

Flash Note

By MAKE Consulting

September 2010

Gamesa secures strategic agreement in China

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Despite surging market growth, Gamesa has continued to lose market share in the region since 2007. However, Gamesa is seeking to resurrect its prior positioning in China, signing a new strategic agreement with China Guandong Nuclear Wind (CGN) and Datang Renewable Power to develop and supply 1.3 GW of wind capacity before 2014. Additionally, Gamesa is tripling investments in China to support ambitious business development targets.

The agreement highlights a potential business model for foreign OEMs in China's price competitive wind market, offering joint project development of long term project pipelines to Chinese IPPs.

The Flash Note describes Gamesa's current business development in China and analyzes key value drivers and risks associated with the new strategic agreement.

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Project Pipelines		Project Pipeline	Project Pipeline	Project Pipeline
Policy Event Horizons	Policy Event Horizon		Policy Event Horizon	

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