

Nordex Group

Nordex SE – Roadshow presentation

June 2024


> Agenda



- 1** Nordex at a glance
- 2** Improving market environment and position
- 3** Our path to margin improvements
- 4** Q1/2024 and FY 2023 financials

> Nordex at a Glance

A pioneer in wind and renewables with more than 35 years of experience

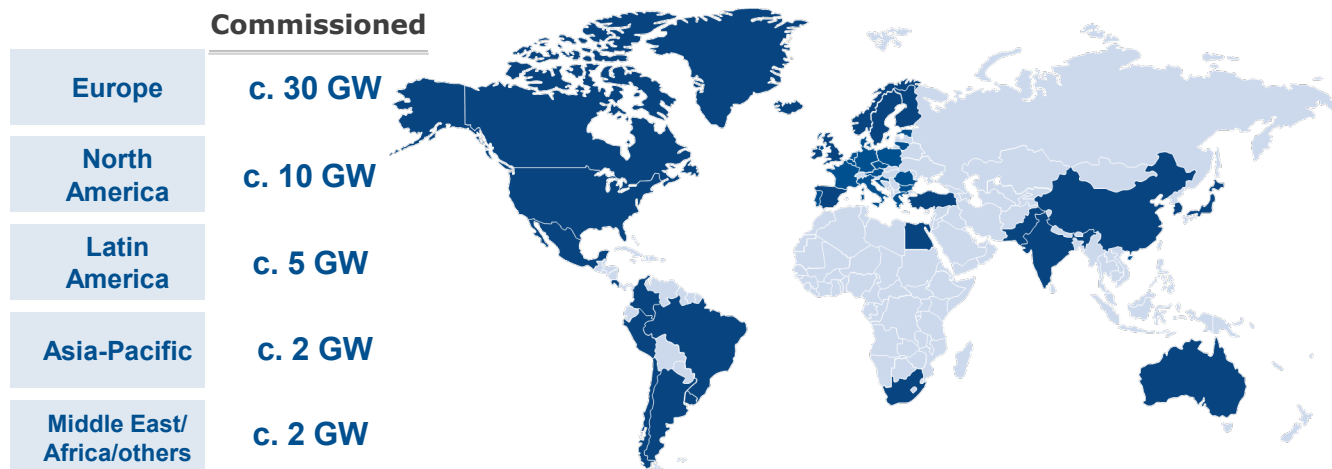
 <p><i>In numbers</i></p>	<p>€6.5bn Sales (FY23)</p>	<p>#1 industry leader in Europe and #3 globally (OI in 2023)</p>	<p>€10.5bn Total order book (Dec-23)</p>	<p>Leading product in the >4 MW and 6 MW+ class</p>	<p>35+ years At the forefront of the technological development</p>	<p>Strong anchor shareholder in Acciona (47.1% ownership)</p>
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Product Portfolio



One Global Platform Delta4000
8 turbine types from 4 MW+ to 6 MW+

Track record: globally around 50GW commissioned




10,133 Employees (end 2023)

> The Nordex Group's production footprint



- > Global supply chain to **deliver to every major market**
- > Ensuring minimising total landed costs and **risks diversification**
- > Production network based on **internal and external production**
 - > Nacelle: inhouse assembly
 - > Blades: ~30% inhouse, 70% outsourced

> Our product portfolio

	SOP	Light Wind	Medium Wind	Strong Wind
 New US Variant	2024	Update to follow: adapted to less noise and space constraints		
6MW+ (Delta4000)	2023	N175/6.X		
		N163/6.X		
5MW+ (Delta4000)	2021	N163/5.X		
		N155/5.X		
		N149/5.X		
4MW+ (Delta4000)	2019			N133/4.8
		N155/4.X		
		N149/4.X		
3MW+ (Delta)	2017	N131/3000-3900		
		N117/3000-3600		

- > **Flexible operation modes** enable us to offer Nordex turbines globally
- > Broad range of turbine options across **different wind classes**

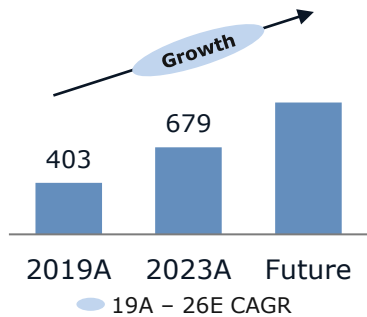
Evolutionary platform concept ensures manageable technology risk

> Increasing service business

Highly cash flow generative growing business

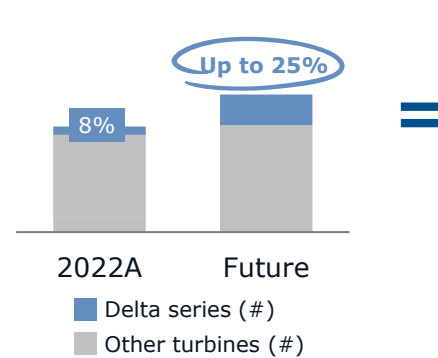
Service revenues (€m)

Consistent improvement in service revenue ...



