

Interview China Energy News with Martijn van Breugel, General Manager Pontis Asia

What are your thoughts on the development of the Sino-Dutch offshore wind power cooperation ?

I believe that this seminar was another important step towards a better cooperation between both nations. I would however like to stress that the discussed plans during the meeting should be followed up and we should continue working on these plans during a next visit when our Chinese counterparts will visit Holland.

What's the advantage and the disadvantage of offshore wind cooperation between China and Holland?

Holland has over 20 years of offshore experience and I believe China could learn from the best practices we have gained during this development. China knows how to grow quickly and has a lot of Domestic suppliers which they support better than Holland did in the past, an important lesson should be learned from this by the Dutch.

A disadvantage for Chinese companies wanting to enter the European markets might be that certification is required in Europe. There are however several Dutch companies who can assist them with that.

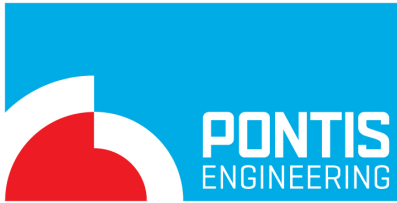
What do you think about the potential cooperation fields for the future between the two countries? Which areas offer the best opportunities?

Offshore wind will be the future focus, especially in deeper waters further offshore. Logistics, installation and foundations will be the biggest challenge and therefore these areas have the best potential.

What's the biggest challenge the Offshore wind power development is facing ? Is it the cost?

It all starts at the top, currently different Chinese government bodies (NEA and State oceanic administration) have internal discussions about policies, farm locations, impact on the environment etc.. Only after these bodies have agreed the costs become important.

Any investor wants to have a clear picture of the ROI and especially in case of new markets like offshore wind they of course also want to understand the risks involved. Without certification these risks are unknown. This makes it more difficult to find investors or parties to insure the investment.



The cost of offshore wind power is still very high, do you think there is a wide margin for the cost to go down?

Most people say costs should be reduced, which is true but not at the cost of quality and not too fast. I believe that the biggest issue in China is the fact that wind turbines still don't need to be certified.

There is still quite some margin but again the price should go down gradually as too quick cost reduction will also lead to a lack of margin which leaves no money for the companies to further develop their products.

Is your company doing business in China? Which area do you want to cooperate on most in the future?

We have offices in Europe, the USA and China (Beijing). With English and Chinese speaking employees we have served several leading Chinese blade manufacturers, as we are also doing in the rest of the world.

We have design and production experience up to 10MW and have just finished our 75m blade design. This blade is currently being offered to the Chinese market with the aim to produce these giants for the big offshore turbines to be installed in China in the near future. We do this by applying European standards because we believe that, like in Europe, Quality will always win on the long term.

We are also helping our customers to optimize their current blade manufacturing processes or design to improve quality and reduce costs, by means of resin change.

Last but not least, we are offering Re-design that leads to weight reduction of the blades. This way our customer's rotor blades can be extended and installed on existing turbines in areas with lower wind speeds.