Vestas Wind Systems A/S

THIRD QUARTER 2022

November 2022

DISCLAIMER AND CAUTIONARY STATEMENT

This document contains forward-looking statements concerning Vestas' financial condition, results of operations and business. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in these statements.

Forward-looking statements include, among other things, statements concerning Vestas' potential exposure to market risks and statements expressing management's expectations, beliefs, estimates, forecasts, projections and assumptions. A number of factors that affect Vestas' future operations and could cause Vestas' results to differ materially from those expressed in the forward-looking statements included in this document, include (without limitation): (a) changes in demand for Vestas' products; (b) currency and interest rate fluctuations; (c) loss of market share and industry competition; (d) environmental and physical risks, including adverse weather conditions; (e) legislative, fiscal, and regulatory developments, including changes in tax or accounting policies; (f) economic and financial market conditions in various countries and regions; (g) political risks, including the risks of expropriation and renegotiation of the terms of contracts with governmental entities, and delays or advancements in the approval of projects; (h) ability to enforce patents; (i) product development risks; (j) cost of commodities; (k) customer credit risks; (l) supply of components; and (m) customer created delays affecting product installation, grid connections and other revenue-recognition factors.

All forward-looking statements contained in this document are expressly qualified by the cautionary statements contained or referenced to in this statement. Undue reliance should not be placed on forward-looking statements. Additional factors that may affect future results are contained in Vestas' annual report for the year ended 31 December 2021 (available at www.vestas.com/investor) and these factors also should be considered. Each forward-looking statement speaks only as of the date of this document. Vestas does not undertake any obligation to publicly update or revise any forward-looking statement as a result of new information or future events other than as required by Danish law. In light of these risks, results could differ materially from those stated, implied or inferred from the forward-looking statements contained in this document.

KEY HIGHLIGHTS IN Q3 2022

Average Selling Price continues upward trend
Increased prices secure continued high order backlog of EUR 18.1bn despite lower order intake of 1.9 GW

Offshore momentum building
Preferred supplier agreements of 3.8 GW announced over the last quarter

Revenue of EUR 3.9bn
Revenue decreased by 29 percent year-on-year driven by project delays

Profitability negative but improving
EBIT margin of (3.2) percent driven by supply chain disruptions and cost inflation as well as project delays

Strong performance in Service
Revenue increased 32 percent with a 24.5 percent EBIT margin

Outlook for 2022 adjusted
Revenue and EBIT margin negatively impacted by project delays while Service momentum has accelerated

