

PNE WIND AG

Presentation | October 2011



Buchholz wind farm

Agenda



1. PNE WIND AG at a glance

2. Business model

3. Market and strategy

4. Financials

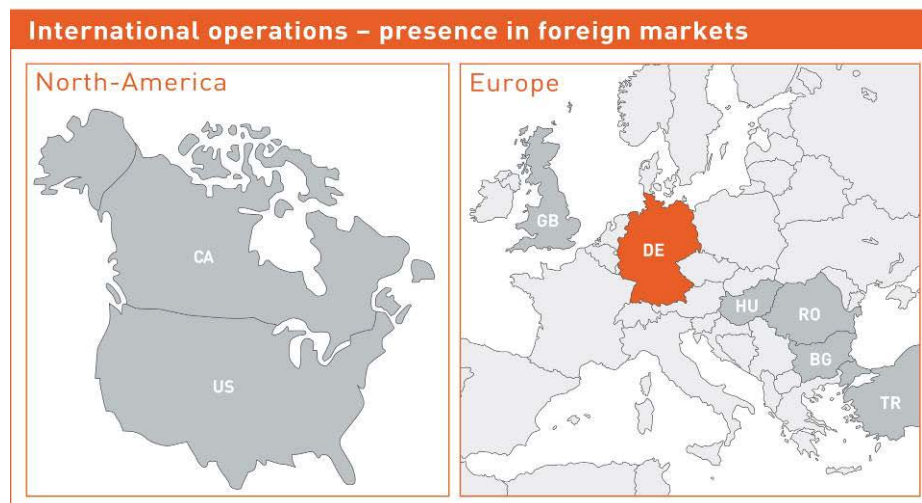
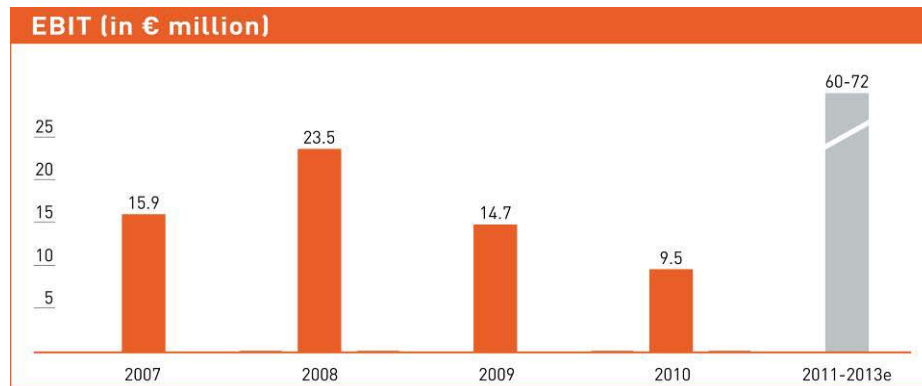
5. PNE WIND AG share

6. Investment highlights



PNE WIND AG at a glance

Overview



- Development and implementation of wind farm projects in Germany and abroad, both onshore and offshore
- Core competence: development, project planning, implementation and financing of wind farms
- Sale with after-sales technical and commercial support service
- Company based in Cuxhaven, 162 employees as at June 30, 2011
- Cumulative EBIT forecast increased to at least €60 to 72 million for fiscal years 2011 to 2013

PNE WIND AG at a glance

Management



Martin Billhardt
Chief Executive Officer (CEO)

- Industry experience since 1995
- CEO since June 2008
- Areas of responsibility: strategy, investor relations, acquisitions, sales, human resources, legal affairs, investment



Jörg Klowat
Chief Financial Officer (CFO)

- Working for PNE WIND AG since 1999
- CFO since April 2011
- Areas of responsibility: finance and accounting, controlling, risk management

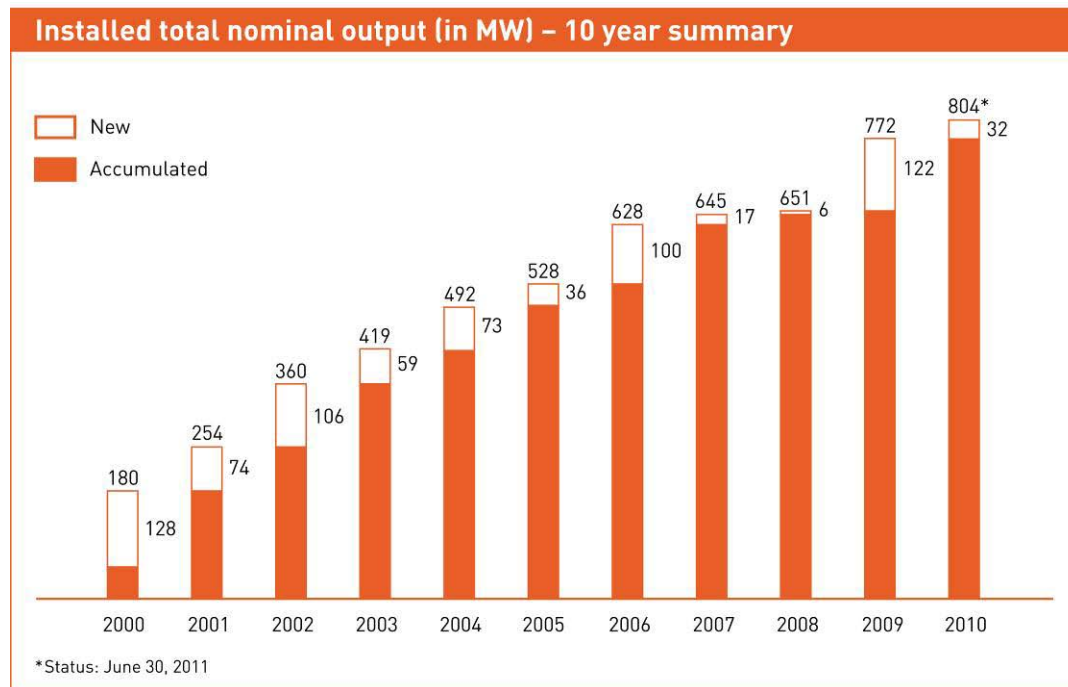


Markus Lesser
Chief Operating Officer (COO)

