

Annual General Meeting of NORDEX SE
Speech of the Chairman
of the Management Board
José Luis Blanco

On June 6, 2023 (virtual) Corporate
headquarters Hamburg

The spoken word shall prevail.

Dear Shareholders,

Ladies and Gentlemen

On behalf of the entire Management Board, I would like to welcome you to our ordinary annual general meeting of Nordex SE. Having held our extraordinary general meeting physically in Rostock on March 27 of this year, I would like to welcome you today - as in previous years - from our Group headquarters in Hamburg. Due to logistical and scheduling challenges, we have decided to hold this Annual General Meeting virtually again. In doing so, we will report on the Company's performance in 2022, take stock of current developments and we are looking forward to your questions and contributions during the general debate.

Fiscal year 2022 was an exceptionally intense and challenging year. It held numerous surprises and demanding challenges in store for us. I will now give you a review of the past year, and go into the current one, explaining our strategy and providing an outlook. Please understand that I will give my presentation in English, as I am more familiar with this language.

Introduction

The year 2022 started differently than we had planned. At the start of the year, the market environment got negatively influenced by the Russian war of aggression in Ukraine with far-reaching consequences, resulting into disruptions to global supply chains, some of which were considerable. Prices around the world literally exploded, from fossil energy and key raw materials to industrial intermediates, logistics, consumer goods and food. As a result, the market situation deteriorated very significantly for most of the industries, including the global wind industry and thus also for the

Nordex Group. In this context, the high logistics costs - particularly for international shipping - and the ongoing disruptions to the supply chain presented us with enormous challenges.

In addition, Nordex Group faced one more challenge in the form of a cyber security incident at the end of March. As a result, all IT systems had to be shut down and could only be gradually put back into operation. Among other things, this led to an interruption in production in Germany of around three weeks as well as significant delays in installations, which as a result only amounted to a good 5 gigawatts in 2022 as a whole. Our reporting was also delayed, with the result that Nordex stock was temporarily excluded from the SDAX and TecDAX. From the half-year onwards, reporting went smoothly again, and our stock returned to the indices. At this point, I would like to thank all my colleagues for their flexibility and enormous commitment, as absolute top performance was demanded here every day.

Despite these challenges, we were able to win numerous orders for new turbines in excess of 6 gigawatts, with a focus on Europe. The order backlog has continued to grow, with our Delta4000 series continuously in strong demand and proving to be very competitive. In January, for example, we had already won a major order for the N163/6.X for 380 megawatts in Finland with a long-term service contract, and in May we erected the prototype of this turbine in the Netherlands.

A leading product portfolio is a key driver for Nordex. We have further developed our successful, modularly designed Delta4000-platform. As a result, we unveiled a new turbine type, our N175/6.X, in September 2022. With a rotor blade diameter of 175 meters, this is the largest diameter in our portfolio and ideally suited for low- and medium-wind sites. Compared to the predecessor models, this turbine can generate a notable additional yield.

The increasingly challenging market and competitive environment as well as the shift in demand towards larger rotor blades have necessitated an adjustment of global production and procurement processes. Against this background, we discontinued blade production in Rostock in the middle of the year because it was not competitive despite all the measures taken. In addition, we terminated the assembly of turbine houses and also a mobile concrete tower production facility in Spain following an extensive review.

Project execution remains a key part of our business. It is central to us that we are a reliable and sustainable partner for our customers even in difficult times. We always aim to avoid delays in projects and work closely with all parties involved in the wind farm as well as authorities and suppliers to ensure efficient processes. Of course, this is also important for us in order to free up the necessary financial and human resources for the realization of new projects.

With this, I would like to conclude my introduction by explaining the financial measures for the years 2022 and 2023 to you chronologically and in detail.

Financial measures

As I mentioned at the outset, the start to the year was different than expected and held a number of challenges for us that had a negative impact on the reliability of the supply chain and also on our profitability. Against this backdrop, we successfully executed several financial transactions in fiscal year 2022, the aim of which was to:

- Strengthen the balance sheet and increase the equity ratio,
- Provide fresh liquidity,
- Provide for greater financial flexibility, and
- In summary, to de-risk ourselves against the volatile environment our industry faced.

