STROMAR

Ørsted BlueFloat ENERGY Renantis

OEUK Share Fair 20th March 2024

An expert partnership with the skills and experience to deliver

An **unparalleled track record**, having developed and built the most offshore wind projects

An expert partnership with the skills and experience to deliver

BlueFloat ENERGY

A market leader and expert player in the offshore wind industry. With a focus on **floating wind technologies**

An expert partnership with the skills and experience to deliver

Renantis

Known for its pioneering approach and experience
with **community ownership / engagement in Scotland**

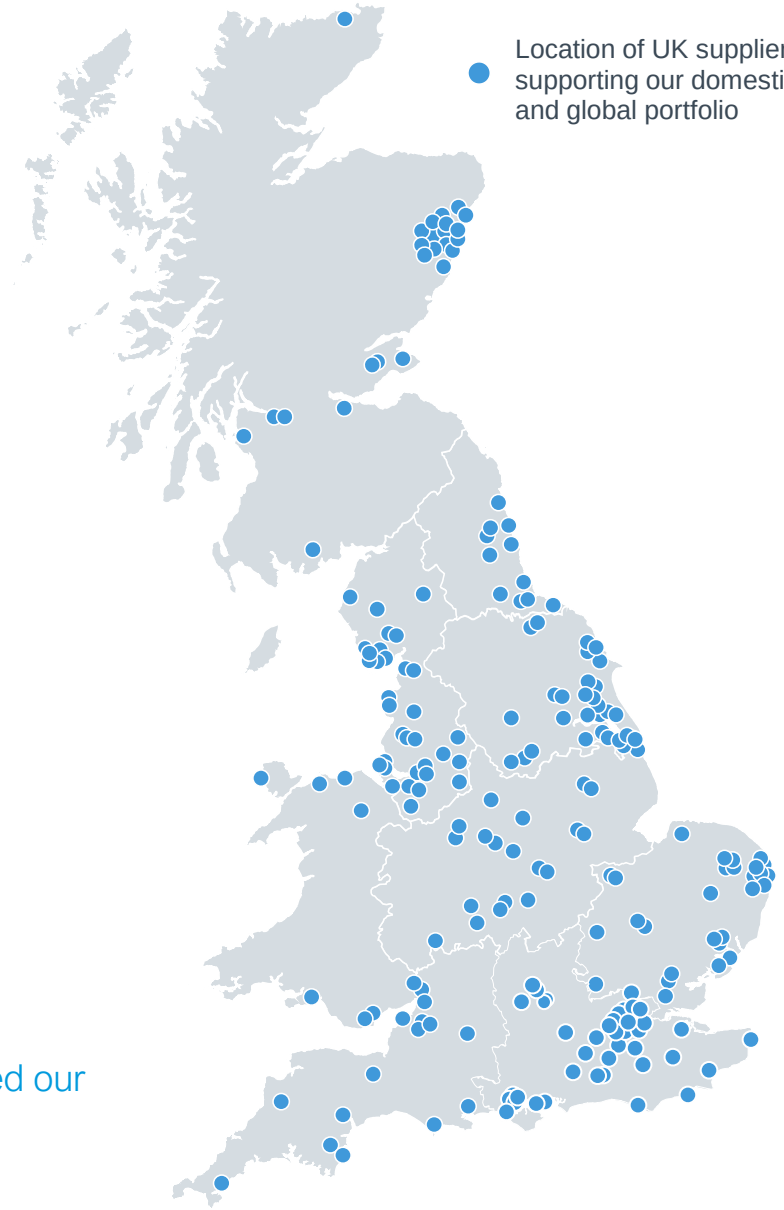
Ørsted

14 GW
installed capacity on/offshore wind

6 GW
under construction

215+
UK suppliers have secured major contracts with us

60+
UK suppliers have supported our global portfolio



Ørsted

2024

Offshore wind

Onshore renewables

Bioenergy & other

Renewable hydrogen and green fuels

BlueFloat ENERGY

32.8 GW
of planned capacity

10
countries around the globe where the BlueFloat is active

Unique
in-house expertise in floating offshore wind project development

SHAPING ENERGY TRANSFORMATION

through the deployment of floating wind

Renantis

10.6 GW

of planned floating offshore wind capacity

1.1 GW

Installed onshore wind capacity

Energy that matters

Longstanding

Relationship with Energy4All

Industry challenges

Floating Scaleability

Moving from smaller projects represented in the INTOG fleet to Giga-Watt scale farms presents challenge.

