



# Investor Fact Sheet

## Company Overview

AMSC (NASDAQ: AMSC) generates the ideas, technologies and solutions that meet the world's demand for smarter, cleaner ... better energy. Through its Windtec Solutions, AMSC enables manufacturers to launch best-in-class wind turbines quickly, effectively and profitably. Through its Gridtec Solutions, AMSC provides the engineering planning services and advanced grid systems that optimize network reliability, efficiency and performance. The company's solutions are now powering gigawatts of renewable energy globally and enhancing the performance and reliability of power networks in more than a dozen countries. Founded in 1987, AMSC (American Superconductor Corporation) is headquartered near Boston, Massachusetts with operations in Asia, Australia, Europe and North America.

### Windtec™ Solutions Offerings

AMSC's Windtec Solutions enable manufacturers to launch best-in-class wind turbines quickly, effectively and profitably.

Through its Windtec Solutions, AMSC provide conceptual and detailed designs for complete wind turbines and advanced drivetrain systems. In addition, it provides a broad range of volume manufacturing support services, including supply chain development, localization and employee training. AMSC Windtec Solutions also include advanced wind turbine electrical control systems that ensure highly reliable and efficient power flows.

Whether a new entrant or a proven wind turbine manufacturer, AMSC's commitment is to provide the solution that delivers competitive advantage, lowers the levelized cost of electricity (LCOE) and enhances your return on investment for customers.

### Gridtec™ Solutions Offering

AMSC's Gridtec Solutions are a set of engineering planning services and advanced grid systems that optimize network reliability, efficiency and performance from the point of generation through transmission and distribution.

Through its Gridtec Solutions, AMSC supplies components, systems and solutions to some of the industry's biggest names. From wind parks to solar power plants and from utilities to large industrial manufacturers, AMSC's is committed to delivering the right solution for its customers, each and every time.

Whether a simple component or complex system-level solution, AMSC focuses on ensuring that the investment is right, for its customers - delivering reliability, security, efficiency, scalability and tangible long-term benefits.

### Stock Information

(as of December 2, 2011)

Symbol: Nasdaq: AMSC  
Stock Price: \$4.11  
Market Cap: \$210M  
TTM Revenue: \$122  
Avg. Daily Volume: 1.3M  
Shares Out: 51M  
Year End: March 31  
Website: [www.amsc.com](http://www.amsc.com)

### Research Coverage

JinMing Liu, Ardour Capital  
Carter Driscoll, CapStone  
Timothy Arcuri, Citigroup  
Jeremy Hellman, DivineCapital  
Jesse Pichel, Jefferies & Co  
Paul Clegg, Mizuho Securities  
Jim Ricchiuti, Needham & Co.  
Ben Schuman, Pacific Crest  
Pavel Molchanov, Raymond James  
Michael Horwitz, RW Baird  
Colin Rusch, ThinkEquity, LLC  
Craig Irwin, Wedbush  
Theodore O'Neill, Wunderlich Sec.

### Institutional Shareholder Data

# of institutional shareholders 169  
% of shares held by institutions 37%

### Top Institutional Shareholders

	Shares
BlackRock Investment Co.	2,397,231
Vanguard Group	2,264,951
Invesco Power Shares Capital	1,657,498
State Street Global Advisors (US)	893,260
California Public Employees Retirement	835,190
Goldman Sachs & Co.	695,010
BlackRock Financial Mngmt	453,470
Northern Trust Investments	441,528
GMT Capital Corp	436,700
Susquehanna Financial Group	360,949

### Select Executives

Daniel P. McGahn  
President and Chief Executive Officer

David A. Henry  
Senior Vice President,  
Chief Financial Officer and Treasurer

### Investor Contact

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## Recent Wind Developments

Sept. 2011 – Signed a multi-year contract to deliver wind turbine electrical control systems to China's Beijing JINGCHENG New Energy Co., Ltd (JCNE). AMSC is helping JCNE upgrade and expand its multi-megawatt wind turbine platform.

Sept. 2011 – Signed a new contract to deliver wind turbine electrical control systems to India's Inox Wind Limited of India. Inox is manufacturing 2 MW turbines with superior power curves under an AMSC license.

Sept. 2011 – Signed a new contract to provide wind turbine core electrical components to South Korea's Hyundai Heavy Industries (HHI). HHI is working with AMSC to create a global renewable energy business.

## Recent Grid Developments

Oct. 2011 – Announced the successful qualification of a transmission voltage fault current limiter (FCL) that utilizes high temperature superconductor (HTS) wire. This marks the first time a resistive superconductor FCL has been developed and successfully tested for power levels suitable for application in the transmission grid.

Sept. 2011 – Announced that the world's longest distribution-voltage superconductor cable system has been energized near the city of Seoul. Powered by AMSC's Amperium™ superconductor wire and installed in Korea Electric Power Company's (KEPCO) electricity grid, the cable system is capable of carrying approximately 50 MW of power.

Sept. 2011 – Signed a multi-million-dollar contract to provide a D-VAR® system for Keys Energy Services, a public power utility in Florida, to improve voltage stability.

Sept. 2011 – Signed several new grid integration contracts to supply solutions that will securely and reliably integrate over 150 MW of renewable energy to the grid.

[www.amsc.com](http://www.amsc.com)

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