## Siemens Gamesa Onshore

Your experienced technology partner



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## Company profile

### Key facts<sup>1</sup>



**138.5 GW**Globally installed



29 k Employees



€ 9.1 bn
Annual revenue<sup>2</sup>



> € 40 bn Order backlog



Truly global, modern and scalable footprint



Advanced digital capabilities



Portfolio covering all requirements

<sup>&</sup>lt;sup>1</sup> Figures as end of December 2023.

<sup>&</sup>lt;sup>2</sup> Figures as end of September 2023.

### **Ownership structure**



Siemens Gamesa is a **global company**, based in Zamudio (Vizcaya, Spain).

It has Siemens Energy AG as sole significant shareholder holding.

Siemens Energy AG 100%

### **Activity**





113.5 GW installed in 79 countries.13 GW of wind farms developed in 14 countries.

An experienced technology partner for your wind projects.



#### **Offshore**

**25 GW** installed worldwide since 1991. Most experienced offshore wind company with the most reliable product portfolio in the market.



#### Service

83.7 GW maintained.

Commitment beyond the supply of the Wind Turbine Generator (WTG) to achieve the profitability objectives of each project.

Three business units strongly positioned in the market

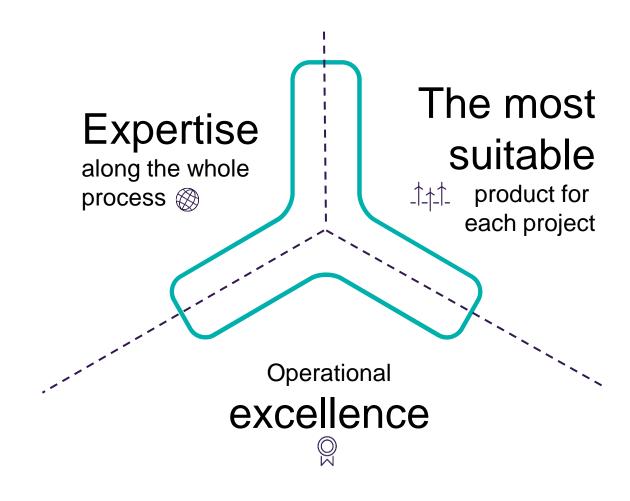


## **Onshore business**

### Over 40 years' experience, 113.5 GW onshore installed in 79 countries and 70.2 GW under O&M.

## Siemens Gamesa technology:

- Optimized performance through tailored product configuration.
- Covers customer needs and market requirements, allowing complete control and flexibility.



**Key facts and figures\*** 

<sup>\*</sup> Figures as of CY4Q2023.

### Your experienced technology partner





## Operational excellence

### Siemens Gamesa recognized in the sector



113,489 MW onshore installed in 79 countries.

Siemens Gamesa is the 3<sup>rd</sup> largest supplier by cumulative installed capacity in 2022 with a market share of 18.8%<sup>1</sup>.



12 of the 15 wind largest asset owners by cumulative installed capacity are Siemens Gamesa's onshore clients because they perceive the agreements achieved to have value<sup>2</sup>.



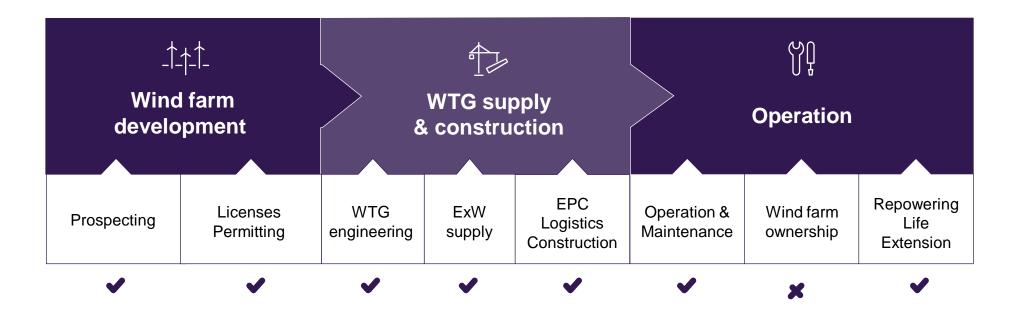
Our products have the backing of independent consultants and financial bodies.

<sup>1</sup> Wood Mackenzie, Global Wind Turbine OEM 2022 Market Shares Database (May 2023).

<sup>&</sup>lt;sup>2</sup> Wood Mackenzie, Global Wind Power Asset Ownership 2023.

