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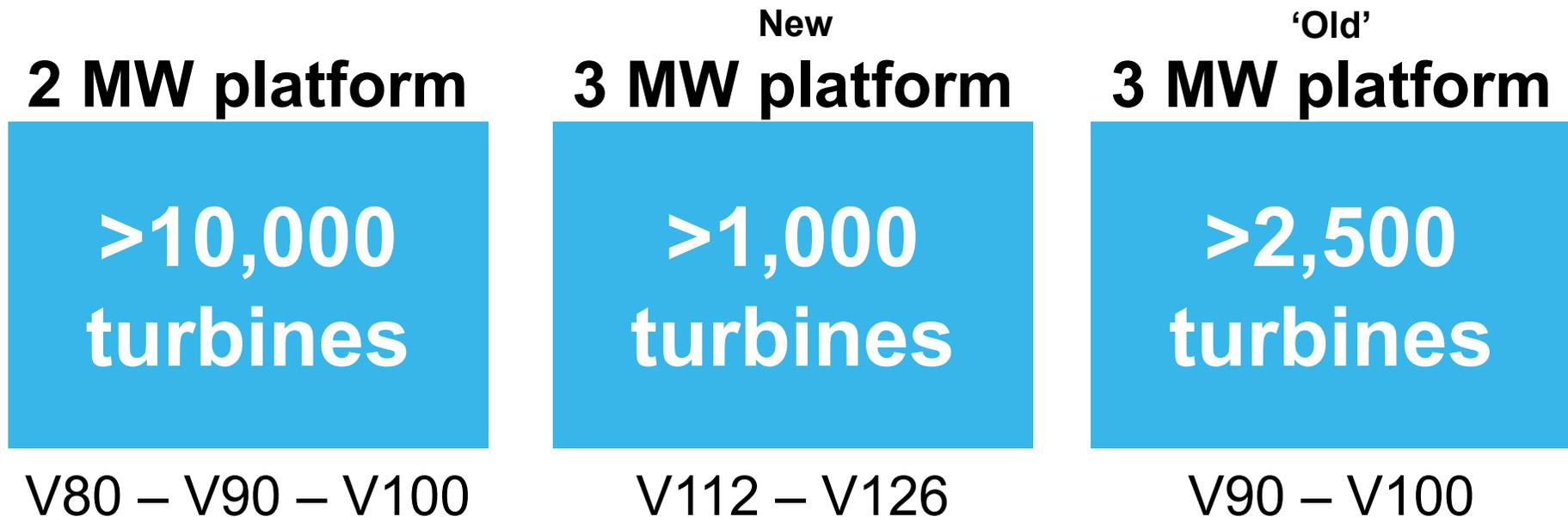


Product Roadmap

by Johnny Thomsen, SVP, Product Management

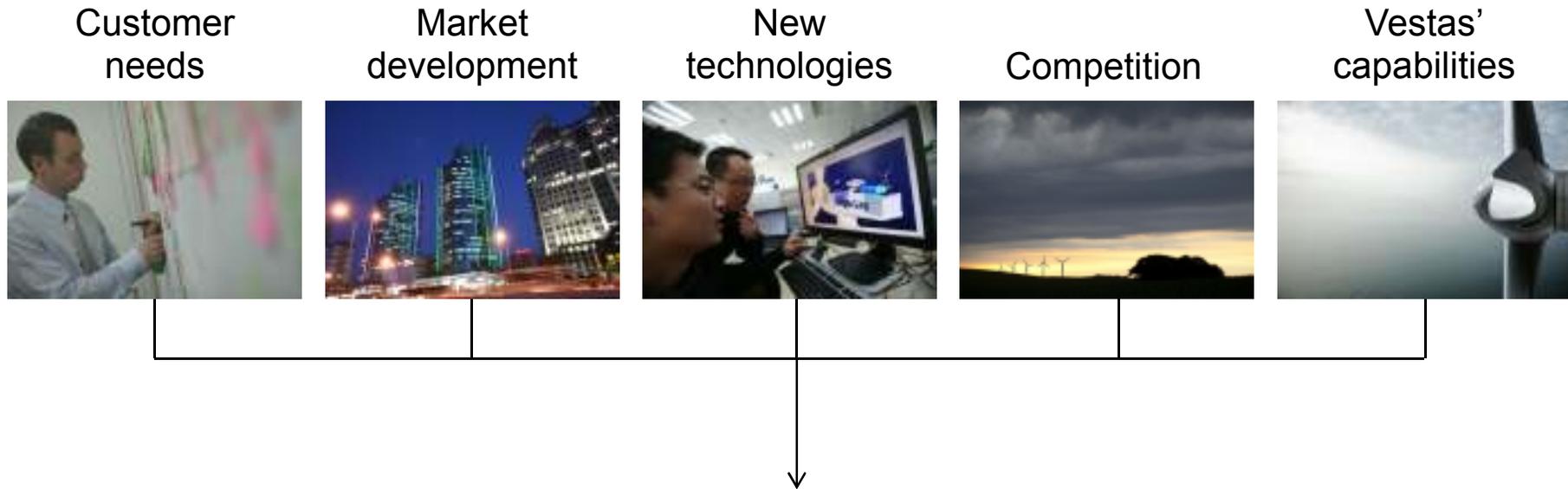
Introduction: Strong starting point for future product roadmap

