



WINDEA Offshore.

Multiple Solutions. One Source.

Herausforderungen für Offshore Reedereien
bei Spot- und saisonalen Charter-Anfragen

MCN Offshore-Wind-Booster, Elsflath 06.07.2022

WINDEA

Offshore at a glance



SHAREHOLDERS

BS OFFSHORE



BUSS



AFFILIATED COMPANIES

AeroEnterprise GmbH
intelligent airborne inspection



BERNHARD
SCHULTE



BUSS
Terminal Eemshaven



PARTNERS



JOHANNITER



Medizinischer Campus
Universität Oldenburg

Support for
offshore
wind activities:

- Sales
- Marketing
- Legal
- Product Development
- Project Management

WINDEA Offshore · Service Portfolio



**Maritime
Services**



**Medical Services
(WINDEAcare)**



**Wind Energy
Services**



Aviation Services

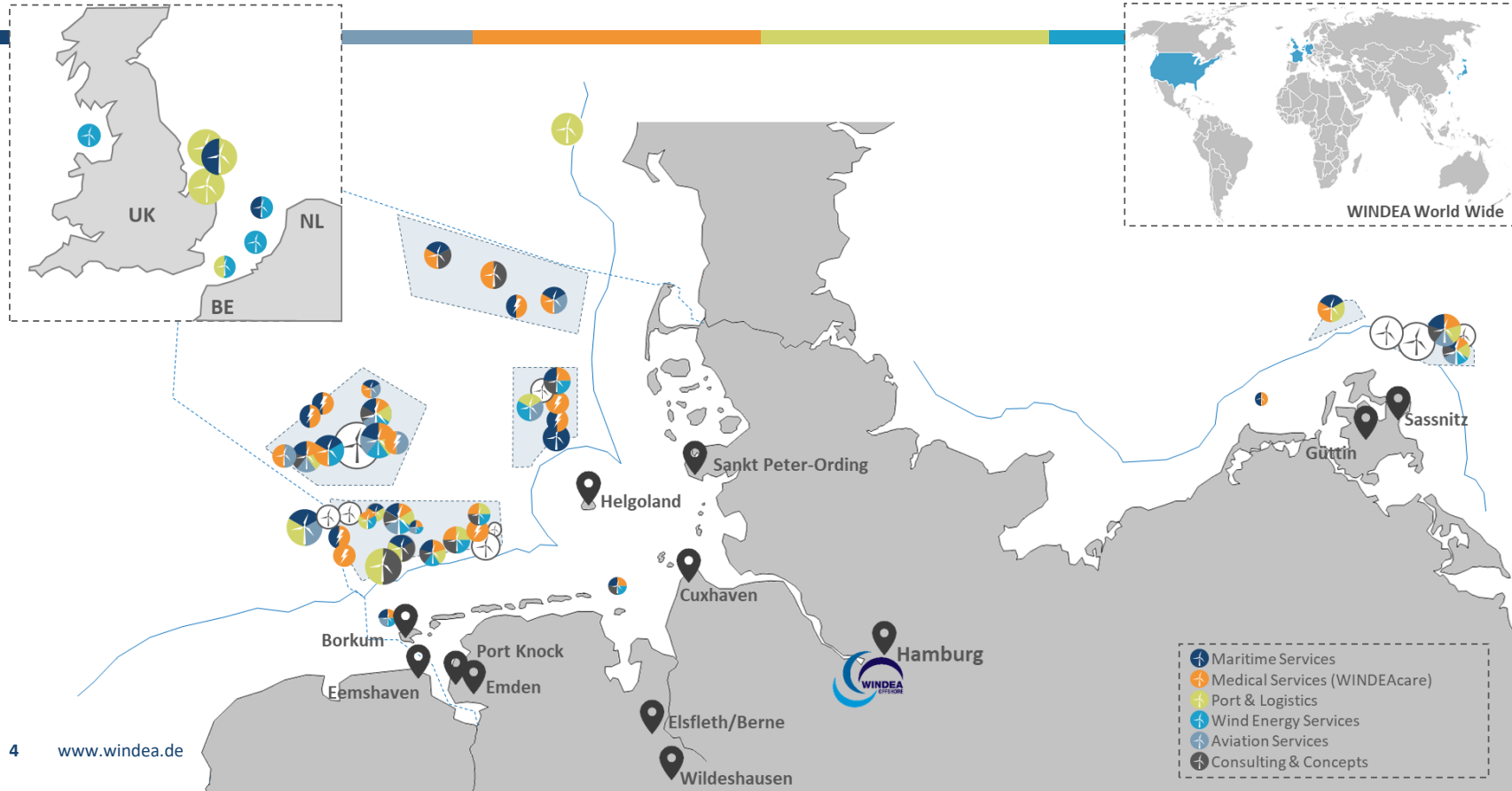


Port & Logistics



**Consulting
& Concepts**

WINDEA Offshore · Track Record





MARITIME SERVICES



MARITIME SERVICES · Vessel Services

- Supply of own vessels
 - Crew Transfer and Supply Vessel
 - Service Operation Vessel
- Agency for vessel on spot market
 - Comprehensive knowledge of the market
 - Wide network
 - Performance at short notice