# Value chain presence The only manufacturer with a wide experience

Our wide experience throughout the whole value chain allows us to lead and advise our clients along the different phases of their wind projects:



Optimized solutions for each project and in all markets

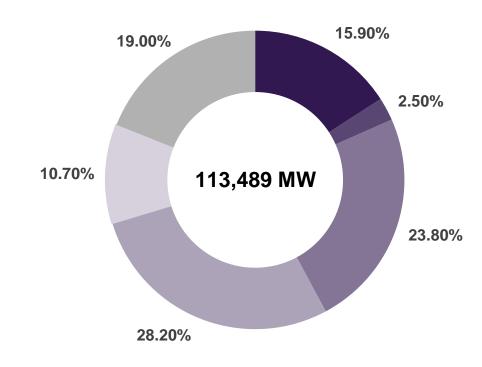
### **Global footprint**

## Geographic diversification allowing growth in emerging and mature markets



L Commercial offices in 33 countries across the world

#### Accumulated track record - CY4Q2023



■ NEME ■ DEU ■ SEA ■ NA ■ LATAM ■ APAC

# Operational performance Global supplier

#### **NORTH AMERICA**

32,059 MW installed 15,616 MW maintained

#### LATAM

12,088 MW installed 8,739 MW maintained

#### DEU

2,796 MW installed 6,224 MW maintained

#### SEA

26,973 MW installed 18,424 MW maintained

#### NEME

18,027 MW installed 10,006 MW maintained

#### **APAC**

21,547 MW installed 11,163 MW maintained 1,025 MW installed in CY4Q23

**113.5 GW** of capacity installed

**70.2 GW** in O&M

Figures as of CY4Q2023.

### **Production centers in the** main wind markets









Electronics



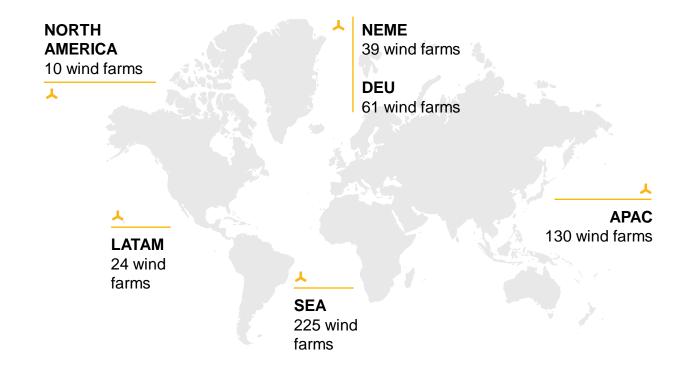
- Technical presence close to the customer.
- Supervision of the whole production process. Design and manufacturing of WTGs critical components:
  - Electronics: Gamesa Electric.
  - Gearbox: Gearbox by Gamesa.
- Establishment of strategic partnerships with leading global suppliers of components:
  - Blades: LM, Aeolon.
  - Towers: Windar Renovables\*, CS Wind, GRI.
  - Gearbox: ZF, Winergy, NGC.
  - Generators & converters: Flender, Ingeteam, ABB, KKWind.

**Customer proximity, full process control** and delivery optimization.

### Turnkey projects. Integral construction services

Wide experience in turnkey projects (EPC) worldwide, pre-design in-house capacity, final design, civil works, electric works and high-voltage power lines.





Figures as of CY3Q2023.

### Global experience in wind farms

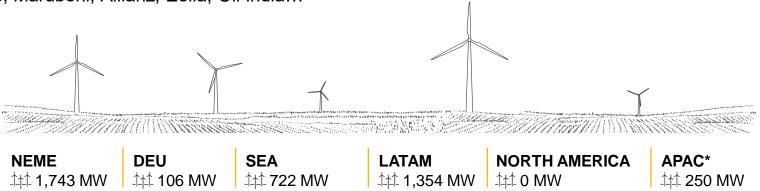
21 years of experience in wind farms development

13 GW of wind farms developed and built in 14 countries

Pipeline of 4.2 GW in different stages of development in 12 countries

Among our clients are large utilities, IPPs and investors around the world that rely on our expertise in wind farms activity:

- Utilities: Iberdrola, Huadian, CGN, HECIC, RWE, ENEL, E.On, EDP, EDF...
- IPPs: IKEA, Gestamp, Taiga, John Laing, Greenko, Tata, Algonquin Power...
- Investors: Viridis, Marubeni, Allianz, Eolia, Oil India...



Figures as of CY4Q2023.

Technological supplier with unique experience in the development of wind farms

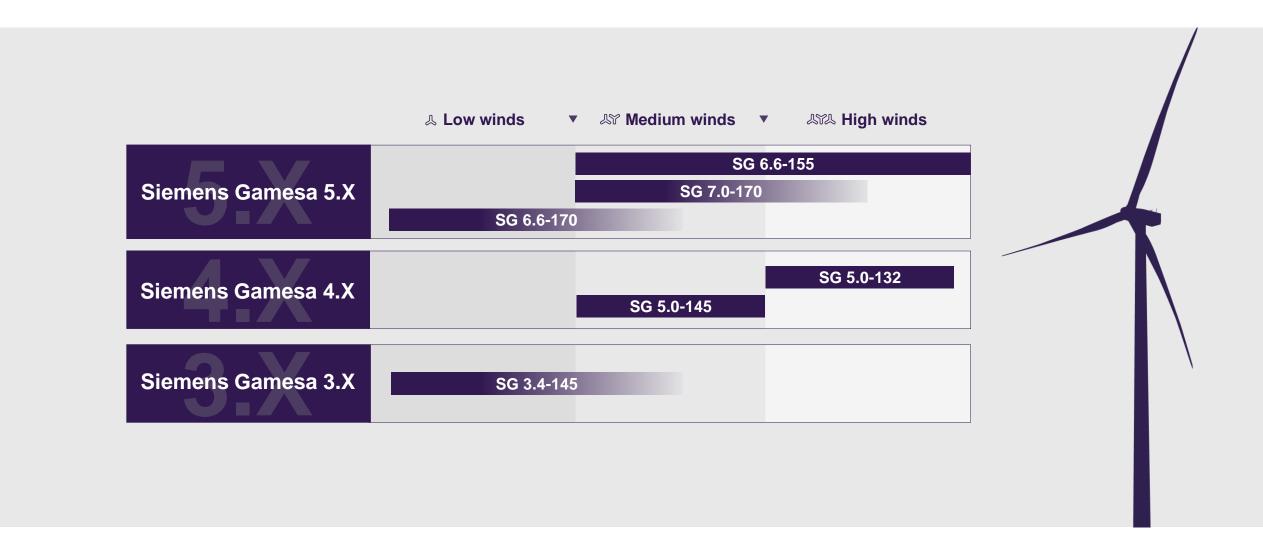
<sup>\*</sup>INDIA: met mast and project scouting activities based on 5 GW of wind data pipeline.



