



Large Wind Turbine Manufacturer Forum

American Wind Energy Association
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Moderator:
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AKIN GUMP
STRAUSS HAUER & FELD LLP

Large Wind Turbine Manufacturer Forum

Agenda

- Brief Introduction
- Panel Discussion Focused on
 - United States Wind Turbine Market Outlook
 - Manufacturing and Supply Chain Issues
 - Technology Update
- Audience Questions

Large Wind Turbine Manufacturer Forum

Panelists

Bob Gates

Senior Vice President,
Chief Commercial Officer,
Commercial Operations



Michael Revak

Vice President
Sales and Proposals



Dave Takash

Vice President of Sales &
Marketing, North America



Andy Cukurs

Chief Executive Officer
North America



Richard Reno

General Manager, Wind
Products



Scott Gros

Senior Vice President of
Sales



The United States Wind Power Market

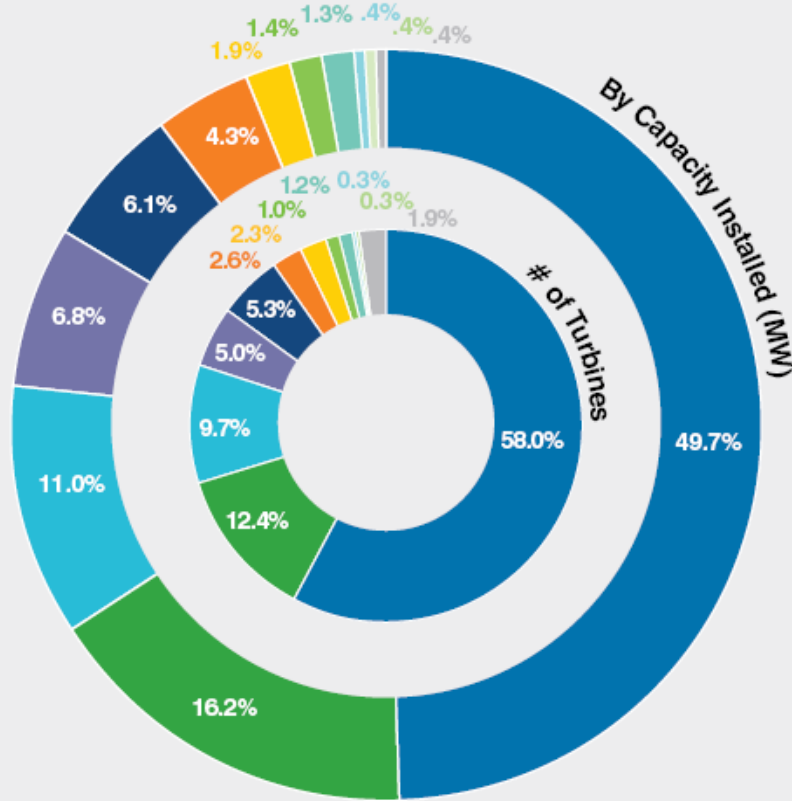
Overview

The United States Wind Power Market

2010: FEELING THE IMPACT OF THE GREAT RECESSION

- 5,115 MW of wind projects installed
 - Approximately U.S. \$11 billion of new capital invested in wind projects
 - Down from 10,000 MW in 2009
- United States still the #2 wind market in the world
- 2010 installations brought total installed wind capacity to over 40,000 MW
- Wind power has enjoyed an approximately 30% growth rate over the past 5 years
- Domestic supply chain has enjoyed significant growth

Manufacturers' Share of 2010 Installations in United States



Company	# of Turbines	MW Capacity
GE Energy	1,679	2,543
Siemens	360	828
Gamesa	281	562
Mitsubishi	146	350
Suzlon*	153	312
Vestas	75	221
Acciona WP	66	99
Clipper	28	70
REpower*	34	68
DeWind	10	20
Nordex	8	20
Samsung Heavy Industries	3	7.5
Northern Power Systems	40	6.1
Nordic	2	2.0
EWT Americas	2	1.7
Turbowinds	4	1.6
PowerWind	1	0.9
Elecon	1	0.6
Other	1	2.0

* Suzlon owns 91% of REpower.
Includes turbines 100 kW and larger.

Turbine installation data is reported by the project owner.