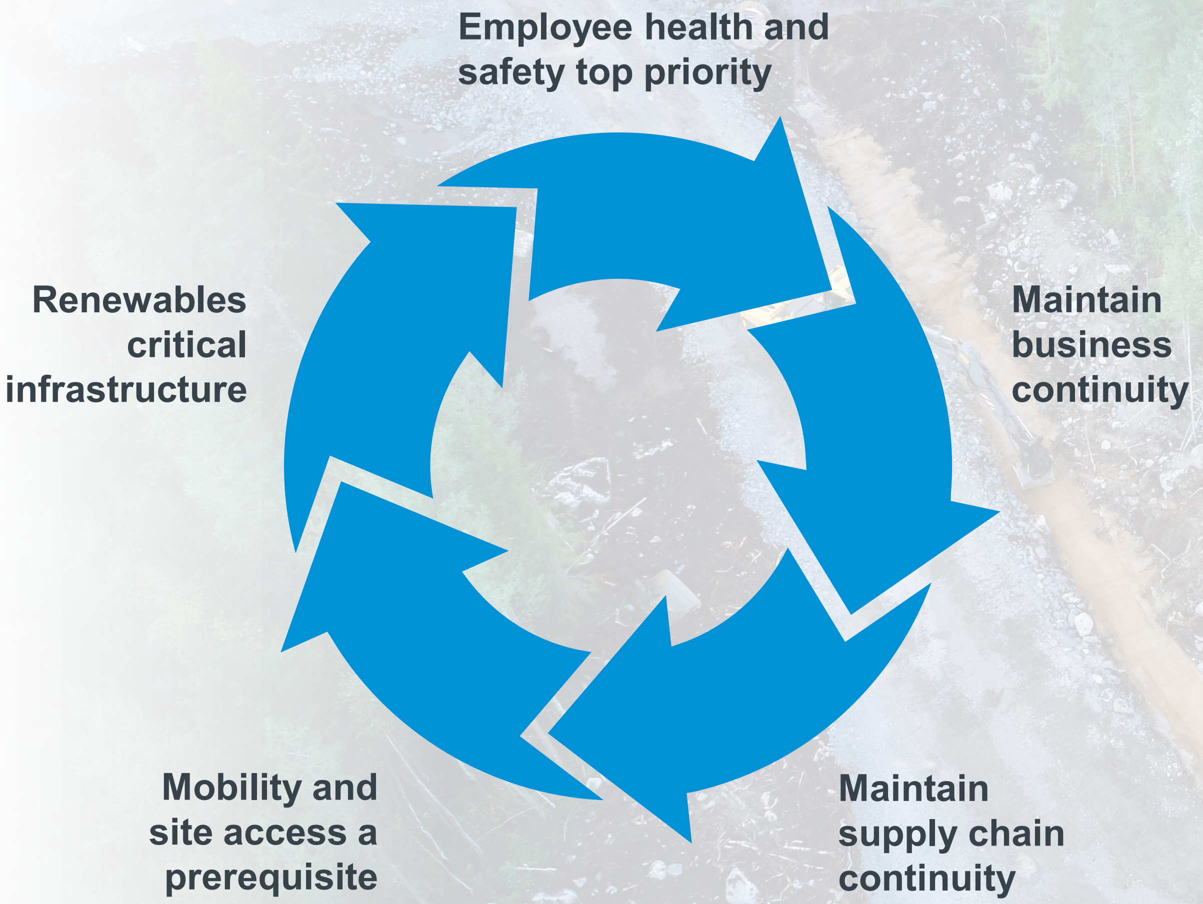
AGENDA

Orders and markets

Financials

Outlook & Q&A

GLOBAL BUSINESS ENVIRONMENT



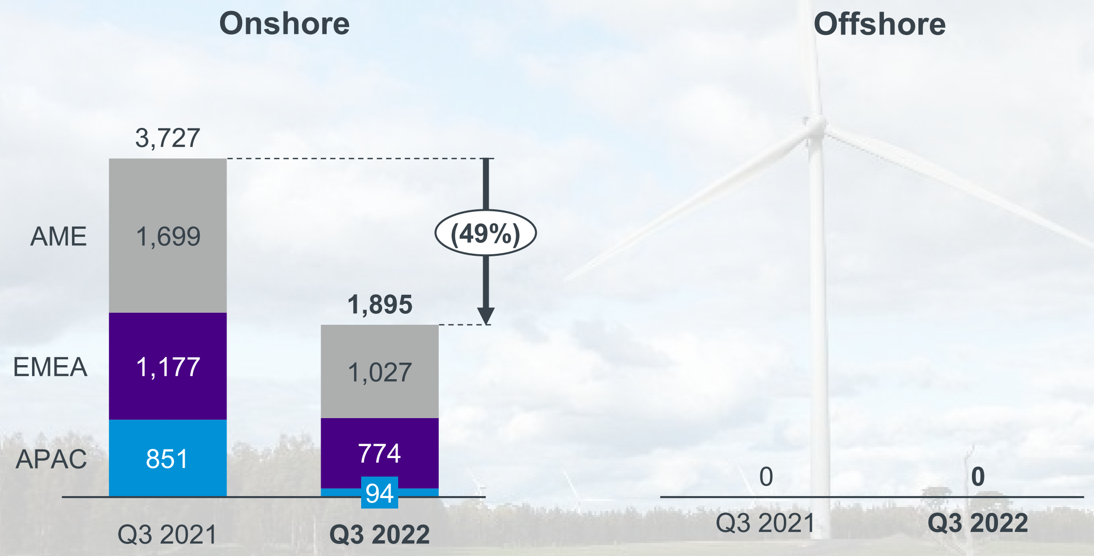
Challenging global business environment and supply chain disruption expected to last throughout 2022

- Energy crisis underlines wind power's criticality to meet electricity demand, ensure energy supply, and lower CO_2 emissions
- Cost inflation, supply chain disruptions and COVID-related lock-downs continue to impact timelines and increase costs
- Geo-political uncertainty continues to impact global business environment

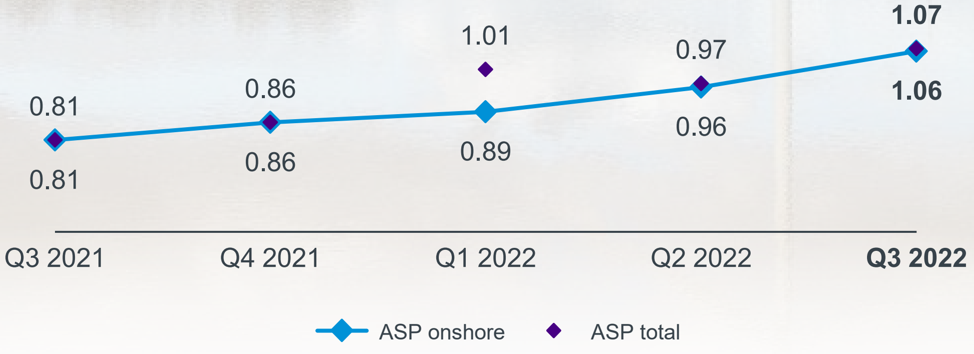
POWER SOLUTIONS

Increased pricing remains key to value creation

Firm and unconditional order intake, MW



Average selling price of order intake, mEUR per MW



Highlights

- Slow permitting processes and regulatory offtake uncertainty
- Decreased order intake in all regions impacted by delayed orders from customers balancing cost inflation and offtake uncertainty
- Growing pipeline of orders due to delays and increased focus on energy independence accelerating ambitions for renewable transition
- Pricing continues to increase to mitigate cost inflation and secure future profitability – highest onshore ASP in last decade
- Strong momentum with new offshore V236-15MW™ turbine with more than 8 GW of total preferred supplier agreements

