



EU Recovery Day Renewable Energy 2021

DEIF A/S experience in the Spanish market



Key facts



1933

More than 80 years of achievement



Skive, Denmark

Group headquarters



19

Number of sales offices &
local training centers in key markets



~600

Number of employees



€ ~80,000,000

Average group turnover. 96% export

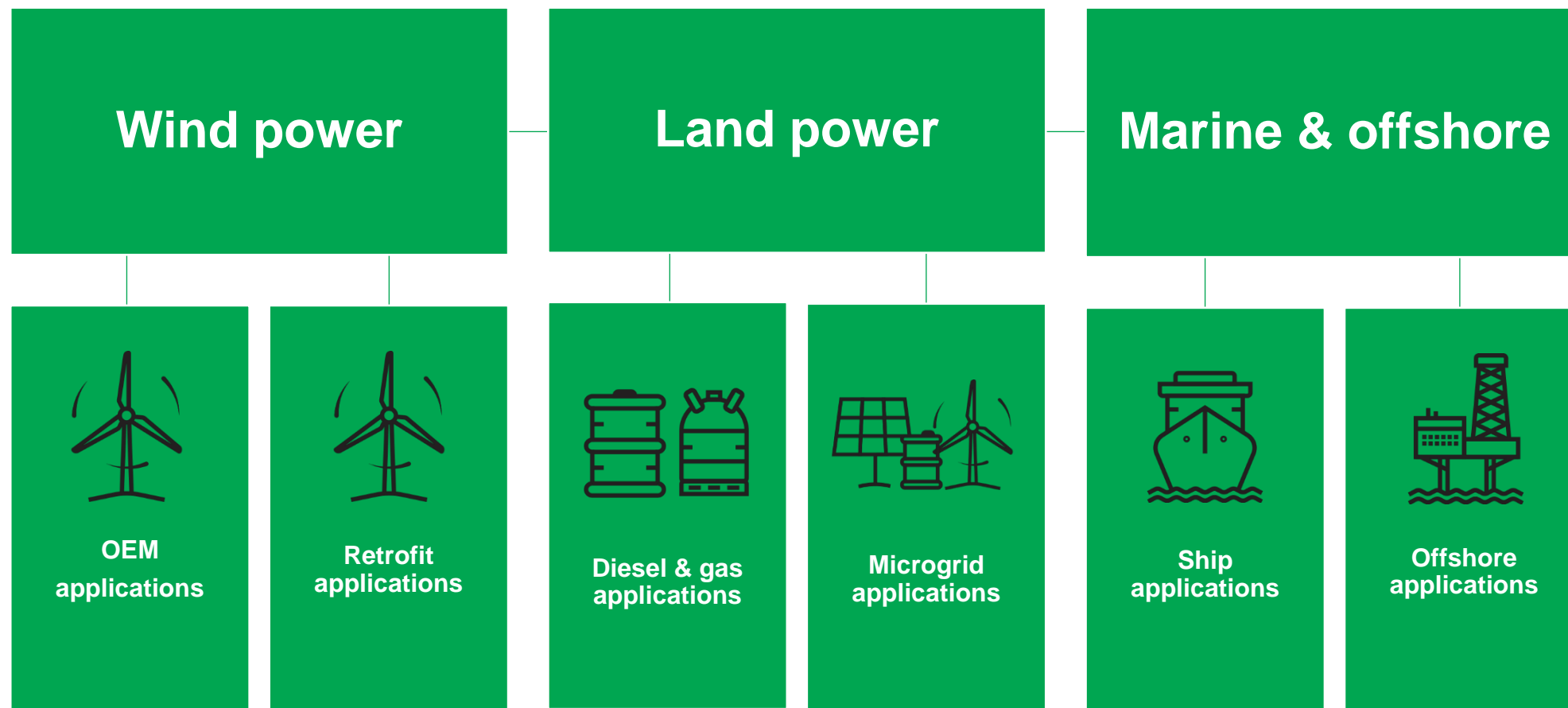
DEIF turnover

■ Turnover (in M€)



What we do

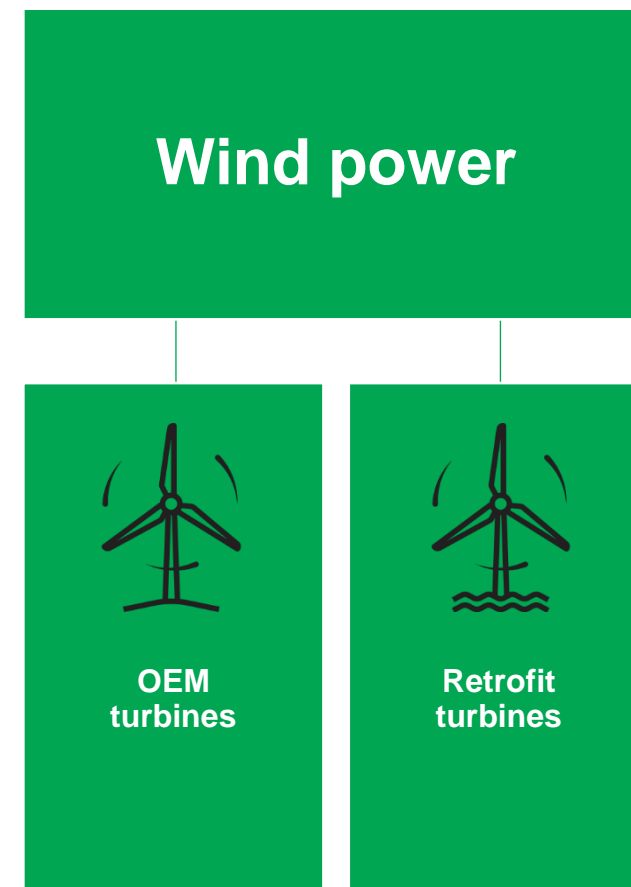
We develop, manufacture and sell **power control solutions** for decentralised power production placed on land or at sea.



Wind Power

- Turbine retrofit solutions
- Wind park control technology
- Pitch control systems
- Turbine control solutions

As a renowned supplier of dedicated key components for wind turbine control, DEIF Wind Power designs and manufactures complete control systems for both new and existing wind turbines of any size.



Why the Spanish market?

- Installed wind capacity – 28GW (5% world)
- 50% >15 years, by 2030 the 90% >20 yrs
- Top world companies:
 - Iberdrola (>12GW)
 - Acciona Energía, S.A. (>6GW)
 - ENDESA (>2GW)
 - Naturgy (>2GW)
- Entry gate to LATAM





Experience

Greatest advantages

- Direct negotiations
- Quality
- Trust
- Reliability

Experience

Greatest challenges

- Language
- Mindset
- New projects like hybrid – regulation???
- Budget for big investments → Plan España puede!!!!



Thank you for your attention

<https://www.deif.com/wind-power>

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