Source: AWEA, U.S. Wind Industry Annual Report, Year Ending 2010

2010 Installed Turbines in the United States

Clipper: 2.5 MW

Gamesa: 2.0 MW

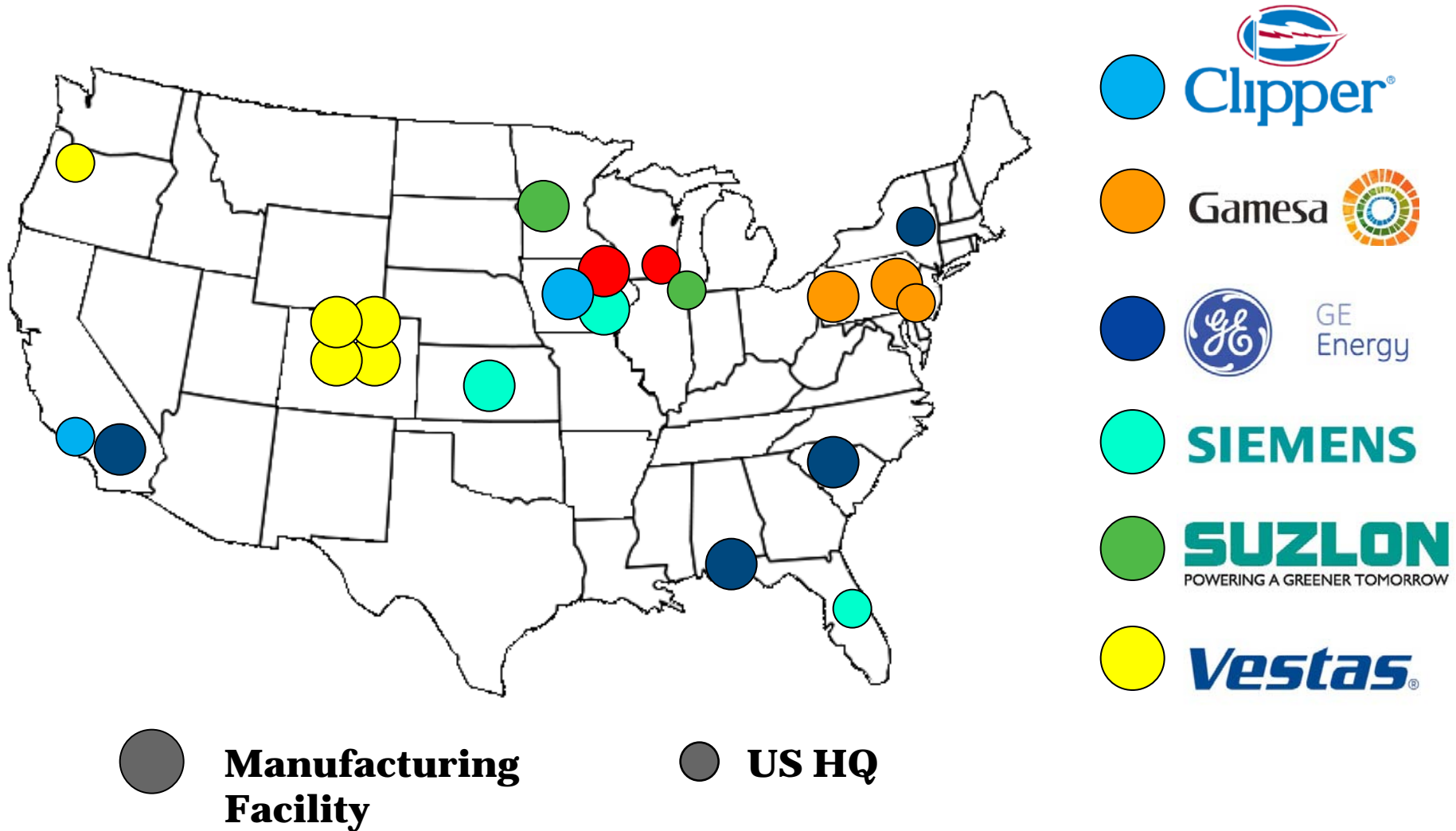
GE: 1.5 MW, 1.6 MW

Siemens: 2.3 MW

Suzlon: 1.25 MW, 2.0 MW, 2.1 MW

Vestas: 1.65 MW, 1.8 MW, 3 MW

OEM Manufacturing and U.S. Headquarter Locations



The United States Wind Power Market Market Outlook

Market Forecast

- What is your forecast of the size of the United States wind power market in:
 - 2011
 - 2012
 - Next 5 years?
- What are the biggest factors influencing demand?

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Policy Support

- Has stimulus provided by the American Recovery and Reinvestment Act worked?
 - U.S. Treasury cash grant program
 - U.S. Department of Energy loan guaranty program

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Policy Support

- Cash Grant Program – what are you doing to support customer’s to meet year-end “commencement of construction” deadlines?
 - What is the practical “order” deadline for customers needing to meet the cash grant safe harbor?

The United States Wind Power Market Market Outlook

Policy Support

- What long-term policies are needed to support the U.S. market?
- What is reasonably achievable given the current political reality in Washington, D.C.?

The United States Wind Power Market Market Outlook

Other Market Issues

- What other issues are influencing demand in the U.S. market?

The United States Wind Power Market

Manufacturing and Supply Chain Issues

Site Selection

- What considerations drive your selection of manufacturing sites?
- What are some of the key challenges you have faced in siting your facilities in the United States?
- What state and local incentives have been most effective in encouraging you to site facilities in their jurisdictions?

The United States Wind Power Market Manufacturing and Supply Chain Issues

Supply Chain

- What percentage of turbine components do you currently source in the United States?
 - Will that change and why?

The United States Wind Power Market Manufacturing and Supply Chain Issues

Supply Chain

- What are key strengths of U.S. vendor base?
- What are key weaknesses of U.S. vendor base?
 - What are you doing to address them?

The United States Wind Power Market Manufacturing and Supply Chain Issues

Supply Chain

- How do you balance the competing goals of global sourcing and local production?
- How long does it typically take to qualify a new vendor?

The United States Wind Power Market Technology

Recent Developments

- What are the key technology developments your company has brought to market over past 2 years?

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Reliability

- What are the principal reliability issues the industry must continue to focus on?

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New Products

- Where are you turbines headed?
- What is your view of geared vs. direct drive platforms?

The United States Wind Power Market Technology

New Products

- What are the technology improvements which could most significantly reduce the cost of energy from wind?
- What challenges do you face in launching new products and what is needed to get projects using them financed?

The United States Wind Power Market

Audience Questions