



Swedish Wind Power Alliance in Taiwan 2020

**January 2020
Business Sweden Taipei**

Business Sweden Taipei

Agenda

- **Taiwan offshore wind power development**
- Swedish Wind Power Alliance in 2019
- Planned activities for Swedish Wind Power Alliance for 2020
- Commercials and acceptance
- Terms and conditions



Several offshore wind projects are under development to achieve the goal of 5.7 GW in 2025 and further plan of 10GW planned for Phase III of 2025~2035

Phase II key projects by 2025:

No.	Project*	Capacity	Status	Shareholding structure
1	Formosa I	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	640MW	80 wind turbines is expected to operate in 2021.	 73%  27%
3	Greater 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	376MW	The installation is expected to be done in 2021.	 25%  26%  49%
5	Changhua Demonstration	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.	 100%
6	Changfang and the Xidao	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	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.

Phase III plan:

+10 GW

Phase III 2025~2035

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

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In 2019, a joint website and media promotion and regular market update was delivered under the Swedish Wind Power Alliance initiatives

Key Activity

Example Delivery

1

JOINT MARKETING WEBSITE AND MEDIA PROMOTION

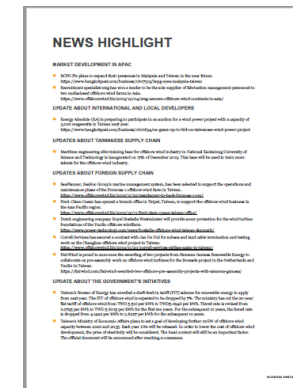
- ▶ Websites of the Swedish Wind Power Alliance in Taiwan was launched both in English and Chinese from July, 2019
- ▶ Wind Taiwan interviews for Swedish Wind Power Alliance and members



2

MONTHLY NEWSLETTER FOR MARKET UPDATE

- ▶ Keep alliance members updated with major policy and market information
- ▶ 10+ wind power event attended by Business Sweden to promote Swedish Wind Power Alliance and get the market update
- ▶ Six monthly newsletter produced from July-Dec, 2019



In 2019, two networking events and several 1-on-1 meeting programs were delivered under the Swedish Wind Power Alliance initiatives

Key Activity

Examples Delivery

3

ONE-ON-ONE MEETING PROGRAM

- Set up 1-on-1 meetings with the targeted key stakeholders in Taiwan like government, state-owned companies and private companies

Visiting Program for Client
Sept 09 - 11th, 2019

Day	Time	Location	Topic
Day 09, Wed	9:00	Swedish Business Center (SBC) Taipei	Meeting with SBC staff
Day 10, Thu	10:00	Company A	Meeting with Company A staff
Day 11, Fri	10:00	Company B	Meeting with Company B staff
Day 12, Sat	10:00	Company C	Meeting with Company C staff

MEETING PROGRAM SCHEDULE

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4

OFFSHORE WIND POWER NETWORKING MEETING

- High level meetings to CSBC
- Joint networking event with the Danish office and key local association partners in Taipei and Kaohsiung
- Meet with key stakeholders in Taiwan
- Media partner of Wind Taiwan



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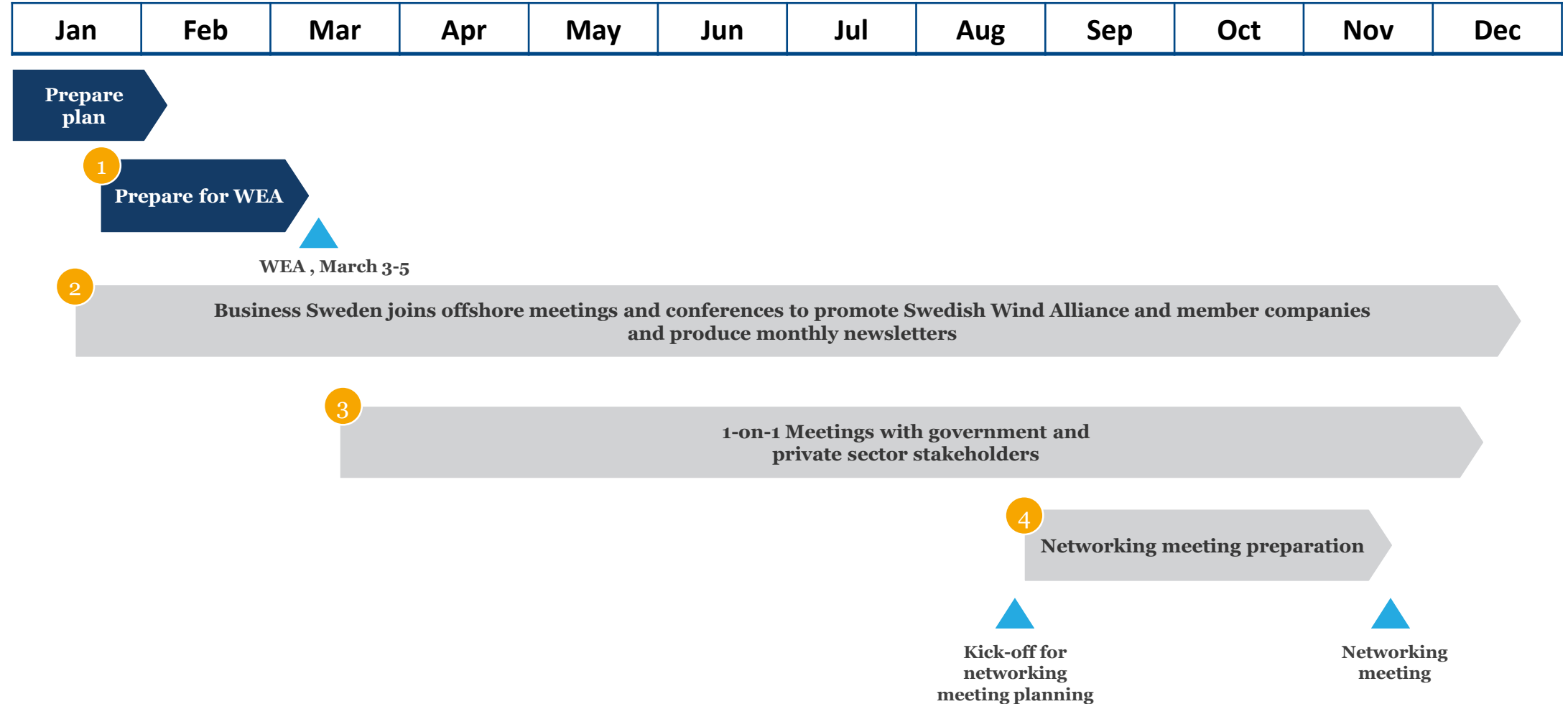


