

Vestas[®]

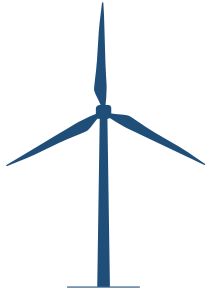


Experiences from India

Kresten Christensen, Head of Global Public Affairs

26 November 2018

Vestas in India



3439 MW installed &
620 MW of order intake in 2017



2200 jobs created



Current installed base helps to power
43 million people in India



The Gujarat Blade Factory

Skilled Work

MoU for skilled development between Vestas and Skill Council for Green Jobs signed January 16 2016

Building Factory

Factory inauguration April 2017. Total time taken was 14 month – the fastest in the world for a Vestas factory. Best **Make In India** Project (Invest India)

Capacity

The capacity of the factory is 600 MW

Local Employment

1300 jobs created

FDI

Vestas total Investment: 70 million

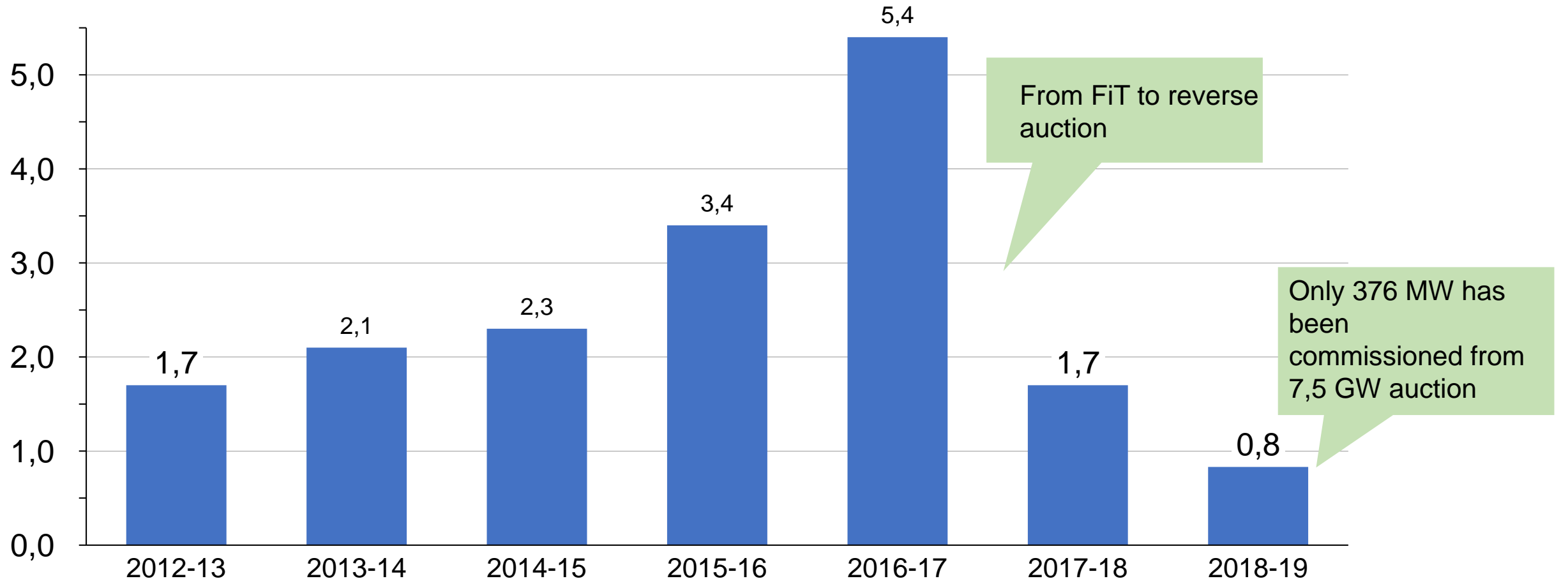




The Indian Market

Auction Impact

Wind Capacity Addition in India (GW)



Source : Created based on data from MNRE and IWTMA

Opportunities in India



Onshore Wind

- 7.5 GW of bid concluded from Feb 2017
 - 7.4 GW of auction in pipeline till Dec 2018
 - 10+ GW of auctions in planning stage till Dec 2019
-



Offshore Wind

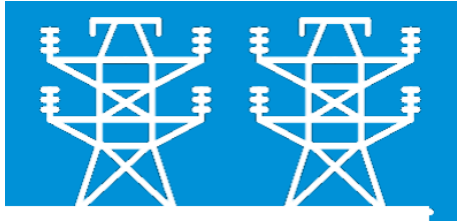
- EOI of 1000 MW of is out for off the coast of Gujarat
 - 5 GW of capacity will be allocated through auction by 2022
-



Hybrid Project

- 160 MW of pilot project in Anantpur district of AP with small component of storage.
 - 2.5 GW of hybrid tender in pipeline
-

Challenges



Lack of transmission infrastructure creates bottlenecks to capacity addition



Sharp fall in tariffs after switch to auctions



Cancellations, downsizing and delays in auctions



A white wind turbine stands on a sandy dune. A vibrant rainbow arches across the sky behind it, set against a backdrop of dark, stormy clouds. The foreground shows the sandy terrain of the dune.

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Wind. It means the world to us.[™]

Thank you for your attention

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