- Over 10 years experience in the Renewable Energy project planning industry
- COO since May 2011
- Areas of responsibility: project development and wind farm implementation onshore and offshore

PNE WIND AG at a glance

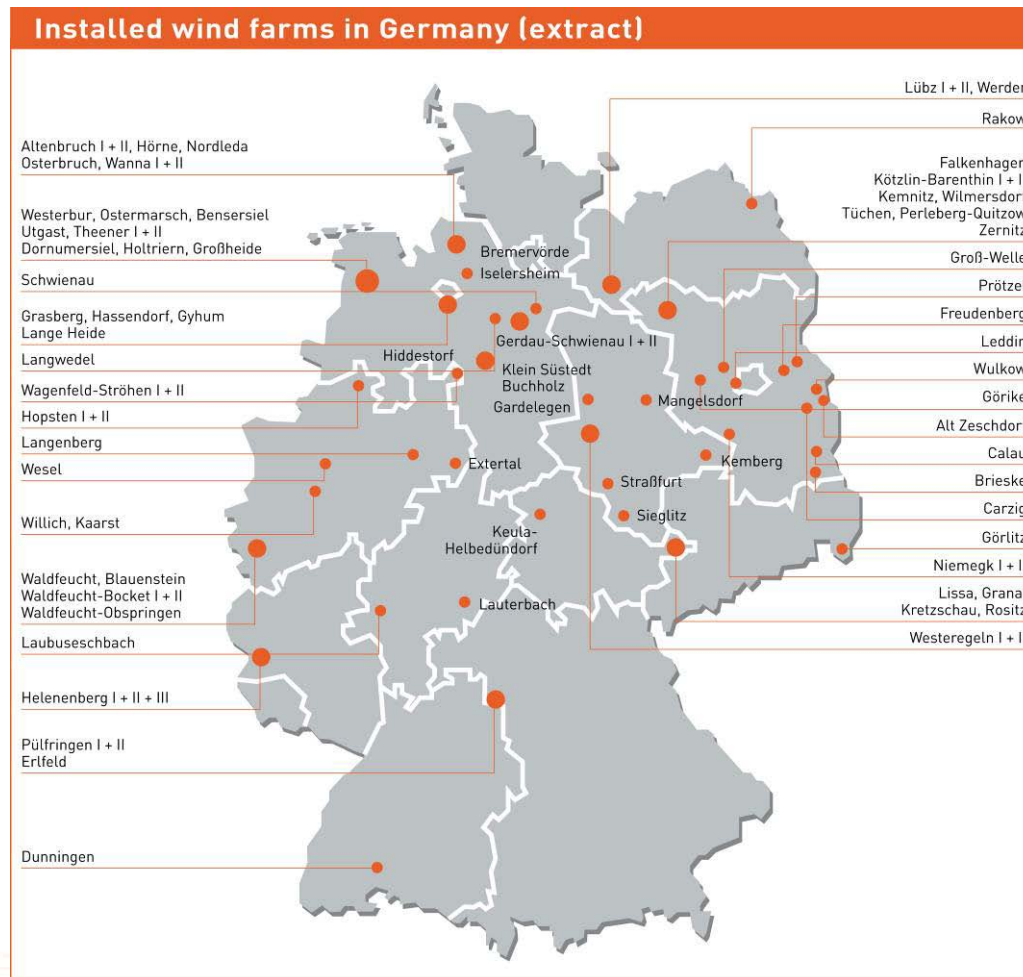
Installed capacity



- Since foundation in 1995 development of onshore wind farms
- Reference list: 97 wind farms
- 563 wind turbines (WT) with a total output of 804 MW installed
- PNE WIND AG is therefore one of the most experienced wind farm developers – worldwide!

PNE WIND AG at a glance

Installed wind farms



- Extensive know-how upon site acquisition, wind analysis and erection of wind farms all over Germany
- Long-term partner for wind farm operators with comprehensive network to decision makers
- Trustful cooperation with leading manufacturers such as Siemens, Vestas, Nordex and Enercon

PNE WIND AG at a glance

Wind farm development in Germany (onshore)



Wind farms with total capacity of above 1,100 MW under development

- Overall above 1,100 MW under development as at June 30, 2011
- Approvals required for construction for three wind farms with a nominal output of 20 MW had been obtained
- Additional approvals for construction of onshore wind farms in Germany are expected on short notice



