Interfacing across industries: Ørsted 's Experience with Commercial Crossing Agreements in the SNS

Lessons Learned and a Forward Look



SNS2025 EVENT 21 st May 2025

Orsted



Rob Holtom Project Director

- Package Manager Special Projects:
 - Offshore Commercial Cable Crossing Agreements
 - Hybrid wind (behind the meter)
 - Kittiwake Compensation
- Borssele, Sunrise Wind, HOW04 & HOW03



Mattias Evans Commercial Project Manager

- Operations & Maintenance Agreements (OMA) Business Manager
- Power -to -X Business Developer
- Commercial Graduate

About Ørsted

Over 30 years of experience in developing & operating offshore wind.

33 offshore wind farms developed.

Comprising of around 2,000 offshore turbines.

Generating 9.9GW offshore wind installed capacity, 13.3GW under construction or awarded.



Offshore wind



Onshore renewables



Bioenergy & other



Power-to-X

To build the world 's largest offshore wind farm safer, leaner and greener than ever before.







£8.5 billion



197 Turbines



2.9 GW



2 x Offshore Convertor Stations



165km Export Cable Route (HVDC)



2027 Operational

3 Million Homes



54km Export Cable Route (HVDC)



130km offshore Yorkshire



600MWh Battery Storage

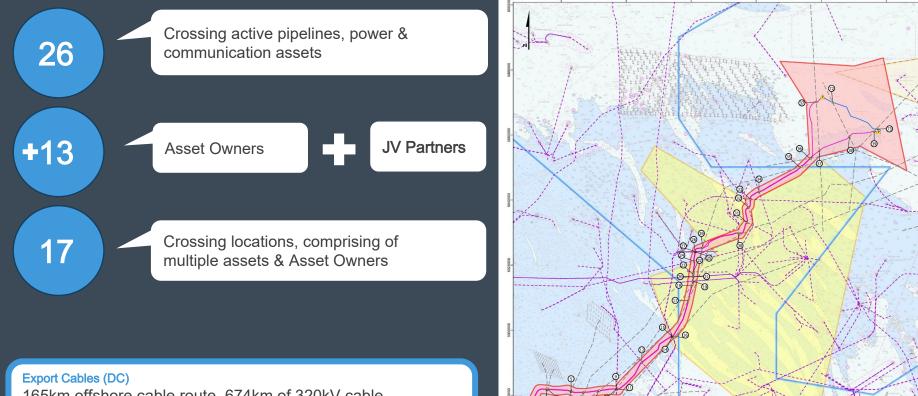


454km² area



Hybrid Windfarm – P2X



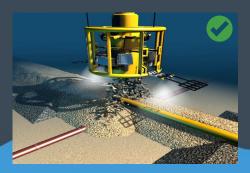


165km offshore cable route. 674km of 320kV cable, 53.5km of interlink cable between OCS, 4 offshore joints.

What is a crossing?

Typical crossing design has the following elements:

- 1. Existing asset (buried or surface laid)
- 2. Separation layer
- 3. Crossing asset
- 4. Cover layer

