



# Pareto Securities' 29th Annual Energy Conference

14<sup>th</sup> September 2022

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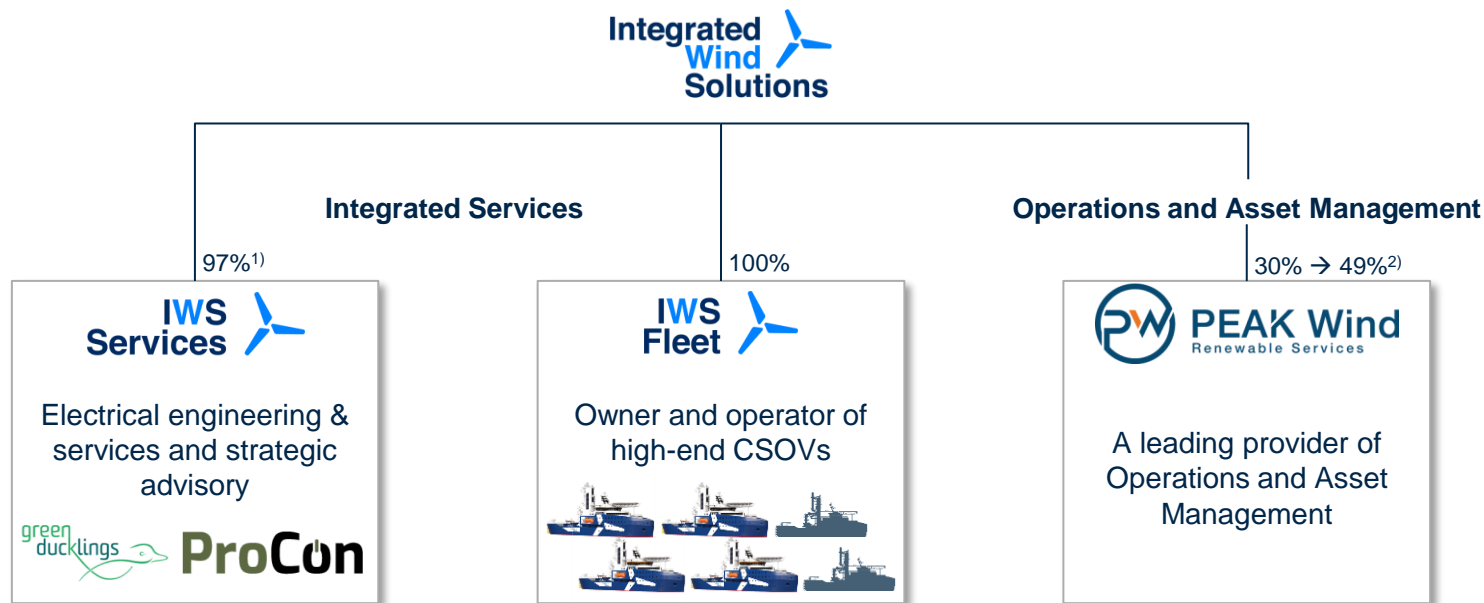


