

Offshore Wind New Leasing Webinar Update 29 April 2019



Welcome

The purpose of this engagement today is to provide an update on our proposals in light of market feedback received to date.

The content of and positions outlined in the following slides and our presentation today reflect our current thinking and are provided for information only.

The Crown Estate makes no representations in respect of and accepts no duty, liability or responsibility for the information in this presentation.

Our thinking and the content of and the positions outlined in these slides and our presentation today remain subject to change.

Today's presenters



Jonny Boston
Business Development
Manager and Programme
Manager for New Leasing



Helen ElphickSenior Development
Manager



Aims of today's webinar

Our aims today are as follows:

- Clarify our objectives for new offshore wind leasing activity
- Share an overview of common feedback themes we received from the market in relation to our November 2018 proposals
- Demonstrate how this feedback has influenced our proposals
- Provide an update on other leasing activity that we are undertaking
- Update you on our next steps and timeline

Agenda

10:00: Welcome

10:05: New offshore wind leasing – context and objectives

10:10: November 2018 engagement and common themes from your feedback

10:15: Our updated proposals

10:45: Timeline, other leasing activity and next steps

10:50: Q&A

11:00: Closing remarks

New offshore wind leasing Context and Objectives



Jonny Boston
Business Development
Manager and
Programme Manager for
New Leasing



2019 - Market & Policy Context

Since we last updated you on our proposals (November 2018), government and industry have launched the Offshore Wind Sector Deal.

Building on the UK's long-term policy framework the deal sets out actions and commitments that will provide a pathway to up to 30 GW by 2030:

- Forward visibility for future Contracts for Difference rounds to underpin investments
- Investment to strengthen UK supply chain productivity and competitiveness, and skills
- Strengthening offshore wind's role in wider energy system integration
- Collaboration to address strategic issues and cumulative environmental impacts

Our commitments within the Sector Deal

Within the Sector Deal,
The Crown Estate has committed to:

Undertake **new seabed leasing** in 2019, ensuring a sustainable pipeline of new projects, to be developed in the 2020s and 2030s.

Fund a collaborative programme of strategic enabling actions, to advance the evidence base and understanding of offshore wind deployment and the impact of marine and onshore environment.

Government, regulators and statutory stakeholders will ensure the learnings will be built into future decision-making and policy formation.

In support of the Deal's broader aspirations, we are also considering how to provide opportunities for innovation within and beyond Round 4, as well as how to encourage better data and evidence gathering.

We remain committed to developing Round 4 as a repeatable process, such that we can respond to demand for subsequent leasing rounds and enable continued growth.

Our Objectives for Round 4

In light of this we are designing Round 4 to:

Deliver a robust pipeline for low-cost offshore wind deployment

to meet industry and government appetite for new offshore wind capacity, supporting the UK's clean energy transition.

Offer an attractive, accessible and fair proposition to developers

at repeatable scale, contributing to the development of a competitive, resilient and innovative offshore wind market. Balance the range of interests in the marine environment

supported by
extensive
engagement with
stakeholders and the
promotion of
responsible,
evidence-based site
selection.

Make efficient use of the seabed

recognising its value as a national asset, now and for the long term.

Unlock the commercial value of the seabed

in line with our statutory obligations, securing best consideration over the long-term for the benefit of the public finances.

November 2018 engagement An overview of your feedback



Jonny Boston
Business Development
Manager,
Programme Manager for
New Leasing



Market and Stakeholder engagement

Following our summer 2018 engagement events, we held two further events in November 2018, to share our updated proposals:

• 15 November: Stakeholder engagement event Attended by 30 stakeholders, with 18 organisations submitting feedback at the end of January 2019

26 November: Market engagement event
 Attended by over 130 market delegates, with 23
 organisations submitting feedback at the end of January 2019



In November 2018 we presented the following proposals:

- Capacity of at least 7GW
- Developer-led site selection
- Initial refinement of seabed regions, balancing market & stakeholder views: 9 regions excluded, 5 regions proposed for inclusion, and 4 under further consideration
- Regions included in the leasing offer will go out to 60m depth (though our data & analysis remains focused on the 'Favourable' resource area)
- Maximum project size of 1.5GW with minimum of 300MW
- Pre-qualification (PQQ) driven by financial strength and technical competence of bidders
- Main tender assessment of project (ITT) submissions driven by (i) compliance with key tests and (ii) a commercial assessment to determine the final outcome

In November 2018, we asked the market for feedback on the following aspects of our Round 4 proposals:

- Who can bid?
- PQQ criteria
- Approach to ITT
- Tender parameters
- Our proposed Agreements for Lease
- Our proposed Lease Terms

Later in this presentation, we'll take you through your feedback to each of these points in detail, as well as sharing an update on how we are updating or clarifying our proposals in response.



