

# Edda Wind ASA

Quarterly presentation, Q2 2023

[eddawind.com](https://eddawind.com)



edda wind 

# Disclaimer

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# Edda Wind

## In brief

**Pure play market leader**  
in offshore wind

**Established strong**  
**customer relationships**

**5 vessels in operation**  
and **9 newbuilds**

**Attractive yard prices**  
and **delivery schedule**

Newbuilds prepared for  
**zero emission**

**Balanced contract**  
**portfolio**

**Low technology risk** as  
vessels can serve all  
types of turbines

**~ 50**  
**years**

Offshore  
experience

**2015**

Founded by  
Østensjø

**Flexible fleet strategy**

**~40/60%**

Vessels on short  
term contract



Vessels on long  
term contract

**EUR**  
**410m**

Total backlog

**100%**

Utilisation  
Q2 2023



# Highlights

## Q2 2023



### Market fundamentals continue to improve

- Favorable demand outlook for C/SOV despite announced delays and setbacks within the supply chain
- Oil & gas sector continues to extract tonnage, including purpose built CSOVs
- Increased focus and accelerated pace for the renewable energy transition
- High seasonal dayrates observed for the CSOV market



### Edda Wind established as the undisputed market leader

- First quarter with Edda Brint and Edda Breeze on long-term contracts
- 33% growth in fleet days versus Q2 22
- Revenue EUR 9,2 mill (+34% growth Q2 22)
- EBITDA EUR 2,7 mill (+48% versus Q2 22)
- Profit/loss EUR – 0,2 mill (EUR 0,6 mill Q2 22)
- Edda Boreas commenced a 2+1 year contract beginning of July
- 100 % fleet onhire



# Newbuilds ordered at Vard shipyard

## 4 firm contracts

- 4 firm newbuilding contracts
  - Hull.no 965 and 966 will be built in Norway/Romania
  - Hull.no 967 and 968 will be built in Vietnam

## Delivery

- Attractive delivery schedule where first two newbuilds will be ready for operation in Q1 2025, thereafter Q2-2025 and Q1-2026

## Zero emission

- All newbuilds will be prepared for zero-emission with LOHC and Methanol Ready

## Building prices

- Original yard price of EUR 63mill
- Ready for sea cost of EUR 67 mill

## Terms

- 5x20% payment terms

## Norwegian content

- Norwegian content approx. 55%-75% of ready for sea cost





# Right capabilities to target the global wind market

Uniquely positioned with competitive advantages along several dimensions

Focused company with the right set of capabilities

Dedicated state-of-the-art offshore wind vessels

Sustainability at the very centre of the strategy

Growing portfolio of clients with large potential

Ørsted

Vestas



sse

SIEMENS Gamesa  
RENEWABLE ENERGY

Extensive experience and resource pool



Østensjø Rederi

Wilhelmsen

SEATANKERS

## Position across the value chain in a global market

### Operations & Maintenance

**Long-term** contracts supporting continuous O&M work throughout the life of wind farms

C/SOVs



Fleet of 6x C/SOVs on mid-/long term contracts

### Commissioning & Installation

**Shorter-/mid-term** contracts supporting commissioning & installation work on offshore wind farms

CSOVs



Fleet of 8x CSOVs uncommitted

### Auxiliary wind services

Already actively considering opportunities in all key offshore wind hubs

Europe

6 contracts won, active dialogues with the clients

Asia

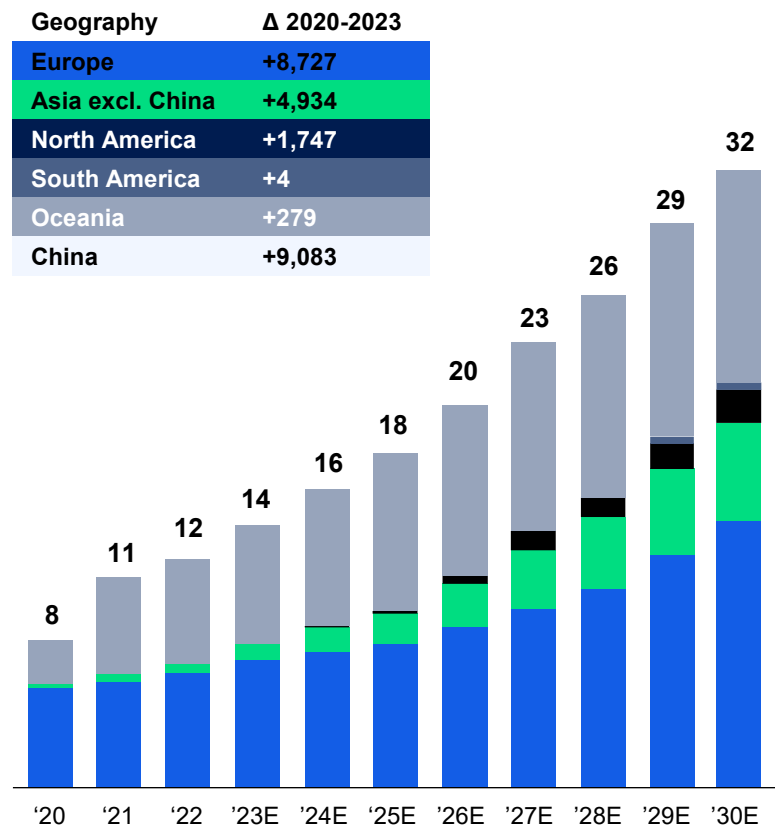
Active dialogues with new and existing clients/partners

