



**Wind Turbine Sales
Assembly & Service**

**Exclusively licensed
to serve all of North
America & the Caribbean**

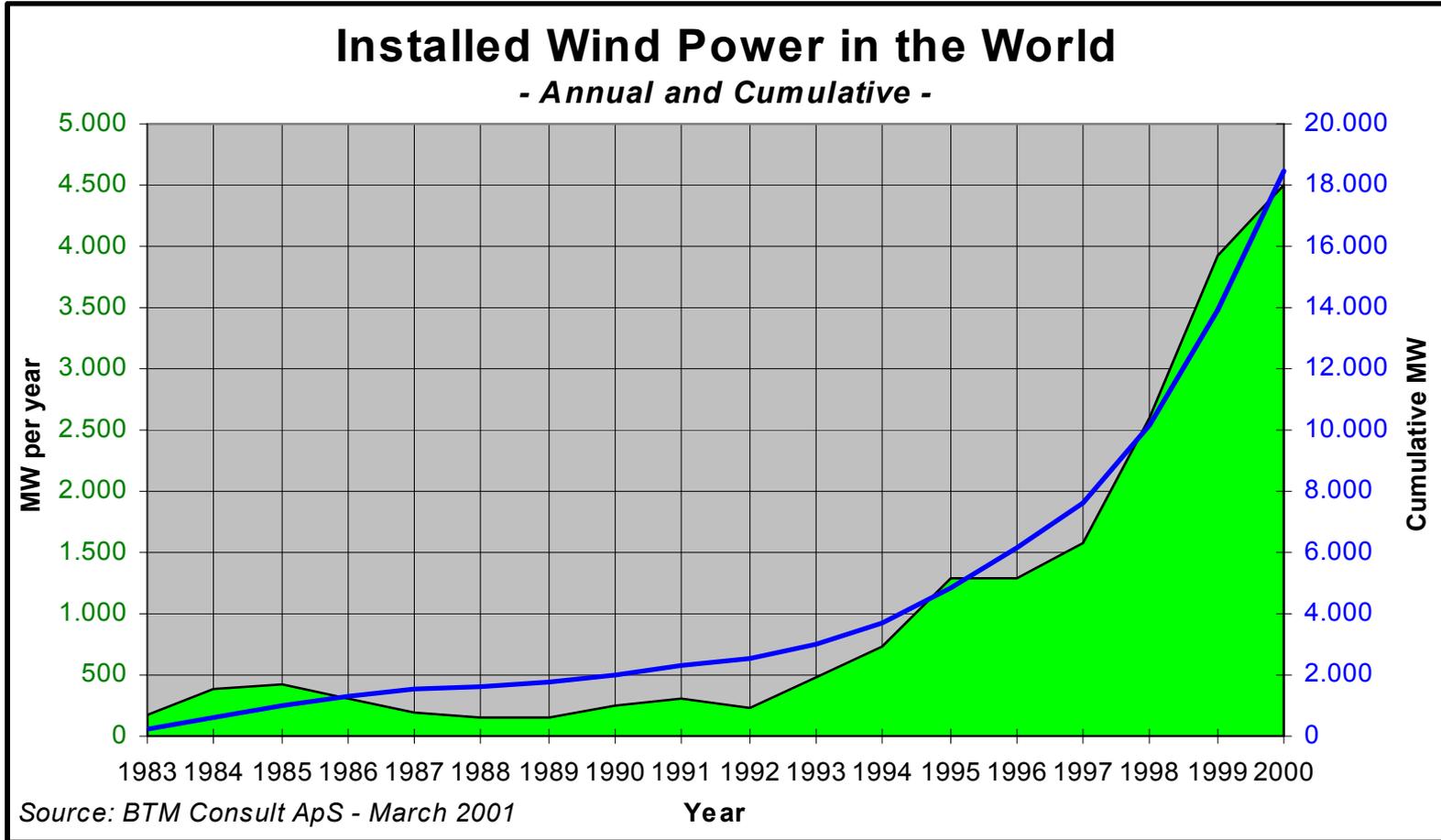


SPECIALIZED POWER SYSTEMS, INC.

Executive Summary

- SPS is exclusively licensed to assemble and sell Danish wind turbine technology in all of North America and the Caribbean.
- SPS has chosen to locate the business in West Virginia and employ WV workers.
- Wind energy is the fastest growing segment of the generation equipment industry – growing at over 25% annually – a worldwide \$7B market.
- SPS meets a unique demand for moderate size wind turbine equipment servicing commercial and industrial customers.

