

**Help Governments and Private sector to evaluate  
and indentify the best, viable technologies for  
energy transition : a business point of view**

La MER, L'AVENIR



**PECC International Project 2<sup>nd</sup> seminar**

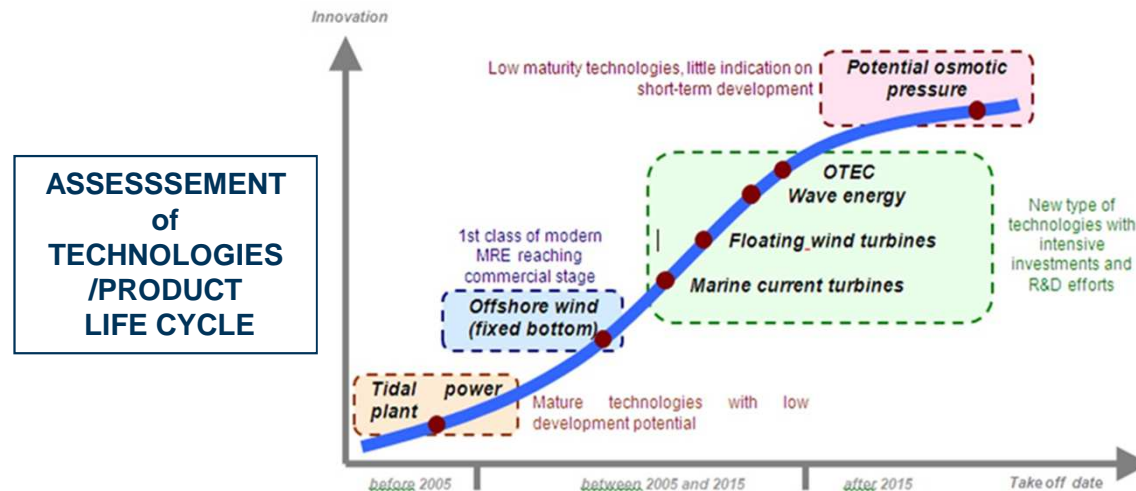
**Luc Martin ,  
Santiago, Chile - June 25th, 2014**