US

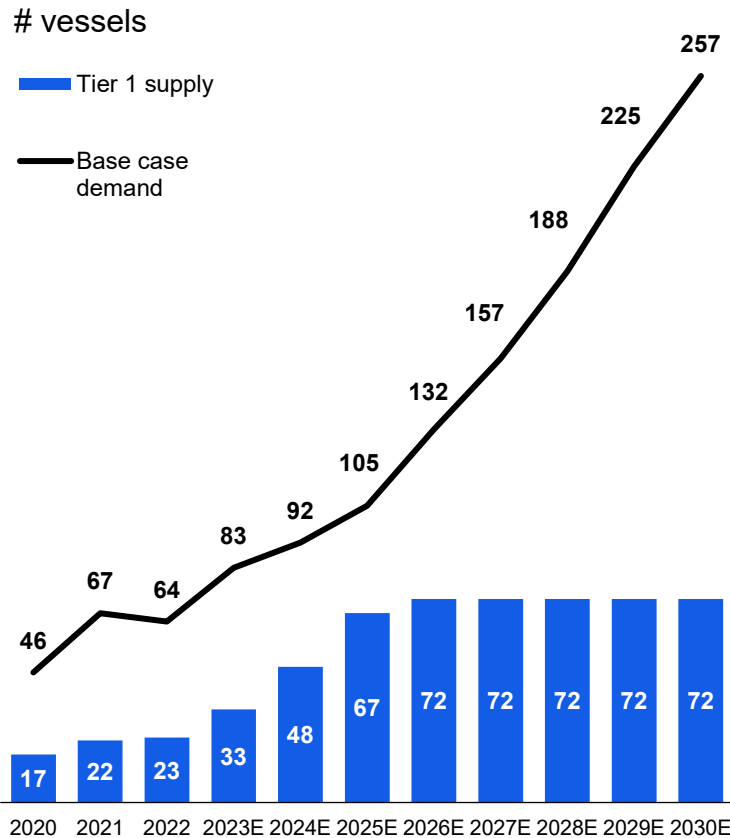
Active dialogues with new and existing partners

# Market fundamentals continue to improve, supported by underlying growth and increased vessel scarcity

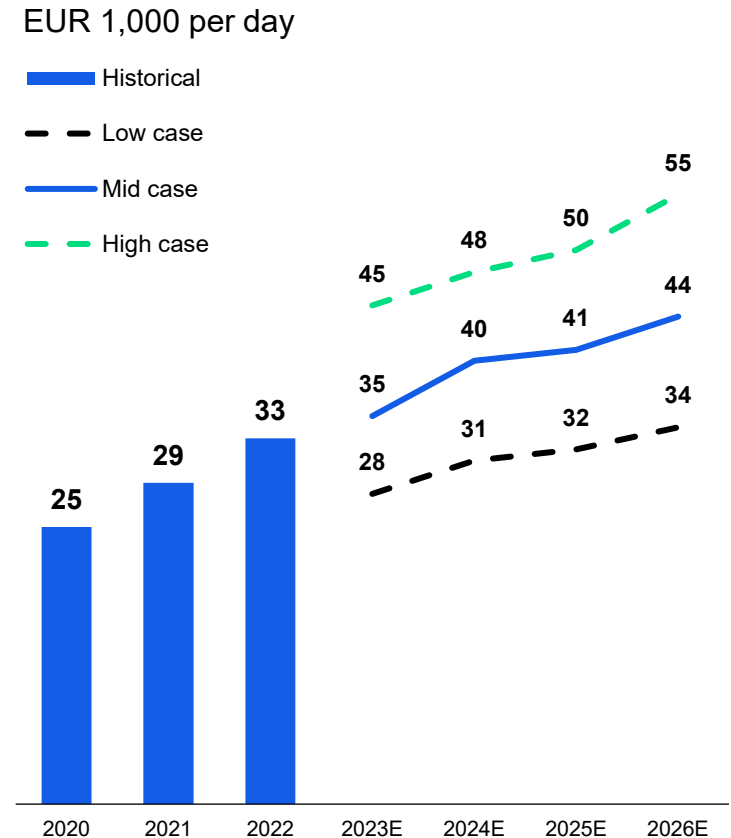
## Strong growth in # of turbines globally...