Agenda



1. PNE WIND AG at a glance

2. Business model

3. Market and strategy

4. Financials

5. PNE WIND AG share

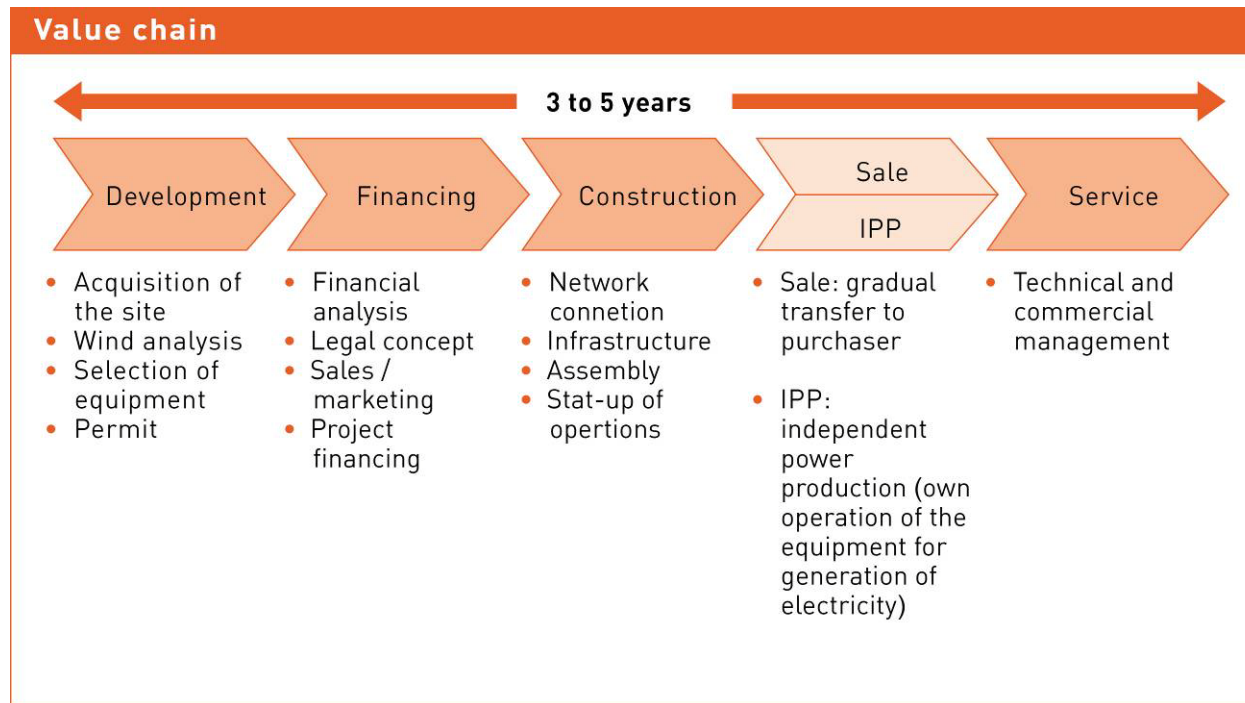
6. Investment highlights



Langwedel wind farm

Business model

Value chain



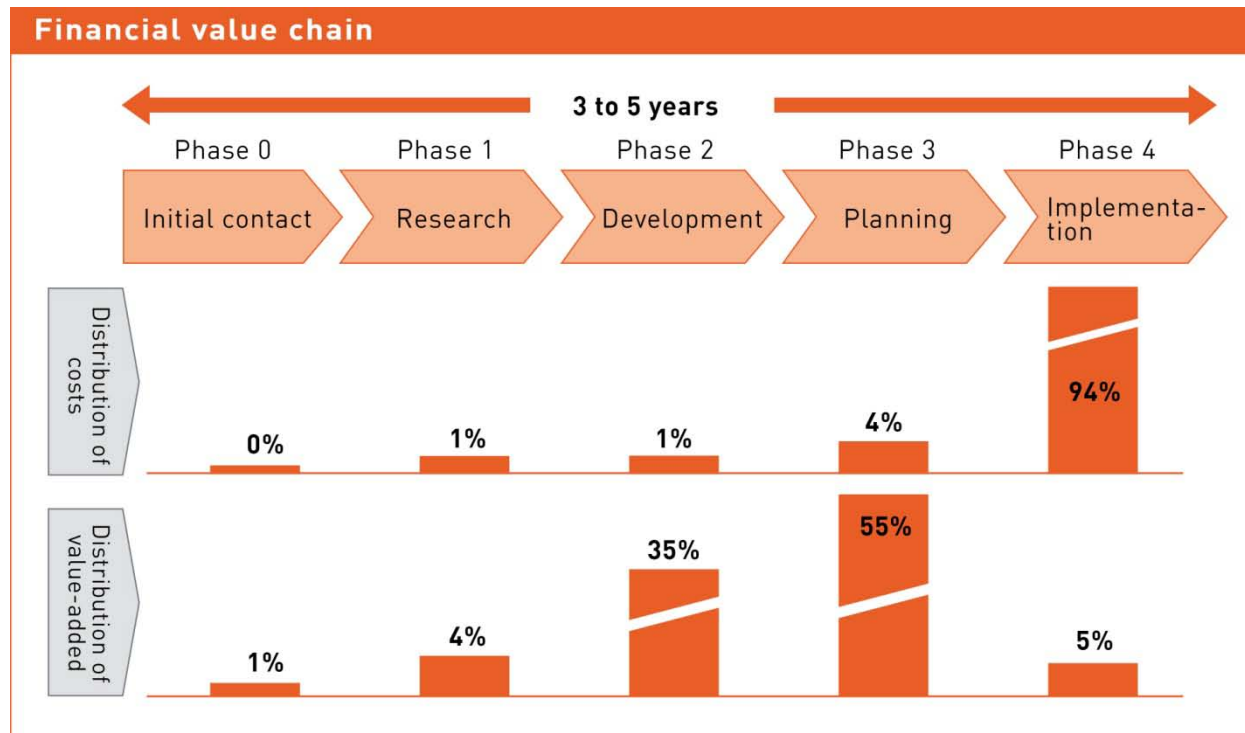
- Development, financing and construction of wind farms through to commissioning
- After completion: complete handover to buyer or takeover for independent power production (IPP)
- After-sales support service ensures customer retention and guarantees recurring revenues
- Full coverage of the entire value chain

Criteria for successful wind farm development:

- **Wind in m/sec**
- **Probability of approval**
- **Assured grid connection**

Business model

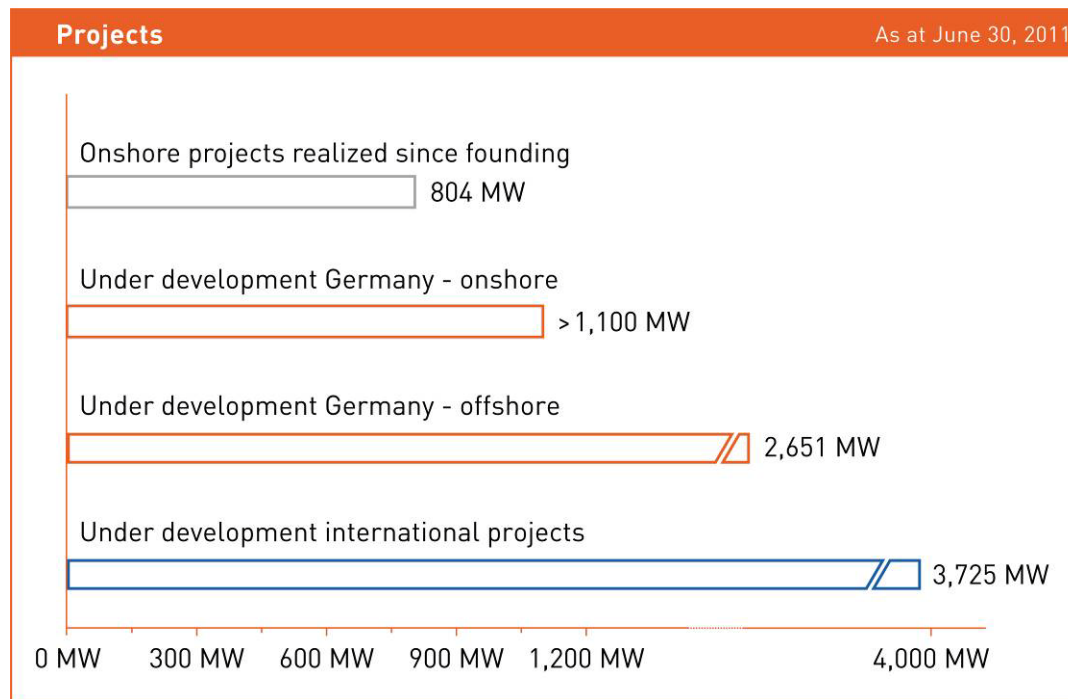
Financial value chain



- PNE WIND AG generates value especially ahead of implementation phase
- When selling the project right after obtaining approval: attractive returns combined with low revenues and very limited capital requirements
- When selling wind farms after completion: attractive returns and high revenues, but yet much higher capital requirements
- Project business: successive invoicing after construction progress (milestone payments)

Business model

Project pipeline



Onshore

- National and international total of around 4,800 MW under development

Offshore

- Projects with total of 2,651 MW currently under development
- Approvals have been granted for around 800 MW
- Offshore business is growth driver of the future

Business model

Current projects – Germany



Offshore projects – Germany

Project	Phase	Location	WT up to	Total MW (up to)	Nominal capacity per turbine
Borkum Riffgrund I *	4	North Sea	77-89 Siemens	277-320	3.6 MW
Borkum Riffgrund II *	3	North Sea	84-96 Siemens	302-346	3.6 MW
Gode Wind I	4	North Sea	77 Vestas	231	3.0 MW
Gode Wind II	4	North Sea	84 Vestas	252	3.0 MW
Gode Wind III	1	North Sea	15 Vestas	105	7.0 MW**
Nemo	2	North Sea	80	480	6.0 MW**
Nautilus	2	North Sea	80	480	6.0 MW**
Jules Vernes	2	North Sea	80	480	6.0 MW**
Total:			589	2,651	

Phase 1 = Project identification phase

Phase 2 = Application conference held

Phase 3 = Hearing held

Phase 4 = Approval granted

* PNE WIND AG acts as service provider

** expected

Business model

Current offshore projects in Germany

Borkum Riffgrund I + II

- Start of construction of “Riffgrund I” expected in 2013
- PNE WIND AG acting as service provider for DONG Enerby
- “Riffgrund II” will be jointly developed
- PNE WIND AG expects further milestone payments in the double-digit million range regarding these projects depending on the projects’ progress

Gode Wind I + II

- PNE WIND AG holds 100% interest in both projects
- Building permit granted by German authorities in August 2006 (Gode Wind I) and July 2009 (Gode Wind II)
- Seabed foundations inspection for all planned wind energy turbines and the transformer station of “Gode Wind II” completed in 2010



Offshore wind farm

Business model

Current offshore projects in Germany



Gode Wind II

- Project Management
 - Financing: Green Giraffe Energy Bankers (debt advisors), Augusta & Co. (equity placement advisors)
 - Other providers: K2 Management A/S (technical advisors), NW Assekuranz (insurance), Watson, Farley & Williams (legal advisors)
- The documentation required for the binding agreement to the grid connection has been submitted in February 2011 to the transmission grid operator TenneT:
 - Supply contract for 84 Vestas type V112 wind energy systems
 - Preliminary contracts for the supply of 84 monopile foundations by MT Højgaard A/S, the internal wind farm cabling by Draka Norsk Kabel AS and the wind farm's transformer station by ALSTOM Grid GmbH
- The binding commitment for the grid connection has been in late June 2011 from TenneT received

Business model

Current offshore projects in Germany

Gode Wind I

- Project
 - Approval granted, further technical development
 - Vestas: wind turbine supplier
 - PNE WIND: Components, transformer station, park design, financing strategy

Gode Wind III

- Project
 - Project identification phase
 - 15 wind turbines possible
 - Reference area for new Vestas offshore turbine (expected: 7 MW)

- Development partnership Vestas / PNE WIND for both projects
 - Based on the successful development of the offshore wind farm “Gode Wind II”
 - Exclusive partnership

Business model

Current projects – international



Onshore projects – international

No.	Country	Number of projects	Area already secured (in ha)	MW up to
1	USA	24	5,671	1,835
2	Canada	7	7,857	525
3	UK	14	5,172	408
4	Turkey	3	---	204
5	Hungary	2	477	84
6	Romania	3	333	244
7	Bulgaria	9	966	425
Total:		62	20,476	3,725

Investment criteria:

- Country credit rating
- Attractive, reliable feed-in system
- Local JV-partner

Business model

Current projects – international



Onshore projects – international



- Foundation of US subsidiary PNE WIND USA, Inc. in October 2008 (based in Chicago)
- Good wind potential and large number of attractive wind farm sites on offer
- Strategy: Greenfield development in close cooperation with local partners
- Already area of approx. 5,671 ha secured and 1,835 MW under development
- Objective: medium-term development of further wind farm projects with up to 1,140 MW