For these reasons, we successfully placed two capital increases in mid-2022, generating total gross issue proceeds of around EUR 351 million. The first capital increase, amounting to just under 10 percent of the capital stock, was fully subscribed by our anchor shareholder Acciona in a private placement excluding subscription rights. We generated issue proceeds of a good EUR139 million. The placement was carried out at market price without any discounts. In the second capital increase, which was conducted by way of a rights' issue with subscription rights, we placed a good 20 percent of the capital stock and generated gross issue proceeds of just under EUR 212 million. A total of 36 million new shares were offered to you, the shareholders of our company, at a subscription price of 5.90 euros in a ratio of 49 to 10. Over 96 percent of our shareholders accepted this offer, and I would like to expressly thank you once again for this trust and support.

In addition, we entered into a new, additional shareholder loan agreement with our anchor shareholder in July to refinance the high-yield bond maturing at the beginning of 2023 ahead of schedule. I would like to express my sincere thanks to Acciona for its support and confidence in us, confirming its strong commitment to the Nordex Group and a positive development in this difficult phase.

At the beginning of 2023, we then drew on this loan and repaid the high-yield bond from 2018 with the proceeds. This was an important step in the conversion of our financing.

Subsequently, at the beginning of 2023, in agreement with our anchor shareholder, we decided to convert all outstanding receivables from the two shareholder loans into equity. This involved the remaining balance from the shareholder loan from 2020 and the full amount of the shareholder loan 2022 in addition to the respective accrued interest, a total of around EUR 347 million. In addition to the aforementioned strengthening of the balance sheet and equity ratio, we will also save approx. EUR 46 million in annual interest costs going forward. I had

already explained this to you in detail in the course of the extraordinary general meeting. We successfully completed this process in the second week of May. As a result, our share capital has increased by 24.5 million shares to 236.5 million shares. Acciona now holds a around 47 percent stake in our company.

Regrettably, the year 2023 also still comes with several uncertainties: the war in Ukraine is unfortunately still ongoing, inflation has settled at a high level in Europe, as have interest rates, and geopolitically the situation in Asia is tense. In this respect, one of our key tasks is to prepare our company for a possible difficult market environment. We therefore decided to place a green convertible bond at the beginning of April, as the capital market situation proved to be friendly. With the proceeds of this transaction amounting to EUR 333 million at an interest rate of 4.25 percent compared to the 6.5 percent of the high-yield bond, we have further strengthened our liquidity.

Particularly in times of a volatile environment, uncertain economic expectations, and geopolitical risks, we consider it necessary to ensure that the Company has a strong financial foundation.

In the following, I would therefore like to explain the strategic orientation of the Nordex Group in detail.

Strategic orientation

Our strategic alignment remains unchanged: We want to consolidate our leading market position in our core markets and sustainably increase our profitability with an operating profit margin of 8 percent, which we are targeting in the medium term. Originally, we had assumed that we would be able to achieve this goal earlier. Unfortunately, this was not possible due to the numerous distortions affecting the business environment and our operations. However, we remain confident that we can achieve this target and have initiated a few strategic measures to this end, which I will

present to you in a moment. In the short term, the market environment remains challenging, but in the medium term the outlook for the future is better than ever.

In the past we have repeatedly been exposed to risks that have impacted our business performance and results. In this respect it is particularly important to systematically reduce these risks. For our operating business, this means that we continue to manufacture and sell exclusively onshore wind turbines because the risk in the offshore sector is simply too great and building up the business too capital-intensive.

Geographically, we also focus on our core markets in Europe, especially Germany, as well as the USA, Latin America, Australia and South Africa. Here we have a high level of market expertise. These markets are proving stable and profitable for us. In terms of production, we continue to rely on our Delta4000 platform, especially for the further development of our products. But more on this later.

A particularly important task was to adjust the risk profiles in the contracts with our customers and take out risks here as well. For example, we have provided certain buffers for costs in the contracts and can thus better pass on cost increases. In the area of logistics, we have concluded framework freight agreements with shipping companies. Over time, these measures should have a positive impact on our margins.

Furthermore, the service business plays an important role. It follows the installations with a time lag of around one year because the contracts only start to run after the plants have been commissioned. Against the background of an upward trend in installations, this segment will also continue to grow. Service ensures a close relationship with the customer and continuous cash flows with attractive margins. Through a network of 352 sites, we ensure the economic and reliable operation of wind farms for our customers.

