



Captive power solutions

# OFF-GRID POWER



# OFF-GRID

BWSC is a global and leading provider of tailored power plants and offers support to its customers in all phases of the power plant life cycle – from project development to plant operation.

BWSC has highly skilled employees, in-house capabilities and long-term experience and can assist its customers in every aspect of the development, construction and operation of your power plant investment. We continuously develop the most efficient energy solutions within the requirements set by the customer - to the benefit of both the environment and the finances.

With more than 180 projects in 53 countries, we have the experience and competences to deliver your project, on time, on budget, turnkey and ready to operate.

## 2016 KEY FIGURES

900 EUR m	order backlog
395 EUR m	revenue
42 EUR m	investments in power plants
790	employees incl. associated companies
1,302	people working on BWSC construction sites

# QUALITY IMPLIED

With BWSC you get quality equipment from world-leading manufacturers.

We have a long tradition of working with major combustion engine manufacturers, MAN Diesel & Turbo, Wärtsilä, Caterpillar and others, ensuring:

- Early implementation of latest energy-efficient technologies
- Lowest possible fuel consumption
- Low maintenance due to standardised solutions
- Ability to operate on multiple fuels
- High level of availability and reliability
- Highly competitive capital cost
- Fast-tracked project implementation

We implement energy-efficient environmentally friendly carbon off setting technologies and provide innovative off-grid solutions including:

- LNG integration
- Heat-recovery optimisation
- Solar and wind integration
- Load-sharing with existing electricity infrastructure

BWSC is qualified according to ISO 9001 and OHSAS 18001.

BWSC has demonstrated strong financial performance and has been rated AAA, by Dun & Bradstreet over a continuous period of six years.



# TAILORED FINANCES

**Combining state-of-the-art technology with tailored financial solutions**

BWSC has extensive experience advising on competitive financial solutions for our clients, including export credits and non-recourse project financing.



Over the years, we have built strong ties to:

- **lending institutions**, including international commercial banks and multilateral development finance institutions
- **equity providers**, including private investors, institutional investors and development finance institutions
- **risk insurers**, including the Danish Export Credit Agency (EKF), multilateral insurers and private insurers

We are prepared to take a leading role in the development of IPP companies including the creation and assessment of all commercial and legal agreements, such as power and fuel purchase agreements, financing and insurance instruments, Power Purchase Agreements (PPAs) and O&M agreements.

We offer our clients medium-term PPAs on favourable CAPEX offsetting Build-Own-Operate-Transfer (BOOT) terms.



# O & M AGREEMENT

**Outsourcing operation and maintenance to BWSC means optimum performance of the power plant**

We understand the requirements of your plant; our mission is to make your plant work reliably and efficiently – and we are very experienced in doing so. At all our sites, we partner up with the local authorities and population. The majority of our employees are local, ensuring not only continuous improvement in servicing our customers, but also local growth and prosperity.



In an O&M agreement, BWSC takes full responsibility for:

- Plant management, operation and maintenance
- Delivery of all spare parts
- Delivery of all consumables
- Performance guarantees on parameters such as:
  - Availability
  - Production
  - Heat rate
  - Lube oil consumption
  - Emissions

Advantages for the plant owner:

- Competitive OPEX
- Predictable lifetime costs
- Substantial risk mitigation
- Performance guarantees to ensure continuous optimisation of the plant
- Sustained asset value through best practice operation and maintenance
- Maximum return on investment (ROI)



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