# COMPANY PRESENTATION

I) I I I I I I I I I I

AT XAX IN

April 2021

tpi

COMPOSITES®

300



### Legal Disclaimer

This presentation contains forward-looking statements within the meaning of the federal securities law. All statements other than statements of historical facts contained in this presentation, including statements regarding our future results of operations and financial position, business strategy and plans and objectives of management for future operations, are forward-looking statements. In many cases, you can identify forward-looking statements by terms such as "may," "should," "expects," "anticipates," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "projects," " "potential" or "continue" or the negative of these terms or other similar words. Forward-looking statements contained in this presentation include, but are not limited to, statements about: (i) the potential impact of the COVID-19 pandemic on our business and results of operations; (ii) competition from other wind blade and wind blade turbine manufacturers; (iii) the discovery of defects in our products and our ability to estimate the future cost of warranty campaigns; (iv) growth of the wind energy market and our addressable market; (v) the potential impact of the increasing prevalence of auction-based tenders in the wind energy market and increased competition from solar energy on our gross margins and overall financial performance; (vi) our future financial performance, including our net sales, cost of goods sold, gross profit or gross margin, operating expenses, ability to generate positive cash flow, and ability to achieve or maintain profitability; (vii) changes in domestic or international government or regulatory policy, including without limitation, changes in trade policy; (viii) the sufficiency of our cash and cash equivalents to meet our liquidity needs; (ix) our ability to attract and retain customers for our products, and to optimize product pricing; (x) our ability to effectively manage our growth strategy and future expenses, including our startup and transition costs; (xi) our ability to successfully expand in our existing wind energy markets and into new international wind energy markets, including our ability to expand our field service inspection and repair services business and manufacture wind blades for offshore wind energy projects; (xii) our ability to successfully open new manufacturing facilities and expand existing facilities on time and on budget; (xiii) the impact of the accelerated pace of new product and wind blade model introductions on our business and our results of operations; (xiv) our ability to successfully expand our transportation business and execute upon our strategy of entering new markets outside of wind energy; (xv) worldwide economic conditions and their impact on customer demand; (xvi) our ability to maintain, protect and enhance our intellectual property; (xvii) our ability to comply with existing, modified or new laws and regulations applying to our business, including the imposition of new taxes, duties or similar assessments on our products; (xviii) the attraction and retention of qualified employees and key personnel; (xix) our ability to maintain good working relationships with our employees, and avoid labor disruptions, strikes and other disputes with labor unions that represent certain of our employees; (xx) our ability to procure adequate supplies of raw materials and components to fulfill our wind blade volume commitments to our customers; and (xxi) the potential impact of one or more of our customers becoming bankrupt or insolvent, or experiencing other financial problems.

These forward-looking statements are only predictions. These statements relate to future events or our future financial performance and involve known and unknown risks, uncertainties and other important factors that may cause our actual results, levels of activity, performance or achievements to materially differ from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified, you should not rely on these forward-looking statements as guarantees of future events. Further information on the factors, risks and uncertainties that could affect our financial results and the forward-looking statements in this presentation are included in our filings with the Securities and Exchange Commission and will be included in subsequent periodic and current reports we make with the Securities and Exchange Commission from time to time, including in our Annual Report on Form 10-K filed with the Securities and Exchange Commission.

The forward-looking statements in this presentation represent our views as of the date of this presentation. We anticipate that subsequent events and developments will cause our views to change. However, while we may elect to update these forward-looking statements at some point in the future, we undertake no obligation to update any forward-looking statement to reflect events or developments after the date on which the statement is made or to reflect the occurrence of unanticipated events except to the extent required by applicable law. You should, therefore, not rely on these forward-looking statements as representing our views as of any date after the date of this presentation. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, or investments we may make.

This presentation includes unaudited non-GAAP financial measures including EBITDA, adjusted EBITDA, net cash (debt) and free cash flow. We define EBITDA as net income (loss) plus interest expense (including losses on the extinguishment of debt and net of interest income), income taxes and depreciation and amortization. We define Adjusted EBITDA as EBITDA plus any share-based compensation expense, any realized gains or losses from foreign currency remeasurement, any realized gains or losses on the sale of assets and asset impairments and any restructuring charges. We define net cash (debt) as total unrestricted cash and cash equivalents less the total principal amount of debt outstanding. We define free cash flow as net cash flow from operating activities less capital expenditures. We present non-GAAP measures when we believe that the additional information is useful and meaningful to investors. Non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by other companies. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP. See the Appendix for the reconciliations of certain non-GAAP financial measures to the comparable GAAP measures.

This presentation also contains estimates and other information concerning our industry that are based on industry publications, surveys and forecasts. This information involves a number of assumptions and limitations, and we have not independently verified the accuracy or completeness of the information.

### **Investment Thesis**

#### Capitalizing on the Decarbonization of the Electric Sector and the Electrification of the Vehicle Fleet

- Renewables and wind energy are mainstream, large, growing, competitive and desired by customers.
- Emerging markets around the world are growing faster than mature markets.
- Wind blades are being outsourced to access emerging growth markets, drive cost and efficiently utilize capital.
- Electric vehicles sales are expected to grow 20%+ CAGR through 2040 according to BNEF.

#### Only Independent Wind Blade Manufacturer with a Global Footprint

• Our factories are low cost, world class hubs that serve large, diverse and growing addressable markets, reducing the effect of individual market fluctuations.

#### Advanced Composite Technology and Production Expertise Provide Barrier to Entry

- TPI holds important IP that is difficult to replicate (materials, process, tooling, inspection and DFM).
- >300 engineers and technicians and growing.
- 60-80 meter wind blades, larger than 787 wingspan, with tolerances measured in millimeters.

#### Collaborative Dedicated Supplier Model to Share Gain and Drive Down LCOE

• Our business model helps TPI customers to gain market share in a cost effective and capital efficient manner by sharing the investment, spreading overhead, driving down material cost, improving productivity and sharing a large portion of that benefit with our customers.

#### Long-Term Supply Agreements Provide Significant Revenue Visibility

- Volume based pricing and shared investment motivate both parties to keep plants full.
- Shared gain/pain protects our margins.

#### **Compelling Return on Invested Capital**

• Shared capital investment results in a "capital-light" model for TPI and our customers.

#### Seasoned Management Team with Significant Global Growth Experience

- TPI has become a destination for top talent.
- Pleased with the exceptional leaders and managers that have joined the TPI team.