Feedback since November:

- We have received a significant amount of feedback from both market and stakeholders – thanks to everyone who has participated
- Your feedback has been invaluable in helping us refine our proposed leasing design – and has highlighted some key areas of focus
- Today we will provide an overview of what you've said, as well as an update on how we are taking this on board
- A number of themes remain under consideration, or have led to further work being undertaken – where this is the case we will address through future updates
- Feedback we are receiving through the ongoing planlevel Habitats Regulations Assessments (HRA) for 2017 Extensions and 2018/19 marine aggregates licensing will continue to inform spatial aspects of Round 4
- Addressing the feedback we have received is important but will have an impact on timings – we will come back to this later in this presentation

An overview of the common themes from your feedback:

Broad support for PQQ approach with appetite for further details / minor changes

Concerns from some about biddable option fees in light of international precedents

Support for increasing lease lengths to more than 50 years

Appetite for fewer milestones and/or project-specific dates

Appetite to
decrease minimum
power density, and
increase project
separation
distance

Request for further clarity around future leasing rounds (i.e. beyond Round 4)

We were also pleased to hear that market participants welcomed our approach to engagement so far – with 78% of respondents commenting favourably on the quality of our events and materials

How we are addressing these common themes:

Progressing more detailed drafting of PQQ criteria Considering ITT approach and commercial offer, including how to introduce price transparency

Confirming an extension of R4 lease terms to 60 years

Considering reducing the number of project milestones

Proposing changes to the required power density scale, and an increase to project separation distance

Considering our approach to leasing beyond Round 4, in light of the Sector Deal

Leasing Round 4 Our updated proposals



Helen ElphickSenior Development
Manager

Addressing your feedback on 'Who can bid?'

- Who can bid?
- PQQ criteria
- Approach to ITT
- Tender parameters
- Our proposed Agreements for Lease
- Our proposed Lease Terms

'Who can bid?' - Key points



- We have sought to clarify the timing for definition and formation of consortia
- In line with your support for our approach, we are keen to maintain the principle that bidders will be able to bid in different bidding areas within different consortia, provided it remains consistent with the overall framework.



Changes to our proposals

The option to use a
 Development Services
 Provider (DSP) is intended to
 allow a broad range of market
 participation in the planned
 tender round and we have
 responded to your requests
 for further details on the
 duration of their role and how
 many bidders they can work
 with.

Your feedback on 'Who can bid?'

In November 2018 we outlined the following proposed approach to bidding entities:



Bidding Entities and Consortia

- Bidders may bid as a single legal entity or in a consortium of legal entities
- The Crown Estate will ultimately enter into an Agreement for Lease with a single legal entity of which any consortium members are expected to be the shareholders
- A legal entity or legal entities belonging to the same company group may join different consortia in different bidding areas but may not participate in more than one bidding entity in the same bidding area
- Bidders may nominate a third party expert to help them satisfy certain technical criteria.
 They would not need to be a shareholder but would need to be retained during the consenting period

Some respondents suggested that there should be a limit on the number of consortia that a company can participate in and others requested clarity on when a company would need to be incorporated.

Several respondents supported the ability to bid in different areas in different consortia, with a few expressing a preference to bid in different consortia within the same bidding area

A number of respondents commented on, or requested clarifications on, the role of DSPs, including:

- A few respondents questioned whether bidders should be allowed to satisfy criteria via a DSP
- We were asked to clarify how many DSPs can be relied upon to satisfy tender criteria
- We were asked to clarify how many bidding entities a DSP can work for and whether they can work for multiple bidders in the same bidding area

Addressing your feedback on 'Who can bid?'

Following your feedback, we would like to clarify a number of points – changes to text since November shown in **bold and underlined**:



Bidding Entities and Consortia

- Bidders may bid as a single legal entity or in a consortium of legal entities. <u>Any proposed Joint</u> <u>Ventures do not need to be formed until AfL</u> <u>entry</u>
- Consortium members are expected to be shareholders or participants in the legal entity, or entities, signing the AfL.
- A legal entity or legal entities belonging to the same company group may join different consortia in different bidding areas but may not participate in more than one bidding entity in the same bidding area
- Bidders may nominate <u>a Development Services</u>
 <u>Provider (DSP)</u> as third party expert to help them satisfy certain technical criteria. They would not need to be a shareholder but <u>a DSP</u> would need to be retained during the consenting period

We do not propose to limit the number of consortia a party can participate in, but each consortium must be demonstrably independent and there will be caps on the total capacity and number of projects per corporate group.

