

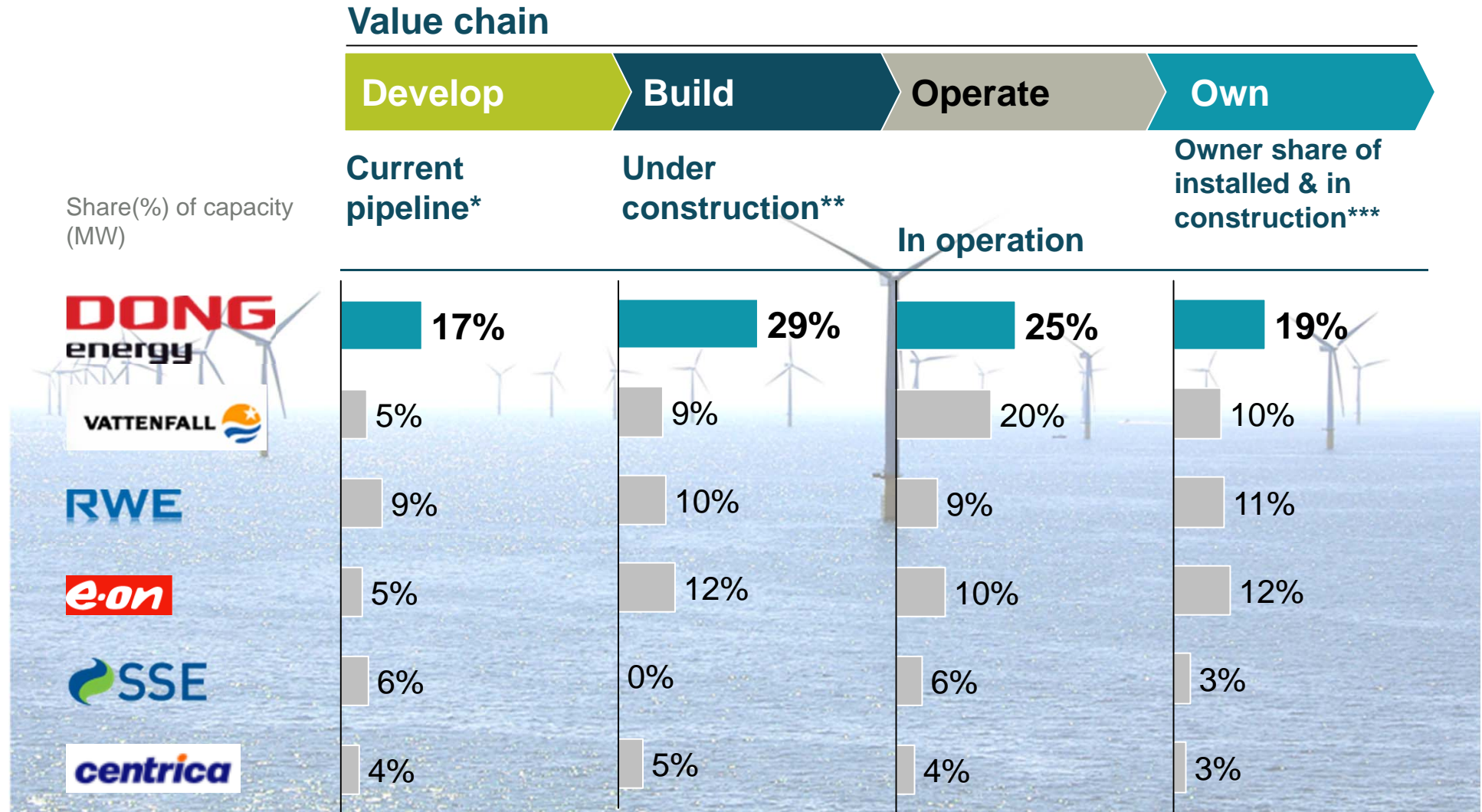
Supplying to DONG Energy

Roger Winmill
Head of Supplier Market - UK
DONG Energy

RenewableUK Offshore Wind 2013
13th June 2013

