

# Q3 2024 Presentation

26 November 2024

# IWS | A fully integrated offshore wind solutions provider

- 1 **IWS** is an offshore wind service and consultancy company that integrates construction and CSOVs with engineering, product and manpower services in a windfarm's installation, commissioning and operations phases

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- 2 **IWS Services** focus on solutions where time-to-market, entry barriers, and unique competencies will enable IWS to build and sustain premium margins

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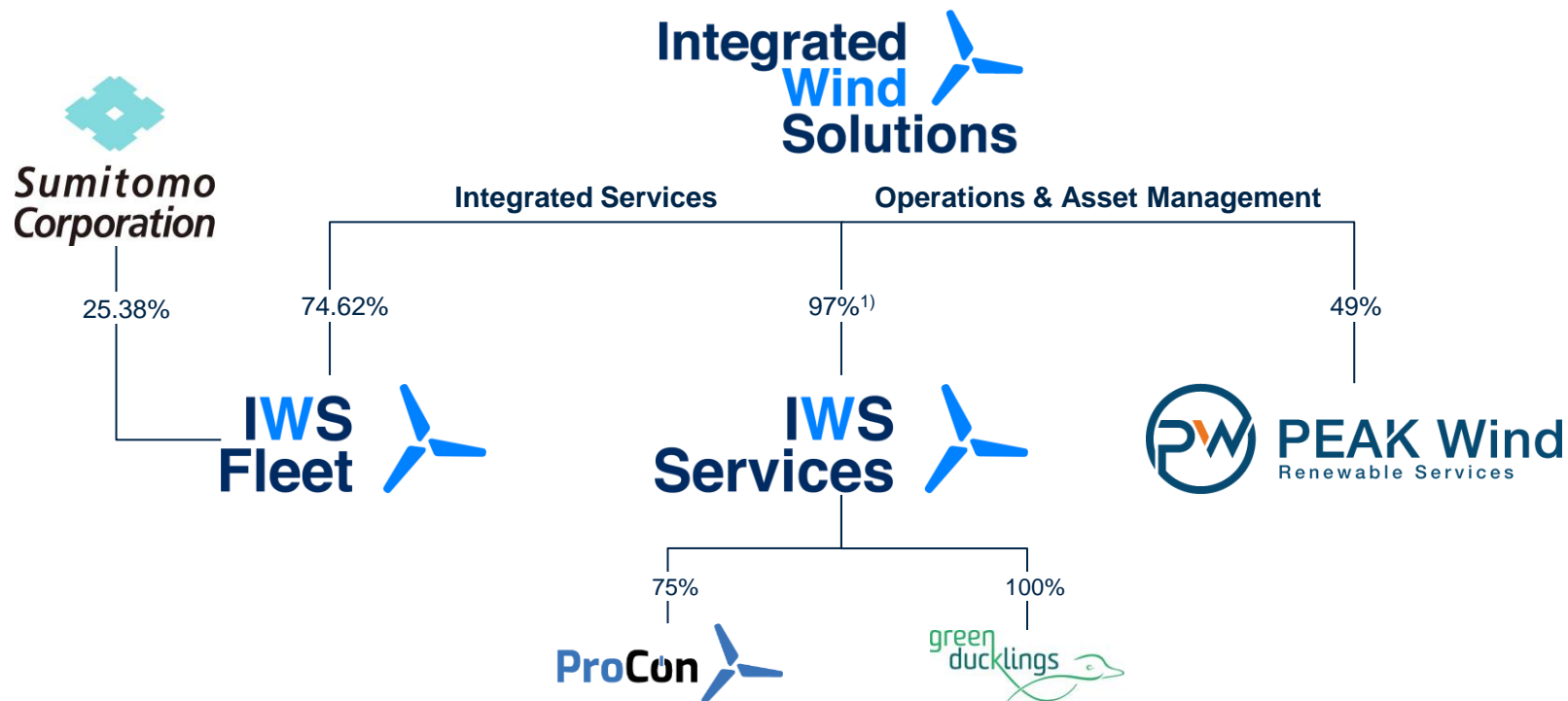
- 3 **IWS Fleet** is the owner and operator of high-end CSOVs, with four vessels delivered and an additional two under construction, in a market where CSOV demand is expected to increase significantly throughout the decade<sup>1</sup>

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- 4 **PEAK Wind**<sup>2</sup> is a leading renewable energy consultancy, operations & asset management service company with strong international growth



# IWS | A fully integrated offshore wind solutions provider



# Q3 2024 | Recent highlights – A record quarter

**1** A record total revenue of **EUR 17.0m** for Q3 2024, a 35% increase from Q2 and a 207% increase compared with Q3 2023.