Proposed shareholding arrangements must be clear at PQQ but legal entities can be established after the ITT stage.

We are keen to maintain this approach but do not propose to extend it further.

- As DSPs can only satisfy one of the PQQ criteria we envisage a maximum of one DSP per bidder.
- DSPs can work for multiple bidding entities with the onus on bidders to manage associated commercial risks.
- A DSP needs to be retained until consent submission, to ensure that a robust EIA is undertaken in a timely manner, but the named DSP can be substituted for a suitable alternate organisation that meets the PQQ requirement at any time following AfL award, subject to TCE's consent.

Addressing your feedback on 'PQQ criteria'

Who can bid? PQQ criteria Approach to ITT Tender parameters Our proposed Agreements for Lease Our proposed Lease Terms

PQQ – Key points



- In response to your comments we have tried to clarify which entities within a bidders corporate structure can be relied on to meet the financial and technical PQQ metrics.
- We have also sought to clarify how the financial PQQ metrics will be tested for consortia



Changes to our proposals |

- Based on feedback we propose to reduce the ownership requirement for companies to satisfy the grid connection and consent criteria.
- The HSE Management criterion has been updated to confirm that formal accreditation of management systems is not mandatory.

Your feedback on PQQ

In November 2018 we outlined the following proposed PQQ criteria arrangements:

Several respondents asked Turnover Net assets Cash us to clarify whether Parent Financial Metrics Companies can satisfy the Difference between total From large infrastructure £45 million minimum cash, assets and total liabilities projects, measured over 3 financial PQQ metrics on cash equivalents or committed undrawn credit £70 million minimum behalf of the consortium facilities from qualifying £600 million average per · From most recent audited banks member. annum accounts From most recent audited Clarifications were requested for a number of PQQ criteria. **Project** HSE Management SE Regulatory including HSE Management Management Action **Management** Can be satisfied by any Technical Principal Shareholder We received suggestions to Can be satisfied by any Applies to all consortium Principal Shareholder members increase or decrease other Details of existing or planned Management System (s) aspects of the PQQ Direct experience (certified under OHSAS 18001 Details of any regulatory of project managing and ISO 14001/EMAS, or action taken in past three thresholds and to consider expenditure ≥ £25m for a equivalent standards) that can years (including improvemen commercial project in any be applied to the project individual team members' notices, prohibition notices or prosecutions) experience Project development **Grid** connection Environmental Consent Several respondents experience Can be satisfied by Principal suggested that the Can be satisfied by any Can be satisfied by any Shareholder and /or DSP Principal Shareholder Principal Shareholder requirement to be the Managed a full EIA process and 'Largest Shareholder' of past Grid connection construction Owner/ Largest Shareholder of a agreement for a grid connected Major Infrastructure Project at the ment (ES) in last 10 years for a power project ≥ 50 MW project for the consent point of consent submission and and an Offshore Infrastructure of award

Extraction project

criterion is too onerous

Addressing your feedback on PQQ - Financial criteria

Following your feedback, we would like to clarify the following points:

Financial Metrics

Net assets

- Difference between total assets and total liabilities
- £70 million minimum
- From most recent audited accounts

Turnover

- From large infrastructure projects, measured over 3 vears
- £600 million average per annum

Cash

- £45 million minimum cash, cash equivalents or committed undrawn credit facilities from qualifying banks
- From most recent audited accounts

- All of the financial tests can be met by a Parent company.
- The parent must either indirectly or directly own at least 10% of the entity that is relying on its support.

Consortium members must, in aggregate, meet the financial criteria on a weighted average basis, proportionate to their proposed share of the project they are bidding for. The table below shows a worked example:

Metric	Actual data per audited accounts			Pro-rata values			Total	Total required	Score
	Company A 50%	Company B 30%	Company C 20%	Company A 50%	Company B 30%	Company C 20%	Aggregate value	Requirement Per consortium	Pass / Fail
Net assets	£500m	£100m	£300m	£250m	£30m	£60m	£340m	£ 70m	Pass
Turnover	£500m	£200m	£500m	£250m	£60m	£100m	£410m	£ 600m	Fail
Cash	£70m	£10m	£40m	£35m	£3m	£8m	£46m	£ 45m	Pass

Addressing your feedback on PQQ - Technical criteria

Following your feedback, the technical PQQ criteria have been clarified and updated – changes to text since November shown in **bold and underlined**