## ...resulting in high demand for newbuilds



## ...and strong outlook for C/SOV economics



# Highly attractive backlog and financial profile

Total backlog of **EUR 410m** in place (firm backlog of **EUR 321m**)<sup>1</sup>

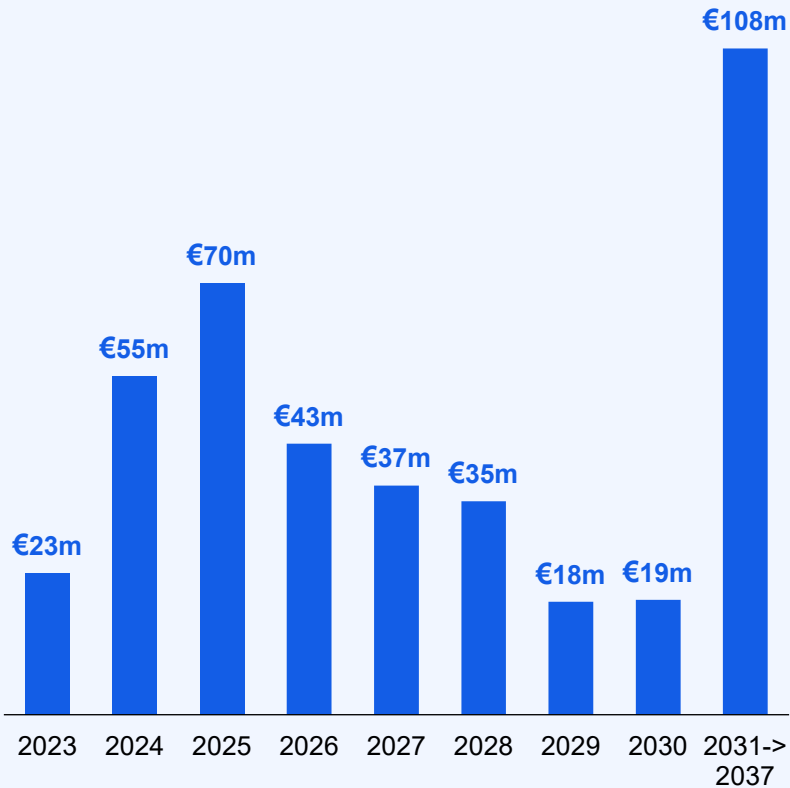
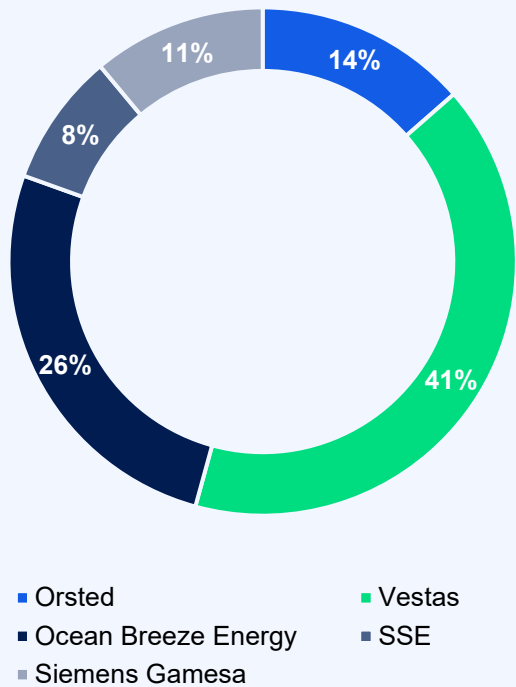


**6**  
contracted  
vessels  
operating  
in **2023**

**9**  
Vessels  
expected  
on water  
in **2024**

**14**  
vessels in  
total fleet  
incl. under  
construction
























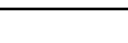
Revenue backlog per client<sup>1</sup>







<sup>1</sup>) The total revenue backlog comprises firm contracts as well as contractual options. The «firm» backlog are contracts which have been entered into with customers, and these contracts can be cancelled by customers under given circumstances and are in general subject to certain terms and conditions. «Options» are options to extend firms contracts, and such options can be extended at the discretion of the respective customer. As such, the «option» backlog is subject to such extensions. The backlog includes the contribution from vessel day rates as well as virtualising revenue for certain additional services onboard. This definition applies to all references to backlog in this presentation. Numbers as of Q2-2023



