Company presentation

Siemens Gamesa Renewable Energy

April 2019
Who we are?

Siemens Gamesa is a global leading provider of wind power products & service solutions
• #1 in Offshore
• #2 in Onshore & Service

Founded in April 2017 as a merger of Siemens Wind Power and Gamesa

A global company, based in Zamudio (Vizcaya, Spain), listed on the Spanish Stock Exchange

Member of IBEX 35, is traded on Madrid, Barcelona, Valencia and Bilbao

Ownership structure

- Siemens AG 59%
- Iberdrola 8%
- Free-float shares 33%
Siemens Gamesa – Key Facts

+90 GW
Globally Installed

+23,000
Employees

€9.1 B
Annual Revenue

€10 B
Market Capitalization

€23 B
Order Book

True global, modern and scalable footprint

Advanced digital capabilities

Portfolio covering all requirements

* End of March 2019
One Company – One Team

Markus Tacke
CEO

Andreas Nauen
Offshore CEO

Mark Albenze
Service CEO and Onshore CEO (acting)

David Mesonero
Chief Financial Officer

Carlos Albí
Corporate Development and Strategy Director

Christoph Wollny
Chief Operating Officer

Jürgen Bartl
General Secretary

Javier Fernandez Combarro
Human Resources

Maria Cortina Aurrecoechea
Communication & Institutional Relations

Félix Zarza
Internal Audit

Antonio de la Torre
Chief Technology Officer

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Mission, vision and values

**Mission**

“We make real what matters – **Clean energy** for generations to come”

**Vision**

“To be the **global leader** in the renewable **energy industry** driving the transition towards a sustainable world”

**Values**

- **Results orientation**
  Results are **relevant**, delivered in a **timely** manner and at **appropriate cost**

- **Impactful leadership**
  Inspiring our people and **exemplifying the culture** and common values

- **Customer Focus**
  Think from a customers perspective about how we can **excel in delivery**

- **Ownership attitude**
  People are **motivated** and engaged and see themselves as **drivers of business success**

- **Innovativeness**
  New solutions for customers and ourselves

- **Valuing people**
  Valuing the **importance of the individual**

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L3AD2020: Our program to lead the industry

- Best-in-class LCoE
- 3 Business Units
- Digital Intelligence
- Business Model Agility

L3AD2020

- Merge & Stabilize
- Leverage Economies of Scale
- Secure Sustainable Profitability

Company profile
A leading provider of wind power solutions to customers around the globe

**Offshore**
- #1 in global Offshore market

**Onshore**
- #2 in global Onshore market
- #1 in Africa & LatAm

**Service**
- #2 in service backlog
- #2 in serviced fleet size

Top 3 market share* position in several main countries

*Based on MW installations
Source: MAKE Global Wind Turbine OEM 2017 Market Share
Global presence to ensure customer proximity

>50 Sales offices in 39 countries

7 Service core competence centers covering all regions

Corporate HQ
Zamudio, Spain

Main Sales Offices  Main Engineering Centers  Nacelles  Blades
Technology & Innovation

- ~200 M€/year R&D Investment
- Installed fleet of +90 GW
- 3,363 Patents granted
- 154 Pending patents (first filings)
- +1,200 R&D dedicated engineers

- 7 Technology Centers: Bangalore (India), Boulder (USA), Brande (Denmark), Hamburg (Germany), Bilbao, Madrid & Pamplona (Spain)
Health, Safety and Environmental protection

- Achieving zero incidents
- Reducing illness
- Improving CO₂ footprint
- Minimizing environmental impacts
- Improving energy efficiency

Awareness
- Learning

Ownership
- Standards

Prevention
- Continuous improvement

Health
- Providing a healthy workplace promoting well-being and reducing illness

Safety
- Providing safe working conditions preventing harm to employees and suppliers

Environmental protection
- Provide systems minimizing risk of pollution and securing waste management
Committed to respecting human rights and the environment

Main sustainability and corporate responsibility indices
Three business units strongly positioned in the market

Onshore
80 GW installed since 1980
The technological partner of choice for Onshore wind power projects.

Offshore
13 GW installed since 1991
Most experienced offshore wind company with the most reliable product portfolio in the market.

Service
57 GW maintained
Commitment beyond the supply of the wind turbine to reach the profitability goals.
Your technological partner of choice for your onshore wind power projects

- **Innovative solutions** based on **proven track record** and technological excellence
- **Optimized performance** through **tailored product configuration**
- **Cover customer needs**, allowing **complete control & flexibility**
- The technological partner of choice for your onshore wind power

**Onshore key facts and figures**

- 80 GW installed worldwide
- More than 31 years’ experience in the onshore wind power business
- Onshore portfolio covering all market requirements

* End of March 2019
Driving the offshore industry forward to create a sustainable offshore wind market

• Committed with customer’s point of view, from absolute safety to maximizing return
• We strive to lead the offshore industry in delivering a lower cost of energy
• The offshore partner of choice, leading player of the industry

Offshore key facts and figures*
• 13 GW installed worldwide
• Proven track record
• More than 28 years’ experience in the offshore wind power industry

* End of March 2019
Providing a holistic, lifetime-care service through flexibility and experience

- One of the most comprehensive and flexible product portfolios for the maintenance and optimization of wind turbines
- We provide a holistic, lifetime-care service through flexibility and experience; from technical assistance to complete asset management

Service key facts and figures*

- 57 GW under service
- Nearly 29,000 turbines serviced worldwide
- Service operations in 62 countries
- More than 31 years’ experience in the wind power industry

* End of March 2019
Siemens Gamesa Web and Social media

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