Technical Management experience

Project Management

Can be satisfied by any Principal Shareholder

Direct experience of project managing expenditure ≥ £25m for a commercial project in any sector

HSE Management

Can be satisfied by any Principal Shareholder

Details of existing or planned Management System(s) (and <u>any alignment with, and/or certification to,</u> OHSAS/ ISO/ EMAS, or equivalent standards)

HSE Regulatory Action

Applies to all consortium members

action taken in past three years (including improvement notices, prohibition notices or prosecutions)

The HSE Management criterion will require confirmation that appropriate systems exist or are being developed. Accreditation / certification is not mandatory.

Project development experience

Grid connection

Can be satisfied by any
Principal Shareholder of the
bidder

Principal shareholder with a role in making key decisions for a grid connected power project of at least 50 MW

Consent

Can be satisfied by any Principal Shareholder of the bidder

Principal shareholder with a role
in making key decisions for a
Major Infrastructure Project at the
point of consent submission and
award

Environmental

Can be satisfied by Principal Shareholder of the bidder and/or a named DSP

Managed a full EIA process and submitted an Environmental Statement (ES) in last 10 years for a wind farm project of at least 50MW and an Offshore Infrastructure or Extraction project Where evidence can be provided by 'any Principal Shareholder' this refers to any organisation that is proposed to own at least 10% of the bidder, or one of that organisation's parents, subsidiaries or sister companies.

Based on feedback we have reduced the requirement for an organisation to have been the largest shareholder of a project for a qualifying project for the grid connection and consent criteria. Instead the organisation must have been at least a 10% shareholder with a role in making key decisions.

Addressing your feedback on 'Approach to ITT'

Who can bid? PQQ criteria Approach to ITT Tender parameters Our proposed Agreements for Lease Our proposed Lease Terms

ITT – Key points



- Financial strength tests will be based on the availability of cash to fund early development costs
- All project types will be subject to the same assessment
- We are proposing a streamlined approach to the financial and technical competence assessments at ITT



Changes to our proposals

- We believe option fee value remains the fairest way to ultimately differentiate between compliant bids, but we are considering an alternative approach to the commercial assessment phase to introduce more price and locational transparency into the ITT phase
- We are also considering our commercial offer, including payment structure & timings
- Timing implications of this work will be discussed later

Your feedback on ITT

In November 2018 we outlined the following outline approach to the ITT stage:

Project Definition & Location

- Capacity
- Coordinates
- Density
- Compliance with locational rules
- Project type (standalone / hybrid, OFTO / Generator Build)

Financial & Technical Competence

- Financial metrics will test the bidder's ability to deliver project
- Technical competence assessed against threshold criteria

Commercial Assessment

- Bids ranked from highest to lowest in order of option fee value, measured in £/MW
- Total option fee, followed by option fee per km² used to differentiate between equal, compliant bids
- Enough projects identified in line with geographic and bidder capacity limits to reach 7GW

biddable option fees,
particularly in light of
international precedents

A number of these response

expressed concerns about

Some respondents

A number of these responses included suggestions around how we structure the fees and/or proposed alternative approaches to assessing ITT submissions and selecting projects

Project must comply with tender parameters

Reviewed against threshold criteria – pass / fail evaluation

Successful bids are taken forward into plan-level HRA

There were some requests for clarification on how hybrid projects will be assessed

Respondents questioned how the financial metrics would be scaled for projects >300MW

Several organisations asked us to share the full financial and technical evaluation framework as soon as possible

The rationale for undertaking the plan-level HRA after the ITT phase was questioned, with some respondents proposing that this is undertaken in advance of ITT

Addressing your feedback on ITT

Following your feedback, the technical PQQ criteria have been clarified and updated – changes to text since November shown in **bold and underlined**

Project Definition & Location

- Capacity
- Coordinates
- Density
- Compliance with locational rules
- Project type (standalone / hybrid, OFTO / Generator Build)

Financial & Technical Competence

- Financial metrics will test the bidder's ability to deliver project <u>based on</u> <u>cash available to fund the</u> <u>proposed projects</u>
- Technical competence assessed against threshold criteria
- All project-types will be assessed on an equal basis

Commercial Assessment

- Bids ranked from highest to lowest in order of option fee value, measured in £/MW
- Total option fee, followed by option fee per km² used to differentiate between equal, compliant bids
- Enough projects identified in line with geographic and bidder capacity limits to reach 7GW

would still envisage using biddable option fees to differentiate between those projects that pass the threshold ITT criteria.