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**2** Group EBITDA of **EUR 3.9m** for Q3 2024 compared with EUR 1.6m in Q2 and EUR -0.4m in Q3 2023. The EBITDA was driven by the operations of IWS Fleet's first two vessels for a full quarter and contributions from IWS Services and PEAK Wind.

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**3** Group net profit was **EUR 2.6m** for Q3 2024 compared with EUR 0.6m in Q2 and EUR -0.6m in Q3 2023.

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**4** IWS Fleet revenue of **EUR 8.0m** in Q3 2024 versus EUR 4.9m in Q2 and EUR 0.1m in Q3 2023. Two vessels were in operation during Q3 with IWS Skywalker on charter with the Dogger Bank consortium and IWS Windwalker on charter with TenneT TSO. IWS Seawalker was delivered from the yard on 23 August and started its first charter with the Dogger Bank consortium on 1 November. IWS Starwalker was delivered from the yard on 21 November and will arrive in Europe in January.



## Q3 2024 | Recent highlights (cont.)

**5** **IWS Services revenue of EUR 8.8m** in Q3 2024, an increase of 16% from Q2, on improved EBIT margins.

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**6** IWS exercised its fixed-price option to increase its ownership in **PEAK Wind** from 30% to 49% on 18 September. PEAK Wind continues its strong growth with an increase in net revenue for Q3 by 29% compared with Q3 2023. The Group's share of the net profit in Q3 2024 was EUR 0.3m, before EUR -0.1m amortisation of acquisition-related intangible assets.

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**7** **IWS Fleet signed the loan agreement** for an expanded Green Senior Secured Credit Facility of up to EUR 186.9m, securing debt financing for all six CSOVs. The commercial terms of the new facility have been improved relative to the pre-existing facility, and the previous parent company guarantee and financial covenants from IWS have been removed.

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**8** IWS Fleet and **Asso.subsea** agreed in November to terminate the charter contract that was due to start in Q1 2025 as Asso.subsea no longer requires the vessel within the agreed time frame. A termination fee will be booked as revenue in Q4 without any corresponding costs. IWS Fleet is in close discussions with charterers about alternative contracts for IWS Starwalker, and expects the vessel to be in commercial operations soon after arrival in Europe in Q1 2025.



# IWS Fleet | Current charter contracts

## 1 IWS Skywalker

- IWS Skywalker is currently at Dogger Bank A, the first out of three charter contracts at the Dogger Bank project.

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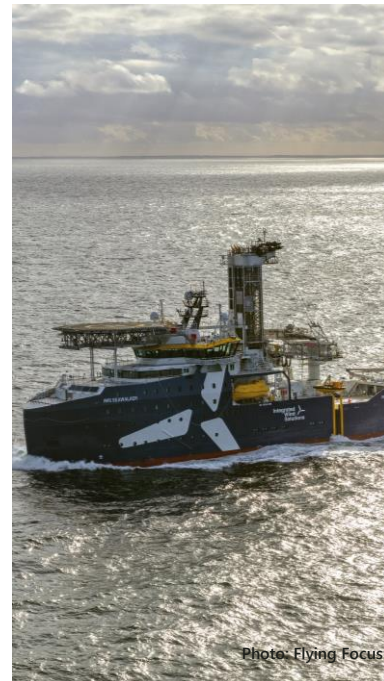
## 2 IWS Windwalker

- On 22 October, IWS Windwalker commenced a new charter contract with Siemens Gamesa Renewable Energy. The charter has been agreed on the terms in the frame agreement announced in February this year.
- With this charter, the work performed by IWS Fleet under the frame agreement has started earlier than its intended commencement date.

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## 3 IWS Seawalker

- On 1 November, IWS Seawalker commenced its maiden charter contract, joining its sister vessel at the Dogger Bank wind farm.