### **Introduction to TPI Composites**

Only independent manufacturer of composite wind blades for the highgrowth wind energy market with a global footprint

Provides wind blades to some of the industry's leading OEMs such as: Vestas, GE, Siemens/Gamesa, Nordex, and ENERCON

Operates ten wind blade manufacturing plants, two transportation facilities, and six tooling and R&D facilities and advanced engineering centers across six countries:

- United States
   Mexico
   Denmark
   Germany
- China
   Turkey
   India

Applying advanced composites technology to the production of clean transportation solutions, including electric buses and commercial vehicles and passenger EV platforms

Long-term supply agreements with customers, providing contracted volumes that generate significant revenue visibility and drive capital efficiency

Founded in 1968 and headquartered in Scottsdale, Arizona

Approximately 15,000 associates globally











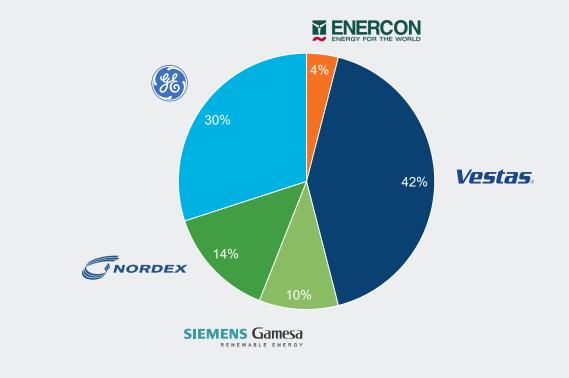




### **Strong Customer Base of Industry Leaders**



#### **Current Customer Mix – 50 Dedicated Lines**



#### TPI's customers account for **99%** of the U.S. onshore wind market and **45%** of the global onshore market

Source: BloombergNEF, "Global Wind Turbine Market Shares 2014-20" 1. Figures are rounded to nearest whole percent

tpí

### Existing Contracts Provide for ~\$4.6 Billion in Revenue through 2024

Key Contract Terms							
Minimum Volume Visibility Mitigates Downside Risk	<ul> <li>Minimum Volume Obligations (MVOs) in place requiring the customer to take an agreed upon percentage of total production capacity or pay TPI its equivalent gross margin and operating costs associated with the MVO</li> </ul>						
Incentivized Maximum	<ul> <li>Pricing mechanisms generally encourage customers to purchase 100% of the contract volume, as prices progressively increase as volumes decrease</li> </ul>						
Customer Volume	<ul> <li>Customers fund the molds for each production line incentivizing them to maximize TPI's production capability to amortize their fixed cost</li> </ul>						
	<ul> <li>TPI plans for renegotiation and extension of contracts one year in advance of expiration</li> </ul>						
Attractive	<ul> <li>Provisions allowing for reductions in lines generally provide for adequate time to replace a customer if a line reduction option is exercised</li> </ul>						
Contract Negotiation Dynamic	<ul> <li>Demand in locations where TPI already has a foothold (China, Turkey, Mexico and India) provides a substantial opportunity for synergies in the construction of new facilities</li> </ul>						
	<ul> <li>TPI continues to expand its manufacturing facilities globally to meet increased demand</li> </ul>						

#### Long-term Supply Agreements <sup>(1)</sup>



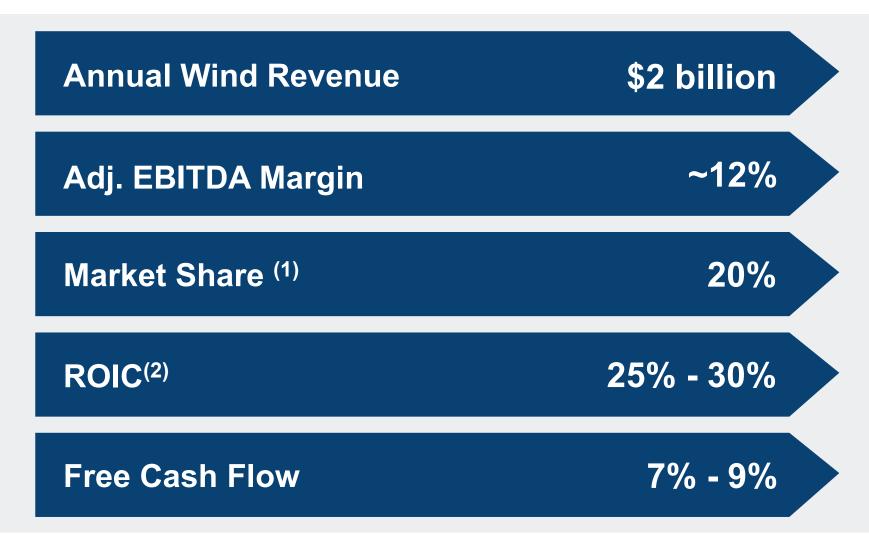
Long-term supply agreements provide for estimated minimum aggregate volume commitments from our customers of ~\$2.8 billion and encourage our customers to purchase additional volume up to, in the aggregate, an estimated total contract value ~\$4.6 billion through the end of 2024

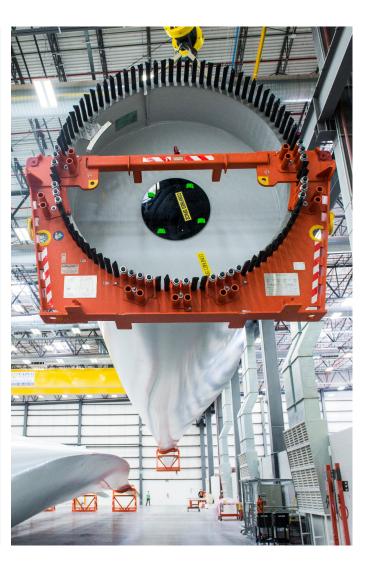
#### Long-term contracts with minimum volume obligations provide strong revenue visibility

Note: Contracts with some of our customers are subject to termination on short notice with substantial penalties. Contracts with some of our customers also enable them to reduce number of lines, generally with 12 months notice, and in some cases with substantial penalties. Our contracts also contain liquidated damages provisions, which may require us to make unanticipated payments to our customers or our customers to make payments to us. 1. As of February 25, 2021. The chart depicts the term of the longest contract in each location; Iowa blade contract expires at the end of 2021.



### **Long-Term Wind Financial Targets**





1. Global onshore wind market share including China

tp

2. ROIC target is based on an estimate of tax effected income from operations divided by beginning of the period capital which includes total stockholders' equity less cash and cash equivalents plus total outstanding debt.

