



WHAT WE DO Core business & Products

> VALUE CHAIN. More than a manufacturer

PROJECT **DEVELOPMENT**

- > Selection of location
- Ownership
- Optimal siting
- Wind measurements
- Soil survey
- > Sound / shade emission
- > Economic viability
- > Grid connection
- > Special purpose registration
- > Environmental permitting
- > Building permitting

TURBINE **DELIVERY**



CIVIL WORKS



ELECTRICAL INFRASTRUCTURE



INSTALLATION &

SERVICE



Project Development, Marketing, Financing

- > Leading company in France
- > Active also in India

Wind Farm System Planning

- > Review customer micro-site planning
- > Support customers (co-development) to receive approvals and to optimise park layouts

Production and Technical Implementation

- > Assemble WTG
- > Produce selected components (blades, control systems)
- > Install onsite
- > Carry out initial operation

Wind Farm Operations

> Offer additional services: increased demand due to new wind farm investors interested in stable cash flows

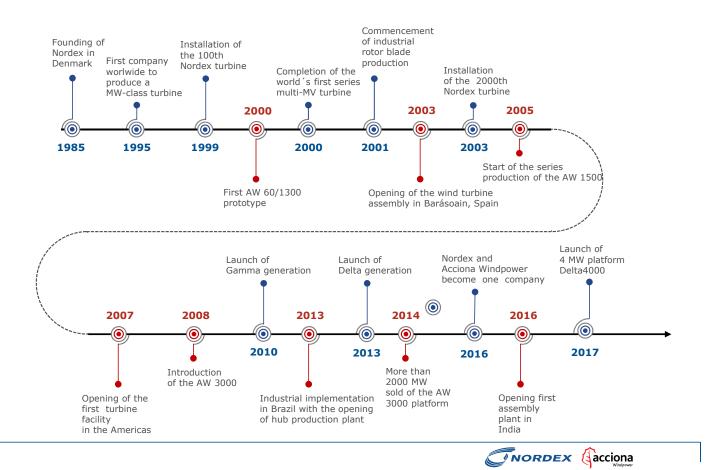
Services and Maintenance

> Provide high quality service to minimize downtime and maximize yield



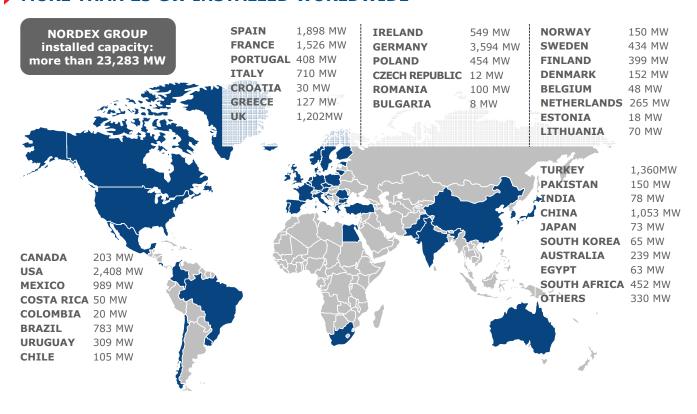
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WHO WE ARE We have come a long way



WHERE WE ARE Track Record

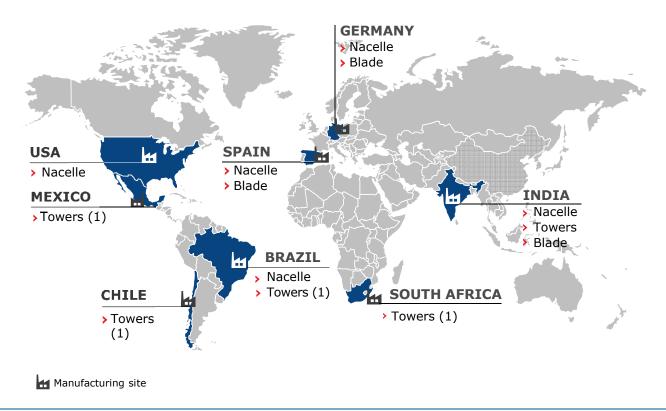
> MORE THAN 23 GW INSTALLED WORLDWIDE





WHERE WE ARE Nordex production footprint

> GOOD GEOGRAPHIC FIT FOR PRODUCTION TO SERVE GLOBAL DEMAND

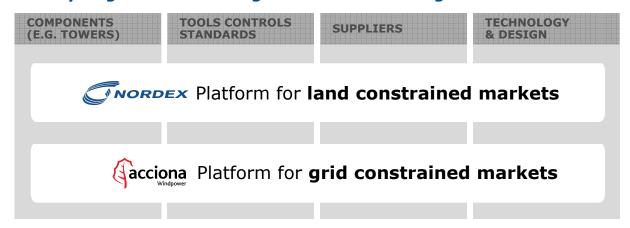






WHAT WE DO Core business & products

JOINT PRODUCT STRATEGY.
Utilize synergies while serving different market segments