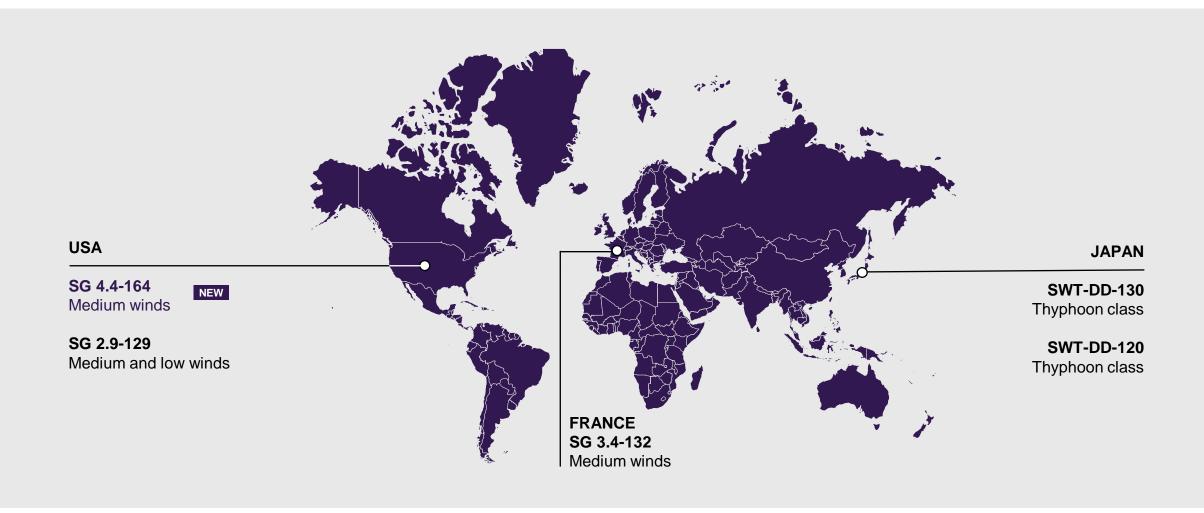
## Onshore product portfolio

The most suitable product for each project

### **Our Onshore product portfolio**



## **Country-specific solutions**



# OptimaFlex Optimization through flexibility

Beyond the traditional off-the-shelf approach, which results in products that more or less fit all the sites, but are sub-optimal for many, OptimaFlex delivers a uniquely tailored solution that is perfect for our customers' specific needs.

Optimized site design combined with a customizable product platform, based on flexible power rating, site specific towers and optimized BoP solutions, allow Siemens Gamesa to deliver reduced LCoE by increasing AEP and optimizing cost.

WTGs can be precisely configured to adapt perfectly to site conditions, thus offering our customers the most suitable product for their projects.



# OptimaFlex Tailored solutions adapted to customer's needs

The availability of variable power ratings allows turbines to be optimized to suit each individual project and achieve maximum returns.

Market broader tower portfolio enabling cost savings from very early bidding stages. Site & market customized designs maximizing competitiveness.



Early engagement with customers combined with advanced siting and design tools allows for optimum wind farm and maximum asset utilization.

Customized solutions. Reduce total WF cost through optimized design leveraging BoP, logistics & construction with cross-functional management of the project ONE.

## Continuously evolving technology

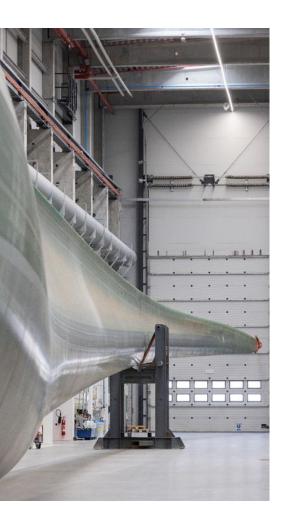
We are **focused on specific technologies** to deliver solutions that comply with the latest regulations and enable our customers **to bring down** their projects' **LCoE**:

- Weak grid solutions.
- Technologies for cold climates.
- Optimized foundations.
- Advanced control strategies:
  - · Robust control systems.
  - Control auto-tuning for site adaptation.
  - New sensors and monitoring solutions for LCoE reduction.
  - Wake Adapt<sup>®</sup> to reduce wake losses and to optimize the layout of new projects.
  - Assets and data protection within different cybersecurity domains/areas.