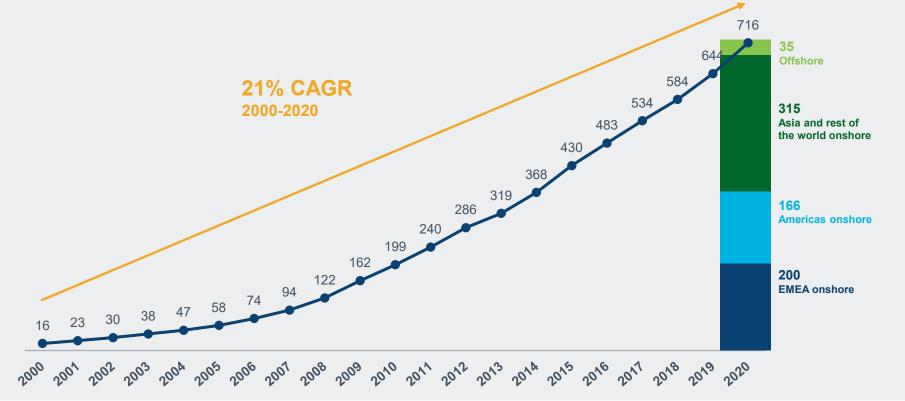


### Wind Power Generation Has Grown Rapidly and Expanded Globally in Recent Years

In the last decade, cumulative global power generating capacity (GW) of wind turbine installations has gone up by more than 3 times, with compound annual growth in cumulative global installed wind capacity of 21% since 2000.

#### Rapid growth driven by:

- Decarbonization
- Increasing cost competitiveness through technological advancement
- Supportive global policy initiatives
- Global population growth and electricity demand
- Increasing C&I and utility demand
- Coal/nuclear decommissioning
- Repowering
- EV trends



#### Wind energy is a large and rapidly growing worldwide business

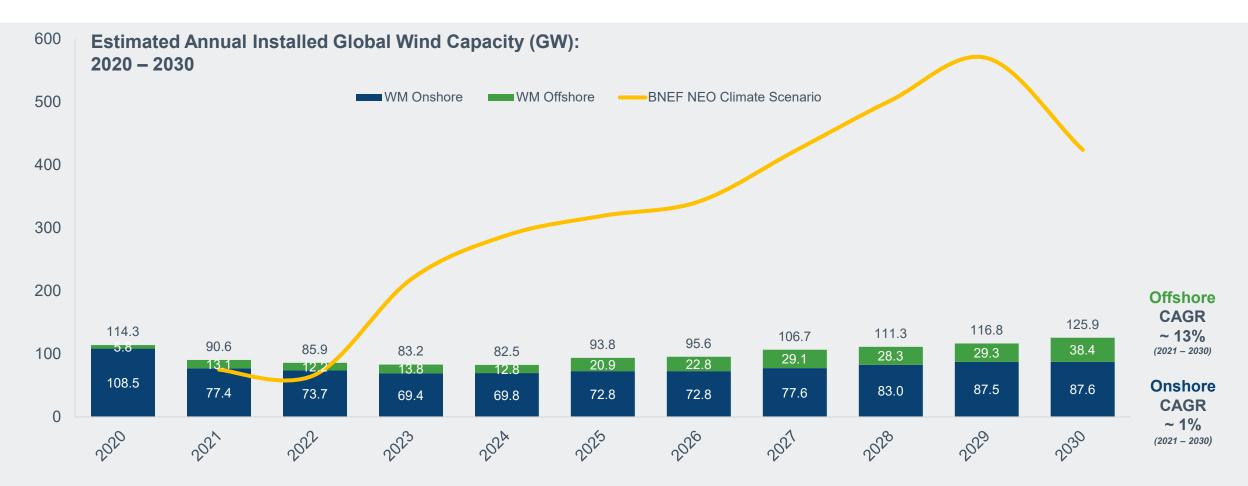
Source: Bloomberg New Energy Finance

tpl

Note: Regional onshore and worldwide offshore figures presented for 2020 only

### Large and Growing Global Market

The accelerating energy transition is expected to drive even stronger forecasts in the future



Annual installed wind capacity growth is projected to average ~100GW between 2020 and 2030. Global markets (excluding the US and China) are projected to grow at a 10% CAGR. TPI is well positioned to participate in this growth.

Source: Wood Mackenzie (WM), "Q1 2021 Global Wind Power Market Outlook Update", BloombergNEF, "New Energy Outlook 2020"

### U.S. Wind Forecast 2020-2030 (GW)



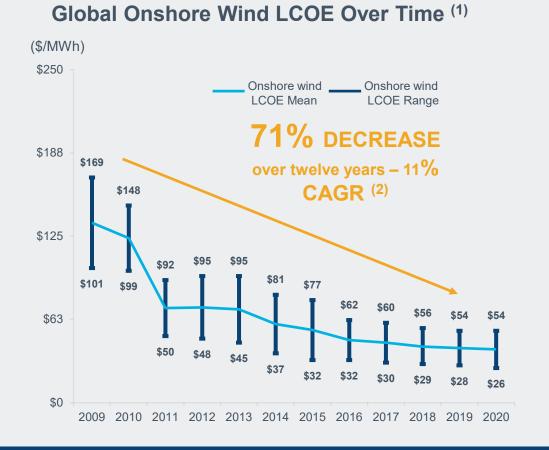
The forecasted GW are expected to increase over time due to the accelerating energy transition in the U.S. driven by lower cost of energy, C&I demand, and stronger state renewable targets.

Source: Wood Mackenzie (WM), "Q1 2021 Global Wind Power Market Outlook Update", and American Clean Power Association (ACP)

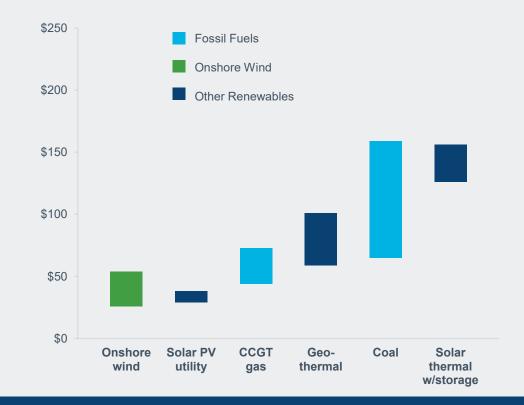


### **Declining LCOE**

#### Allows Wind Energy to be More Competitive with Conventional Power Generation



#### Unsubsidized Global Levelized Cost of Power Generation Ranges by Technology <sup>(1)</sup> – (\$/MWh)



## Global LCOE for onshore wind generation has become increasingly competitive at or below new combined cycle gas turbines, unsubsidized

Source: Lazard Levelized Cost of Energy Analysis (version 14.0).