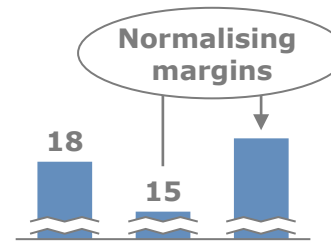
Turbines under contract

... with increasing portion of Delta series under contract ...



EBIT Margin

... resulting in solid margin improvements with strong visibility



- > Strong growth based on **existing installed fleet and order book**
- > Margin improving as cost increases are moderating and **volumes growing further with strong fleet availability**
- > High-margin, **well-protected business**
- > Delta4000 coming into service **with up to 25% of overall service fleet in 2026E**
- > **Consistently high contract renewal rates**

Service Order Backlog*



EUR 3.8bn

GW Under Active Service Contracts



36 GW
(70%+ of installed base)

Average Years Contract Duration



12 Years

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➤ Strong onshore market dynamics in Europe and the Americas

1 Sector tailwinds...

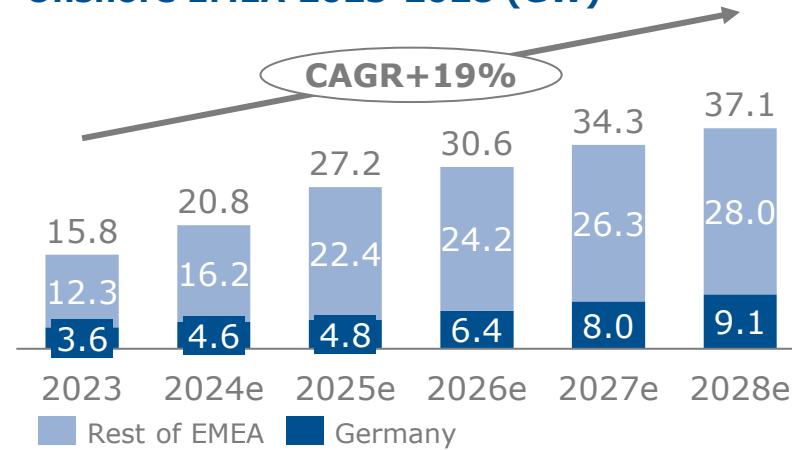
EU's 2050 Climate Neutrality Target

US Inflation Reduction Act

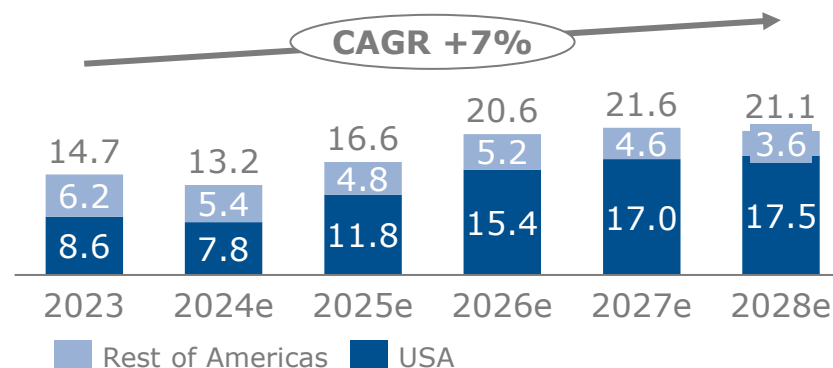
Repowering Trends

2 ...result in capacity addition plans

Onshore EMEA 2023-2028 (GW)



Onshore Americas 2023-2028 (GW)



EMEA:

