A row of white offshore wind turbines stands in a line across the dark blue ocean. The sky is filled with soft, white clouds. The turbines are viewed from a low angle, making them appear tall and imposing. The perspective is from the water, looking towards the horizon.

Swedish Wind Power Alliance in Taiwan - Networking Meeting

**Q4 2019 Invitation
Business Sweden Taipei**













Business Sweden Taipei

Agenda

- **Background and Overview**
- Plan and project details
- Participation
- Terms and conditions



Several offshore wind projects are under development to achieve the goal of 5.7 GW in 2025

No.	Project*	Location	Capacity	Status	Shareholding structure		
1	Formosa I	Miaoli	1 st phase: 8MW 2 nd phase: 120MW	Phase 1 has been successfully operating since 2017. Installation of 20 turbines for Phase 2 completed in October 2019.	 35%	 25%	 27.5%
2	Yunlin projects	Yunlin	640MW	80 wind turbines is expected to operate in 2021.	 73%	Starwind Offshore 27%	
3	Greater Changhua	Changhua	1820MW	1 st phase - 111 turbines (900MW) is expected to operate in 2022. Onshore construction plans to start in May 2020. 2 nd phase-920MW is expected to operate in 2025.	 100%		
4	Formosa II	Miaoli	376MW	The installation is expected to be done in 2021.	 25%	 26%	 49%
5	Changhua Demonstration	Changhua	1 st phase:110MW 2 nd phase: 300MW	It plans to do the piling of 1 st phase in mid-year of 2020. To be operate in late 2020.	 Taiwan power company 100%		
6	Changfang and the Xidao	Changhua	600 MW	100MW to be connect to grid in 2021, 452MW to be connected to grid in 2023 and 48MW in 2024	 100%		
7	Hai Long	Changhua	2A: 300MW 2B: 232MW 3:512MW	2A to be connected to grid in 2024 (project by selection) 2B and 3 to be connected to grid in 2025 (project by auction) .	 60%	 40%	

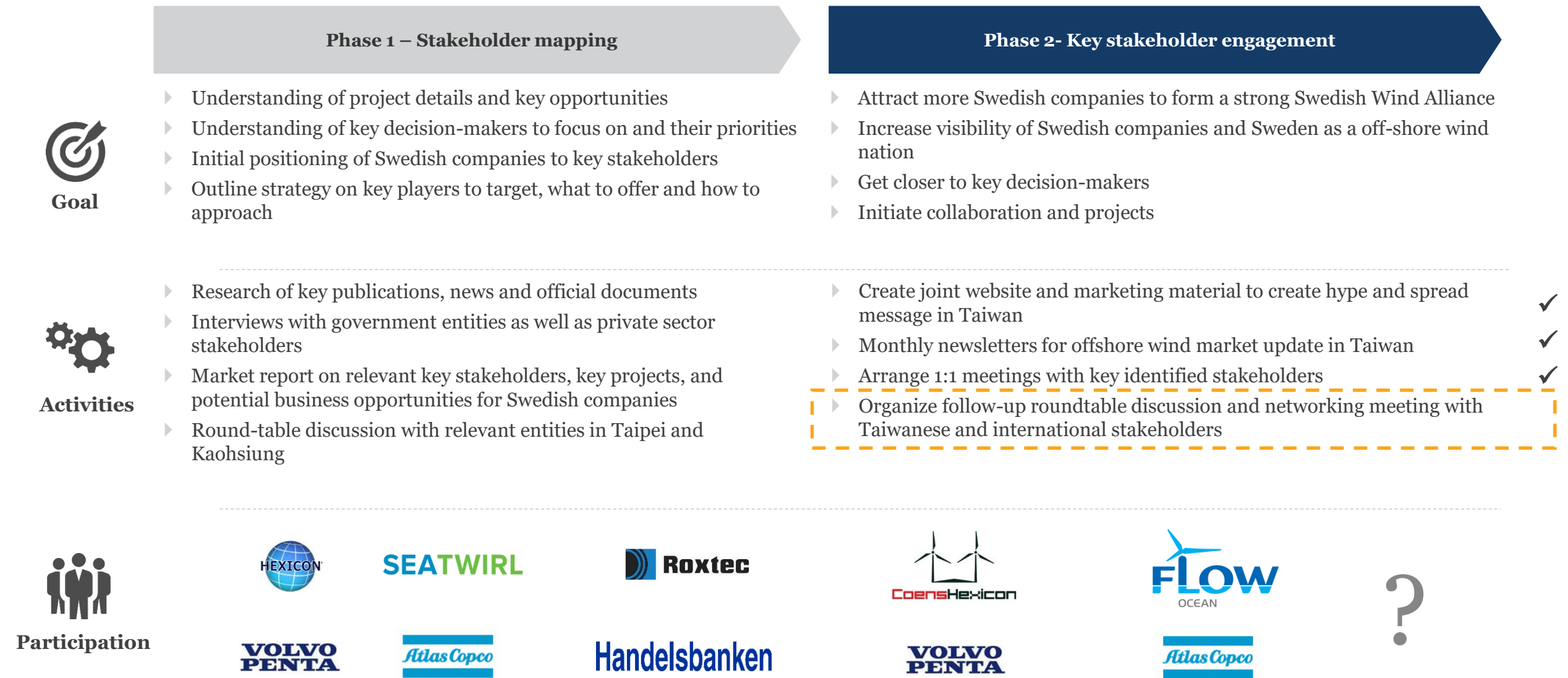
* This table does not list all the projects.

