

**News release from  
Vestas Wind Systems A/S**

Aarhus, 22 February 2017

## **Vestas introduces two new sales business units for Asia-Pacific and China**

*The two sales business units (SBU) are established as part of Vestas' revised corporate strategy and will strengthen Vestas' presence and market position in strategic and emerging markets in Asia-Pacific and China (APC).*

To build on Vestas' momentum in APC and align with the updated corporate strategy, Vestas will re-organise the current SBU APC into two new SBUs for the region per April 1, 2017. The two SBUs will be called SBU CHI, covering China and Mongolia, and SBU ASP, covering all other Asia-Pacific countries, including India. The two SBUs will be based in Beijing and Singapore respectively.

Executive Vice President and Chief Sales Officer Juan Araluce comments: *"With the introduction of two SBUs, each dedicated to a more specific regional area of responsibility, we are investing more resources in the region and creating a more agile and customer centric organisation. The aim is to achieve a deeper market understanding and ultimately increase our market share".*

To head up the new SBUs, two Presidents/Group Senior Vice Presidents have been appointed. Mr. Kebao Yang, who most recently was Chairman and General Manager of Caterpillar (Qingzhou) Ltd.<sup>1</sup>, will head SBU CHI, joining on March 20, 2017, while the appointed head of SBU ASP will join Vestas during April 2017 and be disclosed at a later point.

With the decision to split the current SBU APC into two new units, President and Group Senior Vice President Chris Beaufait has chosen to leave Vestas to pursue new opportunities outside of the company.

Juan Araluce said: *"Chris has successfully led our daily operations in APC since April 2014 and grown the region to a point where creating two new SBUs is a natural next step. I would like to thank him for his dedication and contribution to the positive development of region. We wish him all the best in his future endeavours."*

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### **About Vestas**

Vestas is the energy industry's global partner on wind power solutions. We design, manufacture, install, and service wind turbines across the globe, and with close to 82 GW of wind turbines in 76 countries, we have installed more wind power than anyone else. Through our industry-leading smart data capabilities and unparalleled more than 71 GW of wind turbines under service, we use data to interpret, forecast, and exploit wind resources and deliver best-in-class wind power solutions. Together with our customers, Vestas' more than 21,800 employees are bringing the world sustainable energy solutions to power a bright future.

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<sup>1</sup> Full bio of Mr. Kebao Yang on page 2.

We invite you to learn more about Vestas by visiting our website at <http://www.vestas.com> and following us on our social media channels:

- [www.twitter.com/vestas](http://www.twitter.com/vestas)
- [www.linkedin.com/company/vestas](http://www.linkedin.com/company/vestas)
- [www.facebook.com/vestas](http://www.facebook.com/vestas)
- [www.instagram.com/vestas](http://www.instagram.com/vestas)
- [www.youtube.com/vestas](http://www.youtube.com/vestas)

#### **About Mr Kebao Yang**

Mr Kebao Yang has a strong commercial background with over 30 years of experience in the heavy manufacturing, earthmoving, mining and extraction industry sectors. He has extensive leadership and commercial experience from Caterpillar where he has held various positions for the last nine years. He has been President of Caterpillar Global Mining China and most recently, Chairman and General Manager of Caterpillar (Qingzhou) Ltd. Kebao has also served the Board of several Caterpillar legal entities as Chairman, Vice Chairman or Director. Previously he was with Volvo as General Manager of the Chinese Market, EVP Sales & Marketing at Volvo Construction Equipment, and Deputy Head of Volvo CE China Hub. Earlier positions include Assistant General Manager and Director of Sales & Marketing at Ingersoll-Rand.

Kebao Yang has a degree in Metallurgical Engineering from Hebei Provincial Mechanical & Electronics Engineering College in Hebei, an Executive MBA from Olin – Washington University / Fudan University with William C. Emory Award.