Within a new framework we

However, we are considering a number of changes to increase transparency and enable bidders to take informed decisions on option fee bid price, and project location.

Project must comply with lender parameters

Reviewed against threshold criteria – pass / fail evaluation

Successful bids are taken forward into plan-level HRA

Hybrid projects will be subject to the same assessment as all other projects Financial strength tests will be based on cash only; net assets and turnover will not be re-tested at ITT.

Full details will follow in due course but the technical competence assessment is likely to focus on site selection, project schedule and HSE management.

Undertaking the plan-level HRA after ITT is a natural consequence of our decision to allow developers to select their own sites – it cannot be undertaken in advance

Addressing your feedback on 'Tender parameters'

Who can bid? PQQ criteria Approach to ITT Tender parameters Our proposed Agreements for Lease Our proposed Lease Terms

Tender parameters – Key points



- Several organisations said that it would be helpful to know final seabed regions and bidding areas at the earliest opportunity. Our refinement work continues, including consideration of Offshore wind extensions; an update will follow once this work is complete.
- Our proposal in November to allow up to 20 bids per bidder was intended to allow a number of boundary variants for each of a bidder's primary sites. We are now able to define these primary and variant site options more clearly.



Changes to our proposals

- Following feedback and our own further analysis we have also updated our proposals for project separation and minimum densities at lease:
- We propose to increase the minimum separation distance between existing and new projects (unless the incoming party has the existing operator's consent).
- We propose to decrease the minimum density for small projects at lease

Your feedback on Tender Parameters (1)

In November 2018 we outlined the following outline approach to bidding areas and capacity limits:



We are considering allowing each bidder to submit up

to 20 unique bids in each bidding area

Bidding Areas:

Neighbouring open regions would be grouped to form a bidding area

The example shows which regions might be grouped into bidding areas if all nine regions were open

Proposed capacity limits:

We are seeking to identify sufficient projects to reach 7GW in total

No more than 50% of the total capacity would be awarded in any bidding area

A corporate group may not be awarded an interest (of any kind or size) in project(s) totalling more than 3GW

Bidding areas and capacity limits would be confirmed in due course

Several respondents requested clarification on the definition of a 'unique bid', whether so many are required and/or whether an alternative approach could be found to resolve overlapping bids

Several respondents requested confirmation of final regions and bidding areas as soon as possible with some expressing a view that all regions should remain open

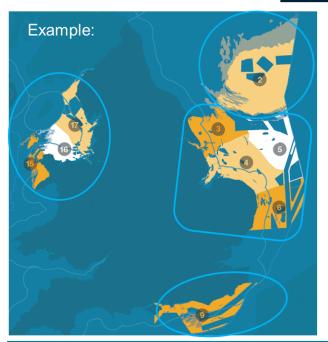
A small number of respondents suggested that this capacity limit could be too restrictive.

Several respondents supported the 3GW cap per corporate group whilst other suggested that it should be reduced.

Addressing your feedback on Tender Parameters (1)

The tender parameters are being developed further – clarifications to text since

November are shown in **bold and underlined**



Number of bids:

Bidders can identify up to 5 primary projects, with up to 4 boundary variants each. Each variant must overlap the primary project by at least 50%.

Bidding Areas:

Neighbouring open regions would be grouped to form a bidding area

The example shows which regions might be grouped into bidding areas if all nine regions were open

Proposed capacity limits:

We are seeking to identify sufficient projects to reach 7GW in total <u>across at least 3</u> <u>bidding areas</u>

No more than <u>3.5GW</u> of the total capacity would be awarded in any bidding area

A corporate group may not be awarded an interest (of any kind or size) in project(s) totalling more than 3GW and no more than 3 projects in total.

Bidding areas and capacity limits would be confirmed in due course

We have received valuable feedback from stakeholders which is informing our regions refinement work. We will confirm which regions will be included in Round 4 to stakeholders and the market once this work is complete.

The bidding area capacity caps aim to promote geographic diversity and reduce cumulative impacts. We have converted to a fixed capacity limit per bidding area of 3.5GW, supported by a requirement to award capacity in at least 3 bidding areas.

We have updated our proposals to distinguish between primary sites and boundary variants of those sites – details on a later slide.

We do not propose to reduce the maximum capacity per corporate group, however, to maintain a robust and diverse portfolio we propose to limit the maximum number of awarded projects to three.