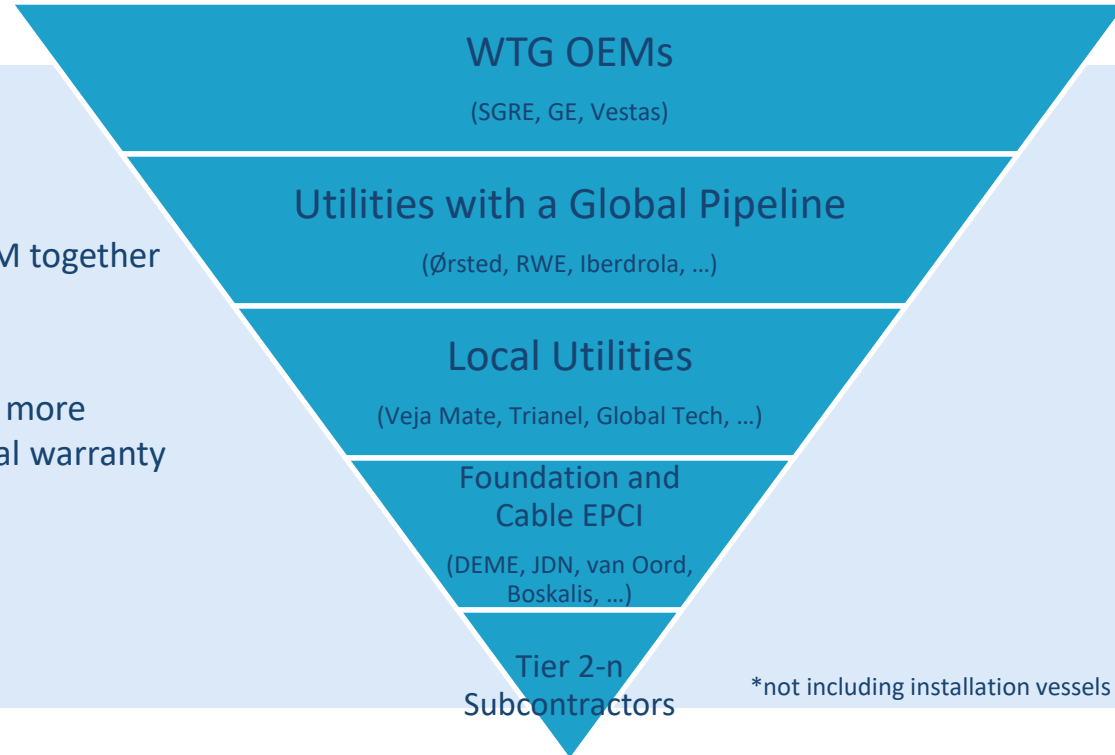


VESSEL REQUIREMENTS · Who are the Charterers?

Requirements for CTV, SOV
and other Offshore Support Vessel*

O+M logistics are often assigned to WTG OEM together
with service contract.

Independent service companies will become more
important as many sites run out of their initial warranty
phase/service contract after 5 years.



*not including installation vessels

VESSEL REQUIREMENTS · What are the Challenges?



- Charter Contracts of less than 1 year do not enable German shipowners to finance new vessels.
- Even multi-year seasonal charters (e.g. March-August) still need to cover the CAPEX for a full year, resulting in higher day rates
- Responsibility for logistics is often assigned to Tier 2-n subcontractors resulting in even shorter durations of 10-20 days.
- Owners cannot commit firm on spot requirements at the time when subcontractors have to submit their binding lumpsum offers. (sometimes even including fuel)
- Unbalanced charter parties deviate from Industry Standards like BIMCO; long reservation lists result in non-selection.
- Owners are forced to maintain registration on multiple prequalification platforms to be eligible to obtain tenders at their own cost and time effort.
- Framework agreements are offered without a minimal take off but with Penalties and LDs.

