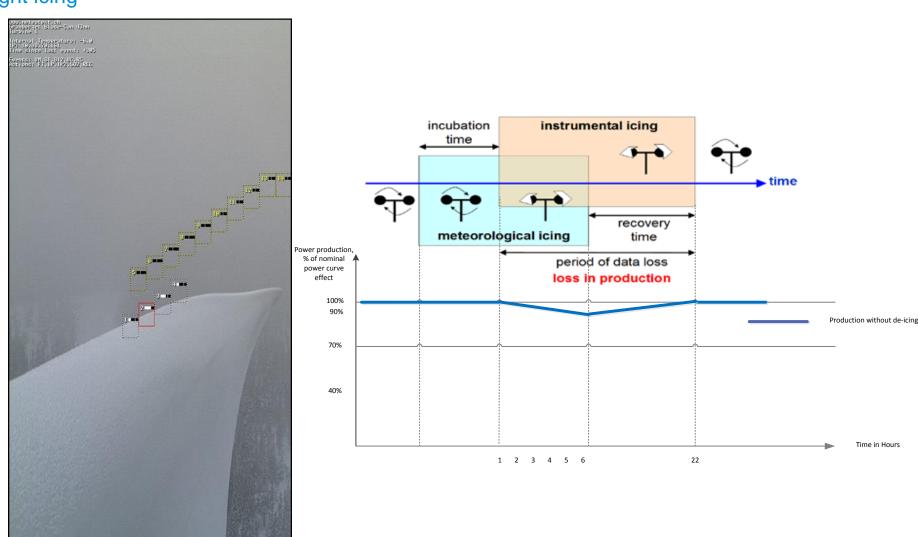


Ice Wind

Challenges for the manufacturer in connection with design and operation of wind farms in cold climate