In Siemens Gamesa we maximize the efficiency of our WTGs through technological solutions adapted to each project and its varying site conditions.



# Technologies for sustainability RecyclableBlade



#### RecyclableBlade solution

For the first time in the industry, thanks to a new resin technology, Siemens Gamesa is capable of separating and recycling the blade materials to use them in new applications.

### A validated and proven process

Decommissioning.

Disassemble and transport.

Immersion in mild acidic solution.

Resin dissolves in a mild acidic solution at elevated temperature after a few hours.

Reclaim of separated components.

Filter and coagulate resin + rinse and dry glass fiber.

Reuse.

Glass fiber, resin, wood and metal can now be reused.



#### **Siemens Gamesa offer**



ON and OF blades. Same product quality, strength, warranties and service process.



Cost saving as recycled materials can be sold instead of paying to get rid of them.



High quality reclaimed blade components due to relative low recycling temperature.



**Environmental Social** Governance positive for financing.

A pioneering solution to recover and recycle blade materials.

## Technologies for sustainability GreenerTower

- Maximum 0.7t CO<sub>2</sub> equivalent emissions per ton of steel, a 63% minimum reduction for tower steel plates vs. conventional steel.
- Steel suppliers are validated in a thorough Siemens Gamesa standard qualification process.

  Same steel properties and same quality in addition to 3<sup>rd</sup> party certification of the CO<sub>2</sub> equivalent emission.

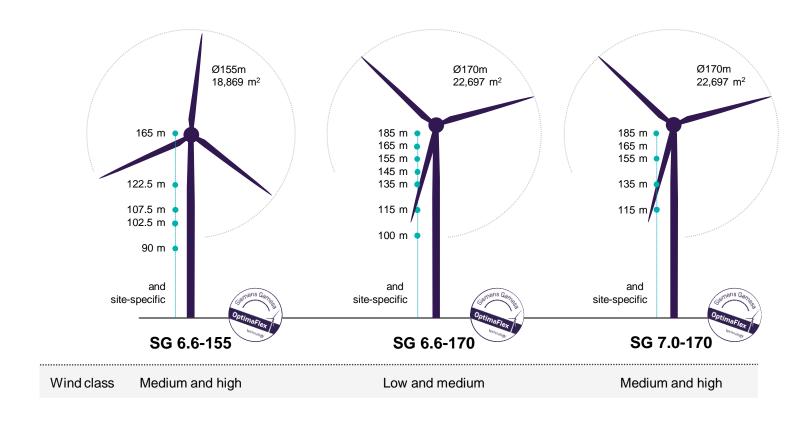
Means to achieve greener steel	Siemens Gamesa offer
Use of less energy intensive steel manufacturing processes.	✓ Available now!
	✓ Same warranties.
2 Increased use of scrap steel.	☑ Same strength and quality.
Increased use of renewable energy for the melting process.	$\square$ Significantly less $CO_2$ equivalent emissions.

A promising solution to reduce the environmental impact of steel production

## Siemens Gamesa 5.X



# **Siemens Gamesa 5.X Enhanced performance**





- Flexible power output and two rotor sizes for the most competitive LCoE.
- **Site adaptability** to configure the optimal solution for each project.
- Versatility, a highly flexible design for logistics, construction and service.
- · Almost 6 GW sold across the world.

### **New generation Siemens Gamesa onshore platform**

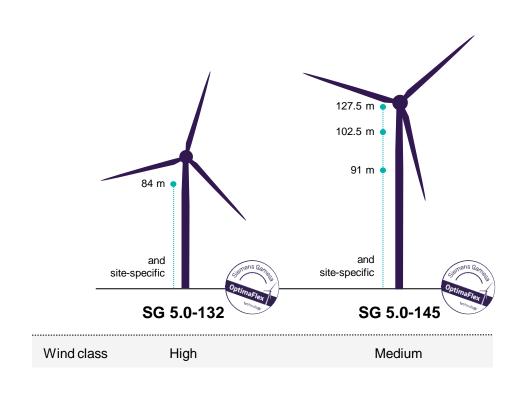
# **Siemens Gamesa 5.X Product specifications**

Rotor diameter  155 m  170 m  6.6 MW (flexible power rating from 5.6 MW to 6.6 MW)  IIB (25 years lifetime)  S/IIIB (25 years lifetime)  S/IIIB (25 years lifetime)	170 m  Flexible power rating up to 7.0 MW
Nominal power (flexible power rating from 5.6 MW to 6.6 MW)  IIB (25 years lifetime)  (flexible power rating from 6.0 MW to 6.6 MW)	
IEC class  IIA (20 years lifetime)  IA (25 years lifetime)  IIIA (20 years lifetime)  IIIA (20 years lifetime)	IIA (25 years lifetime)
Generator output 690 Vac +12%/-10% 690 Vac +12%/-10% voltaje	690 Vac +12%/-10%
Power factor ± 0.90 Cos Phi ± 0.90 Cos Phi	± 0.90 Cos Phi
Grid frequency 50/ 60 Hz 50/60 Hz	50/60 Hz
Standard [-20; +40°C] [-20; +40°C] with temperature temperature range* de-rating de-rating	[-20; +40°C] with temperature de-rating

