

FairWind A/S  
Force BidCo A/S  
24 August 2022

# FairWind

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Committed to green transformation

## Q2 2022 Financial Report

August 2022



## About Fairwind

Force BidCo A/S is the parent company to FairWind A/S.

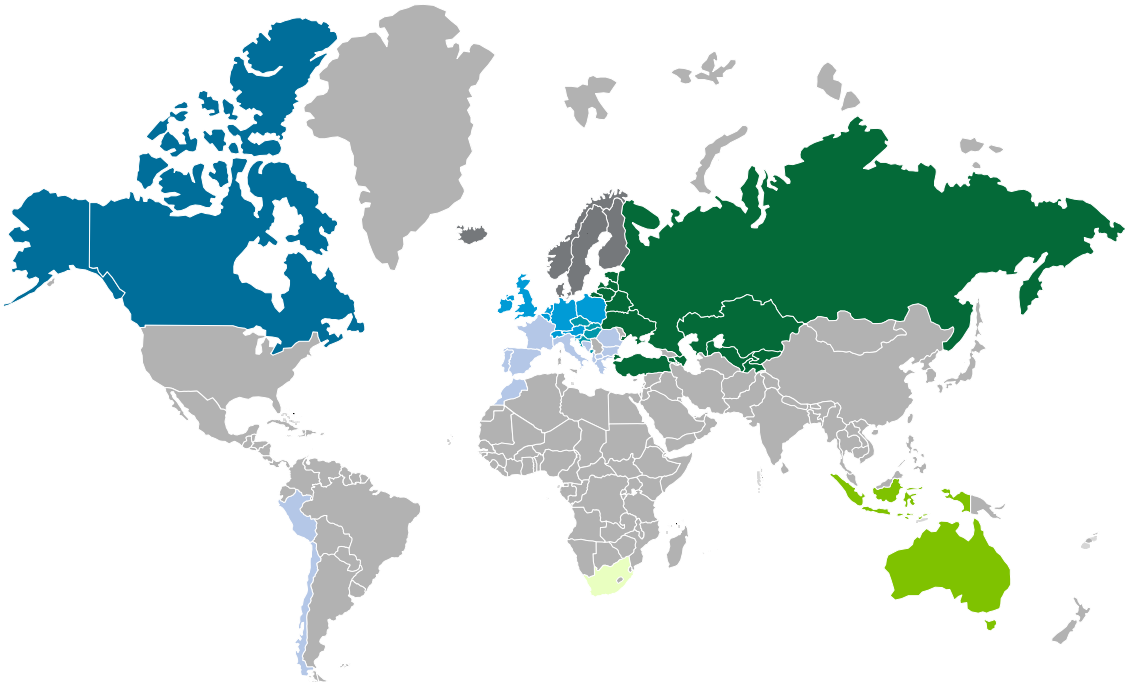
FairWind is the global market leader within onshore wind turbine installation, with a strong presence also within offshore and service. With its global presence and capabilities, FairWind is strategic partner and sub-supplier to wind turbine OEMs in +40 countries. The company is headquartered in Vejle, Denmark, with its main technician hub in Stettin, Poland.

The underlying market is growing rapidly, as renewable energy is enjoying political support and support of the public. In addition, technology advancements make renewables an increasingly attractive energy source. Renewable energy sources will account for all growth in energy generation towards 2050 and wind is the single biggest contributor to the energy transition.

1,300+	40+	13,8	3,767
Technicians	Countries entered	GW installed (2018-2021)	Turbines installed (2018-2021)

### Regional offices across the globe

- North America
- Central Europe
- Southern Europe & South America
- Northern Europe
- Eastern Europe and Central Asia
- Asia Pacific
- South Africa



## Highlights interim report for Q2 2022

Second quarter 2022, Force BidCo A/S

- Total revenue of DKK 257m
- Reported EBITDA of DKK 21m
- Operating profit for the period amounted to DKK 12m

### Financial review

As FairWind A/S was acquired by Force BidCo A/S on the 28<sup>th</sup> of September 2021. Accounts for both companies will be shown in the report. Force Bidco A/S has changed accounting policy to IFRS. Fairwind A/S is reporting under Danish GAAP.

## Message from CEO

The second quarter of the year reached a turnover of 257.2 mill. DKK and profit of 12.3 mill. DKK. The first half year of 2022 amounts to a turnover of 498.9 mill. DKK and profit of 18.4 mill. DKK.

### Following the market developments

We see a strong performance in Q2 given the geopolitical circumstances and are close to the expected turnover and profit for the first half of the year. Though, we are still operating in challenging market with tough conditions where our customers are experiencing hard times and still have many issues to work with.

The market conditions in general are still challenging. The situation in Russia has also had a negative financial impact on FairWind since we chose to close all our activities there in 2022. This has not been without financial impact, but we believe that it would put us in a stronger position going forward, seen from a people and complexity point of view.



The first half year of 2022 was characterized by geopolitical uncertainty and supply chain disruptions, circumstances that have driven up costs for the full wind industry. We see many challenges in the market coming from high inflation, pressure on salary, extra cost to transport, and so forth. These issues will continue to have a negative effect on FairWind over the coming periods. We still see projects being postponed due to missing components, the geopolitical situation, and delays in approval of projects in different countries.

Though, on the long-term perspective, we still see a market with high future demands. National policies, especially in Europe, are focusing on decreasing dependency on gas from Russia. Here, renewable energy is a strong competitor, though dependent on national regulations and grid developments. At the same time, we see our customers are starting to increase backlog with improved margins.

