

Report France Offshore Wind Mission

Business Development and Matchmaking Trip with EDF and

French offshore wind companies

21 – 23 October 2014

Background Information

With operations in Europe and North America, EDF Energies Nouvelles is a market leader in green electricity production. With a development focused on wind energy for several years and more recently on solar photovoltaic, the Group is also present in other segments of the renewable energies market: small hydro, marine energy, biomass, biofuel and biogas. In addition, the Group is expanding in the distributed renewable energies sector. EDF Energies Nouvelles is a subsidiary of the EDF Group.

The European Consortium led by the EDF Group has won the French offshore wind energy call for tenders for the Saint-Nazaire, Courseulles-sur-Mer and Fécamp projects. These projects, corresponding up to 1,500 MW of new installed capacity, go hand in hand with an ambitious industrial plan which should create about 7,500 direct and indirect jobs, notably with the manufacturing of Alstom's Haliade 150 wind turbine. The foundations are set for a new industry which will serve export markets.

The wind energy offshore projects of the Consortium implies the construction of four Alstom facilities in Saint-Nazaire and Cherbourg to manufacture all of the key components of the Haliade 150 next-generation wind turbine, leading to the creation of 5,000 long-term and qualified jobs, including 1,000 direct jobs.

At the same time, local units for the construction of the foundations, assembly of the wind turbines and their installation offshore will be set up by the Consortium, as well as operation and maintenance centers for the wind farms. This scheme represents the creation of about 2,500 jobs.

Goal of this Offshore Wind Mission: This offshore wind energy program represents a unique opportunity for Dutch companies active in the offshore wind industry to share their knowledge and expertise with the French industry. We would like to present ourselves to the French companies as knowledgeable and reliable partners for their offshore wind projects.

Program France Offshore Wind Mission

Tuesday 21st October 2014

Based on feedback from earlier missions we decided to start this mission with the Dutch participants during an informal dinner in Paris. The participants were briefed and had time to get to know one and other during a boat trip on the Seine the night before the official program.



Wednesday October 22nd

On this day we had a collective meeting with the people of EDF (both directors and buyers) at the Residence of The Dutch Embassy in Paris. The perfect location to host this meeting and share information with EDF. The program consisted of the following:

- Presentation consortium EDF with status quo on their 3 offshore wind projects.
- Short introduction of the Dutch participants.
- Speed dating between EDF and participants: 1 op 1 meetings with the directors and/ or buyers.
- Network lunch.



After this meeting which most participants found to be very transparent and well prepared by EDF we travelled to Caen in Basse-Normandie where we would continue the mission the next day.

Thursday 23rd of October

In Caen where we had a meeting at the Anton Philips Campus with the local authorities and the local offshore wind suppliers. The program for this day was set up as follows:

- Presentations from the Chamber of Commerce, Ports of Normands Associés and West Normandy Marine Energy about the current situation and the future developments.
- Individual Matchmaking with local parties and companies (each participants had between 4-8 matchmaking appointments).
- Network Lunch with all participants and local companies.



Feedback from the matchmaking was that the local parties were very willing to work together and there was a positive vibe.

After the lunch we concluded the mission and the participants travelled further into France or travelled back to the Netherlands.

Evaluation / Follow up:

We've send out an evaluation and feedback form to the participants. We found that most of the respondents have made concrete follow-up appointments in France, stated that useful new contacts have been made and most of the respondents expect to do business in France in the foreseeable future. When asked about things we could improve for our future activities we found that several respondents would have liked a little more time for the matchmaking appointments.

Collective follow-up activities with the French counterparts would be of great interest for most of the respondents. All respondents would like to be kept informed about the French offshore wind market and any activities/events concerning this topic.

Dutch participants