Three main onshore product platforms with strong track records.
Kilowatt platform being phased out



Thorough analysis of key aspects in our industry is required

These are some of the elements analysed before we decide our future offerings



FUTURE OFFERINGS

Product Roadmap

A realistic future scenario...

Market characteristics

Slower growth

Increasing competition

Regulatory complexity

Vestas' action

Lower Cost of Energy and deliver Business Case certainty

Short time-to-market

Reduce CAPEX

Fast payback from investments

Leverage on existing products/platforms and technologies...



Leveraging a new platform – 2 MW example

1995

V63-1.5 MW and V66-1.65, first multi-MW was the basis for the 2 MW platform.

2004

As a further development, the V90-1.8 MW combines a 90 metre-rotor with the well-tested V80 nacelle.

2008

V90-1.8 MW 60 Hz (US) version introduced.

2010

2 MW GridStreamer™. Adapt to new grid requirements.

2000

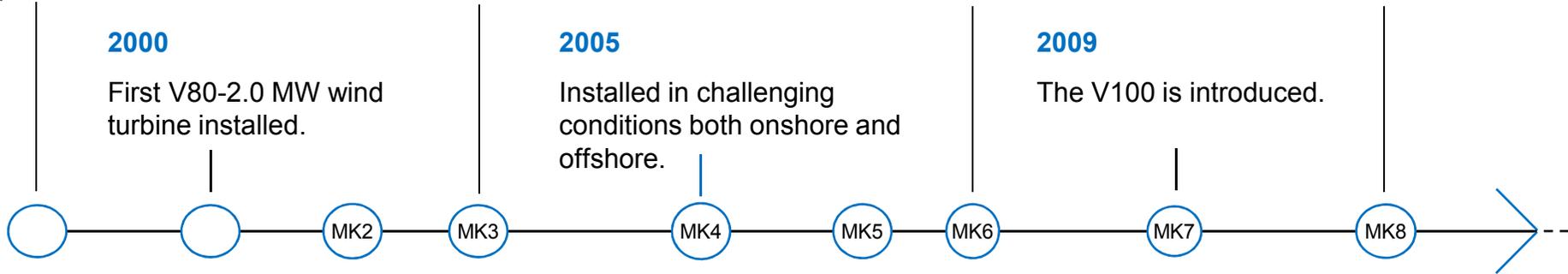
First V80-2.0 MW wind turbine installed.

2005

Installed in challenging conditions both onshore and offshore.

2009

The V100 is introduced.

