



# Wood Group

## Serving oil & gas and power industries worldwide



### A global market leader in:

- Engineering and project management for offshore topsides and subsea pipelines and systems
- Mature field production support and enhancement
- Electric submersible pumps (ESPs) and surface wellheads and valves
- Industrial gas turbines aftermarket support

\$5.2bn sales

28,000 employees

Operations in 46 countries

Established by Wood family in 60's

Listed on London stock market in 2002

A history of organic growth and diversification

# Wood Group in Renewables

- Wood Group Renewable Energy services
  - Current focus on wind turbine O&M
  - Formed in May 08 in US
  - Steady US growth
  - Implementing a European growth Strategy
- WGPF
  - Beatrice windfarm duty holder
  - Provides maintenance support to the OEM
- JPK
  - Tidal and Wave technology
  - Subsea design and installation



Renewable Energy Services

J P KENNY



Engineering North Sea



**SCOTTISH EUROPEAN**  
Green Energy Centre

# Critical success factors

## Oil and Gas



- Safety
- Production uptime
- Cost

## Offshore Renewables



- Safety
- Production uptime
- Cost

**The Same End Goals!!**

## The O&G model in Renewables

- How can the O&G model be applied to offshore renewables?
- O&G is not the answer to offshore renewables prayers
- But there is significant experience that can be used
- Collaboration between O&G service providers, developers, OEM's and O&M providers



# Safety

- O&G has an enviable reputation when it comes to Offshore Safety
- 30+ years to get there
- Easily replicated to Offshore Renewables
- Why would we not want to share this?

**NOBODY GETS HURT!!**

# Production Uptime

- Successfully operate normally unmanned installations
- Operating in extreme weather conditions
- The ability to improvise with limited resources
- Supply Chain Management
- Learning easily replicated

# Costs

- Perception that O&G is expensive
- O&G are aware the margins are not the same
- Develop sustainable techniques which take into account these margins.
- Long and hard look at the O&G established technology and practices and apply them accordingly
- Utilise the existing support infrastructure

# Where is the value

- 20% by 2020
- A hedge against the cyclical O&G market
- 20-40 GW operating in EU by 2020 (EWEA)
- Adapt current O&G technologies without completely reinventing the wheel
- Ability to reduce project costs and share in the upside

# Moving forward together

- O&G need to take the initiative and prove ability in a new arena
- Organised open forums between the various stakeholders
- The breaking down of any perceived barriers between the industries
- The opportunity to share and learn
- If this is to be successful from a safety and financial perspective we, the industries, need each other

**Communication is key**

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