Icing Scenarios

Light icing

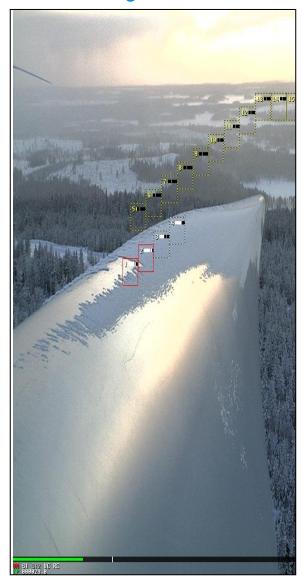


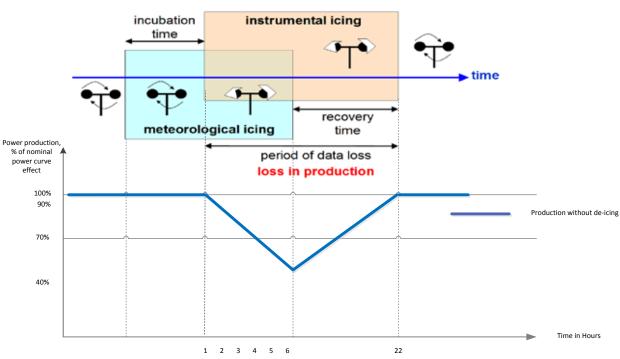
Wind. It means the world to us.™

Icing Scenarios

Moderate icing

3

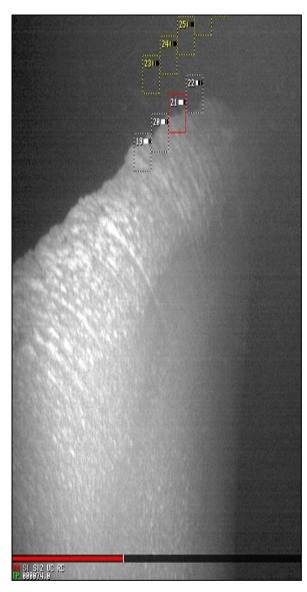


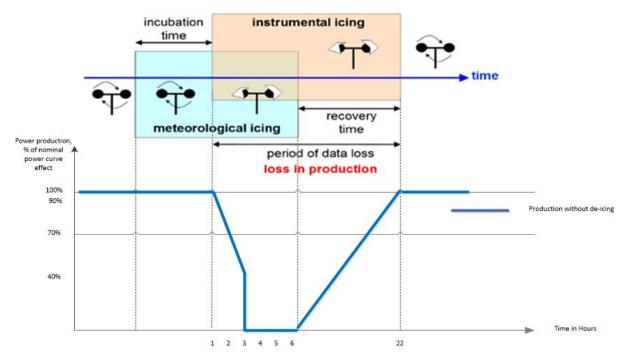


Wind. It means the world to us.™

Icing Scenarios

Heavy icing





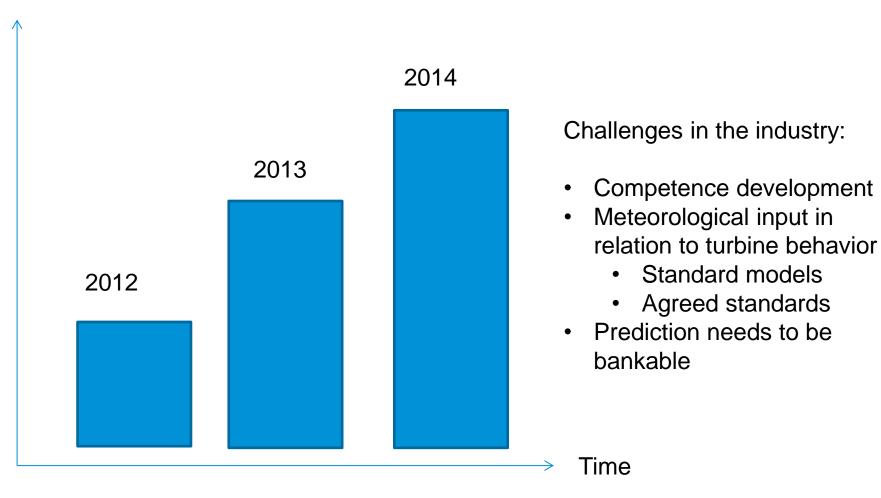
Risk vs. Reward

Designing and Building cold climate turbines has challenges

Negotiation Installation Operation **Pre-Sales** What is the risk? What is the Winter window How to operate Prediction of A requirements cold cli % losses d Building permits turb Track record ice culate Ice the **Documentation** es due to De-icing/ice se investme Warrantie Design **Prototyping Prototyping** Manufacturing requirement lab test field test spec. What to design for? Expensive Ramping up How to model and Lack of standards Resource demanding Impact on factories lab test Lack of acceptance Short window of Training and How to build of failures competences testing confidence in lab Competence Risk of "good" winter test development season Test site identification

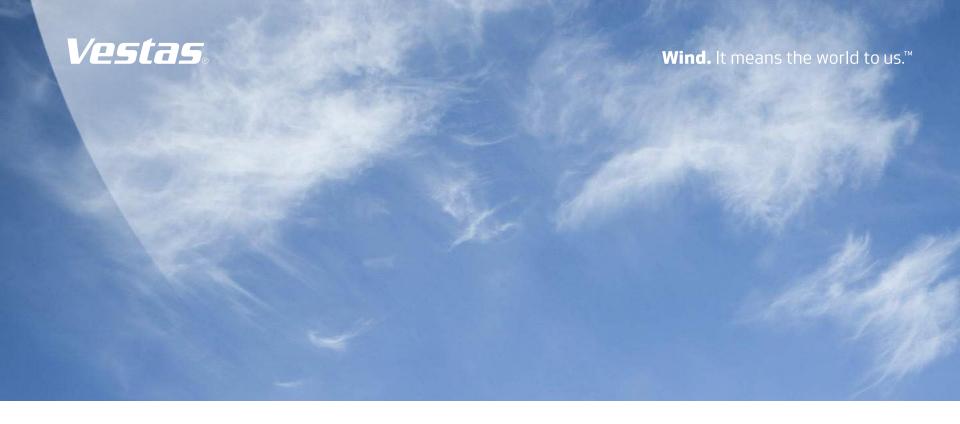
Risk vs. Reward

Requirement





Thank you



Thank you for your attention

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