



Moray West – Meet the Buyer

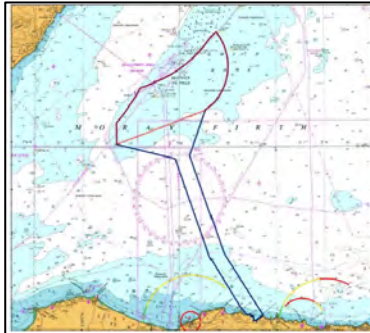


Transport & Installation scopes

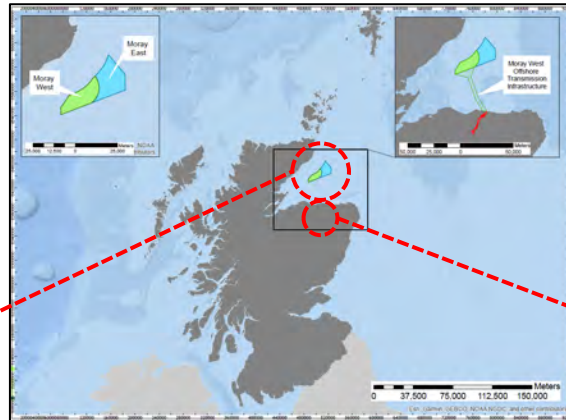
March 2023

Moray West Introduction

Project Overview



- 225km² offshore wind farm site area. 22.5km from nearest point of shore.
- Offshore wind farm site is in 35m-54m water depths.
- Offshore export cable route of approximately 50km.



- 882 MW capacity
- Western part of the Moray Firth UK "Round 3" zone, awarded in 2010.
- CfD award in AR4
- Corporate PPA
- Approaching Financial Close



- Onshore cable route of approximately 30km in total (220kV and 400kV sections).
- 400kV grid connection at Blackhillock, the largest substation in the UK.

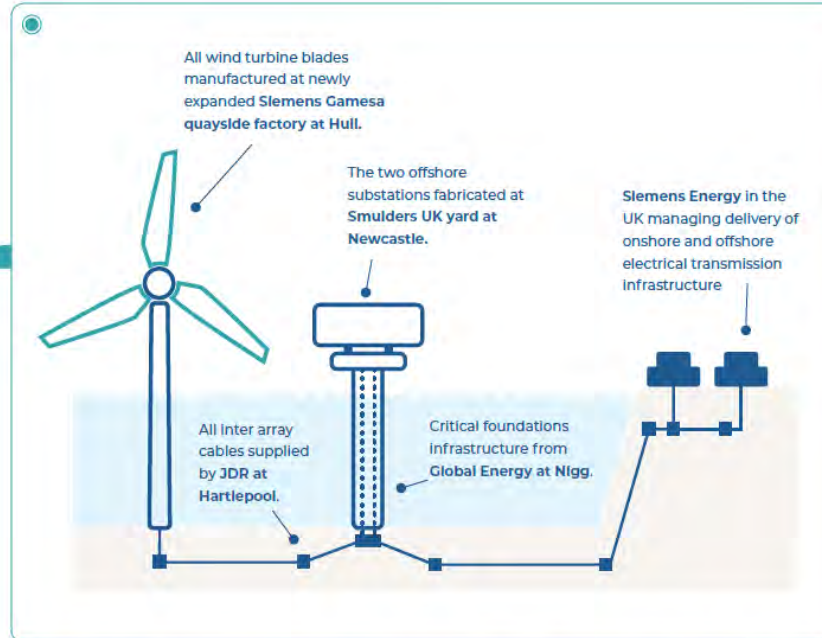
Moray West Programme

- 2022-23 onshore works at Whitehillock substation site and along onshore transmission cable corridor
- Summer 2023 - Start offshore installation works
- 2024 – Commissioning and first power
- 2025 – Final handover to operations team



Moray West and major UK Supply Chain Successes

Through close collaboration with suppliers the Moray West Offshore Wind Farm is supporting key manufacturing and fabrication capacity in the UK, supporting investment and jobs at these facilities and the broader supply chain to these suppliers.



CROMARTY FIRTH PORTS

Cromarty Firth ports secure further installation related work.



BUCKIE

Buckie hosts construction management office and a new operations base creating new long-term jobs



ABERDEEN

Seaway 7 office in Aberdeen managing installation of inter array cables.



EDINBURGH

Ocean Winds development and project management office

-
- Marine construction support specialist services (largely contracted)
 - Surveys
 - CTVs
 - Boulder relocation
 - Shipping agent
 - O&M in Buckie



Links to local supply chain

- DeepWind cluster role
- Supplier database
 - Register at <https://www.oceanwinds.com/suppliers/>
- Testing use of OGA Energy Pathfinder <https://www.ogaauthority.co.uk/supply-chain/energy-pathfinder/>
- Funding & Support - Offshore Wind Growth Partnership funding <https://owgp.org.uk/new-opportunities-launched/> (CES, HIE, BEIS also have options)
 - Fit4Offshore programme



ScotWind- and supply chain continuity

Ocean Winds longer term pipeline



- Moray extension - 'Caledonia' - 2GW
 - AC connection
 - Proven tech - Fixed foundation
 - Proven site
- The race is on - development speed
- International / export opportunities for trusted suppliers
- East of Shetland – 1.8GW ('Arven') + 0.5GW - floating





Moray West Project Meet the Buyer Event

29th March 2023

Table of content / Agenda

- 1 SGRE Business Overview
- 2 Moray West Project Construction Overview
- 3 Moray West Project Procurement Overview



