

“Brian’s Most Excellent Adventures”

*or, ‘One American Wind Manufacturer’s Efforts to
Compete Internationally’*

*Massachusetts Wind Working Group
Waltham, MA - July 2012*

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We started out with...



PRODUCT Company –
OEM/Manufacturer of
225 kW and 750kW American Built Turbines



Which Hatched...

PROJECT Company/System Integrator –
Design/Build/Own or for Hire
Projects now under development in USA
and 6 other countries
Land Acquisition/Wind Engineering/Permitting/Financing





We knew we had a special, niche product. Purposeful decision. We wondered if we could create International sales and compete with the big boys. Could we:

- Provide the Product specs needed*
- Overcome sales barriers (language, customs, local regs)*
- Compete on price, financing, availability*

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*It all started with an interesting call from
Brockton...*

Cape Verde Islands???





He was right. The wind blows a LOT.

First thing you are struck by is a general lack of infrastructure





Lack of Codes and Regulations



Weak 'Grids'

Roads are tough to navigate...

Getting turbines to locations is a real challenge.



Traffic is sometimes 'heavy'.





Equipment is old and failing. The countries look for foreign investment in projects.

Codes ???





*Strong desire for
electricity, improved
standard of living,
increase wealth of
country – little, if any,
NIMBYism*



Electricity
prices on
most islands
range from
\$.35 to
\$.60/kwhr





(The wind is NOT blowing when picture taken.)



Solar resource is pretty good too – but engineering, err, ‘challenges’ exist near deserts. Turbines need special filters.

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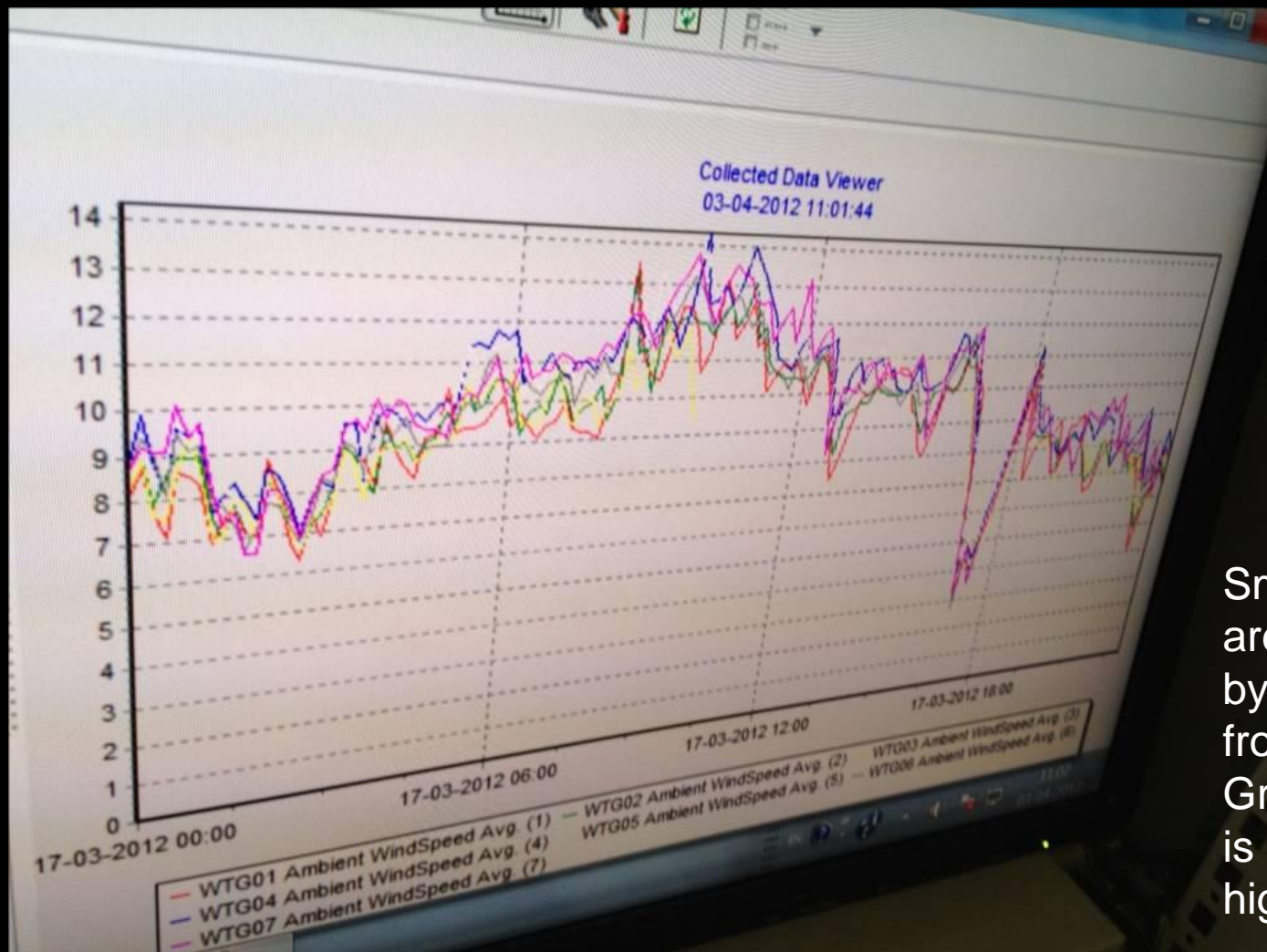
We've concluded that developing markets and island nations are a GOOD match for our 'queen-size' turbines.