## Siemens Gamesa 4.X



# **Siemens Gamesa 4.X Modularity and flexibility**



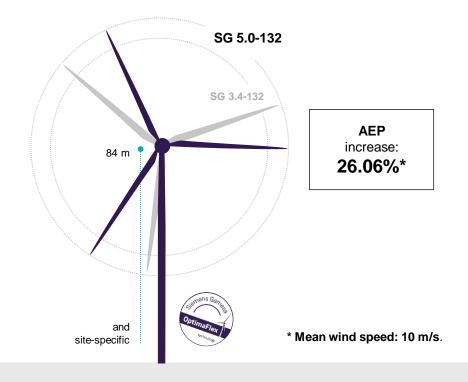


- Two WTG models to cover a broad range of wind conditions.
- A geared platform based on concepts such as a 3-stage gearbox and DFIG.
- DinoTails® Next Generation to reduce aerodynamic noise.

### A platform targeting LCoE-sensitive markets

### Siemens Gamesa 4.X SG 5.0-132. Our solution for high-wind sites

- Blade design with large track record to optimize energy production in high-wind speeds.
- Flexible power rating to configure a uniquely tailored solution that fits the specific site conditions.
- Broad portfolio of turbine options.
- Designed for high-wind sites.

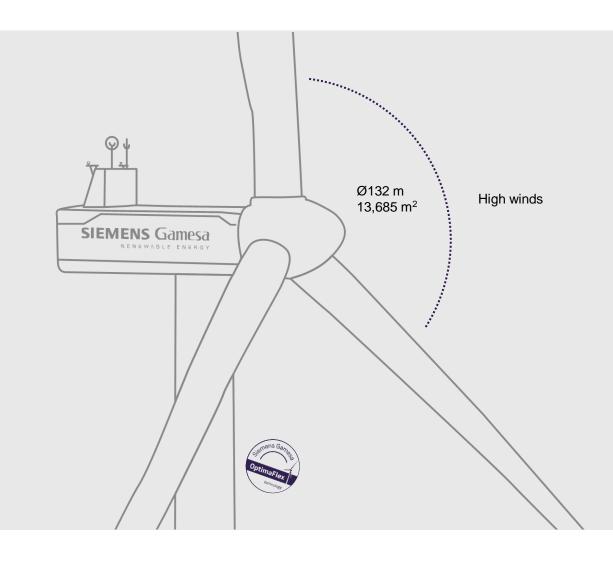




# **Siemens Gamesa 4.X Product specifications**

Main data		SG 5.0-132	
3	Rotor diameter	132 m	
(°)	Nominal power	5.0 MW (flexible power rating 4.0-5.0 MW)	
<b>=</b>	IEC class	IA	
4	Generator output voltaje	690 Vac +12%/-10%	
<b></b>	Power factor	± 0.90 Cos Phi	
	Grid frequency	50/60 Hz	
	Standard temperature range*	[-20; +45°C] with temperature de-rating	
((0))	Noise emission level**	105 dB(A)	

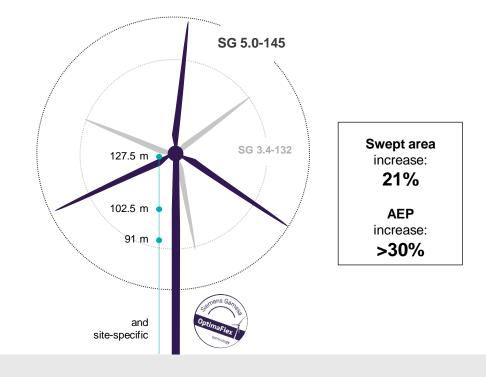
<sup>\*</sup> Additional low temperature variant available.

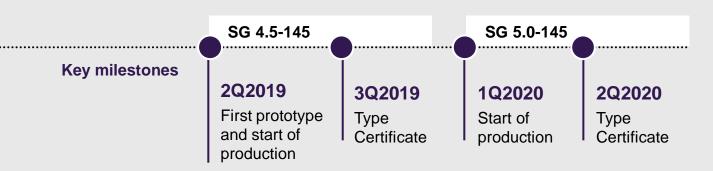


<sup>\*\*</sup> Sound power level with blade noise reduction add-ons.

# Siemens Gamesa 4.X SG 5.0-145. Designed for reduced LCoE at medium wind sites

- New control system and enhanced blade aerodynamics to optimize power generation.
- Flexible power rating to configure a uniquely tailored solution that fits the specific site conditions.
- **Structural modularity** for increased mechanical capacity and optimal adaptation to logistics and construction requirements.
- Broad portfolio of WTG options.