Key facts and figures¹



130 GW
Globally installed



28,150
People



€9.8 billion
Annual revenue²



€12.3 billion
Market capitalization



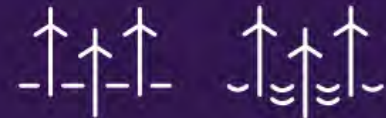
€33.7 bn
Order backlog



Truly **global**,
modern and scalable
footprint



Advanced **digital**
capabilities



Portfolio
covering all requirements

¹ End of December 2022

² End of September 2022

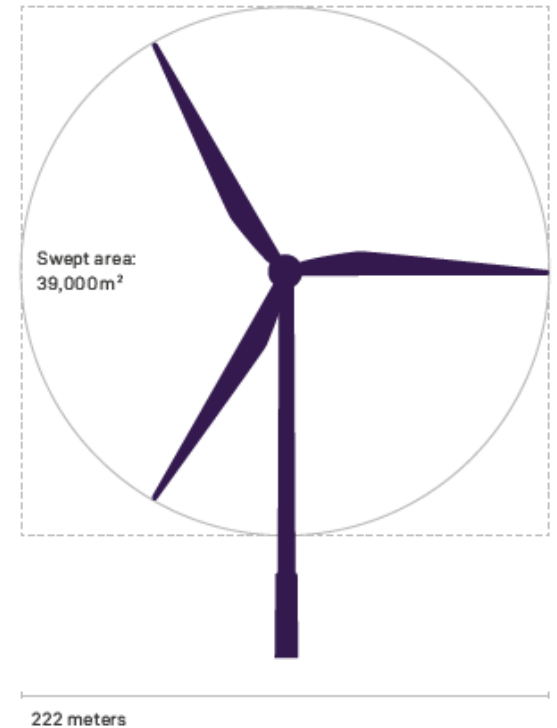
Unrestricted © Siemens Gamesa Renewable Energy, 2023

Moray West Project key facts and project scope

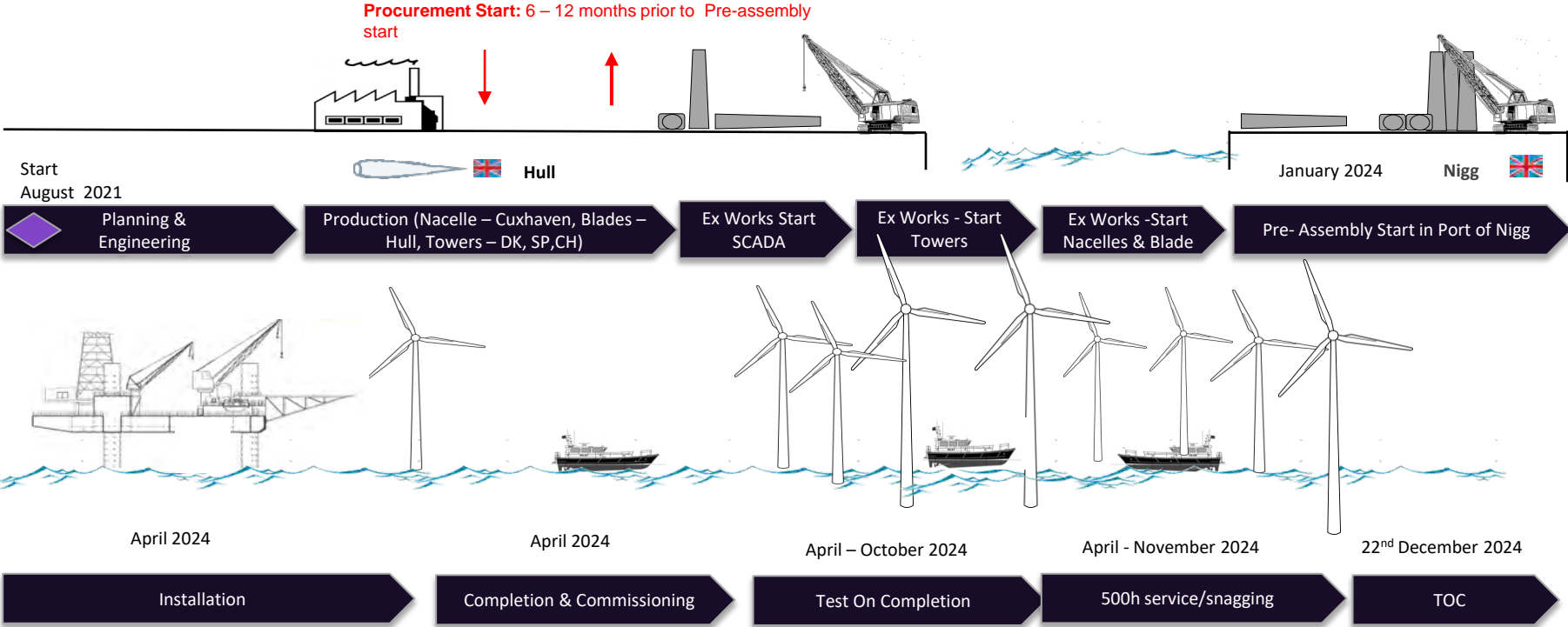
Ownership	Ocean Winds [Engie, EDPR] (95%) & Ignitis (5%)
Capacity [MW]	860
WTG type	SG DD-222 (14MW)
No. of WTG	60
Distance to Nig port [NM]	42
Rotor Diameter	222m
Swept Area	39,000 m ²

SGRE Scope:

Supply 60 x SG DD-222 14MW incl. assembly, transportation to harbour (Nigg), load out, installation, commissioning, Installation Vessel, (Potential SOV), CTV's, resources, tooling.



SGRE - Execution Overview and Indicative Timeline



Siemens Gamesa supplier lifecycle management orchestrates all supplier related activities to ensure best possible supplier performance



Siemens Gamesa supplier lifecycle management

- ① Supplier (pre-) selection and registration

- ② Supplier & contractor qualification ("ready for business")

- ③ Product & process approval / 1st service evaluation ("ready to order")

- ④ Ongoing monitoring and structured evaluation of supplier performance to constantly analyze our supplier base and immediately react to emerging risks

- ⑤ Improvement of performance and/ or capabilities to suppliers to drive TCO¹ improvements and mitigate supplier risks

- ⑥ Phase out of the supplier from the dedicated supplier development program or termination of the supplier relationship

Qualification process

As Quality & HSE¹ are key elements for our success, becoming an approved supplier or contractor follows a 2-step process



1) HSE = Health, safety & environment | 2) R4B = Ready for business | 3) R2O = Ready to order | 4) PPAP = Production part approval process | 5) FAI = First article inspection | 6) APQP = Advanced product quality planning | 7) QHSE = HSE = Quality, health, safety & environment

Pre-Assembly Site Setup

Site Infrastructure

- Construction project office
- Warehouse structures
- Welfare cabins
- ...