We have standardized service contracts with different scopes of services from which our customers can choose. Complete solutions include preventive maintenance, upgrades, customer training, complete modernizations, and 24-hour remote monitoring. In Europe, the average length of new contracts increased from around 17 years to around 22 years in the reporting period, and in individual cases to as much as 35 years. We currently have almost 10,600 wind turbines with 31 gigawatts under contract. Our aim is to secure the long-term loyalty of our customers with attractive terms and services.

We also expect the production of green hydrogen to be one of the main sources of global energy production in the future. For this reason, we have taken first steps here and have entered into two joint ventures. One is with Acciona for the planning of large gigawatt scale wind farms for green hydrogen, and the other is with Sodena for the design of electrolysers. We are also limiting both the level of investment and the risk to a level that is acceptable to us.

Let me now turn to our product portfolio.

Product portfolio

The modularly designed Delta4000 series forms the basis of our competitive product portfolio, offering ideal turbine types with optimum characteristics for all wind classes in all our international markets. According to our current estimates, this platform will remain on the market for another couple of years, which is longer than originally assumed. We currently have eight different product types. Our product portfolio is quite competitive and all we need is the right prices for our high-quality turbines. And we can see this right now in the development of the average selling price, which has risen by more than 20 percent. Even though this key figure is subject to a number of factors and is therefore not fully representative, it reflects an important and necessary

trend for the industry to recover. In our case the average turbine capacity has risen from 3.3 to 5.1 megawatts in recent years, and this puts the increase somewhat into perspective.

We continue to observe a trend towards longer rotor blades, also in our core market of Germany, initially from the N149 through the N163 to our latest product, the N175/6.X, which I would now like to present to you. This turbine is designed for locations with low to medium wind speeds and, with its newly designed rotor blade of 87.5 meters in length, i.e. with a diameter of 175 meters, generates an additional yield of 7 to 14 percent compared with its predecessor models. This makes the turbine one of the first wind turbines of this size from a Western manufacturer. As part of the Delta4000 series, it has all the benefits of that series: flexibility of site-independent operating modes, a wide range of options for increased suitability in terms of sound, loads and power, as well as a bat module and on-demand night marking. For use in the Nordic countries, a "cold-climate" variant is also available, designed for use down to a temperature of minus 30 degrees Celsius. The service life is generally 25 years but can be up to 35 years in individual cases.

To manufacture these turbines, we need a corresponding supply chain and suitable production structure, which I will talk about now.

Supply chain/production

Stability and reliability represent the basis for the production process. That is why we regularly review our production landscape and adapt it accordingly to new technical or geographical requirements, for example if there is a shift in demand.

Against this background, I had reported to you that we had to discontinue rotor blade production in Rostock last year, especially as the plant was

also not operating profitably. We also discontinued nacelle production in Spain at the La Vall d'Uixó site and closed a production facility for concrete towers.

We also largely completed the ramp-up of our production capacities in India by the end of 2022. As a result, the India site is now a major production hub for rotor blades and turbines for the Nordex Group.

I consider our current production capacity to be fully adequate, even though there are signs of significantly higher demand in the medium term, particularly in Germany. We will not expand our production until there is a sustainable, long-term and transparent increase in demand and thus in volumes in the market. In the short term, our main concern is not to create unnecessary overcapacities that limit our ability to set prices.

Currently, there is only one exception to this, and that is in the USA. Here, local production will probably be required in the foreseeable future due to the new legislation of the IRA, the Inflation Reduction Act. Against this backdrop, we are currently reviewing whether and when it might make sense to reactivate our turbine assembly in West Branch, Iowa. The plant is currently still mothballed but could be reactivated in three to six months with respective investments. I'll come back to that later.

But first I would like to take a look with you at developments in our markets.

Market development 2022/2023

In our view, the trend towards renewable energies can no longer be reversed. They are of central importance when it comes to sustainable and clean power generation to counter climate change. Worldwide, energy demand will continue to rise, and with it the demand for onshore wind energy, which has repeatedly proven its competitiveness through technical progress. We are currently seeing ambitious targets being set in

numerous countries for renewable energies and their expansion, which will boost demand for turbines and increase installations in the short and above all in the medium term. In addition, the war in Ukraine has contributed massively to the realization of the importance of energy security and independent energy supply. I will talk about some selected markets and policy initiatives in a moment.

