



WAB Supports Internationalisation with Joint Stand at Copenhagen Trade Show

A weak home market is pushing German companies into export markets

Copenhagen, 28 November 2019 - WAB e.V. represents its member companies at the WindEurope Offshore 2019 trade fair in Copenhagen with a large joint booth. Due to the restrained and uncertain German expansion targets for offshore wind WAB supports companies in their entry into export markets. In order to clarify the importance of a stable and complete offshore wind value chain for the southern German federal states, WAB will organise a discussion meeting at EnBW in Stuttgart next Monday. The message of the event: An intact value chain not only ensures sustained cost reduction, but also jobs across Germany.

"We are pleased about the high number of visitors to our joint stand in Copenhagen. Thanks to WindEurope Offshore, our competent and innovative member companies can present their advantages on a European stage", says WAB Managing Director Heike Winkler. "The many years of experience in the offshore wind industry and the entire value chain throughout Germany enables our members to offer cost-efficient and competent solutions. It is worthwhile to stand up for this trend-setting industry and to demand political changes", Winkler adds.

The offshore wind sector needs to make clear to policy makers that low-cost green energy and simultaneously growing local added value are only possible with ambitious expansion targets. Collaboration and communication are essential to further successfully industrialize the European offshore wind industry.

Therefore, the deletion of the annual target 2030 for 20 gigawatts of offshore wind in Germany from the current draft bill of the "lignite exit law" (Kohleausstiegs-gesetz) is a completely wrong signal. This goal is an important planning basis for the companies in the industry and should be confirmed as soon as possible by law.

Ambition in offshore wind is currently growing much faster in other European countries. A report commissioned by industry association WindEurope and unveiled at the Copenhagen event has shown how Europe can efficiently achieve its goal to install up to 450 gigawatts of offshore wind by 2050.

"The fair has become very important to us, above all because it shows greater future prospects for offshore wind by 2050," says Ralf Hubo, Managing Director of Steelwind Nordenham. "Installing 450 gigawatts of offshore wind in Europe by 2050 is an ambitious goal, but feasible if supported by everyone. "The Copenhagen Trade Fair is a great success for us. All major market participants are represented here and are available for interesting discussions. In



addition, we can offset the weakness of the German market by turning to international markets in Europe and beyond. This is a chance for us, but also puts a spotlight on the embarrassing situation in Germany, since we are not keeping pace with international developments. This situation needs to change, "Hubo adds.

"The WindEurope Offshore 2019 is an important trade fair for us because it brings together all relevant players from numerous countries," says Arthur Böttcher, Sales and Business Development Manager at EWE in Oldenburg. "A community stand gives us a great presence and is an ideal platform for an exchange with our partners. Such a stand offers a good chance for all WAB members to highlight their expertise as SMEs internationally. "

"We are delighted with the large attendance at the joint stand of WAB and perceive a positive mood among the international audience of the fair. The fair offers us an ideal mix of great conversations and interesting presentations, "says Ralf Tabbert, Managing Director of Bremen-based NW Assekuranz.

"We would like to express our sincere gratitude for the great collaboration with WAB on the WindEurope Offshore 2019 exhibition. It has been very successful three days at this year's event and it was great seeing that all participants at the stand, including some WFO members, benefited from teaming up together," says Alexander Ohff, EVP of the World Forum Offshore Wind.

In the coming year, WAB members will be represented at the WindEnergy Hamburg Messe with a joint stand, as well as in Copenhagen again at the WindEurope 2021 trade fair.

Next Monday in Stuttgart we will also discuss key issues in the offshore wind industry: The focus of the event "Wind power at sea: jobs and industrial policy significance" is on the value chain of the offshore wind industry that can create and secure numerous jobs in the southern German federal states. This WAB-Inn2Power event as part of the "German Inland Campaign" will take place in Stuttgart on 2 December thanks to the generous support of EnBW Energie Baden-Württemberg AG.

About WAB:

WAB is the leading business network for wind energy in the north-west region and nationwide contact partner for the offshore wind energy industry in Germany. The association comprises more than 260 businesses and institutes from all sectors of the wind energy industry, the maritime industry as well as research.

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