



VESTAS SERVICE SOLUTIONS

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MARKET OUTLOOK: THE SERVICE INDUSTRY DYNAMICS ARE CHANGING...

Rise of Auctions

- Auctions increasingly dominate new turbine markets
- O&M spend plays a crucial role in winning auctions
- Closer and early engagement between asset owner and OEM on service strategy is needed

Market consolidation

- Increased consolidation of asset owners in mature and emerging markets results in increased complexity in their portfolio and Service strategy
- Global multibrand service providers become crucial

Aging Fleet

- Many asset owners are facing end-of-life decisions
- Life extension is an alternative to repowering
- Requalification to subsidies drives investments in some markets

In-house Services

- In-sourced fleet expected to grow ~300% to 2024
- Large asset owners build service org's and enter aftermarket as 3rd party
- Main in-sourced task is routine maintenance

Market Fragmentation

- As a result of the in-house service trend, supply chains are broken up, and more niche service providers are appearing
- Component OEMs, non-industry players, and single-service companies contribute to fragmentation as the market matures



Vestas Vision

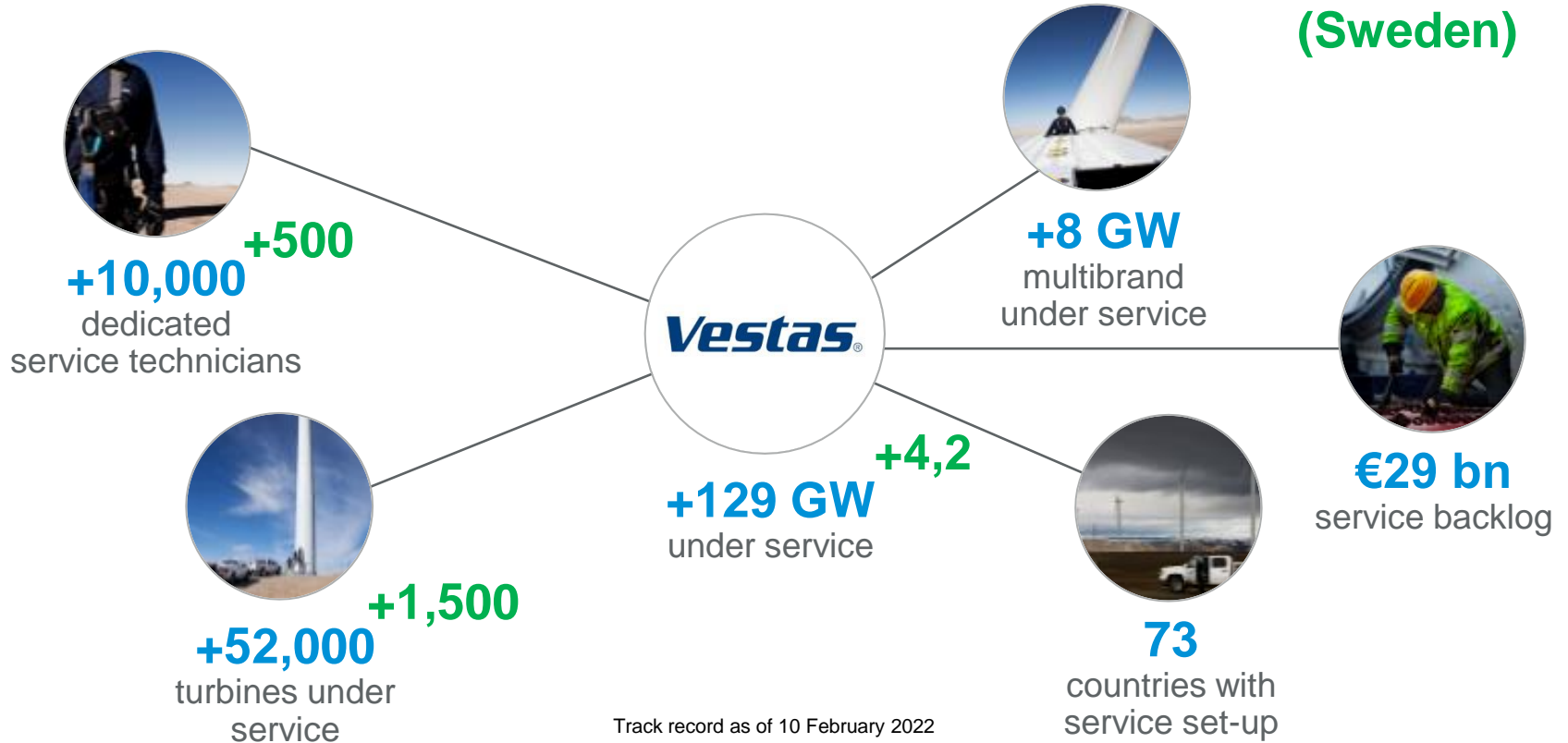
Global leader in Sustainable Energy Solutions