# IWS | A fully integrated offshore wind solutions provider

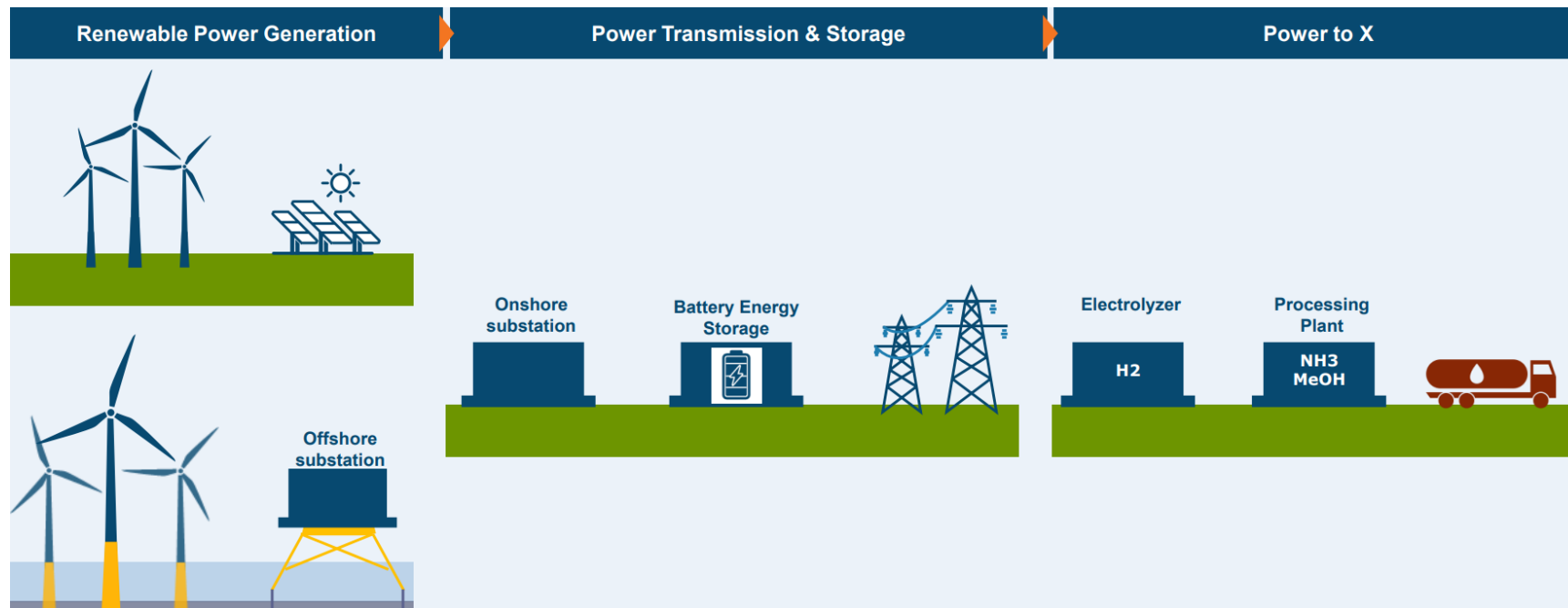
- 1 Well positioned throughout the value chain in a strong growing market for offshore wind services
- 2 Developing distinctive services and solutions portfolio for offshore wind (IWS Services)
- 3 Enabled by a leading fleet of four high-end CSOVs entering a strong market + options with attractive price and delivery slots (IWS Fleet)
- 4 The 30% owned<sup>1</sup> PEAK Wind is a leading renewable energy consultancy, operations and asset management services with fast-growing recurring revenue base
- 5 Strong management team and supportive shareholder base with Awilco AS as a ~40% owner