Floating structures have been built in the O&G industry, but for floating wind we require serial production at scale.

Stretched market

Global offshore wind capacity in development is increasing year on year. More developers are involved which increases competition in the supply chain.

This leads to bottlenecks in the supply of key components and uncertainty around project progression.

Project certainty

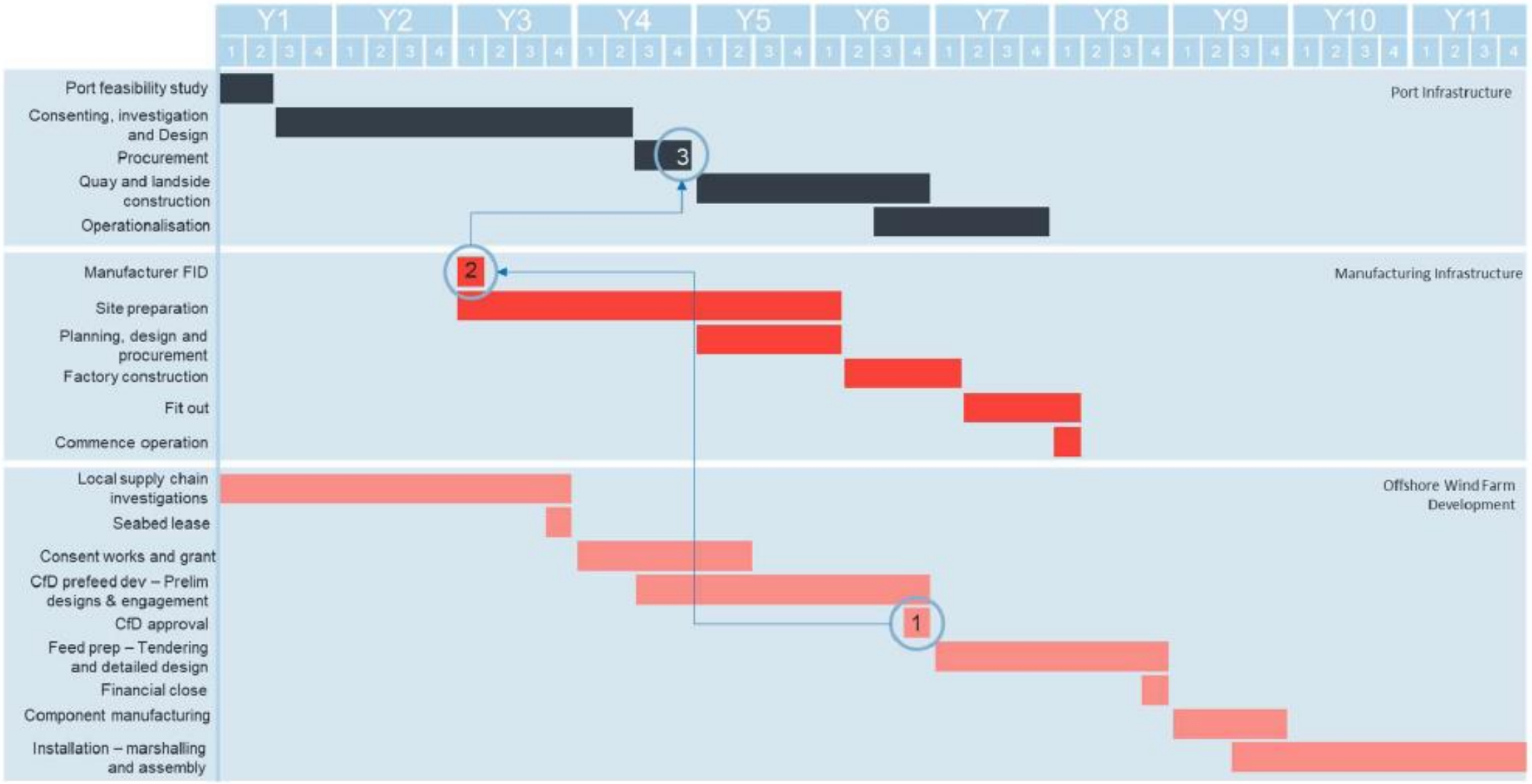
Offshore wind projects are required to hit key milestones before investors gain confidence and financial investment decision is reached.