The value chain for Taiwan's 5,7 GW of offshore wind development is forming now. Important for Swedish companies to mobilize and take position



Source: Interview, Business Sweden analysis

The Swedish wind power initiative is at the 2nd phase with goal to further engage with the key stakeholders of the offshore wind market in Taiwan

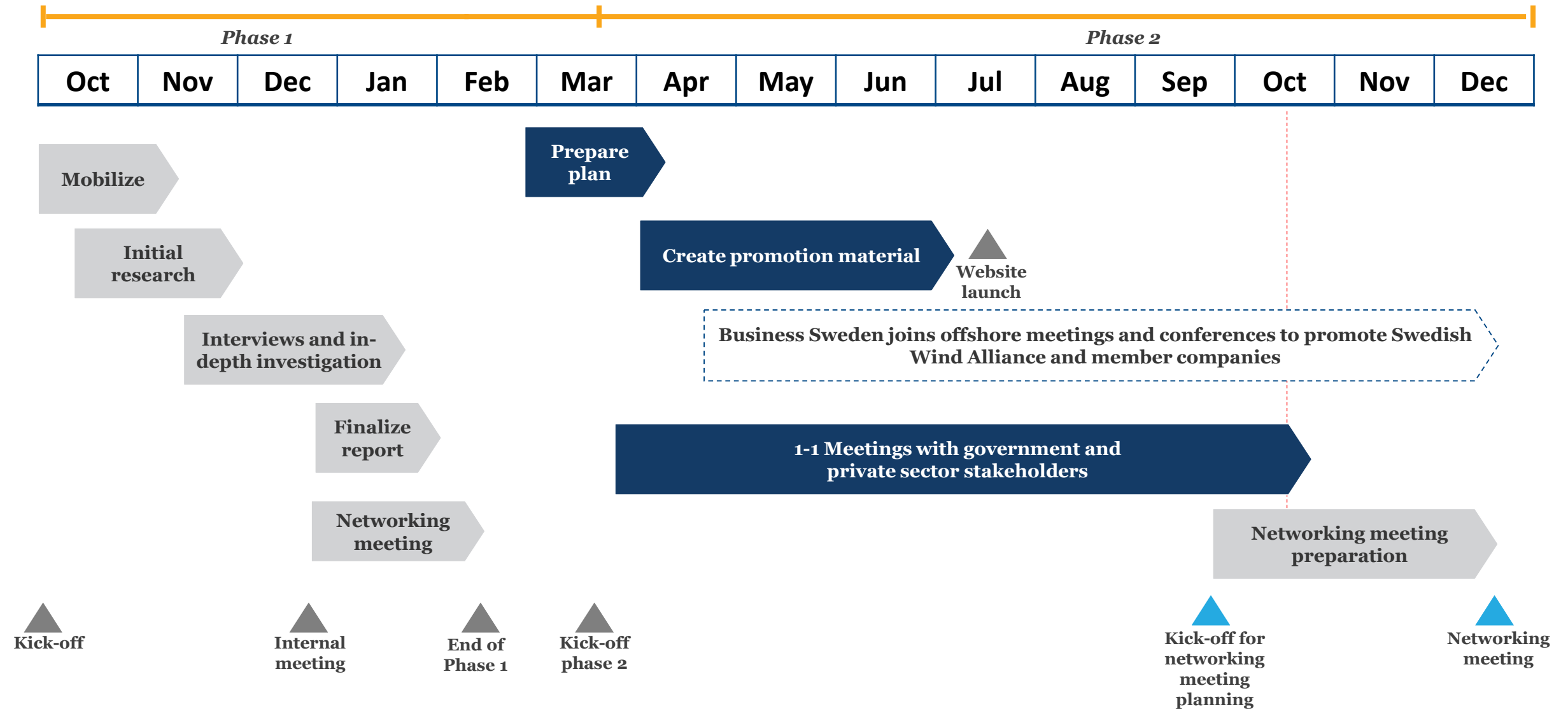


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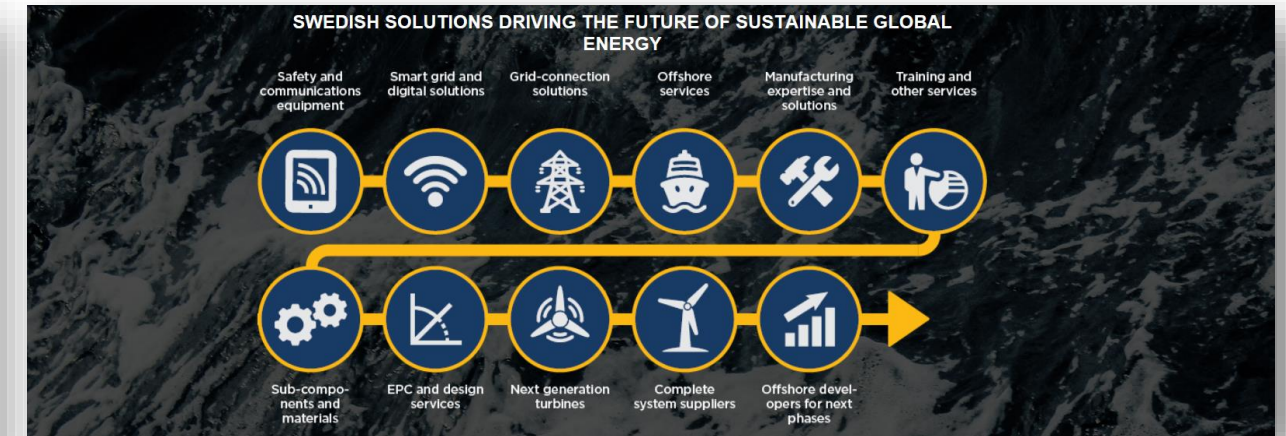
The 2nd phase is between March to December with different planned activities



We are now in the third step of Phase 2, with focus to arrange a second networking meeting to further strengthen the Swedish Alliance in Taiwan



Websites of the Swedish Wind Power Alliance in Taiwan was launched both in English and Chinese



