

News release from Vestas Mediterranean

Madrid, 27 December 2012
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Vestas receives 90 MW order under Enel Green Power's global supply agreement

Vestas has received a 90 MW order from Enel Green Power for delivery of 45 V100-2.0 MW wind turbines. The order comes as a call-off from the global supply agreement of 400 MW with an option for an additional 1,000 MW with Enel Green Power, which Vestas announced to the market on 9 September 2010 ([ref. company announcement No. 34/2010](#)).

The Valle de los Vientos project will be installed at 2,500 metres above sea level in the El Loa province, Antofagasta region, Chile.

The contract comprises delivery, transportation, installation and commissioning of the turbines, a VestasOnline® Business SCADA system, as well as a five-year service and maintenance AOM 4000 agreement (Active Output Management). The AOM 4000 is a full-scope service contract, consisting of scheduled and unscheduled maintenance and consumables, which offers solid risk management for customers, who want an availability guarantee measured against an agreed threshold. This type of contract offers customers assured performance avoiding unforeseen operational costs of any kind.

Juan Araluce, CSO, Vestas Wind System A/S and acting President Vestas Mediterranean comments: *"It is a pleasure to announce this 90 MW contract with Enel Green Power within the agreement signed in 2010. We are also proud to provide our experience and quality in being a full-service partner to Enel Green Power as we support their vision to further develop Latin America's wind energy sector."*

"This is yet another sign that Vestas' Key Account Management Programme, fully implemented in 2011, is essential to strengthen business relationships through customer-dedicated initiatives and improving Vestas' competitive strength in an increasingly challenging market by offering our customers direct and swift access to Vestas' organisation," comments Morten Albæk, GSV, Global MarCom & Corporate Relations.

Vestas

Every single day, Vestas wind turbines deliver clean energy that supports the global fight against climate change. Wind power from Vestas' more than 47,000 wind turbines currently reduces carbon emissions by approximately 55 million tons of CO₂ every year, while at the same time building energy security and independence. Today, Vestas has installed turbines in more than 70 countries, providing jobs for around 19,000 passionate people at our service and project sites, research facilities, factories and offices all over the world.

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Vestas in Chile and Latin America

Vestas has been operating in Latin America for the past two decades. In Chile, Vestas established a new sales and operations office in July 2010. In the Latin America region, Vestas also has sales and operations offices in Argentina, Brazil and Mexico, as well as a nacelle assembly facility established in Brazil at the end of 2011.

As of 30 June 2012, Vestas had delivered to the Latin America region 839 MW; almost 15 per cent of this capacity has been allocated to the Chilean market, representing approximately two thirds of Chile's wind installed base.

Contact details

For more information or to arrange an interview with Juan Araluce, CSO, Vestas Wind System A/S and acting President Vestas Mediterranean, please contact:

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