

Business Breakfast Briefing

Offshore Opportunities in Ireland

Hosted by the Netherlands Embassy & DIBA
6th May 2021 | 08:30 - 09:30

Offshore Opportunities in Ireland

Peter BOUWHUIS - XELLZ B.V.



I will talk about....



- Renewable energy in Ireland
- How XELLZ is helping to drive the renewable energy forward
- Why Ireland offers a favourable business climate for foreign partners



About me

Petrus (Peter) Bouwhuis

- President & CEO [Founder]
 - XELLZ[®] Group of companies
- Director & Founder:
 - Project Freight Net B.V.
 - Breakbulk News & Media B.V.



Bright future for renewables

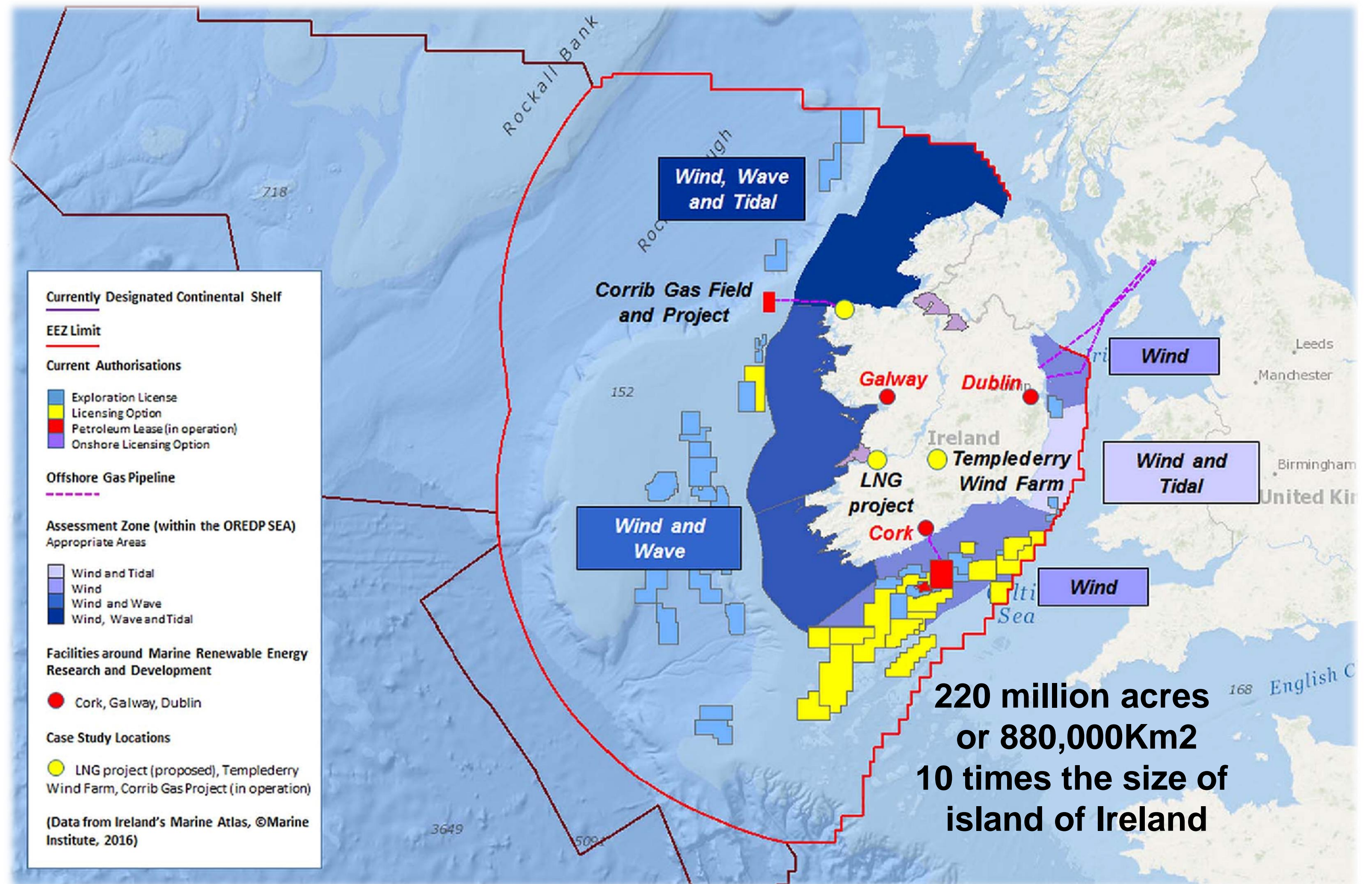
- Increase reliance on renewables from 30% to 70% in 2030 by adding 12GW of renewable energy
- Onshore, Offshore, and Solar energy mix
- Community Energy Projects
- Offshore Renewable Energy Development Plan (OREDPA) identified Ireland's coast as one of most energy productive in Europe, with long-term potential of 70 GW of ocean energy opportunity



Unique EEZ area to become net exporter of energy

Ireland's seabed is...

