



# Requirements for Successful Localization

The Future of Renewable Energy in Russia, 13.12.2017, Moscow



## Key facts



Order  
Book  
**€~20.4 bn**



Annual  
revenue  
**€~11.5 bn**



Installed capacity  
worldwide  
**~80 GW**



Employees  
worldwide  
**~27,000**



Market  
capitalization  
**€~7.5 bn<sup>1</sup>**

Figures as of June 2017

<sup>1</sup>Calculated based on share price on October 24, 2017

## Key Requirements for Successful Localization

Definition of successful localization?

- *Long term, sustainable jobs created*
- *Development of local expertise and industrial capabilities with export potential*
- *Profitable (win-win-win) outcome for all stakeholders: OEMs, Investors, Society*

### Requirements:

- 1. Long-term (10+ years), ambitious wind capacity program (10+ GW)**
- 2. Conditions for manufacturing hub – easy export/ re-export of components**
- 3. Security of investment plans by clear qualification and (pre-)certification criteria**