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SERVICE BUSINESS

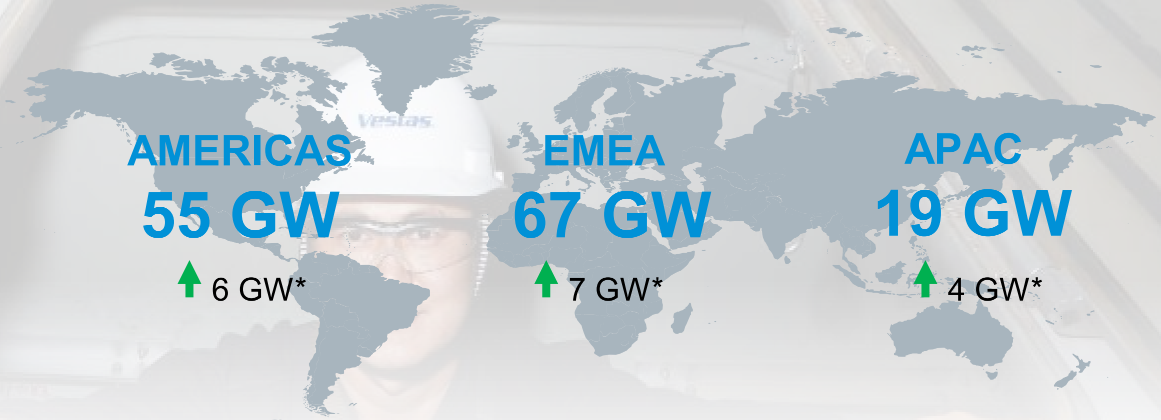
Well positioned for further growth

Highlights

- Increased activity level and higher transactional sales
- Inflation levers on service contracts protects profitability of backlog

Service order backlog Up EUR 4.8bn comp. to Q3 2021	GW under active service contracts	Average backlog contract duration
EUR 32.8bn (28.9bn onshore)	141 GW (133 GW onshore)	10 Years

Service fleet



* Compared to Q3 2021.

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SUSTAINABILITY STRATEGY

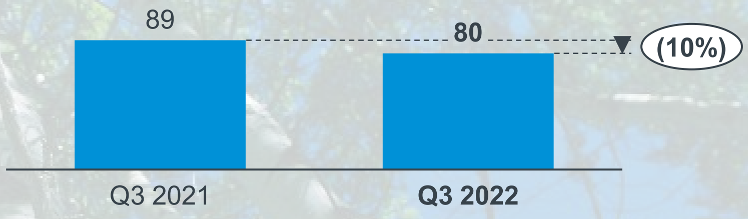
The most sustainable company in the world

Highlights

- Lifetime CO_2e avoided by produced and shipped capacity in the quarter decreased by 10 percent from Q3 2021, due to lower activity
- Carbon emissions from our own operations increased by 4 percent due to higher Service activity partly offset by lower activity in Power Solutions
- Developed and installed a battery system that synchronises charging with real-time renewable electricity generation

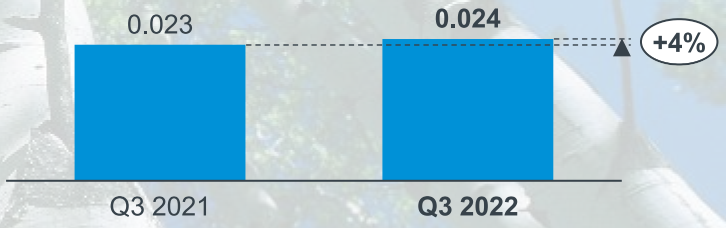
CO_2e avoided

Expected CO_2e avoided over the lifetime of the capacity produced and shipped during the period (million t)



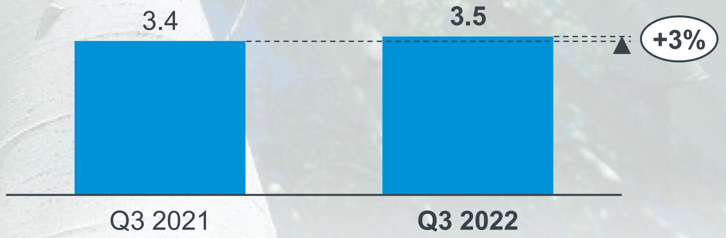
Carbon emissions

Direct and indirect emissions of CO_2e (scope 1&2)(million t)



Safety

Total Recordable Injuries per million working hours (TRIR)



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INCOME STATEMENT

Delayed revenue and cost inflation impacting profitability

Highlights

- Revenue decreased 29 percent YoY driven by lower offshore installations, lower US activity and general delays
- Negative impact from no deliveries in Russia and Ukraine
- Gross margin decreased by 6.7 percentage points YoY, driven primarily by external cost inflation and supply chain disruption
- EBIT margin before special items decreased by 8.9 percentage points YoY, due to the lower gross profit and lower revenue
- Special items is driven by positive reversals

mEUR	Q3 2022	Q3 2021**	% change
Revenue	**3,913**	5,538	(29.3)%
Production costs	**(3,752)**	(4,939)	(24.0%)
Gross profit	**161**	599	(73.1)%
SG&A costs*	**(288)**	(281)	2.5%
EBIT before special items	**(127)**	318	(140)%
Special items	**13**	(119)	-
EBIT after special items	**(114)**	199	(157)%
Income from investments in joint ventures and associates	**8**	4	100%
Net profit	**(147)**	116	(227)%
Gross margin	**4.1%**	10.8%	(6.7)%-pts
EBITDA margin before special items	**2.6%**	10.1%	(7.5)%-pts
EBIT margin before special items	**(3.2)%**	5.7%	(8.9)%-pts

*R&D, administration, and distribution, including depreciations and amortisations.
** Comparative figures for 2021 are adjusted in relation to accounting policy change for configuration and customisation cost in cloud computing arrangements, refer to note 5.3.