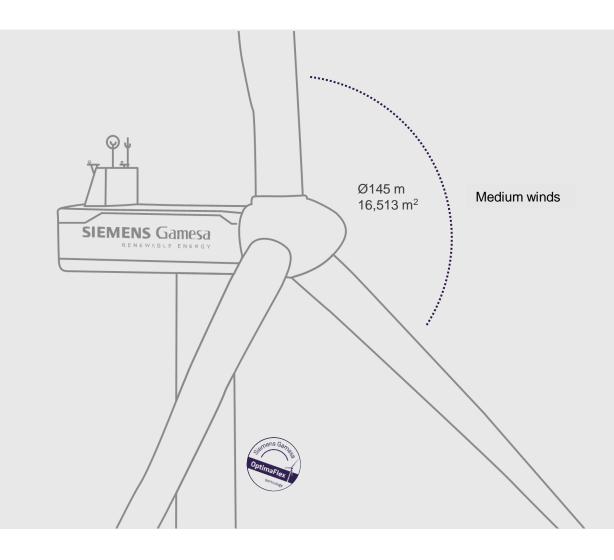




# **Siemens Gamesa 4.X Product specifications**

Main data		SG 5.0-145	
3	Rotor diameter	145 m	
	Nominal power	5.0 MW (flexible power rating 4.0-5.2 MW)	
	IEC class	IIB	
4	Generator output voltaje	690 Vac +12%/-10%	
<b></b>	Power factor	± 0.90 Cos Phi	
	Grid frequency	50/60 Hz	
	Standard temperature range*	[-20; +45°C] with temperature de-rating	
((0))	Noise emission level**	106.3 dB(A) (depending on rated power)	

<sup>\*</sup> Additional low temperature variant available.

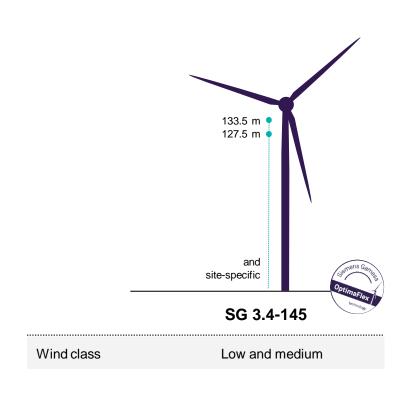


<sup>\*\*</sup> Lower noise modes available.

## Siemens Gamesa 3.X



## Siemens Gamesa 3.X The lowest LCoE in the 3.0-3.6 MW segment





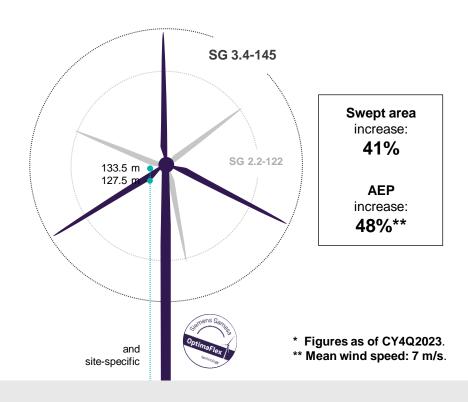
- A benchmark solution in one of the most competitive segments in the market.
- Natural evolution from the Siemens Gamesa 2.X solution.
- The lowest LCoE in the 3.0-3.6 MW segment.

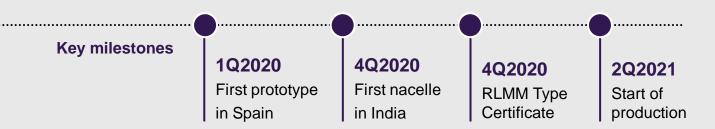
Leveraging the proven experience of the Siemens Gamesa 2.X solutions

### Siemens Gamesa 3.X SG 3.4-145. Benchmark solution with high-capacity factor

#### Optimized LCoE:

- Design based on the certified SG 3.4-132, with more than 7 GW\* installed and over 7 GW\* in firm orders worldwide.
- 71 m-blade based on the design of the Siemens Gamesa SG 5.0-145 blade.
- Optimized design for the low and medium wind conditions.
- Flexible power rating up to 3.6 MW.
- Almost 3 GW in firm orders and over 1 GW installed.





# **Siemens Gamesa 3.X Product specifications**

Main data		SG 3.4-145
<u> </u>	Rotor diameter	145 m
	Nominal power	3.465 MW (flexible power rating up to 3.6 MW)
	IEC class	III/S
4	Generator output voltaje	690 Vac
<b></b>	Power factor	0.95 CAP-0.95 IND throughout the power range <sup>(1)</sup>
	Grid frequency	50 Hz
	Standard temperature range*	From 0°C to 45°C (with de-rating)
((0))	Noise emission level	108.8 dB(A)

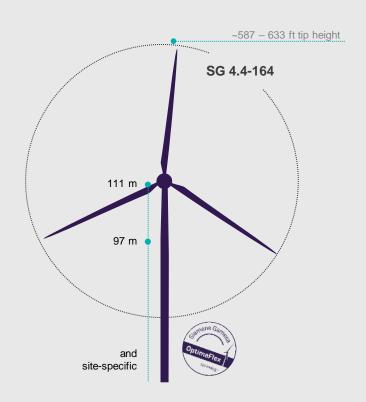
Low and medium winds Ø145 m 16,513 m<sup>2</sup>

<sup>(1)</sup> Power factor at generator output terminals on lower side of MV transformer for baseline application mode.



