

Local Press Release No. 7/2009 from Vestas China

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Vestas receives first order for its made-for-China wind turbine

Vestas' valued Chinese partner, China Datang, shows confidence in Vestas' innovative and tailor-made V60-850 kW turbine.

Vestas, the world leader in wind energy, has received an order from China Datang Renewable Power Co., Ltd. for 49 MW of Vestas' V60-850 kW turbine, designed specifically for the Chinese market and featuring Vestas' latest technological innovations.

This first order for 58 V60-850 kW wind turbines is for the Keyouqianqi project in the Inner Mongolia Autonomous Region (IMAR). Based on the well-proven, reliable and productive V52 turbine platform, the V60-850 kW is Vestas' first-ever market-specific turbine and is tailored for the dry and harsh wind and weather conditions found in northern Chinese regions such as IMAR. The V60-850 kW's agile design and versatile features make it particularly ideal for China's vast low and medium wind resources – particularly hard-to-reach wind sites – which comprise 75 per cent of China's available wind resources.

This first sale of the V60-850 kW turbine is a sign of confidence in Vestas' highly-reliable and technologically-advanced products, and recognition of Vestas' strong commitment to the Chinese market.

The contract includes delivery, transportation, installation and commissioning of the wind turbines, a VestasOnline® Business SCADA solution and a two-year service and maintenance agreement. The contract does not include towers.

"Datang is an important partner for Vestas and an important player in taking China's wind energy industry down a sustainable path of development," says Jens Tommerup, President of Vestas China. "We would like to thank Datang for their continuous support and commitment to wind energy and partnering with us to develop China's wind energy industry. We're also very happy to see that they recognise the value Vestas brings to them through our products and services."

With the purchase of the V60-850 kW turbine, China Datang is the first customer for this made-for-China and made-in-China product. The V60-850 kW builds on the V52 technology platform which has sold more than 3,000 units worldwide. With the V60-850 kW, Vestas delivers the latest technological features which provide customers with the most productive, reliable and high-quality turbine.

"China is a unique country with great variations in geography and weather conditions," says Jens Tommerup. "This is why we developed a wind turbine which can deal with such challenges. The fact that Datang has chosen the V60-850 kW shows the need for reliable and proven technology to ensure maximum productivity and a scientific approach to harness the most value out of the wind."

Datang is one of the largest wind energy developers in China and has since 2005 been one of Vestas' most important and valued partners in China.

China has a cumulative installed capacity of approximately 15.5 GW¹ as of June 2009 and China is expected to be the world's fastest-growing wind energy market in 2009.

About Vestas

Every single day, Vestas wind turbines deliver clean energy that supports the global fight against climate change. Wind power from Vestas turbines currently reduces carbon emissions by more than 40 million tons of CO₂ every year, while at the same time building energy security and independence.

Vestas is the world leader in wind technology, with a history of technological innovation and over 30 years of experience in developing, manufacturing, installing and maintaining the world's best-performing wind turbines. Vestas was a pioneer in the wind industry and started to manufacture wind turbines in 1979. In 1987, the company began to concentrate exclusively on wind energy.

Vestas was the first wind turbine company to enter the Chinese market when it installed the first turbines in Shandong and Hainan in 1986. Vestas has installed wind turbines in thirteen provinces in China and is among the biggest accumulated suppliers of wind turbines in China.

Vestas has five factories in Tianjin, a sales office in Beijing, a new factory in Hohhot, a procurement office in Shanghai, and is currently constructing additional facilities in Xuzhou. By the end of 2009, Vestas will have invested more than three billion RMB in China and will have 3,000 employees providing wind energy solutions to Vestas' customers and partners in China. This is a concrete sign of our confidence in the Chinese wind energy sector.

Vestas is working hard to build up a strong value chain in China that can fully support the construction of wind turbines from its factories in China. Every year, Vestas improves its Chinese sourcing capabilities; the aim is to have 100 per cent Chinese-made content. Vestas is known for its industry-leading product quality; all of its suppliers in China are part of a partnership designed to increase product quality and performance and enable suppliers to become globally-competitive. In 2008, one of Vestas' Chinese suppliers was awarded the Vestas Global Suppliers' Award for its performance and high product quality.

As the global leader in wind energy, Vestas is committed to helping develop China's wind energy sector. Vestas is eager to share our 30 years of industry experience and expertise with China.

For more information and to arrange an interview with Vestas China President Jens Tommerup, please contact:

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¹ Source: Azure International, October 2009