OPPORTUNITIES · Multi-Site Use Concept (Service Train)

Similar Turbines:

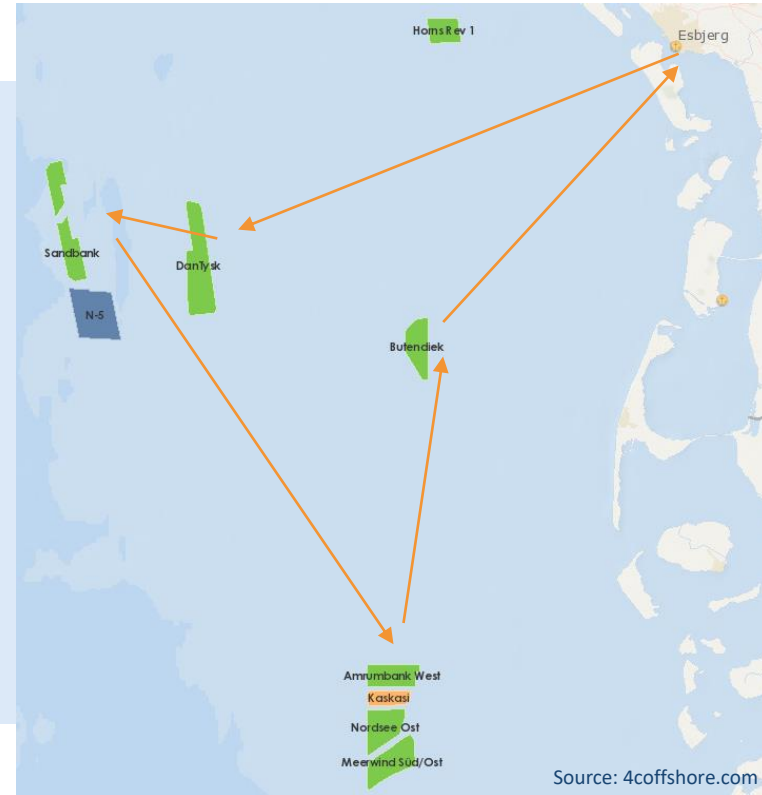
240 x SWT-3.6-120

72 x SWT-4.0-130

All in range of the same base port.



***One customer** deploys the **same vessel (SOV)** on **multiple sites** to increase charter duration and enjoy attractive day rates*



Source: 4coffshore.com

OPPORTUNITIES · Multi-Role Vessel Concept



- ✓ Personnel transfer
- ✗ Accommodation
- ✓ Bathymetric Survey
- ✓ Launching of Drones and AUV
- ✓ ROV support (inspection)
- ✗ ROV support (work class)
- ✗ Dive Support
- ✗ Motion Compensated Crane



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One customer uses the **same vessel** for **multiple tasks** to increase charter duration and eliminate spot requirements for special vessels

