

**Wind.** It means the world to us.™

# Delivering success through the power of **partnership**

Track record, first half 2010

***Vestas***®

# Track record by turbine type\*

<b>Turbine type</b>	<b>Quantity</b>	<b>Total MW</b>
Other	26,511	13,909.52
V52-850 kW	3,522	2,993.70
V80-1.8 MW	1,016	1,828.80
V80-2.0 MW	2,768	5,536.00
V82-1.5 MW	213	319.50
V82-1.65 MW	2,733	4,509.40
V90-1.8 MW	338	608.40
V90-2.0 MW	2,754	5,479.20
V90-3.0 MW	1,560	4,680.00
V100-1.8 MW	1	1.80
V112-3.0 MW	1	3.00
<b>Total</b>	<b>41,417</b>	<b>39,869.32</b>

\* Delivered Vestas wind turbines as of 30 June 2010.

# Together, we can achieve more

At Vestas, wind is what we do, it's all we do and all we have ever done.

We are relentlessly committed to wind and strongly believe it should be on a par with oil and gas as an energy source - both from a cost competitive perspective and from an environmental perspective.

For us, partnership is the only way to achieve these aims. To ensure that every customer and stakeholder achieve their business goal, and the best possible return on their investment in wind energy.

Through our focus on partnership, we bring together the combined skills and complementary interests of our stakeholders to deliver greater business case certainty, with reduced risk and a lower cost of energy.

## **Why partnership is vital**

We see partnership not merely as an ideal, but as something that translates into practical applications and activities, producing real and tangible benefits. Whether it is collaborative long term planning, or working together on the essential tasks that move a project forwards.

Providing open access to our teams of talented people, all specialists in their field, is a fundamental step to delivering this. Access to people who are 100% dedicated to wind and passionate about the contribution they can make to our customers' business success.

No two projects are the same, so every solution we propose is unique. From initial site planning to turbine procurement, from constructing the turbines to connecting them to the grid, from servicing the power plant to its ongoing optimisation, we always start by identifying the specific challenges of each project. Our customers know that their views and their priorities are our focus, as we thoroughly explore all the options for achieving their objectives and delivering a successful project.

Only by understanding, in depth, the full extent of our customers' expectations can we work with them to reach a profitable conclusion. This means our customers and stakeholders are always closely engaged in the project development process, as we work on their behalf to engage with the people whose opinions matter most.

It is a collaborative approach that delivers greater certainty around key areas such as due diligence, environmental studies and permit regulations, as well as any technology, logistical or engineering issues.

This open, transparent ethos is reflected in the knowledge we share - the latest breakthroughs, technical innovations, and data feedback from our vast spread of installed wind farms across the world. We give our customers global access to information through a dedicated online portal, containing information tailored to their project, such as key documentation, news alerts and progress reports.

On their behalf, we leverage our relationships with local authorities, environmental organisations, suppliers and financial stakeholders. At a more official level, we engage with policy makers through our Government Relations Units.

We never underestimate the power of partnerships, because we know from long experience how well they work. We have over thirty years' experience to learn from.

Over three decades of putting all our passion, knowledge and expertise into realising the full commercial potential of wind power on behalf of all our stakeholders.

## **Why wind? Because it delivers everything you could ask for**

Wind is not only the sustainable fuel of the future; in many places it is already meeting the energy demands of today. It is abundant, renewable, predictable and commercially viable.

Vestas was one of the first to see its rich potential and we are the only major energy company in the world dedicated exclusively to wind energy.

Now, through our relentless commitment to business case certainty, low cost of energy and partnership, we can deliver the predictable and competitive cash flows that our customers and stakeholders are looking for.

