

FairWind

Committed to green transformation

Q3 2022 Financial Report

November 2022



About Fairwind

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

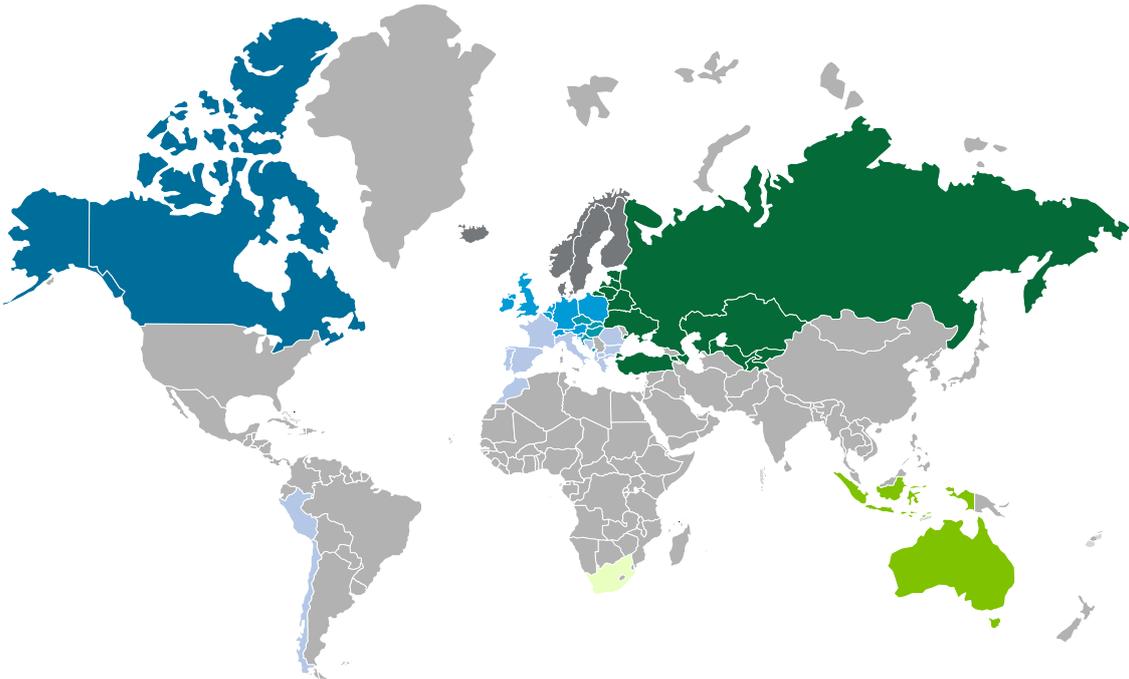
FairWind is the global market leader within onshore wind turbine installation, with a strong presence also within offshore and service. With its global presence and capabilities, FairWind is strategic partner and sub-supplier to wind turbine OEMs in +40 countries. The company is headquartered in Vejle, 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 Q3 2022

Third quarter 2022, Force BidCo A/S

- Total revenue of DKK 241m
- Reported (adj.) EBITDA of DKK 7m
- Operating profit for the period amounted to DKK 0m

Financial review

As FairWind A/S was acquired by Force BidCo A/S on the 28th 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 Third quarter of the year reached a turnover of 241.9 mill. DKK and operating profit of 0,2 mill. DKK. The first 3 quarters of the year 2022 amounts to a turnover of 740.8 mill. DKK and operating profit of 18.6 mill. DKK.

Following the market developments

In the previous quarters, FairWind has provided a strong performance in a challenging market. For Q3, FairWind has performed at lower operational levels comparative to last year, in a market that is still challenged, affecting the performance of FairWind.

The main reasons for FairWind's challenges in Q3 stem from the geopolitical situation with Russia, which has significantly reduced our revenue in both Russia and Ukraine. Furthermore, the market conditions, which see our customers struggling, also affects FairWind. The major OEMs in the market have reported negative EBIT in both quarterly and yearly fiscal reporting. As a supplier to the largest OEMs in the wind industry, this performance also puts pressure on FairWind. Finally, Q3 has also been affected by a large pool of projects consisting of new-technology turbines. With new technology, FairWind is trusted by our customers to develop the most cost and time efficient solutions for the installation, which is reflected in a regression curve where FairWind has been in the early stages.



