



Wind Products Inc Interview with MergerMarket (a Financial Times Publication)
Munich (Germany)
November 18, 2010

Headline: **Wind Products preparing to launch financing round for USD 3m - USD 5m; The Maestro Group advising, CEO says**

Wind Products (WP), the privately-held New York, New York-based company active in wind energy generation technology, plans to raise USD 3m to USD 5m, Chief Executive Officer Russell Tencer said.

A private placement or an initial public offering via a listing in Germany are the options WP is currently evaluating to raise these funds, Tencer said. The company is sounding the market right now via a road show, and will make a decision in first quarter 2011, he explained. WP is advised by The Maestro Group.

The funds raised would finance research and development, additional head count and the ramp up of sales, the CEO said. WP has eight employees and plan to hire six to seven more in 2011.

WP could reach a turnover above USD 100m in three to five years, the CEO said. The growth would initially be organic but acquiring products to broaden WP's portfolio would also be considered, according to the company's financing options at that point, he explained.

WP forecasts revenues of USD 10m in 2011 from the expected USD 800,000 in 2010. Since its foundation in 2007, the company raised a total of USD 1.75m.

Looking at exit options would make sense for the company in three to five years' time, Tencer said. He did not provide additional information on the topic, but said that among the main players in the sector are **GE** and **Vestas**. WP's owners are its founders and venture capital companies including Counterpoint Ventures.

WP's products are Wind Analytics, a wind assessment software, and the Butterfly 3kW and 5kW-rated vertical-axis wind turbines.

The global small wind turbine market in 2009 was valued about USD 250m, with over 200,000 small turbines currently installed worldwide. The US market represents about 50% of the total and Europe circa 30%, with Germany and the UK the main markets.

Target: Wind Products

Financial advisor: The Maestro Group

Other: General Electric Company, Vestas Wind Systems A/S

Bidder: Wind Products

Source : mergermarket

Size : 50m < (USD)

Stake Value : N/A

Grade : Confirmed

Alert : Germany

Intelligence ID : 1078840

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