MEET OUR MEMBERS

<p>Atlas Copco</p> <p>Atlas Copco is a world-leading provider of sustainable productivity solutions, such as compressors, air treatment systems, vacuum solutions, generators, pumps, power tools and assembly solutions.</p> <p>Products and services focus on productivity, energy efficiency, safety and ergonomics.</p> <p>Solutions</p> <ul style="list-style-type: none"> GA VSD+, the most energy efficient air compressor in the market Energy recovery systems, the ultimate "zero-carbon" solution for compressed air systems Portable rental solutions, like oil-free compressed air for sound attenuating bubble curtains and standby generators 	<p>CoensHexicon</p> <p>Joint Venture between Korean Coens Co. Ltd and Swedish Hexicon AB.</p> <p>Coens is an integrated service provider to some of the world's largest oil and gas projects.</p> <p>Hexicon is a developer of technology for floating wind projects.</p> <p>Solutions</p> <ul style="list-style-type: none"> Local content in manufacturing, operations and maintenance for offshore wind projects through co-operation experience towards major shipyard and oil and gas companies. Feasibility studies for offshore wind projects. Presence in Asia, Australasia, Africa, Europe and North America. 	<p>Flow Ocean</p> <p>Flowocean AB is a Swedish company with its own proprietary and innovative technology in floating offshore wind power. They are active in project development, project financing and project delivery to enhance its technical solutions for floating offshore wind power.