# Country-specific solutions

### SG 4.4-164 Building America's energy future



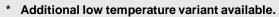


#### The HNCF solution for the USA market

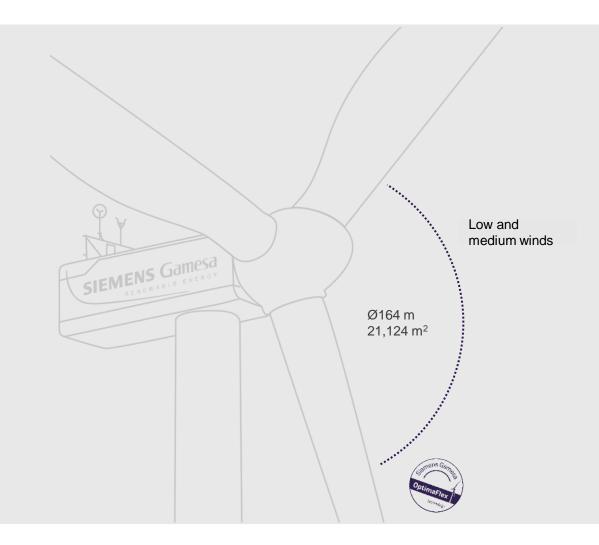
- Enhanced blade aerodynamics, designed by Siemens Gamesa's world-class blade design team in Boulder, CO.
- Leveraging the established platform design to minimize costs and streamline constructability.
- High Net Capacity Factor for maximizing performance and revenue.
- Designed for the U.S. market.
- Utilizes the manufacturing facilities in the U.S.

### SG 4.4-164 Product specifications

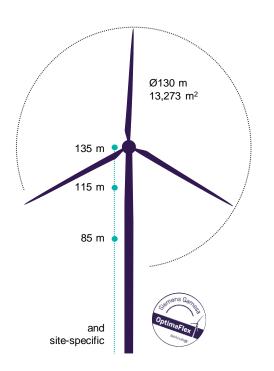
Main data		SG 4.4-164
7	Rotor diameter	164 m
	Nominal power	4.4 MW (flexible power rating 4.0-4.8 MW)
	IEC class	S
4	Generator output voltaje	690 Vac +12%/-10%
6	Power factor	± 0.90 Cos Phi
	Grid frequency	60 Hz
	Standard temperature range*	[-20; +45°C] with temperature de-rating
((0))	Noise emission level**	107 dB(A)

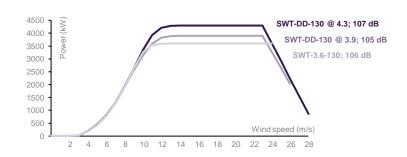


<sup>\*\*</sup> Lower noise modes available.

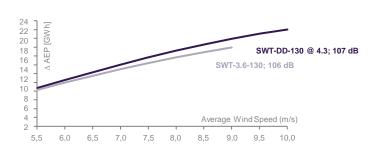


# SWT-DD-130 ~9% more AEP compared to the SWT-3.6-130









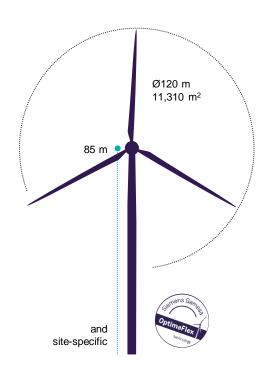


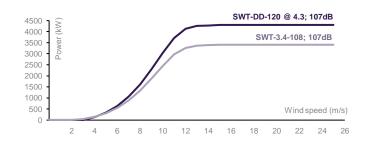
- Available only for Japan.
- Full adaptability and optimized power for Class IB projects.
- Upgraded for typhoon class sites as METI conditions.
- Over 11.3 GW installation for direct drive turbines.
- Flexible rating strategy available with
   3.55 MW to 4.3 MW.
- Maximum acoustic emission of 107 dBA.

\* Figures as of CY4Q2023.

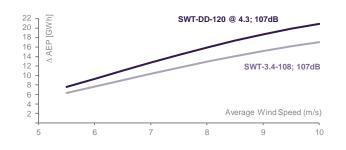


### **SWT-DD-120** The world's first Onshore 'Class T' turbine





AEP increase: ~23%





- Available only for Japan.
- · Maximizing returns in high-wind conditions.
- Designed for typhoon class sites as METI conditions.
- Over 11.3 GW installation for direct drive turbines.
- Flexible rating strategy available with 3.9 MW to 4.3 MW.
- Maximum acoustic emission of 107 dBA.

\* Figures as of CY4Q2023.

#### **Key milestones**

### 3Q2017 Official

market launch (Husum)

