



## Vestas as a multibrand service partner

**Gonzalo Arocena**

Commercial Manager LATAM South

Vestas LATAM

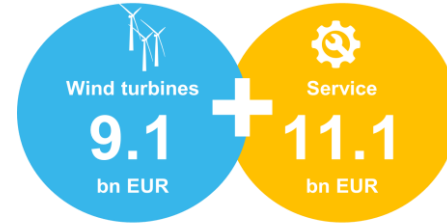
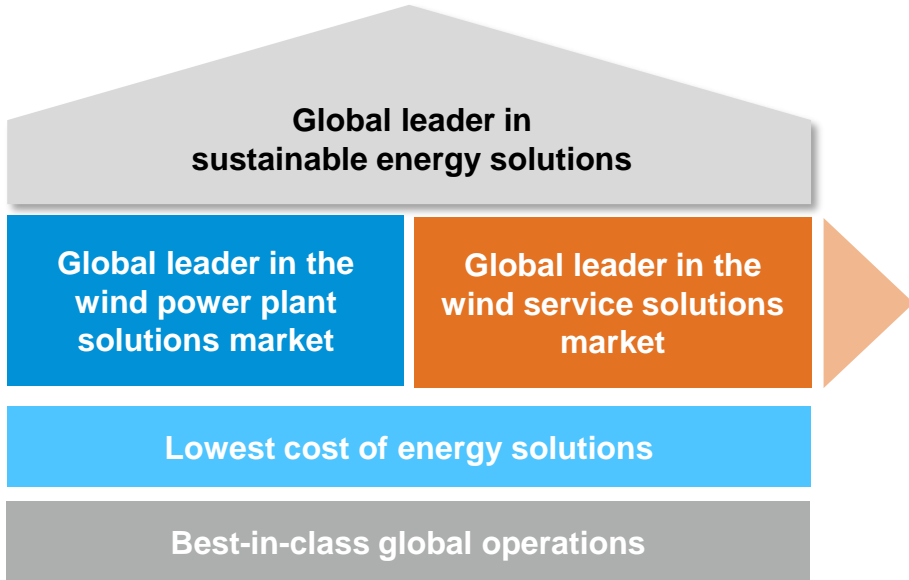
- Vestas as your Service Partner
- Why Vestas
- Success Cases

# Vestas as a **multibrand service partner for your fleet**



# Vestas Service Strategy

Fleetwide and flexible service offerings to optimize larger and more diverse fleets



**Service is a central pillar** in Vestas' strategy

**Strengthen service sales setup** around **Multibrand services** (including Availon and Upwind)

Vestas Services will be a **market leader** within **core and advanced service offerings**

# Bringing together unique capabilities

Customers to benefit from the integration of market leading service providers

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## Availon

- Specialized knowledge on multibrand platforms
- Multibrand spare parts supply chain
- Multibrand full-scope capabilities

## Vestas

- Global supply chain and operational set-up
- Strong R&D capabilities
- Financial strength

## Upwind Solutions

- Strong operational presence and experience
- Broad multibrand portfolio

**Customized service solutions**

# Why consider a **multibrand** service partner?

One partner across the fleet can be an enabler for a more profitable business

- One strong partner for multiple platforms
- Optimized O&M costs across the fleet
- Maximized production across portfolio
- Global spare parts & components network
- Effective sharing of processes  
(e.g. Health and Safety and performance data)
- Tailored solutions