</p> <p>The technology has been tested and evaluated by global experts. Flowocean has 37 patents and applications for the FLOW solution.</p> <p>Solutions</p> <ul style="list-style-type: none"> A patented design for floating offshore wind power plants that can make floating offshore wind power cost-effective. The innovative structure allows for a significant weight reduction compared to state of the art floating offshore wind power. Reliable and sustainable power generation with the key features: plug & play, soft & flexible, low weight and standardised. 	<p>VOLVO PENTA</p> <p>Volvo Penta is a world-leading supplier of power solutions to marine and industrial applications.</p> <p>Driven by innovation, their close co-operation with customers and century-long experience, means they can supply comprehensive solutions that are made to move emotions, people, businesses and societies.</p> <p>Solutions</p> <ul style="list-style-type: none"> Based on a comprehensive engine program ranging from 80 to 660 kW outputs, Volvo Penta offers drive systems and engines for propulsion, complete marine generator sets and auxiliary equipment. For more than 100 years, they have refined their offer to the marine market together with operators, designers, OEMs and classification societies.
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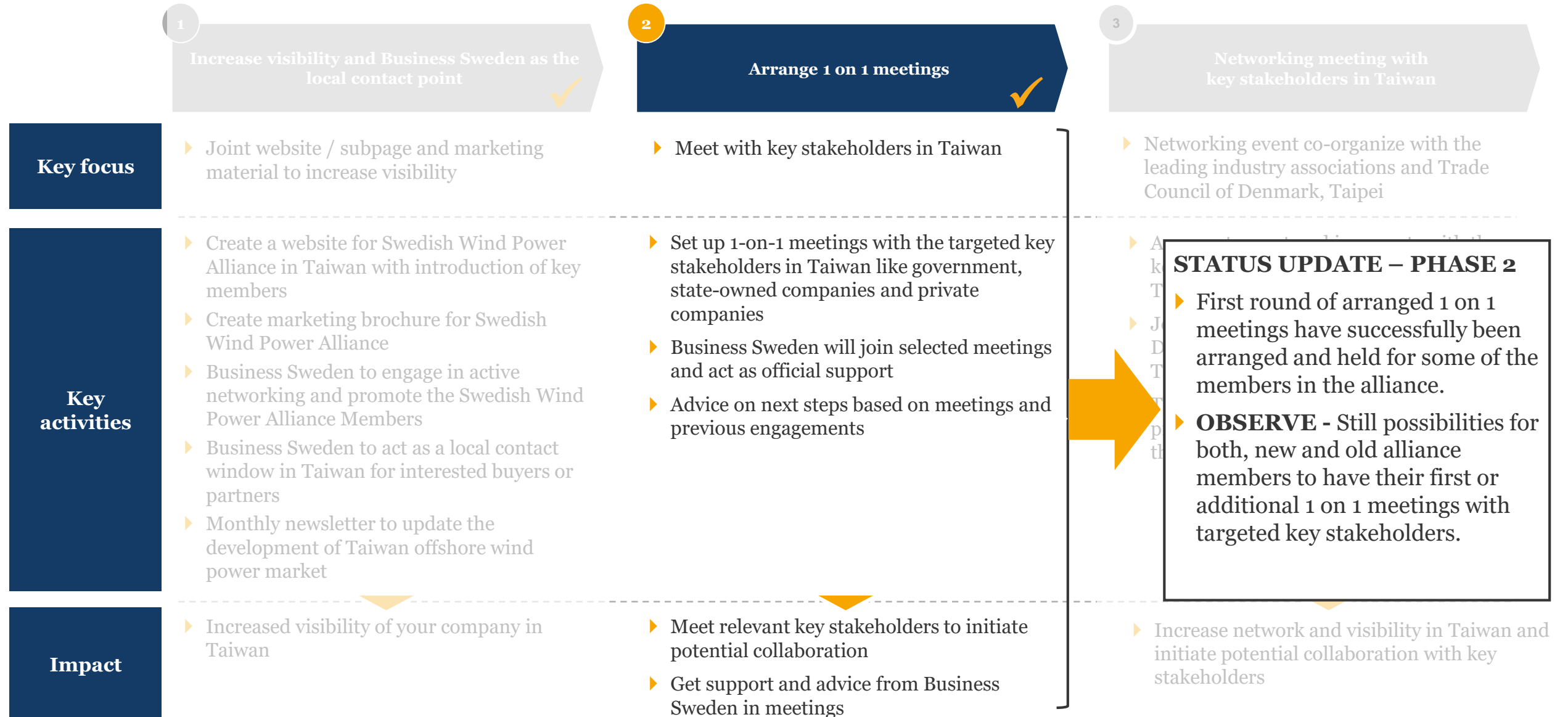