The wind industry is a global industry with global supply chains, with one of its focal points in Asia and especially China. In the wake of the Corona pandemic, China's zero-covid policy resulted in massive supply chain disruptions and high costs that have impacted the entire industry and us as well. In addition to delays, this also led to shortages of components in particular. In the meantime, the supply chains have recovered and improved in quality, even if we have not yet quite reached pre-crisis levels. However, we expect this to happen in the foreseeable future.

In the various markets, regulatory conditions are a key determinant of the Nordex Group's business. They vary from country to country and region to region because of different climate protection targets, specific national regulations, and expansion plans for wind power. In this context, impulses frequently take the form of subsidies, tax concessions, legislative requirements for regenerative energy supply or even reductions in pollutant emissions from the use of fossil fuels. On a global level, for example, we find the UN climate targets and also special requirements or framework programs in the EU and the USA.

Last year, the market in the European Union grew from 11 to 15 gigawatts. However, this still leaves the EU far from its planned expansion path to reach its 2030 targets. By 2030, a total of 480 gigawatts are to be installed, and this will require an expansion of 36 gigawatts per year in the coming years, i.e., more than double the current volume.

As you have seen from the political discussion, the EU has reacted to the American Inflation Reduction Act with the Net-Zero Industry Act. The aim

of the European initiative is, among other things, to simplify and speed up permits for new clean technology sites and to provide targeted subsidies for clean technology production facilities. We very much welcome these efforts to improve the framework conditions for the expansion of wind energy. From our point of view, it is desirable and would be very helpful overall if it leads to European solutions and thus avoids individual, country-specific designs.

In Germany, the installed capacity increased further from 1.9 to 2.4 gigawatts in 2022, but it is still far too low to achieve the ambitious expansion targets. By 2030, the generation capacity on the market is expected to double from 58 gigawatts at the end of 2022 to 115 gigawatts. However, three of the four auctions for onshore wind energy were undersubscribed last year with too few projects submitting bids to utilize the capacity tendered. This is certainly due to weak market dynamics and also lengthy planning and approval procedures. In addition, rising inflation and thus higher interest rates have made investors cautious. In the wake of higher energy prices, the EU Commission had also allowed its member states to intervene in the electricity market with profit levies and this has caused a certain degree of uncertainty. Nevertheless, we expect initial progress in the acceleration procedures and also anticipate a higher annual installation capacity in Germany, which could be around 4 gigawatts per year. Another important measure in Germany was that the maximum permissible value in the tenders was increased by around 25 percent to 7.35 ct/KWh, thus considering increased costs. In addition, the Federal Network Agency has set the tender volume for onshore wind energy at over 12.8 gigawatts. We will have to wait and see how well these volumes are utilised, but things are moving in the right direction. Just recently, on May 23, 2023, the German Federal Ministry for Economic Affairs and Climate Action presented its new onshore wind energy strategy, which is now intended to set the course for an expansion to 160 gigawatts by 2035. In addition to the promotion of

additional land, accelerated approval of permitting procedures and repowering, the initiative also includes securing skilled workers and expanding transport, recently including waterways and the necessary transport permits. In short, a comprehensive package. The Nordex Group is very well positioned for the German market. In 2022, we were the market leader based on installations with a share of the total at around 32 percent. We have the right product portfolio and very close and good connections with our customers. One advantage is certainly that we can successfully carry out all types of projects in Germany, regardless of their size and region. In this respect, we are confident that the German market will continue to recover and that we will participate in the growth.

The United States is one of Nordex's largest and most important individual markets and is therefore of particular significance. In August 2022, the US government launched the Inflation Reduction Act, a programme to combat inflation which at the same time includes substantial investments in US energy production. This is intended to specifically promote the expansion of renewable energy sources and at the same time reduce greenhouse gas emissions. This programme is designed for ten years and provides tax incentives of 158 billion US dollars. As mentioned before, there is a condition that at least a large part of components must come from local sources. From our point of view, this programme is positive for us, even if a few important questions still need to be clarified, for example how exactly the required local production in the USA is to be covered. In our view, this is still leading to restraint on the part of investors, so that we do not expect a stronger revival of the US market until 2024. In the medium term, however, the US market should return to an order of magnitude of 12 to 14 gigawatts per year, whereby we have traditionally had a market share of around 10 percent in the past. With a possible activation of our production facility for turbines, we have a good starting position, as mentioned earlier.