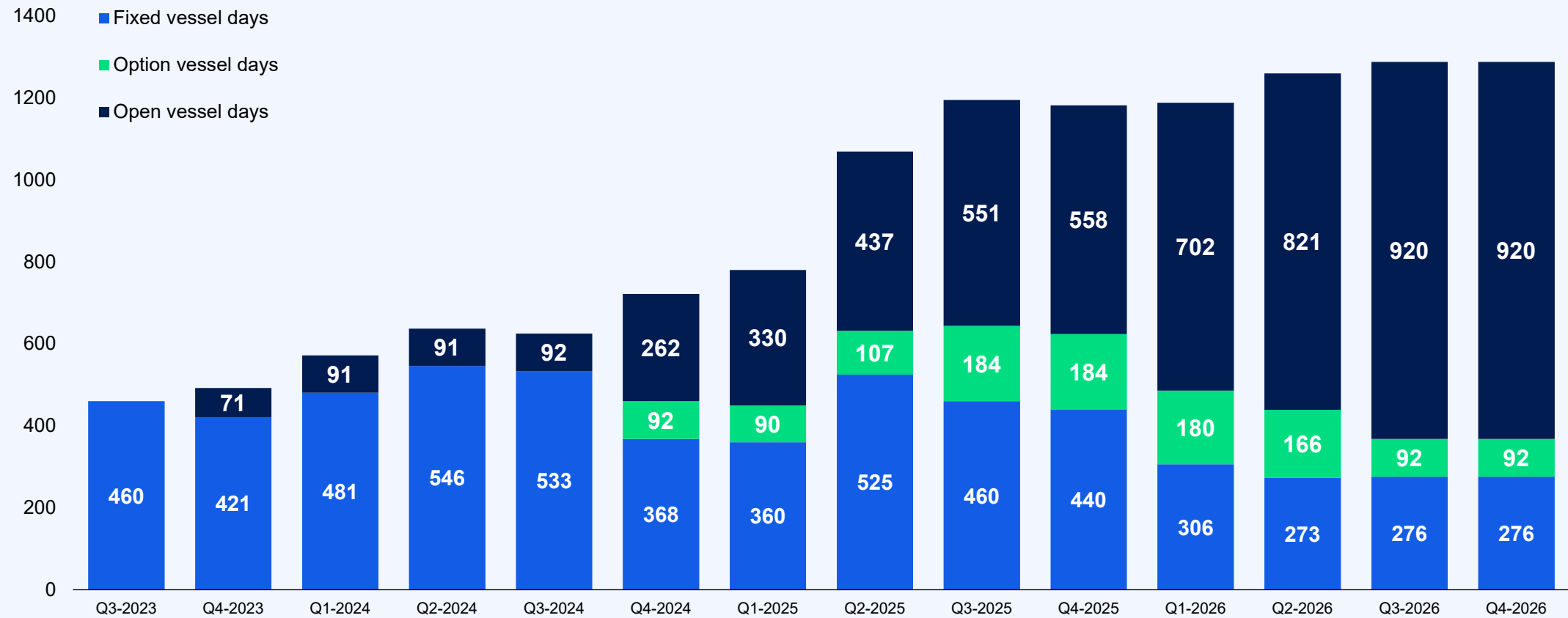
# Six of fourteen firm vessels on contract – increased balance to “play the market right”

Vessel	Type	Client	Start	End	Option	Location	'23	'24	'25	'26	'27	'28	'29	'30	'31	'32
Edda Passat 	SOV	 Orsted	Mar-18	Oct-23		Race Bank wind farm, UK	<div></div>									
Edda Mistral 	SOV	 Orsted	Sep-18	Sept-24	4x1 year	Hornsea One wind farm, UK	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>				
Edda Brint 	SOV	 Vestas	Mar-23	May-37	Up to 1,6 years	Seagreen wind farm, UK	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
C416 	SOV	 SIEMENS Gamesa RENEWABLE ENERGY	Q4-23	Q3-28		Saint-Brieuc, wind farm, France	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>				
Edda Breeze 	CSOV	 OCEAN BREEZE 	Apr-21	Apr-32	Up to 2,6 years	BARD Offshore 1 wind farm, Germany	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Edda Boreas 	CSOV	 sse	Q3-23	Q2-25	1 year	Dogger Bank wind farms, UK	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>					
C491 	CSOV	 Vestas	Q4-23				<div></div>	<div></div>	<div></div>	<div></div>						
C492 	CSOV	 Vestas	Q2-24				<div></div>	<div></div>	<div></div>							
C503 	CSOV		Q4-24				<div></div>	<div></div>								
C504 	CSOV		Q2-25				<div></div>	<div></div>	<div></div>							
NB965 	CSOV		Q1-25				<div></div>	<div></div>	<div></div>							
NB966 	CSOV		Q1-25				<div></div>	<div></div>	<div></div>							
NB967 	CSOV		Q2-25				<div></div>	<div></div>	<div></div>							
NB968 	CSOV		Q1-26				<div></div>	<div></div>	<div></div>	<div></div>						
Options 																