Swedish Wind Power Alliance in Taiwan (English)



Swedish Wind Power Alliance in Taiwan (Chinese)

We are now in the third step of Phase 2, with focus to arrange a second networking meeting to further strengthen the Swedish Alliance in Taiwan

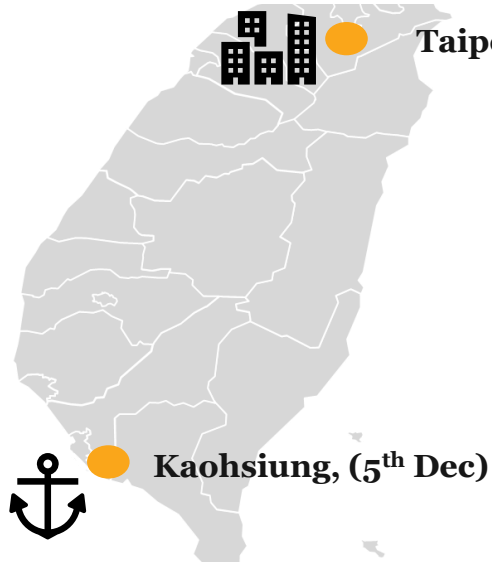


Two days of networking organized with Taiwanese partners and Trade Council of Denmark planned in Taipei and Kaohsiung in beginning of December

Networking events in Taipei and Kaohsiung

Taipei is the capital of Taiwan with most of the international companies and developers established here

Taipei, 6th Dec



Kaohsiung, (5th Dec)

Kaohsiung is the biggest harbor city in Taiwan. Kaohsiung harbor is used for heavy components shipping for offshore wind farms in Taiwan. The major shipyard, marine engineering companies and key foundation manufacturers are located in Kaohsiung.

	Kaohsiung, Dec. 5 th	Taipei, Dec. 6 th
Organizers	Business Sweden will collaborate with Trade Council of Denmark, Taipei and create a joint “Sweden-Denmark-Taiwan” initiative to attract relevant stakeholders	
Local co-organizers	Kaohsiung Marine Engineering Association	Taiwan Wind Offshore Turbine Foundation and Marine Engineering Association
Examples of target companies*	<ul style="list-style-type: none"> Foundation and components manufacturers: CSC, CTCI, MRY, Tai-shing etc. Shipyard: CSBC Think tank: MIRDC Marine Engineering and O&M companies: Hung Hua, Asia Pacific Harbor etc. Media: Wind Taiwan 	<ul style="list-style-type: none"> Foreign and local developers: Orsted , CIP, Swancore, WPD, Northland Power EPC: Jan De Nul, Van Oord, Boskalis Power utility: Taiwan Power Wind turbine and foundation: Seimens Gamesa, MHI Vestas, Century Iron and Steel, Marine Engineering and O&M: Deutsche Windtechnik, Awareocean, TIPC etc. Government authority: Bureau of Energy
Agenda	<ul style="list-style-type: none"> One networking lunch Company presentation (10-15 min per company) Networking and mingle (1 hour) 	
Expected outcome	The size of the audience is expected to be 30-40 stakeholders for each meeting. The meeting aim is to provide a platform for Swedish companies to form partnerships with international and Taiwanese within the Taiwanese offshore wind power sector. The event is also expected to lead to increased knowledge exchange between relevant parties.	

