

Continuation of PhD Reference Group

Initial meeting to inaugurate the new version of the network

”Wind Logistics Group” (**WLG**)

After work / ”gå-hjem” meeting #9 welcome by Thomas Poulsen

May 6, 2019

Stilling, Denmark

Agenda of today's meeting

1. Opening
2. Welcome
3. DIS presentation
4. Presentation by Thomas Poulsen
5. Q&A to the panel of experts

Networking and refreshments

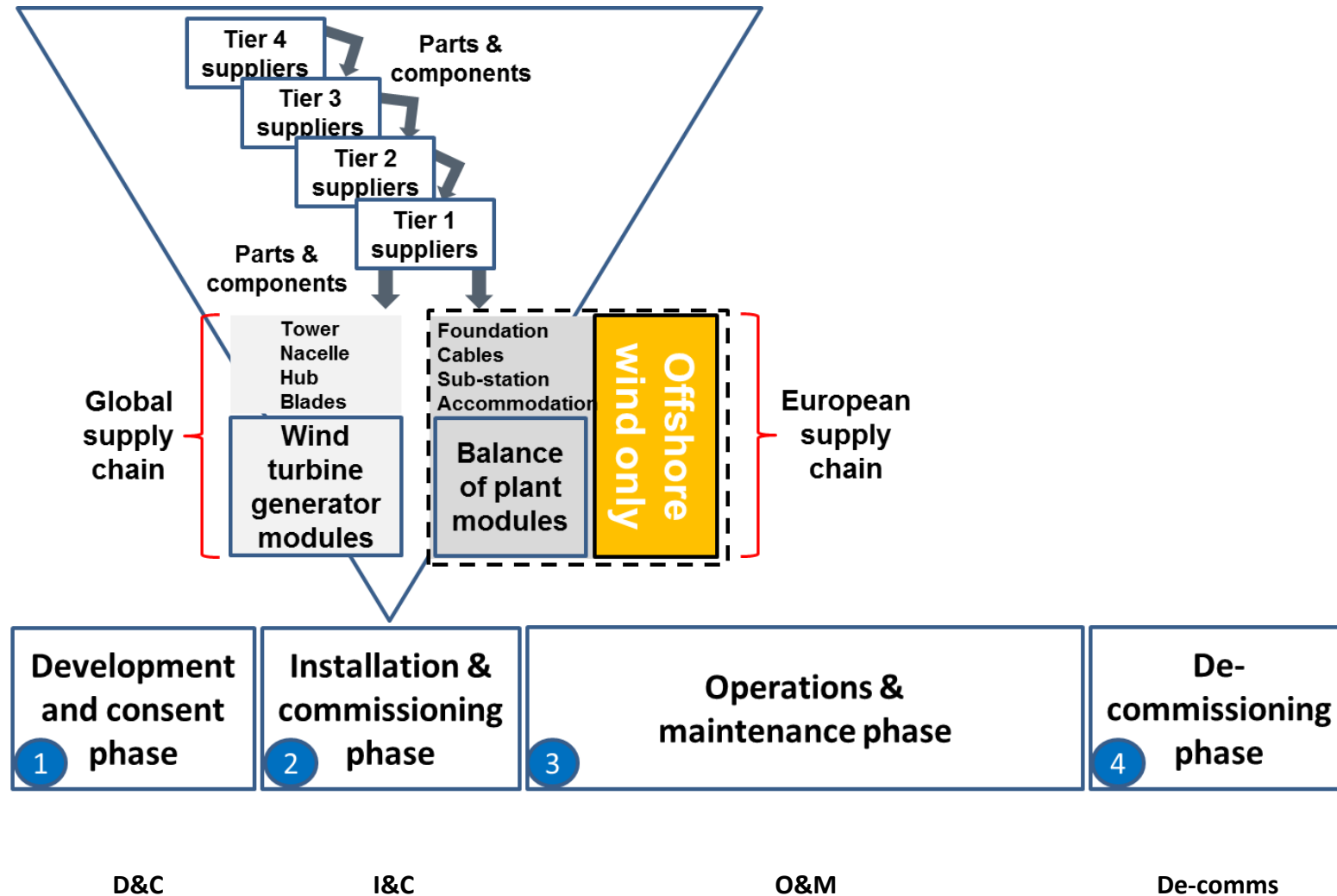
Supporting Reference Group members



The background

- The global wind energy shipping and logistics PhD research project