DONG
energy

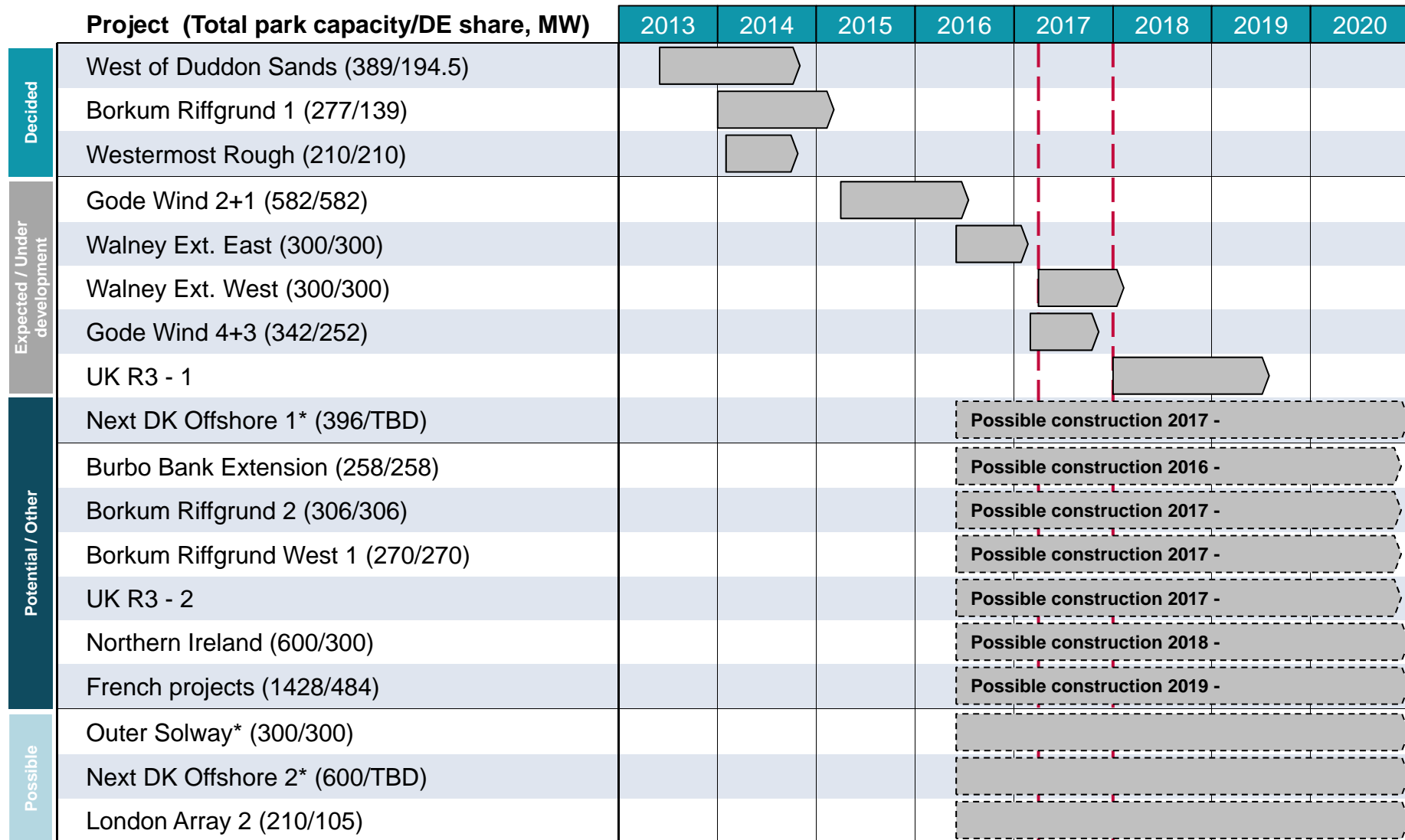
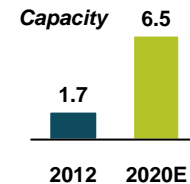
Wind Power has achieved a strong market position across the value chain...