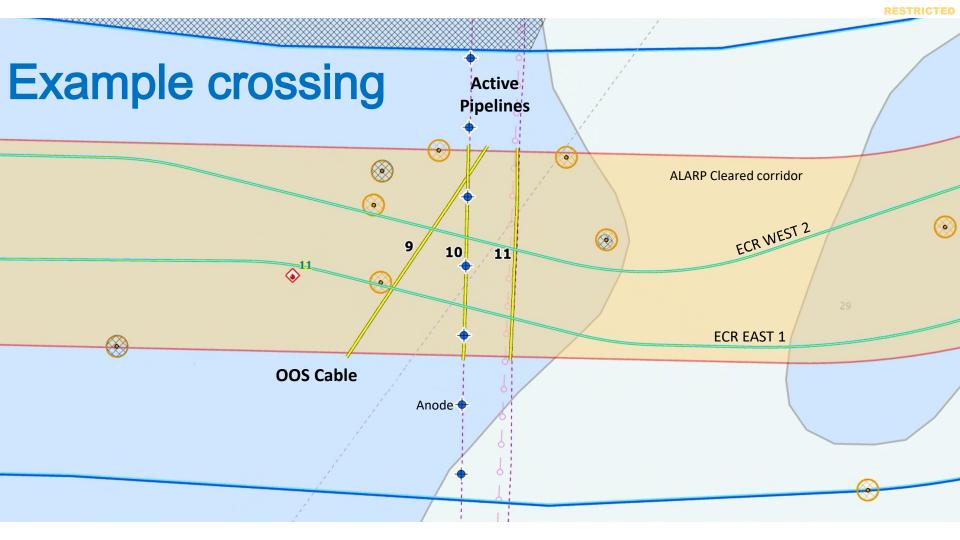




Key Factors:

- 1. Crossing angle
- 2. Type of separation layer & distance
- 3. Vessels & techniques employed
- 4. Approval Process









(ii) Care

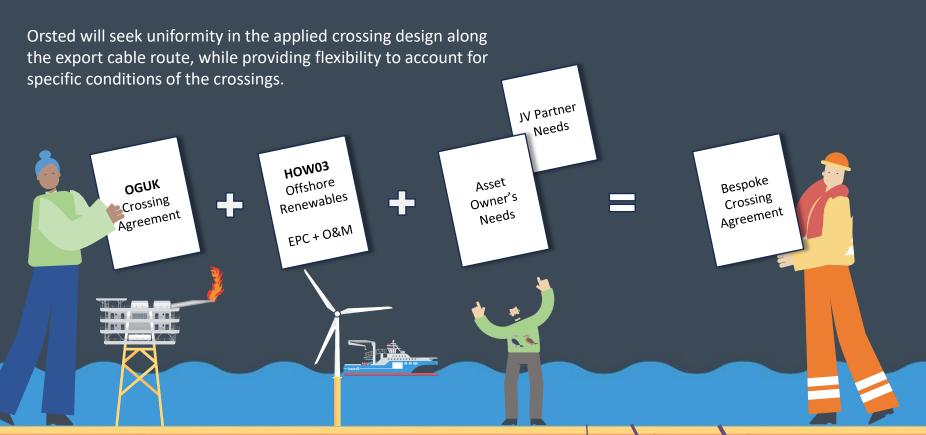


Communicate





How do we succeed?



Timeline

Orsted



- 2021 HOW02 completed Cable Crossing Agreements.
- o 2022 HOW03 commenced engagement.
- Sep 2024 SNS Pipeline Forum; Engage with SNS Stakeholders.
- Oct 2024 Form dedicated Technical & Commercial Cable Crossing Package:
 - Adopt new approaches & philosophies.
 - Counterparties remained the same.
- Apr 2025 Scheduled start of Offshore Works



May 2025 Status

Orsted



Commercial

- o Majority of agreements signed, or in the final stages
- Handover of Agreement ownership to the Technical team



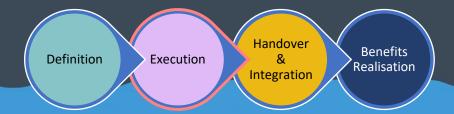


Technical

- o Submitting documents for Owner / Operator (Review, Comment, Approval)
- Commencement of Offshore Works