Strategic Objectives (a.o.):
**Global leader in the wind service
solutions market**

VESTAS TODAY: THE WORLD'S LARGEST WIND SERVICE PROVIDER

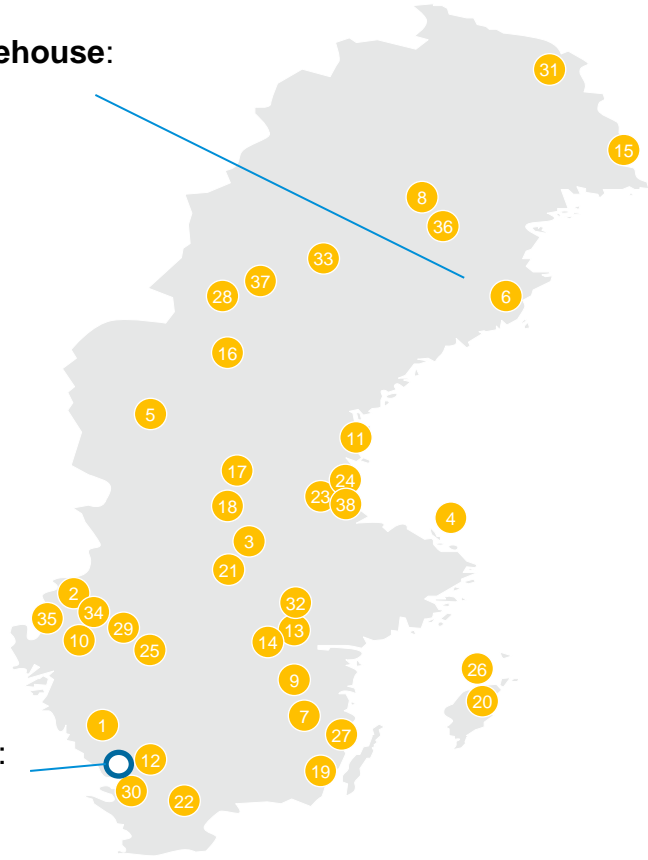
Long-term dedication to service and operations has put Vestas ahead

(Sweden)



Track record as of 10 February 2022
Classification: Restricted

| **Main Warehouse:**
Umeå



| **Service Office:**
Malmö

Classification



Maintenance contract scope



Coverage



AOM 1000

Maximum flexibility

With AOM1000 service agreement, you buy service on a pay-as-you-go basis.

Vestas will provide troubleshooting and corrective maintenance with world class knowledge, technicians, parts, tools and advanced solutions on demand.

AOM 2000

Reduced risk

Vestas performs scheduled services on turbine.

You gain the assurance of knowing that your turbine will be regular and well maintained, without committing to a comprehensive service package.

AOM 3000

Shared risk

AOM3000 includes both fixed-price scheduled and unscheduled maintenance, maximizing turbine reliability. The agreement also covers spare parts and consumables needed for those services.

AOM 4000

Maximise uptime

AOM4000 is a Vestas full-scope service package to guarantee minimum time-based availability.