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# Track record by country\*

Country	Quantity	Total MW
Argentina	19	11.80
Aruba	10	30.00
Australia	504	910.75
Austria	221	380.56
Azerbaijan	2	1.70
Belgium	56	91.67
Brazil	125	204.43
Bulgaria	109	290.20
Canada	969	1,559.50
Cape Verde	9	2.55
Caribbean Islands	2	0.20
Chile	64	116.68
China	2,085	2,176.80
Costa Rica	71	50.55
Croatia	21	47.95
Cuba	4	3.80
Czech Republic	44	64.47
Denmark	4,909	2,490.56
Egypt	124	79.08
Finland	38	18.45
France	534	1,000.95
Germany	5,819	7,284.13
Greece	663	839.32
Hungary	41	88.45
India	4,163	2,322.39
Iran	37	16.38
Israel	3	0.46
Italy	2,143	2,327.82
Jamaica	24	20.93
Japan	379	509.98
Jordan	5	1.13
Kenya	6	5.10
Latvia	1	0.85
Lithuania	6	18.00
Luxemburg	13	9.40
Malaysia	1	0.15

Mauritius	1	0.10
Mexico	5	1.13
Morocco	84	50.40
Netherlands	1,278	1,500.35
New Caledonia	20	4.50
New Zealand	219	309.96
North Korea	2	0.18
Norway	27	15.88
Peru	1	0.25
Philippines	20	33.00
Poland	204	422.63
Portugal	342	618.90
Republic of Ireland	520	506.20
Romania	22	43.66
Russia	3	1.10
Slovakia	4	2.64
South Africa	2	2.41
South Korea	104	166.49
Spain	2,645	3,490.46
Sri Lanka	5	3.00
Sweden	882	861.88
Switzerland	9	8.56
Taiwan	50	86.10
Thailand	1	0.15
Turkey	121	321.91
USA	10,593	7,081.66
United Arab Emirates	1	0.85
United Kingdom	1018	1,337.92
Uruguay	10	20.00

**Total** **41,417** **39,869.32**

\* Delivered Vestas wind turbines as of 30 June 2010.

**V112-3.0 MW**

Country: Denmark

Installation year: 2009





# Committed to providing **partnership**

**Customer:** E.ON Climate & Renewables

**Country:** UK

**Sites:** Scroby Sands and Robin Rigg Offshore Wind Farms

**Installed capacity:** 30 V80-2.0 MW installed in 2004 (Scroby Sands)

60 V90-3.0 MW installed in 2009 (Robin Rigg)

We believe in the power of teamwork. It's a unique way of working, where we work closely with our clients to form strong and productive partnerships. And we're proud that our customers think so, too...

"Vestas works hard to meet E.ON's expectations. By constantly reviewing and improving the relationship, Vestas has given E.ON confidence that they see E.ON as an important customer and one Vestas wants to have a real partnership with."

"At Scroby Sands, Vestas hasn't walked away from difficult issues or problems, on the contrary Vestas have pro-actively worked with E.ON to find solutions. Vestas' attitude is to work together to achieve an end goal, something which is very important to E.ON and which we consider a very positive point."

"It's a pleasure to see Vestas truly working in a more pro-active rather than re-active way; for example by improving the performance of our turbines at Robin Rigg and Scroby Sands. It's evident that Vestas now has a better understanding of the value of sharing information with its customers."

"It's a completely different type of relationship we have today. It's much more of a partnership, working together to achieve common goals."

"Vestas has a wealth of knowledge and is happy to share this expertise with us as a valued customer. I had the opportunity to visit Vestas' Technology R&D department in Aarhus, Denmark and it clearly showed the organisation's commitment to growing its technical knowledge."

"At Robin Rigg and Scroby Sands, the partnership between Vestas and E.ON is focused around understanding each others business and agreeing on common goals and objectives. It's a new way of working together and it has been very successful. We act as 'one team' and there is a real sense of leading the way in the industry."

**Vian Davys, head of construction & operations,  
E.ON Climate & Renewables, UK**

## Offshore track record by **country\***

Country	Quantity	Total MW
Denmark	102	197.00
Japan	2	1.32
Netherlands	128	246.80
Sweden	11	12.97
United Kingdom	182	484.00
<b>Total</b>	<b>425</b>	<b>942.09</b>

\* Delivered Vestas offshore wind turbines as of 30 June 2010.

Vestas Wind Systems A/S  
Alsvej 21 • 8940 Randers SV • Denmark  
Tel: +45 9730 0000 • Fax: +45 9730 0001  
vestas@vestas.com • **vestas.com**

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