

# FlashNote

By MAKE Consulting

February 2012

## A2SEA Expands Service Portfolio with CT Offshore

### Contents

- **Background**
- **Market Activity**
- **Analysis**

A2SEA further expands its presence in the offshore wind services value chain by capturing a majority shareholding in subsea cable service provider CT Offshore, increasing its holdings to 67% from its 29% equity stake acquired in July 2011. This transaction aids in diversifying A2SEA service portfolio as a potential installation vessel oversupply situation looms.

Despite a poor year over year performance in the EU offshore wind market, future growth is projected at ~20% CAGR through 2016. As annual installation rates increase, new bottlenecks are emerging including the availability of specialized inter-array cabling service providers.

A2SEA's acquisition strengthens the offshore wind energy consortium of DONG Energy, A2SEA and Siemens Windpower while offering a glimpse of how strategic partnerships can lower offshore wind's Cost of Electricity (CoE). An overview of the critical operational characteristics specific to inter-array cabling vessels is provided within this FlashNote along with an analysis and segmentation of available subsea cabling service providers.

**THIS FLASH NOTE IS AVAILABLE FOR SUBSCRIBERS TO OUR  
PREMIUM RESEARCH SUBSCRIPTION PACKAGE**

See the next pages for further information about our research subscription

### MAKE Consulting

Denmark  
Sønder Allé 9  
DK-8000 Aarhus C  
Denmark

T: +45 7026 6628

USA  
117 N. Jefferson Street, Suite 400  
Chicago, IL 60661  
USA

T: +1 312-441-9590

USA  
225 Franklin Street, 26th Floor  
Boston, MA 02110  
USA

T: +1 978 448 3186

P.R. China  
The Exchange Tower, 2916  
No. 189 Nanjing Road, Tianjin 300051  
P.R. China

T: +86 22 2318 5066

info@make-consulting.com  
www.make-consulting.com

## Research Products

Clients subscribing to our research packages receive a range of market reports, business studies and research notes, up-to-date market forecasts and data, flash notes and ad-hoc analyst presentations.

Our research provides organizations around the world with detailed insight into the market's current technological, regulatory and competitive situation, putting facts into perspective by analyzing trends and making projections about the future.

MAKE's research is an essential market intelligence tool for the entire firm:

- Reports and forecasts that give analysts the data they need
- Research to help drive successful program decisions
- C-level briefs to ensure business leaders have the latest information

As a guideline, our research is published as illustrated in the figure below:

	Q1	Q2	Q3	Q4
Market Reports	Global Wind Power Market Outlook	Global Wind Turbine Supply Chain	Global Wind Power Asset Ownership	Global Wind Turbine Trends
Business Studies		U.S. Wind Power Market	China Wind Power Market	Offshore Wind Power Market
Research Notes	Two Research Notes	Two Research Notes	Two Research Notes	Two Research Notes
Flash Notes	Five Flash Notes	Five Flash Notes	Five Flash Notes	Five Flash Notes
Forecasts	Annual/Semiannual/Quarterly	Quarterly	Semiannual/Quarterly	Quarterly
Project Pipelines		Project Pipeline	Project Pipeline	Project Pipeline

*Annual publishing plan is tentative and subject to change*

**Market Reports** are 60-120 pages of high quality industry forecasts, trend spotting and analysis, giving the reader a detailed insight into the demand side, the supply side, wind power development in a range of countries as well as current wind turbine trends. Our market reports are published four times a year.

**Business Studies** are 60-100 pages detailed in-depth strategic market studies of key segments of the wind industry. In 2012 the business studies will focus on the US-, offshore,- and China wind power markets.

**Research Notes** are 10-20 pages of comprehensive analysis of specific trends in the industry. They are published 8 times a year and cover topics such as capacity shortages, order announcements, emerging markets, policy changes and strategic changes in the competitive landscape etc.