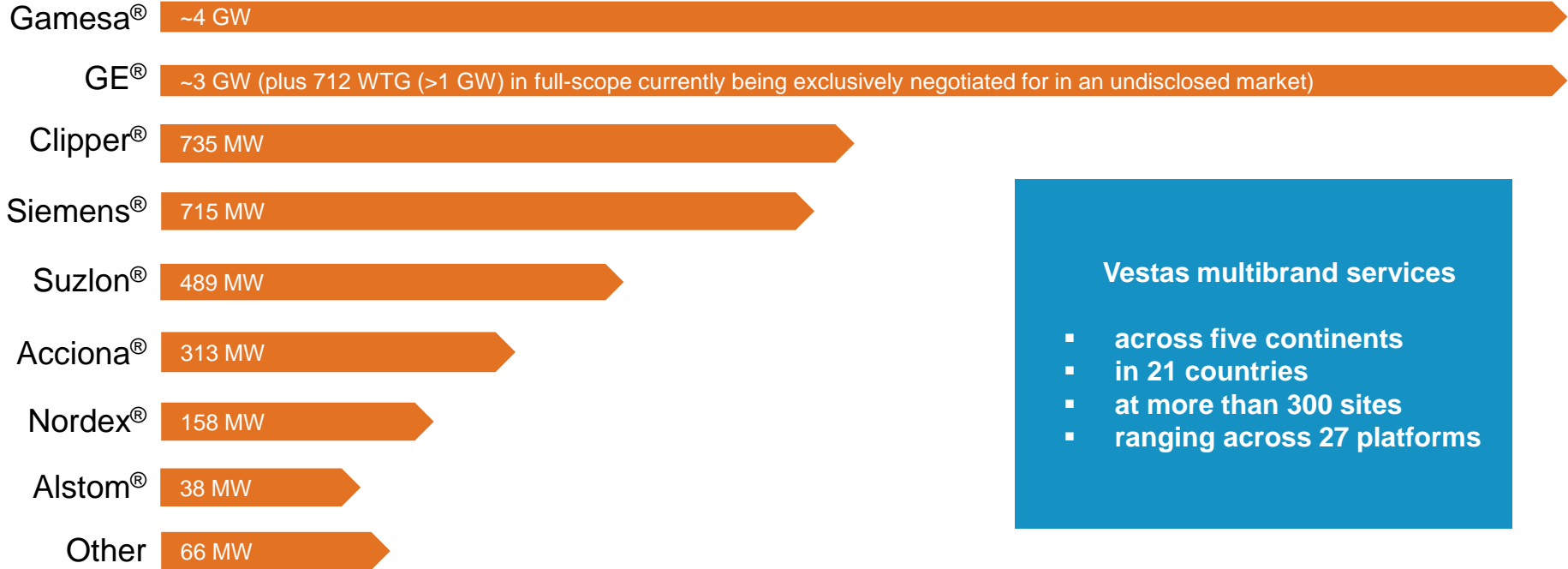


One  
fleetwide  
partner



# Experienced multibrand service partner

Close to 10 GW under contract/awarded



## Vestas multibrand services

- across five continents
- in 21 countries
- at more than 300 sites
- ranging across 27 platforms

Multibrand portfolio as JAN.2018

# Global Parts & Logistics

The industry's largest service organization can service your parts and repair needs

## Global Service Supply Chain



**+500,000 parts** being supplied yearly  
to our customers



**+1,000 global and local suppliers** to  
minimize your parts and repair costs



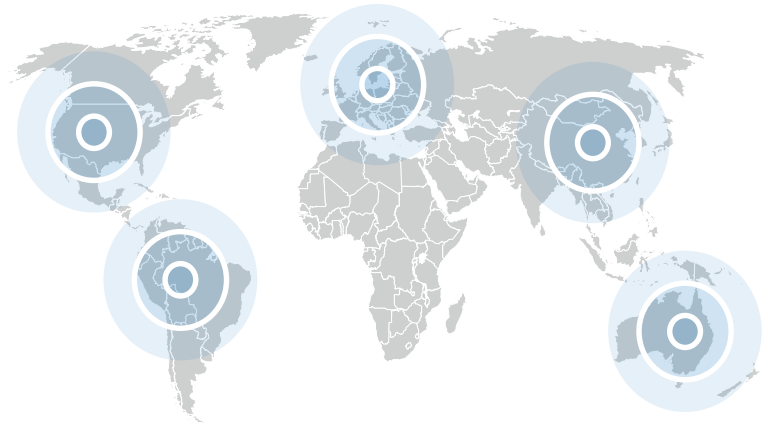
**+19,000 different parts on stock** in order  
to provide a faster return to service