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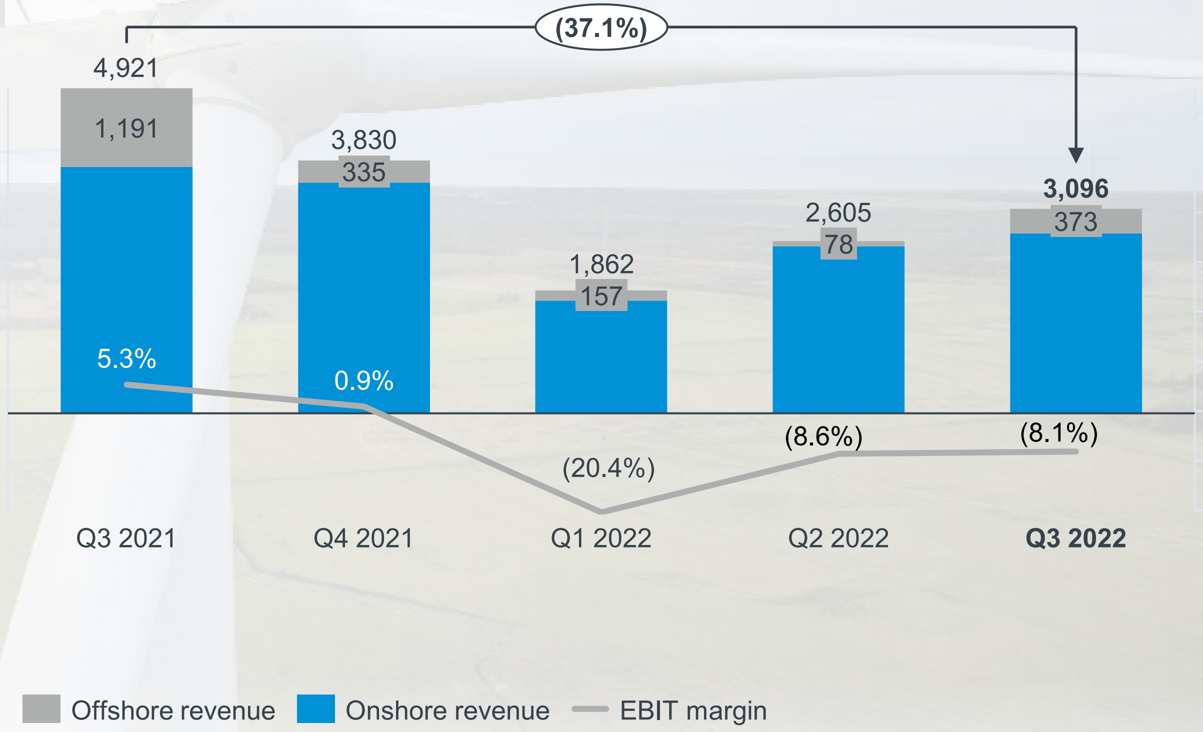
POWER SOLUTIONS

Recovery of profitability in focus

Highlights

- Revenue decreased by 37 percent YoY, driven by lower activity in EMEA and US.
  - EMEA negatively impacted by Russia and Ukraine and delay in offshore project
  - US impacted by lower order intake year-to-date
- EBIT margin before special items of negative 8.1 percent, down 13.4 percentage points YoY driven by external cost inflation and supply chain disruptions resulting in increased costs and lower revenue
- Sequential EBIT margin improvement during 2022 as price increases begin to kick in

