

## News release from Vestas Asia Pacific

Singapore, 20 December 2019

# Vestas wins first full scope EPC contract in Vietnam for new 50 MW intertidal project

Vestas has secured its first full Engineering, Procurement and Construction (EPC) contract in Vietnam with a 50 MW order from Tra Vinh Wind Power Co. Ltd. (TWPC). The order marks Vestas' second intertidal deal in the country within a week, underlining Vestas' capabilities to deliver solutions beyond wind turbines that cater to Vietnam's growing market for intertidal wind projects.

The project will be constructed in shallow waters close to shore to capture the unblocked wind resources from the sea in the Mekong Delta province of Tra Vinh. The Vestas team has deployed extensive engineering capabilities and developed innovative solutions to overcome the challenges of installing onshore wind turbines in a marine environment. The turbines will be installed on reinforced onshore gravity foundations that are raised above sea level on multi-pile structures and connected to shore with link bridges that carry onshore power cables and facilitate easy access to the turbines for operation and maintenance purposes.

Vestas will provide a full turn-key solution with delivery, installation and commissioning of 12 V150-4.2 MW wind turbines, as well as the civil and electrical balance of plant. The order also includes a 10-year Active Output Management 4000 (AOM 4000) service agreement, designed to maximise uptime and ensure optimised performance of the site.

TWPC is jointly owned by Climate Investor One's (CIO) Construction Equity Fund, a blended finance facility managed by Climate Fund Managers (CFM), specialising in renewables energy investments in emerging markets and Samtan, a Korean energy company investing in Energy Infrastructure and Renewable Energy.

*"The Tra Vinh near shore wind project is a flagship project for the region and a necessary intervention to provide further clean energy to Vietnam", said Andrew Johnstone, CEO of Climate Fund Managers. "CFM is pleased to partner with Vestas in its capacity as a full-service EPC provider in a frontier project".*

*"Vietnam, with the world's most dynamic economic growth and abundant wind resources, is one of the best regions for wind power projects", said Jaewon Oh, Head of Investment of Samtan. "Samtan is expanding its business portfolio from existing coal mining and conventional power generation to renewable energy in response to global energy transition. Since it is our first overseas renewable project, our choice was Vestas".*

*"Our commitment to deliver a turnkey EPC solution for this significant intertidal project further showcases our ability to provide competitive and innovative end-to-end project solutions, while significantly reducing risk for our customers. Vestas has successfully executed over 100 EPC projects globally, and we are looking forward to bringing our flawless execution to projects in Vietnam", said Clive Turton, President of Vestas Asia Pacific. "I would like to thank TWPC for their trust in us and congratulate the team for the success already achieved on this landmark project" .*

*"This is our seventh project in Vietnam and the first that includes a full EPC scope, demonstrating our long-term commitment to the Vietnamese market by expanding our scope, presence and expertise locally", said Tommaso Rovatti Studihrad, Sales Director of Vestas Asia Pacific.*

Construction of the project will start in the first quarter of 2020 and turbine delivery is expected to commence in the third quarter of 2020.

**For more information, please contact:**

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**About Vestas**

Vestas is the energy industry's global partner on sustainable energy solutions. We design, manufacture, install, and service wind turbines across the globe, and with more than 108 GW of wind turbines in 80 countries, we have installed more wind power than anyone else. Through our industry-leading smart data capabilities and unparalleled more than 91 GW of wind turbines under service, we use data to interpret, forecast, and exploit wind resources and deliver best-in-class wind power solutions. Together with our customers, Vestas' more than 25,000 employees are bringing the world sustainable energy solutions to power a bright future.

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