Installed Wind Power



Why is Wind Cost Justified?

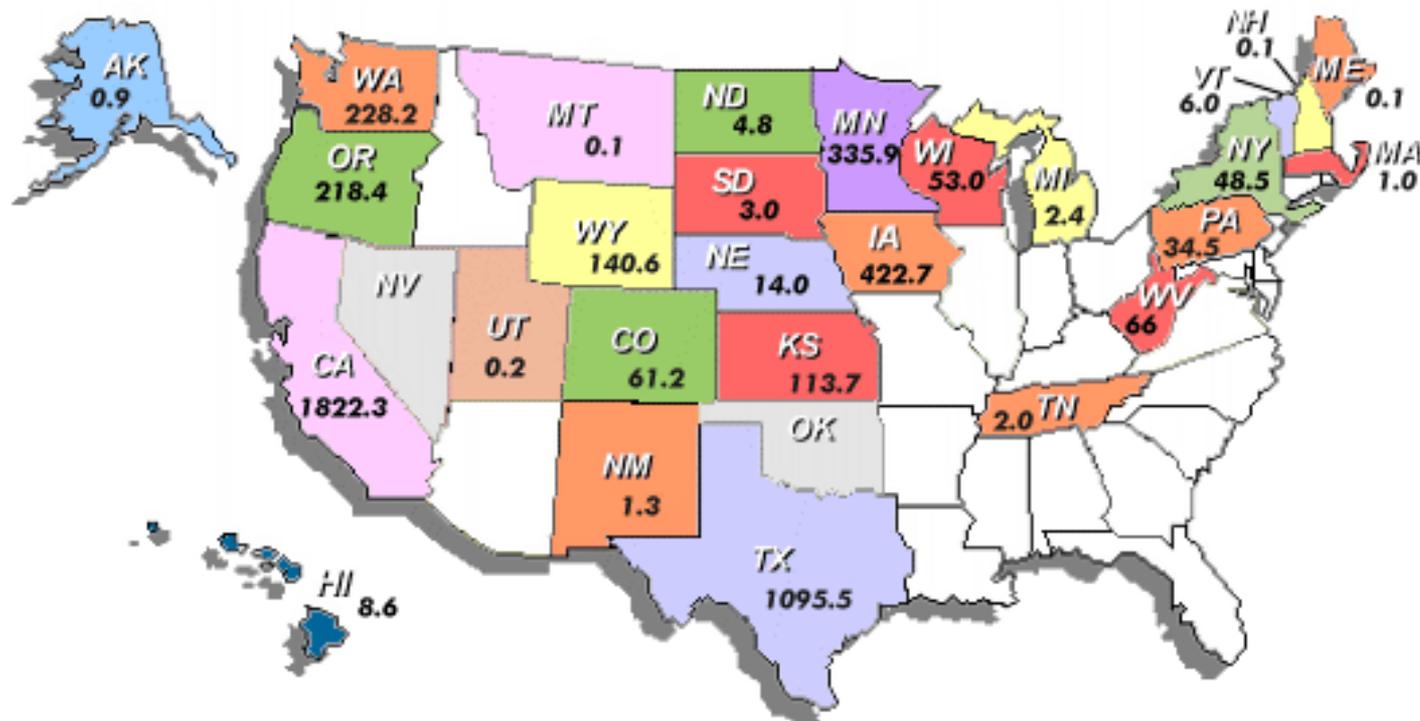
- Production Standpoint for Utility Scale
 - Coal Fired Facility costs \$.04 to \$.06/kW
 - Natural Gas costs \$.05 to \$.07/kW
 - Wind costs \$.04 to \$.06/kW
 - Wind is finally on par with traditional costs
 - **Wind avoids long-term rising fuel costs**
 - **Wind avoids long-term health costs**
 - **Wind can be installed in months not years**

Current Wind Energy Projects

Wind Energy Projects Throughout the United States of America

Click on the shaded states to access information on existing and planned wind energy projects. Installed MW for each state in black.