Adding value to your renewable energy business

**MAKE**  
CONSULTING

### MAKE Consulting

Denmark  
Sønder Allé 9  
DK-8000 Aarhus C  
Denmark

USA  
117 N. Jefferson Street, Suite 400  
Chicago, IL 60661  
USA

USA  
225 Franklin Street, 26th Floor  
Boston, MA 02110  
USA

P.R. China  
The Exchange Tower, 2916  
No. 189 Nanjing Road, Tianjin 300051  
P.R. China

info@make-consulting.com  
www.make-consulting.com

T: +45 7026 6628

T: +1 312-441-9590

T: +1 978 448 3186

T: +86 22 2318 5066

**Flash Notes** are 1-2 pages of instant expert responses to important events. They are published ad hoc and cover topics such as M&A activities, major contracts, product launches, policy changes etc. Flash Notes are published minimum 20 times a year.

**Market forecasts and data** are published annually, bi-annually and quarterly depending on subscription level and include forecasts of new installations and accumulated MWs on a 5 year scale divided on specific regions and on a global basis.

**Project Pipelines** offer an overview of the current project pipelines in selected regions and is published with reference to the business studies.

**Analyst Presentations** are up-to-date insight from MAKE analyst presentations held at conferences and industry events around the globe.

	Basic	Extended	Premium
Market Reports	✓	✓	✓
Annual Forecasts	✓	✓	✓
Analyst Presentations	✓	✓	✓
Business Studies		✓	✓
Semiannual Forecasts		✓	✓
Research Notes		✓	✓
Business Studies in PPT Format			✓
Quarterly Forecasts			✓
Flash Notes			✓
Project Pipelines			✓
Prices (EUR) Corporate/Personal	4,000 / 2,500	9,500 / 6,500	11,500 / 7,500

Adding value to your renewable energy business



**MAKE Consulting**

**Denmark**  
Sønder Allé 9  
DK-8000 Aarhus C  
Denmark

**USA**  
117 N. Jefferson Street, Suite 400  
Chicago, IL 60661  
USA

**USA**  
225 Franklin Street, 26th Floor  
Boston, MA 02110  
USA

**P.R. China**  
The Exchange Tower, 2916  
No. 189 Nanjing Road, Tianjin 300051  
P.R. China

info@make-consulting.com  
www.make-consulting.com

T: +45 7026 6628

T: +1 312-441-9590

T: +1 978 448 3186

T: +86 22 2318 5066

## How to order...

### To order our research:

- Fill in this order form and fax it to  
DK: +45 8610 2736  
U.S.: +1 312 441 9591  
China: +86 22 2318 5001
- Order online at  
www.make-consulting.com
- Call us on  
DK: +45 7026 6628  
U.S. (Boston): +1 781 791 5045  
U.S. (Chicago): +1 312 441 9590  
China: +86 22 2318 5066
- Send an e-mail to  
info@make-consulting.com

## Order form

Product	Select product
Premium Subscription – Corporate (EUR 11500 + VAT)	
Premium Subscription – Personal (EUR 7500 + VAT)	
Extended Subscription – Corporate (EUR 9500 + VAT)	
Extended Subscription – Personal (EUR 6500 + VAT)	
Basic Subscription – Corporate (EUR 4000 + VAT)	
Basic Subscription – Personal (EUR 2500 + VAT)	
Single Market Report (EUR 2500 + VAT)	
Business Study (EUR 2500 + VAT)	

### Key:

\* A single user subscription package is solely intended for one person

\*\* A corporate, multi-user subscription package can be distributed throughout an organization

## Subscriber details

Name:

Company (write "private" if not applicable):

Address line 1:

Address line 2:

Address line 3:

ZIP/post code:

Country:

Telephone:

E-mail:

VAT/TVA/MWST no. (for EU-based companies only):

Adding value to your renewable energy business

**MAKE**  
CONSULTING

### MAKE Consulting

#### Denmark

Sønder Allé 9  
DK-8000 Aarhus C  
Denmark

T: +45 7026 6628

#### USA

117 N. Jefferson Street, Suite 400  
Chicago, IL 60661  
USA

T: +1 312-441-9590

#### USA

225 Franklin Street, 26th Floor  
Boston, MA 02110  
USA

T: +1 978 448 3186

#### P.R. China

The Exchange Tower, 2916  
No. 189 Nanjing Road, Tianjin 300051  
P.R. China

T: +86 22 2318 5066

info@make-consulting.com  
www.make-consulting.com