Immediate Challenges





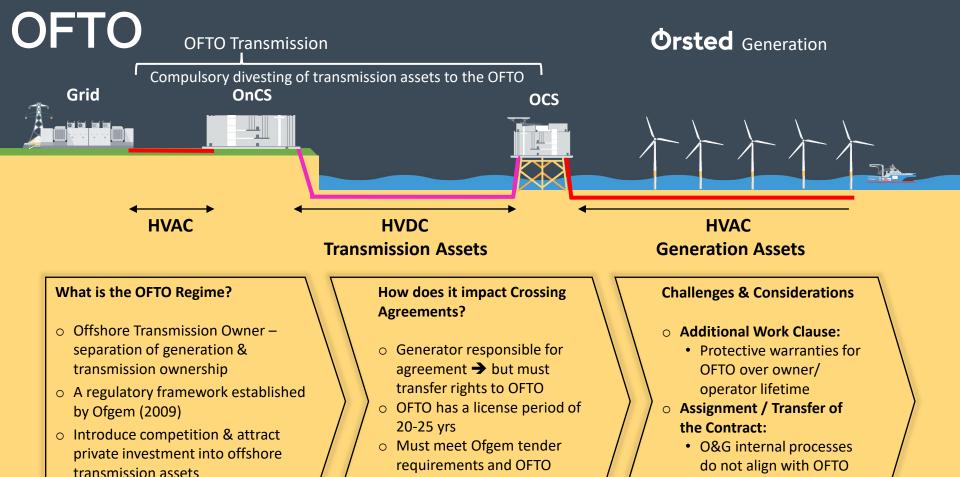
Complete remaining Crossing Agreements – typically held in JV Partner review



Ensure timely submission of Project documentation:

- o Counterparty review, comment & approval times agreed
- o Changes to vessels, equipment, & RAMS risk potential delays awaiting Counterparty approval

Thanks in advance to those Operators & Stakeholders with whom we are working with to enable safe, responsible & efficient undertaking of our works.



expectations

commercial drivers

Delays are costly

 Ofgem runs a competitive tender process to divest assets

Know your customer





Map out Operators & JV partners linked to assets – identify synergies:

Risk pursuing particular terms with a counterparty for them to be rejected by JV partners



Single point of contacts for Operators, lean teams; manage expectations for availability / returns...



Change in operatorship / ownership within the negotiation period



Status of the asset

Observations

Orsted



Where did see similarities?

- Protect our respective assets
- Years of experience
- o Similar supply chain
- Similar vessel assurance processes
- Knowledge of seabed conditions



Where did we see differences?

- Opportunities to improve awareness of the renewables sector
- Understanding of the OFTO requirements & timings
- Availability of resources & response times



One SNS

Opportunities

Orsted

Commercial template agreed for all SNS stakeholders, that encompasses:

- Agreed liabilities
- Agreed timings (review / comment)
- Status of assets:

Active & Decommissioned & Abandoned

Oil & Gas

Telecoms

Electrical export

Spent £'s on 1950's telecoms cables – previously severed & removed in multiple sections.

Opportunities

Orsted

Knowledge Transfer and enhanced understanding of the marine environment:

- Sharing of Survey data
- o As-found positions of assets & their condition
- Seabed mobility, potential for scour
- Monitoring fishing activity

Align on approved Crossing Design & Techniques

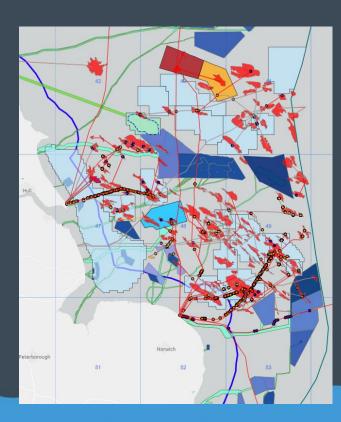
Explore synergies in the Supply chain and O&M

Align on the Vessel assurance process & Marine coordination

Next Steps for HOW03



- Handover to the technical team(s) EPC and Generation to ensure compliance with the respective Agreements.
- Transfer to HOW04 to expedite the crossing agreements.... Log lessons learned.
- Work with Stakeholder to the SNS to explore opportunities for further collaboration.



Orsted

Team Effort - Thank you to all



Outcomes



Our vision
Let's create a
world that
runs entirely on
green energy



Orsted