Your feedback on Tender Parameters (2)

In November 2018 we outlined the following outline approach to project definition:



A number of respondents expressed a view that the proposed 5km separation between projects was insufficient Proposed rule 4: Projects must be at least 5km from other windfarms unless the bidder has the current owner's written agreement for lease >5km

Addressing your feedback on Tender Parameters (2)

The tender parameters are being developed further – clarifications to text since

November are shown in **bold and underlined**

Minimum Density: 3MW/km² at Agreement for

3MW/km² at Agreement for lease

Minimum density will be required to increase at lease entry according to project capacity

We are proposing a graduated scale of minimum densities that ranges from 5MW/km² for projects of 1.5GW, up to 7MW/km² for projects under 500MW

Specific guidance on project boundaries and minimum densities would be provided at the start of the leasing round

500MW

Agreement for lease Lease Project Boundaries:

Capacity:

Must be an integer in the range 300 – 1500 MW

Phasing:

Must be a single-phase consent submission

At lease entry the project can be phased into individual leases to reflect the construction programme

Only the Agreement for Lease boundary is required as part of the bid

The project must be a single, coherent shape that makes efficient

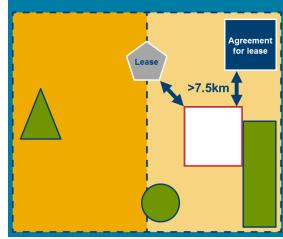
use of seabed with a maximum ratio of 5:1 for perimeter:√area.

Based on market feedback and our own analysis, we propose to amend the density scale at lease from 8MW/km²

We are proposing to use a maximum ratio of 5:1 for perimeter:√area [i.e. the length of the proposed project perimeter (in km) must be no more than 5 times greater than the square root of the project area (in km²)].

Based on market feedback and our own analysis, we propose to increase the minimum separation distance between existing and new projects to 7.5km, unless the bidder has the existing AfL or leaseholder's consent

Proposed rule 4: Projects must be at least 7.5km from other windfarms unless the bidder has the current owner's written agreement



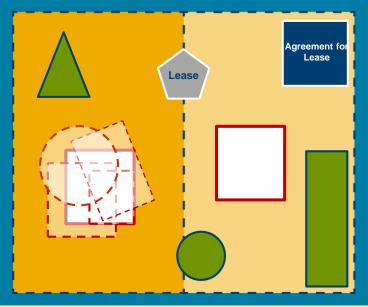
to 7MW/km² for projects under

Addressing your feedback on Tender Parameters (3)

Following your feedback, and in support of the work we are undertaking to introduce more price and locational transparency into the ITT framework, we have updated our approach to project site proposals. All of the information below has been updated since November and reflects our current thinking.

Proposed rule 5: Bidders will be able to propose up to 5 Primary Project Sites across the open Bidding Areas. Each Primary Project site may have up to 4 Variant Project Site options.

At least 50% of each Variant Project Site must overlap with the Primary Project Site.



Primary Project Site:

Each bidder may propose up to 5 Primary Project Sites. This is an "anchor" project site around which all variants have to be defined.



Variant Project Sites:

Up to 4 Variant Project Sites can be proposed for each Primary Project Site. No variant can have a greater capacity or spatial area than the Primary Project Site but they may have less capacity or spatial area, subject to the other locational rules. At least 50% of each Variant Project Site must overlap with the Primary Project Site.

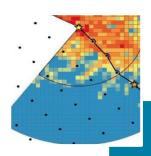




Addressing your feedback on AfL and Lease Terms

Who can bid? PQQ criteria Approach to ITT Tender parameters Our proposed Agreements for Lease Our proposed Lease Terms

AfL and Lease terms – Key points



- We received strong support for extending lease terms beyond 50 years. We therefore propose to carry a 60 year lease term forward to our final design.
- In response to questions on whether we could offer a longer Option Period we have clarified the rationale behind the 10 year maximum.



Changes to our proposals

 A number of respondents asked for clarifications and changes to the pre consent project milestones.

We are proposing a streamlined approach compared to previous leasing rounds and will share details of the proposed milestones alongside further information on the tender model in due course

Your feedback on AfL and Lease terms

In November 2018 we outlined the following proposed AfL and Lease terms:

Agreement for lease (AfL)

Principal agreement under which seabed rights are awarded following the tender process

Key features

- Provides the option to take a seabed lease, or leases, once consent has been obtained
- Overall 10 year option period from the start of the AfL to expiry by which point any lease(s) would need to be entered into
- Provides rights to carry out surveys and install instruments
- Contains an obligation to apply for consent by a milestone date and may a so contain other milestones prior to this – milestones and associated deadlines would be determined by The Crown Estate and set out prior to ITT
- The consortium may incorporate a new project company or form in unincorporated joint venture to sign the A.I., subject to provision of financial security
- Owner ship of the counterparty to the AfL needs to reflect that of the bidding entity defined at ITT