* Business Sweden can not guarantee that selected target companies will participate

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Commercials

Confirmation of participation:

I hereby confirm participation in the “Swedish Wind Power Alliance in Taiwan 2019” for the fixed participation fee of:

- ☐ Joining the Windpower Alliance: Website listing,
Marketing material and local contact support **SEK 7,500***
- ☐ 2 days of 1-on-1 Meeting Program **SEK 30,000****
- ☐ 2 days networking meetings in Taipei and Kaohsiung **SEK 7,500**
(2 participants per company, SEK 15,000 for non-alliance members,)

Company name

Corporate id

Name

Signature

Please also sign Commitment to sustainable business on page 15



Please complete the information and send to:
vlad.mansson@business-sweden.se

*For website and material during 2019. **Expecting 3-5 meetings in total with organizations / stakeholders that Business Sweden has agreed on. The fee does not cover accommodation, flights or other arrangements outside of the program. Travel costs for Business Sweden participants invoiced additional to the fee. Business Sweden’s General Conditions for Participation in Joint Export Activities (2018) and Commitment to Sustainable Business are enclosed. Invoicing will be done from Sweden. Client is liable to pay local applicable withholding taxes or VAT (if any) in addition to professional fee.

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General Conditions for Participation in Joint Export Activities (1/2)

1. General

- ▶ BUSINESS SWEDEN including any of its subsidiaries or branches, undertakes to carry out the export activity described in the invitation on conditions that the necessary number of companies, as stated in the invitation, sign up by giving binding notice of participation and provided that no obstacles, as specified in section 6 below, hinder the performance of the activity.

2. Participation fee, assignment, other services

- ▶ Companies taking part in the activity undertake to cooperate in order to achieve the aim of the activity and to facilitate its performance. Participating companies also agree to pay the fee specified in the invitation. Unless otherwise expressly stated, all prices are exclusive of VAT. The participation fee shall be paid in advance. Participation in the activity may not be assigned to or otherwise made available to a third party without the prior written consent of BUSINESS SWEDEN.
- ▶ If the price has been specified in SEK and BUSINESS SWEDEN has to pay costs in local currency, the price may, at the time of payment, be adjusted if the exchange rate has changed by more than 5% between the date of the invitation and the date of invoicing.
- ▶ In the event of fewer companies signing up for the activity than required as stated in the invitation, the participating companies undertake to pay also a possible increase, not to exceed 10% of the participation fee.
- ▶ The term of payment is 30 days from the invoice date. In the event of late payment, penalty interest is payable at the current Swedish reference rate ("referensränta") plus eight (8) percentage points, however never less than 8 percent. The company is also liable to pay any costs for collection or other measures to obtain payment.
- ▶ Payments for services that BUSINESS SWEDEN has undertaken to perform by written agreement, over and above what is included in the activity, shall be made as agreed in the written agreement.

3. Cancellation etc

- ▶ Registration is binding. Unless otherwise stated in the invitation, upon cancellation of participation, the fee will be charged in full as from the date BUSINESS SWEDEN has received and confirmed the company's binding reservation.

4. BUSINESS SWEDEN's undertakings

- ▶ BUSINESS SWEDEN's undertakings are limited to what is stated in the invitation and in these general conditions.
- ▶ BUSINESS SWEDEN is entitled to depart from the method specified in the invitation for performing the activity if reasonably necessary.

5. Limitation of liability

- ▶ Neither Party shall be liable for any indirect or consequential damage. BUSINESS SWEDEN'S total liability is limited to a maximum amount equivalent to the participation fee.

