

News release from Vestas Asia Pacific and China

Beijing, 31 March 2016
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Vestas wins large-scale customised service order in China

The 600 MW firm and unconditional service contract is a customised and flexible solution covering all Vestas wind turbines installed for long-term customer Hanas Group.

The service order comprises a one-year Active Output Management (AOM) 4000 service agreement and a four-year Portfolio Support agreement, which is a flexible Vestas service offering tailor-made to meet specific customer needs. The order covers all 12 Hanas Group wind power plants in Yanchi County of northwestern China's Ningxia Hui Autonomous Region.

President of Hanas Group Ma Fuqiang notes that *"The cooperation and mutual trust between Hanas and Vestas is entering into a new stage with the signing of this customised service contract. It is essential for us to work with companies like Vestas, which is known for its innovative and ground-breaking solutions as well as its proven know-how and solid experience. The service agreement will enable us to improve energy production, enhance service quality, and grow our own service capabilities to a world class quality, hence, reduce the overall cost of energy, extend turbine lifetime and ensure our return of investment"*.

"We look forward to continuing the long-term partnership with Hanas Group and to helping them lower the cost of energy through these tailor-made service solutions. Working with Hanas Group on a customised order of this volume confirms our service strategy in China is well-designed to meet evolving customer needs", says Chris Beaufait, President of Vestas Asia Pacific and China.

Ever since Hanas Group entered the wind power market in 2011, Vestas has been its exclusive turbine supplier. Hanas Group's fleet of Vestas turbines totals 600 MW of installed capacity, with several hundred additional MW currently under construction. Today, Vestas is the largest service provider in the industry with more than 15 percent of the worldwide wind turbine fleet under service.

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About Vestas

Every single day, Vestas wind turbines deliver clean energy that supports the global fight against climate change. Wind power from Vestas' more than 56,800 wind turbines currently reduces carbon emissions by over 78 million tons of carbon dioxide every year, while at the same time building energy security and independence. Vestas has delivered wind energy in 75 countries, providing jobs for around 20,500 passionate people at our service and project sites, research facilities, factories and offices all over the world. With 52 percent more megawatts installed than anyone else in the industry and close to 74 GW of cumulative installed capacity worldwide, Vestas is the world leader in wind energy.

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