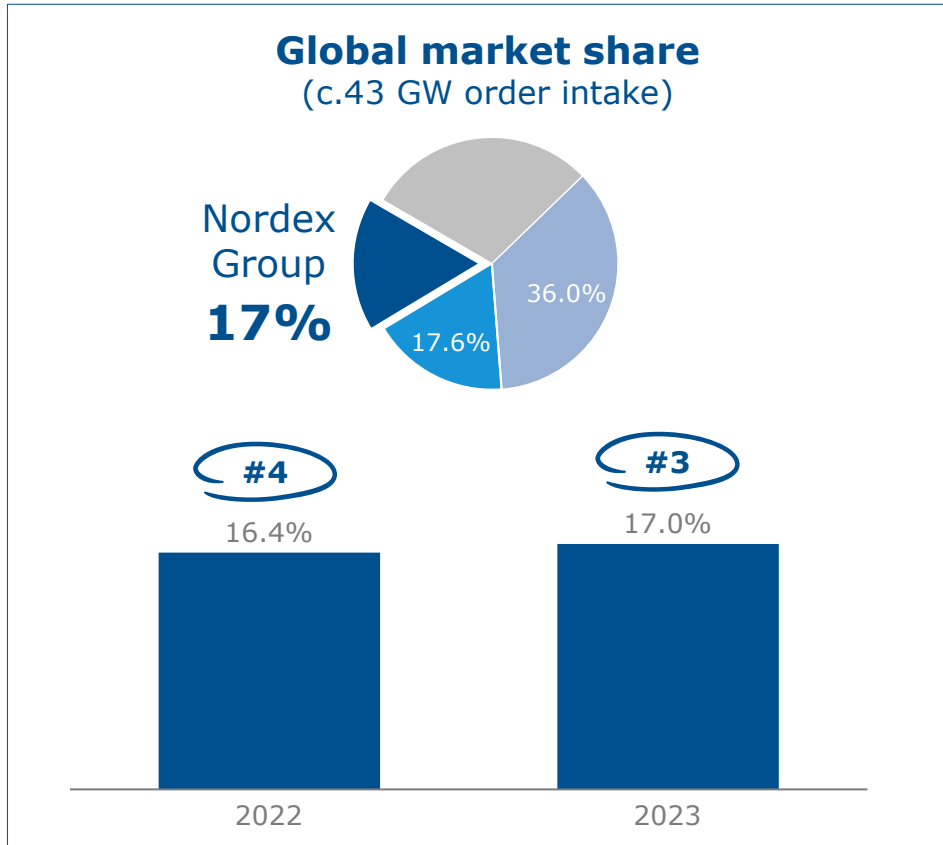
- > EU elections: Green party still with majority; abandoning renewables no longer a realistic option
- > Growth driven by Germany with recent parliament decisions to simplify permitting and repowering
- > Permitting hurdles easing in the UK and Italy
- > **Nordex well positioned with being #1 market share leader**

Americas:

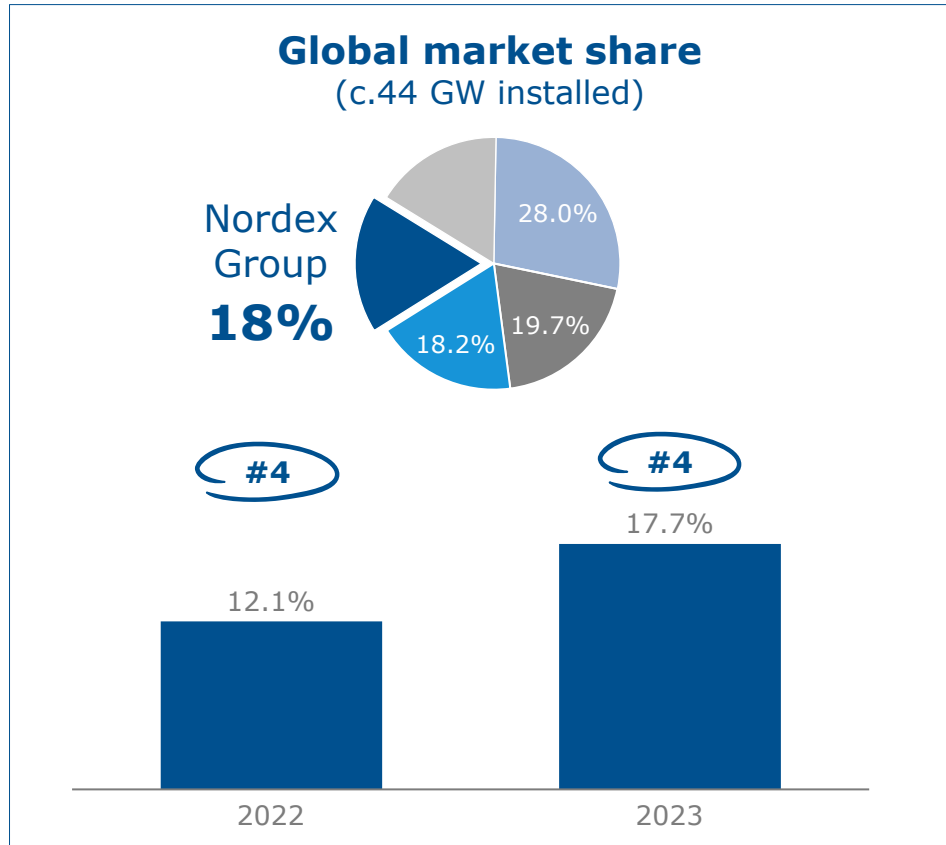
- > Growth driven by US and Canada
- > New product variant to be launched later this year
- > **Nordex rebuilding its position in the US and expand footprint in Canada and LATAM**

Well positioned to benefit from further growth in global markets

Onshore market share (MW orders) - as published on 29th Feb 2024



Onshore market share (MW Installations)



