

News Release from Vestas Wind Systems A/S

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Higher Flexibility, Superior Performance and Lower Risk

Vestas expands service options for customers with new industry leading product

As key players in the wind energy industry gather at EWEA 2011 in Brussels, more attention is given to predictable performance, energy production, and a lower cost of energy to support viability and profitability of wind. Customers demand higher flexibility, superior performance, and better risk management.

In response to these needs, Vestas is proud to introduce its newest product within the Active Output Management (AOM) series, AOM 5000 – a new service product that optimizes wind power plant output and minimizes customer risk. Vestas recognizes that business case certainty for a customer is enhanced by consistently producing the maximum amount of energy at the lowest cost whenever the wind is blowing. AOM 5000 directly addresses this need.

“AOM 5000 is about being a better partner to our customers and continuously working harder to provide more value,” says Vestas President and CEO, Ditlev Engel. “It is a response to the demands from our customers and the industry as a whole; this will provide them with both a more profitable business case and increased security that their wind assets will deliver as promised.”

Traditional service offerings – often referred to as time-based availability guarantees – provide a guarantee that the turbines in a wind power plant are operational for a defined amount of time on an annual basis, in line with the customer’s service contract. AOM 5000 introduces an energy-based guarantee, which ensures the turbines are fully operational when the wind is blowing. This service offering provides customers with a higher certainty of energy production and a higher energy output, leading to more revenue, increased business case certainty, and therefore a more secure return on investment.

“AOM 5000 goes a step further by guaranteeing turbine availability when it is most profitable for the customers to have the turbines running, namely, when the wind is blowing. This is only possible due to Vestas’ improved planning and forecasting capabilities, combined with enhanced on-site service,” says John Nielsen, Vestas’ Vice President for Construction & Service Excellence.

AOM 5000 will be available for all markets where Vestas operates, as a new service package or an upgrade of an existing AOM service package. The implementation of this service offering will vary depending on specific project conditions and site locations.

This enhanced service offering is a result of Vestas’ considerable global experience and its industry-leading approach to the capturing, processing and analysis of wind turbine performance data from real-time monitoring over 31,500 MW across the globe.

John Nielsen concludes: *“With a broader service product portfolio, Vestas is now even better prepared to deliver quality service according to the specific needs of each customer and each wind power plant in any part of the world. This will also help ensure that our products deliver as promised, and at a predictable cost – for the entire 20-year product lifecycle.”*

About Active Output Management (AOM)

Vestas' AOM 1000-5000 series is based on realising the best possible return on investment for customers' wind energy assets through an effective infrastructure of diagnostic systems, operational planning, and rigorous implementation. This includes a wide range of service offerings aimed at meeting customers' service and maintenance needs. The range extends from supporting customers who chose to self-perform service and maintenance to Vestas taking on the full responsibility and risk for the operation of the wind power plant.

We invite you to learn more about our AOM series by visiting our website at: www.vestas.com/en/wind-power-plants/operation-and-service/service.aspx#/vestas-univers

About Vestas' worldwide service business and capabilities

Vestas has the largest global service organization in the wind energy industry, with approximately 20 per cent of employees working in the service areas. Vestas technicians undergo rigorous training and certification and operate under the "Safety First" principles, every hour of every day.

With seven Performance & Diagnostic Centres allowing us to gather 24/7 performance data from more than 31,500 MW around the globe – across all kinds of sites and in all wind conditions – Vestas has developed unmatched competencies in diagnostic capabilities.

Every single day, Vestas wind turbines deliver clean energy that supports the global fight against climate change. Wind power from Vestas' more than 43,433 wind turbines currently reduces carbon emissions by approximately 50 million tons of CO₂ every year, while at the same time building energy security and independence.

Today, Vestas operates in close to 70 countries, providing jobs for over 23,000 passionate people at our service and project sites, research facilities, factories and offices all over the world.

We invite you to learn more about Vestas by visiting our website at www.vestas.com.

Contact details:

From 14-15 March:

Andrew Hilton, Vice President, Communications, Vestas Central Europe

Telephone: +49 175 9334397

Mail: ahilt@vestas.com

From 14-18 March:

Michael Holm, Press Office Director, Group Communications, Vestas Wind Systems A/S

Telephone: +45 4083 6698

Mail: micho@vestas.com