# IWS Fleet | Strong revenue backlog<sup>1</sup> to tier 1 clients



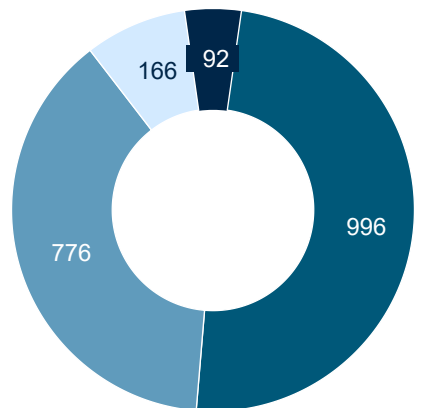
Firm charter days **2,030**



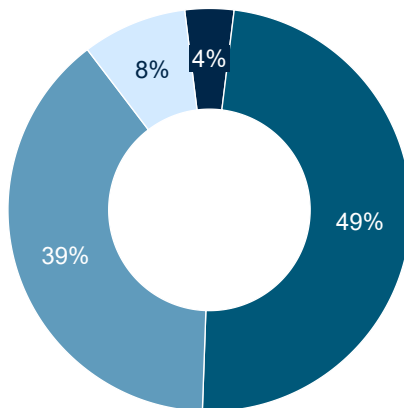
Firm revenue **€84m**



Revenue split by client<sup>2</sup>

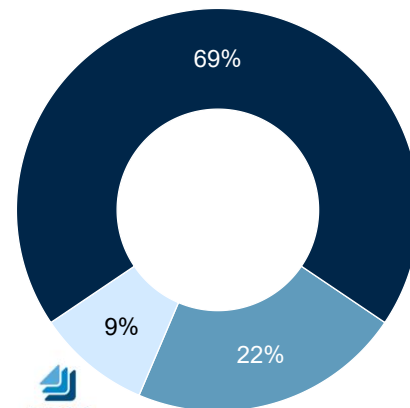


■ 2024 ■ 2025 ■ 2026 ■ 2027



■ 2024 ■ 2025 ■ 2026 ■ 2027

**SIEMENS Gamesa**  
RENEWABLE ENERGY



**asso**  
.subsea

**DOGGER BANK**  
WIND FARM





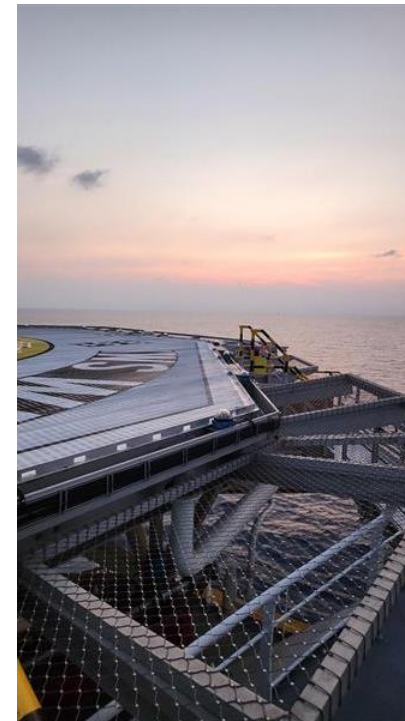
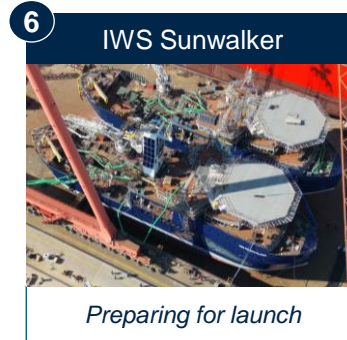
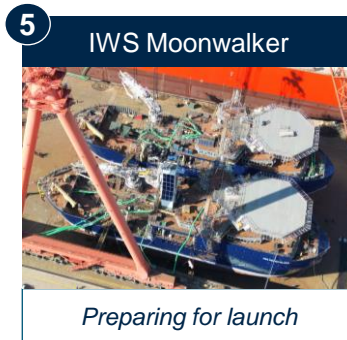
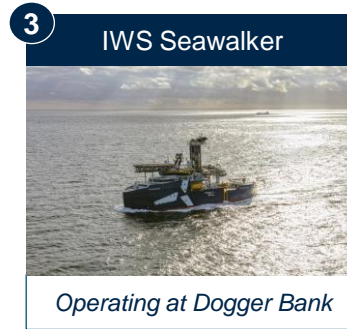
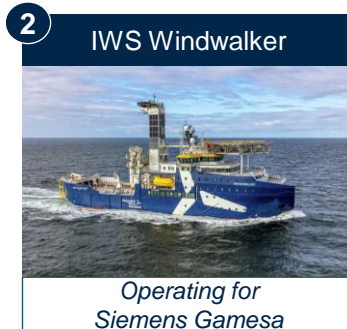
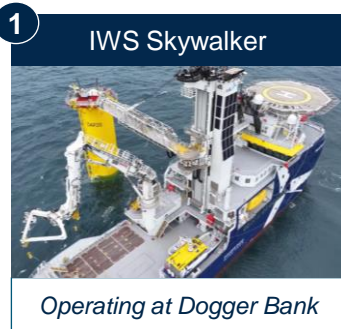