Form of lease

Principal agreement providing seabed rights for construction and operation of the project

Key features:

- Lease term proposed to be 60 years to enable two project lifecycles if required
- Contains a requirement to build the project against set milestones
- The Crown Estate charges rental at 2% of project revenue, subject to a minimum rent
- The AfL counterparty would be expected to sign the lease, subject to provision of financial security

Several respondents expressed support for the proposed lease term with a small number requesting an even longer term (e.g. 70 years) or flexible lease length

A few respondents proposed that an ability to extend the Option Period beyond 10 years would be desirable

A number of respondents asked for clarifications and proposed changes to the pre consent project milestones. In particular, whether we could allow project-specific milestone dates or reduce the number of milestones.

Addressing your feedback on AfL and Lease terms

In November 2018 we outlined the following proposed AfL and Lease terms:

Agreement for lease (AfL)

Principal agreement under which seabed rights are awarded following the tender process

Key features

- Provides the option to take a seabed lease, or leases, once consent has been obtained
- Overall 10 year option period from the start of the AfL to expiry by which point any lease(s) would need to be entered into
- Provides rights to carry out surveys and install instruments
- Contains an obligation to apply for consent by a milestone date and may also contain other milestones prior to this – milestones and associated deadlines would be determined by The Crown Estate and set out prior to ITT
- The consortium may incorporate a new project company or form an unincorporated joint venture to sign the AfL, subject to provision of financial security
- Ownership of the counterparty to the AfL needs to reflect that of the bidding entity defined at ITT

Form of lease

Principal agreement providing seabed rights for construction and operation of the project

Key features:

- Lease term proposed to be 60 years to enable two project lifecycles if required
- Contains a requirement to build the project against set milestones
- The Crown Estate charges rental at 2% of project revenue, subject to a minimum rent
- The AfL counterparty would be expected to sign the lease, subject to provision of financial security

Our proposal for a 60 year lease term was supported by the majority of organisations who responded on this point. We believe this to be sufficient for two project lifespans (including repowering and decommissioning) and therefore we do not propose to extend it further.

Round 4 is intended to deliver projects that contribute to the UK's ambition of 30GW offshore wind by 2030. We can grant options of up to 10 years in accordance with our statutory obligations, which aligns with this objective.

We will share details of the proposed milestones alongside further information on the tender model in due course. Our proposed approach is to have a small number of milestones (less than 5) with consistent, but generous, dates that all bidders, acting reasonably, should be able to meet.

New offshore wind leasing Timeline, other leasing activity & next steps



Jonny Boston
Business Development
Manager and
Programme Manager for
New Leasing

Timeline

A number of the changes under consideration in response to feedback have led to additional work, notably the work on the ITT commercial assessment and considering knock-on impacts on other design aspects

It is also important that we consider the feedback from stakeholders on the 2017 Extensions HRA as we finalise our refinement of seabed regions

This means we will need a little more time to finalise our plans

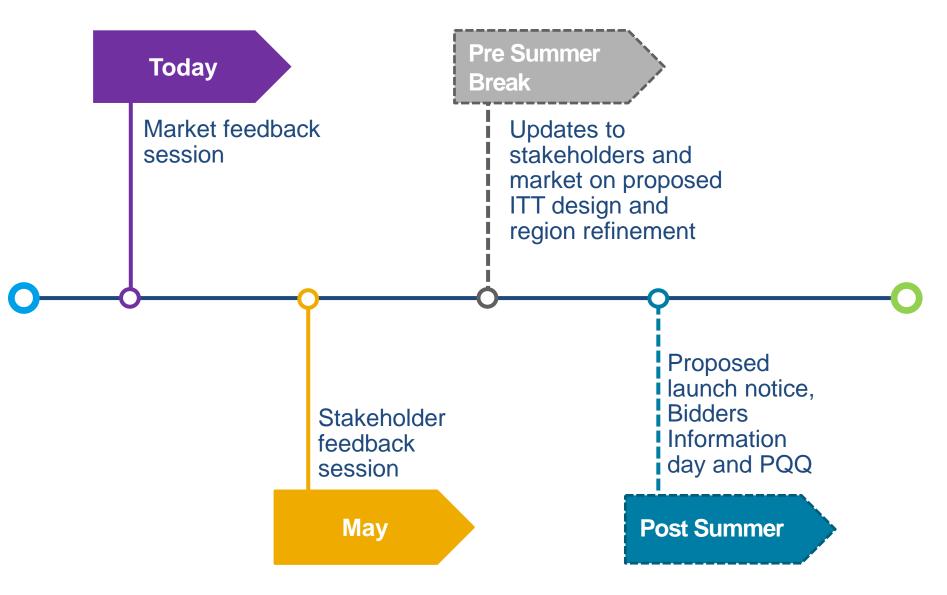
We remain committed to an approach where market participants have sufficient time to finalise their bidding strategy once key R4 parameters are known