tpi

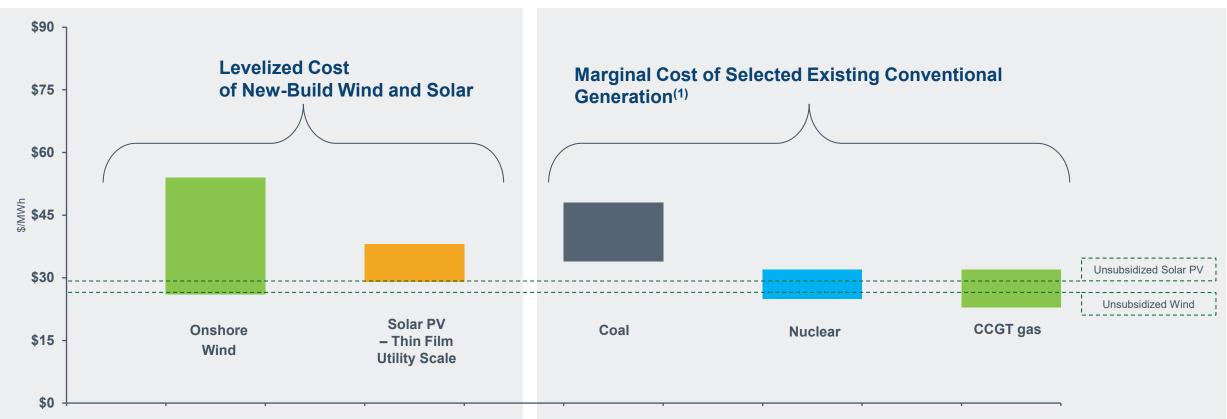
1. Costs are on an unsubsidized basis. Ranges reflect differences in resources, geography, fuel costs and cost of capital, among other factors.

2. Represents the average compound annual rate of decline of the high and low end of the LCOE range.



### **LCOE Comparison**

#### Alternative Energy versus Marginal Cost of Selected Existing Conventional Generation



Onshore wind, which became cost-competitive with conventional generation technologies several years ago, is, in some scenarios, approaching an LCOE that is at or below the marginal cost of operating existing conventional generation technologies.

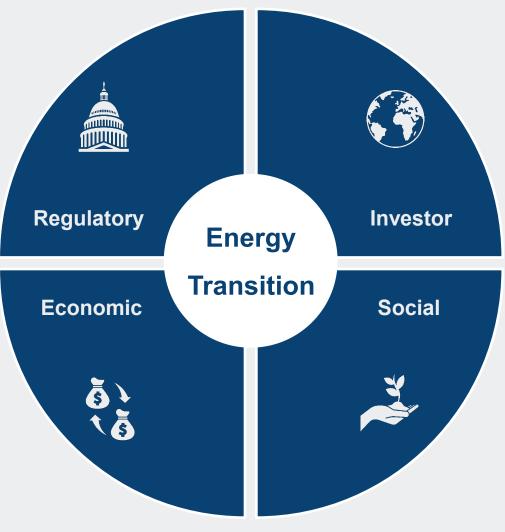
Source: Lazard Levelized Cost of Energy Analysis (version 14.0).

1. Represents the marginal cost of operating fully depreciated gas combined cycle, coal and nuclear facilities, inclusive of decommissioning costs for nuclear facilities. Analysis assumes that the salvage value for a decommissioned gas combined cycle or coal asset is equivalent to its decommissioning and site restoration costs. Inputs are derived from a benchmark of operating gas combined cycle, coal and nuclear assets across the U.S. Capacity factors, fuel, variable and fixed operating expenses are based on upper and lower quartile estimates derived from Lazard's research.



### **Drivers Accelerating the Global Energy Transition**

- Clean energy policy including the Paris
   Climate Accord
- Carbon emissions reduction goals including China 2060 carbon neutral, European Union 2030, and India 2030
- Increased regulatory support including Biden Presidency, U.S. Wind Production Tax Credit extensions
- Clean energy standards
- Carbon pricing
- Declining prices of renewable energy
- Technology improvements including batteries, hydrogen, electric vehicles, electrification
- Retirement of fossil fuel generation
- Economic growth
- Pandemic recovery



- ESG
- Climate change risk
- Sustainability disclosures and reporting

- Push towards sustainability e.g., Power to X such as heat, hydrogen, and synthetic fuels
- Political pressure
- Consumer choice
- Population growth and urbanization

### Industry has Shifted to a Predominantly Outsourced Wind Blade Manufacturing Model

#### **Outsourcing Trends**

Vertically integrated OEMs are outsourcing wind blade manufacturing due to:

- · the need to accelerate access to emerging markets
- the need for efficient capital allocation
- the need for supply chain optimization
- global talent constraints

Some have sold or shuttered in-house tower and blade manufacturing facilities in favor of an outsourced manufacturer

Geographically distributed, high precision blade manufacturing is more cost effective when performed by diversified, specialized manufacturers

TPI is the only independent manufacturer of composite wind blades with a global footprint and is well positioned to capitalize on global industry trends

#### Vestas.

TPI selected as manufacturer of Vestas-designed blades in China, Mexico, India and Turkey



Expected to continue to outsource a significant percentage of blade needs notwithstanding acquisition of LM Wind Power. Expanded with TPI in 2018 and 2020.

SIEMENS Gamesa

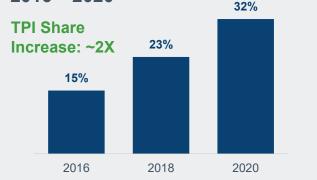
τpl

Currently has agreements with TPI in Mexico and Turkey

#### Global Wind Blade Manufacturing: Outsourced vs. Insourced <sup>(1)</sup>



### TPI Wind Blade Market Share – Onshore Global excl. China 2016 – 2020 <sup>(2)</sup>



Future market share increases expected to be driven by:

- Continuation of outsourcing
- Growth and leverage from global footprint

Several of the wind industry's largest participants have chosen TPI as their leading outsourced blade manufacturer

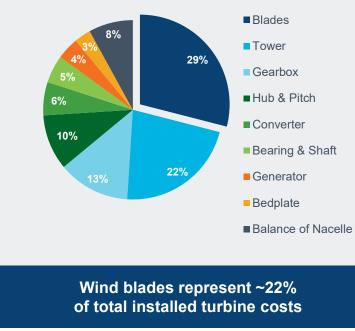
- I. Source: Wood Mackenzie, based on % of MW, LM supply to GE is defined as outsourced
- TPI's market share based on TPI MW relative to OEM total onshore MW from Bloomberg NEF, "Global Wind Turbine Market Shares 2014-20"

### **TPI is Well Positioned to Take Advantage of the Movement Towards Larger Blades**

#### Turbine Cost by Component

Blades and pitch systems remain the most important elements in reducing LCOE driven by ongoing improvements in aerodynamic efficiency, load controls and cost reductions

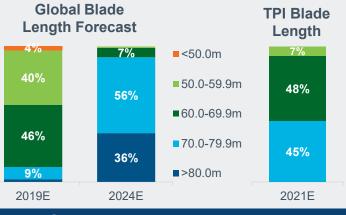
### Turbine Cost Breakdown by Component <sup>(1)</sup>



#### Movement Towards Larger Blade Lengths

The trend toward larger wind blades indicates the potential phase out of smaller wind blades, as larger blades have the greatest impact on energy efficiency and LCOE reduction





On par with the movement toward larger wind blades, TPI blades are generally 60-80m in length



Source: Wood Mackenzie, American Wind Energy Association

1. Costs included in turbine cost breakdown represent 77% of total installed turbine costs. Remaining 23% not represented in chart.



