

FairWind Offshore Presentation

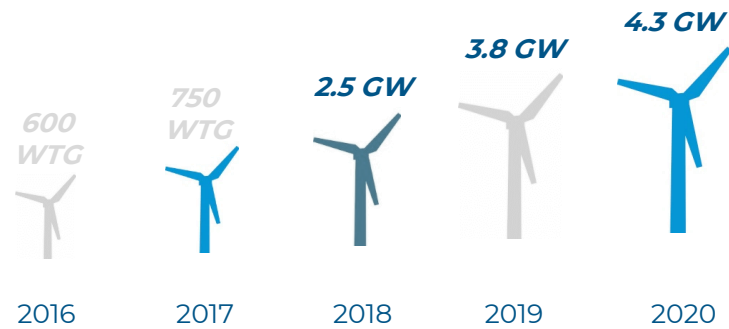
August 2021



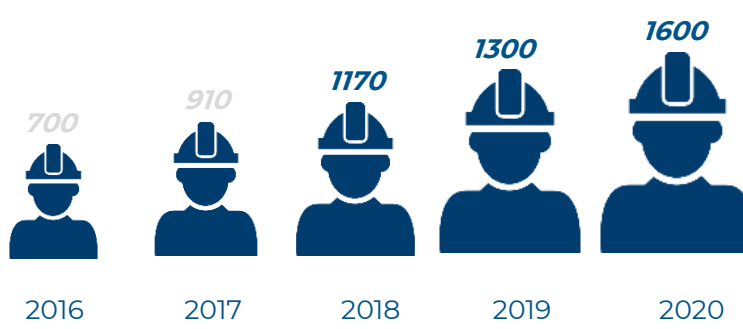
FairWind numbers at glance – growth across all business areas

Since 2016 FairWind has quart doubled its business & increased its scope

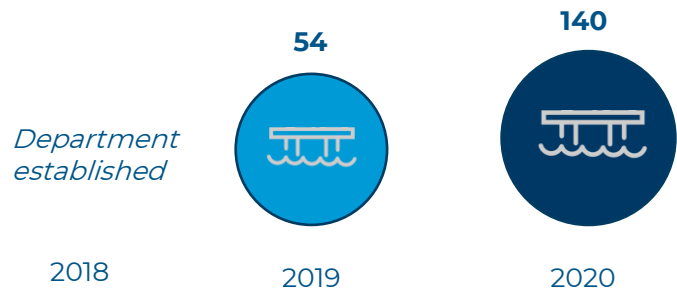
Number of GW installed



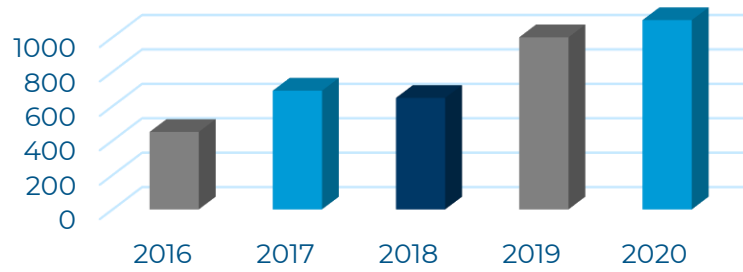
Number of technicians & employees



Number of TP delivered



Turnover (mill. DKK)



FairWind is a well-established global provider of one-stop solutions for the installation and service of onshore and offshore wind turbines.

FairWind has grown across all business areas to become a global reliable supplier

See video

<https://bit.ly/3mxt5ET>



FairWind offers full scope technical installation & services

FairWind

The FairWind Business covers most stages of a wind turbine lifecycle

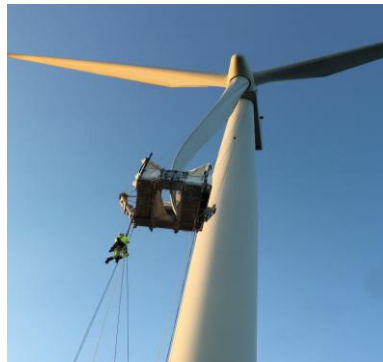


●-----**FairWind** key focus -----●

55 % Onshore installation



20 % Service & maintenance



15 % Offshore Pre-assembly



10 % Electrical & High Voltage



Technical Installation

FairWind's offerings comprise technical installation and Services for both onshore and offshore sites

