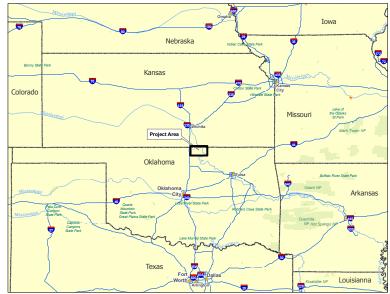


# **PNE** Wind USA

Tribal Energy Partnerships Cherokee & Chilocco Wind Parks

André De Rosa Managing Director

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### Project Development Cycle Implemented Globally for Reliable Success



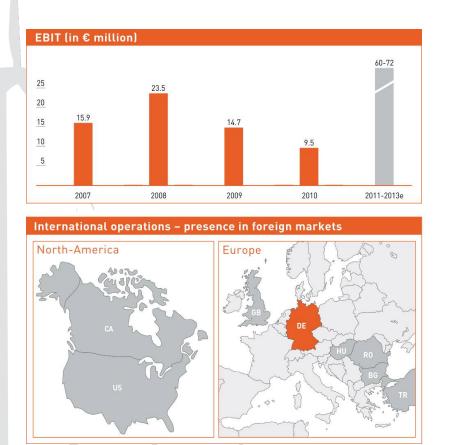
#### **Development Process** 3 to 5 years 25+ years Substantial Marketing and Project Completion Development Construction Management Financing IPP Acquisition of the Project financial System Project sale Operation and site analysis upgrades completed maintenance Wind analysis Interconnection Infrastructure Independent power Warranty and met-towers production (own agreement Assembly Project LLC Sales / marketing operation of the EPC and Fatal flaw Construction wind turbine equipment for financing finalization generation of interconnection/ electricity) transmission analysis

PNE WIND USA

# **Corporate Summary**

Overview of PNE Wind AG



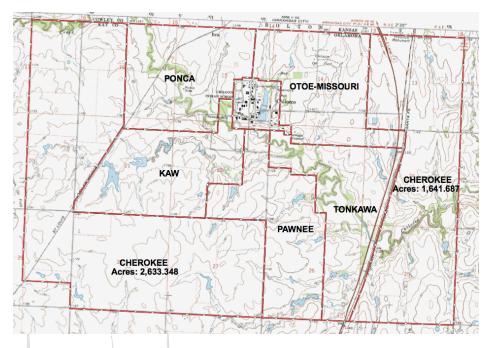


- Development and implementation of wind farm projects in Germany and abroad, both onshore and offshore
- Core competence: development, project planning, implementation and financing of wind farms
- Sale with after-sales technical and commercial support service
- Company based in Cuxhaven,
  183 employees as at Sept 1, 2012
- Cumulative EBIT forecast increased to at least € 60 to 72 million for fiscal years 2011 to 2013
- Publically traded as: PNE3

# **Cherokee Chilocco Wind Park**



#### Development History

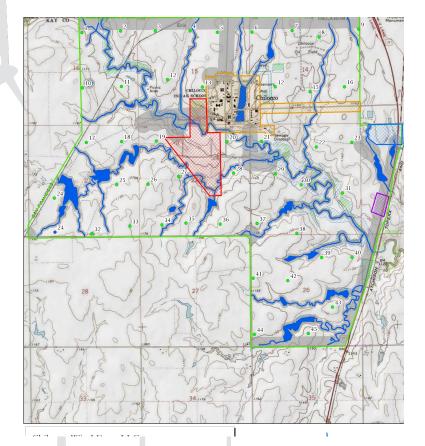


- Kaw Nation Received Feasibility Grant
- Study expanded to Cherokee Nation
- 8 Years of Wind data (3 Met Towers, 1 SODAR)
- Comprehensive Field Environmental Studies Completed
- PNE Engaged in Q3 2010 to Finalize Development

## Cherokee & Chilocco Wind Park







#### **Completed Milestones**

- Grid Interconnection
- EPC/BOP/TSA
- Field Permitting Studies
- Wind Resource Analysis
- Power Purchase Agreement

### Upcoming for 2013 COD

- Permit Filings
- Financial Close
- Mobilize For Construction

### Lessons Learned

**Considerations of Tribal Partnerships** 

- Respecting Sovereignty
  - Avoiding sovereignty waivers possible but at a cost
  - When are sovereignty waivers apply
- Involving Tribe Staff & Companies
  - Non Political Pont of Contact (POC)
  - Field staffing a solution
  - Tribal companies as subs
- Administrations Change
  - Don't take sides
  - Work with staff to insure project continuity
- "Take your time, but hurry up"



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