Updated: January 23, 2003



TOTAL INSTALLED WIND ENERGY CAPACITY: 4,685 MW as of Jan 21, 2003
[U.S. Installed Capacity, 1981 - 2002](#)

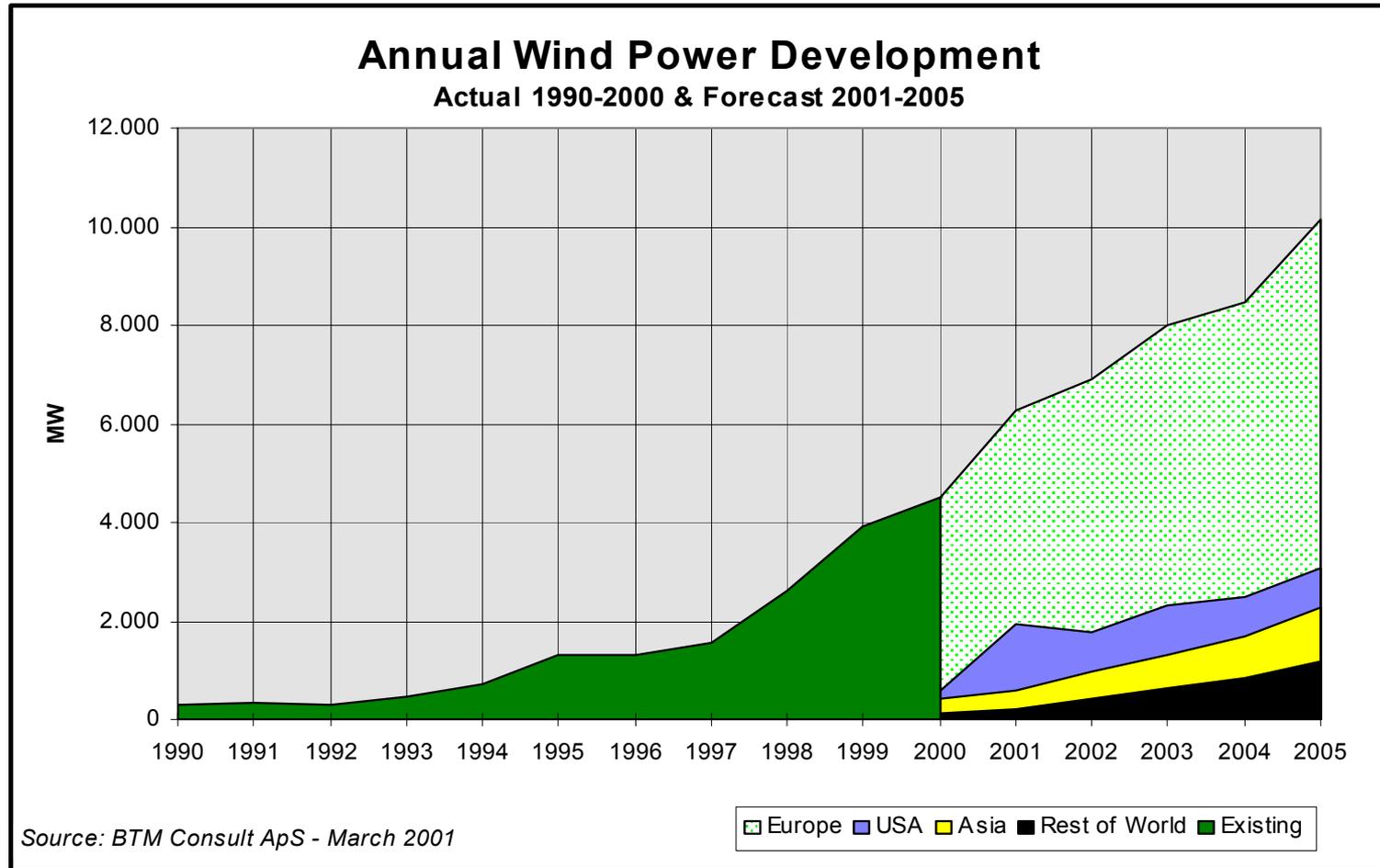
Wind Production Segments

- Residential Market
 - \$15k - \$30k turbines servicing homes
 - Not widely applicable except in certain markets.
- **Mid-Market**
 - \$300k - \$800k turbines servicing commercial and industrial customers using \$40k-\$1M of electricity/year
- Utility-Scale Market
 - \$1M turbines in large wind farms providing regional electrical generation for utility customers.