We also expect good market opportunities from repowering, i.e., the complete exchange of an old turbine for a new high-performance version. The higher energy yield combined with the longer service life is attractive for many investors. In the coming years, old wind turbines in markets such as Germany, the USA, Denmark, the Netherlands and Spain will come off subsidy or reach their economic useful life. In this context, the shortening of deadlines for repowering in Germany could help to speed up the replacement of wind turbines with a capacity of 17 gigawatts and an age of 15 years.

In summary, we consider the medium-term prospects for wind energy to be very attractive.

Sustainability

I am also pleased to report that we published our seventh Sustainability Report on 31 March 2023. This informs you about the activities and key figures in the area of sustainability as well as the progress made against our Sustainability Strategy 2025.

All in all, Nordex Group turbines were able to save around 61 million tonnes of CO_{2e} in 2022 alone, thus making a significant contribution towards achieving the 1.5-degree target. This is primarily due to the low environmental footprint of our products, which has been reconfirmed by two new life cycle analyses for turbine types N155 and N163. A comparison with fossil fuels will show you the significance of this: the generation of one kilowatt hour of energy by burning lignite produces approximately 200 to 400 times more emissions than our two turbine types. But we have also made important progress in the field of occupational safety. For example, we were able to reduce the number of days lost due to an occupational accident to less than 1.5 days per 1 million working hours. Even though the clear goal is to prevent every type

of accident, this strong improvement over previous years shows that our measures are bearing fruit and that we are on the right track.

Now I would like to explain the past business year 2022.

Business development 2022

Let me now present our company's figures for 2022. As a starting point, I would like to begin with our original forecast for the reporting year communicated at the beginning of 2022. At that time, we assumed that we would be able to achieve Group sales of EUR 5.4 to 6.0 billion and an EBITDA margin of 1.0 to 3.5 percent in 2022. The underlying assumptions included a stable industry environment and the planned passing on of cost increases. However, this did not consider any costs for the reorganization of production or geopolitical events, as we were unable to fully assess them at that time. We had disclosed this accordingly. On May 24, 2022, we then adjusted our forecast for 2022 due to the increased visibility in the meantime and also took into account current developments. For example, the new outlook also included the direct and indirect effects of the war in Ukraine as well as one-time expenses for the restructuring of production. In addition, the new forecast has also included supply chain disruptions in China as a result of pandemic-related lockdowns as well as costs and effects in connection with the cyber security incident in March as well as follow-up costs from project delays and effects from the inflationary price environment. On this basis, the Nordex Group had now forecast consolidated sales of EUR 5.2 to 5.7 billion and an EBITDA margin of minus 4 to 0 percent for you, dear shareholders. In November, we then further specified the targeted earnings margin for 2022, albeit at the lower end of the corridor at around minus 4 percent due to the persistently very difficult environment.

In detail: We increased Group sales from EUR 5.4 billion in the prior year to EUR 5.7 billion in fiscal 2022, meeting the updated sales forecast at the

upper end of expectations. Of this, EUR 5.1 billion was generated by the turbine business and just under EUR 570 million by Service. Total operating performance less the cost of materials - the gross profit - fell by 41 percent to EUR 486 million. External factors beyond our control had a particularly dampening effect. For example, we had to process almost EUR 1.3 billion higher material expenses which is an increase of more than 30 percent and thus disproportional to our revenue development. This reflects the extreme rise in costs, for example, for raw materials and logistics services, particularly international sea freight, which had impacted earnings throughout the year. Personnel expenses also increased significantly by 18.5 percent, partly because of the increase in headcount to accommodate the growing number of turbines in the service segment. In the year under review, we also launched initiatives in the promising sector of "green hydrogen and electrolysers" and are now focusing on two joint ventures with low capital expenditure.

Earnings before interest, taxes, depreciation, and amortization (EBITDA) decreased overall to around minus EUR 244 million, well below the prior-year figure of EUR 53 million. This resulted in an EBITDA margin of minus 4.3 percent, which met the forecast of around minus 4 percent adjusted in November 2022, but remained well below the original expectation in the range of 1.0 to 3.5 percent.