Joint Venture – USA

- Since September 2009 first joint venture with Renewable Solutions
- First success: Sales agreement of the 20 MW wind farm in Belle Fourche (South Dakota) to Black Hills Power in May 2011
- Objective: Development of wind farms with more than 300 MW in the states of Minnesota, North Dakota and South Dakota
- Progress in development of wind farm in Johnson County (Iowa)
- Sales-options: “Asset Sales Agreement“ (ASA) or “Build Transfer Agreement” (BTA)

Business model

Current projects – international



Experienced partners gained in the USA

- Kelly Lloyd appointed General Manager of PNE WIND USA, Inc. in January 2009
 - Expert with more than ten years of experience in US wind market through engagement with enXco, Inc. (today's US-subsiary of EDF Energies Nouvelles)
 - Most recently acted as CFO, assured financing in excess of US\$ 500 million for the development and construction of projects
- Mark Eilers, President of Renewable Solutions
 - Considered one of the pioneers in the US wind industry; 15 years experience; previously President of wind farm developer Clear Wind LLC
 - Former Director of Origination at GE Energy; responsible for the development of regional sales strategies and for the sale of wind and gas turbines (volume of \$ 3 billion successfully managed)

Business model

Current projects – international



Onshore projects – international



Canada

- Joint Venture with BCP Renewable Energy Ltd. (PNE WIND AG holds 75% of the company's shares)
- Canadian wind market at early stage of development, significant growth within next years to be expected
- Participations in requests for tender for wind farms in the Canadian province of Saskatchewan, later nationwide activity planned
- Development and implementation of wind farm projects for up to 525 MW with an area of approx. 7,857 ha already secured

Onshore projects – international



UK

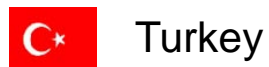
- PNE WIND UK founded as Joint Venture with New Energy Developments Limited (PNE WIND AG holds a majority interest of 67.5%)
- Development and implementation of wind farm projects for up to 408 MW with an area of approx. 5,172 ha already secured
- Appointed as a preferred development partner to the Forestry Commission Scotland
- Wind farm sites on the National Forest Estate in Argyll and Bute, West Dunbartonshire, Stirling, Perth and Kinross as well as Angus with potential of 100-200 MW

Business model

Current projects – international

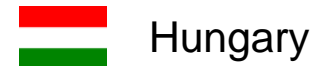


Onshore projects – international



- Cooperation with Türkwind Energie Ltd.
- PNE WIND AG holds 99% of interests in Turkish company
- Development and implementation of wind farm projects comprising up to 204 MW planned
- Area dependents on ongoing licensing

Onshore projects – international



- PNE WIND AG holds 100% of interests in Hungarian company
- First success: 36 MW wind farm approved in May 2011
- 2 wind farm projects for implementation by 2012/2013 with up to 84 MW total output planned
- Already area of approx. 477 ha secured

Business model

Current projects – international



Onshore projects – international



Romania

- Joint venture with local partner in Bucharest
- PNE WIND AG holds a majority interest (80%) in Romanian joint venture company
- Development and implementation of wind farm projects comprising up to 244 MW planned
- Already area of approx. 333 ha secured

Onshore projects – international



Bulgaria

- Joint Venture with several partners
- PNE WIND AG holds a majority interest in each joint venture company
- Development and implementation of wind farm projects comprising up to 425 MW planned
- Already area of approx. 966 ha secured

Agenda



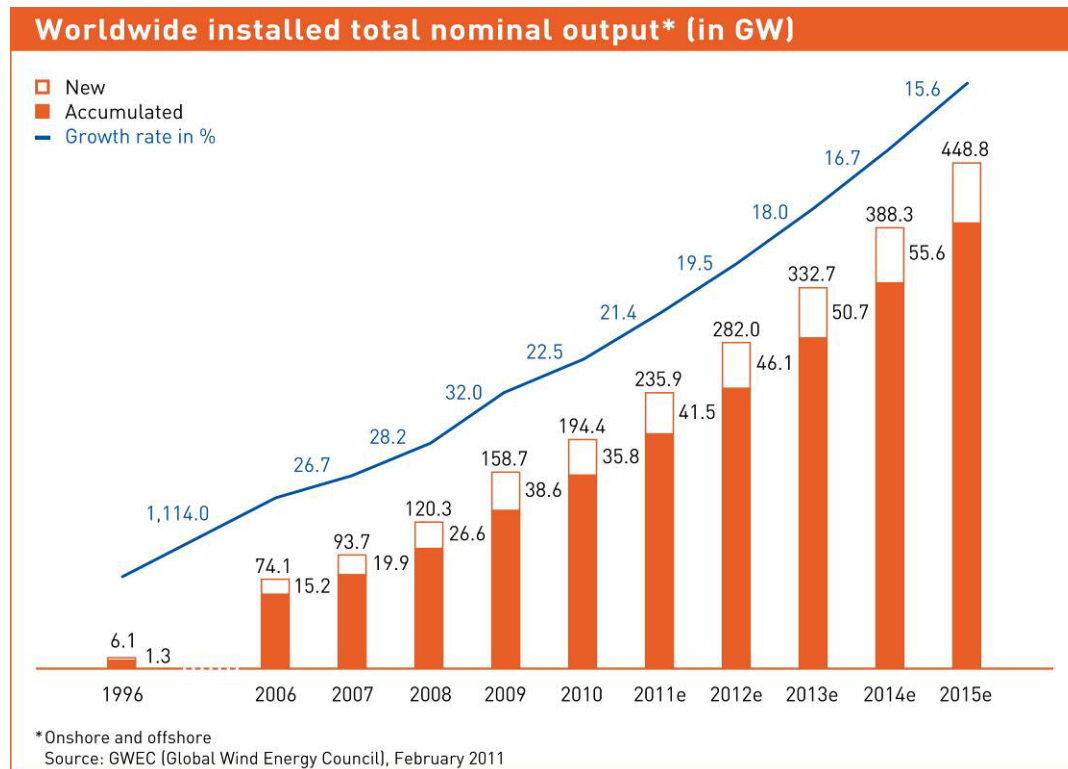
1. PNE WIND AG at a glance
2. Business model
- 3. Market and strategy**
4. Financials
5. PNE WIND AG share
6. Investment highlights