Site Consumables

- Tools and small parts
- Fasteners
- PPE
- ...



Site IM Requirements

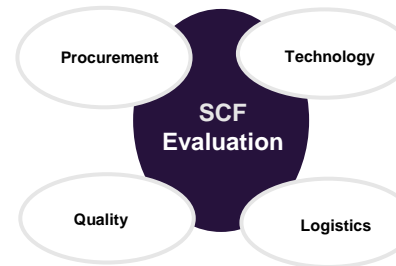
- Plant hire
- Transport and Site Vehicles
- Stationery and office IT equip
- Service accommodation
- Port Agents
- ...

Others

- Civil Works
- Seabed Remediation
- Welding and None critical fabrication
- Offshore Temporary Power
-

Minimum selection criteria

- Code of Conduct acceptance
- Corporate Responsibility Self-Assessment
- Contractor Safety (HSE)
- Industry experience highly valued
- Payment terms
- SQ audits with integrated Code of Conduct module
- External sustainability audit



Walk 2 Work Vessel (CSOV)

Focus: Offshore Accommodation and Access to turbine for SGRE technicians for commissioning



Top requirements for W2W suppliers

Min 50 Single Cabins for SGRE Personnel

Installed Gangway system with Min transfer capabilities 2,5 M Hs, 20 M/sec

Min DP capabilities: Min 2,5 M Hs, 20 M/sec

Offshore Fueling capabilities for CTV's

Stay Offshore min 30 days

High comfort class

Crew Transfer Vessels

Focus: Transport of SGRE technicians to and from Turbines



Top requirements for CTV suppliers

Transfer capabilities Min 1.75M Hs

Min 24 Pax

Able to accommodate vessel crew onboard

Able to do 24 Hrs Operation

Offshore Fueling

Min 20 knots service speed

Commodity Overview: CNS & ENG. SRVS.

Service

Installation Technicians (blue collar)



Supervisory Roles (white collar)



Project Certifications



Statutory Inspections



Description

- **Skilled and unskilled techs** for both ON and OF installation and maintenance/repair activities
- Profiles according to **SGRE training catalogue**
- **Roles in supporting functions** such as EHS, QA, Project Planning, Marine Supervision
- Industry standard profiles with limited SGRE specific training
- **Project specific certification**, reduced or extended scope according to IEC
- Design basis, site specific design, independent load analysis, etc.
- **Standard and country specific inspections** of turbine mounted safety equipment (TMSE) in Nacelle and Tower during installation and commissioning
- Acc. to IEC 17020 and local regulations (i.e. ZÜS, LOLER, PUWER, KVI, ARAB)

Commodity Overview: CNS & ENG. SRVS. Continued

Service

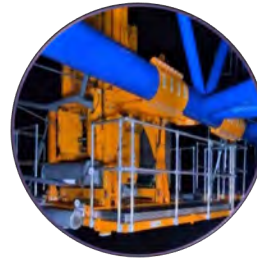
Cranes



Ground Logistics



Traverse System Mob-Demob



Quayside Equipment Mob-Demob



Description

- Provision of **equipment and personnel for lifting activities** for preassembly activities at pre-assembly port
- Provision of **SPMT** and Plant hire equipment for components movement / relocation at site.
- Mechanical & Electrical (M&E) work.
- Installation & removal of SGRE owned traverse system on main crane of IV.
- Mechanical & Electrical (M&E) work.
- Installation & removal of large steel constructs at the pre-assembly site, such as: Compact Tower Frames, X-frames, and Atlas Stands



Thank you!

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Sam Wilkinson
Deputy Commercial Project Manager
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Samantha.Wilkinson@siemensgamesa.com

Project Moray West



MEET THE BUYER

Inverness
29.03.2023

Deme Procurement Process
MW Project Scope of work

Elena Jovanovska

Project Procurement Coordinator

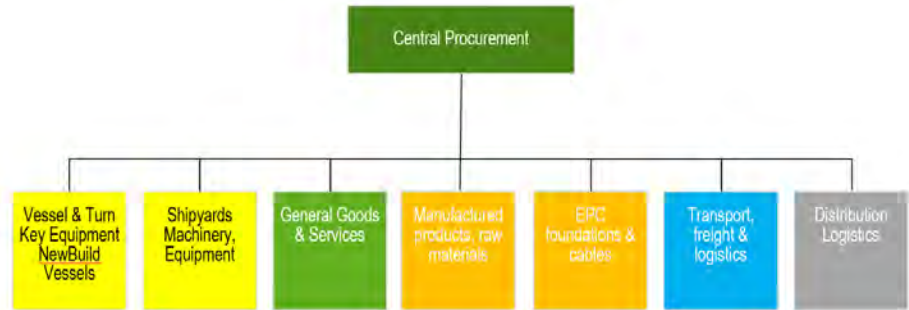
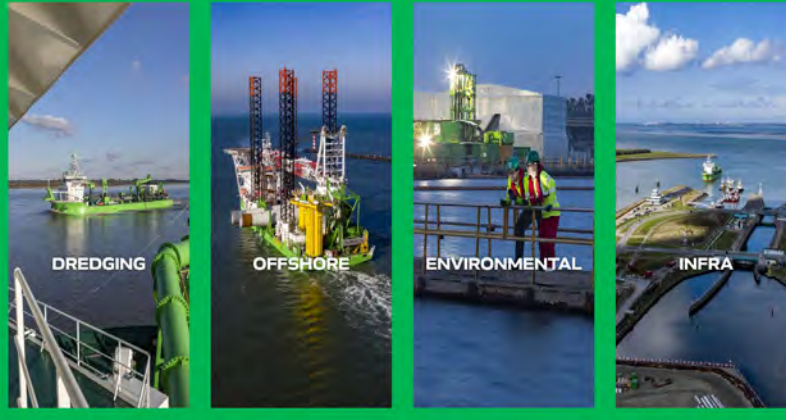
Andrew Tuke