Successful consent and grid connection are required to move forward. The Holistic Network Design (HND) process in the UK will determine grid connection timelines but before then projects face uncertainty.

Capacity building

Offshore wind projects move on specific timelines which do not align well with investment timelines for supporting infrastructure such as ports and manufacturing facilities.

The chicken and egg scenario is exacerbated – infrastructure needs demand in the form of project commitments, but projects cannot commit until they have certainty.



Port and Manufacturing Investment Models, Offshore Renewable Energy Catapult (OREC) Floating Offshore Wind Centre of Excellence report, December 2023

New suppliers

Themes such as the O&G transition, increasing the number of UK suppliers within our wind farms and improving the local economy and socioeconomic outlook are all part of our philosophy.

But there are challenges – working in an industry is hard fought, competitive and subject to a multitude of commercial and technical requirements.

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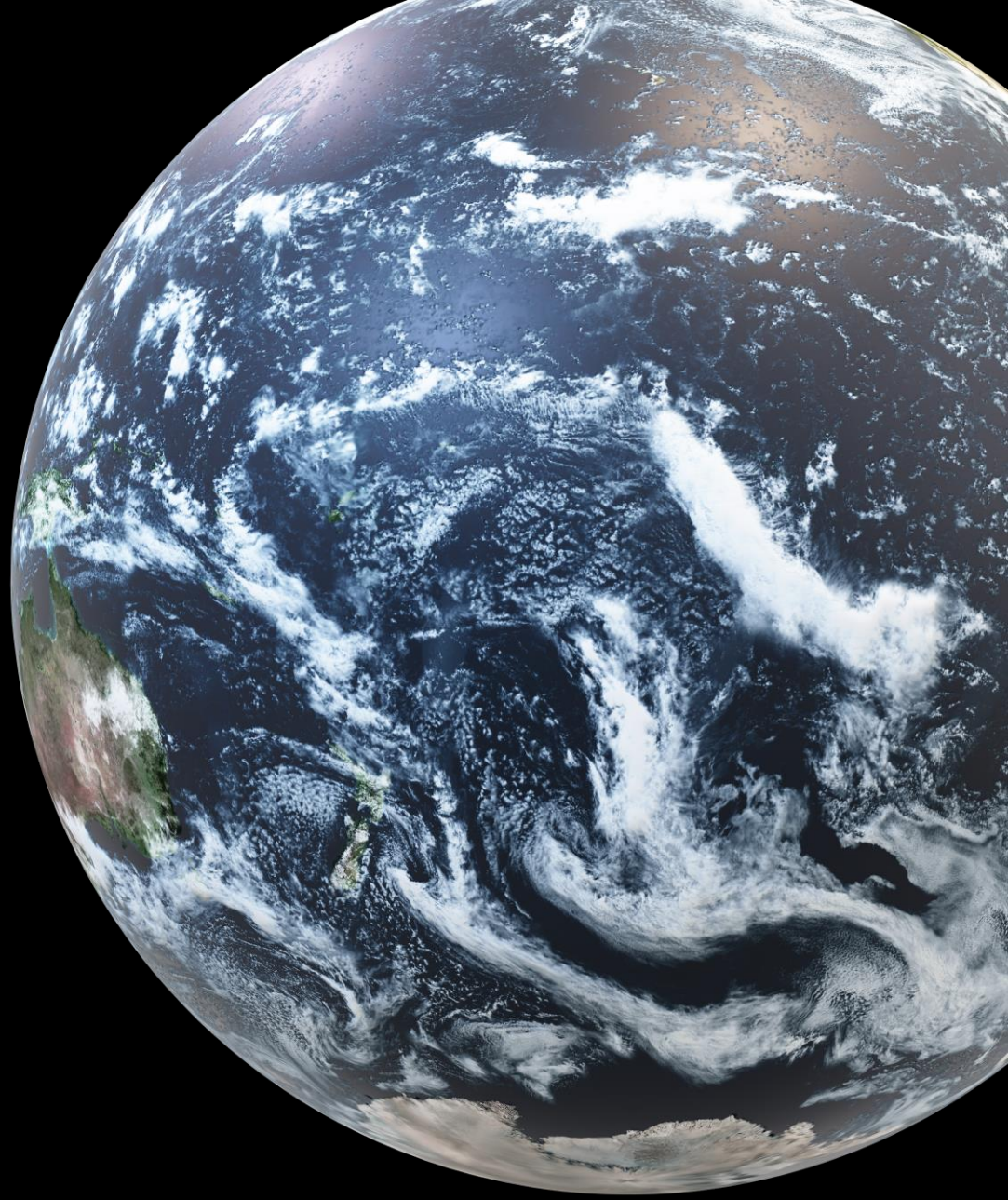