 - Started in 2013
 - Inaugural Reference Group meeting in August 2013
 - 10th Reference Group meeting today
 - ✓ 9x after work / "gå-hjem" meetings
- PhD defended August 21, 2018 and degree successfully bestowed by Aalborg University
 - Last academically related Reference Group meeting in November, 2018
 - Final conference in December, 2018

Logistics as part of offshore wind



The 5 flows:

1. Goods

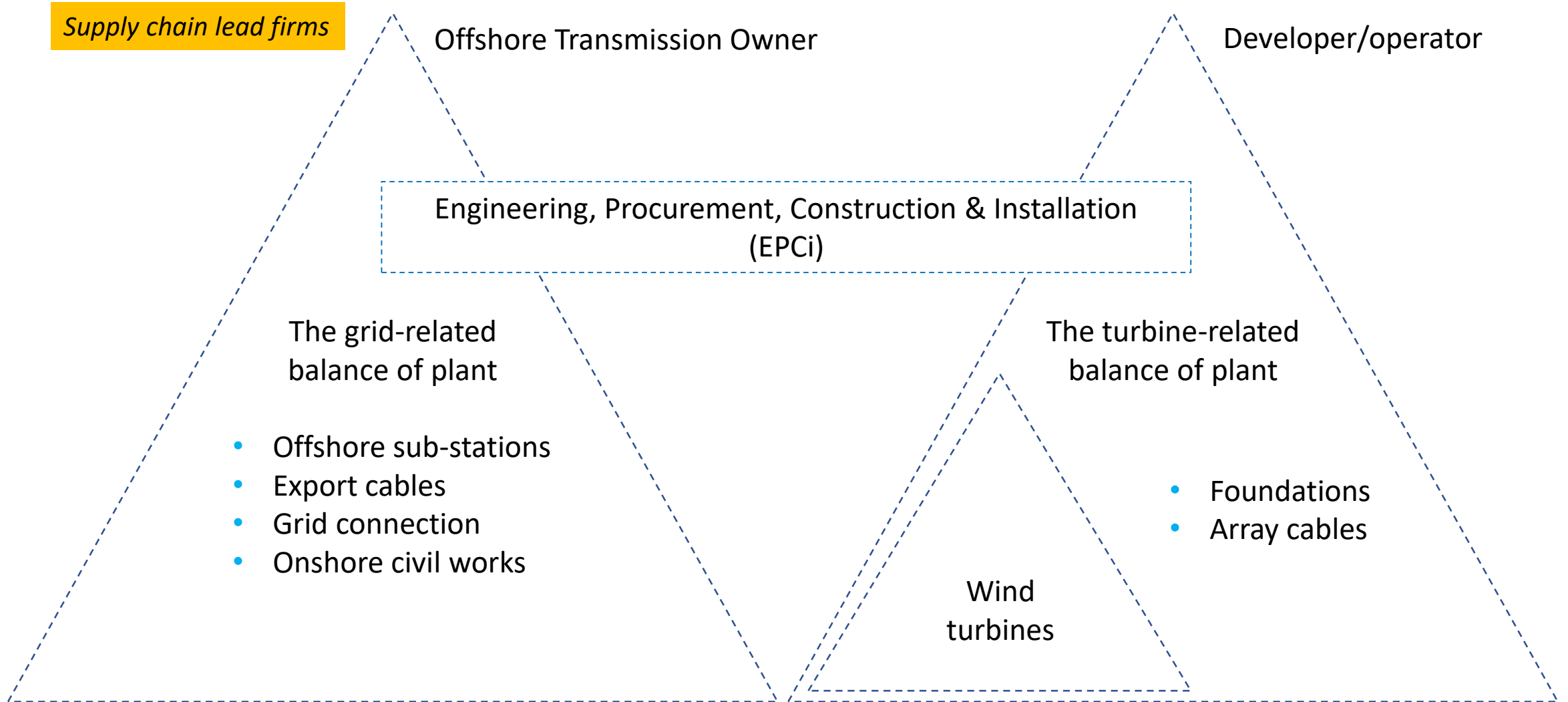
2. Information

3. Documentation

4. Money

5. Knowledge

Value chain stakeholders – offshore wind



Back to industry...