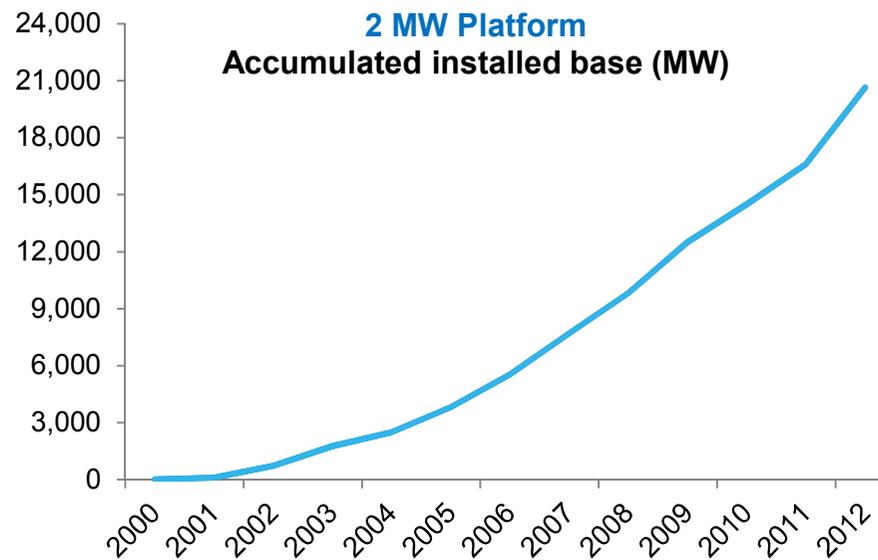


Track Record

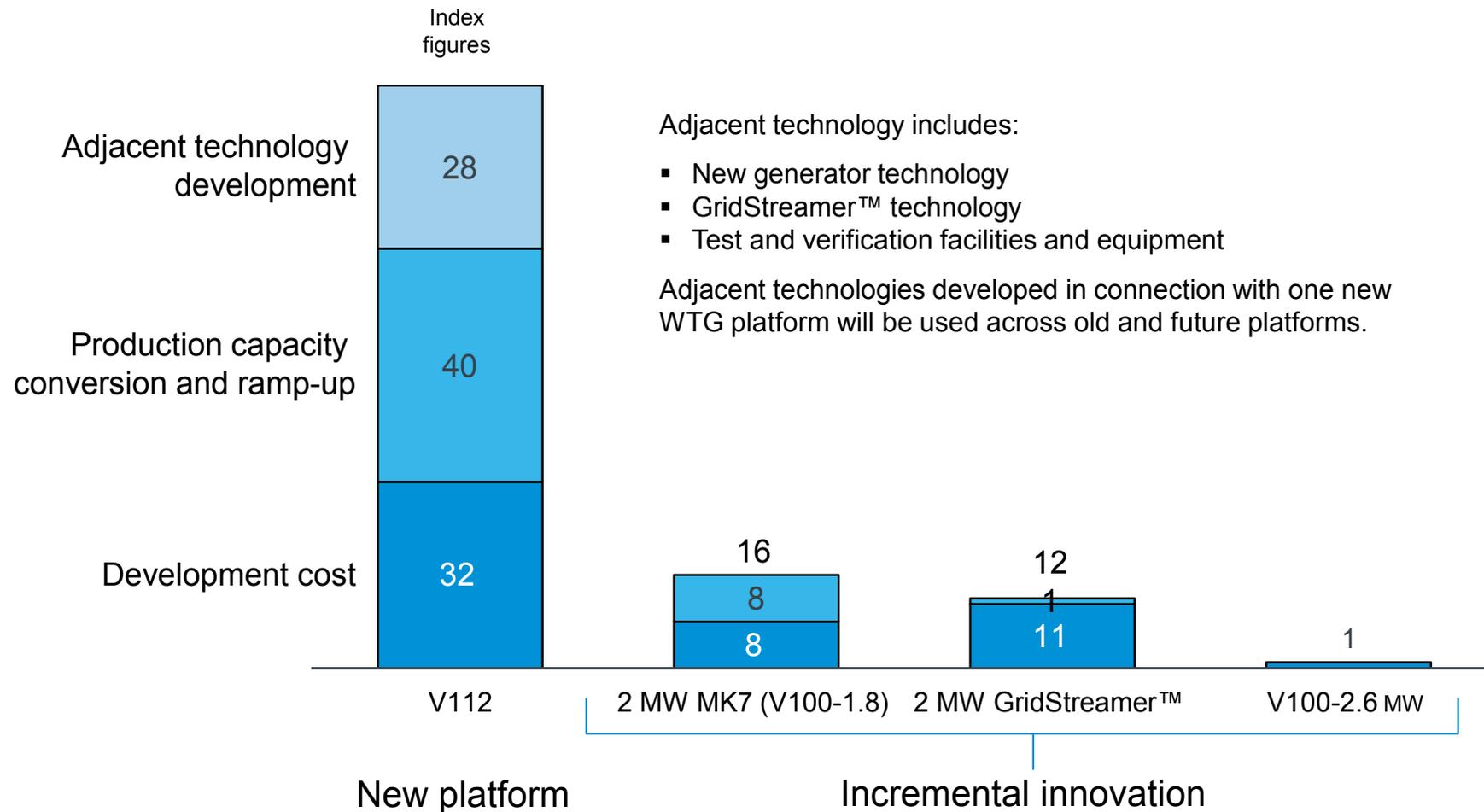
- More than 10,000 V80s/V90s/V100s are producing power in 21 countries around the world.
- Almost 800 V63/V66 have been installed worldwide.