After considering depreciation and amortization, earnings before interest and taxes (EBIT) were minus EUR 427 million and the EBIT margin minus 7.5 percent. We consequently closed the reporting year 2022 with a consolidated net loss of EUR 498 million, following a consolidated loss of EUR 230 million in the previous year. Total assets increased by almost 16 percent to EUR 4.8 billion in the reporting year, resulting in an equity ratio of 18.5 percent at the end of the year.

Cash and cash equivalents amounted to EUR 634 million at the end of the year, compared to EUR 784 million in the previous year. Considering all interest-bearing debt on the balance sheet, we have a positive net

liquidity position of EUR 244 million as of year-end. As a result, the Nordex Group continues to have a solid balance sheet structure. In project business, the management of capital tied up, known as working capital, plays a significant role and is therefore subject to particular focus. The lower the capital tied up, the lower the financing costs we have to cover. As in the previous year, the working capital ratio in relation to Group sales was minus 10.2 percent, below the target of minus 7.0 percent. In 2022, we recorded capital expenditures of just under EUR 205 million, above the forecast volume of around EUR 180 million. On the one hand, we made up for slightly lower investments in 2021 and, on the other, inflation also had an impact. We focused on investing in the establishment and expansion of rotor blade production in India and tower production in Brazil and Colombia.

Now I would like to present the development of our operating business, starting with production, which we have expanded strongly. At 1,502 turbines in 2022, our turbine production was slightly up on the 1,480 turbines of the previous year. Dominating this was the Delta4000 series, for which production was significantly increased. As a result of the increased rated output of the turbines, the increase in gigawatts was significant at around 12 percent and amounted to 7.5 gigawatts, compared with 6.7 gigawatts in the previous year.

In the case of rotor blades, the total number of blades manufactured grew from around 4,500 to just under 4,800. Of these, we manufactured a good 1,240 rotor blades in-house and procured over 3,530 from external manufacturers.

Let me now turn to our installation performance. In 2022, we installed a total of 1,129 wind turbines in 19 countries with a total rated output of 5.2 gigawatts, around 22 percent below the prior-year level. This development was due among other things to weather-related delays, the cyber security incident and, in some cases, missing components.

In terms of order intake in the Projects segment, I am happy to note that we received orders in 20 countries across the globe which amounted to EUR 5.3 billion, compared with EUR 5.7 billion in 2021. This mainly came from established markets with a significantly lower overall risk: Europe accounted for 75 percent in value, 19 percent came from Latin America and the remaining 6 percent from North America. Our most important individual markets in Europe were Germany, Finland, Turkey, and Poland. Internationally, Brazil, Colombia, Canada, and the USA were among the most important markets. Regarding order intake, I would also like to point out our strong market position in Europe, where we are once again in second place. The same applies to installations, with a market share of just under 23 percent. The orders we have concluded since October 2022 already show the EBITDA target margin of 8 percent we are aiming for.

Overall, the order backlog in the turbine business increased by a good 6 percent year-on-year to EUR 6.5 billion and was distributed as follows: the European markets again accounted for the largest share at 71 percent, followed by Latin America with 22 percent, then North America with 4 percent and the Rest of the World region with 2 percent.

As a result of the continuous increase in installations, our service business is also growing steadily and is characterized by stability, steady cash flow and attractive margins. At the same time, it ensures close contact with our customers and thus represents a significant element of strategic customer retention. At year-end 2022 we had a total of almost 10,600 turbines with a combined output of 31 gigawatts in service. Sales in the Service segment increased again, by 22 percent from EUR 468million to EUR 574 million. As in the previous year, Service thus contributed around 10 percent to Group sales.

In the Service segment, EBIT margin was 16.7 percent and order intake EUR 677 million, compared with EUR 625 million in the previous year. The volume of our current service contracts increased by a further 7 percent

from EUR 3.0 billion to just under EUR 3.3 billion. This gives the Nordex Group a total order backlog of EUR 9.8 billion as of the end of the year.

Q1/2023

Let me now turn to the business performance in the first quarter of 2023, which I can present to you as usual and which we had published on May 12. Last year, the figures were unfortunately not yet available at the time of the Annual General Meeting due to the cyber security incident.

