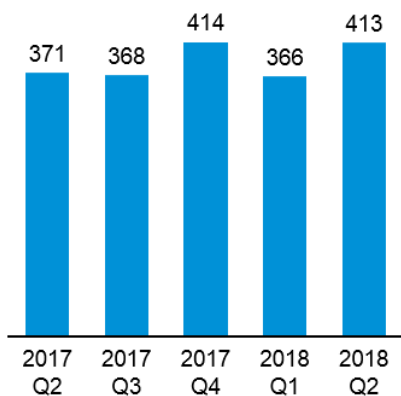


# Service

## Result for the period

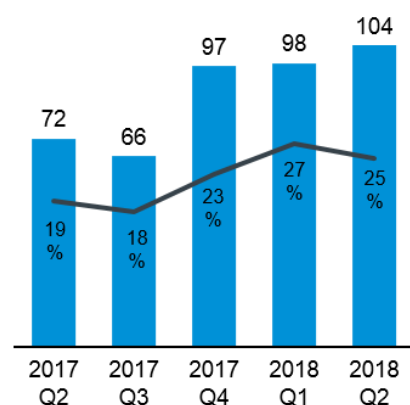
The service business generated revenue of EUR 413m in the second quarter of 2018, which is an 11 percent increase compared to the second quarter of 2017, despite a negative impact of foreign exchange effects of approx. EUR 20m.

**Service revenue**  
mEUR



EBIT for the Service segment amounted to EUR 104m in the second quarter of 2018, corresponding to 25.2 percent, an increase of 5.8 percentage points compared to the second quarter of 2017. The increase is driven by improved profitability benefitting from reliable performance of the wind turbines under service contracts in combination with an efficient cost management.

**Service EBIT**  
mEUR and percentage

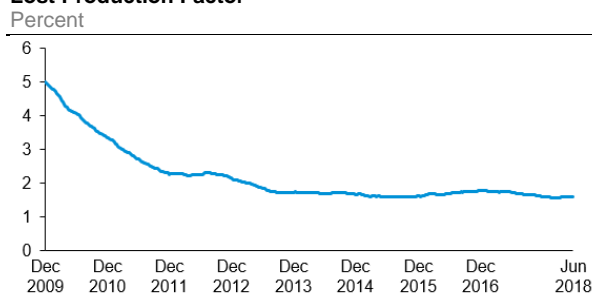


## Level of activity

By the end of June 2018, Vestas had more than 40,000 wind turbines under service, equivalent to approx. 79 GW.

At the end of June 2018, the overall average Lost Production Factor for the wind power plants was below 2 percent where Vestas guaranteed the performance.

## Lost Production Factor\*



\*) Data calculated across approx. 25,000 Vestas wind turbines under full-scope service.

## Order backlog

At the end of June 2018, Vestas had service agreements in the order backlog with expected contractual future revenue of EUR 12.8bn, an increase of EUR 1.7bn compared to end of June 2017. At the end of the quarter, the average duration in the service order backlog was approx. seven years; an improvement compared to an average duration of six years end of June 2017, however, in line with the average duration a quarter ago end of March 2018.