To combat the challenging market, FairWind is currently in the process of negotiating price increases with our customers, which ties into the prices increases our customers have reported in their financial statements towards the developers. At the same time, our customers are reporting increased backlogs, which provides a positive outlook for the future.

For Q4, FairWind expects the revenue to be at the same level as Q3, while improvements in our execution due to increase experience with novelty turbines means that we expect an improved operational execution.

FairWind is still heavily focused on growing the business, which is supported by the recruitment of CFO Sisse Mai from Esvagt, which was reported in October, while FairWind also have initiated M&A efforts to consolidate the market for WTG installation and service. FairWind currently see a number of opportunities in the market and have the financial support from investors and owners to execute attractive opportunities.

The internal and external landscape is still presenting FairWind with every opportunity to develop a strong foundation in the long run, for which, we are positive.

John Funch, CEO FairWind

Profit & Loss Statement – Consolidated

Profit & Loss Statement - Consolidated

DKK '000	FairWind A/S	Force BidCo A/S	FairWind A/S	Force BidCo A/S	FairWind A/S	Force BidCo A/S
	01.07 - 30.09.2022	01.07 - 30.09.2022	YTD	YTD	LTM	LTM
Net revenue	241.948	241.948	740.822	740.822	1.021.139	1.021.139
Direct costs	(194.303)	(196.516)	(579.673)	(585.061)	(793.973)	(805.707)
Personnel expenses	(19.672)	(19.777)	(62.384)	(62.793)	(79.120)	(80.153)
Other external expenses	(19.527)	(18.724)	(57.994)	(55.301)	(78.771)	(96.275)
Depreciation and amortization	(6.000)	(6.690)	(16.651)	(19.044)	(21.757)	(19.925)
Operating profit/loss	2.447	241	24.120	18.624	47.518	19.079
Financial result	2.307	(1.969)	(4.542)	(18.462)	1.555	3.249
Profit/loss before taxes	4.753	(1.728)	19.578	162	49.073	22.329
Taxes	(1.034)	392	(4.306)	(1.211)	(11.674)	(4.642)
Profit/loss for the period	3.719	(1.337)	15.272	(1.049)	37.399	17.687

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 EBITDA	8.900	7.386	43.471	40.368	75.175	63.573
Non recurring items	(454)	(454)	(2.700)	(2.700)	(5.900)	(24.569)
Depreciation and amortization	(6.000)	(6.690)	(16.651)	(19.044)	(21.757)	(19.925)
Operating profit/loss (GAAP)	2.447	241	24.120	18.624	47.518	19.079

Balance Sheet

Balance Sheet

DKK '000	FairWind A/S	Force BidCo A/S
	30.09. 2022	30.09. 2022
Assets		
Goodwill and Trademarks	14.219	512.372
Tangible fixed assets	42.347	50.024
Financial assets	-	-
Total non-current assets	56.566	562.396
Trade receivables	230.703	230.703
Work in progress	99.830	101.795
Inventory	2.883	2.883
Intercompany receivables	-	-
Other receivables	12.328	12.328
Accrued courses	20.012	20.012
Deferred tax	30.525	11.791
Other accruals	-	-
Cash	66.599	67.306
Total current assets	462.881	446.818
Total assets	519.447	1.009.214
Equity and liabilities		
Equity	144.708	340.653
Long term liabilities	102.277	366.125
Credit institutions	103.013	103.013
Trade payables	101.589	122.296
Accrued costs (reservations)	55.078	55.258
Other liabilities	12.783	21.869
Short term liabilities	272.462	302.436
Total liabilities	374.739	668.561
Total equity and liabilities	519.447	1.009.214

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

	FairWind A/S	Force BidCo A/S	FairWind A/S	Force BidCo A/S	FairWind A/S	Force BidCo A/S
DKK '000	01.07 - 30.09.2022	01.07 - 30.09.2022	YTD	YTD	LTM	LTM
Cash flow from operations	9.334	4.746	(41.619)	(51.743)	(138.565)	(130.781)
Cash flow from investing activities	(2.325)	(2.325)	(29.849)	(29.849)	(35.764)	(35.764)
Cash flow from financing activities	(11.785)	(13.444)	7.912	834	95.565	88.489
Net increase/decrease in cash	(4.776)	(11.023)	(63.556)	(80.758)	(78.764)	(78.057)
Cash starting balance	(31.637)	(24.684)	27.143	45.051	42.350	42.350
Cash ending balance	(36.413)	(35.707)	(36.413)	(35.707)	(36.413)	(35.707)

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)