Though we still see the uncertainty to continue over the coming periods, we expect the market to improve in the following years when abovementioned challenges have normalized. The world has increased its focus and commitment towards renewable energy, giving FairWind every opportunity to develop a strong foundation in the long run, for which, we are positive.

**John Funch, CEO FairWind**

Profit & Loss Statement – Consolidated

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DKK '000	FairWind A/S	Force BidCo A/S	FairWind A/S	Force BidCo A/S	FairWind A/S
	01.04 - 30.06.2022	01.04 - 30.06.2022	YTD	YTD	LTM
<b>Net revenue</b>	<b>257.170</b>	<b>257.170</b>	<b>498.874</b>	<b>498.874</b>	<b>1.108.043</b>
Direct costs	(197.924)	(198.064)	(385.370)	(388.545)	(850.316)
Personnel expenses	(20.473)	(20.182)	(42.712)	(43.016)	(80.085)
Other external expenses	(20.945)	(19.959)	(38.467)	(36.577)	(75.232)
Depreciation and amortization	(5.779)	(6.630)	(10.651)	(12.353)	(19.622)
<b>Operating profit/loss</b>	<b>12.048</b>	<b>12.335</b>	<b>21.674</b>	<b>18.383</b>	<b>82.788</b>
Financial result	(9.036)	(13.671)	(6.849)	(16.492)	(7.637)
<b>Profit/loss before taxes</b>	<b>3.012</b>	<b>(1.336)</b>	<b>14.825</b>	<b>1.891</b>	<b>75.151</b>
Taxes	(670)	286	(3.272)	(1.603)	(16.600)
<b>Profit/loss for the period</b>	<b>2.342</b>	<b>(1.050)</b>	<b>11.553</b>	<b>288</b>	<b>58.551</b>

*Reporting Fairwind A/S : Danish GAAP and including Fairwind A/S and subsidiaries*

*Reporting Force Bidco A/S : IFRS and including Force Bidco A/S and subsidiaries (Implemented from 1 January 2022)*

Non-GAAP:

Adjusted EBTDA	19.669	20.806	34.571	32.982	107.857
Non recurring items	(1.841)	(1.841)	(2.246)	(2.246)	(5.446)
Depreciation and amortization	(5.779)	(6.630)	(10.651)	(12.353)	(19.622)
<b>Operating profit/loss (GAAP)</b>	<b>12.048</b>	<b>12.335</b>	<b>21.674</b>	<b>18.383</b>	<b>82.788</b>

## Balance Sheet



### Balance Sheet

DKK '000	FairWind A/S	Force BidCo A/S
	30.06. 2022	30.06. 2022
<b>Assets</b>		
Goodwill and Trademarks	14.183	512.372
Tangible fixed assets	46.058	55.076
Financial assets	-	-
<b>Total non-current assets</b>	<b>60.241</b>	<b>567.448</b>
Trade receivables	223.786	223.786
Work in progress	126.954	131.131
Inventory	2.980	2.980
Intercompany receivables	40	-
Other receivables	13.716	13.716
Accrued courses	19.286	19.286
Deferred tax	22.096	1.202
Other accruals	-	-
Cash	69.553	76.506
<b>Total current assets</b>	<b>478.411</b>	<b>468.607</b>
<b>Total assets</b>	<b>538.651</b>	<b>1.036.055</b>
<b>Equity and liabilities</b>		
<b>Equity</b>	<b>154.288</b>	<b>355.240</b>
<b>Long term liabilities</b>	<b>100.763</b>	<b>366.270</b>
Credit institutions	101.190	101.190
Trade payables	90.786	111.403
Accrued costs (reservations)	79.443	79.443
Other liabilities	12.181	22.508
<b>Short term liabilities</b>	<b>283.601</b>	<b>314.544</b>
<b>Total liabilities</b>	<b>384.363</b>	<b>680.814</b>
<b>Total equity and liabilities</b>	<b>538.651</b>	<b>1.036.055</b>

*Reporting Farwind A/S : Danish GAAP and including Fairwind A/S and subsidiaries*

*Reporting Force Bidco A/S : IFRS and including Force Bidco A/S and subsidiaries*

## Cash Flow Statement

### Cash Flow Statement

DKK '000	FairWind A/S	Force BidCo A/S	FairWind A/S	Force BidCo A/S	FairWind A/S
	01.04 - 30.06.2022	01.04 - 30.06.2022	YTD	YTD	LTM
Cash flow from operations	(30.981)	(26.807)	(50.953)	(56.489)	(25.293)
Cash flow from investing activities	(12.251)	(12.251)	(27.524)	(27.524)	(36.486)
Cash flow from financing activities	24.400	20.435	19.697	14.279	87.339
<b>Net increase/decrease in cash</b>	<b>(18.832)</b>	<b>(18.623)</b>	<b>(58.780)</b>	<b>(69.734)</b>	<b>25.561</b>
Cash starting balance	(12.805)	(6.060)	27.143	45.051	(57.198)
<b>Cash ending balance</b>	<b>(31.637)</b>	<b>(24.683)</b>	<b>(31.637)</b>	<b>(24.683)</b>	<b>(31.637)</b>

*Reporting Fairwind A/S : Danish GAAP and including Fairwind A/S and subsidiaries*

*Reporting Force Bidco A/S : IFRS and including Force Bidco A/S and subsidiaries (implemented from 1 January 2022)*