 Under construction
  Firm contract
  Option period
  Frontrunner

# Edda Wind – fleet contract status

Vessel availability well matched to CSOV demand and supply curves



# Delivering on a broad scope of work for its clients

Edda Wind works actively with clients and yards to stay ahead by delivering the features of tomorrow

## Focused design philosophy

Personnel- and cargo transfers in harsh environments

Minimal manual handling of cargo and goods

Efficient workflow and deck utilization for technicians

Level-free environment / stepless approach

High comfort and welfare – single outside cabins for all in the SOVs, 86/101 cabins in the CSOVs

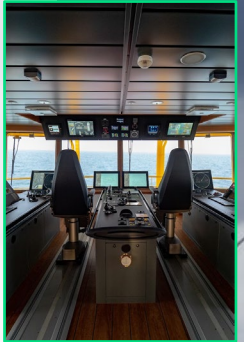
Fuel efficient and low emission – zero-emission ready

Safely delivering all aspects to operation and crewing of the vessel



## A Facilities and accommodation

- ✓ Client accommodation
- ✓ Communication, internet & infotainment
- ✓ Personnel tracking system
- ✓ Catering, laundry and housekeeping
- ✓ Office, change room and hospital facilities
- ✓ Helicopter landing deck / Heli winch zone



## B Services and operations

- ✓ Motion compensated personnel transfer
- ✓ Work boat incl. ship-to-shore capability
- ✓ Motion compensated cargo handling (on sea)
- ✓ Crew transfer landing & refuelling capability
- ✓ Warehouse, workshop and garbage facilities
- ✓ Daily reporting





# Prepared for zero-emission

Several advantages with Liquified Organic Hydrogen Carrier (LOHC)

**01** Safety

**02** Endurance

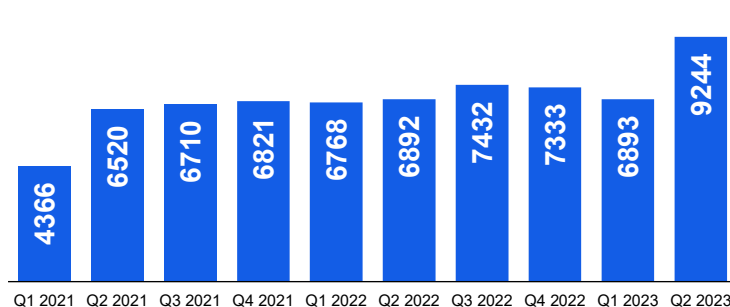
**03** Logistics



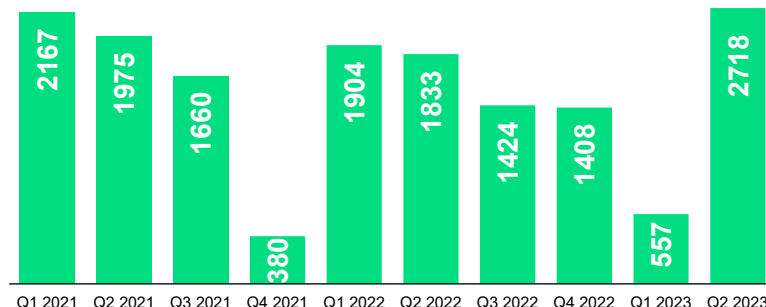
# Key financials

## Income statement

EUR thousand (unaudited)	Q2 2023	Q2 2022	H1 2023	H1 2022	Full year 2022
Freight income	8,678	6,772	14,913	13,416	26,930
Other operating income	566	120	1,224	245	1,496
<b>Total operating income</b>	<b>9,244</b>	<b>6,892</b>	<b>16,137</b>	<b>13,660</b>	<b>28,425</b>
Payroll and remuneration	(4,279)	(1,975)	(6,242)	(3,889)	(8,609)
Other operating expenses	(2,247)	(3,084)	(6,504)	(6,034)	(13,248)
<b>Total operating expenses</b>	<b>(6,526)</b>	<b>(5,059)</b>	<b>(12,746)</b>	<b>(9,923)</b>	<b>(21,856)</b>
<b>Operating profit before depreciation</b>	<b>2,718</b>	<b>1,833</b>	<b>3,391</b>	<b>3,737</b>	<b>6,569</b>
Depreciation	(1,782)	(802)	(2,555)	(1,618)	(3,195)
<b>Operating profit</b>	<b>936</b>	<b>1,031</b>	<b>836</b>	<b>2,119</b>	<b>3,374</b>
<b>Financial income and expenses</b>					
Financial income	587	61	829	145	386
Financial expense	(1,222)	(483)	(1,961)	(971)	(1,890)
Net currency gains/(losses)	(500)	(42)	(335)	56	64
<b>Financial income/(expense)</b>	<b>(1,135)</b>	<b>(464)</b>	<b>(1,467)</b>	<b>(769)</b>	<b>(1,440)</b>
<b>Profit/(loss) before tax</b>	<b>(199)</b>	<b>567</b>	<b>(631)</b>	<b>1,350</b>	<b>1,935</b>



