SINOVEL
华 锐 风 电

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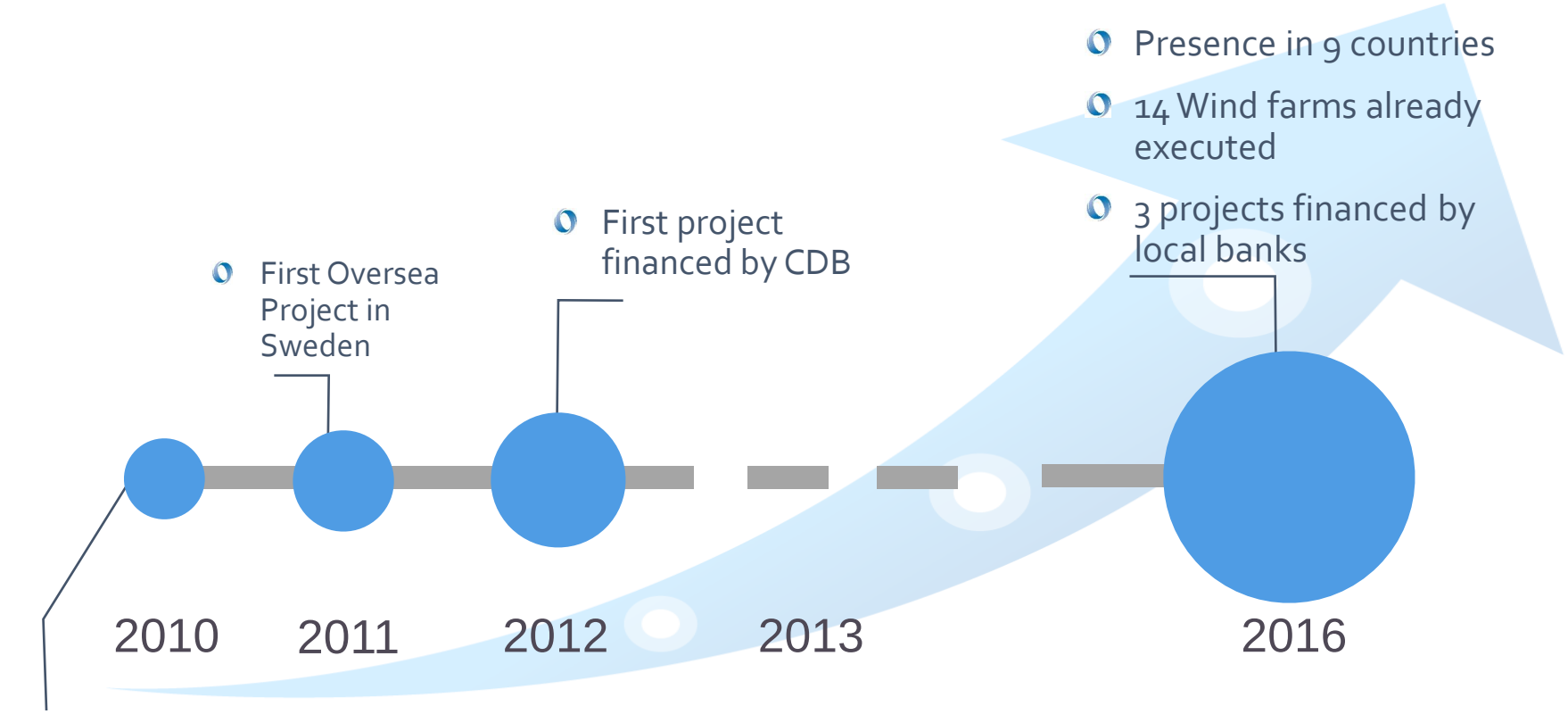
General Introduction

- Sinovel Wind Group Co., Ltd. (Shanghai Stock Exchange: 601558) is ***the first Chinese high-tech enterprise*** to have specialized in the independent development, design, manufacturing and sale of ***large-scale onshore, offshore and intertidal wind turbines***, which are adaptable to a variety of global environmental conditions and wind resources.

- Sinovel is also ***the first Chinese enterprise*** to have independently developed a series of 5MW and 6MW wind turbines.

- As of 2016, ***the cumulative installed generating capacity*** of Sinovel turbines reached a total of ***17,000MW*** which ***ranked as No.2 of China Wind Market***, the cumulative installed offshore generating capacity of Sinovel turbines reached a total of 170MW, the cumulative installed generating capacity of Sinovel turbines in overseas market reached a total of 381MW.