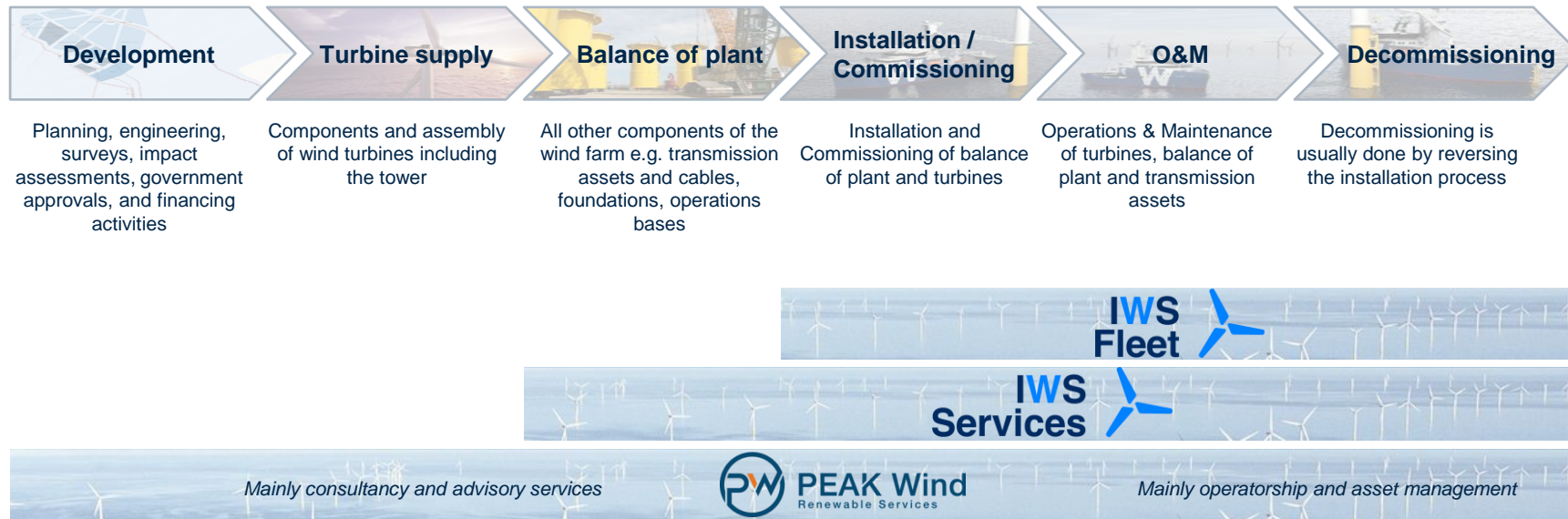
# IWS business areas | Covering integrated services and asset management



# Green Deal | The complete value chain



# IWS | Capabilities to address the entire offshore wind value chain



# IWS Fleet | Owner and operator of high-end CSOVs

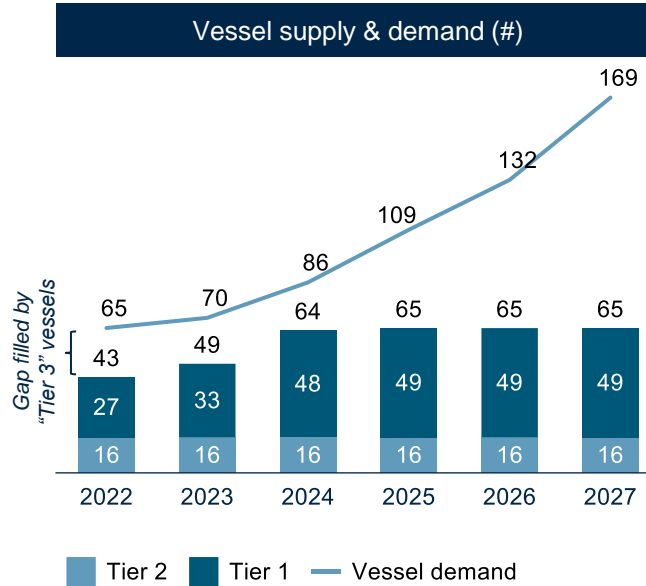
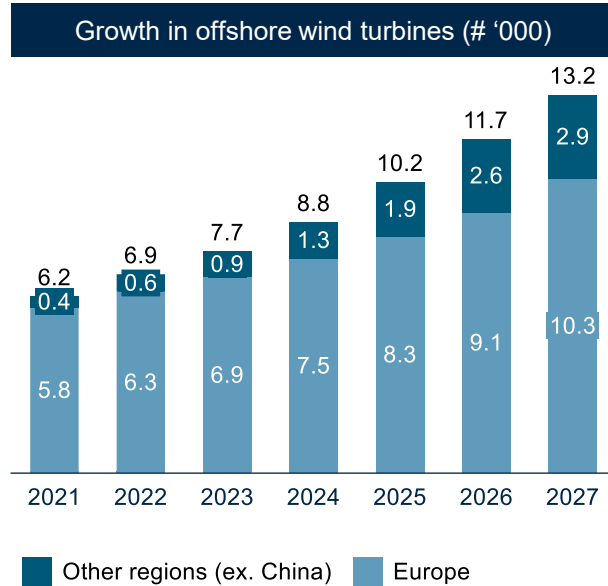