OPPORTUNITIES · Asset Sharing

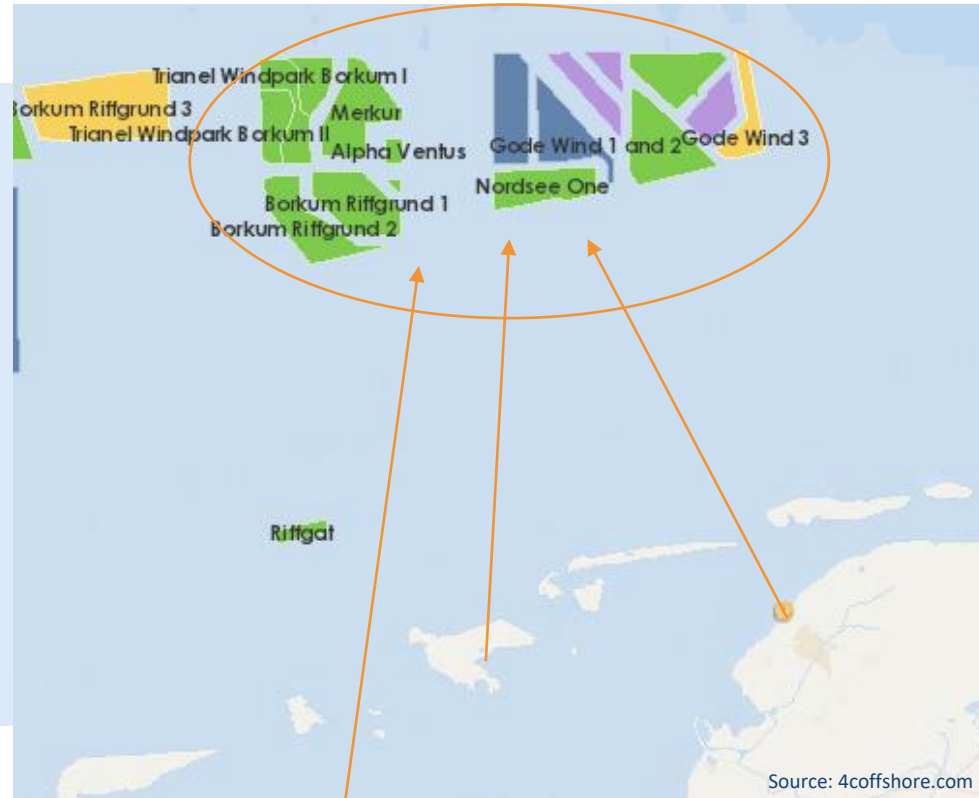
Cluster DolWin

7 different utilities and 1 TSO in one spot.

Siemens GE, Vestas, Senvion and Adwen turbines in one spot.

High seasonal demand for CTVs.

Multiple customers use the **same vessel** (CTV) on **multiple sites** to increase charter duration and enjoy attractive day rates



OPPORTUNITIES · Customer Financed Asset

Equity to finance the vessel is provided by the customer.

Design Selection, Building Supervision, Technical and Commercial Management provided by experienced ship manager.

Ship manager offers vessel to the market in idle periods.

Customer provides financing for a vessel to be used on his own site(s) to unburden owners from CAPEX risk and save IRR on 3rd party equity

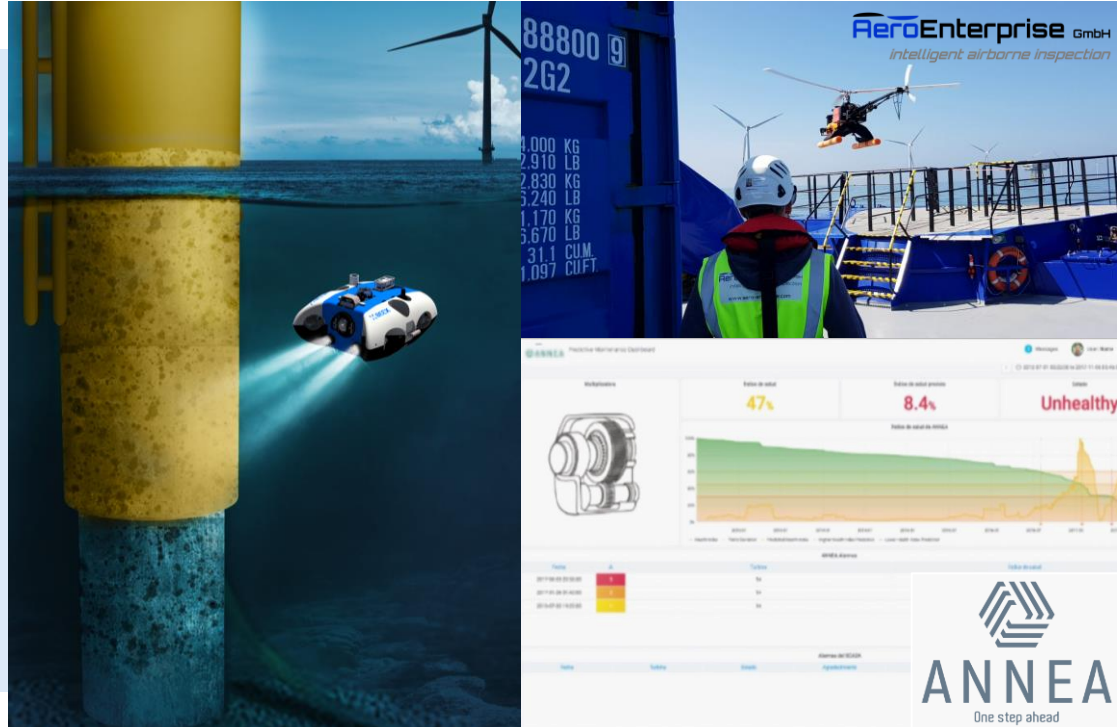


OPPORTUNITIES · Predictive Maintenance = More Flexibility

Autonomous and remote vehicles drive down costs for Condition Monitoring.

Analysis of SCADA Data allows for failure prediction.

*Customer invests in technology and business intelligence to reduce likelihood of unplanned maintenance events and be more **flexible** in terms of **vessel availability**.*



THANK YOU FOR YOUR ATTENTION!



WINDEA Offshore GmbH & Co. KG
Zirkusweg 1 · 20359 Hamburg
Phone: +49 40 7420376-0 · info@windea.de · www.windea.de