- one of the largest in Europe!
- has potential to be the most energy productive in Europe



Strategic advisor to Rosslare Europort ...

- Finding the right port(s)
- Designing the offshore port operations
- Creating a freeport (freezone)
- Creating a marshalling yard
- Set-up a Offshore IT operation and controlling (O&C) platform and method
- Finding partners for handling, training and management
- Finding investment partners



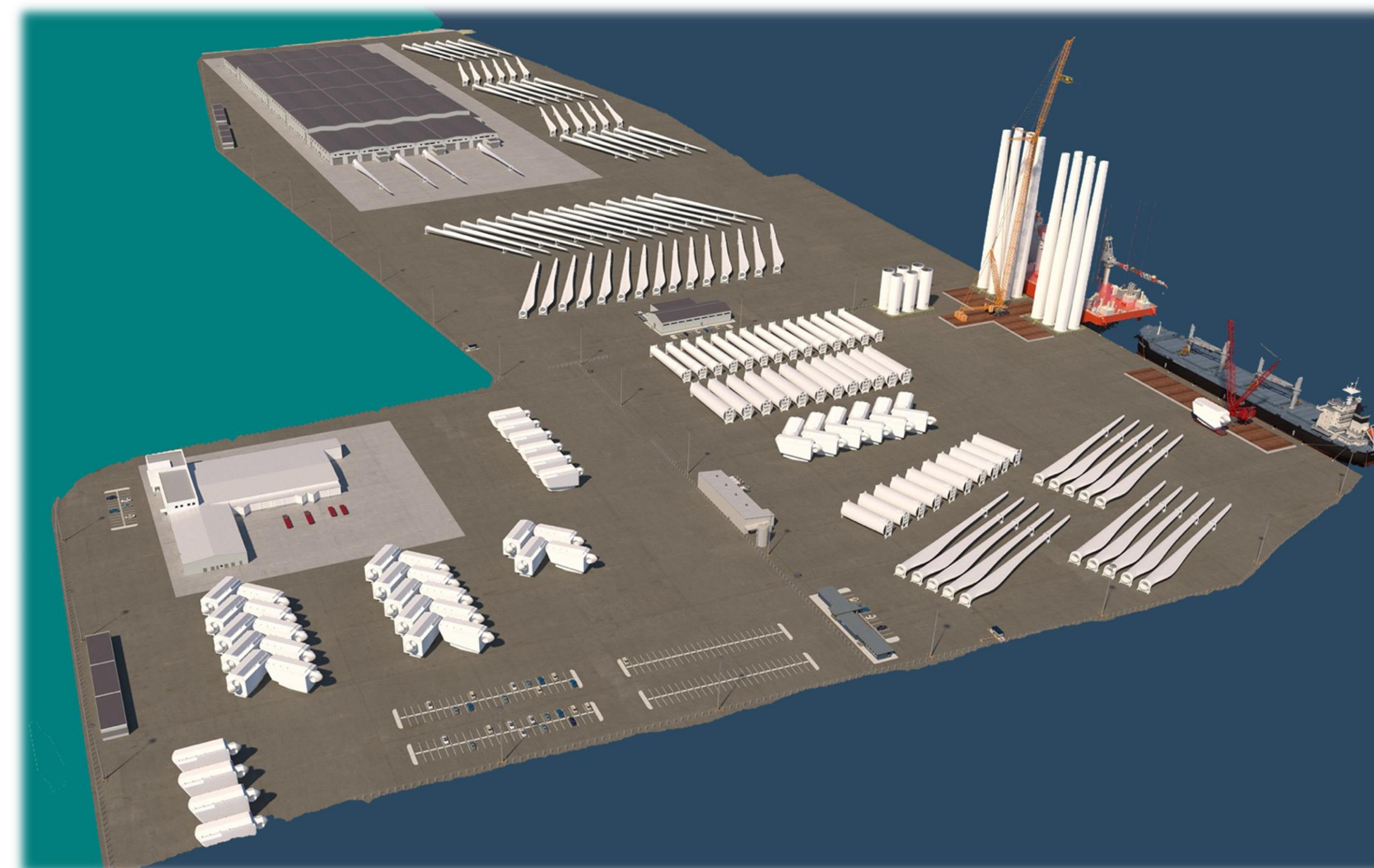
...and creator of the Europort Business Park



- ✓ Sourcing & committing land
- ✓ Design a business park
- ✓ Create value added services
- ✓ Create a freezone operation & IT system (tracking, tracing, customs admin, vessel and crew deployment, and WMS)
- ✓ Rosslare Europort, Co Wexford is strategically best port in Ireland for Irish Sea (fixed turbines) and Celtic sea (floating turbines)
- ✓ Other strategic ports are Shannon and Killybegs on the west of Ireland for floating turbines

Doing business in Ireland

- ✓ A welcoming and supportive local authority to help sort-out obstacles in planning, set-up, locating local suppliers etc.
- ✓ Access to local education (Technical University (TU's)), training and R&D
- ✓ Europort Rosslare and Europort Business Park to be a Freeport with new Freeports on the west coast at a later stage