In 2020, Swedish Wind Power Alliance continues to assist members to increase visibility and accelerate market development in Taiwan

	<u>Goal</u>	<u>Activities</u>
1 SWEDISH PAVILION AT LEADING OFFSHORE WIND POWER EXHIBITION	<ul style="list-style-type: none"> ▶ Increase visibility of Swedish Wind Power Alliance members towards off-shore wind industry in Taiwan ▶ Engage with potential buyers and partners in Taiwan and in the region 	<ul style="list-style-type: none"> ▶ Swedish national pavilion at Wind Energy Asia in Kaohsiung on the 3-5th of March ▶ One day visiting program to visit key stakeholders in Taiwan (ex: government, EPCI, developers etc.) ▶ Work with the media, Wind Taiwan for promotion ▶ Brochure of Swedish Wind Alliance members to be distributed
2 OFFSHORE WIND MARKET DEVELOPMENT UPDATE	<ul style="list-style-type: none"> ▶ Keep alliance members updated with major policy and market information 	<ul style="list-style-type: none"> ▶ Wind power events visited by Business Sweden gather market update and actively promote Wind Alliance members and Swedish wind power solutions ▶ Business Sweden produce Newsletter for market development
3 1-ON-1 MEETING PROGRAM	<ul style="list-style-type: none"> ▶ Meet with key stakeholders in Taiwan 	<ul style="list-style-type: none"> ▶ Set up 1-on-1 meetings with the targeted key stakeholders in Taiwan like government, state-owned companies and private companies ▶ Advice on next steps based on meetings and previous engagements
4 OFFSHORE WIND POWER NETWORKING MEETING	<ul style="list-style-type: none"> ▶ Networking event co-organize with the leading industry associations and international partners to further engage with key stakeholders 	<ul style="list-style-type: none"> ▶ Arrange networking events with the key Taiwanese industry associations in Taipei and central or south of Taiwan ▶ The networking events includes company presentation and networking activities with the key stakeholders ▶ One day visiting program to visit key stakeholders in Taiwan (ex: government, EPCI, developers etc.)

Activities planned through out the year to keep the momentum

Tentative planning for the activities in 2020:



Swedish National Pavilion planned at Wind Energy Asia to increase visibility of the alliance members towards key target stakeholders

Wind Energy Asia(WEA) 2020	Exhibitor highlights	Swedish Pavilion at WEA 2020	One day visiting program
<ul style="list-style-type: none"> • The only exhibition in Taiwan that is dedicated to offshore wind power • Date: March 3~5, 10:00~17:00 in Kaohsiung • Results from 2019 <ul style="list-style-type: none"> – 158 booths, 89 exhibitors (65% foreign, 35% local) – 1600 visitors from 22 countries – Forum of 26 speakers • 2020 target <ul style="list-style-type: none"> – 200 + booths – 3000 visitors from Taiwan and the region – Technical seminar session 	<ul style="list-style-type: none"> • Government offices (BoE and Industry Development Bureau, IDB and local government) • National pavilion from Denmark, Netherland, Germany, UK, Belgium, USA and Sweden • Taiwan Marine Team Pavilion (led by leading shipyard, CSBC) • Taiwan Wind Team Pavilion (led by China (Taiwan) Steel Corp) 	<ul style="list-style-type: none"> • Booth size of 6*6m • 4~5 Swedish companies • Business Sweden will take care of the design of booth and administration work with the organizer • Business Sweden will produce a brochure for the Swedish Wind Alliance members and distribute in the exhibition 	<ul style="list-style-type: none"> • In connection with the Swedish pavilion Business Sweden plan to arrange a one day of visiting program. • To focus of the visiting program will be aligned and agreed upon with the participating companies <ul style="list-style-type: none"> – Example of key stakeholders to target for the meeting program are selected EPC, government officials, developers and contractors.



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Commercials

Confirmation of participation:

I hereby confirm participation in the “Swedish Wind Power Alliance in Taiwan 2020” for the fixed participation fee of:

- | | | |
|--------------------------|--|-----------------------|
| <input type="checkbox"/> | Joining the Wind power Alliance: Website listing, Marketing material and local contact support | SEK 7,500* |
| <input type="checkbox"/> | Joining the Swedish Pavilion at WEA 2020** | SEK 25,000 |
| <input type="checkbox"/> | One day Visiting Program before WEA** | SEK 10,000 |
| <input type="checkbox"/> | 1-on-1 tailored made meeting program | TBD separately |

Invoicing will be done from Sweden. Client is liable to pay local applicable withholding taxes or VAT (if any) in addition to professional fee.

Company name

Corporate ID

Name

Signature

*Required for new members only. For website, news update and marketing material during 2020

**Participation of Swedish Pavilion pending approval of government funding to Business Sweden Taipei



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

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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 :