Operating income



EBITDA

## Comments Q2 2023

- Growth in fleet impacting income and crew/opex cost
- Reduced hire for Edda Brint during commissioning of gangway abt EUR 540k during 2Q – now fully commissioned
- Scheduled engine overhaul (Passat/Mistral) during the quarter abt. EUR 250k
- Non-recurring cost mainly related to delivery/start-up of Edda Brint/Edda Breeze abt. EUR 350k

# Key financials

## Balance sheet

ASSETS (EUR 1000)	30.06.23	30.06.22	31.12.22
<b>Non-current assets</b>			
Vessels	171,204	70,126	66,714
Newbuildings	222,794	176,167	223,082
Other non-current assets	8,937	-	7,050
Machinery and equipment	-	-	7
<b>Total non-current assets</b>	<b>402,935</b>	<b>246,293</b>	<b>296,853</b>
<b>Current assets</b>			
Account receivables	5,343	3,975	3,926
Other current receivables	1,703	799	1,153
Other current assets	-	6,466	4,114
Financial derivatives	-	50	71
Cash and cash equivalents	70,449	74,702	45,021
<b>Total current assets</b>	<b>77,495</b>	<b>85,992</b>	<b>54,285</b>
<b>Total assets</b>	<b>480,430</b>	<b>332,286</b>	<b>351,138</b>

EQUITY AND LIABILITIES (EUR 1000)	30.06.23	30.06.22	31.12.22
<b>Equity</b>			
Share capital	1,071	644	644
Share premium	220,732	116,128	116,128
Other equity	66,917	67,548	66,908
<b>Total equity</b>	<b>288,720</b>	<b>184,320</b>	<b>183,680</b>
<b>Non-current liabilities</b>			
Non-current interest-bearing debt	171,311	134,629	146,013
<b>Total non-current liabilities</b>	<b>171,311</b>	<b>134,629</b>	<b>146,013</b>
<b>Current liabilities</b>			
Account payables	2,734	2,740	3,017
Public duties payable	239	100	85
Current interest-bearing debt	14,523	8,919	10,951
Other current liabilities	2,901	1,553	7,392
<b>Total current liabilities</b>	<b>20,397</b>	<b>13,335</b>	<b>21,446</b>
<b>Total equity and liabilities</b>	<b>480,430</b>	<b>332,286</b>	<b>351,138</b>

### Comments Q2 2023

- 60,1 % equity following capital increase in March 2023



# Attractive financing in place for contracted vessels

## Key debt financing information

### Abt. EUR 110 mil. Senior Secured Term Loan Facility

- Semi-annual amortisation 12-year profile
- GBP 29.4m for Passat/Mistral
  - ECA tranche GBP 15.6m
  - Commercial tranche GBP 13.8m with GBP 7.1m balloon Dec-26/Jan-27
- EUR 55.2m pre- and postdelivery financing C416/C490
  - EUR 39.1m balloon payment Dec-26/Jan-27
- Contract tranche up to EUR 13.8m
  - Repayment over firm contract period, latest Dec-26/Jan-27

### EUR 38.0m Private Placement

- Semi-annual amortization based on annuity style profile with balloon payment at maturity in Sep '31

### GBP 36.0m Private Placement

- Quarterly amortization based on annuity style profile with balloon payment at maturity in Apr '37