# IWS Skywalker | Commissioning Service Operation Vessel ("CSOV") newbuilding 1



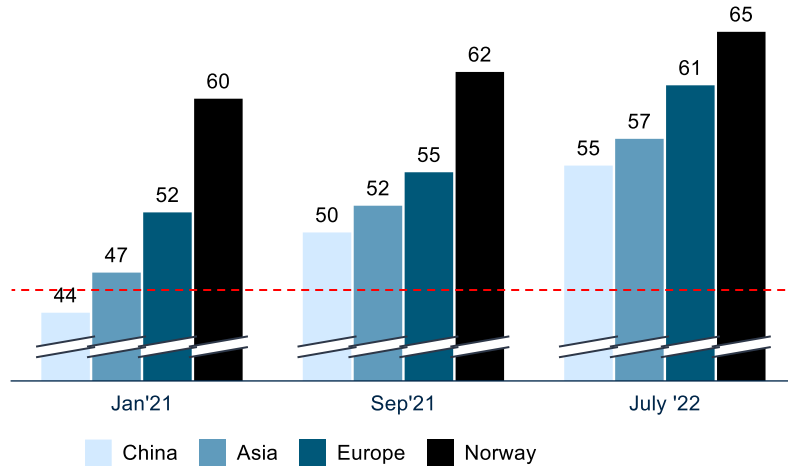


# CSOV market | Favourable market dynamics



# IWS Fleet | CSOVs contracted at attractive prices

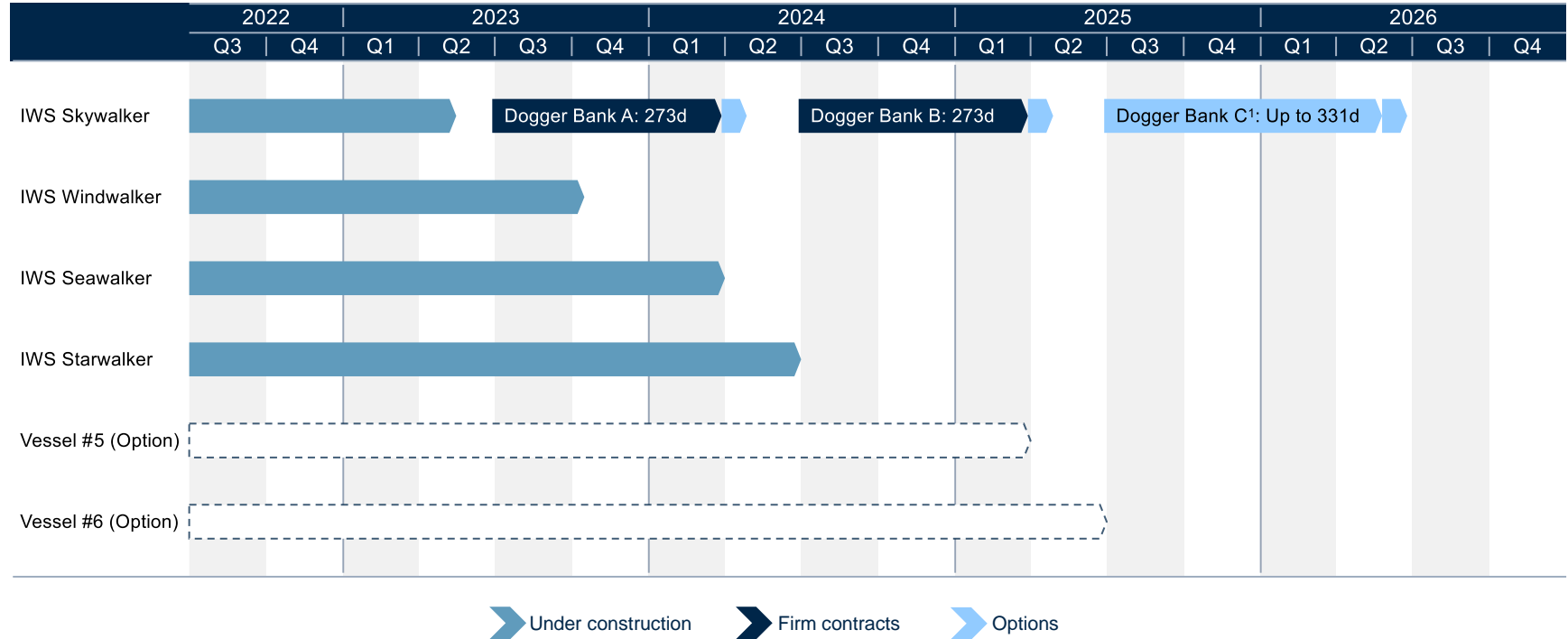
Newbuilding yard prices<sup>1</sup> (EUR million)