We can therefore confirm we do not expect to launch & open PQQ until after the summer 2019

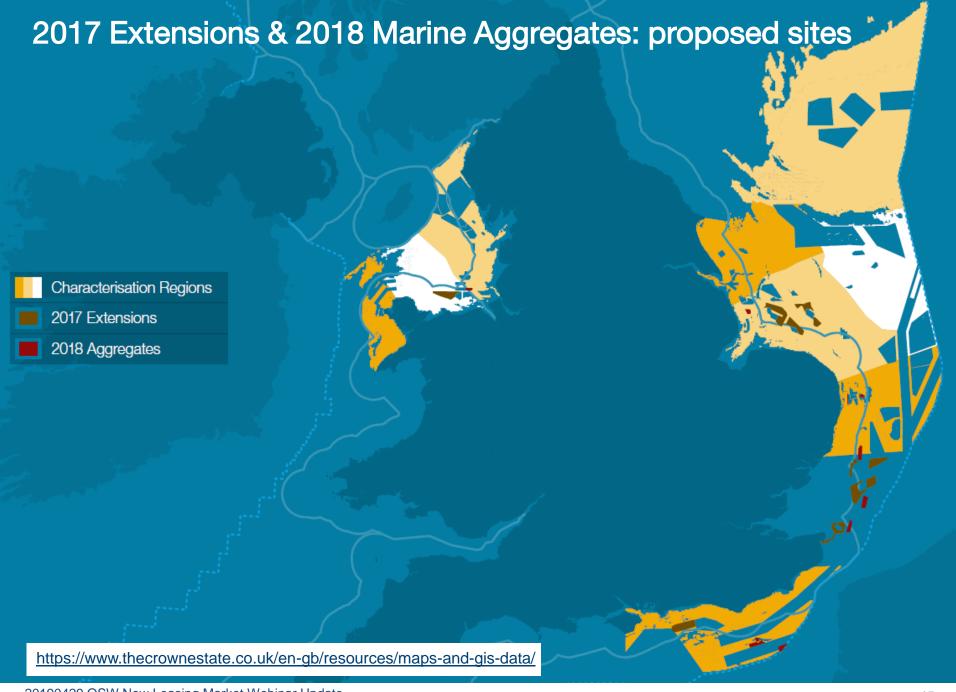
We are confident this investment of time will enable us to deliver a leasing round that meets our objectives and reflects your interests

We will provide a further update prior to the 2019 summer break, including the outcome of the above work streams and an updated timeline

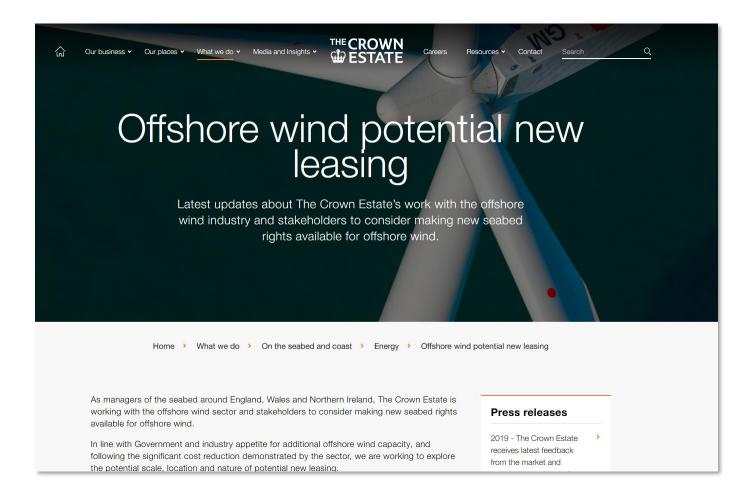
Timeline – 2019



Timings are subject to change and will be confirmed in due course



Stay informed



To stay informed please visit our website: thecrownestate.co.uk/potentialnewleasing or email us at offshorestakeholder@thecrownestate.co.uk