We've also recognized a need for...

- *Fresh Water*
- *Grid Stability*



Fresh Water is LIFE.
Fresh water requires ENERGY.



Small, weak grids are overwhelmed by fluctuations from renewables. Grid stabilization is key to providing high penetration.

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*We've capitalized on these needs by forming a
Collaborative with other manufacturers of:*

- *Water Desalinization Plants (R.O.)*
- *Grid Stabilization technology*
- *Thermal (fuel) backup generation*

'The Essential Utilities' Consortium

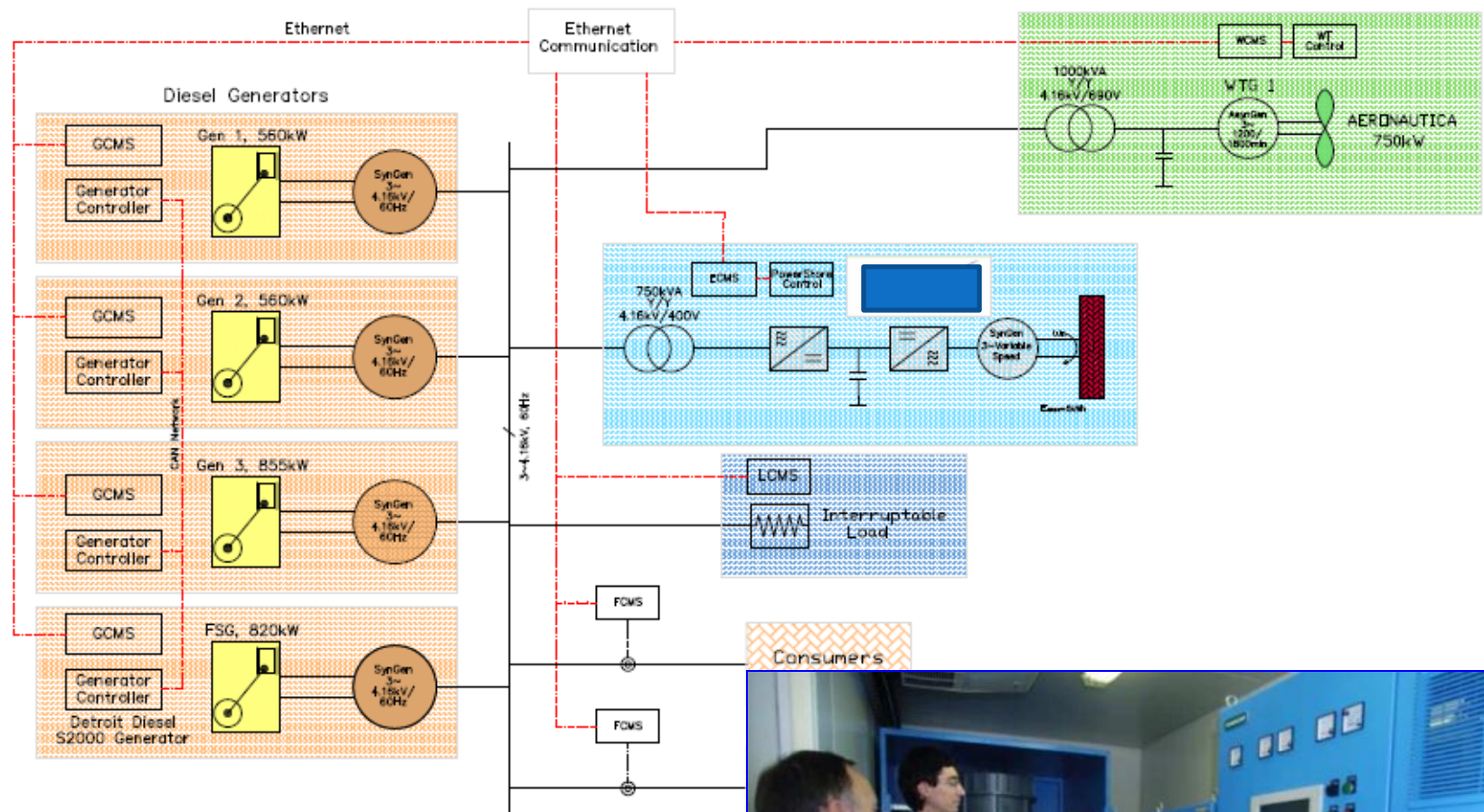


Our first wind-driven
desalinization site
on island of Santiago.

Desalinization is big.



WIND-DIESEL HYBRID INTEGRATION SYSTEM



One consortium member provides Grid Stabilization solutions to allow 100% wind penetration if the resource is available.





Through another consortium member we can now offer backup fuel generation along with Wind to provide 'base load' power, and increase capacity of the local grids.

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So yes, an American company can compete overseas.

- The AW/AWD product lines fit their markets*
- We can make power for less than the cost of production*
- We can offer terms, pricing that are competitive*
- Most countries would rather deal with US than China*
- Financing from Ex/Im bank and other sources helps*

AW/AWD now has business pending in...



Sales Pipeline of over 40mW (\$50+M) in Export business from MA



America's Wind Turbine Company

Thank You!

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