**IWS Seawalker | In Dutch waters**

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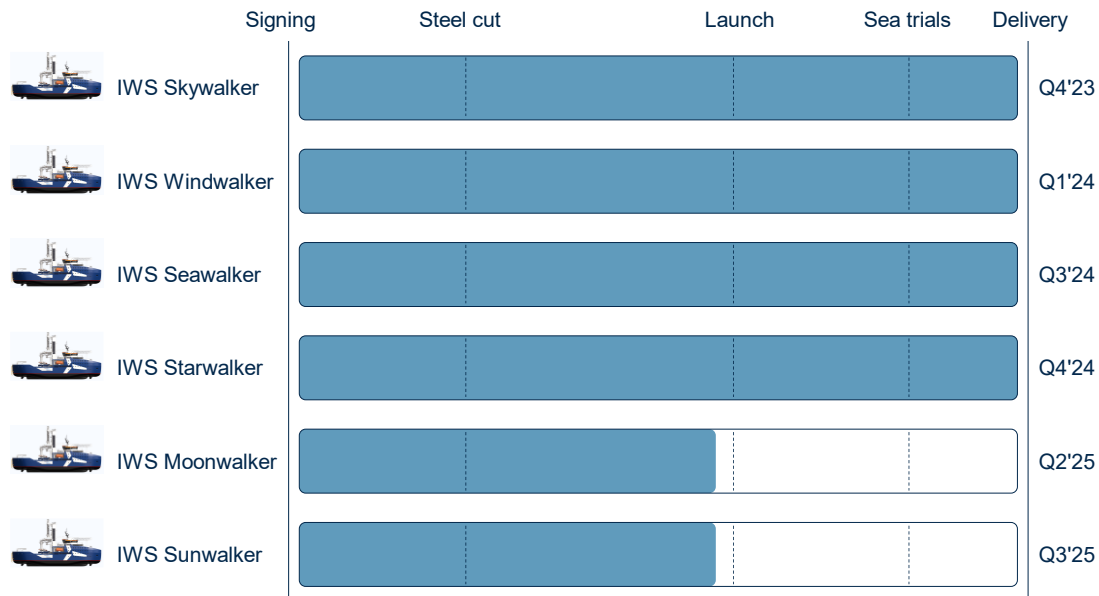