Power Solutions revenue and EBIT margin before special items, mEUR



Classification: Public

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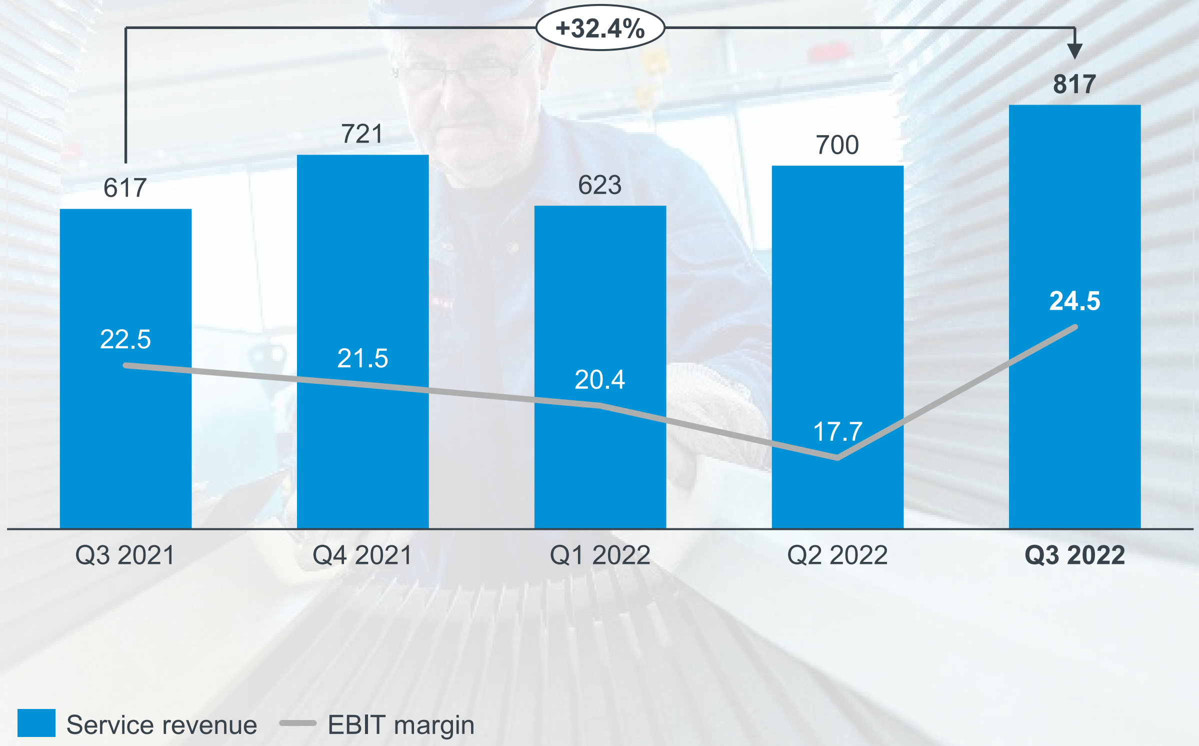
SERVICE BUSINESS

Higher activity levels drives all-time high EBIT

Highlights

- Service revenue increased 32 percent compared to Q3 2021 driven by higher activity overall, higher transactional sales, inflation levers in contracts and currency
- EBIT before special items of EUR 200m corresponding to a margin of 24.5 percent

Service revenue and EBIT margin, mEUR and percent



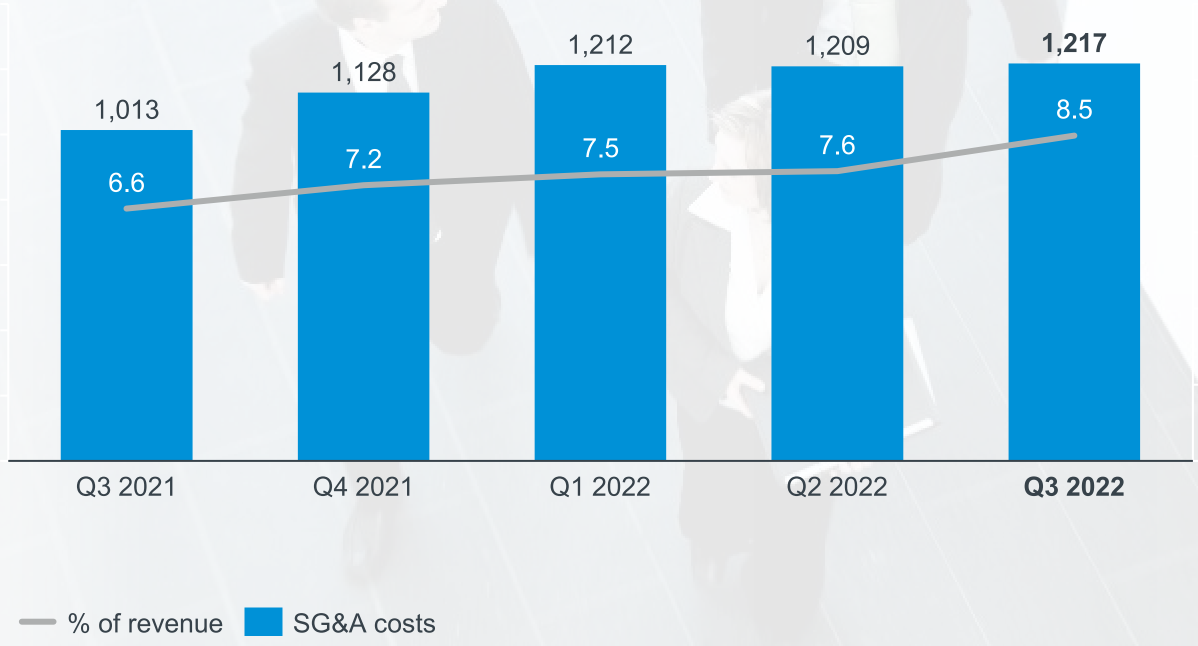
SG&A COSTS

SG&A costs under control

Highlights

- Relative to activity levels, SG&A costs amounted to 8.5 percent – an increase of 1.9 percentage points compared to Q3 2021 primarily related to lower level of revenue, offshore impairment and transportation equipment