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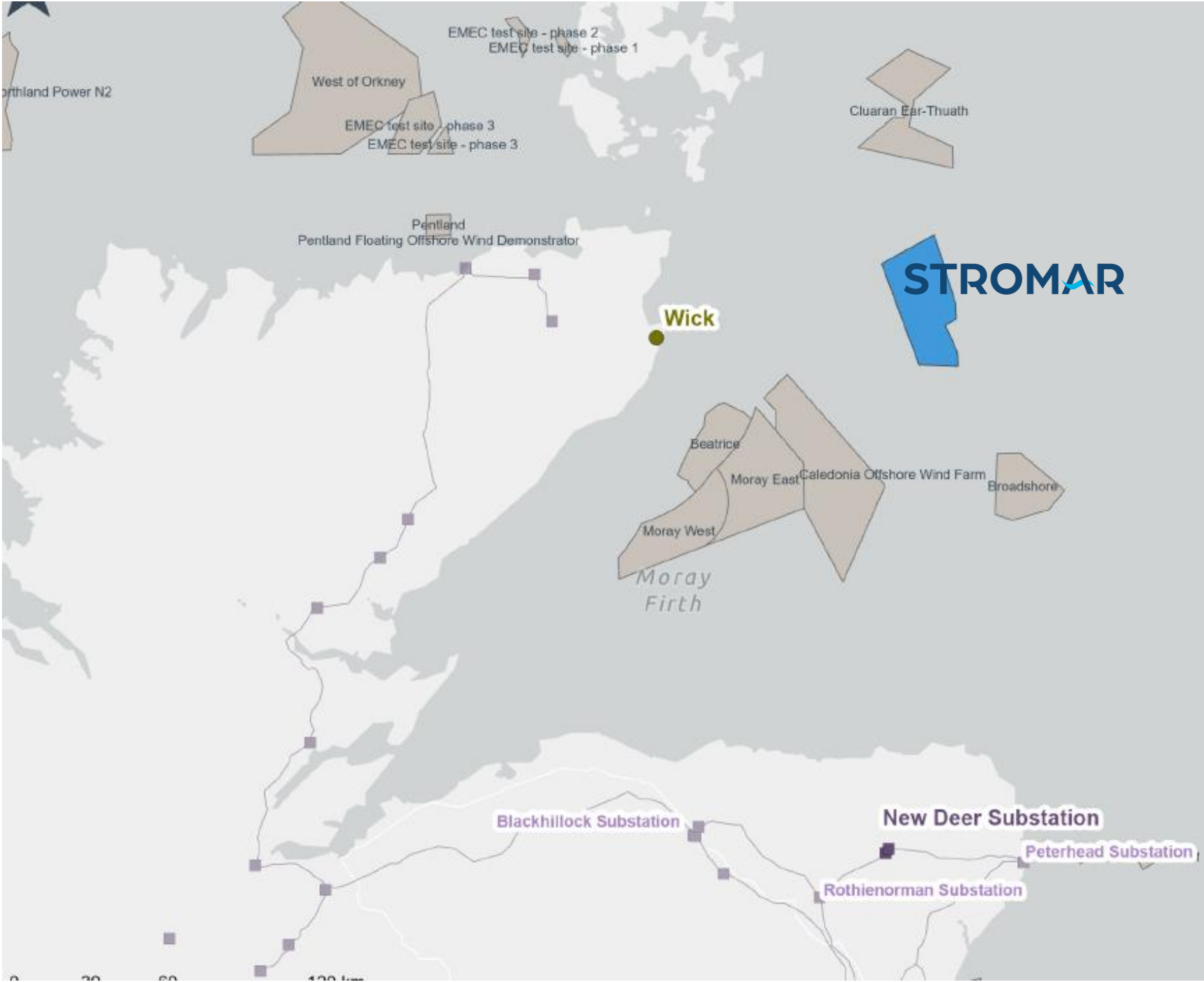