# IWS Skywalker class | Vessel overview

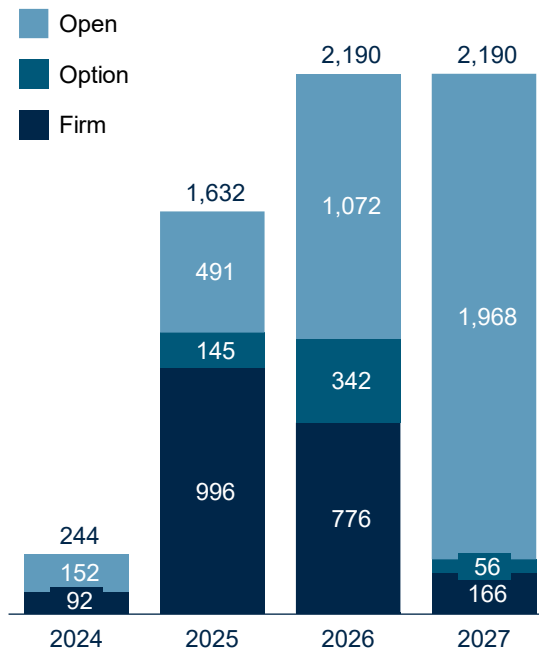


# IWS Skywalker class | Overview

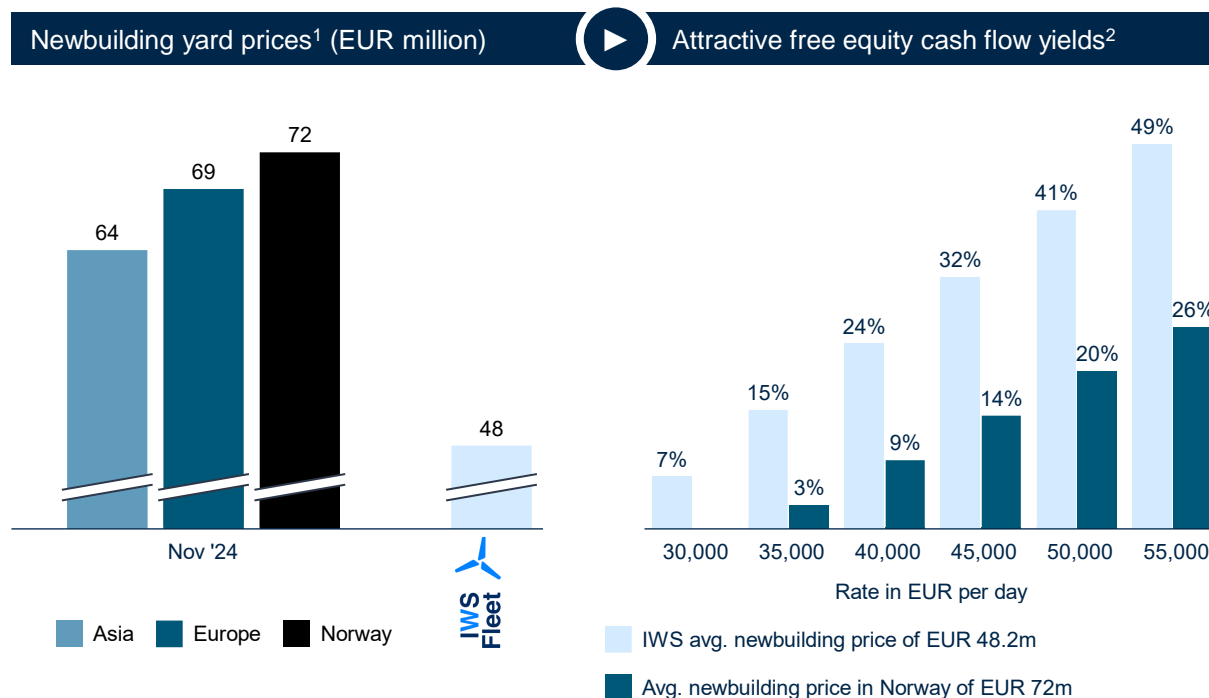
## » Construction overview



## Total charter days<sup>1</sup>



# IWS Fleet | Favourable yard prices → attractive cash flow yields



IWS's favourable capex improves free cash flow yield in a rising market.

IWS Fleet's **six** CSOVs ordered at an attractive average fixed yard price of EUR 48m per vessel, which includes additional equipment and features that would add EUR ~5m to standard yard prices.

IWS Fleet's yard price is based on about 50% Norwegian equipment and content.