* Pipeline until 2022, excl. operational capacity ** Historic and currently under construction *** After divestments

Assessment on value chain positioning based on MW
SOURCE: WIND-Strategy and Market Intelligence Analysis

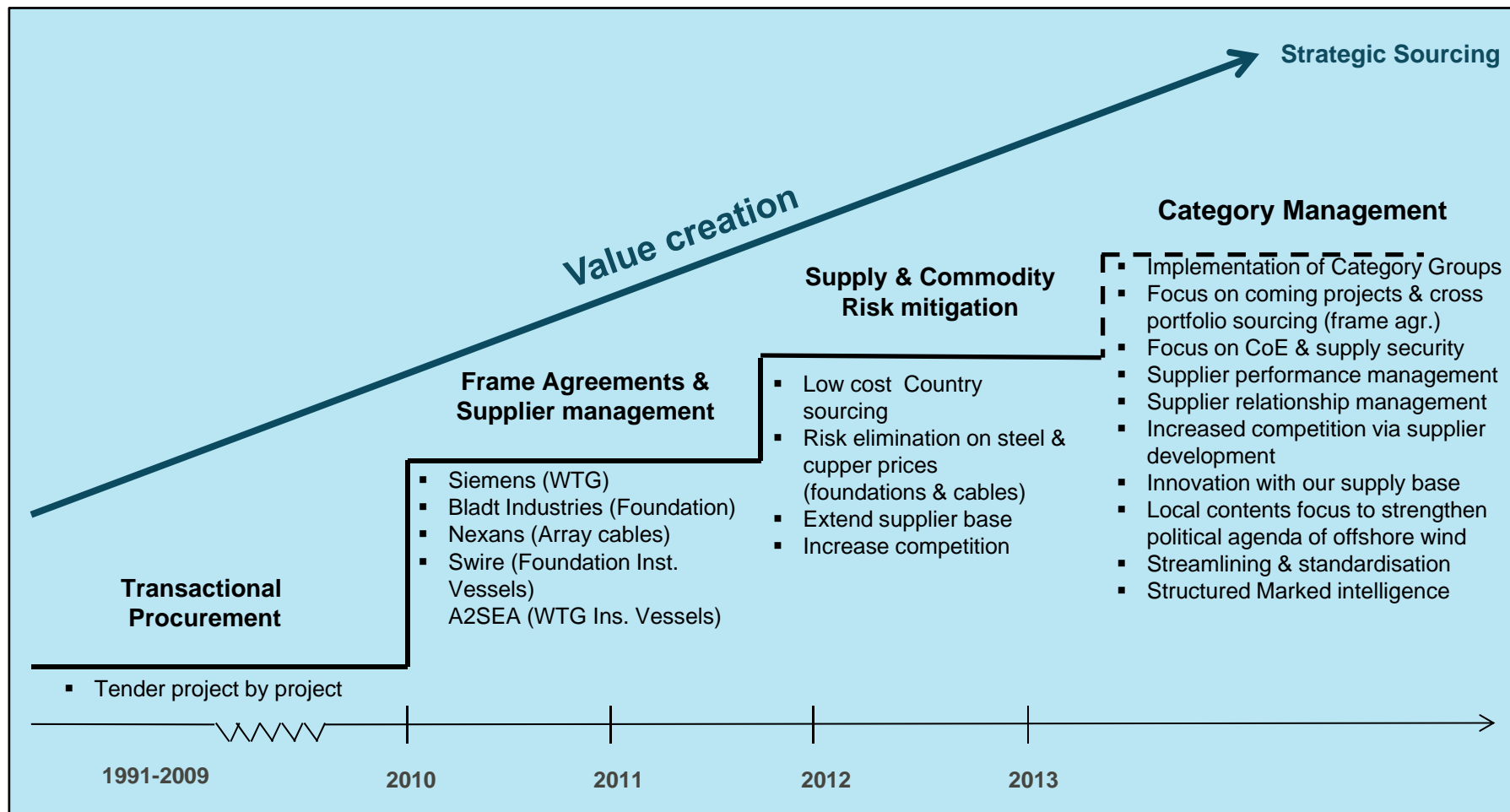
Wind Power has secured a strong and diversified pipeline of projects



