

FairWind

We invest in You

Company Presentation 2022



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We invest in our work, partnerships, sustainability, the future and you. Our mission is to be the leading experts and preferred solution-oriented partner who consistently delivers excellent performance and forms long-term partnerships and collaborations with industry-leading partners.

Investing means providing our employees and partners with high-quality service and expertise. It means devoting our time to making sure our product, our employees, and our partners win so that we can win.

That is why we invest.

FairWind



We invest in **People**

We invest in the education of technicians so we and the industry can continue to rely on the all-important expertise of well-educated employees who can grow with the company.



We invest in **Safety**

In our line of work, safety is everything. That is why we at FairWind will never take the safety of our people for granted.



We invest in **Quality**

Quality is in everything we do. It is a part of our mission, our DNA as FairWinders and in all of our investments. Our quality is what makes us stand out because we are dedicated, and we are invested in our work.



We invest in **Partnerships**

At FairWind, we want our partners to win so that we can win. This is why we are a one-stop solution. We optimise your process by being both the expert and the solution seeker on your team.



We invest in **Sustainability**

We at FairWind invest in sustainability and are devoted to being a part of a more sustainable future.



We invest in **You**



Who are **we**?

Your one-stop partner for installation and service solutions of onshore and offshore wind turbines worldwide.

- Cooperates with over 1500 technicians worldwide to deliver best in class service to our customers and partners.
- Has delivered installations and service solutions since 2008.
- Has worked in more than 40 countries.

At FairWind, **quality is reliability**

We want to ensure that we build upon our long-term partnerships so that we can deliver a reliable product every time. We want to be our partners' one-stop solution for wind turbine projects by providing solutions within:

- Installation
- Services
- Inspections
- Speciality services
- Spare part replacement
- Turbine Refurbishment and resale
- Technology solutions
- Consultations
- Repairs
- Electrical and high voltage solutions
- Training

In a price-focused market, we stand out on the quality of our product, the quality of our employees, the quality of our management and the quality of our partnerships, all so that our partners know that FairWind equals the best quality. That is why we invest in quality.



Our **Fair** solutions

Service/Maintenance

Onshore

Offshore

Blades

Electrical & HV

Training

FairWind

Service/Maintenance

FairWind







Solution: **Service/Maintenance**

FairWind understands that downtime can be extremely costly and we are here to help keep yours to a minimum with emphasis on safety, quality and professionalism at a fair price.





Preventive maintenance

FairWind is engaged in performing predetermined scheduled maintenance. We tailor the service solution according to your requirements.

-  Execution of predetermined service program according to turbine type
-  Bolt retightening
-  Statutory inspections
-  Inspection and service of high voltage equipment

Corrective maintenance

FairWind performs all necessary activities to restore the turbine's functionality in case of breakdown. We offer manpower and tool support for corrective maintenance projects and component exchanges.

-  Retrofit campaigns
-  Modifications and upgrades
-  Main component exchange
-  Correction of turbine failures

Case: **Service for Girifalco**

Due to the uniqueness of the project, lack of knowledge on the matter in the industry, as well as the execution period being in the summer, we faced the following difficulties:

- We did not have any experience with similar projects
- We had to come up with a industry-new solution
- The temperature regularly exceeded 45 degrees Celsius

By applying our very best technicians, we came up with an innovative and high-quality solution utilizing state-of-the-art technology and our high level of knowledge.

Likewise, by leveraging our back-office, our technicians met the temperature requirements of certain tasks by conducting these at night during the colder temperatures, while preparing at day

Did you know?

The turbine model type was out of production, requiring us to develop our own unique solution for the repair.



An aerial photograph of a wind turbine construction site, overlaid with a semi-transparent blue filter. The image shows the large, white, curved blades of a wind turbine extending from the top left towards the bottom right. Below the blades, a construction site is visible with several white vans and trucks parked on a dirt area. In the background, there are wooden structures and other construction equipment. The overall scene is a busy construction site for a wind farm.
















Onshore

FairWind

Solution: **Onshore service**

Our qualified installation management team and more than 1000 skilled FairWinders are ready to help with your onshore installation projects. For all installation tasks, we get involved in the project from an early stage and actively contribute our experience in the planning phase to optimise the process and minimize risk.

Our offerings include:

-  Engineering of installation concepts
-  Loading/unloading and receiving
-  Inspections and QA work
-  Consultancy and optimization
-  Cable works and testing
-  HSE management
-  Full scope installation projects on lump sum prices
-  Painting and fibre work
-  Site management
-  Craning of wind turbine components
-  Installation and commissioning of service lifts
-  Pre-assembly activities
-  Transport coordination of wind turbine components
-  Team Transfer planning and execution
-  High and medium voltage work

Case: **Installing over 120 Siemens turbines at two sites in South Africa**

FairWind was tasked with installing over 120 Siemens turbines at two sites in South Africa – 61 at Khobab and 61 at Loeriesfontein.

- **Remote area and terrain**
The location received only 5 cm of rain during the entire 10 month period of the project. Dust was a frequent issue, and even environmental factors such as venomous snakes appearing on site. Altogether, weather delays topped 60 days.
- **Logistical issues**
The site was over 100 km from the closest city, and over 400 km from Cape Town. Quickly acquiring supplies or tools was not possible.
- **Manpower**
FairWind was contractually obligated to use a large number of locally-sourced technicians.