SG&A costs (TTM)*, mEUR and percent

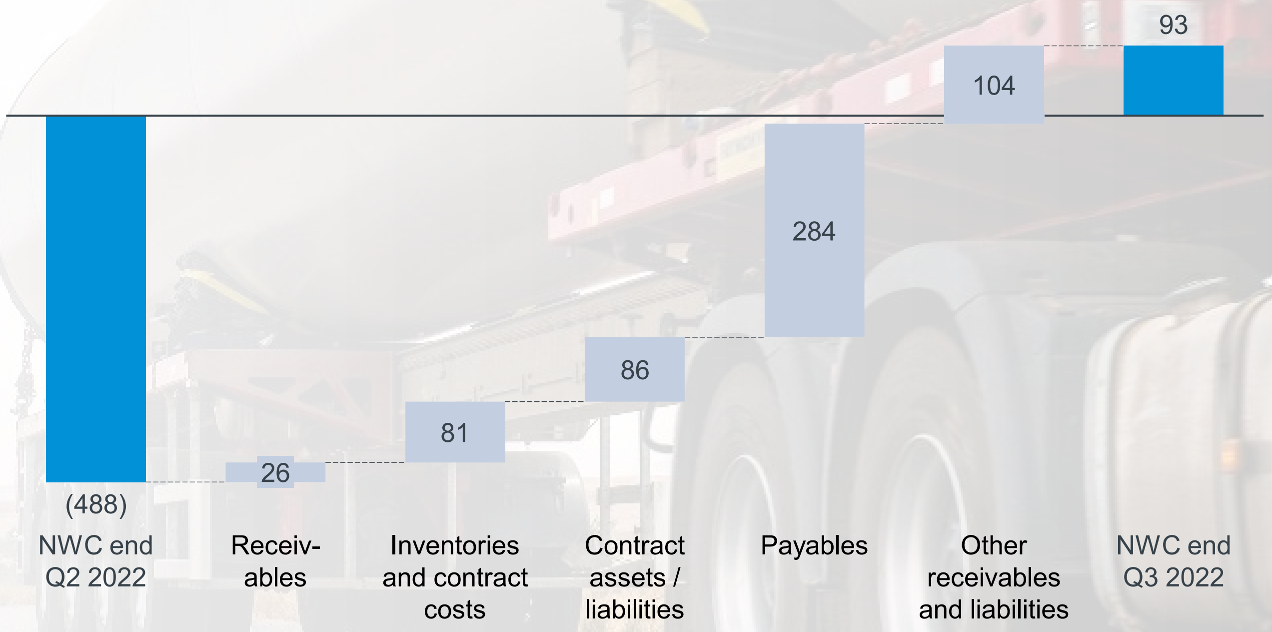


*R&D, administration, and distribution on a 12 months basis.

NET WORKING CAPITAL

NWC impacted by delayed revenue and order intake

NWC change over the quarter, mEUR



Highlights

- Net working capital increased to EUR 93m in Q3 2022
- Usual inventory unwind delayed due to back-end loaded delivery profile driven by delayed revenue
- Lower order intake impacting down- and milestone payments

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CASH FLOW STATEMENT

Negative cash flow in the quarter

Highlights

- Negative cash flow from operating activities of EUR 614m driven by lower profitability
- NWC development leading to negative free cash flow in Q3 2022
- Positive cash flow from financing activities driven by EIB green loan facility

mEUR	Q3 2022	Q3 2021***	Abs. change
Cash flow from operating activities before change in net working capital	**81**	521	(440)
Change in net working capital*	**(695)**	(8)	(687)
Cash flow from operating activities	**(614)**	513	(1,127)
Cash flow from investing activities**	**(138)**	(213)	75
Free cash flow before financial investments**	**(752)**	300	(1,052)
Free cash flow	**(644)**	385	(1,029)
Cash flow from financing activities	**435**	(103)	538
Net interest-bearing position	**(1,195)**	692	(1,887)

* Change in net working capital impacted by non-cash adjustments and exchange rate adjustments with a total amount of net EUR 114m.
** Excl. acquisitions of subsidiaries, joint ventures, associates and financial investments.
*** Comparative figures for 2021 are adjusted in relation to accounting policy change for configuration and customisation cost in cloud computing arrangements, refer to note 5.3.

