



## INVESTMENT AND DEVELOPMENT Out of Thin Air

WIND TURBINE PROJECTS



# Europe's Winds of Change

Wind: an inexhaustible source of energy. Environment friendly. Effective.

Denmark is a powerful trailblazer in the development of wind turbine technology. A Danish wind turbine was already generating electricity more than a hundred years ago.

And today, more than 20 per cent of Denmark's energy is generated by wind power. Denmark's wind turbine undertaking started as an environmental project, but is now an industry worth billions. Other countries have followed in Denmark's footsteps.

Wind energy has become the most inexpensive renewable energy technology we know today. Danish studies show that wind energy currently competes with the price of energy generated by coal-fired power plants with exhaust-gas cleaning.

And US studies predict that the wind turbines of tomorrow will be more efficient than ever.

Environmental awareness is growing at the same time. Not only among the general population, but also among governments and in the EU. As a result, financial support for wind turbine projects is readily available.

The future has many enticing opportunities in store for wind energy. An international quota system limits the emission of carbon dioxide for each country. This has already led to widespread trading in CO2 credits given to factors such as wind turbines.



## Investment, Development and Local Embedment

Over the last five years, EnergiØst has been involved in wind turbine projects in Denmark and Germany valued at more than DKK 400 million.

This has given us comprehensive know-how in wind power technology – but also in developing, financing and implementing wind turbine projects. The goal of EnergiØst is to be a catalyst for new wind turbine projects throughout Europe. We intend to offer investors high-quality wind turbine projects – projects that combine maximum security with maximum return. Our experience from places like Bornholm clearly indicates that the most successful wind turbine projects have widespread local embedment. As a result, we consider the local community, local tradesmen and local contractors to be natural project participants. Both as suppliers and as investors. Local investors will be the first to be offered the option of investing in the projects.

Local embedment is a natural element of EnergiØst's strategy.

### Bornholm's 11 Wind Turbines

In 2002, EnergiØst was involved in a large-scale project for modernising the wind-turbine capacity on the Danish island of Bornholm. Eleven new, highly effective wind turbines had to be erected. At the same time, more than sixty old, small and worn-out wind turbines had to be dismantled and removed.

The entire population of Bornholm was given an opportunity to invest in the turbines. Local labour was used as much as possible for electrical work, foundations, roads, etc.

The project was carried out with widespread political support and encouragement from Bornholm's citizens. Roughly 90 per cent of the total financing came from Bornholm investors.

The large-scale project included the founding of a local organisation, purchasing the old wind turbines, negotiating with site owners and municipal authorities, financing the project and carrying out negotiations between the project participants and the various wind turbine manufacturers.



## **Expertise and Network**

EnergiØst ApS is owned by Steffen Olsen, who in 1998 left a high salaried job as a business consultant for one of the largest banks in Scandinavia to devote himself solely to wind turbine projects. Steffen Olsen's broad background as a business consultant in the banking world provides the natural platform for developing and investing in wind turbine projects. In addition, EnergiØst has developed extensive contacts and networks with consultants and competencies in the areas of wind-turbine technology, planning and financing.





## Implementing a Wind Turbine Project

#### 1. Start-up Phase

- site exploration and selection; wind-farm placement
- connection possibilities
- wind calculations
- site-owner agreements
- permit applications

#### 2. Planning Phase

- wind measurements
- the planning of roads, foundations and power connections
- studies and final decision regarding the best technical wind-turbine solution
- selection of contractor

#### 3. Financial Phase

- sales prospectus
- financing
- insurance policies

#### 4. Building Phase

- coordinating the construction tasks (roads, foundations and power connections)
- supervision/quality control
- servicing the wind turbines

#### Denmark:

Løgumkloster1 windHasle3 windRønne3 windAakirkeby5 wind

1 wind turbine, 600 kW
3 wind turbines, 1300 kW each
3 wind turbines, 800 kW each
5 wind turbines, 1300 kW each

#### Germany:

Windpark KARO Windpark Owschlag Windpark Handstedt

9 wind turbines, 1300 kW each4 wind turbines, 1500 kW each13 wind turbines, 1500 kW each

#### Lithuania:

Start-up phase in progress

#### Poland:

Start-up phase in progress



## References



## Contact



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