Others Nordex Peer 3 Peer 2 Peer 1


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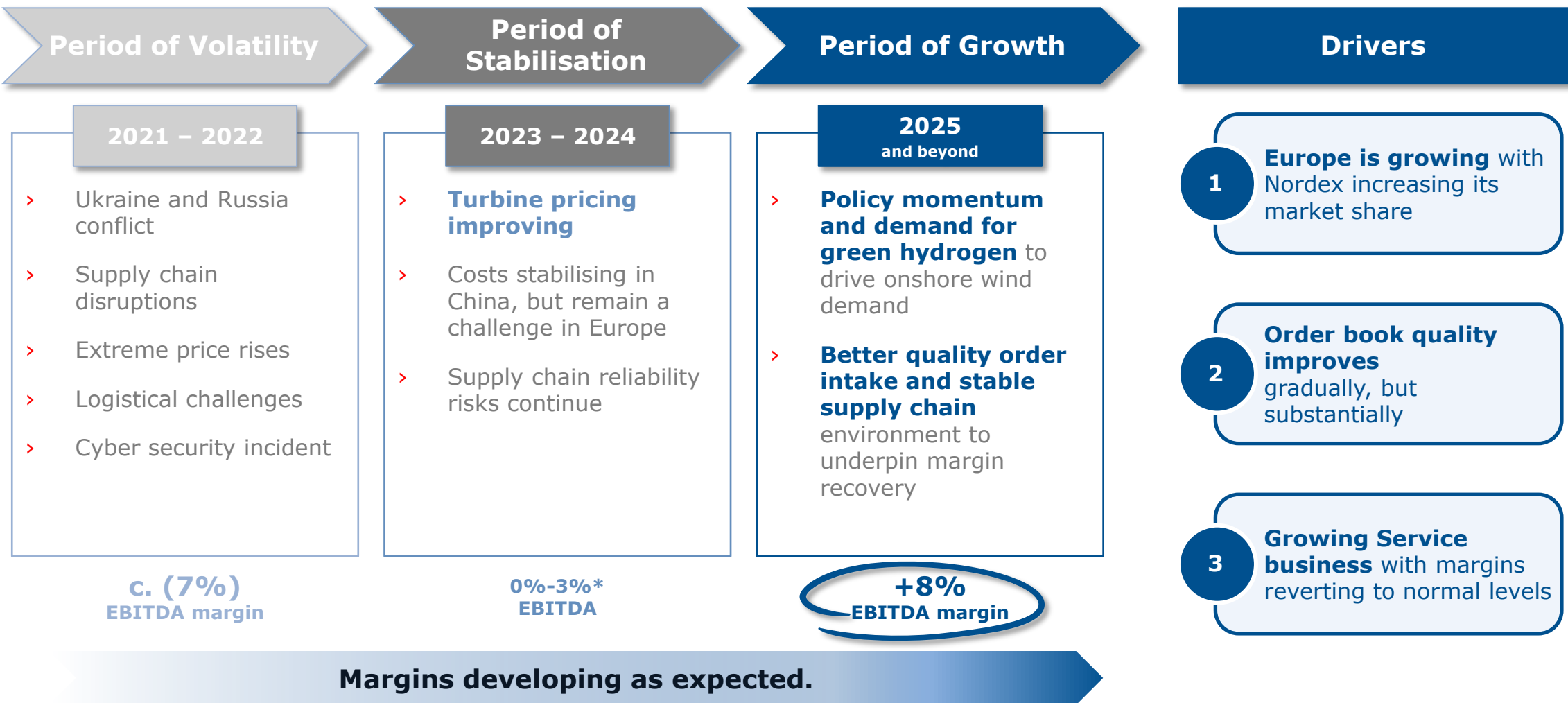
> Guidance for FY 2024 confirmed

	Q1/2024	2024 guidance
Sales:	EUR 1,574m	EUR 7.0 - 7.7bn
EBITDA margin:	3.3%	2.0% to 4.0%
Working capital ratio:	-7%	below -9%
CAPEX:	~EUR 34m	approx. EUR 175m



Please note the guidance is based on the assumptions of a stable supply chain.