**+7 repair workshops and repair  
partners** to obtain global reach

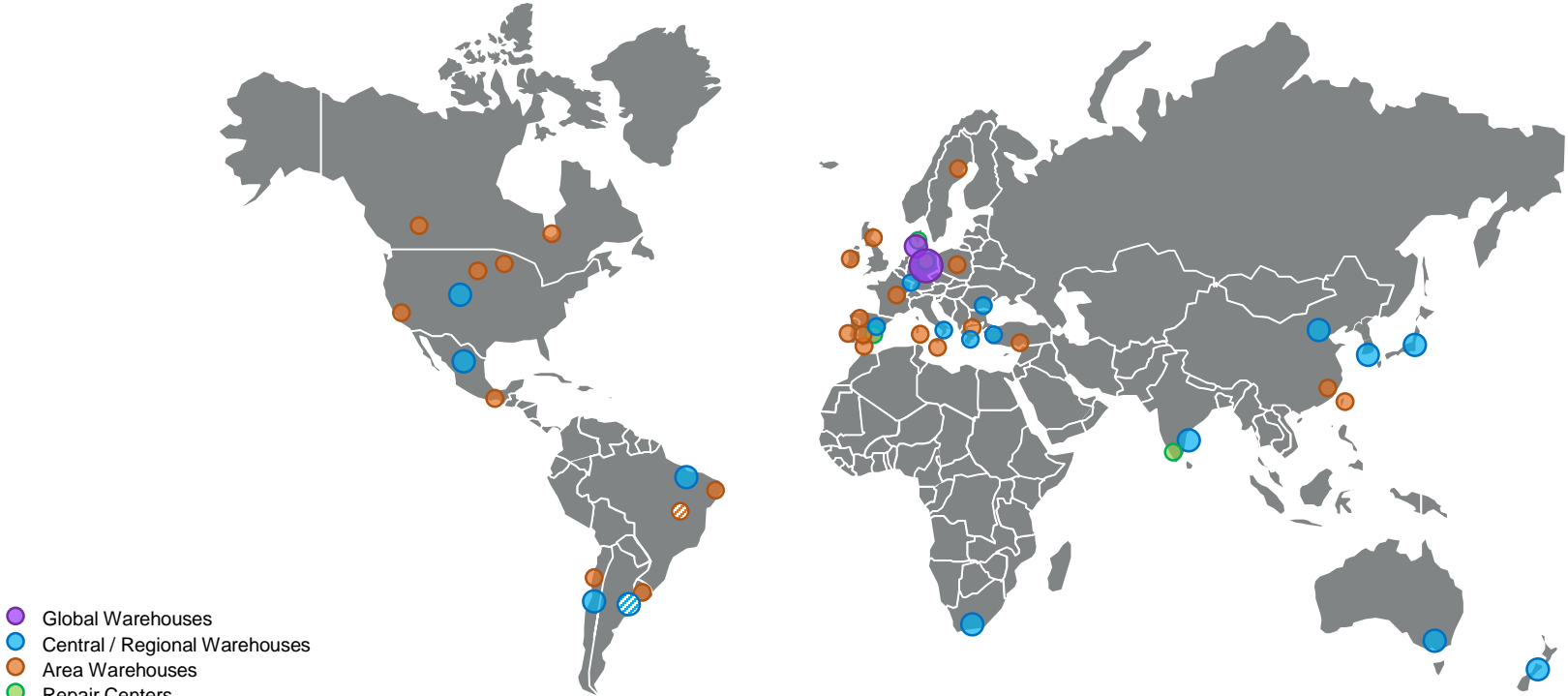


**+250 warehouses and service centers** reach around 700  
different destinations in 56 countries



# Vestas Global Warehouse Footprint

24 central and regional warehouses placed globally to secure quality & on time delivery

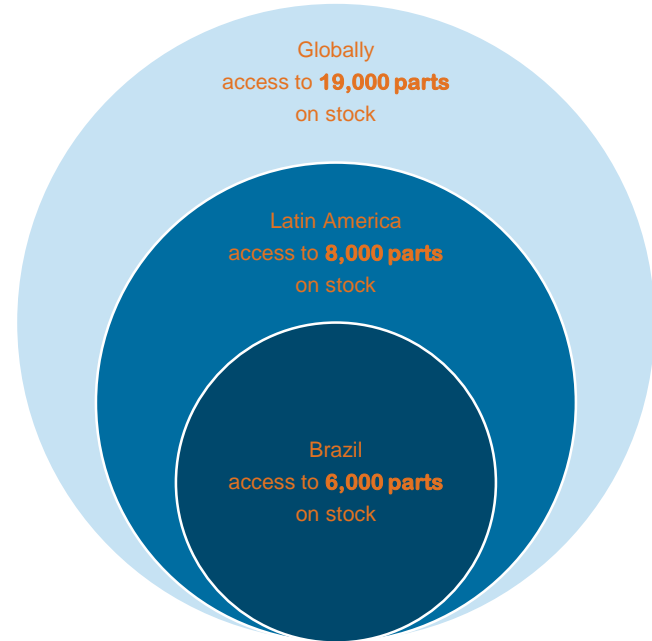


- Global Warehouses
- Central / Regional Warehouses
- Area Warehouses
- Repair Centers
- Under implementation



# Vestas Brazil Spare Part Distribution

Strong local presence backed up by a robust global supply chain



# Multibrand Spare Part Management

One stop shop for all

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## Stage 1: Parts Identification

Gather basic material information to proceed to next stage.

## Stage 2: Parts Sourcing

Material information available. Start material sourcing and system activation process.

## Stage 3: Parts Activation

Parts activated and ready for procurement, stocking and consumption.

## Stage 4: Parts Sale

Parts available in Shop Vestas and for sale to our customers.

# Conclusion

Vestas a multibrand service provider

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- Vestas endeavors to become a fleetwide service provider for our customers
- Vestas is already the largest multibrand service provider worldwide
- Vestas continuously develop our range of services and add platforms to our portfolio
- Vestas employs the scope, breadth and depth of its global organization to deliver at the highest possible performance
- ...to reduce the Lost Production Factor of our customers' multibrand fleet