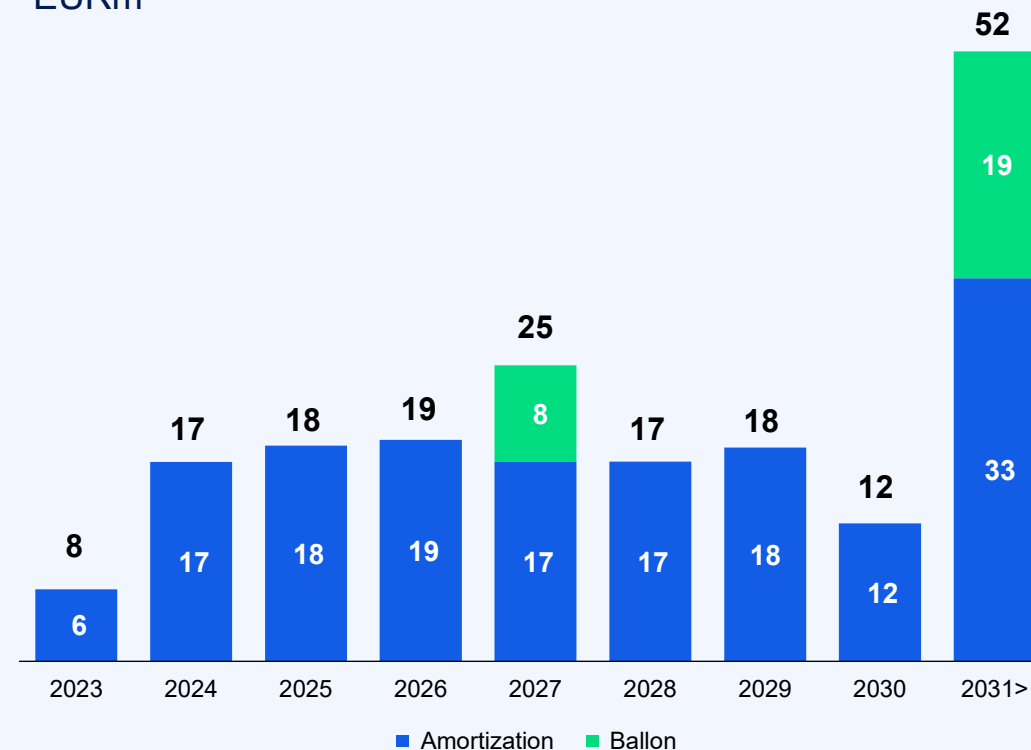
### EUR 120 mil green loan facility

- Pre-and post delivery financing of C491, C492 and C503
- ECA facility of EUR 54.8 mill
- Commercial facility 45.2 mill
- Credit revolving facility of total EUR 20 mill

### Interest

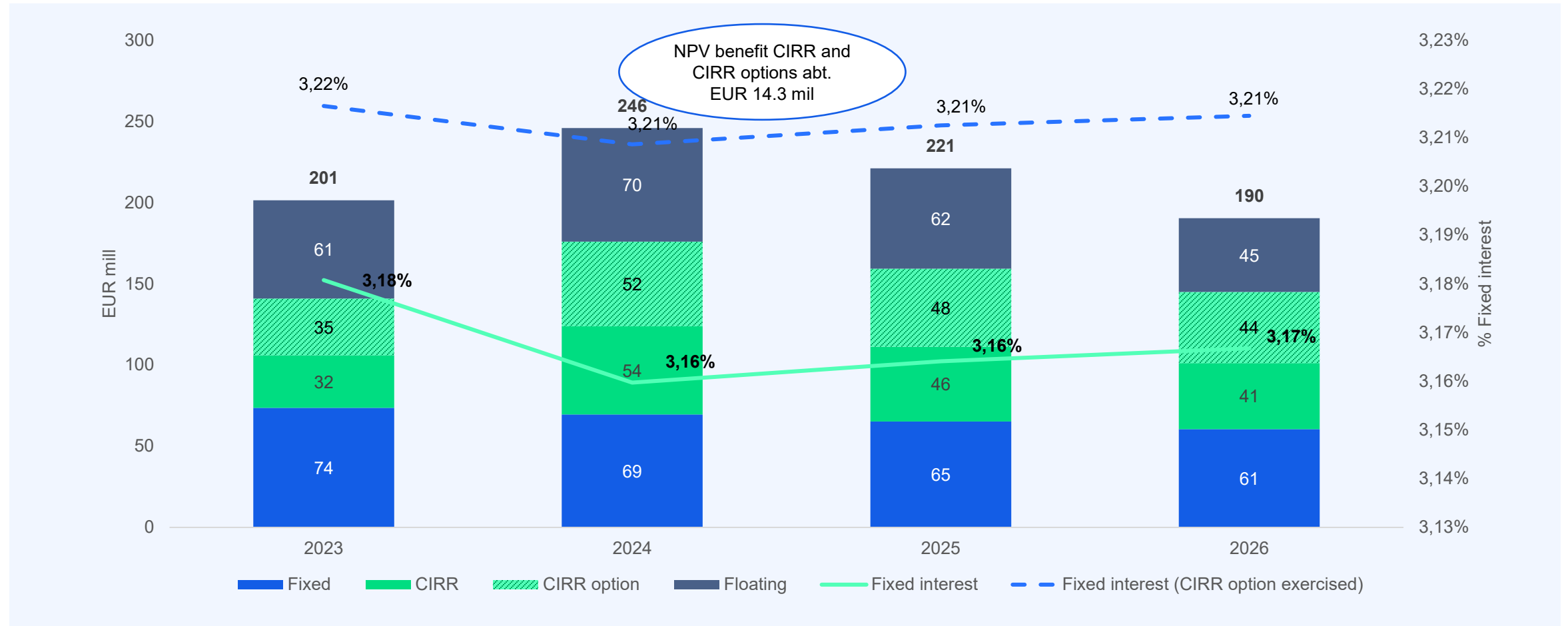
- Blend of fixed and floating interest rate
- Average all-in fixed interest cost incl. CIRR of ~3.2%