### Strong Barriers to Entry Provide an Opportunity for TPI to Capture More Market Share

We believe that our extensive experience and track-record in delivering high quality wind blades combined with our established global scale and strong customer relationships creates a significant barrier to entry and is the foundation of our leadership position.



TPI's ability to capitalize on growth trends in the wind energy market and outsourcing trends has allowed us to grow our revenue by 117% from 2016 to 2020 and expand our global manufacturing footprint over the same period

### **Global Footprint Strategically Optimized for Regional Industry Demand**

TPI has strategically built a strong global footprint that takes advantage of proximity to large existing regional markets, adjacent new markets and seaports for global export



13 Manufacturing Facilities with Over 6 million Square Feet in 5 countries and 18GW Equivalent Capacity. Applied Technology Development at All Manufacturing Sites. With Over 300 Engineers and Technicians Globally.

### **Dedicated Supplier Model Encourages Stable Long-Term Customers**

#### Deeply Integrated Partnership Model

- Dedicated TPI capacity provides outsourced volume that customers can depend upon
- Joint investment in manufacturing with tooling funded by customers
- Long-term agreements with incentives for maximum volumes
- Strong visibility into next fiscal year volumes
- Shared pain/gain on increases and decreases of material costs and some production costs
- Cooperative manufacturing and design efforts optimize performance, quality and cost
- Global presence enables customers to repeat models in new markets

High Customer Value Proposition

- **Solution** Build-to-spec blades
- **W** High quality, low cost
- **⊘** Dedicated capacity
- S Industry leading field performance
- **Global operations**





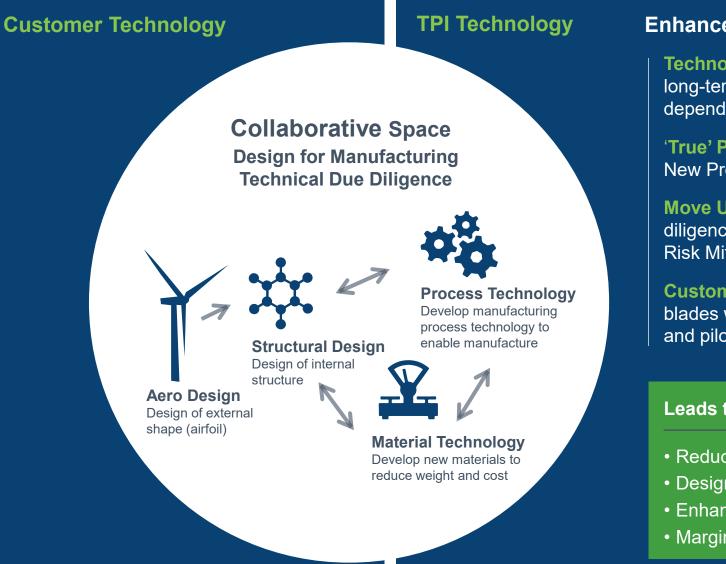
Strong Customer Base of Leading OEMs

#### Vestas.





### **Technology Advantage**



#### **Enhanced TPI Customer Collaboration**

**Technology Partnership** built on long-term relationships and mutual dependency

'True' Partnerships with Customers in their New Product Development process

Move Upstream - Collaborative due diligence on Design for Manufacturing and **Risk Mitigation** 

**Customer Intimacy** - Joint prototyping of blades with customers in customer facilities and pilot production line in our facilities

#### Leads to

- Reduced Time to Market
- Design to Cost Target
- Enhanced Design for Manufacturing
- Margin Expansion

### **Transportation Market Opportunity**

Compos	ite Structures Offe Advantages	r Multiple	Vehicle Strategy for Clean Transportation
LIGHTWEIGHT longer range or fewer batteries for EV's	CORROSION RESISTANCE increased durability less maintenance	HIGHER PERFORMANCE harder to damage easier to repair	Multiple programs in: Commercial Vehicles (Bus, Truck, Delivery) and Passenger Automotive
FASTER TIME TO MARKET less complex tooling more flexibility	LOWER PRODUCTION INVESTMENT lower CAPEX	SIMPLIFIED OEM ASSEMBLY body arrives complete, saves manufacturing complexity	<image/>
-14-			U.S. Electric Bus Market Opportunity
,500			Addresses large opportunity given mission-critical nature of transit
,000		0% AGR	Cusp of wide-spread adoption     Technology applicable everywhere

- Compelling growth potential
- Proterra is a leader in North American electric transit bus market with 50%+ share
  - >120 customers and >1,000 vehicles sold
  - >80,000,000 pounds of CO2 emissions avoided

500

2019

2020

2021

2022

■U.S.