Technology concept

Floating foundations

Nameplate capacity

1,000 MW

Site Area

256 km^2

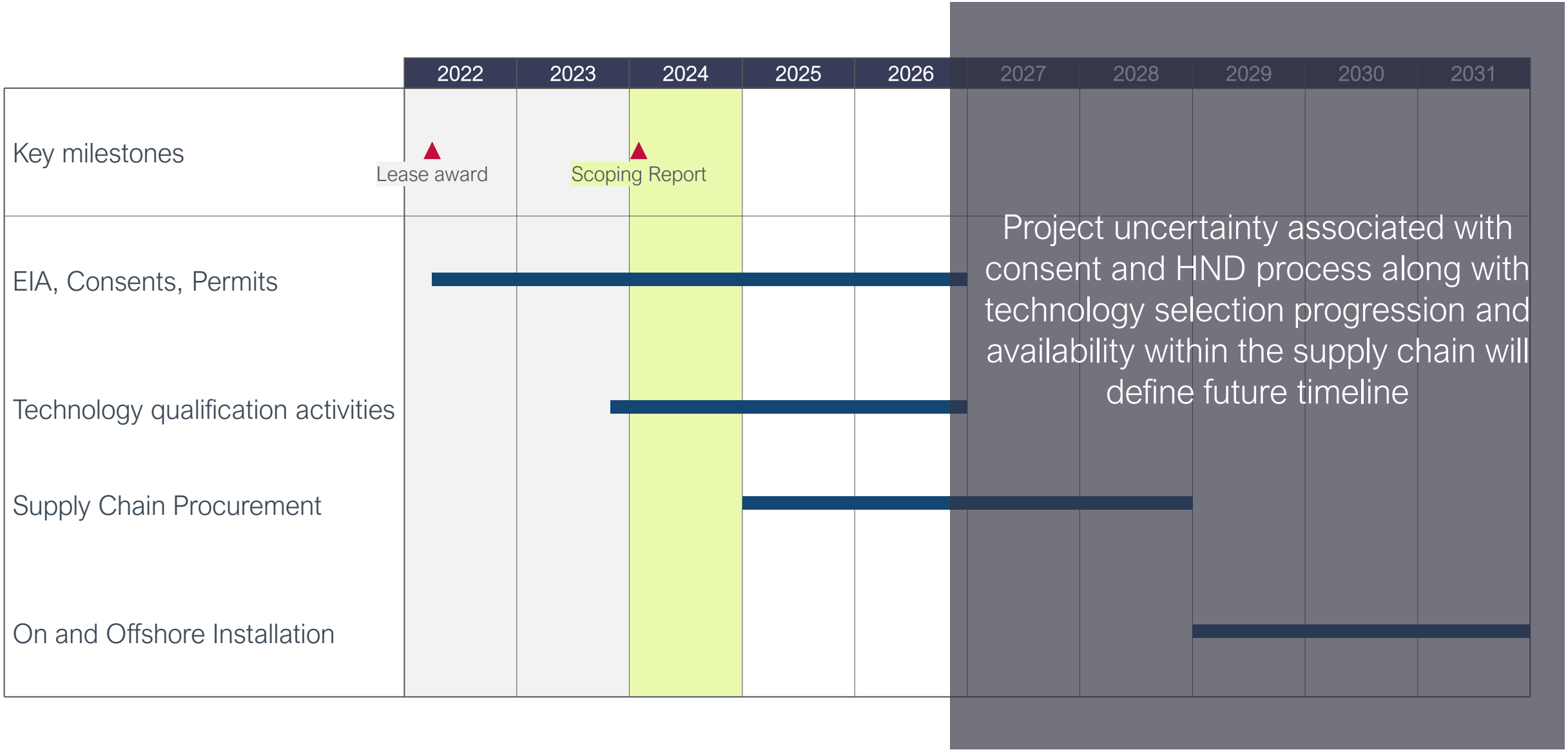
Transmission length

120 km to grid

Grid connection

New Deer 2 (Date pending HND2)