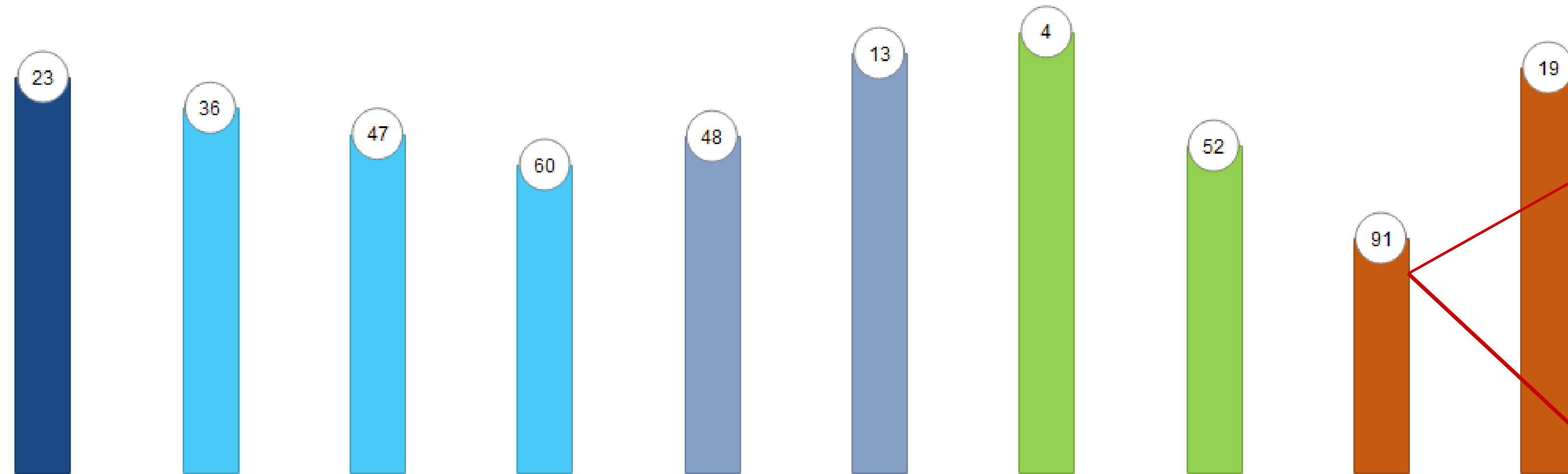


Overall positive conditions for business

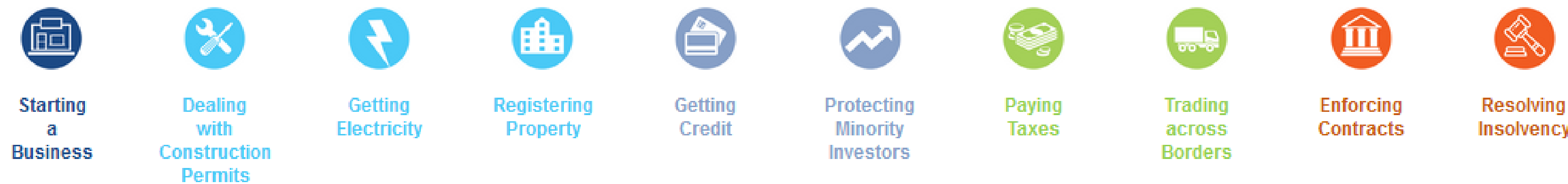


Kingdom of the Netherlands

Ranking on doing business topics (1-190)



Introduction of a Commercial Court and appointment of an arbitration judge speeds up commercial dispute resolution, but court processes remain a strenuous process.



Topic scores (0-100)



Favourable government, young workforce, and TAX environment

- ✓ Young well-educated workforce
- ✓ Language is English (and Gaelic)
- ✓ Great support from organisations like the IDA, FDI, Ireland Invest, etc
- ✓ For the wind sector there is the Irish Wind Energy Association (IWEA) and Wind Energy Ireland (WEI)
- ✓ Ireland has a very favorable TAX regime with:
 - Corporate TAX of 12.5%,
 - Research and Development Tax Credit of 25% (RDTC)
 - Tax Rate on IP of 6.5% (Knowledge Development Box)



Positive culture for doing business in Ireland

- ✓ A welcoming culture for attracting and supporting Foreign Direct Investment.
- ✓ The Irish like direct communication which makes doing business with the Dutch a perfect match.
- ✓ Ireland has a Government commitment to invest in Ports for renewable energy infrastructure.



Wrap up

Summary

- A bright future for renewable energy
- Becoming a net-exporter of energy
- Positive conditions for doing business

Discussion

- Questions about renewables or doing business in Ireland?
- Your thoughts on the renewables opportunities Ireland has to offer?
- Your experience dealing with foreign companies in Ireland / or doing business as a foreign company in Ireland

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Thank You

Business Breakfast Briefing

- Frequency: Once Per Quarter
- Hosts: Netherlands Embassy & DIBA
- Content & Speaker Suggestions: hello@diba.ie
- Opportunities for Improvement: hello@diba.ie

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