> Nordex is progressing as communicated



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> Executive summary Q1/2024

Q1/2024 Results

Sales:
EUR 1.6bn

EBITDA margin:
3.3%

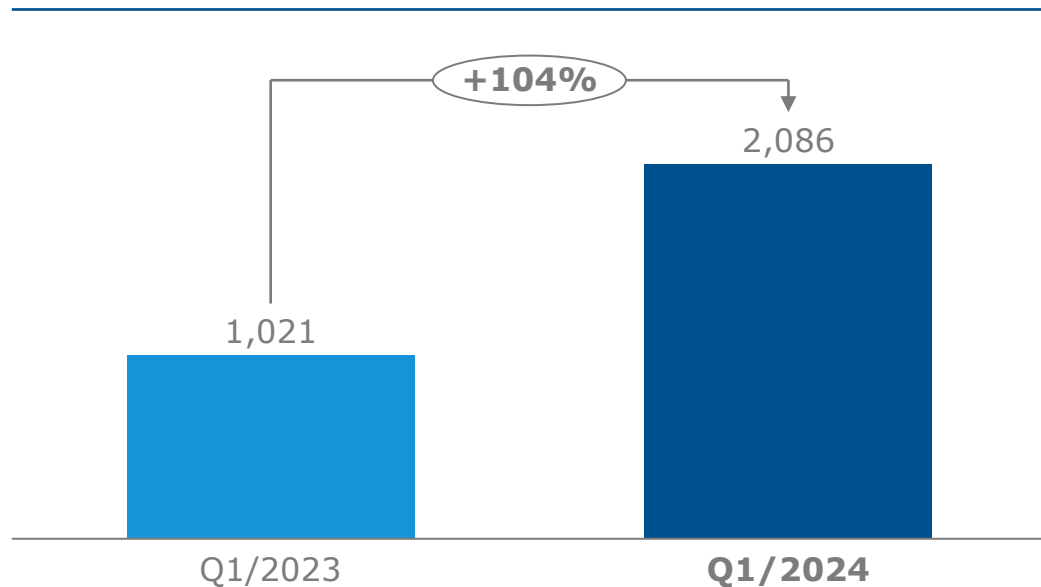
Working capital ratio:
-7%

Commentary

- > Order intake of 2.1 GW (Q1/2023: 1 GW) shows a strong start into the year with stable ASP of EUR 0.85m/MW (Q4/2023: ASP of 0.84m). First US order of 148 MW booked in 2024.
- > Sales increased by around 30% to EUR 1,574m compared to previous year quarter of EUR 1,217m.
- > Gross margins improved to 19.6%, showing continuous improvement quarter over quarter as well as year over year.
- > EBITDA margin of 3.3% in Q1/2024 (Q1/2023: -9.4%) shows material improvement, mainly on account of better project mix, stable gross margins and better execution.
- > Installations of 1.1 GW in Q1/2024, slightly lower than our internal planning. We expect the run rate to steadily improve in the coming quarters to catch up on all delays.
- > Healthy liquidity levels of EUR 741m, with equity ratio stable at 18.6%.
- > Temporary increase in the working capital ratio to -7% in preparation for higher activity levels expected in the coming quarters.
- > 2024 guidance maintained; mid term EBITDA target of 8% still intact.

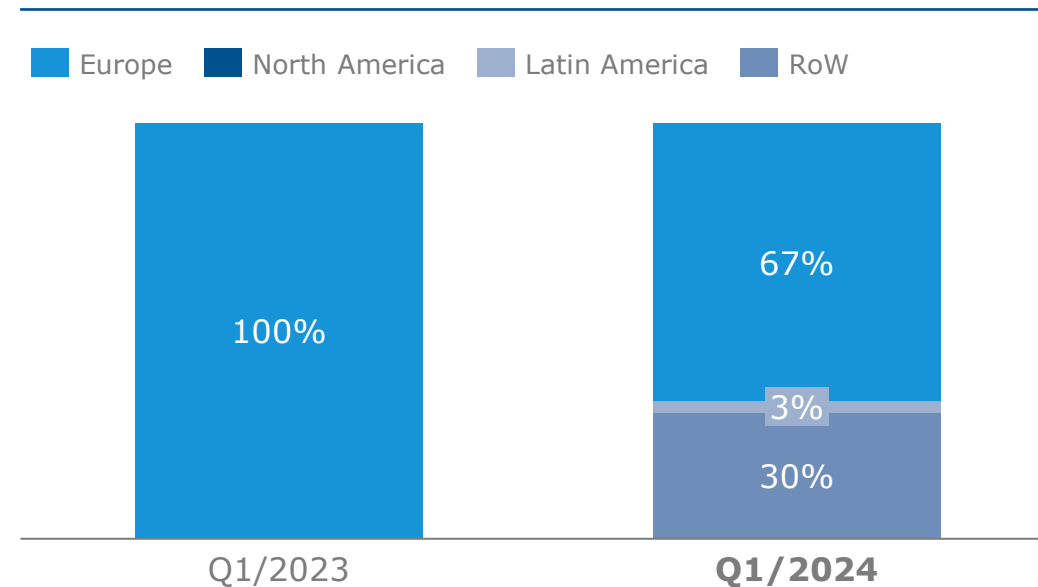
> Order intake Q1/2024

Order intake turbine* (in MW)



- > Order intake totaled to EUR 1,765m in Q1/2024 (EUR 917m in Q1/2023)
- > ASP** of EUR 0.85m/MW in Q1/2024 (Q1/2023: 0.90m/MW), slightly better than our ASP reported for 2023 and Q4 2023