# Solutions evaluation in Marine Renewable Energy

## Helping decision making as an Industrial

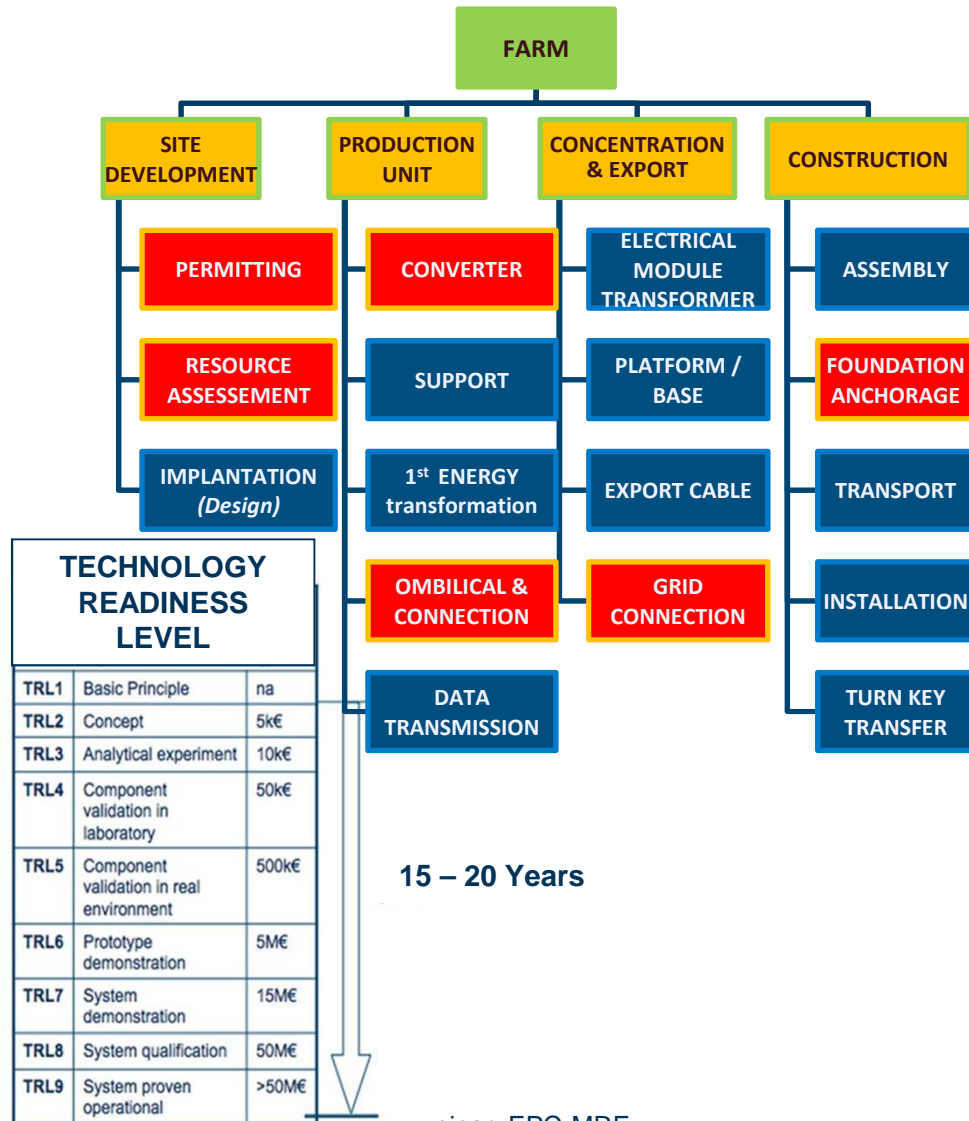


	OTEC	FLOATING WIND MILLS	TIDAL ENERGY	WAVES ENERGY
<i>First customer</i>	SEM Martinique, Outre-Mer France	2 prospects	EDF	EDF, FORTUM
<i>Go to Market</i>	From 2017	From 2016	2014	From 2017 +
<i>EXPORT</i>	Caraïbes-Pacific	Europe (UK)	Scotland, Canada, Chili	Irlande, Chili

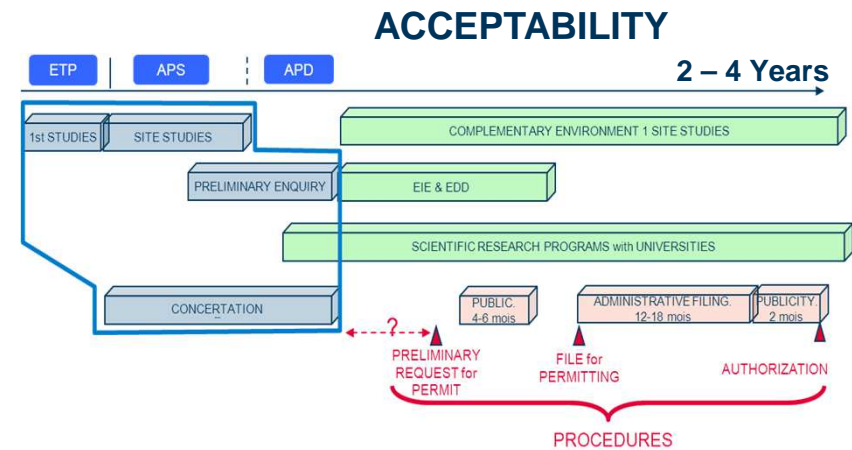
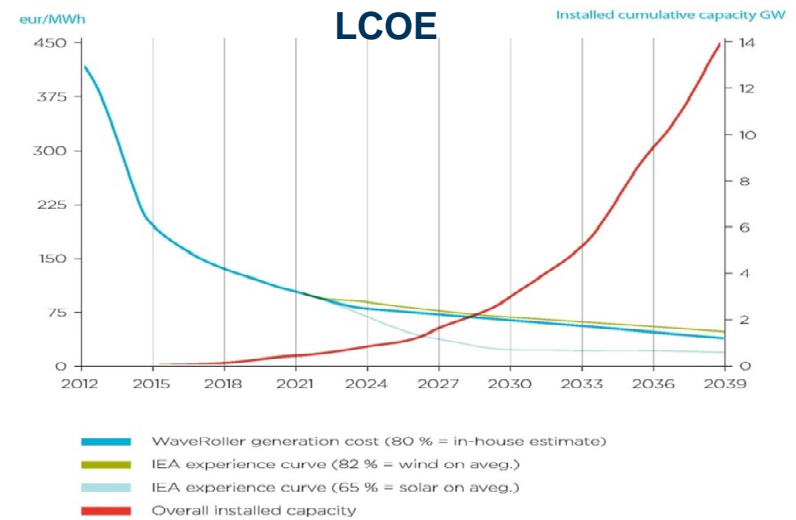


# Addressing risks on MRE Farm Project issues

## Helping decision making as EPCI



ninar EPC-MRE



# Raising local competences in MRE

Helping decision making

TESTED  
in CHILE

CHILE has a strategic role in the WW development of Marine Energy Industry .

- **Sharing technologies evaluation and industry maturity**
- **Testing technology in harsh environmental constraints** (hazards, bio diversity, social exigencies)
- **Taking in account local market constraints & advising local policies for rules & standards** Adapting the business model to each project with its economical objectives, FIT policy, energy production mix, technology selection... ( # EDF, # FORTUM, # Industrial Partners,... )
- **Auctioning and contracting with competent partners along with a clear responsibility sharing.**

...leading to build local industrial expertise in MRE fields as well as a world reference for farm or components qualification

# Help Governments and Private sector

## ENERGY TRANSITION

Development of MRE Projects .....with state & private synergies

- **Improve PROJECT ACCEPTABILITY >> preparing ahead environmental & social R&D studies with Laboratories & Universities to allow stakeholders to understand & engage.**
- **Guaranty PRODUCTION PERFORMANCE of the selected technology >> assessing Technology maturity, optimizing Grid connections, hedging Grid restrictions and organizing the Supply Chain.**
- **PREDICTABILITY of the extractable RESOURCE >> Sharing / acquiring site developers data or launching genuine sites studies**

.....leads to LOWER COST of FINANCING from BANKS and competitive INSURANCE Coverage

**END**