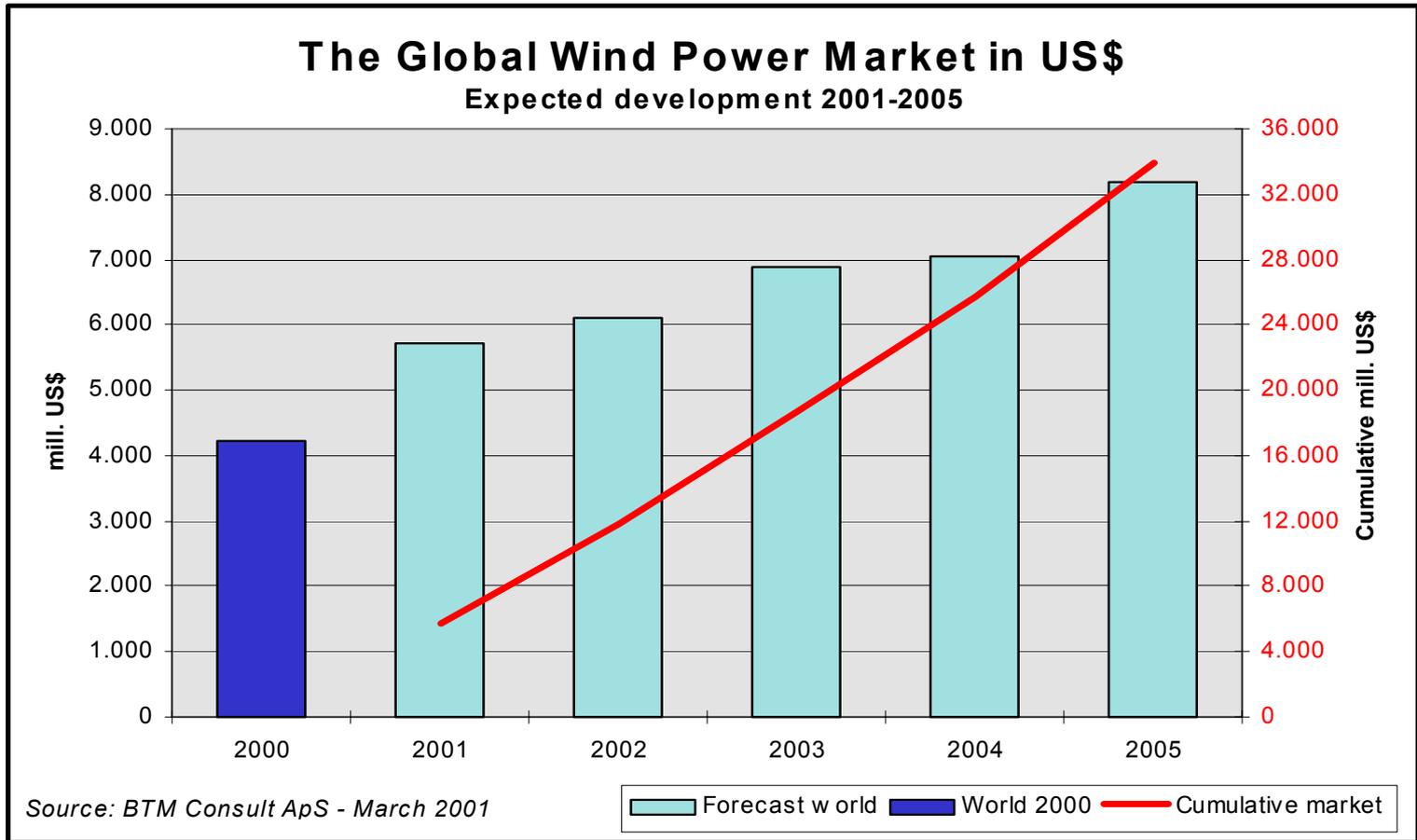
Customer Justification

- Customer Utilization Standpoint
 - Customers use \$40k-\$1M/year of electricity
 - Manufacturer, Rural Community, Agribusiness
 - School, Hotel/Motel, Auto Dealership, Etc
 - Good wind resources, suburban/rural location
 - A \$300-\$800k one-time investment
 - Turbine, Tower, Control System, Installation
 - Will provide a 7-10 year payback
 - Resulting in free power for 15 to 18 years