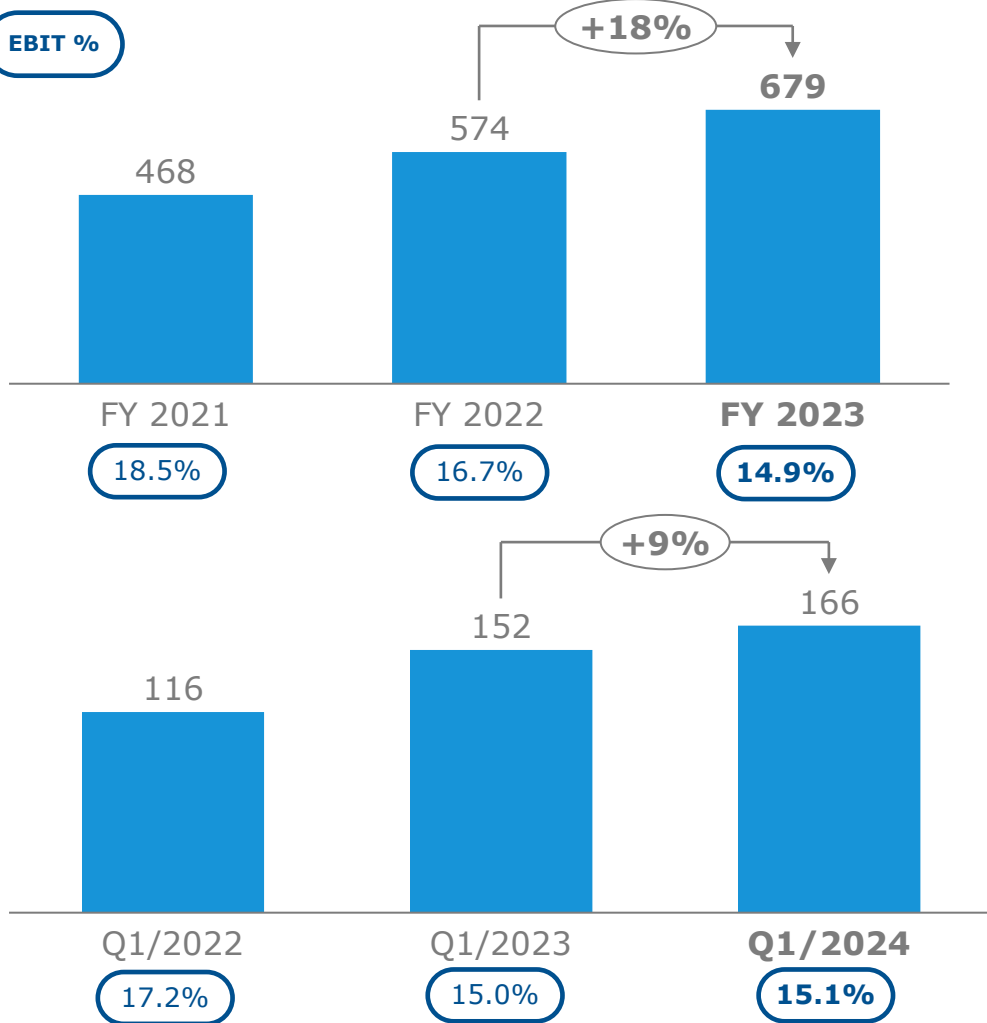
Order intake turbine* by regions (in MW in %)



- > Orders received from eleven different countries in Q1/2024
- > Largest single markets were South Africa, Germany Lithuania and Turkey

> Growth in service business Q1/2024

Service revenues (EUR m) and EBIT margin

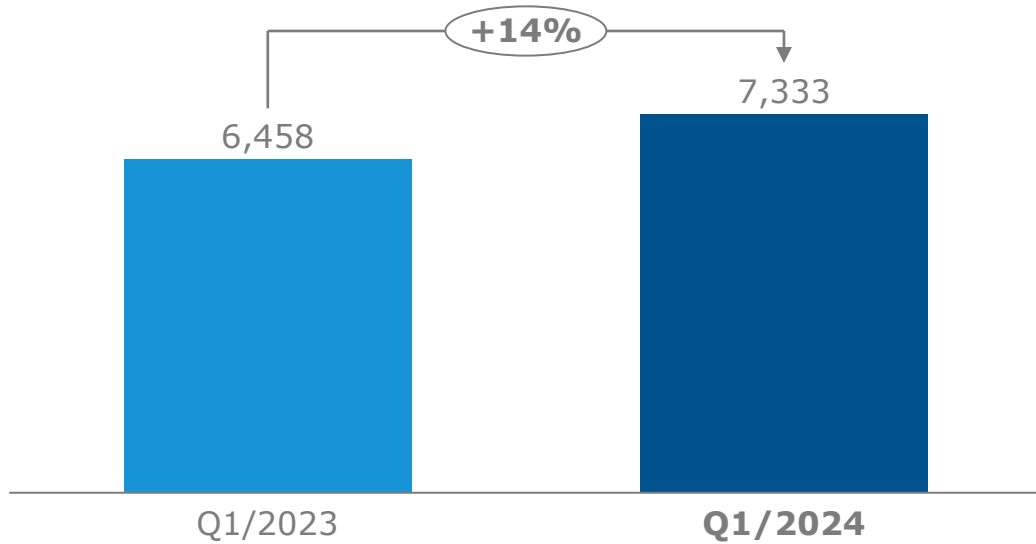


Comments

- > Share of service sales amounted to around 11% of group sales in Q1/2024
- > Service EBIT margin of 15.1% in the first three months 2024, reflects a slight uptick in the margins year over year
- > 97% average availability of WTGs under service in Q1/2024
- > Service order book increased year over year from EUR 3.4bn to around EUR 3.8bn at the end of Q1/2024

