

News release from Vestas Mediterranean

Madrid, 14 September 2012
Page 1 of 2

Vestas signs its first V112 order in Italy for 24 MW

Fri-EI Green Power S.p.A will be the first customer on the Italian market to install the V112-3.0 MW wind turbine. In fact, eight V112-3.0 MW turbines will soon be producing clean energy at the Gorgoglione Guardia Perticara wind power plant, located in the Basilicata region, in Italy.

The contract comprises delivery, transportation, installation and commissioning of the turbines, a VestasOnline® Business SCADA system, as well as a 5-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.

The order has been placed by Fri-EI San Canio S.r.l., a special purpose company, owned by Fri-EI Green Power S.p.A. The latter is highly specialised in the production and sale of energy from renewable sources. As of today, the company has a total generating capacity of 471 MW with wind representing the predominant energy source followed by biomass and biogas.

Delivery of the turbines for the Gorgoglione Guardia Perticara wind power plant is expected to start at the beginning of 2013 and the project is expected to be commercially operational by the first quarter of 2013.

"Our business relationship with Vestas dates back to a long time ago. During this time, Vestas has proven to be a strong and reliable technology partner, who has been able to support us through the entire process, offering us confidence and business case certainty. We are glad to have them on board for this new project," declares Josef Gostner, Vice President and CEO, Fri-EI Green Power S.p.A.

"We are pleased to receive the order for the first V112-3.0 MW project in Italy. This turbine meets Fri-EI Green Power's needs for the Gorgoglione Guardia Perticara project and will deliver a high level of energy production, thus lowering the cost of energy," says Juan Araluce, Acting President, Vestas Mediterranean and Chief Sales Officer, Vestas Wind Systems A/S.

Rainer Karan, General Manager, Vestas Italia, states: *"This project represents an important milestone for the country with the introduction and installation of a new power generating technology. The V112-3.0 MW is a versatile and high-performing turbine which allows an efficient energy production and gives our customers a solid return on investment. We have worked with Fri-EI Green Power on several projects and a good understanding of our customer's needs as well as a consolidated and trustworthy relationship have led to the signature of this new order."*

This wind power plant will produce approx. 50 GWh per year, which corresponds to an annual saving of more than 20,000 tons of CO₂ emissions. Furthermore, it will provide enough electricity to cover the residential electricity consumption of more than 43,000 people in Italy.

Madrid, 14 September 2012
Page 2 of 2

About the V112-3.0 MW

The V112-3.0 MW turbine is the result of Vestas' more than 30 years of knowledge and passion for wind power and the experience that comes from installing more than 51 GW of cumulative installed capacity worldwide, 65 per cent more megawatts than our closest competitor.

Vestas' focus on constant innovation and on applying new technological solutions results in increased performance in our wind turbines and a lower cost of energy – ensuring a top-quality business case that generates a solid return on investment for our customers.

The V112-3.0 MW has undergone exhaustive testing to optimise the performance of all components and minimise turbine downtime for servicing. A new blade profile, nacelle design and cooling-system deliver optimised operation, while the new generator and full-scale converter technology deliver high, stable plant output complying with most stringent grid requirements worldwide.

The V112-3.0 MW also demonstrates Vestas' focus on providing solutions for the entire global wind energy sector: a turbine that offers a better way to harness the world's ample supplies of low and medium winds and provide excellent grid support contributing to higher grid stability. The V112-3.0 MW is designed to make it easier to transport and install in sites where installations of a wind farm presents significant challenges.

As of 30 June 2012, Vestas has delivered 101 V112-3.0 MW all over the world representing a cumulative capacity of 303 MW, and it has received more than 2 GW of firm orders for this model.

Vestas in Italy

Vestas has been operating in the Italian market since 1998 through the company Vestas Italia which is the sales unit in Vestas Mediterranean handling all sales operations and maintenance activities in Italy. The Italian sales unit is also responsible for the business development activities in the markets of Switzerland, the Balkans, Libya, Egypt and Jordan.

Vestas Italia's headquarters and main sales office are located in Rome. The company also has an operations office in Taranto, a customer service centre in San Giorgio, as well as service and logistics facilities spread all over the country and on the main islands. In addition, Vestas currently has two production facilities for blades and nacelles in Taranto.

Having delivered 2,812 MW in Italy by 30 June 2012, and with a well-structured service and maintenance organisation, Vestas is the most experienced partner within the wind energy industry in Italy.

To learn more about Vestas, please visit: www.vestas.com.

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