Indicative timeline



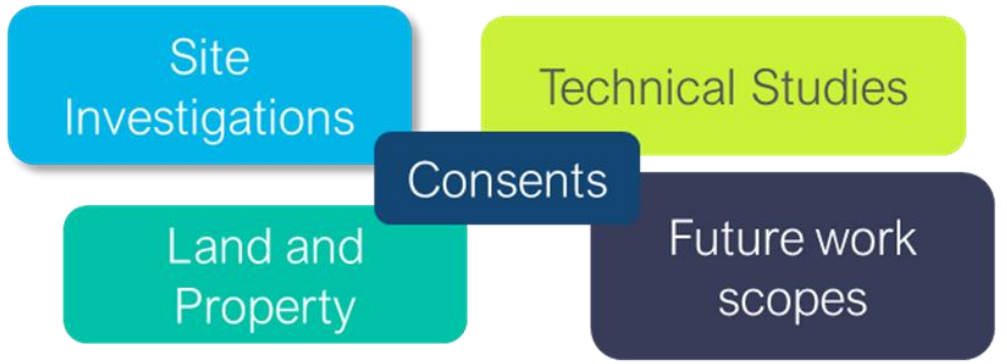
Suppliers already engaged on STROMAR

GoBe APEM Group
NIRAS
SLR
ARUP
Blackhall & Powis
Argeo
anatec
Global Maritime
Brown & May Marine Ltd.
eolos
CATHIE
HiDef Aerial Surveying
HYDROFIX
XOCEAN Ocean data, delivered.
OceanEcology
Royal HaskoningDHV

Stromar is has already engaged with many supply chain companies who have supported the development.

We commit to engaging with increased numbers of the supply chain moving forward!

Scopes we are looking for in 2024/25



We are looking different scopes over the coming 12-18 months. Many of these are associated with consents but moving forward we will be exploring the technical aspects of our wind farm.

We are committed to engaging with all members of the supply chain!

Successful supply chain approach

Learning how to work with your customer is key in the wind sector.

Practical advice can be boiled down to three key questions – What, Who and How…

How to reach us?

Step 1

Scan the QR code to register interest

Step 2

Reach out to our team here today!

Julian Das
Supply Chain Development Manager (SCDM)

Step 3

Looking to work in the sector?

Offshore Wind Growth Partnership

DeepWind
North of Scotland Offshore Wind Cluster

Scottish Enterprise

FORTH & TAY OFFSHORE

scottish renewables

renewableUK

Operations and Maintenance (O&M):

Ørsted engagement case study

Understanding where your product fits within an offshore wind farm

What is the USP of the product / service, how is this different to typical approach within the industry?