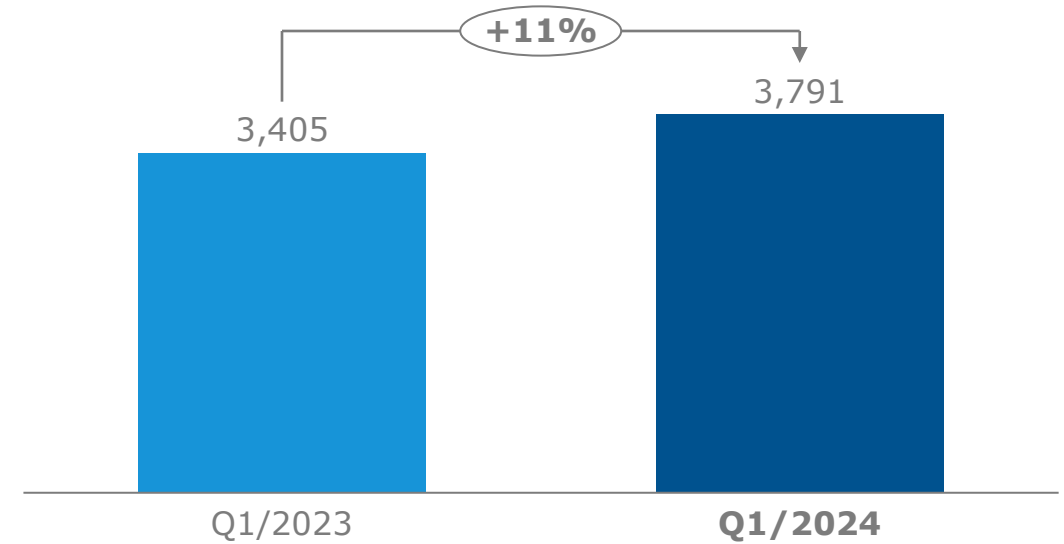
> Combined order book of over EUR 11bn at the end of Q1/2024

Order book turbines (EUR m)



- > Solid growth of order book by around 14% to around EUR 7.3bn at the end of Q1/2024
- > Geographical distribution of the order book in Q1/2024: Europe (80%), Latin America (8%), North America (2%) and Rest of World (9%)

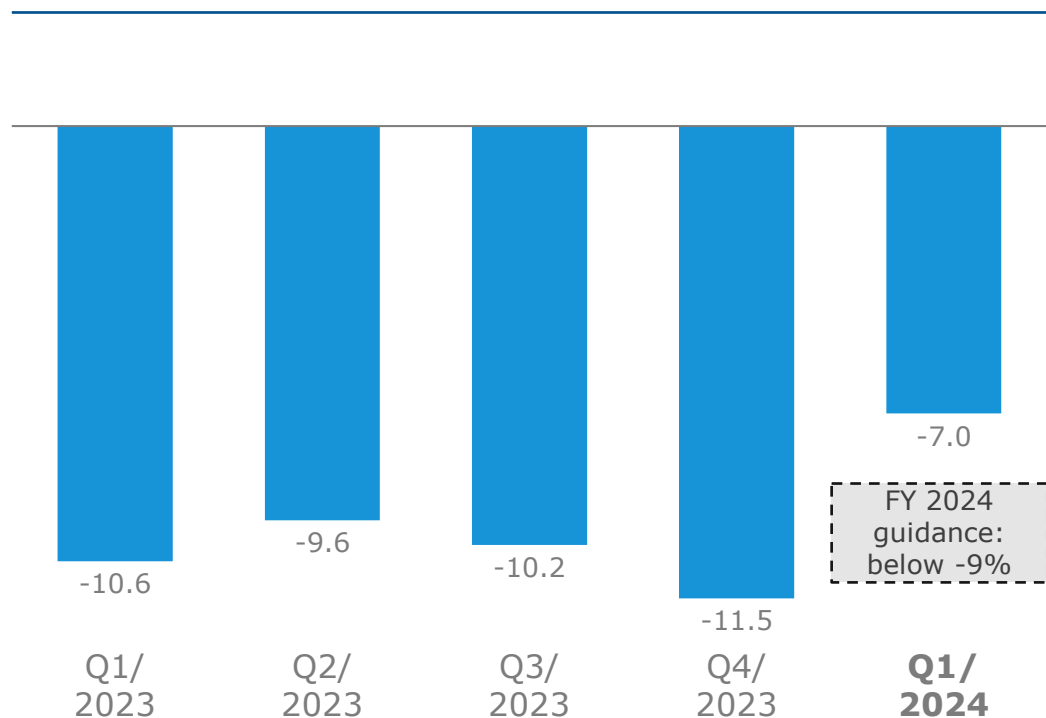
Order book service (EUR m)