Life cycle offerings

FairWind aims at covering several stages of the wind turbine life-cycle, but our core business is the mechanical & technical installation, covering 70% of our current business

One-stop shop

FairWind has the ambition of becoming a full scope installation & service partner in all regions of the globe

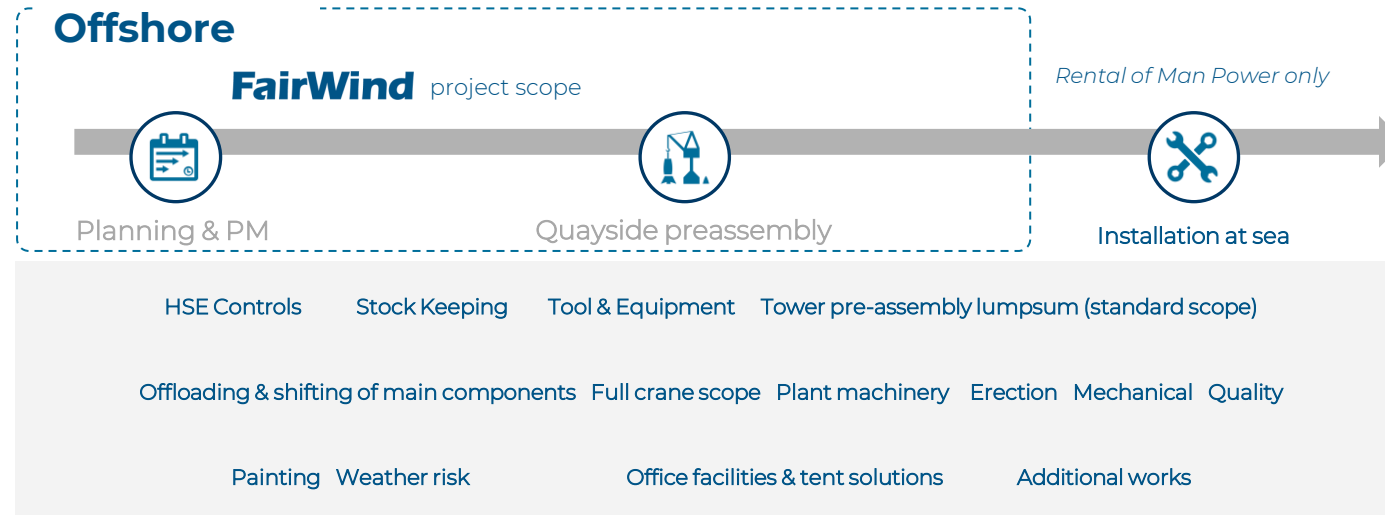


2020: 120+ WTG's covering ~960 MW
 2019: 110+ WTG's covering ~750 MW

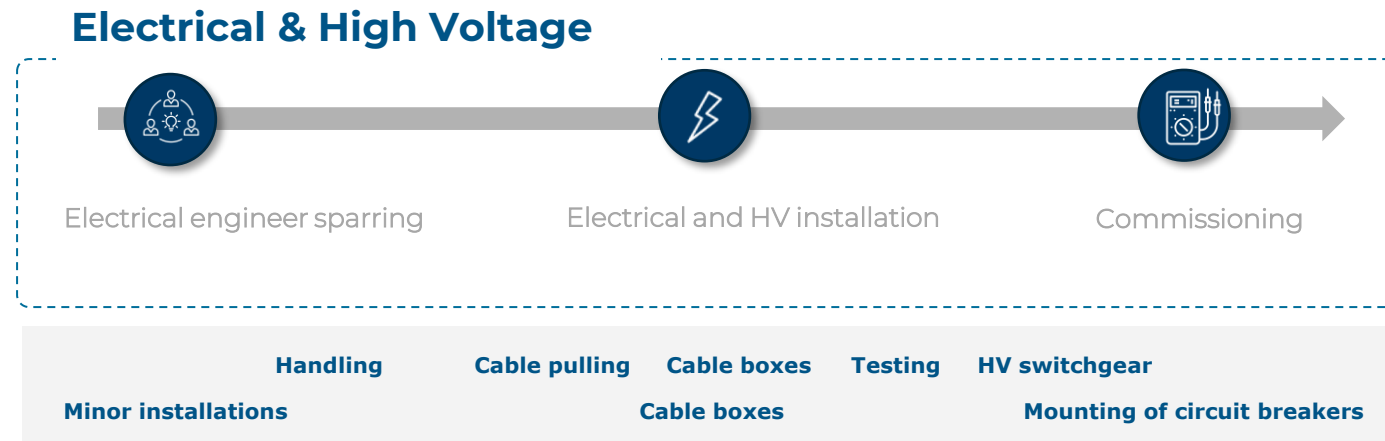


2020: 40,000+ hours electrical works - Foundations for ~1.6 GW

High quality full preassembly of offshore wind turbines at quayside



Complementary offering of full electrical and high voltage installations



FairWind offers complete preassembly of wind turbines from offloading to finalization