2023

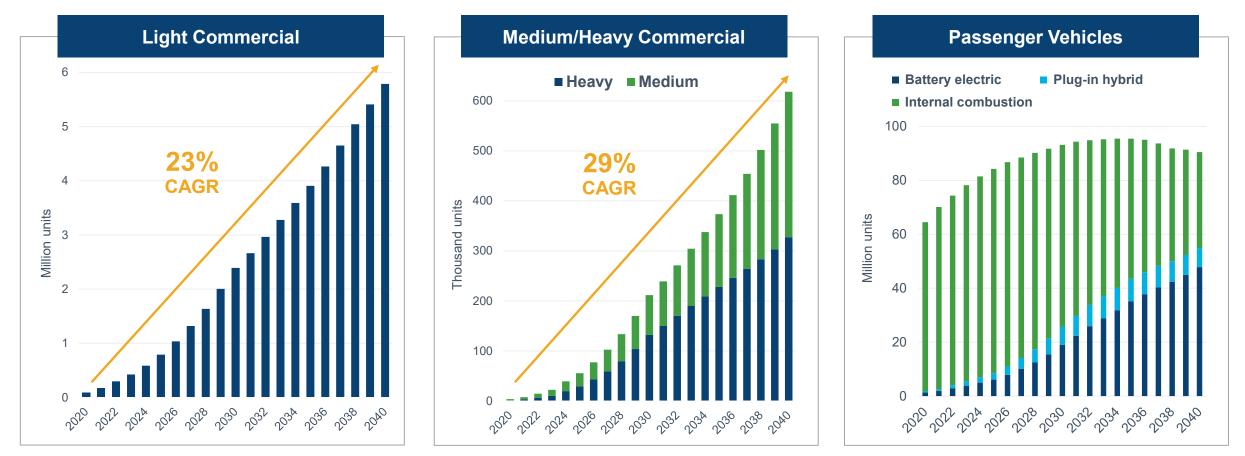
2024

#### Decarbonize & Electrify

2025

### **Electric Vehicles Market** Significant Growth Projections

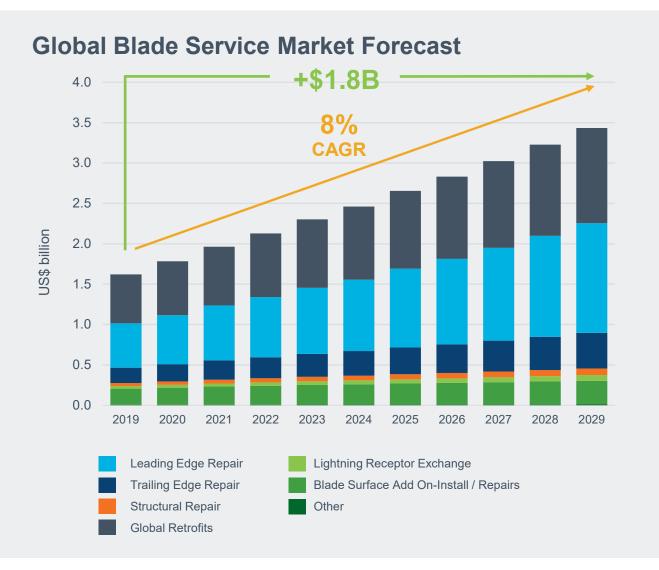
Commercial vehicle market growing, largely driven by ecommerce Opportunity for electric vehicles driven by economics >55% of passenger vehicle sales to be electric by 2040

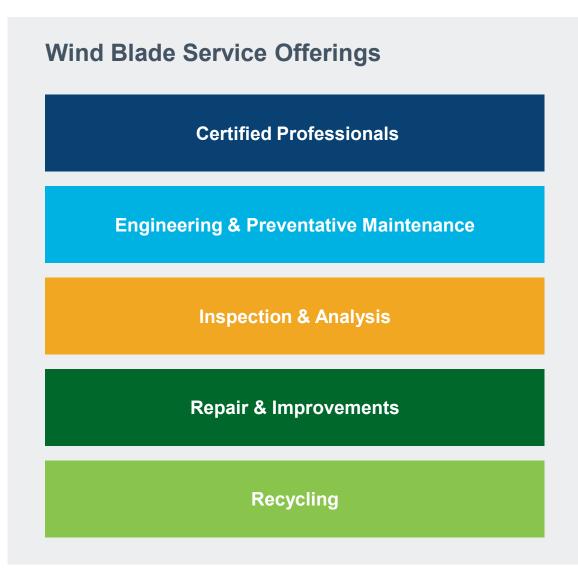


Source: BloombergNEF, Long-Term Electric Vehicle Outlook 2020

tpi

### Large and Growing Global Service Market Opportunity





Source: Wood Mackenzie, Global Wind Power O&M 2020

tpi

### **TPI Operating Imperatives**



Relentless focus on operational excellence



Turn speed into a competitive advantage – cut transition and startup time in half



Innovate - continue to advance our composites technology



Partner more deeply with our customers



Reduce and balance cost of transitions with our customers



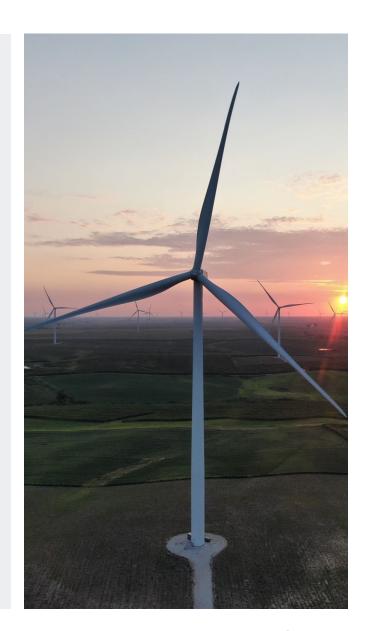
Apply scale to expand material capacity, continuity of supply, and drive cost down



Continue to build and develop world class team



Drive ESG vision







### **TPI's ESG Efforts**

 Embracing and operationalizing Environmental, Social and Governance (ESG) practices into everything we do will reduce risk, increase associate satisfaction and improve operational execution, financial performance, and governance.

### • Our long-term ESG goals:

- Promote a zero-harm culture focused on eliminating unsafe behaviors
- Achieve 33% women and 33% racial and ethnically diverse persons on our Board of Directors by 2023
- Achieve 25% women in our Global Leadership Team by 2025
- Achieve 25% racial and ethnically diverse persons in our U.S. Leadership Team by 2025
- Become carbon neutral by 2030 with 100% of our energy being procured from renewable sources



### Highlights of TPI's ESG Performance <sup>(1)</sup>

### Environmental

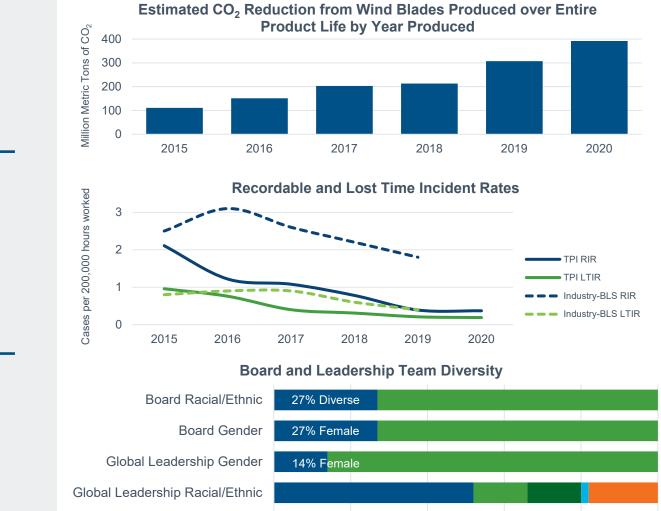
- ~7% decrease in emissions intensity in 2020
- 24% renewable electricity usage through a combination of grid and on-site sources

### Social

- Reduction in recordable incident and lost time incident rates year over year
- Diversity, Equity, and Inclusion (DE&I) vision articulated

### Governance

- Board committee oversight of ESG
- Expanded ESG metrics are included in our executive compensation plans
- Increased Board diversity