In the first quarter of 2023, Group sales grew from just over EUR 933 million in the same quarter 2022 to EUR 1.2 billion. This was driven by the significantly higher number of installations, which returned to the usual level. The task now is to catch up on the backlog of installations not realized in 2022.

EBITDA amounted to minus EUR 115 million in the first three months, compared with minus EUR 89 million in the prior-year period. The reporting quarter was still negatively impacted by the project delays and the associated follow-up costs of around EUR 35 million. This resulted in an EBITDA margin of minus 9.4 percent, compared with 9.5 percent in the previous year.

Another reason for this weak start to the year in terms of earnings was that we mainly worked off projects that we had costed and completed before the start of the war in Ukraine and the renewed lockdown in China. These projects were therefore particularly affected by the increased costs. However, we expect the operating margin to improve sequentially over the quarters and to meet our forecast for 2023, i.e., to achieve an EBITDA margin of between minus 2 percent and plus 3 percent.

Order intake in the first quarter, which is seasonally the weakest, was solid at one gigawatt. We received orders from eight countries exclusively in Europe. The strongest individual markets were Estonia, Germany, and

Lithuania. The price environment remains stable, and margins are reaching our target of 8 percent and in some cases even slightly higher. However, this positive development will not be reflected in the figures until next year in terms of sales and earnings.

Production output and manufacturing always follow the number of installations, which as I reported to you was significantly lower last year. This means that we have already manufactured components for the upcoming installations, so production in the first quarter was lower.

In total, we installed 276 wind turbines in 19 countries with a total capacity of 1.3 gigawatts, compared with 197 wind turbines with just under 900 megawatts in the prior-year quarter. In turbine production, we manufactured 217 turbines with an output of 1.1 gigawatts. In rotor blades, production amounted to over 1,100 pieces, 79 percent of which were procured from external manufacturers.

At the end of the quarter, the order backlog totalled EUR 9.9 billion, of which EUR 6.5 billion were attributable to the turbine segment and EUR 3.4 billion to the service segment.

Let me conclude by pointing out once again that neither the conversion of shareholder loans into equity presented at the beginning nor the convertible bond are included in the figures for the first quarter of 2023.

Outlook for the fiscal year 2023

Before I now turn to the outlook for the current fiscal year 2023, I would like to comment briefly on the performance of our Nordex stock and the reclassifications in the indices.

In view of the highly volatile market environment and the challenges and uncertainties described above, our stock has held up well with a stable

performance overall. After the temporary removal from the SDAX, Nordex stock returned to be listed in DAX-indices in September 2022 and is currently listed in the MDAX, the segment for medium-sized corporations which follows the German benchmark index, the DAX.

Now I would like to give you an outlook for the further course of fiscal 2023, which on the one hand opens very good market prospects and perspectives, but on the other hand still harbors a number of uncertainties. I am thinking here primarily of three sets of issues, the war in Ukraine, high inflation in Europe overall, and rising interest rates, which will make project financing more challenging for our customers, for example. Also, the positive political ambitions for the restructuring of the energy industry are not yet reflected in higher volumes and orders as desired.

As you know, the starting point for our 2023 forecast is the order backlog at the end of 2022, a stable price environment and a reliable supply chain. Based on these assumptions, we expect Group sales of EUR 5.6 to 6.1 billion. We also anticipate an EBITDA margin in the range of minus 2 to plus 3 percent. This broad corridor reflects the uncertainties in the market just described and includes factors that could impact operating profit. We know that the challenging market environment with the war in Ukraine, inflation and high interest rates will continue to impact us. We also expect investments in the order of EUR 200 million for the further expansion of our production, including forms for the manufacture of the new rotor blades for the N175/6.X turbine and transport equipment for the efficient handling of our installations. The working capital ratio in relation to Group sales is expected to be below minus 9 percent at the end of 2023.

Our most important focus is to first restore the profitability of our company and to achieve our target EBITDA margin of 8 percent in the medium term. To do this, we must successfully manage the short-term

challenges in order to benefit from the good prospects for the future. We have set ourselves the following core tasks to achieve this:

Firstly, the discipline to ensure that we achieve appropriate prices for our high-quality turbines on a sustained basis and not to get involved in price concessions, from which our industry has repeatedly suffered in the past to the detriment of adequate margins. As number 2 in Europe, we have a special responsibility in this task. And I can tell you today that margins are developing favourably, particularly in our core market Germany.