Langwedel wind farm

Market and strategy

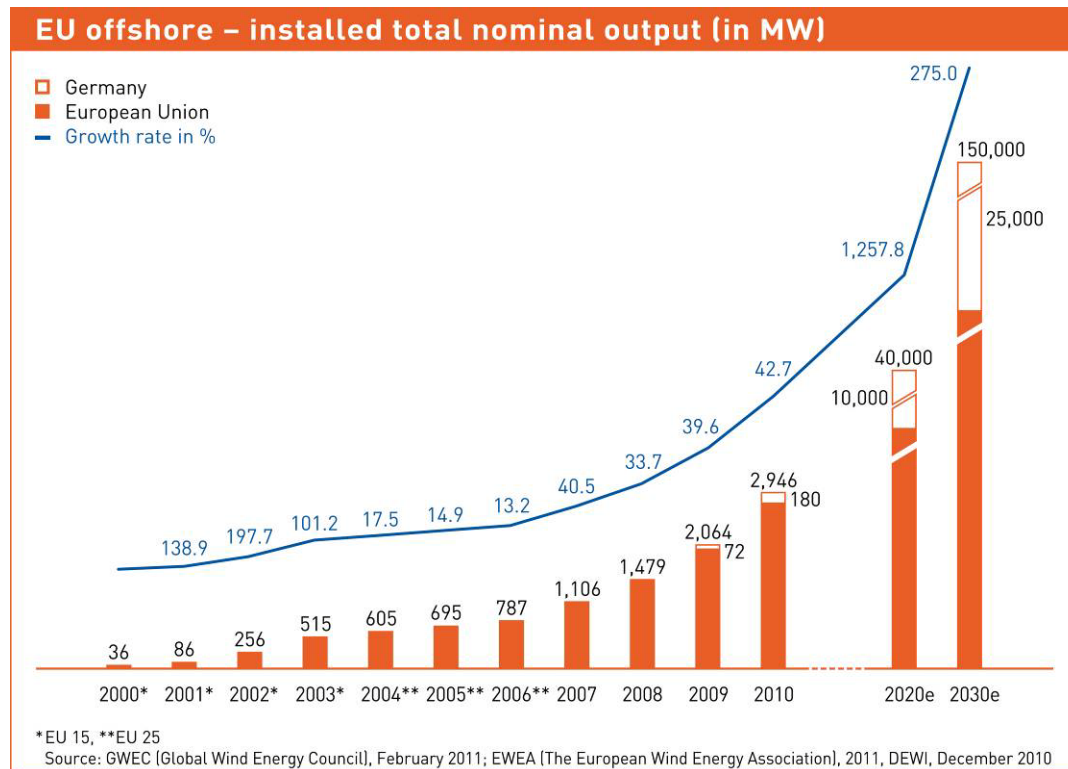
Global development of wind power



- Increased international demand for renewable energy is based on:
 - Growing population = Increasing demand for energy
 - Scarcity of fossil fuels
 - Prevention of CO₂ emissions
 - Security of supply
- Wind energy is the most technologically advanced of these and the most economically efficient technology
- Double-digit growth rates forecasted until 2015 (CAGR 2010-2015: 18.2%)

Market and strategy

Offshore Europe and Germany



- Offshore wind energy as a key growth driver for national and international wind energy markets
- 40,000 MW installed wind power capacity by 2020 as a target to achieve climate objectives of the EU
- Objective of the German Federal Government: installed offshore capacity of 25,000 MW by the year 2030

Market and strategy

Wind power in Germany: Status quo and forecast



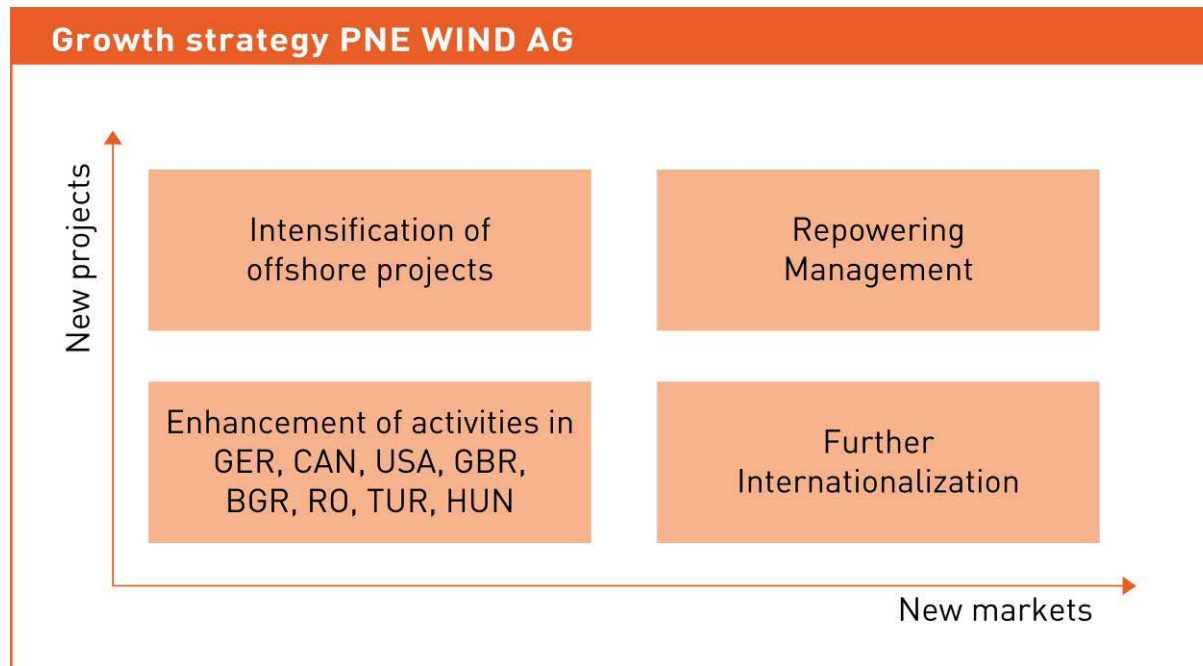
Energy Concept 2050

- The German Federal Government adopted the “Energy Concept 2050” in September 2010
- Key points of the Energy Concept:
 1. Promotion of offshore wind energy by special credit program with a volume of €5 billion
 2. Identification of additional sites to be designated for onshore wind farm construction and operation
 3. The expansion of onshore wind through adopting more favourable terms for extending the lives of existing wind farms (repowering):
 - Essential factor for the further development of wind energy
 - By the end of 2010, 779 old plants with 331 MW capacity were removed and replaced with 431 modern units with a total nominal output of 896 MW
 - For repowering experts predict a potential total installed capacity of around 30,990 MW by 2020