FairWind leveraged its global experience and local resources to tackle the challenges associated with such a large-scale project.

A strong local entity established in 2013, FairWind Installation (PTY) Ltd, helped facilitate logistical support and train local South African technicians for the job.

To compensate for the logistical issues related to the remote area of the site, camps were built from scratch for the technicians, including housing, water and electricity, and kitchens. By September 2017, FairWind's South African entity was officially completely independent of the need for hotels or rentals.

In spite of very substantial roadblocks, these major projects were finished on deadline to the satisfaction of the client's needs.



Offshore






FairWind



Solution: **Offshore service**

Our dedicated Offshore Department and qualified FairWinder technicians are ready to help with personalized solutions for your offshore projects and pre-assembly.

Our offshore installation offerings include:

-  Commissioning – Electrical and Mechanical
-  Pre-assembly
-  Cable laying and transition piece installation
-  Craning of wind turbine components
-  HV Cable Pull

-  Snagging
-  Inspections and QA Work
-  HSE management
-  Site management

Case: **Erecting offshore towers for Siemens Gamesa**

FairWind erected 87 complete towers for the Hohe See / Albatros offshore wind farm project, with a scope of pre-assembly and high voltage work.

This project was noteworthy for delivered results on HSE on Quality. Specifically, snags per turbine were half of the target set by the client.

Flexibility also allowed timely delivered despite changing demands and delays that regularly occur on projects of such a large size.



Blades

FairWind




Solution: **Blades**


Blade repair and modification demands some of the most experienced and specialized experts in the wind industry. You can count on our proven pool of FairWinder blade technicians to handle even the most complex tasks.

Blade inspection


 Condition monitoring and reporting


 According to your requirements, inspections can be performed using drones or via rope access

Mounting of aerodynamic modifications and upgrades

 FairWind possesses vast experience of retrofitting aerodynamic enhancing components on numerous blade types

Repair and painting of blade damage

 Restoration and measurement of lightning protection systems

 Competencies to repair complex structural blade damages

Case: **Snagging East Germany for Vestas**

FairWind erected 87 complete towers for the Hohe See / Albatros offshore wind farm project, with a scope of pre-assembly and high voltage work.

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Electrical & HV







FairWind



Solution: **Electrical & HV**

Our team of Electrical and High Voltage FairWinders come with 5+ years of industry experience and understand the requirements for safety and quality when working with electrical installation. FairWind has been contracted for close to 200 Transition Pieces and has developed a robust catalogue of electrical capabilities to deliver such projects globally.

Our offerings include:

-  Electrical engineering, installation and commissioning of offshore foundations
-  HV test - VLF, Isolation and SVERKER
-  HV termination up to 72KV
-  HV/MV cable work
-  On and offshore electrical installation and commissioning of electrical systems
-  Project management, Site management

Case: **Borssele Transition Pieces**

The largest electrical and high voltage project in FairWind history.

Involved the completion of 59 transition pieces (TP's) for client Bladt.

The TP segments were assembled in Aalborg harbour in Denmark, to be installed at Borssele 1+2, a 752MW wind farm being constructed in the southern part of the Dutch sea towards the Belgian border.

The project scope included full electrical installation – including mounting circuit breakers, lights, cabling, filling high voltage switchgear with liquid air, and all other electrical components.



Training & EWA

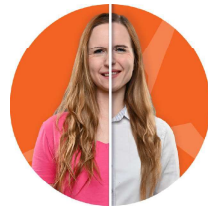
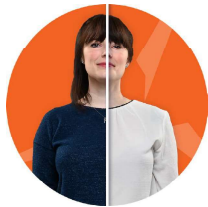
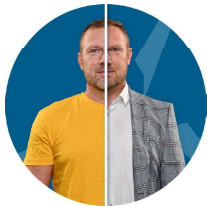
FairWind



When we say we invest in people, **we stand by it!**

We treasure our employees and partners and that is why we invest in them. In that regard, it is important that everyone, no matter their role, feel that they can grow personally and professionally with the company.

We invest in the education of technicians so we and the industry can continue to rely on the all-important expertise of well-educated employees who can grow with the company.



EWA: European Wind Academy

We invest by providing training and education for our employees and partners. We have training facilities and partnership with our sister company European Wind Academy (EWA).

Currently European Wind Academy provides courses in:

- GWO Basic Safety Training (BST)
- GWO Basic Technical Training (BTT)
- SHE Rescue (Enercon)
- LMB Ladders (Enercon)
- Siemens Gamesa Technical Training (SGTT)

For a full list of training courses, see the European Wind Academy website.

EWA was founded in 2017

Located in a 1600 square meter training center near FairWind's Polish office in Stettin, European Wind Academy is one of the top 10 GWO (Global Wind Organization) training providers worldwide.



Quality is in everything we do. It is a part of our mission, our DNA as FairWinders and in all of our investments. Our quality is what makes us stand out because we are dedicated, and we are invested in our work.

This is what makes us proud to see the wind turbines that we helped erect. Because to us, it represents all these investments. It represents what it means to be FairWinders. With our devotion to a more sustainable future and what we do, we are able to say:

We invest in you.

FairWind