It includes all scheduled, unscheduled services and all parts and consumables required.

AOM 5000

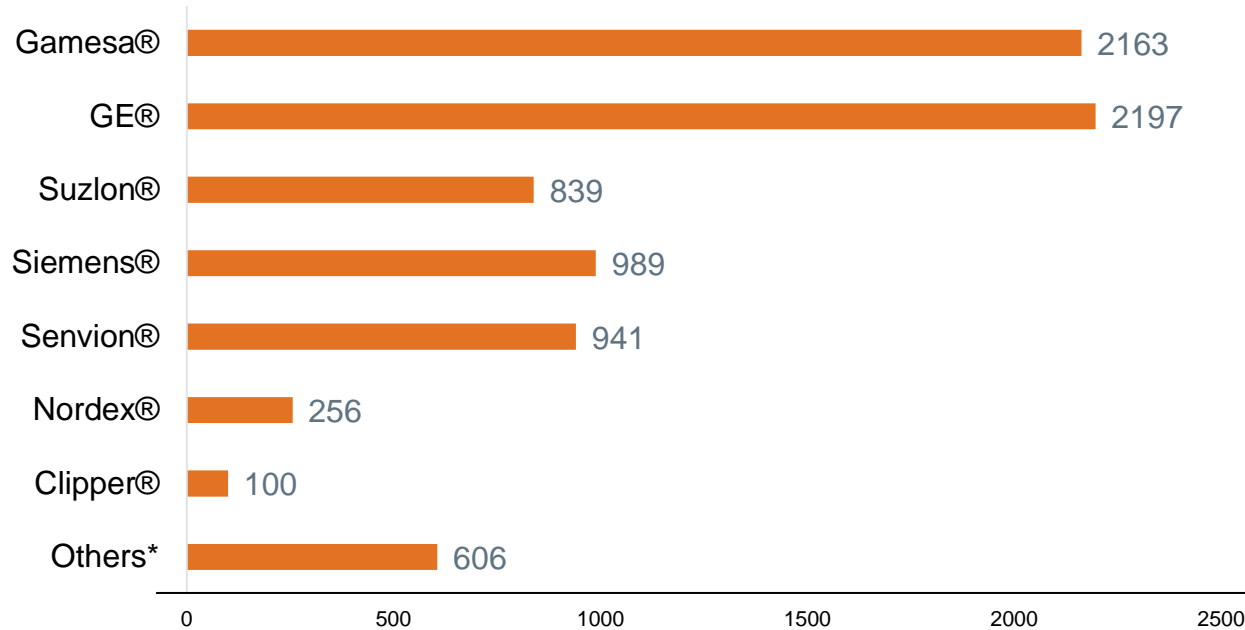
More wind from hour to power

AOM5000 is a Vestas full-scope service package to guarantee minimum yield-based availability.

Compare with AOM4000, it incentivises Vestas to plan and execute maintenance during low wind periods to maximize production.

SERVICING MORE THAN 8 GW OF NON-VESTAS TURBINES

Globally proven multibrand capabilities across all major OEMs and more than 30 turbine models



Across more than 345 sites, 25 countries and 5 continents

*including: Wind World® (Enercon®), Acciona®, Mitsubishi®, DeWind®, Bonus®, Tacke®, Alstom®