> PRODUCT PORTFOLIO SYNERGIES

Create ONE GENERIC PRODUCT BASE

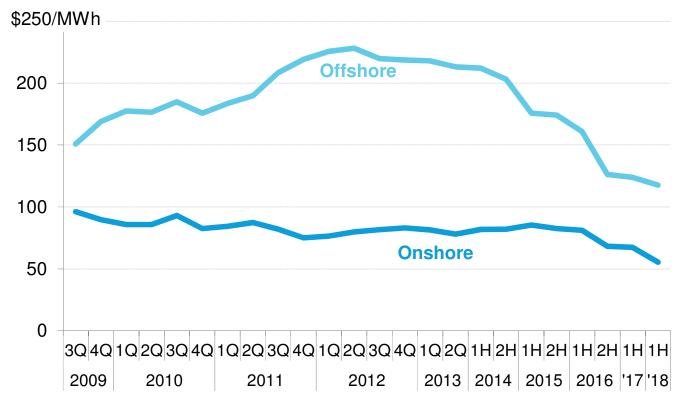
in terms of toolbox for validation, similar controller base, combine corporate standards, etc.

Increase efficiency by JOINT FUTURE DEVELOPMENTS

blades, controls, transport & installation equipment, etc.



Global wind benchmark LCOE



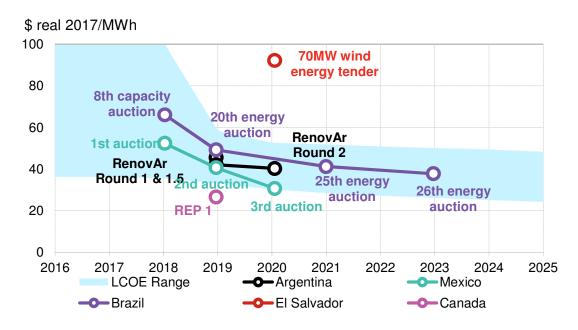
Source: Bloomberg New Energy Finance. Note: Our global weighted benchmark represents a capacity-weighted average of all country level LCOE benchmarks; for onshore we weight last annual installations, for offshore we weight cumulative build.





1h 2018 LCOE Americas / BNEF Auction Analysis

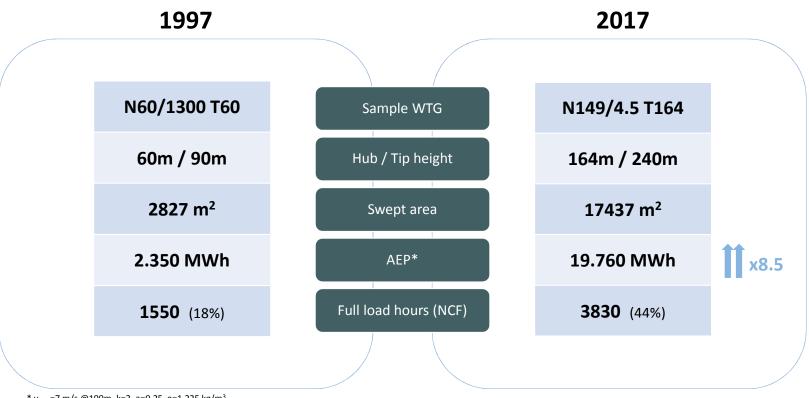
Levelized wind auction bids vs BNEF LCOE



Energy auction bids are often misinterpreted as being comparable to our current LCOEs. In order to be able to compare these winning bid prices to our LCOEs we need to estimate what the average inflation-linked tariff would be over the full life of the project, and not just the tariff duration. For more on the methodology behind this chart, see: 1H 2018 LCOE Update – Wind (web | terminal)

Source: Bloomberg New Energy Finance. Note: Country data in charts show the levelized average winning bid in the auction. Data reflective of commissioning.

We mastered steep learning curves



^{*} v_{ave} =7 m/s @100m, k=2, a=0.25, ρ =1.225 kg/m³



> Thanks for your attention