Project Engineer



ACTIVITY LINES AND PROCUREMENT CATEGORIES

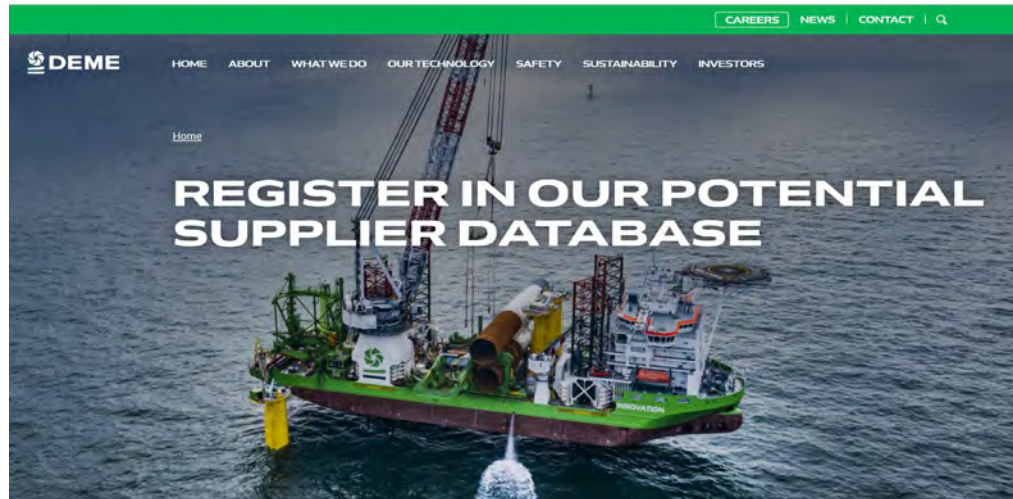
OUR ACTIVITIES



Registration in Potential supplier Database

Any supplier can always introduce themselves via DEME Website:

<https://www.deme-group.com/register-our-potential-supplier-database>

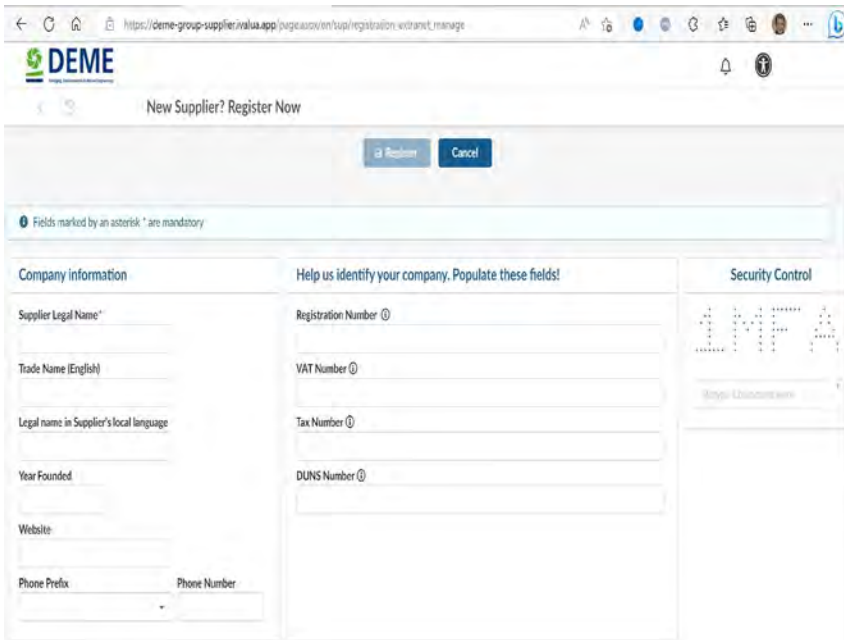


Click below to register in our Potential Supplier database.



Registration of Chosen Supplier

Suppliers that are selected for Contract/PO shall be registered in DEME Procurement tool-Ivalua https://deme-group-supplier.ivalua.app/page.aspx/en/sup/registration_extranet_manage. Once registered supplier will be automatically setup in the invoicing system as well.



The screenshot shows a web browser window with the URL https://deme-group-supplier.ivalua.app/page.aspx/en/sup/registration_extranet_manage. The page header features the DEME logo and the text "New Supplier? Register Now". Below this are "Register" and "Cancel" buttons. A note states "Fields marked by an asterisk * are mandatory". The form is divided into three sections: "Company information", "Help us identify your company. Populate these fields!", and "Security Control".

Company information	Help us identify your company. Populate these fields!	Security Control
Supplier Legal Name*	Registration Number ①	[Security Control Panel]
Trade Name (English)	VAT Number ①	
Legal name in Supplier's local language	Tax Number ①	
Year Founded	DUNS Number ①	
Website		
Phone Prefix	Phone Number	

Welcome to the Procurement Portal of the DEME Group!



This portal will support all procurement processes, including Supplier Relationship Management, Source to Contract and Request to Pay.

Many thanks for joining DEME's procurement journey!

DEME Project Scope



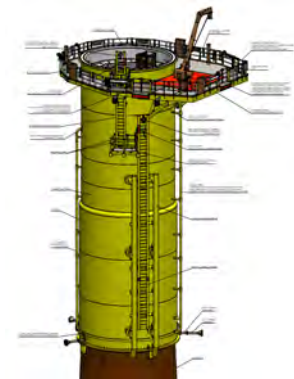
Monopile Installation

29 MPs Installed with Floating Vessel Orion
Loaded from Invergordon 6 at a time



Transition Piece Installation

60 TPs Installed with Jack Up Apollo
Loaded 4 at a time



Programme

	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24
MP Campaign	Mobilisation	Operations					Demobilisation		
TP Campaign	Mobilisation	Operations						Demobilisation	

Required Services

- Transport / Logistics
- Load testing, NDT testing
- Rigging services & Inspection
- Steel and Welding: on & off-site fabrication, painting
- Scaffolding
- General site services: Cranage, forklifts, containers etc.
- Confined space entry
- Working at Hight companies
- Acoustics
- Renting of small vessels and CTV`s, Barges
- Waste disposal
- Measurement equipment
- Hydraulics and hose repair/replacement
- Ballasting company
- Gangway rental
- Laboratories
- Small handling tools
- Light mast and generators
- Helicopter services
- Diving
- Inspection companies
- Man power (onshore assistance)
- Rope access technicians

BOSKALIS
THE LEADING DREDGING
& MARINE EXPERT THAT
CREATES NEW HORIZONS
FOR ALL ITS
STAKEHOLDERS.