International business growth



- Opened one Subsidiary
- Four overseas offices
- Local talent team

Mature Products

- Sinovel offers different series of WTGs:
  - 1.5MW, 2MW, 3MW, 5MW, 6MW
  - Different diameters available
  - Onshore and Offshore
  - Double-fed
  - Full convertor (6MW)
  - IEC class I, II, III and S
  - Normal /Low temperature

1,5MW and 3MW models already installed in International projects

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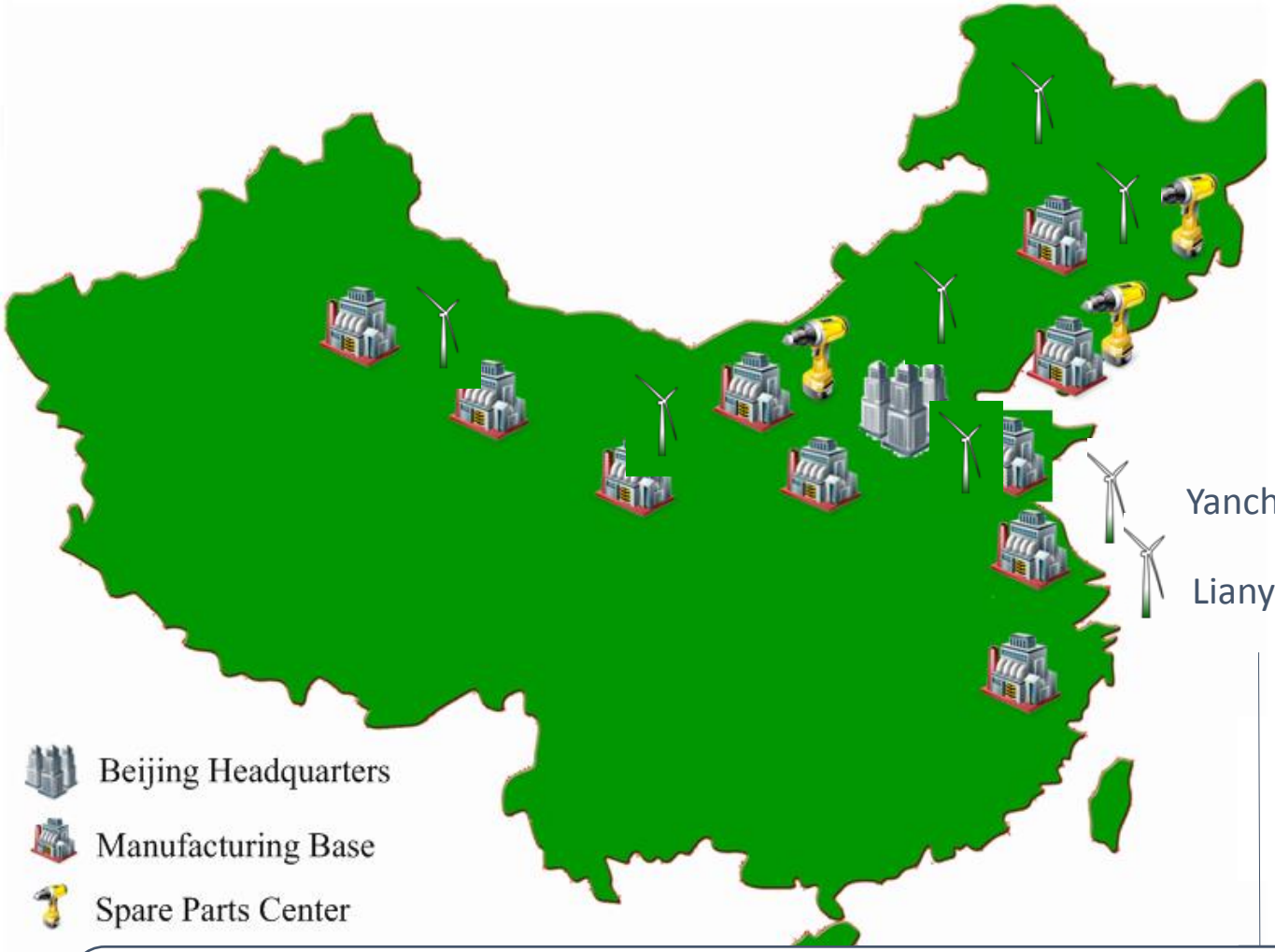
Manufacturing for International projects



Yancheng is the Nacelles assembly facility used for International Projects.

Close to this factory there is also the Tower Supplier.

Blade supplier for International Projects is located in Lianyungang

O&M SERVICES

O&M Services specific for International project

- Service engineers living near Wind farm as local employers
- 24×7 on-site service and remote monitoring
- 24 hour customer service hotline will be available at all times
- Local company for manpower subcontraction

O&M Service Packages

- First 2 years warranty + full scope of O&M services.
- Flexible options for warranty and O&M services over an additional period.
- 10+ year Long term O&M service executed in Italy