#### Decarbonize & Electrify

U.S. Leadership Racial/Ethnic

0%

20%

40%

60%

■White ■Middle Eastern ■Hispanic ■Black ■Asian

100%

80%

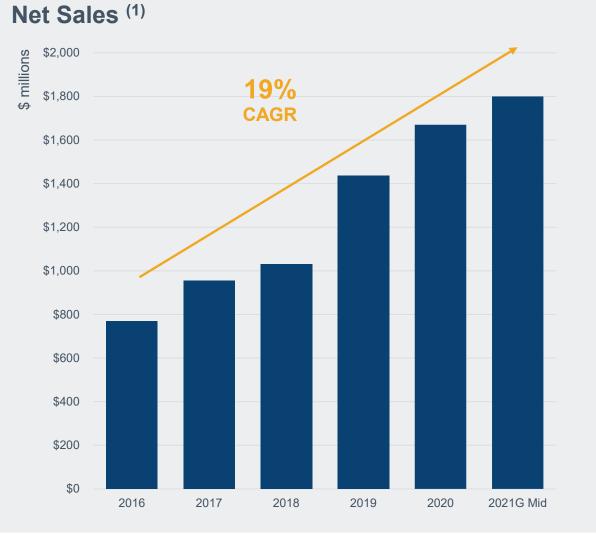
1. See 2020 ESG Report for more details

April 2021

### **Financial Summary**



### **Financial Results**



AEBITDA <sup>(1)(2)</sup>



1. 2016 and 2017 as restated per the Company's retroactive adoption of ASC 606. 2019 full year Adjusted EBITDA has been restated to include restructuring charges, based upon a definition change made in Q1 2020. 2021 amounts reflect guidance at the midpoint of the range.

2. See Appendix for reconciliations of non-GAAP financial data



### **Financial Performance** Growth Funded Largely from Cash Flow from Operations





### Full Year 2020 Highlights

- Operating results and year-over-year comparisons to 2019:
  - Net sales were up 16.3% to \$1.67 billion for the year
  - Net loss for the year was \$19.0 million compared to a net loss of \$15.7 million
  - Adjusted EBITDA for the year was \$94.5 million or 5.7% of net sales
- Double digit growth in both net sales and Adjusted EBITDA notwithstanding the disruption and impact of COVID-19
- Started blade production at our Chennai, India facility and signed a multi-year agreement with Nordex for India production
- We extended contracts with GE and Vestas, and in the fourth quarter we extended a contract with Nordex in Turkey
- Continued progress on commercial delivery vehicles and produced parts for multiple passenger EV platforms
- Continued to refresh our Board of Directors adding global operations and finance experience, independence, and diversity
- Published our first ESG report

Net Sales and Adjusted EBITDA (\$ in millions) **Net Sales Adjusted EBITDA** \$1.750 \$100 \$1,670 \$94.5 \$85.8 \$1,500 \$1,437 \$75 \$1,250 \$1.000 \$50 2019 2020 2019 2020 Est. MW 9.598 12,080

# Fourth Quarter 2020 Financial Highlights (unaudited)

	Three Months Ended				
Key Statement of Operations Data		Decem	Change		
(in thousands, except per share data)		2020		2019	%
Net sales	\$	465,571	\$	422,113	10.3%
Cost of sales	\$	420,249	\$	386,484	8.7%
Startup and transition costs	\$	13,076	\$	4,827	170.9%
Total cost of goods sold	\$	433,325	\$	391,311	10.7%
Gross profit	\$	32,246	\$	30,802	4.7%
General and administrative expenses	\$	7,850	\$	12,115	-35.2%
Foreign currency loss, net	\$	(1,891)	\$	(3,057)	38.1%
Income tax provision	\$	(9,338)	\$	(8,402)	-11.1%
Net income (loss)	\$	5,184	\$	(861)	NM
Weighted-average common shares outstanding (diluted)		38,100		35,174	
Net income (loss) per common share (diluted)	\$	0.14	\$	(0.02)	
Non-GAAP Metric					
Adjusted EBITDA <sup>(1)</sup> (in thousands)	\$	40,776	\$	32,025	27.3%
Adjusted EBITDA Margin		8.8%		7.6%	120 bps
Key Performance Indicators (KPIs)					
Sets produced		988		953	35
Estimated megawatts		3,525		3,217	308
Utilization		92%		96%	-400 bps
Dedicated wind blade manufacturing lines		53		52	1 line
Wind blade manufacturing lines installed		55		48	7 lines

#### **Key Highlights**

- Net sales of wind blades increased by 12%
- 4% increase in the number of wind blades produced year over year
- 8% increase in the average sales price per blade
- Adjusted EBITDA margin of 8.8%
- Adjusted EBITDA was negatively impacted by approximately \$5 million associated with the production volume lost and other costs related to COVID-19

τρι

# Full Year 2020 Financial Highlights (unaudited)

		Year E			
Key Statement of Operations Data	December 31,				Change
(in thousands, except per share data)		2020		2019	%
Net sales	\$	1,670,137	\$	1,436,500	16.3%
Cost of sales	\$	1,561,432	\$	1,290,619	21.0%
Startup and transition costs	\$	44,606	\$	68,033	-34.4%
Total cost of goods sold	\$	1,606,038	\$	1,358,652	18.2%
Gross profit	\$	64,099	\$	77,848	-17.7%
General and administrative expenses	\$	33,496	\$	39,916	-16.1%
Foreign currency loss, net	\$	(19,986)	\$	(4,107)	NM
Income tax provision	\$	(11,284)	\$	(23,115)	51.2%
Net income (loss)	\$	(19,027)	\$	(15,708)	-21.1%
Weighted-average common shares outstanding (diluted)		35,532		35,062	
Net income (loss) per common share (diluted)	\$	(0.54)	\$	(0.45)	
Non-GAAP Metric					
Adjusted EBITDA <sup>(1)</sup> (in thousands)	\$	94,498	\$	85,841	10.1%
Adjusted EBITDA Margin		5.7%		6.0%	-30 bps
Key Performance Indicators (KPIs)					
Sets produced		3,544		3,189	355
Estimated megawatts		12,080		9,598	2,482
Utilization		81%		79%	200 bps
Dedicated wind blade manufacturing lines		53		52	1 line
Wind blade manufacturing lines installed		55		48	7 lines

#### **Key Highlights**

- Net sales of wind blades increased by 18.9%
- 11% increase in the number of wind blades produced year over year
- 26% increase in estimated megawatts produced
- Foreign currency loss of \$20 million primarily due to net Euro liability exposure against the Turkish Lira
- 10.1% increase in Adjusted EBITDA in a year that was significantly impacted by COVID-19

τρ

### Key Balance Sheet and Cash Flow Data

#### (unaudited)

Key Balance Sheet Data	December 31,				
(in thousands)	2020 2019				
Cash and cash equivalents	\$	129,857	\$	70,282	
Accounts receivable	\$	132,768	\$	184,012	
Contract assets	\$	216,928	\$	166,515	
Operating lease right of use assets	\$	158,827	\$	122,351	
Total operating lease liabilities - current and noncurrent	\$	182,024	\$	130,512	
Accounts payable and accrued expenses	\$	295,992	\$	293,104	
Total debt - current and noncurrent, net	\$	216,867	\$	141,389	
Net debt <sup>(1)</sup>	\$	(88,061)	\$	(71,779)	

