

# The Baltic Sea – a favorable place for offshore wind power(?,!)

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# Professional background

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MSc civil engineering, MBA

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Construction and construction industry, mining,  
energy industries, IT

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Estonian long-term energy plan 2030

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Regional investment agency to develop the  
business environment, create new businesses and  
attract investments

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Co-founder Cleantech ForEst

Promotor of Estonian 500MW PHES

## Synergies Build the Future



High wind, low waves – a  
favourable place for OWP

#### Baltic Sea Declaration

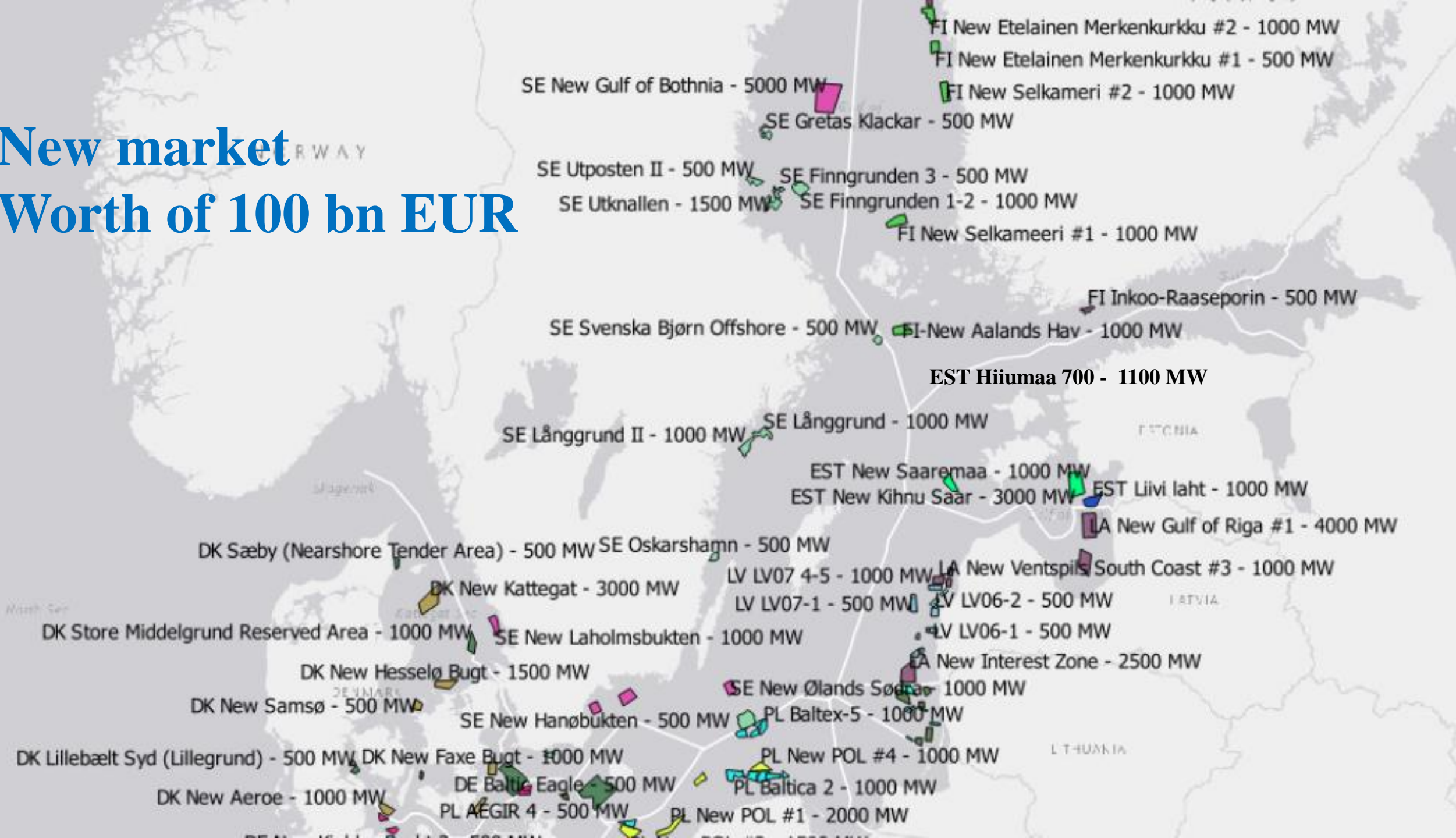
- Global Wind Day, June, 15 2017
- The Baltic Sea countries National Associations
- Accelerating the use of offshore wind power in the region

# Natural conditions

- Strong and stable winds, low waves, shallow waters;
- Close distances to shore & easy accessibility;
- Less harsh conditions compared to North Sea;
- Offshore wind energy combined with hydropower and interconnectors can provide intensive baseload in the Baltic Sea region.



# New market Worth of 100 bn EUR



# Benefits

1

## Red vs Blue Ocean strategies

- New supply chains (e.g. substructures, turbines, maintenance, shipping)
- High value jobs
- Cost reduction to support European industry

2

## Public and industry involvement

- New “utilities”
- Combining industrial and OWP cuts CAPEX

3

## Value innovation vs technology innovation

# The Sea of opportunities





# Legal framework, interconnections and spatial planning needed

## Legal framework:

- Stable and long-term national plans to create an attractive market;
- Defining OWP volumes sharing;
- MS cross-border co-operation projects;
- Reforming market design: actions, not slogans!

## Interconnections:

- Coordinated development of grid projects creates synergies and reduces costs;
- Higher level of interconnections means less environmental impacts and more economic benefits.

## Spatial planning:

- Sharing is caring
- OWF locations
- Removing obstacles in spatial planning



ABILITY = POTENTIAL x WILL  
x CAPABILITY



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