Source: BMU (Energy Concept 2050); DEWI, 2011; KPMG study, 2009

Market and strategy

Growth strategy PNE WIND AG



- Growth through development of new markets and new projects
- Expansion abroad into selected countries with a basic legal framework in place (comparable with the EEG) and attractive prospects
- Consistent exploitation of market opportunities in all areas of wind power

Agenda



1. PNE WIND AG at a glance
2. Business model
3. Market and strategy
- 4. Financials**
5. PNE WIND AG share
6. Investment highlights



Langwedel wind farm

Financials

Key performance indicators



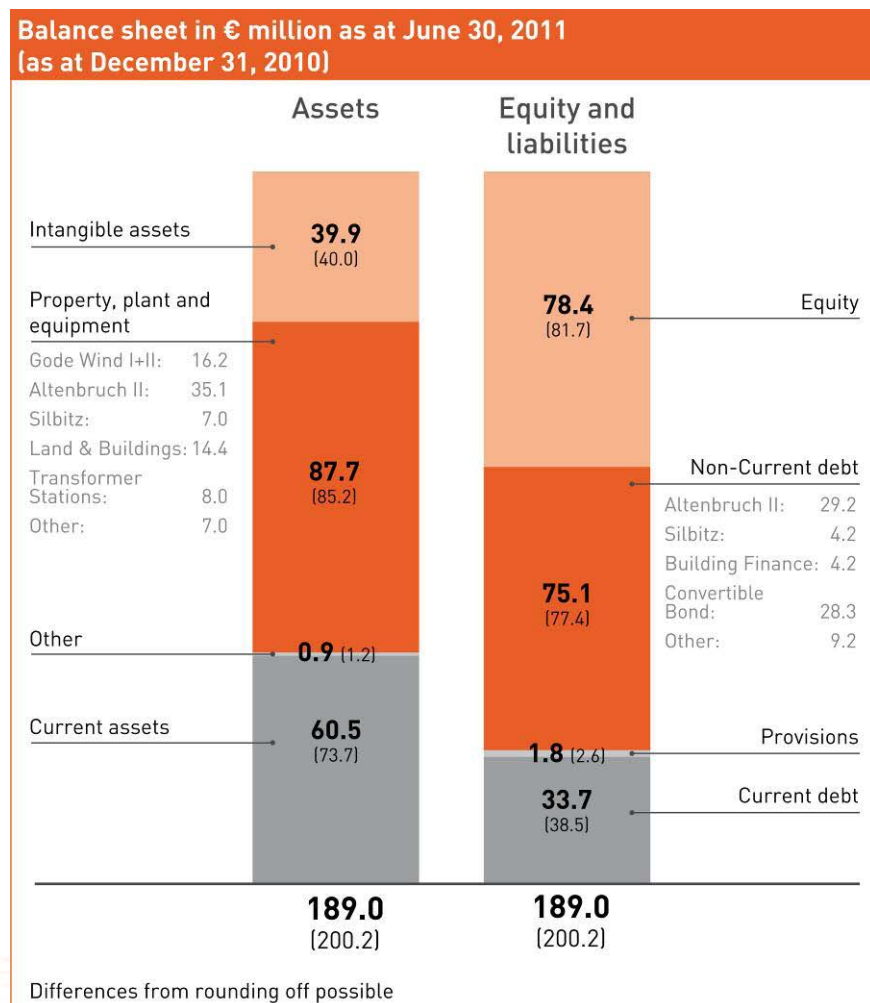
First half year 2011

in €million	Jan. 1 to June 30 2011	Jan. 1 to June 30 2010
Revenue	16.6	41.1
Total operating revenue	19.9	53.6
Cost of materials	-5.7	-32.3
Personnel expenses	-6.2	-4.9
Other	-7.0	-8.2
EBIT	0.9	8.2
Interest income	0.7	0.2
Interest and similar expenses	-2.7	-2.4
EBT	-1.1	6.0
Net income	-0.8	6.0
EPS (in €)	-0.02	0.13

- As planned, first half year 2011 below H1 2010 as less wind farms were realized
- Cost of materials strongly reduced due to lower number of wind farms
- Personnel expenses increased due to higher headcount (162 employees), as number of projects increases
- Positive operating result of €0.9 million, especially due to successful development of offshore projects

Financials

Key balance sheet ratios



- Intangible assets of € 39.9 million mainly consist of company value for the segment wind farm projecting and project rights from the first consolidation of PNE Gode Wind I GmbH
- Equity lower at € 78.4 million, mainly due to dividend distribution for business year 2010 amounting to € 1.8 million
- Equity ratio of about 41% and strong cash position (€ 36.2 million) form solid foundation for further growth and internationalization

Financials

Cash flow



First half year 2011

in € million	Jan. 1 to June 30 2011	Jan. 1 to June 30 2010
Consolidated net loss/income for the period	-1.2	5.9
Amortization/Depreciation	2.5	2.5
Δ Provisions	-0.8	-0.3
Δ Non-cash expenses/income	-0.2	-11.0
Δ Working capital	6.3	-0.8
Cash flow from operating activities	6.6	-3.7
Cash flow from investing activities	-4.9	-11.4
Cash flow from financing activities	-4.6	25.0
Cash and cash equivalents – end of period	36.2	51.5