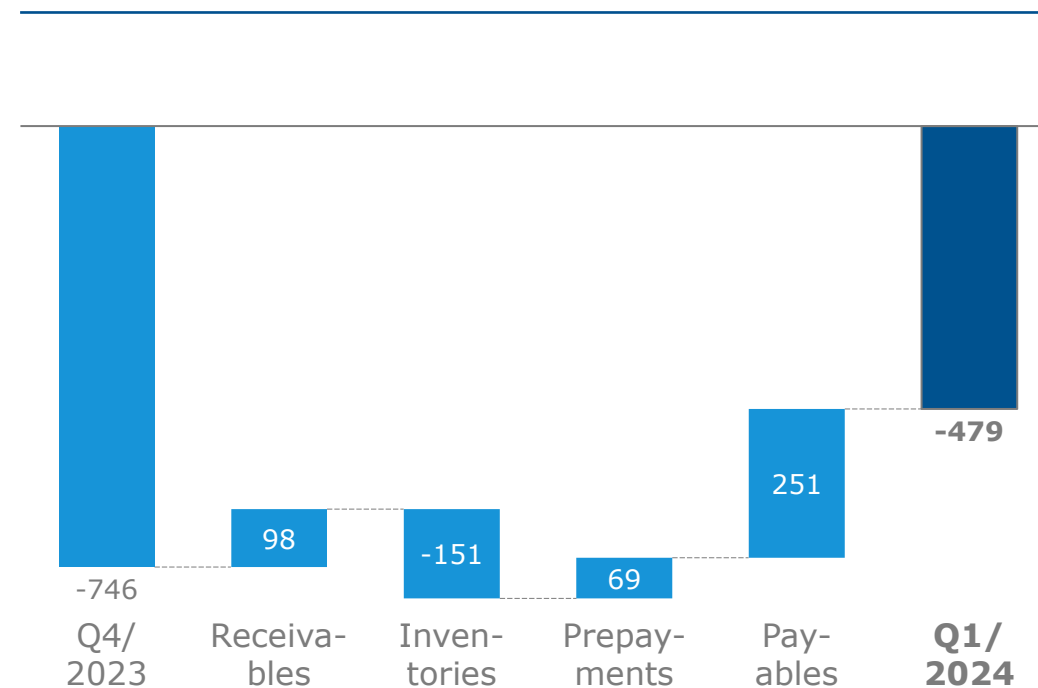
- > 11,700 wind turbines under service agreement - corresponding to 36 GW at the end of Q1/2024

> Working capital development Q1/2024

Working capital ratio (in % of sales)*



Working capital development (in EUR m)*



- > Lower working capital in Q1 to prepare for higher activity levels materializing later in the year
- > Working capital ratio likely to normalize in line with guidance within the year

- > Lower operational performance in Q1/2024 after strong Q4 led to increase in payables

> Quarterly income statement development

in EUR m (rounded figures)	Q1/2023	Q2/2023	Q3/2023	Q4/2023	Q1/2024
Sales	1,217	1,536	1,724	2,012	1,574
Total revenues	1,243	1,556	1,625	2,127	1,458
Cost of materials	-1,135	-1,371	-1,308	-1,149	-1,149
Gross profit	108	186	316	375	309
Personnel costs	-147	-151	-161	-170	-167
Other operating (expenses)/income	-76	-34	-107	-137	-90
EBITDA	-115	1	48	69	52
Depreciation/amortization	-51	-42	-46	-50	-45
EBIT	-166	-41	2	19	7
Net profit	-215	-84	-35	31	-13
Gross margin*	8.9%	12.1%	18.3%	18.6%	19.6%
EBITDA margin	-9.4%	0.0%	2.8%	3.4%	3.3%
EBIT margin	-13.6%	-2.7%	0.1%	0.9%	0.4%

> Quarterly balance sheet development

in EUR m (rounded figures)	31.03.23	30.06.23	30.09.23	31.12.23	31.03.24
Non-current assets	1,869	1,771	1,758	1,869	1,915
Current assets	3,553	3,025	3,242	3,553	3,273
Total assets	5,422	4,796	5,000	5,422	5,188
Equity	978	992	939	978	964
Non-current liabilities	771	659	692	771	832
Current liabilities	3,673	3,145	3,369	3,673	3,392
Equity and total liabilities	5,422	4,796	5,000	5,422	5,188
<i>Net cash*</i>	631	360	344	631	359
<i>Working capital ratio**</i>	-11.5%	-9.6%	-10.2%	-11.5%	-7.0%
<i>Equity ratio</i>	18.0%	20.7%	18.8%	18.0%	18.6%

> Quarterly cash flow statement

in EUR m (rounded figures)	Q1/2023	Q2/2023	Q3/2023	Q4/2023	Q1/2024
Cash flow from operating activities before net working capital	-133	-111	-5	244	65
Cash flow from changes in working capital	57	-31	35	106	-267
Cash flow from operating activities	-76	-142	29	350	-203
Cash flow from investing activities	-39	-24	-31	-47	-51
Free cash flow	-115	-167	-2	303	-254
Cash flow from financing activities	3	305	-8	14	-8
Change in cash and cash equivalents*	-112	138	-10	288	-262

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