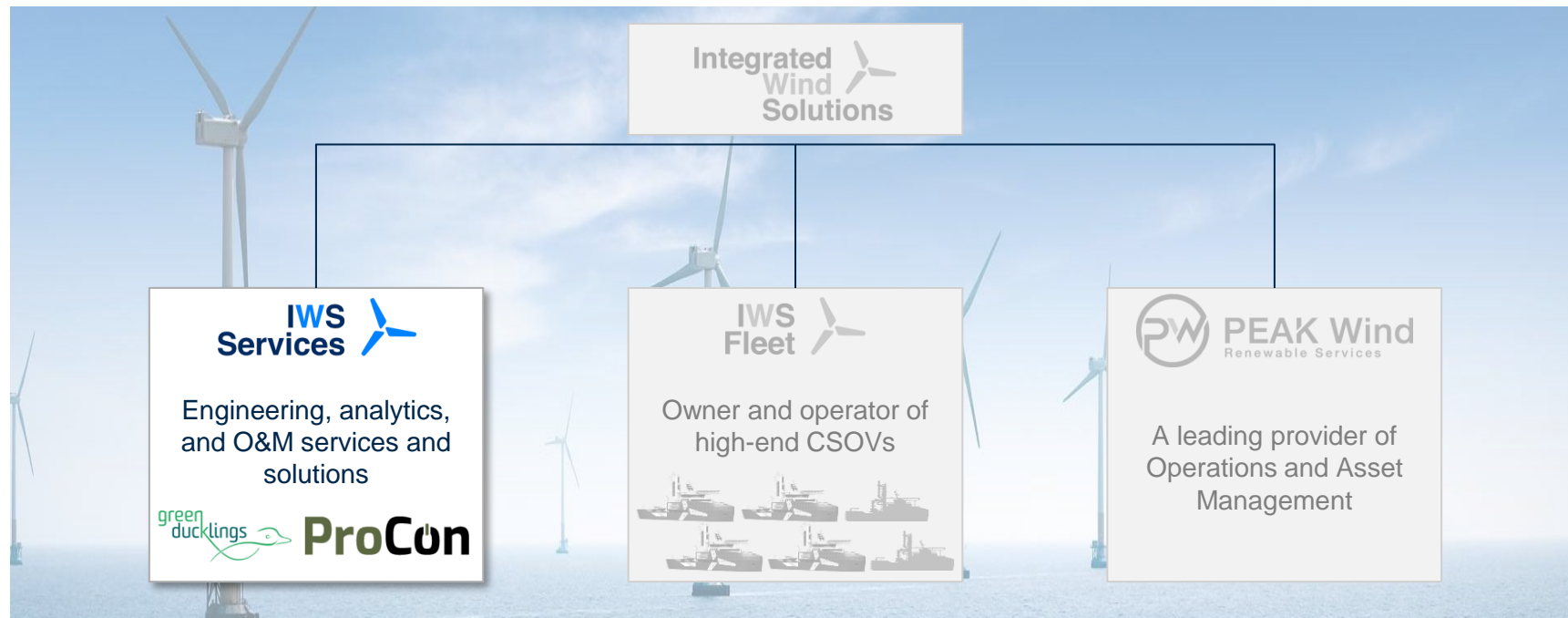
**Four** CSOVs ordered at an attractive average yard price of EUR 46m + two options at attractive prices