Secondly, we are constantly trying to reduce the risks to which we were exposed in the past. I reported this approach to you earlier in the context of our strategic alignment. It applies above all to the further development of our contracts, the framework agreements with shipping companies, the passing on of costs, and also to our investments in the future, which we have made in the two joint ventures for green hydrogen and electrolysers with manageable investments and an adequate risk profile. And we will consistently continue along this path of reducing risk.

And finally, efficient handling of the high order backlog will play a significant role in 2023, especially after various delays in installations in 2022. The first priority is to catch up on these delays, reduce expensive and long construction sites and penalties, and ideally avoid them altogether. Also, important here, as I have stressed several times, is the stability and reliability of the supply chain. Because this will avoid delays and at the same time prevent component shortages.

With successful implementation of these core tasks, we are confident of returning to positive margins as quickly as possible - and we are working tirelessly on this with our entire Nordex team. Our goal is to be not only a sustainable but also an attractive investment for you, our shareholders. At the same time, we want to continue to help shape the transformation towards a clean and independent energy supply. Our products actively ensure that emissions are avoided, and in doing so we also offer society

real added value. This also ensures an overall high level of acceptance among the population for renewable energies and thus also for the wind industry. We are also seeing growing motivation among political decision-makers to drive development forward to counter climate change. We continue to maintain a close and ongoing dialog on this issue at both German and European level and are receiving numerous offers of assistance from politicians.

With that, I would like to conclude my report on fiscal 2022, the explanations on the current development of our company, and the outlook for fiscal 2023. Following this, I will now - as already announced by the Chairman of our Annual General Meeting, Dr. Ziebart - explain the proposed resolutions on the agenda.

Agenda item 1 deals with the annual financial statements 2022 just presented.

Agenda items 2 and 3 relate to the resolution on the approval of the actions of the Executive Board and Supervisory Board for the past fiscal year 2022.

Agenda item 4 relates to the approval of the compensation report for the fiscal year 2022.

Agenda item 5 relates to the so-called *Authorized Capital One*.

As things stand, the Extraordinary General Meeting on March 27, 2023, resolved the new *Authorized Capital One* together with several other authorizations for capital measures. With the approval of the Supervisory Board the Management Board resolved to issue a convertible bond on April 4 excluding subscription rights by exercising the corresponding authorization by the EGM. This measure counts towards the restricted authorization to exclude subscription rights which by design applies to all capital measures. As a result, the existing Authorized Capital One could

only be used to a very limited extent, ruling out, for example, the possibility to issue up to 10 percent of new shares to institutional investors by way of an accelerated book building. Albeit there are no plans in this regard today, we genuinely believe that the management should have the means at its disposal to act in the interest of the Company when markets allow and/or circumstances require.

We would therefore like to propose to you today to cancel the existing *Authorized Capital One* and to create a new *Authorized Capital One* with a term of three years and renewing the authorization to exclude subscription rights. As stated, the aim is to enable our Company at any time in the future to make flexible and sustainable adjustments to its equity capitalization - where necessary and possible. I also refer to our report to today's annual meeting on the reasons for such an exclusion made available to you on our internet site.

Under **agenda item 6**, a resolution is to be adopted on the authorization to purchase and use treasury shares and to exclude tender and subscription rights, and on the cancellation of the previous authorization. Shares bought in the future based on this authorization, if any, are to be used in possible M & A transactions, as employee shares for executives and employees, to service conversion rights and also to service employee option rights.

Agenda item 7 contains the resolution on an amendment to the Articles of Association which would enable the Company to hold virtual Annual General Meetings in the future.

Agenda item 8 concludes today's agenda with the election of the auditors.

At this point I would like to ask for your support and thus approval of our agenda, as these agenda items are important for the further development of our Company.

For all further details on today's agenda items, including the required reports, please refer to the invitation to this Annual General Meeting, which we have made available to you by federal gazette or also on our website under the menu item "Investor Relations" and there under the section "Annual General Meeting".

We will then answer the questions you have sent us in advance and which you will ask during the general debate. At this point I would like to express my sincere thanks to you for your trust and patience in these still challenging times.

I would also like to express my thanks to all our business partners, our workforce, and the employee representatives.

Thank you very much!