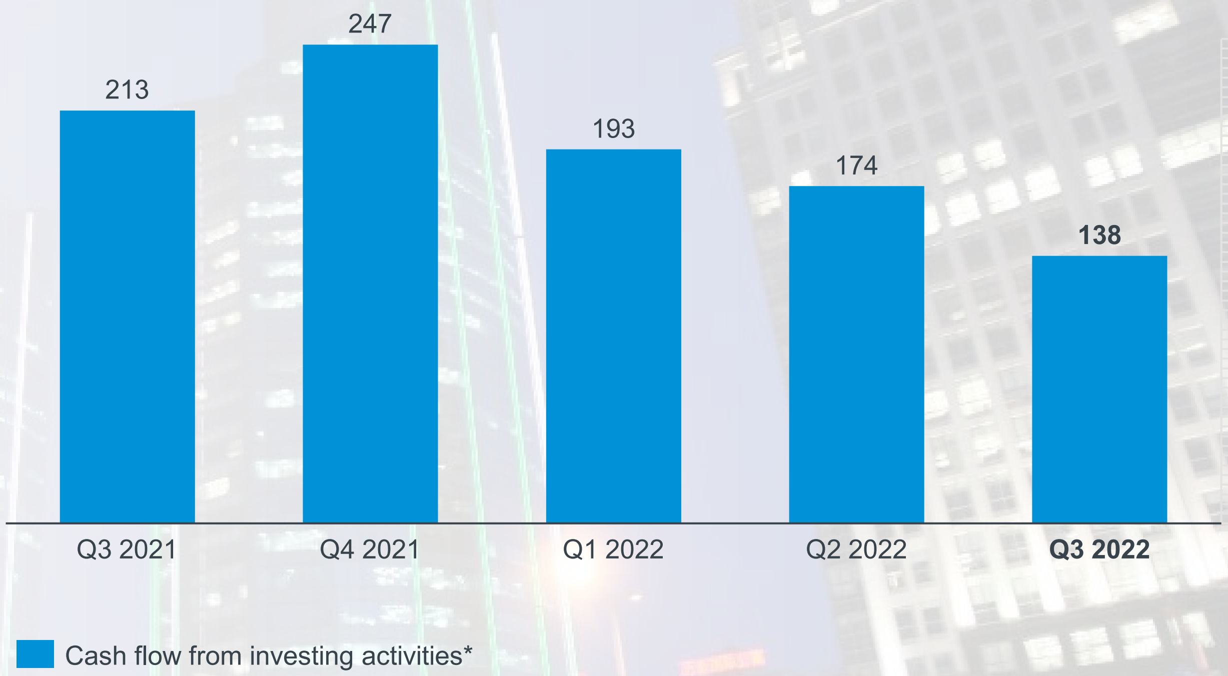
TOTAL INVESTMENTS

Stable investments level

Highlights

- Investments of EUR 138m in Q3 2022. The decrease is driven by lower PPE investments and proceeds from disposal of Lauchhammer facilities

Total net investments*, mEUR



* Excl. acquisitions of subsidiaries, joint ventures, associates and financial investments

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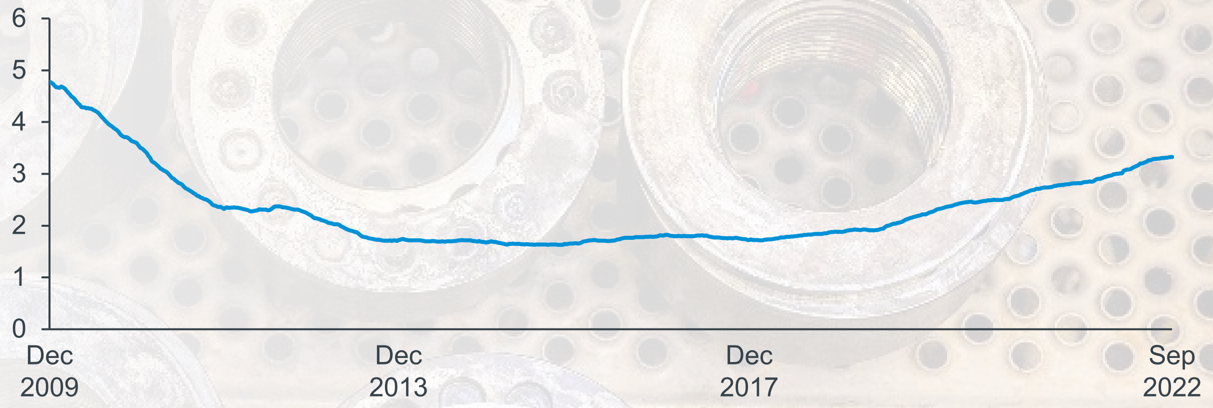
PROVISIONS & LPF

Elevated warranty provisions and LPF

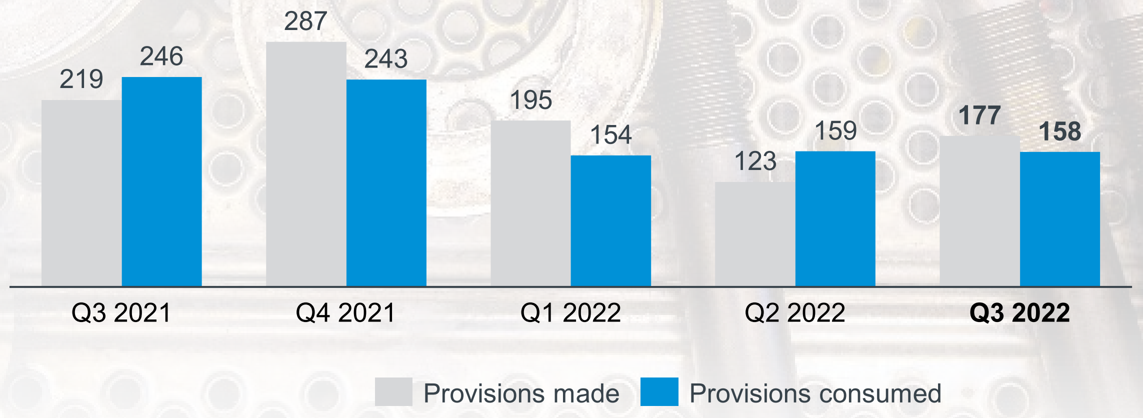
Highlights

- LPF* continues at high level as a consequence of the extraordinary repair and upgrade level
- Warranty provisions made corresponding to 4.5 percent of revenue. The increase is driven by cost inflation, logistics challenges for repair, and upgrade of existing cases