Key Cash Flow Data	Year Er Decemb			
(in thousands)	2020	2019		
Net cash provided by operating activities	\$ 37,570	\$	57,084	
Capital expenditures	\$ 65,666	\$	74,408	
Free cash flow <sup>(1)</sup>	\$ (28,096)	\$	(17,324)	

#### Key Highlights

- Strong cash position
- Significant cushion on debt covenants
- Continued focus on cash conversion cycle
- Minimal net debt increase in a year that was significantly impacted by COVID-19 and we invested \$65.7 million in capital expenditures

tpi

### **Capital Allocation Plan**

#### Capital discipline

- Robust balance sheet
- Working capital management
  - Return on invested capital

Reinvestment in business to drive long term profitable growth and productivity

Selective acquisitions aligned to core strategy

Potential return of capital to shareholders

April 2021

tpí

### 2021 Guidance

=56.9 SET-1422 TPI-24284



### 2021 Guidance <sup>(1)</sup>

Net Sales	\$1.75 billion to \$1.85 billion
Adjusted EBITDA <sup>(2)</sup>	\$110 million to \$135 million
Dedicated Manufacturing Lines	50
Utilization %	80% to 85%
Wind Blade Set Capacity	4,090
Average Selling Price per Blade	\$160,000 to \$165,000
Non-Blade Sales	\$100 million to \$125 million
Capital Expenditures	\$55 million to \$65 million
Startup Costs	\$8 million to \$11 million

These numbers could be significantly impacted by COVID-19.
 See Appendix for reconciliations of non-GAAP financial data.

### **Key Messages**

CD |

- Wind energy and EV's offer significant opportunity for TPI's diversified, profitable, global growth.
- Wind growth is mostly about economics, customers, investors and the need to positively impact climate change.
- Wind costs will continue to be driven down to compete primarily with solar. Price discipline and margin opportunities should improve over time.
- TPI is building global infrastructure with best-in-class composites technology to access the global growth with the lowest total delivered cost.
- TPI is a large global player with ~32% global onshore market excluding China share in 2020.
- We will continue to partner deeply with the industry leading customers.
- We are applying our global scale to ensure lowest cost raw materials and to eliminate supply change constraints.
- We are bringing relentless focus to manufacturing execution, productivity gains, cost reduction and risk mitigation.
- We plan to turn speed into a source of competitive advantage

   cut transition and startup time in half, reduce cost of
   transitions and share those costs with our customers.

- We will continue to innovate and advance our state-of-the-art blade technology.
- We plan to bring value to the EV sector with structural composite solutions and our long-term plan is to build a \$500M annual revenue stream. By developing bus, delivery vehicle, truck and passenger vehicle applications, we will see just how low down the cost curve and how high up the volume curve we can profitably grow.
- Our capital allocation strategy includes maintaining a conservative balance sheet, smart long-term growth investments and return of capital to shareholders.
- ESG is the right thing to do. We are committed to it and expect it to drive long term value.
- We will continue to build a strong, independent and diverse board of directors as well as ensure that our management team is fully aligned with the interests of our stakeholders.
- 18GW of capacity, 80% utilization, 20% global market share, \$2B in annual revenue, 12% AEBITDA margin, 25-30% ROIC, and 7-9% free cash flow.



٠



### Appendix



tpí

### **Non-GAAP Reconciliations**

#### Net income (loss) is reconciled to EBITDA and Adjusted EBITDA as follows:

		Year	r End	ed Decembe	er 31,			Three Months December	
<u>(\$ in thousands)</u>	 2016	2017		2018		2019	2020	2019	2020
Net income (loss)	\$ 27,044	\$ 38,734	\$	5,279	\$	(15,708) \$	(19,027)	\$ (861) \$	5,184
Adjustments:									
Depreciation and amortization	13,186	21,698		26,429		38,580	49,667	10,848	12,992
Interest expense (net of interest income)	17,270	12,286		10,236		8,022	10,399	1,744	2,990
Loss on extinguishment of debt	4,487			3,397					
Income tax provision (benefit)	3,654	15,798		(3,033)		23,115	11,284	8,402	9,338
EBITDA	65,641	88,516		42,308		54,009	52,323	20,133	30,504
Share-based compensation expense	9,902	7,124		7,795		5,681	10,352	1,077	2,405
Foreign currency loss, net	757	4,471		13,489		4,107	19,986	3,057	1,891
Loss on sale of assets and asset impairments	_			4,581		18,117	7,748	7,556	2,230
Restructuring charges, net	 _					3,927	4,089	202	3,746
Adjusted EBITDA	\$ 76,300	\$ 100,111	\$	68,173	\$	85,841 \$	94,498	\$ 32,025 \$	40,776

#### Net cash (debt) is reconciled as follows:

	December 31,						
(in thousands)	2020	2019					
Cash and cash equivalents	\$ 129,857 \$	70,282					
Less total debt, net of debt issuance costs	(216,867)	(141,389)					
Less debt issuance costs	 (1,051)	(672)					
Net debt	\$ (88,061) \$	(71,779)					

#### Free cash flow is reconciled as follows:

	Three Mor Decem	Year Ended December 31,				
(in thousands)	2020	2019		2020		2019
Net cash provided by (used in) operating activities	\$ 3,705	\$ (5,651)	\$	37,570	\$	57,084
Less capital expenditures	(12,238)	(15,316)		(65,666)		(74,408)
Free cash flow	\$ (8,533)	\$ (20,967)	\$	(28,096)	\$	(17,324)

Source: Year end audited financial statements. 2019 and 2020 interim periods are unaudited. 2019 full year Adjusted EBITDA has been restated to include restructuring charges, based upon a definition change made in Q1 2020.



### **Non-GAAP Reconciliations (continued)**

A reconciliation of the low-end and high-end ranges of projected net income to projected EBITDA and projected adjusted EBITDA for the full year 2021 is as follows:

	FY 2021 Adjusted EBITDA Guidance Range <sup>(1)</sup>					
(in thousands)	L	ow End		High End		
Projected net income	\$	13,000	\$	22,000		
Adjustments:						
Projected depreciation and amortization		48,000		52,000		
Projected interest expense (net of interest income)		12,000		14,000		
Projected income tax provision		15,000		19,000		
Projected EBITDA		88,000		107,000		
Projected share-based compensation expense		7,000		9,000		
Projected restructuring charges		9,000		11,000		
Projected loss on sale of assets and asset impairments		6,000		8,000		
Projected Adjusted EBITDA	\$	110,000	\$	135,000		

<sup>(1)</sup> All figures presented are projected estimates for the full year ending December 31, 2021.