MEET THE BUYER

INVERNESS

MARCH 29, 2023



BOSKALIS SERVICES IN THE OFFSHORE ENERGY PROJECT LIFE CYCLE



HEAVY MARINE TRANSPORT



MARINE SERVICES



OFFSHORE HEAVY LIFTING



SEABED INTERVENTION



SUBSEA SERVICES



SUBSEA CABLES



SURVEY

- + OFFSHORE WIND FARMS**
- Foundation T&I
 - Offshore substation T&I
 - UXO survey and removal
 - Inter-array cable installation
 - Export cable installation
 - Scour protection installation
 - Subsea services
 - Cable repair

MORAY WEST PROJECT - BOSKALIS' SCOPE

- 1 MONOPILE TRANSPORT
- 2 SCOUR PROTECTION INSTALLATION
- 3 MONOPILE INSTALLATION
- 4 OFFSHORE SUBSTATION INSTALLATION



MONOPILE TRANSPORT



- Heavy Transport Vessel 'White Marlin'
- Period May 2023 – December 2023
- Two trips White Marlin
- Loading 8 MPs in China each trip
- Offloading in Port of Cromarty Firth

SCOUR PROTECTION INSTALLATION



- Fall Pipe Vessel 'Rockpiper'
- 101,700te of rock
- July-August 2023

MONOPILE AND SUBSTATION INSTALLATION



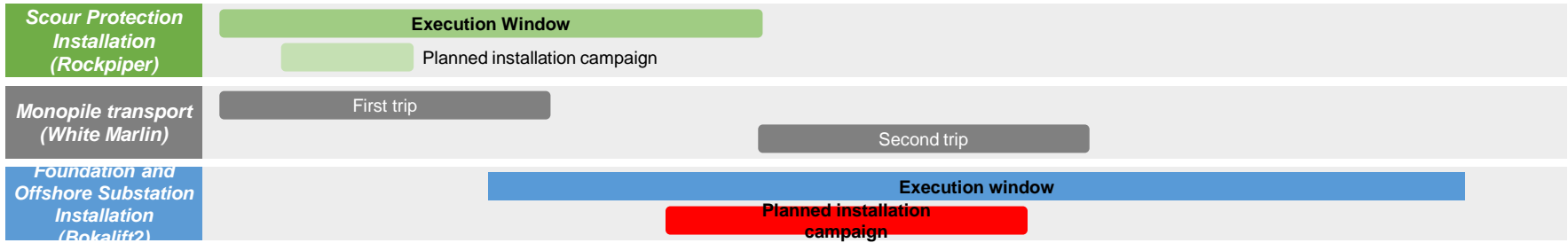
- Heavy Lift Vessel 'Bokalift-2'
- Loading monopiles and ancillaries in Port of Cromarty Firth
- Loading OSP components, grout, bolts

BOSKALIS ACTIVITIES - TIMELINE

2023



2024



SUPPLY CHAIN REQUIREMENTS

- Maritime/ shipping agents
- Port authorities
- Port service providers
- Maritime service providers
- Ship chandlers
- Logistics/ transport providers (personnel and goods)
- Accommodation providers
- Helicopter service providers
- Crewing services
- Steel fabrication and equipment supply



BOSKALIS

VISITOR'S ADDRESS

ROSMOLENWEG 20
3356 LK
PAPENDRECHT
NETHERLANDS

WWW.BOSKALIS.COM

CONTACT PERSONS

- Arien Fries - Project manager transport
- Frodo Leenhouts - Project manager installation
- Callum MacArthur - Marine operations manager
- Paul Roode - Assistant project manager



CREATING SUSTAINABLE HORIZONS

**Moray West
Marine Contractors - 'Meet the Buyer'**
29th March 2023

CREATING A RENEWABLES SUPER HUB

GEG @ Port of Nigg

Nigg Yard purchased in 2011

Mitsui investment in GEG 2012

300,000 sqm of storage and laydown
is currently available at Nigg

An additional 665,000 sqm has been identified
as additional storage and laydown (strategic land)

LAT deep-water quayside
1,400m

One of the largest dry dock in Europe



Looking to the future

“
The Cromarty Firth and Nigg is the
most suitable location in Scotland for
platform fabrication and manufacture”

(Source: SOWEC, 2021)

Current services

- Staging
- Marshalling
- Scaffolding and access
- Quayside services
- Project management
- Grillage fabrication
- Seafastening

Future growth

- Land development
- R&ET fabrication
- FLOW assembly
- Rolled steel manufacturing
- O&M

Market opportunity

- UK Government OW 50 GW target by 2030
- UK offshore wind projects target to deliver against 60% local content
- OEM cluster engagement for long term leases
- Nigg proximity to 11 Scotwind projects
- Between 3.6m te and 7.2m te of steel required for 22GW of FLOW depending on weight of individual floating unit

SITE DEVELOPMENT

For generations, in times of war and peace, the Port of Nigg has been a site of national strategic importance. As the world transitions to Zero emission energy sources, Port of Nigg's place in history, will be defined by its leading role in the delivery of the UK's Offshore Wind Sector Deal, an ambitious partnership between the UK Government and the offshore wind industry that will see 50GW of offshore wind by 2030.

2011

ACQUIRED FORMER OIL FABRICATION YARD



Established in 1972 custom-built to service Scotland's emerging oil & gas industry. Acquired by Global Energy Group in 2011, with a vision, to follow a more sustainable model in the future.

2020

OPERATED AS A WORLD-CLASS MULTI-SECTOR ENERGY FACILITY



In excess of £120 Million has been invested in the ongoing development and expansion of the site. The investment to date has transformed the traditional fabrication yard into a world-class multi-sector energy facility.

NOW

SUPPORTING SCOTLAND'S TRANSITION INTO CLEAN ENERGY



Transform the Port into Scotland's leading energy hub, securing the nations place in the energy sector for generations to come.

SITE STATISTICS

A world-class location, unrivalled UK capability, proven over multiple project campaigns.