EXPERIENCE

Tenure of 30 years with five employers

Lived and worked for 18 years in seven countries outside native Denmark:

- Indonesia
- China
- Singapore
- Hong Kong
- USA
- United Kingdom
- United Arab Emirates

INDEPENDENT CONSULTANT

- **Current position:** Managing Partner at Panticon
- **Expertise:** Wind Energy, Transport/Logistics, and Supply Chain
- **Focus:** Strategic Management Advisory, Mergers & Acquisitions, and Market Research & Analysis

NON-EXECUTIVE MEMBER OF SUPERVISORY BOARDS

- **Focus:** Long-term Support to Management Teams

EDUCATIONAL BACKGROUND

- **PhD** from Aalborg University (2018)
- **MBA** from Copenhagen Business School (2011)

Leadership, General Management, Interim management, Project management, Training



THOMAS POULSEN
Managing Partner




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- Strategic Management Advisory
- Mergers & Acquisitions
- Market Research & Analysis
- Offshore Wind
- Logistics

CLIENT REFERENCES



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MR. THOMAS POULSEN



Mr. Poulsen is a passionate management consultant who has specialized in Strategic Management Advisory, Mergers & Acquisitions, and Market Research & Analysis. With experience from many industries, Mr. Poulsen focuses on Offshore Wind and Logistics. He has had a professional working career in shipping and logistics for almost 30 years as well as energy for almost 10 years. Mr. Poulsen is the Managing Partner of management consulting firm Panticon and has been an independent consultant since 2003. He has a global outlook and deep cultural understanding after having lived and worked 18 years in 7 countries outside his native country of Denmark.

- ▶ Mr. Poulsen has held full-time senior management positions with both shipper Toyo[®] as well as logistics service providers shipping companies MFL, J&J, Logistics, A.P. Møller-Maersk/DMO, and ABB (Dellon). Since 2003, Mr. Poulsen has worked in his own consulting firms allowing him to help clients with strategy related issues and to serve as consultant and/or interim leader for strategic M&A driven growth projects, change management projects, IT driven improvement strategies, as well as more tactical general management, commercial, and operational projects.
- ▶ Since 2009, Mr. Poulsen has furthermore had a special focus on the emerging wind part of the renewable energy industry needs with a focus on offshore wind.
- ▶ Mr. Poulsen has spearheaded change in many different companies such as Vestas Wind Systems, Emission Energy, BVG Associates, Energy Innovation Cluster, EIM Consult/Navigator, DNB Bank, Longlake Advisory, Ternary Group, K&M T&E&A, adifac, Exopt, TULIP-FOOD COMPANY, Panalpsia, DHL Global Forwarding, Damco, Scan Global Logistics, System Transport, Dart Global Logistics, DDU, Samalp Global Logistics, Port of Edberg, Port of Ramme, Offshore Center Bornholm, Krings F&A Service Group, Copenhagen Business School, Dale Carnegie Training, United Arab Shipping Company, Algoma Central Corporation, CP Ships, Wallenius Wilhelmsen Logistics, Aurionpro SCM, and Maersk Data/IBM.
- ▶ As part of his work efforts with these companies, Mr. Poulsen has been assigned as interim manager at a Director/W/C level holding various positions, including CFO. Mr. Poulsen serves as non-executive member of select supervisory boards.
- ▶ Mr. Poulsen obtained his PhD in 2018 and his MBA in 2011.

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Thank you and welcome again!