Potential Wind Power Growth



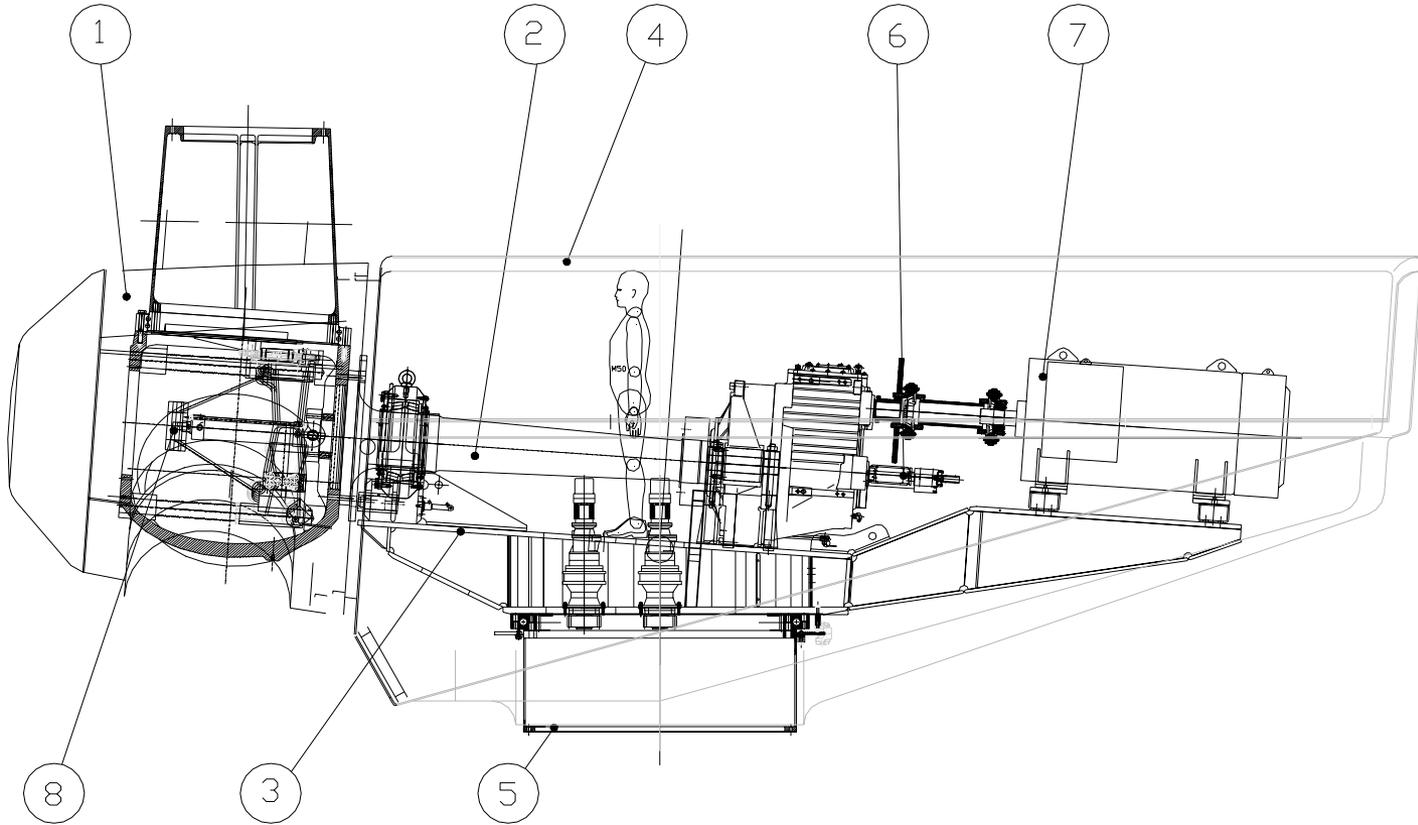
Wind Market Potential



NORWIN – Our Licensor

- Danish Mid-Market Wind Turbines
- Danish Credentials in Wind Industry
- 385 Installed Turbines, 142 in US
- Competitive Model based on Licensing
 - Exploit growth market by locating, staff, assembly, sales and service facility in US.
- Opportunity for SPS through industry relationship with NORWIN

Turbine Scale Model



Sales Model

- Two Markets Targeted
 - Single Unit Sales
 - Multiple Unit Sales
- Four Sales Initiatives
- Sales Funnel
- New Strategic Partners

Target Markets

- **Single Unit Sales**
 - Small Manufacturers
 - National Multi-Site Organizations
 - Schools
 - Hotel/Motel
 - Automobile Dealerships
- **Multi Unit Sales**
 - Rural Communities
 - Rural Developments
 - Large Agribusiness
 - Midsize to Large Manufacturers
 - Industry Consortia



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