- 15-minute transit time to open sea. Sheltered harbour with 24/7 access, 365 days a year.
- One of the UK's largest deep-water quaysides with 12 metres depth at LAT- Over 1400 metres of berthage.
- 50 metric tonnes/square metre ground bearing capacity across all quayside and land storage areas. Solid seabed conditions alongside which accommodate the world's largest jack-up installation vessels.
- Large on-land storage capacity for wind turbine generator components (towers, nacelles and blades) as well as offshore foundations.
- Strategically located for access to ScotWind projects.
- Total port historic and planned investment, (which includes the establishment of a rolling factory, inner East quay upgrade, land acquisition, site services upgrade and land preparation for inward investors) is in excess of £200m.
- Highly-skilled logistics, project management, inspection and remediation teams based on site.
- An internationally-recognised ISPS Port with 24-hour/365-day security and extensive CCTV throughout.
- Heavy cranes, self-propelled trailers, road haulage, ocean-going tugs and work boats permanently resident on site.
- The Port of Nigg is governed by robust Health and Safety procedures.

#AI-ROUND ENERGY

[GEGROUP.COM](https://www.gegroup.com)

#AI-ROUND ENERGY

[GEGROUP.COM](https://www.gegroup.com)

SCOPE OF EXPECTED SUPPLY Transition Pieces

Foundation Component Marshalling



#AI-ROUND ENERGY

#AI-ROUND ENERGY

Facilities

- Ground preparation and improvement works.
- Storage areas including perimeter fencing and access control.
- Warehousing for component and material storage.
- Hard standings construction suitable for craneage operations.
- Utilities and waste disposal at the onshore facilities.
- Environmental management plan for onshore facilities.

Operations

- Project management and operational logistics services.
- Marine support services.
- Shore based site services - Forklifts, Reach Stackers, Riggers, Banksmen, etc.
- Crane and plant services.
- Quayside services and manpower.
- Scaffolding services.
- Welding support services.
- Ship's agency services.

GEGROUP.COM

GEGROUP.COM

THE FUTURE

- Purpose built tower factory.
- Extensive yard space for storage.
- All quayside services and logistics on site.
- Deepwater berthing.
- Land available for inward investment.





CLARKSONS

Clarksons Port Services

Moray West Marine Contractors - Meet the Buyer

29th March 2023

Meet the team



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Fotios Vasilopoulos
Agency Manager

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Our unique business model

A complete ecosystem of maritime services

Broking: Unrivaled global broking services backed by rich data market intelligence.

Financial: Evolving the financial services available to the maritime sector by completing landmark transactions across the marine and offshore sectors.

Research: Providing uniquely powerful data and intel to the maritime industry.



Port services: Worldwide port coverage offering unrivalled support for the marine and energy industries.

Technology: Offering smarter shipping through the world's first end-to-end digital shipping platform Sea/ the industry's most powerful market insight tool.



Enabling global trade. Leading positive change.



Geographical coverage

22 offices

24/7 service

UK & Europe



Enabling global trade. Leading positive change.



Our services



Enabling global trade. Leading positive change.



What we require

Plant & Labour

Fabrication Support

Accommodation

Ships Chandler

Engineering Stores

Electrical Support

Waste Disposal

Personnel Logistics

Equipment Transport

Scaffolding Contractor

Marine
Technicians

Hydraulic Support

How to become a supplier



Email your company information/presentation with relevant products/services to cps.procurement@clarksons.com



Your information will be evaluated by Clarkson's Port Services Procurement Officer and stored in our supplier database



If your products/services are required, CPS' Procurement Officer will contact you to supply rates, accreditations and any further information



You are an approved Clarkson's Port Services preferred supplier

The logo consists of three concentric green curved lines on the left, resembling a stylized 'C' or a wind turbine blade. To the right of these lines, the text 'Offshore Wind Growth Partnership' is written in a bold, black, sans-serif font, stacked in four lines.

Offshore Wind Growth Partnership

Enabling global trade. Leading positive change

Offshore Wind Growth Partnership

Clarksons Port Services is a beneficiary of the Offshore Wind Growth Partnership Sharing in Growth Offshore Wind Programme.

Our participation and engagement in the programme aims to improve our efficiency and productivity within the UK offshore supply chain.

On the 16th November 2022, CPS won the '**2022 All STAR Winner Award**' in recognition of its engagement with customers/suppliers to provide an enhanced offering, increasing the opportunities to sustainably grow its organisation within the Offshore Wind sector.

Thank you



Enabling global trade. Leading positive change.





 | **sarens**PSG

Who we are:



Sarens PSG Ltd

50 / 50 joint venture between Sarens NV & PSG Marine & Logistics Ltd

Mission:

- To be the leading provider of heavy lift & transport, port marshalling services, and innovative solutions in the offshore wind sector in Scotland and globally
- Reduce cost and solve some of the technical challenges currently facing the offshore wind industry relating to deployment and integration solutions
- Drive down cost through innovation and engineered heavy lift and transport solutions

Who we are



PSG Marine & Logistics Ltd

- Based in Invergordon, Port of Cromarty Firth where we have operated for over 30 years
- Provider of logistical support, port marshalling, heavy lift and transport services
- Highly active in offshore wind project support. Having supported all OWF projects constructed in the area to date including Beatrice, Moray East and Seagreen.