## Debt amortization schedule EURm



# Debt and interest hedging

Significant share of debt is fixed long-term at attractive all-in rate through Private Placement and CIRR/-options



# Summary

01

Leading offshore wind service vessel company with a proven track-record

02

State-of-the-art fleet at fixed and attractive yard prices

03

Strong backlog of EUR 410m supporting cash flow visibility and dividend capacity

04

Attractive and competitive newbuild program – all newbuilds prepared for zero-emission operations

05

Sharply increasing demand for top tier C/SOVs

06

Experienced management supported by reputable owners





# Investor Relations

## Questions & comments to:

**Mr. Kenneth Walland, CEO**

Tel: +47 916 93 418

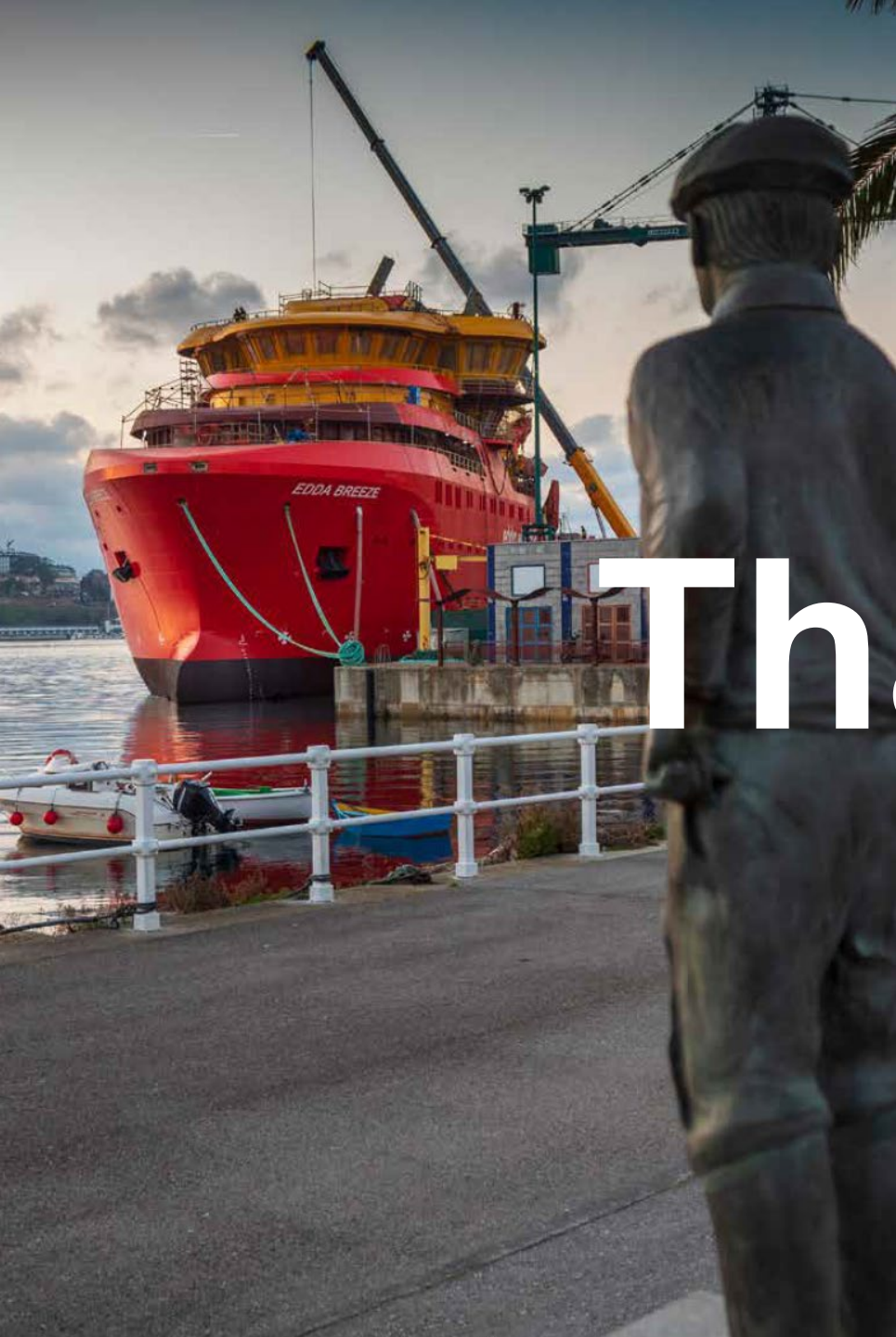
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# Thank you

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# Q&A

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