- Cash flow from operating activities positively influenced through milestone payment of „Borkum Riffgrund I“
- Strong fluctuation in working capital is typical for wind farm developers, it varies in relation to project realization and handover of a completed wind farm
- Investments in further development of offshore projects were financed from PNE WIND's own funds
- Cash flow from financing activities includes credit redemption as well as dividend payments
- Cash and cash equivalents remain high

Financials

Forecast

Financials

- Sustainable level of EBIT anticipated
- In the short and medium term, significant income effecting EBIT from offshore projects
- Cumulative EBIT of at least € 60 to 72 million expected for fiscal years 2011 to 2013

Operative

- Further operational improvement planned in coming years due to extensive pipeline
- Onshore outlook: National and international medium term target of 10,000 MW
- Offshore outlook: medium term target 5,000 MW



Buchholz wind farm

Agenda



1. PNE WIND AG at a glance
2. Business model
3. Market and strategy
4. Financials
- 5. PNE WIND AG share**
6. Investment highlights

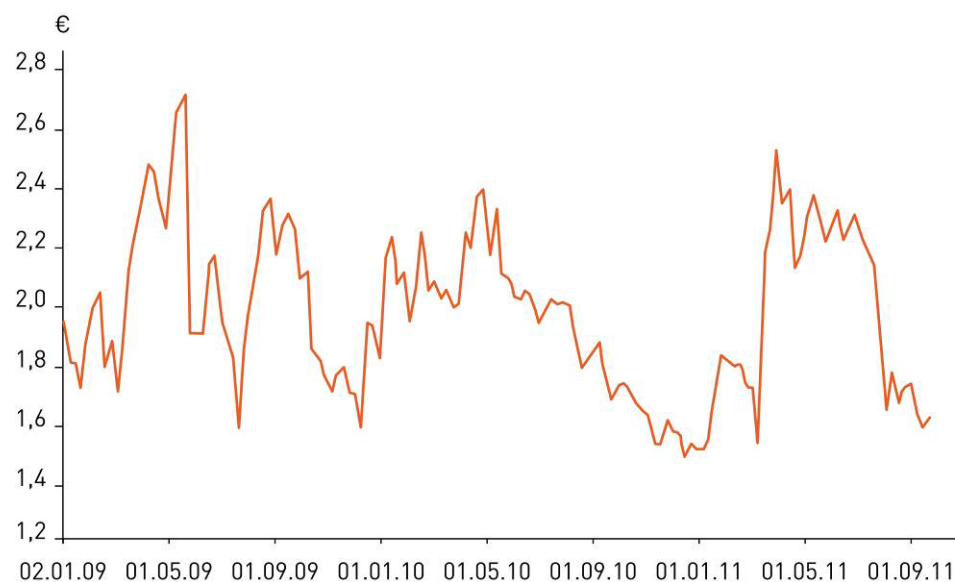


PNE WIND AG share

Price and key data



Price performance since Jan. 1, 2009



PNE WIND AG is the largest listed wind-farm developer in Germany

Key data

WKN (German Securities Code Number)	AOJBPG
ISIN	DE000A0JBPG2
Number of shares	45,777,960
Market capitalization as at September 23, 2011	€ 74.62 million
Free float	100%
Market segment	Prime Standard
Indices	HDax, Mid-Cap-Market-Index, CDAX Technology, ÖkoDAX
Designated Sponsors/ Market Maker	Commerzbank VEM Aktienbank Close Brother Seydler Bank
Reuters	PNEGn
Bloomberg	PNE3

Major investor

Luxempart S.A.



- Luxempart S.A. is an investment company listed on the Luxembourg stock exchange
- Partners: institutional and private investors
- Investment strategy: mostly minority interests in national and international (both public and private) companies
- Objective: long-term, cooperative partnerships (lock-up period of up to 3 years)
- Luxempart S.A. invested € 18.7 million into PNE WIND AG (approximately 15% of nominal capital after exercising of the convertible bonds)
- Advantage: Financial resources generated by capital measures enable PNE WIND AG to accelerate growth

Agenda



1. PNE WIND AG at a glance
2. Business model
3. Market and strategy
4. Financials
5. PNE WIND AG share
- 6. Investment Highlights**



Langwedel wind farm

Investment Highlights

- Successful project developer of wind farms onshore and offshore, nationally and internationally
- Attractive growth opportunity through strong starting position taken in the repowering sector as well as excellent positioning in the offshore sector
- Exclusive partnership with Vestas to realize three offshore wind farms
- Cumulative EBIT of at least €60 to 72 million expected for fiscal years 2011 to 2013
- Increased expansion of international business activities, particularly in Eastern Europe, the UK and North America
- Preferred development partner to the Forestry Commission Scotland for the development of wind power schemes in Central Scotland

Contact



PNE WIND AG

Press and Public Relations Work

Rainer Heinsohn

Tel: +49 (0) 47 21 – 7 18 - 453

Fax: +49 (0) 47 21 – 7 18 - 373

E-mail: rainer.heinsohn@pnewind.com

Investor Relations

cometis AG

Ulrich Wiehle

Tel: +49 (0) 611 – 205855-11

Fax: +49 (0) 611 – 205855-66

E-mail: wiehle@cometis.de



Company headquarters,
Cuxhaven

Disclaimer



This presentation is for information purposes only and does not constitute a public offer or invitation to subscribe for or purchase any securities of PNE WIND AG and neither this presentation nor anything contained herein shall form the basis of any contract or commitment whatsoever. This representation is being furnished to you solely for your information and may not be reproduced or redistributed to any other person in whole or in part.

All information contained herein has been carefully prepared. Nevertheless, we do not guarantee its accuracy or completeness.

The information contained in this presentation is subject to amendment, revision and updating. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on the company's current views and assumptions and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those in such statements as a result of, among others, factors, changing business or other market conditions and the prospects for growth anticipated by the management of the Company. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

The distribution of this document in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of applicable Securities Laws.