Lost Production Factor (LPF), Percent



Warranty provisions made and consumed, mEUR



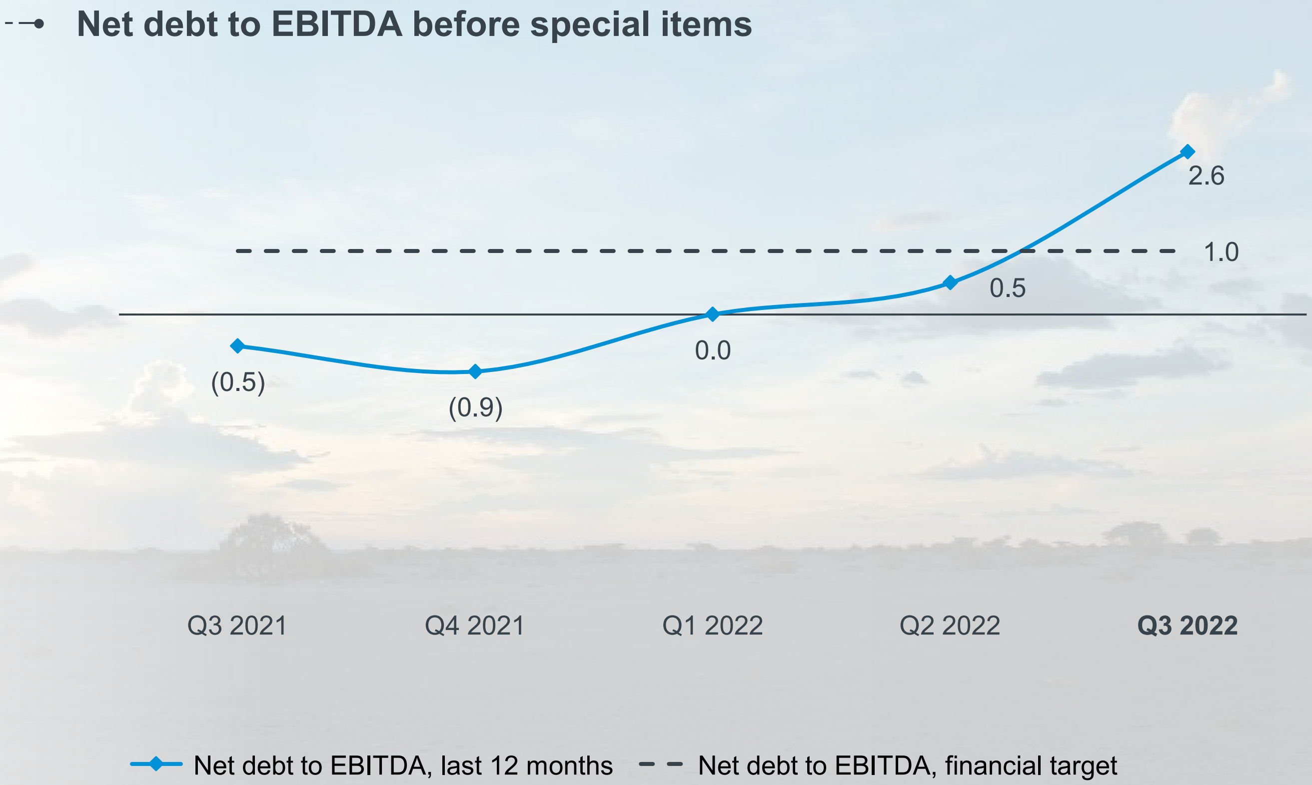
* LPF measures potential energy production not captured by Vestas' onshore and offshore wind turbines.

CAPITAL STRUCTURE

Net debt to EBITDA increasing due to challenged profitability

Highlights

- Net debt to EBITDA at 2.6 in Q3 2022
- Strong focus on cash and capital structure targets remains but net debt to EBITDA expected to be above 1 in the short term
- Restoring profitability in Power Solutions key driver to get back below 1



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OUTLOOK 2022

	Outlook	Previous outlook
Revenue (bnEUR) - Service is expected to grow min. 20 percent	**14.5 – 15.5**	**14.5 – 16**
EBIT margin before special items (%) - Service margin is expected to be approx. 22 percent	**Approx. (5)**	**(5) – 0**
Total investments (mEUR) Excl. acquisitions of subsidiaries, joint ventures, associates and financial investments	**Approx. 850**	**Approx. 1,000**

- Important to note that basic assumptions behind the guidance are more uncertain than normal
- The 2022 outlook is based on current foreign exchange rates

Q&A

Financial calendar 2023:

- Disclosure of Annual Report 2022 (8 February, 2023)
- Annual General Meeting (12 April, 2023)
- Disclosure of Q1 2023 (10 May, 2023)
- Disclosure of Q2 2023 (9 August, 2023)
- Disclosure of Q3 2023 (8 November, 2023)

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THANK YOU FOR YOUR ATTENTION