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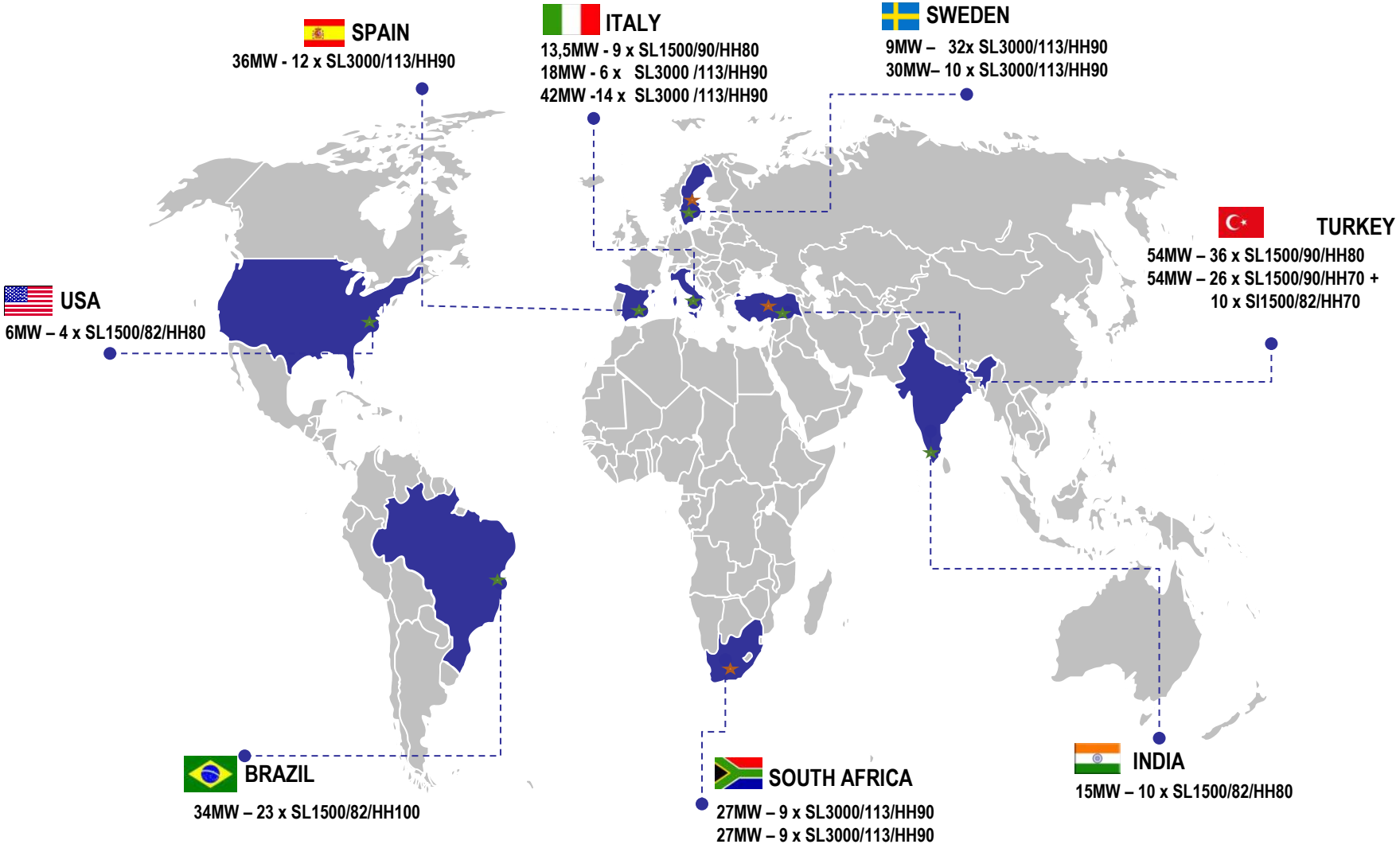
International Projects

With 363 MW, Sinovel is successfully developing a broad international footprint



International focus

More partnerships with local parter:

- ✓ *One commerciale partnership signed with Vergnet*
- ✓ *Others under evaluation*

Expand sales in growing markets

- ✓ *Profitable and sustainable growth*
- ✓ *Long term business*

New Business models under evaluation

- ✓ *JV with final investor (eg. Hanergy)*
- ✓ *Short term Co-investment with local partner*

Strategic areas

South América

- Argentina
- Caribbean area
- Uruguay
- Chile

South Europe

- Consolidation in Spain, Italy, Turkey,
- Expand in Est Europe

North Africa

- New growing market with good regulatory support for investor
- Local partnership

Strategic key: financing support

Direct supply of turbine to developer

- Cash Facility for the exportation for Sinovel
- Or Leasing facility for final customer on supply contract

Turn-key solution

- Bridge financing for the construction
- Project leasing/finance after commissioning
- Suitable for big size project

Supply with Vendor loan

- Bridge financing secured on vendor and project guarantees, able to enter in new markets
- Suitable for short period and high profitable markets

Co-Investor with local developer

- Short term financing for construction
- Long-term loan will be easily found after commissioning

Whenever model we use, we can grow as fast as Chinese bank support our projects

谢谢您的关注！

Thank you for your attention.