Scope of work is often pre-assembly and erection of major turbine parts on quay and readied to be loaded onto special installation vessel

FairWind also rents out manpower to work off-coast on offshore projects

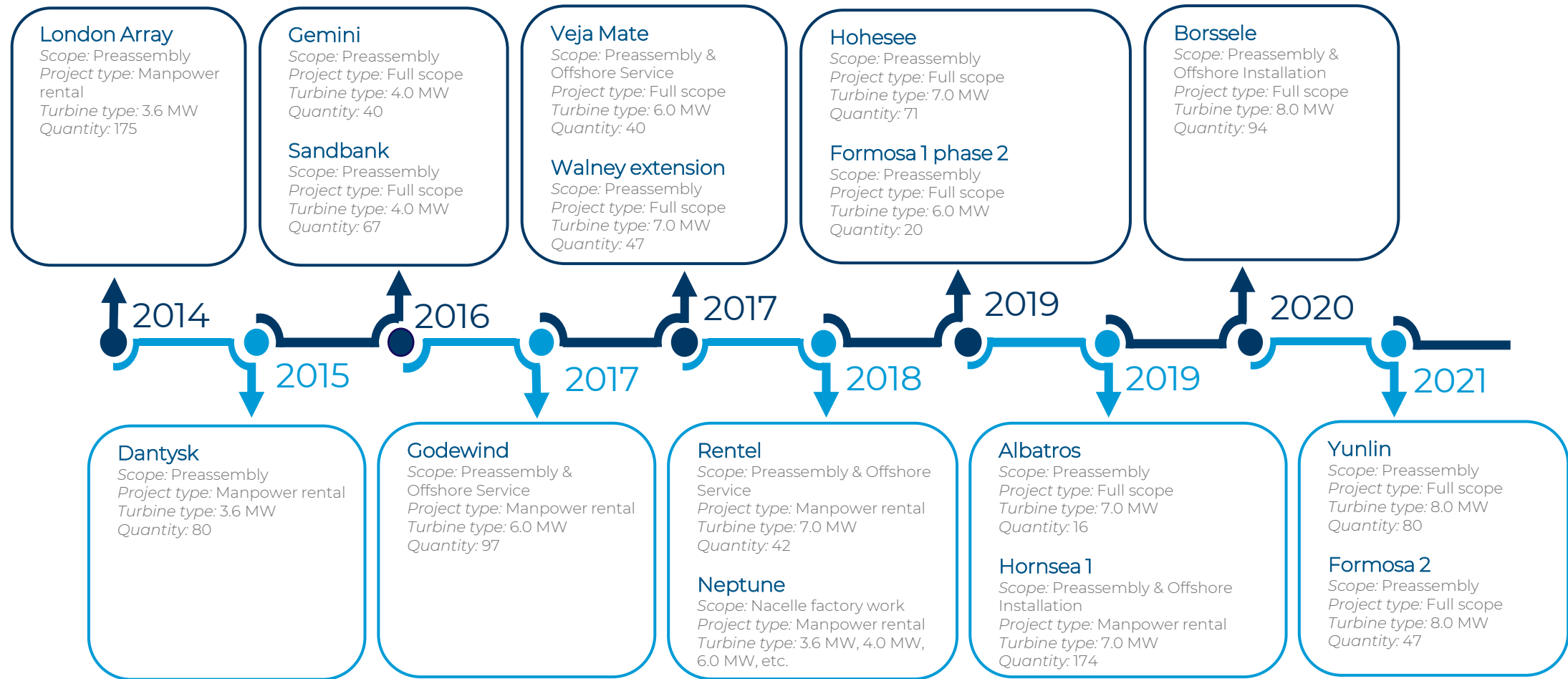
Electrical installations and commissioning of electrical systems for onshore and offshore projects

High voltage and medium voltage work

Electrical engineering sparring

Since 2014, FairWind has worked with manpower rental and full-scope projects, covering activities such as nacelle factory work, preassembly and Offshore Service.