I have a service that is most suitable in the O&M phase of a wind farm

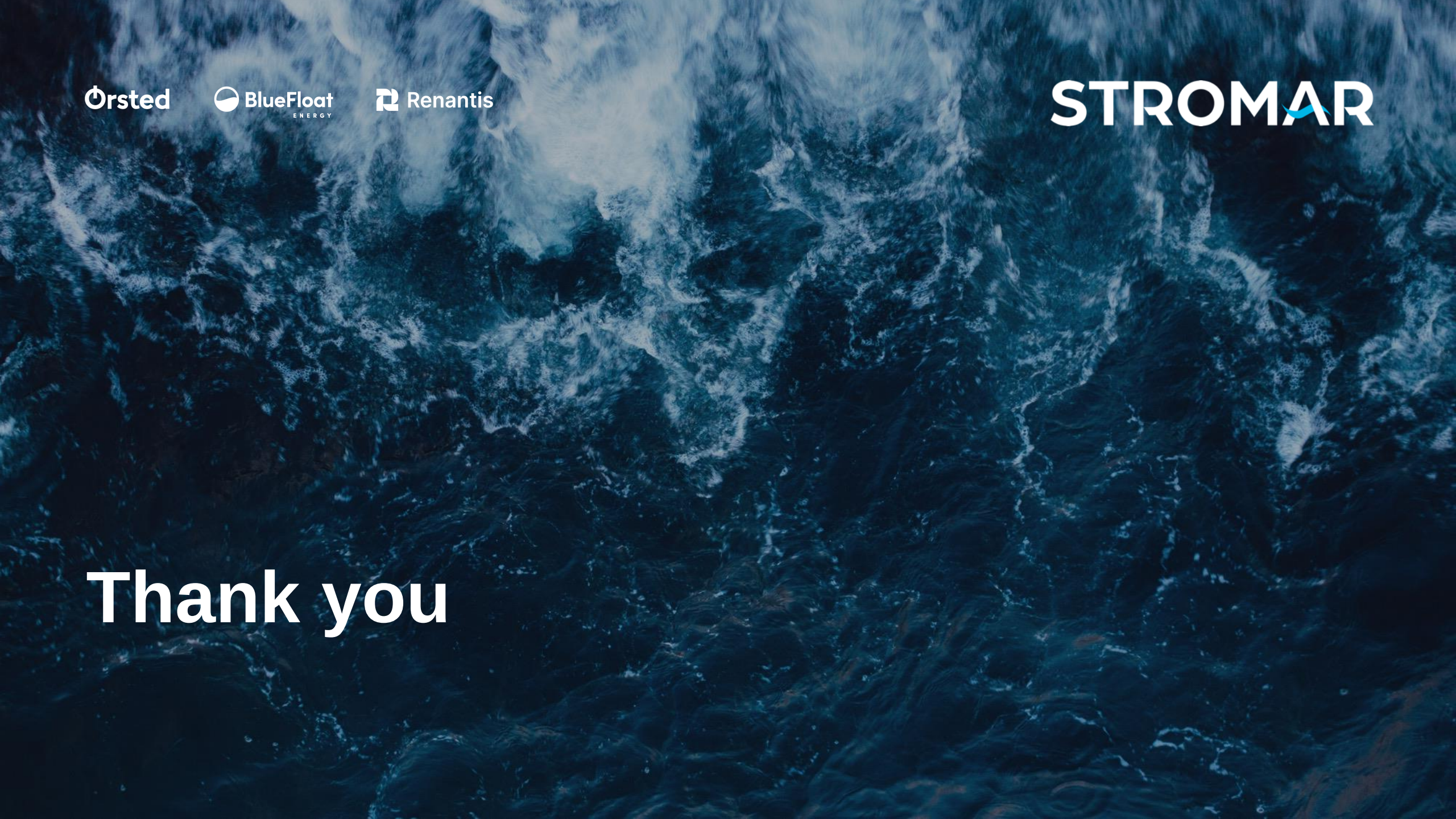
But who do I need to contact, who know who my customer is?

- Think project contracting! The Developer has responsibility for building the wind farm, but it subcontracts many scopes.
- Your ultimate customer may not be us despite your products and services ultimately being used on our wind farms.
- Find committed and helpful stakeholders!
- If the customer is the Developer, most have an SCDM or Supply Chain Manager who can help you understand our procurement landscape.

I have learnt that Ørsted follows a module-based approach for O&M services

Engaging with the SCDM has allowed me to tailor my pitch and service offering to increase likelihood of success

M01 Light Logistics & Services	M02 SOV	M03 Helicopter & Aviation	M04 Jack-up
M05 Harbour & Facilities Management	M06 Post Warranty Service Contracts	M07 Spare parts & Tools	M08 Above water WTG services
M09 Blade services & inspections	M10 Above water BoP services	M11 Below water BoP services	M12 Environment & consent
M13 Consultants	M14 Training	M15 Communication & systems	M16 Technical Projects
M17 Contingency management	M18 Transmission System	M19 Fuels	M20 Advanced Analytics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Thank you