# Key financials | Q3 2024

## Income statement (EUR '000)

	Q2 2024	Q3 2024	Q3 2023	
Operating revenue	12,433	16,775	5,421	EUR 8.0m revenue from IWS Fleet, EUR 8.8m from IWS Services.
Share of net profit of associates	155	195	109	Share of net profit based on 30% for full quarter <sup>1</sup>
<b>Total revenue</b>	<b>12,588</b>	<b>16,970</b>	<b>5,530</b>	
Operating expenses	-10,980	-13,061	-5,903	EUR 4.4m related to IWS Fleet, 8.4m relates to IWS Services.
<b>EBITDA</b>	<b>1,608</b>	<b>3,909</b>	<b>-373</b>	
Depreciation and amortisation	-652	-934	-157	
<b>EBIT</b>	<b>956</b>	<b>2,975</b>	<b>-530</b>	
Finance income	299	666	270	
Finance expense	-593	-645	-65	
Net foreign currency exchange gains	-6	34	-231	
<b>Net financial income / expense</b>	<b>-300</b>	<b>55</b>	<b>-26</b>	
<b>Profit before tax</b>	<b>656</b>	<b>3,030</b>	<b>-556</b>	
Tax benefit / expense	-16	-402	-7	
<b>Net profit</b>	<b>640</b>	<b>2,628</b>	<b>-563</b>	
Attributable to non-controlling interests	73	691	-18	
<b>Attributable to shareholders of the parent</b>	<b>567</b>	<b>1,937</b>	<b>-545</b>	



# Key financials | Q3 2024

## Balance sheet (EUR '000)

	Q2 2024	Q3 2024		Q2 2024	Q3 2024
Vessels	93,803	93,111	Share capital	7,703	7,703
Vessels under construction	36,104	75,162	Share premium reserve	126,809	126,809
Other fixed assets	1,550	1,478	Retained earnings and other equity	10,220	12,181
Intangible assets	6,080	6,044	Non-controlling interests	36,347	37,042
Investments, equity method	13,449	24,385	<b>Total equity</b>	<b>181,079</b>	<b>183,735</b>
Other assets	905	1,265			
<b>Total non-current assets</b>	<b>151,891</b>	<b>201,445</b>	Non-current interest-bearing debt	47,744	73,366
			Deferred tax liability	309	751
			Other non-current liabilities	882	1,099
			<b>Total non-current liabilities</b>	<b>48,935</b>	<b>75,216</b>
Contract assets	3,525	4,687			
Trade receivables	9,513	16,297	Trade payables	7,121	9,219
Other short term assets	3,229	3,056	Current interest-bearing debt	6,866	13,750
Cash and cash equivalents	77,954	59,451	Other current liabilities	2,111	3,016
<b>Total current assets</b>	<b>94,221</b>	<b>83,491</b>	<b>Total current liabilities</b>	<b>16,098</b>	<b>25,985</b>
<b>Total assets</b>	<b>246,112</b>	<b>284,936</b>	<b>Total equity and liabilities</b>	<b>246,112</b>	<b>284,936</b>





# Outlook

- 1 The offshore wind market remains strong with a pipeline of development projects, auctions and political ambitions. The IWS group of companies is well positioned to take part in this growth.

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- 2 IWS Fleet will continue to ramp up activity, with additional vessels entering operation over the coming quarters. The current charter backlog provides solid visibility for 2025 and we expect high commercial utilisation.

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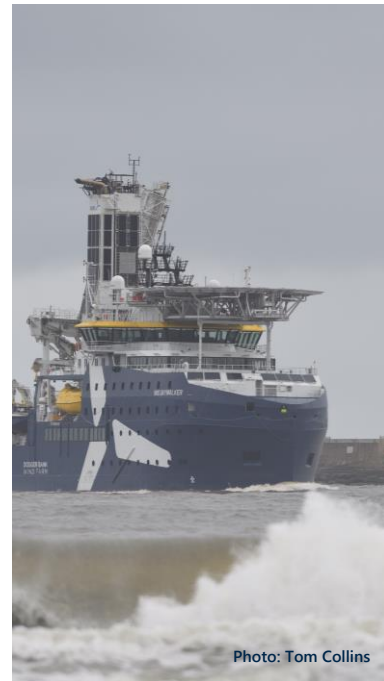
- 3 The construction and engineering subsidiary of IWS Services, ProCon, mainly works on long-lead contracts secured 3-12 months in advance. IWS Services is well-positioned to achieve revenue growth of more than 20% in 2024, backed by secured projects in line with previous guidance.

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- 4 PEAK Wind Group is well-positioned to achieve revenue growth of more than 20% in 2024. Furthermore, we still expect PEAK Wind to continue its strong growth beyond 2024 and expand its geographical scope and offerings.

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- 5 The growing fleet, together with growth and margin improvements in IWS Services, will contribute to the Group's significant net profit growth in 2025.





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