Upgrades focus on:

- Safety
- Quality
- Reliability, Lost Production Factor
- Improve Cost of Energy
- Accessing new market requirements



When we develop a new platform, we intend to harvest from it through incremental innovation



Leveraging on our investments in the V112-3.0 MW platform

The V126 is the first example

V112 nacelle



New rotor – 126m



Video

http://worldofwind.vestas.com/presentations/v126_internal

Service offerings are increasingly important

Service offerings are an important part of the product roadmap – both for Vestas and our customers

Pre-sales

SiteHunt®

SiteDesign®

**Electrical
PreDesign**

Example offerings

After-sales

AOM 1000
Service on demand

AOM 3000
*Full service,
flat fee*

AOM 5000
*Performance
guarantee*

Example offerings

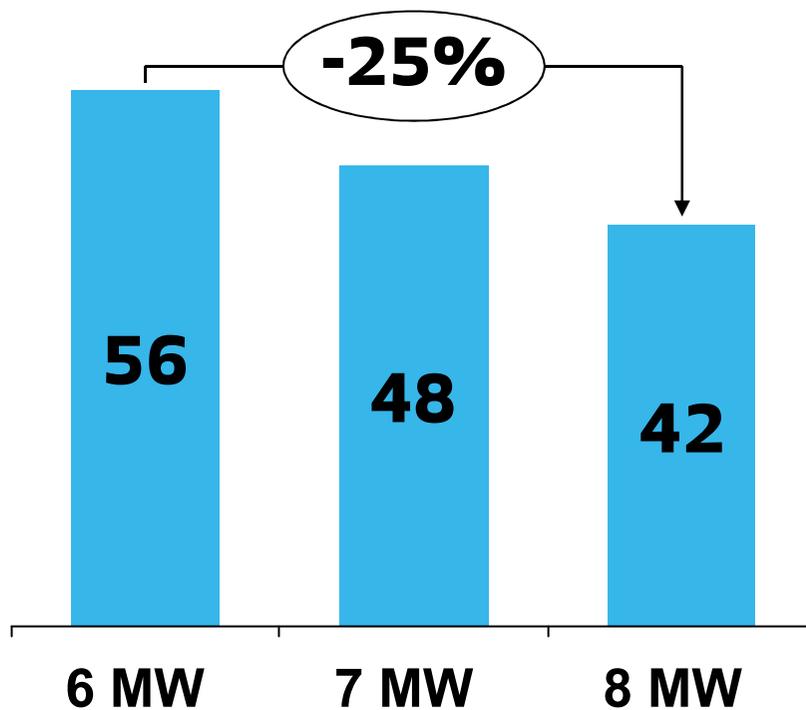
AOM = Active Output Management®

Offshore V164 increased from 7 MW to 8 MW

Increased rating improves the competitiveness of the V164

336 MW wind project example:

Units in a 336 MW wind power plant



Less

- Turbines
- Foundations
- Inter-connections

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