General Conditions for Participation in Joint Export Activities (2/2)

6. Force majeure etc

- ▶ BUSINESS SWEDEN may cancel the activity or postpone carrying it out for a reasonable period if any obstacle to, or unreasonable increase in the cost of carrying it out arises or if carrying it out would jeopardise the safety of persons or property affected by the activity, due to an event or circumstance outside BUSINESS SWEDEN's reasonable control (force majeure). Such events or circumstances include acts of violence or a risk of acts of violence of all kinds (including war, hostilities, acts of sabotage etc.), natural phenomena (earthquakes, hurricanes, floods etc.), sudden events which cause injury or damage (fires, explosions etc.), labour conflicts (strike, lockout, blockade, working to rule etc.), events and interventions of an official nature (changes in the law, new legislation, a considerable change in exchange rates, etc.), and other unforeseen events or unforeseen consequences of foreseeable events such as lack of transport, a shortage of skilled workers, power cuts etc.
- ▶ BUSINESS SWEDEN shall inform the participating companies in an appropriate manner as soon as possible after an event of force majeure is deemed to be at hand.
- ▶ In addition to what is stated in the first paragraph of this section, the effect of invoking force majeure is that BUSINESS SWEDEN will be absolved from economic consequences, including damages for delay in carrying out the activity or for the activity not being carried out at all or not being carried out as agreed.

7. Disputes etc

- ▶ These general conditions shall be governed by and are construed in accordance with Swedish law. Any dispute in connection with these general conditions shall be finally settled by arbitration in accordance with the Rules for Expedited Arbitrations of the Arbitration Institute of the Stockholm Chamber of Commerce. The proceedings shall take place in Stockholm, Sweden. The language of the proceedings shall be English if the Parties do not agree otherwise.

Commitment to Sustainable Business (1/2)

1. Business Sweden's mission and expectations

- ▶ Sweden and Swedish companies are known as sustainability leaders. The Swedish brand stands for quality and reliability, which we should protect and reinforce.
- ▶ Business Sweden's mission is to promote internationalization of the Swedish economy and companies. Therefor we also actively support sustainable business development. To respect human rights, to offer reasonable terms for labor, to protect the environment and to work against corruption are evident measures from a sustainability perspective. It is also often a legal requirement, and a good investment.
- ▶ Business Sweden expects the company to have international guidelines for sustainable business (CSR) as starting point for their operations, also in markets where national legislation does not reach international standards.
- ▶ The company must always follow Swedish and local laws. Companies that participate in official delegations are also expected to strive to adhere to the guidelines of UN Global Compact, the OECD guidelines for multinational companies, the ILO core conventions and the UN guidelines on human rights and business, and contribute to the fulfillment of Agenda 2030. Companies may, at their own discretion, follow stricter or more comprehensive rules and guidelines than the ones stipulated in this Commitment to Sustainable Business.
- ▶ Contact Business Sweden if your company has questions or requires support to act responsibly abroad.
- ▶ Read about the international guidelines and the government's policy on sustainable business online:
- ▶ www.regeringen.se/regeringens-politik/naringspolitik/hallbart-foretagande

Commitment to Sustainable Business (2/2) – for new companies joining the Alliance

2. Undertaking by the company

- ▶ I have as representative for my company taken part of the information material regarding CSR issues in the country to be visited by the delegation. Our company will follow Swedish law, the laws of the country of visit and our company's internal rules and guidelines in our operations and in contacts with companies and authorities in the country of visit. In case our company's internal rules and guidelines do not reach the standard of the international guidelines for sustainable business stipulated in this document, our company will also strive to follow the recommended international guidelines, well aware of its possible challenges.
- ▶ In case of suspicion of irregularities, the company undertakes to contact Business Sweden for guidance and support.
- ▶ Business Sweden has a right to terminate, with immediate effect, all types of co-operation with the company, in or related to the country of visit or otherwise in case of reasonable suspicion of breach of Swedish, international or local law. The company undertakes to reimburse Business Sweden for any cost or damage that may arise from the company having breached applicable laws or regulations.

Company :

Place and Date :

Signature :

Printed Name :

Title :

Business Sweden

Place and Date :

Signature :

Printed Name :

Title :