PARTS & REPAIR

vestas.com/en/services/covento

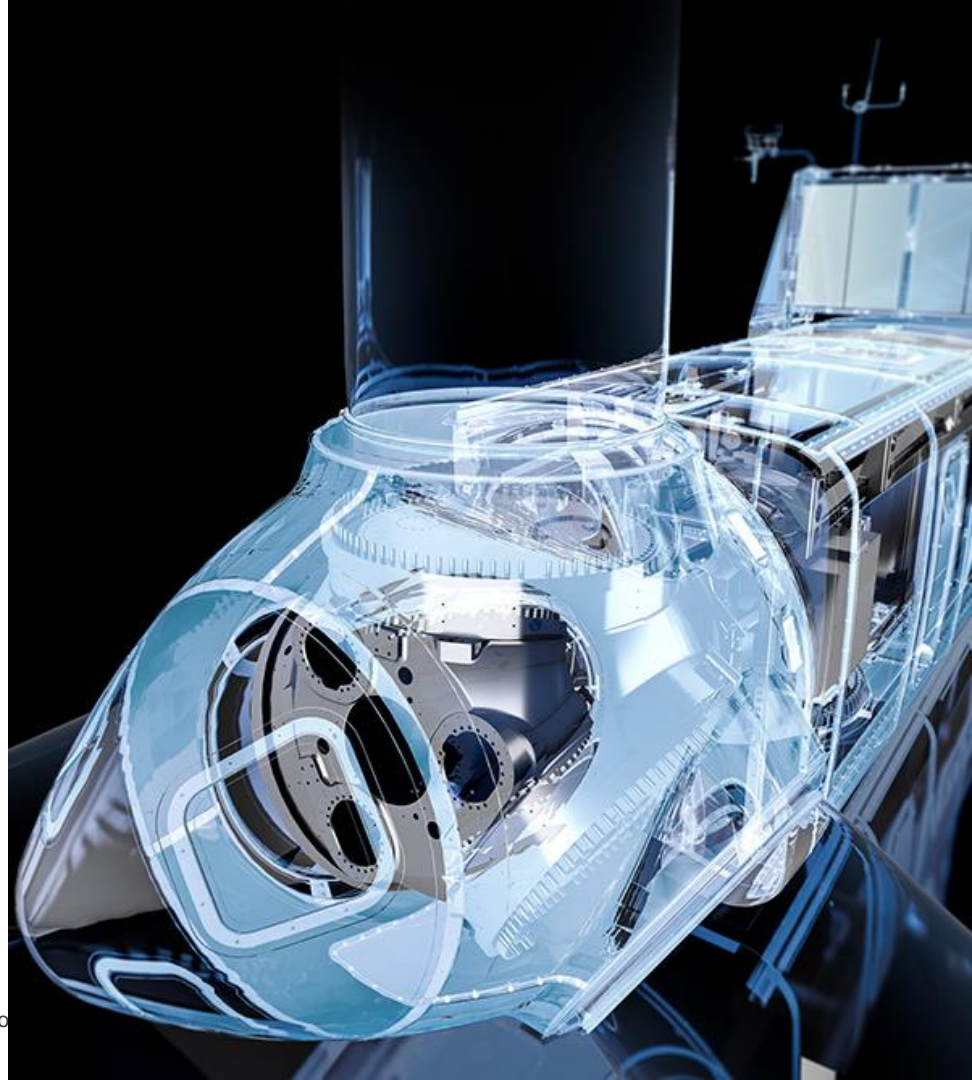


COVENTO

BY *Vestas*

FLEET OPTIMISATION

- Power Upgrades
- Power Performance Optimization
- Aerodynamic Upgrades
- Extended Cut Out
- High Wind Operation
- etc.



Utopus - Scipher

15 Farms 395 Assets 897.74 MW capacity 2 OEM 13 Countries

SHOW DETAILS

Active power Live

Right now
257.16 MW

Generated today Live

Right now
1.65 GWh

Total generation 10 m

Yesterday
5.1 GWh

MTD	27.37 GWh
YTD	737.56 GWh

Capacity factor 10 m

Yesterday
23.68 %

MTD	31.76 %
YTD	36.42 %

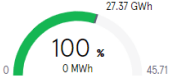
Machine availability 10 m

Yesterday
99.87 %

MTD	99.44 %
YTD	99.79 %

Generation and budget 10 m

	Generation	Budget fulfillment
Yesterday	5.1 GWh	100 % (0 MWh)
MTD	27.37 GWh	100 % (0 MWh)
YTD	737.56 GWh	100 % (0 MWh)



Filter map by

Turbine status

Running	225
Error	87
Warning	0
Communication Failure	83

Asset Management Ancillary Services Battery Storages



Thank you!

