temperature range from -38°C to +60°C combined with humidity control and corrosive environment in the form of salt spray. In the **laser welding** centre focus is on new production methods using a 32 disk-laser facility.



Host



NorthSea Offshore Service Group
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DK-7680 Thyborøn

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W: www.nsosg.dk

NorthSea Offshore Service Group is the support organization and one point of contact office to 33 highly motivated and skilled companies situated in a 40 mile radius from Port of Thyborøn.

All the members of this cluster are more or less involved in renewables, offshore and the maritime industry.

They offer a wide range of products and services e.g. service agreements, site management, port supply, lifts and parts for wind turbine production, logistic solutions, cable installation, subsea preparations, seismic equipment, grouting, diving and ROV technologies, hydraulic solutions, turnkey solutions and ladder systems for crew and supply boats etc.

The members are:

A.Schmidts Marine-EI A/S
Agger Værft(DAN-COAT)
Alpha Offshore Aps
Al-Vac A/S
BIC Electric
Complot Design A/S

Danbor A/S
Drechsler Marine Consult(DMC)
Fiskeriskolen
HM Service
JD Contractor A/S
Kynde & Toft A/S
MC Revision
Midtjyske Jernbaner
Nordsøtrawl(Hampidjan)
Ringkjøbing Landbobank
Skibs Elektro A/S
Smed Marine Service Aps
Thyborøn Bådebyggeri Aps
Thyborøn Camping, Hotel og Hytteby
Thyborøn Havn A/S
Thyborøn Skibs & Motor A/S
Thyborøn Skibssmedie A/S
Thyborøn Stevedore A/S
TK Hviid
TMD Aps(Marine Oil)
Thyborøn Eventhus
TSR Electronic A/S
TW Elservice A/S
Tømrer Pedersen Aps
Vestjysk Bank
VG Entreprenør A/S
Østermark Grouting A/S

Danish delegate

IB ANDRESEN INDUSTRI

Ib Andresen Industri
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Ib Andresen Industri has a proven performance in supplying the wind industry with innovative steel solutions. Our business model is dedicated to servicing wind turbine manufacturers and their suppliers, and we aim at being the preferred supplier of complex steel structures to the key players in the wind industry.

Customer specified solutions

Regarding the wind turbine, we specialize in the production of wind turbine elements from the nacelle and downwards,

but we also provide our customers with the opportunity of buying complete turnkey solutions including design, construction, material purchase as well as production, surface treatment and the right logistics solution.

Our dedicated focus on the wind industry has provided us with considerable know-how within the production of complex large-scale steel constructions and enabled us to understand the needs and requirements of our customers.



Danish delegate

RT9 Danish Rope Access

RT9 –Danish Rope Access
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RT9 is a Danish rope access company with a highly skilled technical rope team. We help our clients cut their maintenance costs and minimize downtime in a safe and secure manner both on- and offshore. RT9 technicians provide a thorough assessment of the turbine blade condition. Our teams can identify potential issues, perform a root-cause analysis, and advise on a suitable solution. All data is analyzed and collected within a status report, which makes it easy for our clients to see the condition of the blades, turbines or windfarms. Our tech-

nicians are certified and follow the Global Blade Service and manufacture guidelines. We provide:

Blade inspection: full evaluation of all damages

Blade service & repair: repair of minor damages, pinholes and damage caused by wear and tear

Cleaning: including high-pressure washing and removal of oil spillages



Supporters



City of Aarhus
City Hall,
DK-8000 Aarhus C

Contact information:
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W: www.aarhus.dk

Aarhus is Denmark's second-largest city and the economical centre of the Central Denmark Region.

The presence of a strong international university with more than 50,000 students makes Aarhus a knowledge city with easy recruitment possibilities for all kind of job profiles. Aarhus boasts a unique position in the global wind energy market and it is home to some of the world's biggest manufacturers of wind turbines, and Navitas, the new hub for innovation, education and research on energy and environmental technology opened in 2014.



Energy Metropolis Esbjerg
Business Development Esbjerg
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We call Esbjerg the EnergyMetropolis of Denmark since it hosts more than 250 energy related companies that employs more than 13.500 persons and proposes interesting business and working opportunities within the energy sector.

The company's competencies within project management, transportation, installation, and maintenance of the North Sea installations have created the most important offshore hub in the country.

We look forward to receiving you and inviting you to share our energy.



Hub North
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DK-9000 Aalborg

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Hub North is a business network in the North Denmark region, targeted at the wind energy sector.

Hub North has more than 200 members, covering the entire value chain from consultants and scientist to manufacturers.

Our focus is to visualise the skills of the network members, making it easier for the companies to cooperate and utilise the knowledge sharing of the network – and in the long term, to make the members of the North Danish cluster a competitive choice, both nationally and internationally.

The goal is to create a basis for developing existing and new companies, thereby enabling the creation of the jobs of tomorrow in the North Denmark region.

Hotel information

Wednesday 4 March

Hotel Hvide Hus

Vesterbro 2
DK-9000 Aalborg

T: +45 9813 8400

E: hotel.aalborg@comwell.dk

Thursday 5 March

Scandic Aarhus City

Østergade 10
DK-8000 Aarhus C

T: +45 8931 8100

E: aarhuscity@scandichotels.com

Friday 6 March

HOTEL BRITANNIA

Torvegade 24
DK-6700 Esbjerg

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Saturday 7 March & Sunday 8 March

Scandic Copenhagen

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Helpline at the Danish Wind Industry Association

**Johan Winther**

Business Developer

Offshore Wind

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Dinner and Networking Sponsors

Wednesday 4 March

Canapés, drinks and networking evening

20:00 – 22:00

Hotel Hvide Hus

Vesterbro 2
DK-9000 Aalborg

Sponsored by:

Hub North



Thursday 5 March

Networking dinner

19:30 - 22:30

Aarhus Town Hall

Rådhuspladsen 2
DK-8000 Aarhus C

Sponsored by:

City of Aarhus



Friday 6 March

Networking dinner

19:30 – 22:00

Hotel Britannia

Torvegade 24
DK-6700 Esbjerg

Sponsored by:

Energy Metropolis Esbjerg



Practical information

Please take into account the following possible limitations and practical information.

- Remember to bring your passport to all the company visits. The Danish company hosts can demand a show of ID to enter their company facilities.
 - Remember to wear your name badge visible at all times.
 - At some company facilities, mobile phones and cameras are prohibited and you will be asked to leave these behind for safekeeping with the onsite personnel.
 - If a departure is missed you will have to catch up with the bus at your own expense.
 - The bus will depart at the scheduled time from hotels as stated in the programme.
 - The Global Business Delegation tour officially ends Monday 9 March after the boat tour to Middelgrunden Offshore Wind Farm.
 - On 9 March at 18:30 the Danish Wind Industry Association and the EWEA are hosting a reception for their members – and you are welcome to join.
 - Unclaimed luggage can be picked up at Hotel Bella Sky after 9:00, Tuesday 10 March.
- Hotel Bella Sky address:**
Boulevard 5
DK-2300 Copenhagen S
- Contact person:**
Johan Winther
Business Developer
Offshore Wind
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-

About OFFSHORE WIND DENMARK

Offshore Wind Denmark is a joint initiative by Offshoreenergy.dk Renewables and the Danish Wind Industry Association.

Together the aim is to unite and strengthen the Danish offshore wind cluster for growth and competitiveness.

The initiative is supported by the Growth Forum in the Region of Southern Denmark.



GLOBAL BUSINESS DELEGATION

4-9 March 2015

Denmark

**OFFSHORE WIND
DENMARK**