# IWS Fleet | Well positioned to benefit from a strong market



# IWS Services | An integrated service offering



# IWS Services | Building a “one-stop shop” by integrating several service offerings

1

The portfolio companies as **stand-alone services**



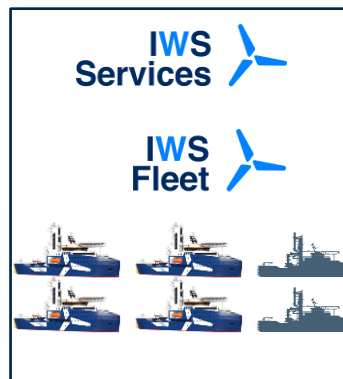
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IWS Services as **bundled services**

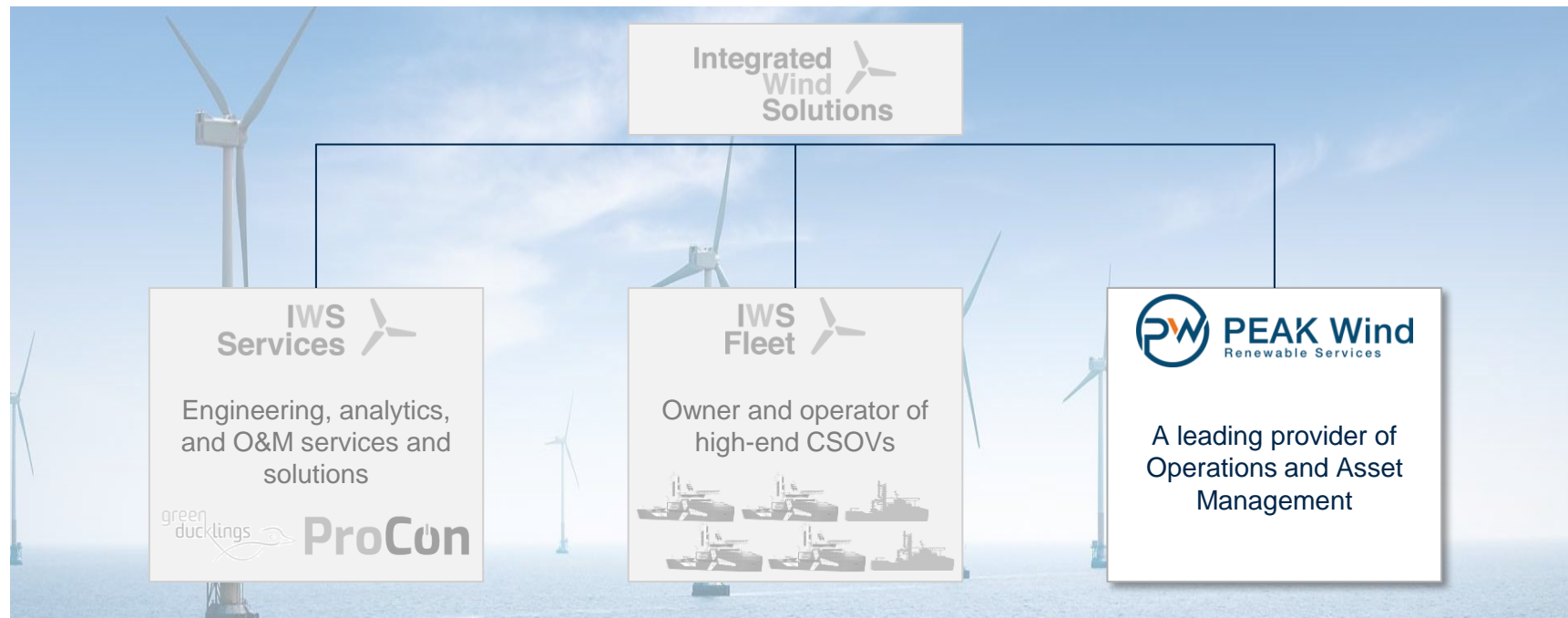


3

IWS Fleet & IWS Services as a **full service offering**



# PEAK Wind | Enabling developers to maximize project returns

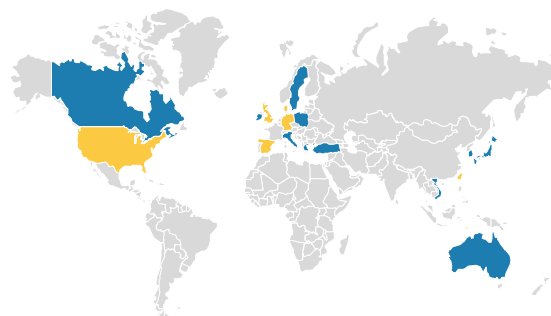


# PEAK Wind | Enabling developers to maximize project returns

## Overview

- 1 Market leader within offshore wind operations and asset management
- 2 Extensive offshore wind experience across technical, commercial and financial domains – working as an integrated team
- 3 Engages early in the development phase to design projects to maximize project-owners equity returns
- 4 Expansion into Power-to-X advisory & services and virtual power plant & battery storage technology
- 5 PEAK Wind as an operator has been confirmed bankable by 24 Tier 1 international banks and 6 Export Credit Agencies

## Global footprint



**8** offices  
**6** countries  
**+150** colleagues  
**13+** countries PW delivers offshore wind advisory to  
**20+** GW offshore & onshore wind, PV assets using PW advisory

## Business areas

 <b>CONSULTANCY</b> Operations preparation Commercial & Contracts Engineering & Asset Integrity Operational Excellence Project mgmt. & PMO Due Diligence	 <b>ASSET MANAGEMENT</b> Financial Mgmt. Commercial Mgmt. Technical Mgmt. Operational Mgmt.	 <b>PERFORMANCE &amp; INTELLIGENCE</b> Operations Reporting, Analytics & Benchmarking WTG Diagnostics IT & SCADA Project Installation Tracking 	 <b>POWER TO X</b> Project Development Technical and Design Advisory Procurement Project Execution 	 <b>STORAGE / VPP<sup>2</sup></b> Battery Storage Advisory Sizing and Degradation Analysis Virtual Power Plants 
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# Summary

- 1 Highly positive outlook for offshore wind industry - now expanding to become an industry with global footprint.
- 2 Well-positioned to take part in the industry growth by providing CSOVs (IWS Fleet) and supply chain services (IWS Services). **IWS** will become a fully integrated provider of offshore wind services.
- 3 **IWS Fleet** experiences good progress on the newbuilding program at the China Merchant shipyard with the first CSOV scheduled for delivery in Q2 2023. Two attractive options expected to be exercised.
- 4 **IWS Services** develops according to expectations with positive client feedback on bundled service offerings.
- 5 The associated company, **PEAK Wind Group**, experiences steady quarterly growth due to recurring revenues and foreseeable growth in consulting & advisory services.





# Thank you | Questions?





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