Who we are



Sarens

- Sarens is the global reference in heavy lift and transport and innovative solutions to the OWF sector
- Operational in over 100 countries, with an extensive fleet of conventional and specialist lifting and transportation equipment.
- Provider of innovative solutions for component handling, all designed and developed internally



Sarens PSG – Moray West Project



- During Q4 2022 Sarens PSG Ltd were awarded a major IDP Marshalling Scope to be executed from Invergordon during 2023 and 2024 by Ocean Winds.
- Scope of work includes the load-in, on-shore handling and load-out of 62 XXL Monopiles destined for the Moray West Offshore Wind Farm
- Sarens PSG will act as the 'Principal Contractor' and provide all IDP services in Invergordon
- Engineering underway – first XXL MP Q2 2023
- Last MP Q1 2024

Moray West – Sarens PSG Scope

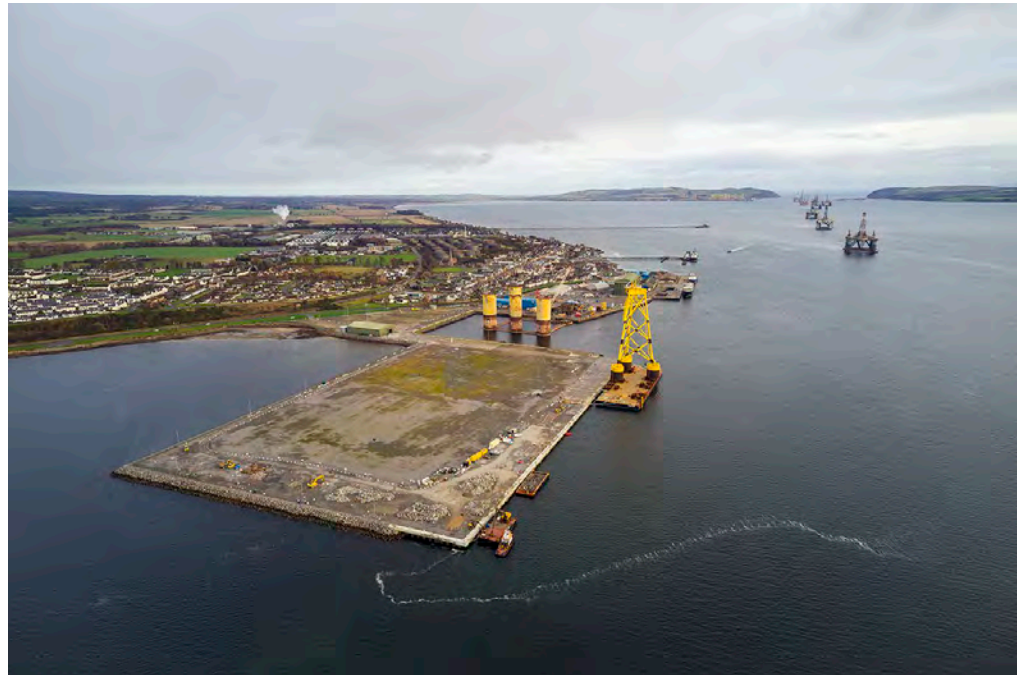


- Design, supply, install, maintain and remove gravel dunes for the base case XXL MP storage
- Provide SPMT transport solution to enable the RoRo load-in from HLV 62 XXL MP and self-offload to gravel dunes
- Reload to SPMT at storage and deliver back to installation vessel
- Provide bespoke solution for rotating MP in Invergordon
- Act as Principle Contractor
- Provide all engineering documentation
- Inspection and Coating Repairs

IDP Invergordon – Quay West



- 120,000 sqm laydown
- 370m deepwater quayside
- No access restriction, non-tidal
- No issues with swell
- 24/7 x 365 access and services
- Quayside suitable for RoRo operations and storage of XXL MP



Purchasing & Contracting



1. Major Sub-contracts:

- Civil Engineering Contractor – Gravel Dunes
- Steel Fabrication – SPMT Saddles and RoRo Ramps
- Harbour Towage
- MP Machining

2. Other Sub-contracts :

- Accommodation
- Mobile Lighting Towers / Telehandlers / MWEPS
- Fuel & Lubricants
- Hydraulic Equipment Repair
- Lifting Equipment / Accessories
- PPE
- Drone / Photography Services
- Inspection Services
- Signage / Barriers / Safety Equipment



Moray West Meet the Buyer Presentation

29th March 2023

Seaway7 – Sustainability

We support developers to bring renewable energy to the world. We are committed to ensuring sustainable practices run throughout our business. We have made significant progress in establishing a sustainable business that stands us in good stead for the future.

Our sustainability priorities:

- Health, safety and wellbeing
- Energy transition
- Labour practices and human rights
- Business ethics
- Operational eco-efficiency
- Ecological impacts