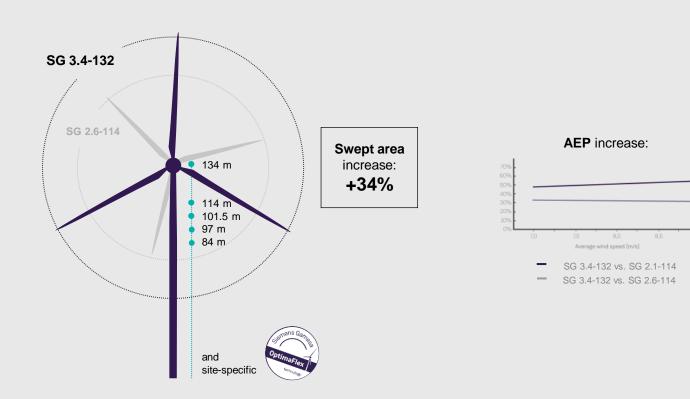
#### 2Q2018

First Prototype and Prototype Certificate

#### 1Q2019

IEC Type Certification **Serial Production** 

# SG 3.4-132 The 3 MW solution for the French market



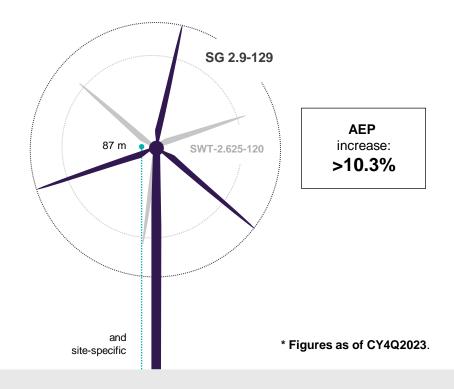


- Designed for medium- and highwind sites.
- Based on the long track record Siemens Gamesa 3.X platform:
  - Same technologies adopted in the 2.1 MW and 2.6 MW solutions.
- Flexible power rating from 3.0 MW to 3.75 MW.
- Over 7 GW\* in firm orders.

<sup>\*</sup> Figures as of CY4Q2023.

# SG 2.9-129 Increased capacity factor for greater returns

- · Available only for North America.
- Designed for medium- and low-wind sites, class S.
- Built on the foundation of the proven 2.3 MW geared product series, one of the most robust and successful turbine lines in the market. 11,212\* units installed globally.
- Application Modes with power output up to 3.1 MW.
- IntegralBlade® technology, DinoTails® Next Generation, Vortex Generators and optimized cross-sections (airfoils) design.
- Based on continuous innovation and with a 25-year design lifetime.
- Suitable for repowering applications.







### Service



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### Service is in our DNA

Service mindset





Global reach with local focus

First OEM with a dedicated service organization with digital backbone.

Active in 60 countries organized in 5 regions providing global access.



**Track record** 

Strong track record 83.7 GW under service and undisputable leadership in OF.



Fleet expertise

Continuous development of multibrand expertise.

### We never compromise on safety

Transparent reporting to drive down our Total Recordable Injury and Lost Time Injury Rates.

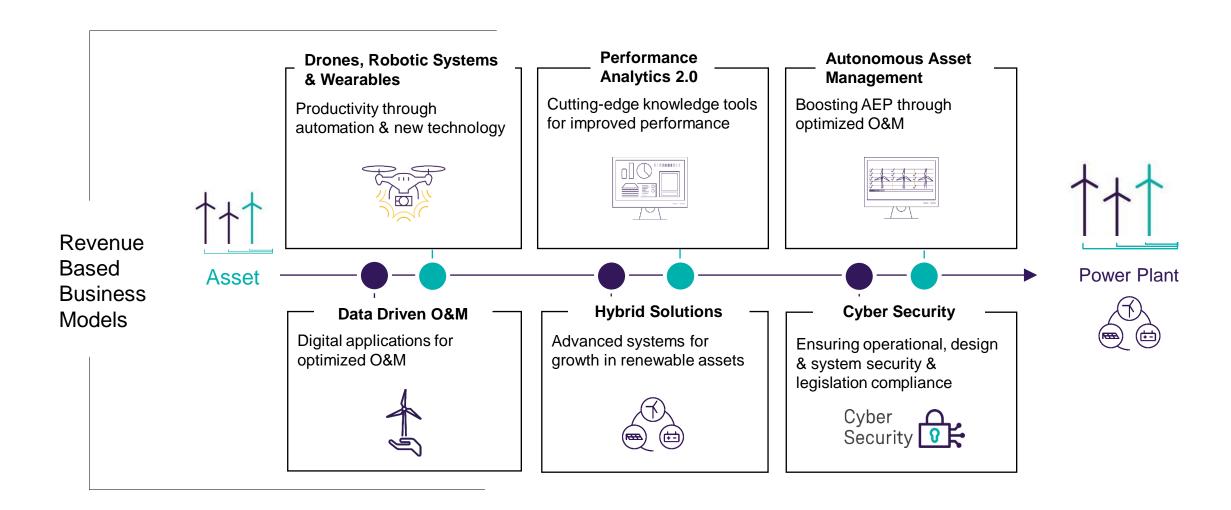
- Analysis of trends and areas for improvement.
- Incident investigations to prevent reoccurrence.
- Contractors included in all aspects of our safety performance.

Proactive control measures and education to deliver improved EHS performance.

- · Robust risk assessments to ensure safe operations.
- EHS programs based upon high-risk activities and operational control.
- Real world effective safety training.



# Innovation on asset and plant level as a key focus for Siemens Gamesa to drive performance and improve customer returns



# Service established as strong lifetime partner towards the customer via a broad portfolio offering

Service portfolio

AEP upgrades

Asset
Optimization

Multibrand by nature

Asset
Optimization

Asset
Optimization

Asset
Optimization

Maintenance

Asset
Optimization

Knowledge

Spares and Repairs

Best in class expertise

Customer benefits

Higher output and revenues

Maximize uptime and reliability via innovative solutions to maximize performance and availability.



#### Full cost control

Turn data into valuable knowledge to **maximize customer insight** and enable **optimized maintenance and performance** strategies.



#### Risk mitigation

Optimal control of business risk through warranties and grid management tools.



# Thank you



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