Selection of manpower rental and full scope projects from 2014 to 2021



- Uphold the position as ‘best in class’ when it comes to safety & quality
- Continue & further strengthen the regionalization strategy
- Focus on strengthening the business through known project scopes (lump-sum pre-assembly)
- Continue operations in Taiwan as APAC focus market
- Consolidate our global presence in known markets (Germany, Denmark, United Kingdom)



North Sea & Baltic Sea



Market forecast new: ~25 GW until 2027

Political Scene: Stable – boosting activity

Market Entry Year: 2014

Taiwan



Market Forecast new: ~15 GW until 2035

Political Scene: Currently stable

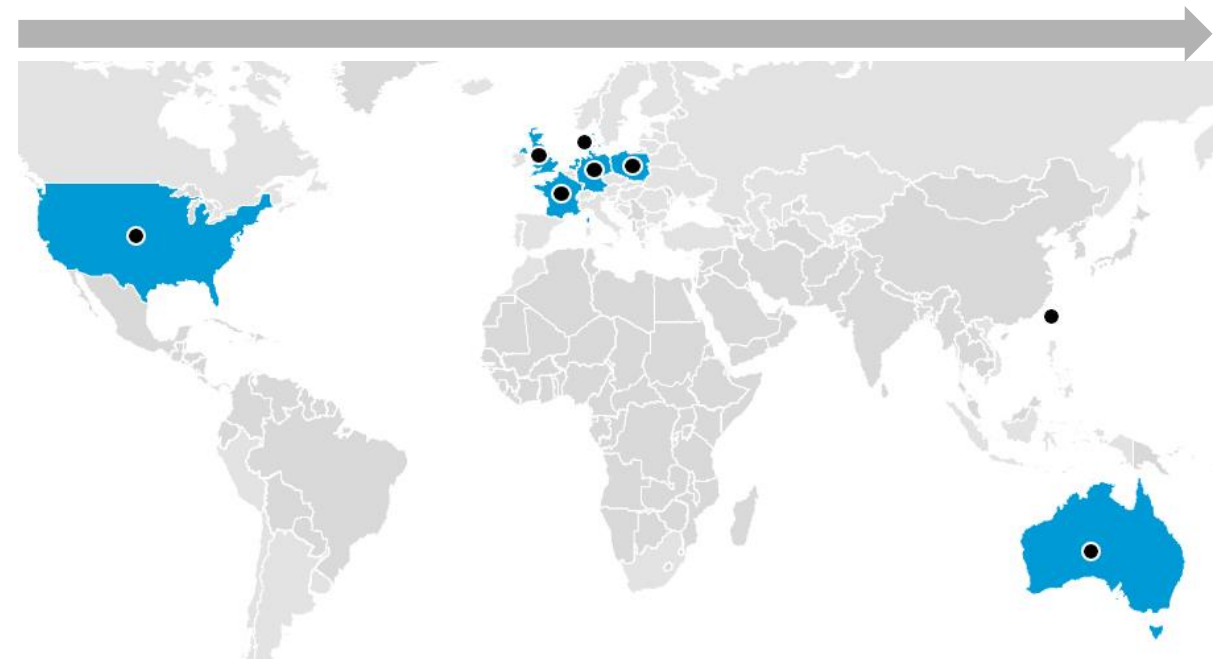
Market Entry Year: 2019

Awarded Projects: Yunlin
Formosa 2

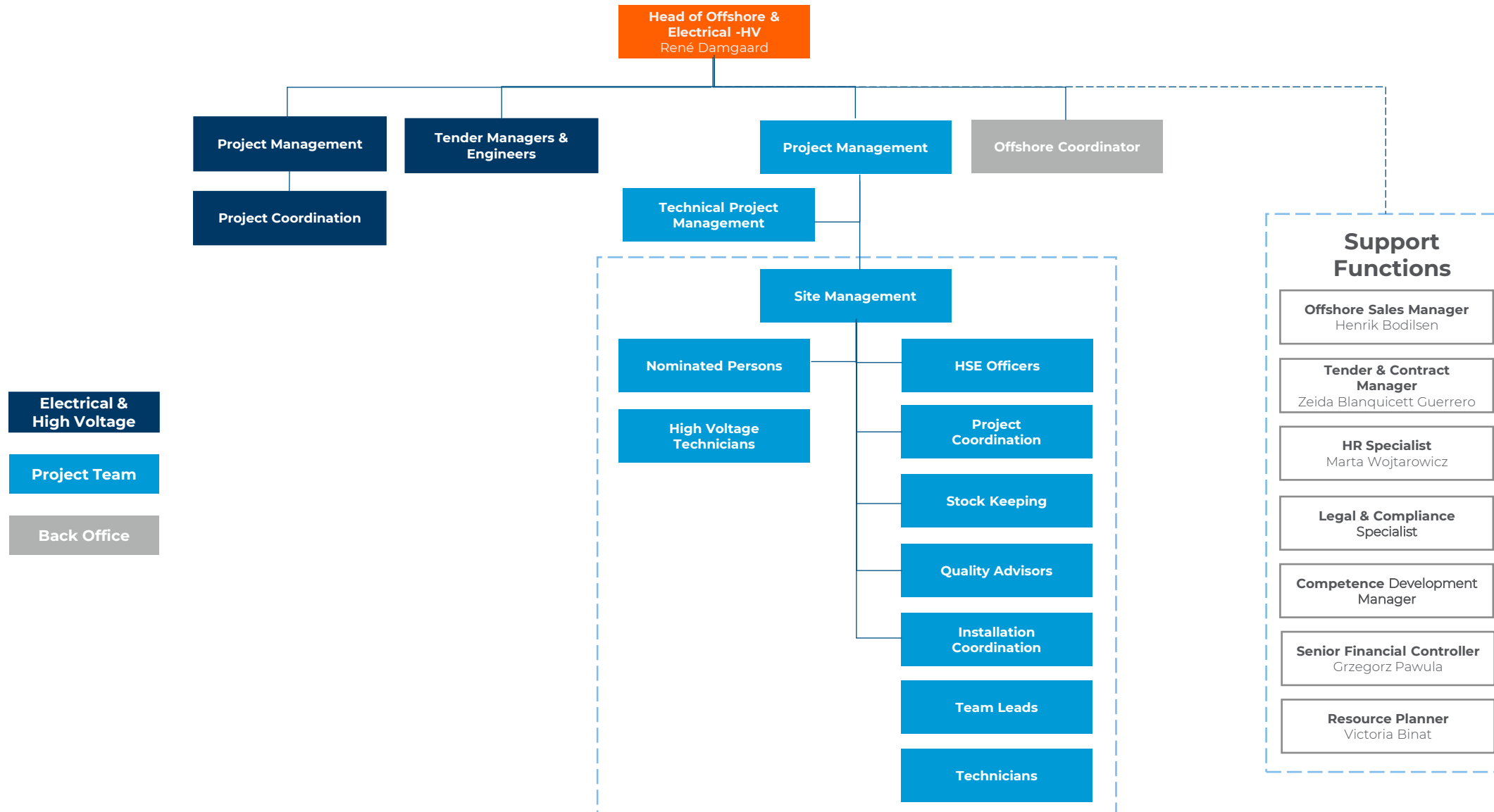
FairWind Strategy 2021 – and how it is linked to our Offshore business unit

- Grow and increase the share of FairWind´s Offshore & Electrical – High Voltage department
- Invest and grow in the US market
- Expand our presence in Europe (Holland, France, Poland), as well as Australia
- Further educate internal resources and focus on local hiring
- Focus on implementing new and already developed systems through increased digitalization
- Focus on developing new concepts & quoting new scope (cranes, moving of components, weather risk)

Current markets and expected market entry



Offshore and Electrical High Voltage Organization



Offshore foundations



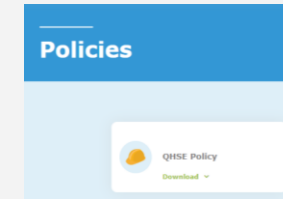
Fairwind continues to strengthen its pipeline within **foundations for offshore turbines**, at **Bladt industries** recently with being awarded the Hornsea II project and bidding amongst others on Ørsted project in the US (400 TP). FairWind see this as part of our strategy in retaining and developing our competent technicians.

Electrical Installation



FairWind has the scope for electrical installation including test and commissioning, design of cable tray, test procedure and documentation, supply of material.

Pressurization of 66KV switch gear



For safety reasons, SGRE 66kv switchgear cannot be lifted with filled liquid air, FairWind 66KV PWTCF approved technicians fill liquid air on switchgear after installation in foundation, just before loading out.

Looking forward to further dialogue!

Offshore

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