Installation flexibility Foundations and WTG installation

*Project rights not secured

Our sourcing strategy has developed and matured



Operation 1991-2011	Vindeby	Tunø Knob	Middelgrunden
	Horns Rev I	Frederikshavn	Nysted
	Keltish Flats	Barrow	Burbo
	Avedøre	Walney I+II	Gunfleet Sands I+II
Construction 2012-	Lincs	Anholt	London Array
	Gunfleet Sands Demo	West of Duddon Sands	
	Borkum Riffgrund I	Westermøst Rough	
Developm. 2013-	Gode Wind 2	Gode Wind 1	Walney Ext. E
	Walney Ext. W	Celtic Array SE	Gode Wind 4
	Gode Wind 3	Next DK Offshore	

Packages

Global Categories:

- Offshore Substation Structures (including Topside and Foundation)
- Jacket WTG Foundations
- Monopile WTG Foundations
- WTGs (including onshore/offshore WTGs, davit cranes)
- Cables (including onshore/offshore export cable, array cables)
- Substation Components (including MV & HV switchgear, transformer)
- SCADA (substation(s))
- HVDC (including export cable, offshore substation structures, substation components, transport & installation services)
- Vessels (including heavy-lift, jack-ups, crew transport)
- Geosciences (including geophysical investigations, geotechnical investigations)
- Wind Assessment & Measurement (including metmast, lidar, wave buys)
- Construction Site (including cranes, logistics, site provision, facility construction & management)

Local Categories.:

- Environment & Licenses (including consultancy assistance, surveys)
- Onshore Substation Works (UK) (including consultancy assistance, onshore cables installation, facility construction & management)
- Support & Advisory (including communication services, legal services, management consultancy services)
- O&M Site & Commissioning (including logistics, site provision, facility construction & management)

HOW TO BECOME A SUPPLIER TO DONG ENERGY WIND POWER A/S

In DONG Energy Wind Power we know that suppliers are a vital part of our success as market leader in the offshore wind business. Therefore we value relationships with our suppliers and welcome new suppliers to be part of our supply chain.

DONG Energy Wind Power has chosen to introduce a global qualification system framework in cooperation with Achilles who operates the systems.

Our intention is to make the process of doing business with DONG Energy Wind Power easier. For the majority of the procurement we do. This qualification system framework will enable us to streamline the way we engage with suppliers in different locations/projects, show how we qualify them and share this information across the DONG Energy Wind Power business.

Our aim is to reduce the cost, time and effort involved in doing business for both DONG Energy Wind Power and our suppliers.

We currently use three qualification systems:

Sellihca: All our global categories as well as locals in Scandinavia

Connexio: Local categories in Germany

UVDB: Local categories in the United Kingdom

Your delivery and country location are prior to the choice of database we use.
For more information please visit our website: www.dongenergy.com/windpowersupplier

QUALIFICATION SYSTEMS IN DONG ENERGY WIND POWER			
	SELLIHCA	UVDB	CONNEXIO
Countries	Scandinavia	UK & Ireland	Germany & Poland
Global categories	X		
Local categories	X	X	X

If you have questions, please contact us
windpowersupplier@dongenergy.com



About Procurement in DONG Energy Wind Power

In Procurement we are committed to delivering a low cost and robust sourcing basis, and where commercially advantageous, we will look to engage directly with the best local supply chains. Where it is not commercially advantageous, we will work with our current supply chain to identify new opportunities.

We will do this through a number of areas:

- We will encourage first tier suppliers to utilise local suppliers in the development and delivery of the Wind Power solution.
- We will endeavour to establish contact between local suppliers and first tier suppliers to establish business relationships.
- We will host regular supply chain forums, giving an opportunity for the local suppliers to understand our business plans and approach.
- We will endeavour to create more transparency in our sourcing approach including use of open qualification systems, minimum requirements for becoming part of such systems and visible procurement calendars.

Building relationships

Building relationships with capable, competitive and innovative suppliers is essential to deliver new projects successfully. Wherever we operate, we seek a positive engagement with the local community. This has helped the development of local economy and supply chain.

We buy certain supplies and services in the global market, increasingly through framework agreements. Our approach of selecting key suppliers of specific supplies and services brings mutual benefits including cost reductions due to economies of scale.

In general, we conduct our procurement according to our procurement policy:

Do you wish to qualify as a supplier?
www.dongenergy.com/windpowersupplier

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