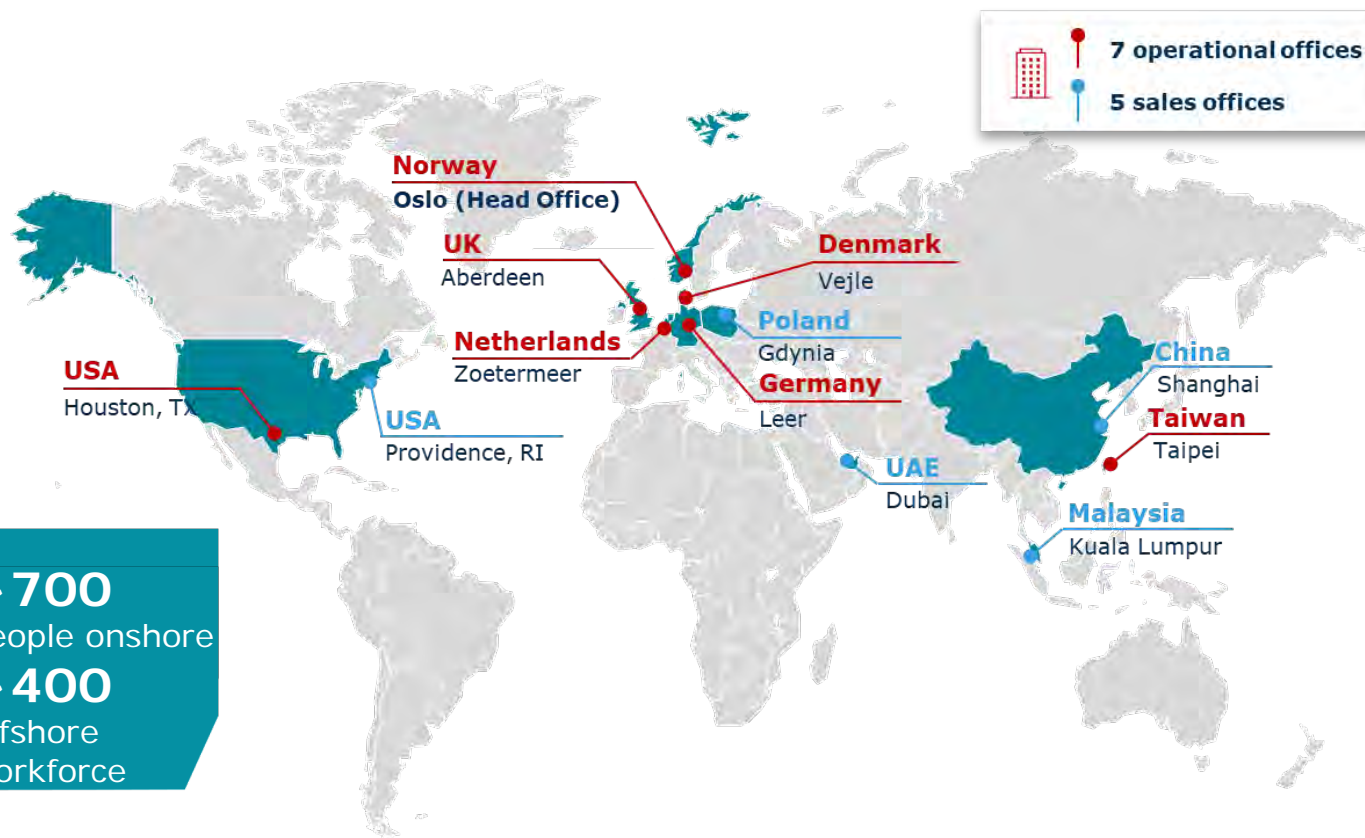


Seaway 7 support the UN Sustainable Development Goals



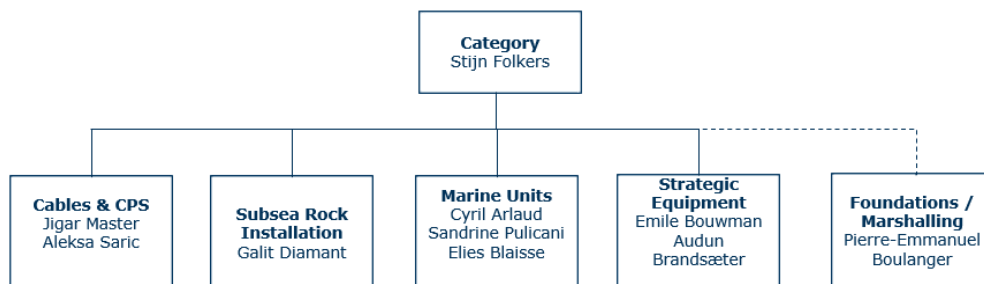
Our Locations

Global Reach and Local Presence



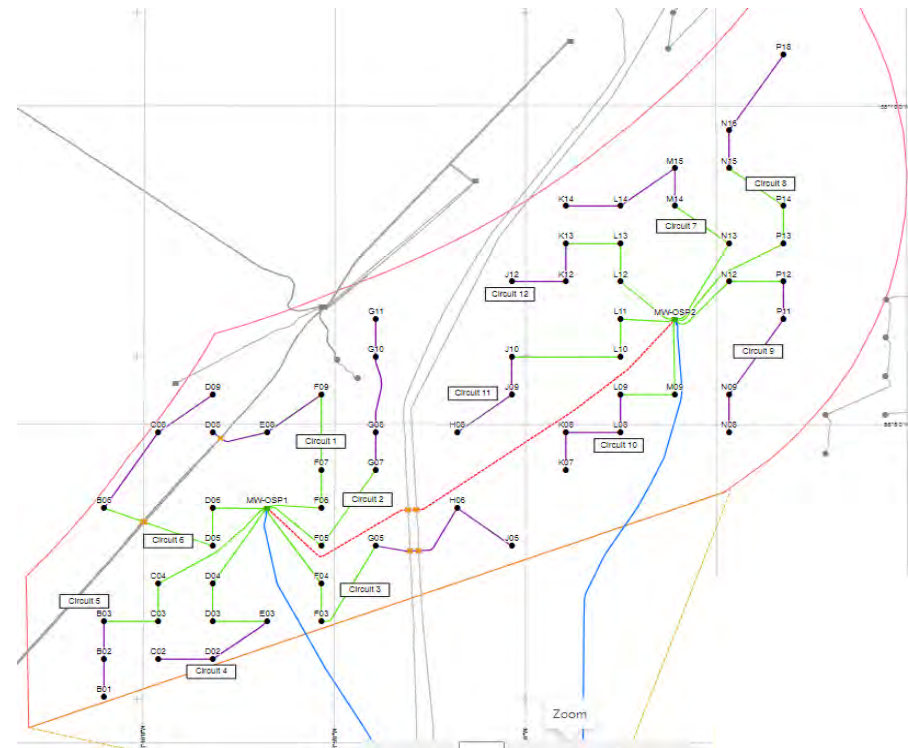
~ 700
people onshore
~ 400
offshore
workforce

Strategic Procurement – Category Model



Moray West OWF - Inner Array Cable Scope

- Laying **138km** of IAC Cable
- Connecting **60** wind turbines
- To **2** offshore Sub Stations
- Working in a Water Depth of **35 – 55m**
- Offshore program **Feb 2024** mobilization
- Cable lay, pull-in & testing until **May 2024**
- **4** main vessels in field for duration
- Consisting of CLV, ISV, TSV, rock placement
- Additional survey, PLGR & CTVs as req



Seaway7 - Potential Scopes

- Cable Storage Yard
- Mobilisation port services
- Logistics & transport services
- Fabrication Support
- ROV services
- Pre-construction Survey Services
- HV Electrical works personnel offshore
- Electrical Inspection Services
- Electrical testing equipment
- Equipment calibration services
- Quayside waste & scrap disposal
- Offshore 4G comms Services
- Onshore Accommodation
- Travel related services; taxis, buses
- Ad-hoc tooling
- Helicopter services
- Vessel Charters, CTVs, survey, PLGR, Guard
- Rigging
- Hand tools
- Generators, HPUs
- Provision of supplies, water, MGO fuel & diesel
- Fenders, forklifts etc

Supplier Registration

SAP Ariba

- Sander Overduin – Seaway 7 Supplier Management (sander.Overduin@seaway7.com)
- Register on SAP Ariba
- Qualification on SAP Ariba

