

EU-Japan Energy Business Seminar, 24 April 2019, Tokyo

How Japan and EU can collaborate to deliver affordable offshore wind in Asia Pacific

MHI Vestas Offshore Wind

MHI Vestas Offshore Wind A/S

Powerful. Partnerships.

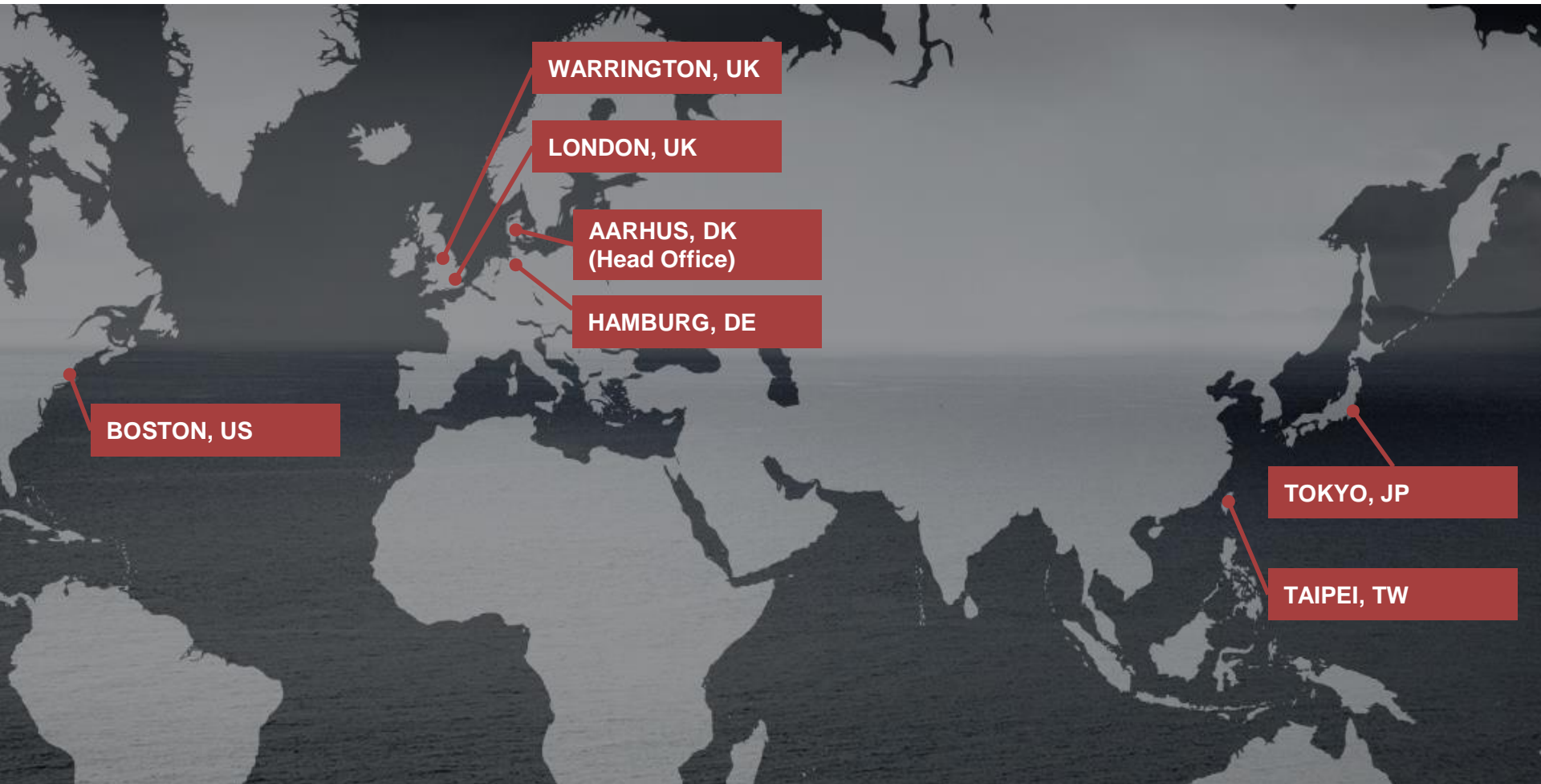


- A joint venture between two industry leaders
- Founded 1 April 2014, now employing ~3,000 employees
- Sole focus on offshore wind
- Our business is to design, manufacture, install and service wind turbines
- 25 years offshore wind experience
 - 1,147 turbines installed across 30 projects
 - 3.4 GW of firm orders, in line to supply 2 GW + including Taiwan and US

MHI Vestas global footprint

Expanding reach from Europe

OFFICE location



What we should consider for a new market entry, especially Japan and Taiwan

Differences from EU market

- **Harsh natural conditions such as typhoons, earthquakes and lightnings.**
- **Local regulatory framework.**
- **Business manners, languages and local stakeholders' experiences.**



Commitment to a new market entry, especially Japan and Taiwan

MHI Vestas's commitment

- **Typhoon variant**, Class T model to be introduced, which equipped with **reliable lightning protection**.
- **Experts from Japan in MHI Vestas Offshore Wind**, who can discuss with governmental officers and persons with relevant knowledge and experience.
- Collaboration with **rich experienced parent companies in Japan and Taiwan**, and **introduction of our practice in Europe** to stakeholders.



Overview

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- An aerial photograph of an offshore wind turbine in the dark blue ocean. The turbine has three white blades and a yellow base. A red and white service vessel is positioned near the base of the turbine, creating a white wake in the water.
- MHI Vestas is the expert with 25 years of offshore wind experience
 - We can provide “Japanese soul” and “European expertise”
 - Commitment with Japanese experts

Let's move the horizon.