TPI COMPOSITES, INC

FORM 8-K
(Current report filing)

Filed 02/28/19 for the Period Ending 02/28/19

Address	8501 N SCOTTSDALE ROAD GAINEY CENTER II, SUITE 100 SCOTTSDALE, AZ, 85253
Telephone	480-305-8910
CIK	0001455684
Symbol	TPIC
SIC Code	3510 - Engines And Turbines
Industry	Renewable Energy Equipment & Services
Sector	Energy

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event Reported): February 28, 2019

TPI Composites, Inc.
(Exact Name of Registrant as Specified in Charter)

Delaware	**001-37839**	**20-1590775**
(State or Other Jurisdiction of Incorporation)	(Commission File Number)	(I.R.S. Employer Identification Number)

8501 N. Scottsdale Rd, Gainey Center II, Suite 100, Scottsdale, Arizona 85253
(Address of Principal Executive Offices) (Zip Code)

480-305-8910
(Registrant's telephone number, including area code)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2). Emerging growth company [X]

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. [X]

Item 2.02. Results of Operations and Financial Condition.

On February 28, 2019, TPI Composites, Inc. (the Company) issued a press release announcing its financial results for the three months and full year ended December 31, 2018. A copy of the Company's press release is furnished herewith as Exhibit 99.1 to this current report on Form 8-K and is incorporated by reference herein. The Company also posted a presentation to its website at www.tpicomposites.com under the tab "Investors" providing information regarding its results of operations and financial condition for the three months and full year ended December 31, 2018. The information contained in the presentation is incorporated by reference herein. The presentation is being furnished herewith as Exhibit 99.2 to this current report on Form 8-K. The Company's website and the information contained therein is not part of this disclosure.

The information in Item 2.02 of this current report on Form 8-K (including Exhibit 99.1) is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. The information in Item 2.02 of this current report on Form 8-K (including Exhibit 99.1) shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

99.1 – Press Release dated February 28, 2019

99.2 – Presentation dated February 28, 2019

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

TPI Composites, Inc.

Date: February 28, 2019

By: /s/ William E. Siwek
William E. Siwek
Chief Financial Officer

TPI Composites, Inc. Announces Fourth Quarter and Full Year 2018 Earnings Results

SCOTTSDALE, Ariz., Feb. 28, 2019 (GLOBE NEWSWIRE) -- TPI Composites, Inc. (Nasdaq: TPIC), the only independent manufacturer of composite wind blades with a global footprint, today reported financial results for the fourth quarter and full year ended December 31, 2018.

Highlights

For the quarter ended December 31, 2018:

- Net sales of $290.1 million
- Total billings of $304.8 million
- Net loss of $8.8 million or $0.26 per diluted share
- EBITDA of $3.8 million, with an EBITDA margin of 1.3%
- Adjusted EBITDA of $9.8 million, with an Adjusted EBITDA margin of 3.4%

For the full year 2018:

- Net sales of $1,029.6 million
- Total billings of $1,006.5 million
- Net income of $5.3 million or $0.15 per diluted share
- EBITDA of $42.3 million, with an EBITDA margin of 4.1%
- Adjusted EBITDA of $68.2 million, with an Adjusted EBITDA margin of 6.6%

KPIs	Q4'18	Q4'17	FY'18	FY'17
Sets [1]	689	669	2,423	2,736
Estimated megawatts[2]	1,927	1,726	6,560	6,602
Dedicated manufacturing lines[3]	55	48	55	48
Manufacturing lines installed[4]	43	41	43	41
Manufacturing lines in startup[5]	7	9	16	9
Manufacturing lines in transition[6]	4	-	15	-

1. Number of wind blade sets (which consist of three wind blades) invoiced worldwide in the period.
2. Estimated megawatts of energy capacity to be generated by wind blade sets invoiced in the period.
3. Number of wind blade manufacturing lines that are dedicated to our customers under long-term supply agreements at the end of the period.
4. Number of wind blade manufacturing lines installed and either in operation, startup or transition at the end of the period.
5. Number of wind blade manufacturing lines in a startup phase during the pre-production and production ramp-up period.
6. Number of wind blade manufacturing lines that were being transitioned to a new wind blade model during the period.

"2018 was a challenging but successful year for TPI as we delivered strong operational and financial performance despite a significant number of startups and transitions," said Steven Lockard, TPI Composites' President and Chief Executive Officer. "We achieved a number of strategic milestones over the past year and have continued that momentum thus far in 2019. In early 2018, we continued our global growth with Vestas announcing a new manufacturing facility in Yangzhou, China and then early this year, we announced another new manufacturing hub near Chennai, India that will initially serve Vestas as well. We also added ENERCON as a customer in May of last year, further diversifying our customer base, and got back on the growth path with GE by announcing two new lines and the extension of our agreement with them in Mexico. In addition to our growth into new geographies and diversifying our customer base, we continue to strengthen our relationships with our existing customers. During 2018, with the new agreements and amendments, we increased our lines under long-term supply agreements to 54 and increased our potential revenue under contract by a net of $2.4 billion. We are now at a record $6.8 billion in potential contract value."

"From a business development standpoint, during 2018 we signed multiyear supply agreements for 16 new manufacturing lines, including the four lines for Vestas in India which went under contract in late December, representing total contract revenue of up to $3.4 billion including amendments and our prioritized pipeline of lines that we plan to convert by the end of 2020 now stands at 19 lines. As it relates to non-wind business development, in early 2018 we announced that we entered into an agreement with Navistar to design and develop a Class 8 truck comprised of composite tractor and frame rails – an important step in continuing our diversification efforts and exploring our opportunities in the transportation space."

"Our customers continue to invest with TPI through the addition of new outsourced blade capacity as well as transitions to longer blades, both of which have impacted our near-term profitability but we believe position us very well for long-term growth. We believe the investments we made in 2018, and the additional investments that we expect to make in 2019, position us well for our goal of doubling our wind related sales by 2021. However, revenue growth of over 50% doesn't come without challenges including the execution of multiple startups and transitions, labor unrest in Matamoros, Mexico that is currently creating production challenges as well as concerns about Senvion given their recent announcement of their undertaking of a transformation program to stabilize the company's operations and strengthen its financial basis."

"We remain focused on growing our wind business, improving our operational effectiveness, driving improved profitability and continuing to drive down the levelized cost of energy while continuing to develop and explore opportunities in other strategic markets."

"We are pleased to see the continued growth of wind energy as a cost effective and reliable source of clean electricity as we and the industry continue to drive down LCOE and as consumers and corporate customers demand it. We see the future of global electricity growth as cost effective and reliable wind, solar, storage and transmission," concluded Mr. Lockard.

Fourth Quarter 2018 Financial Results

Net sales for the quarter increased by $36.6 million or 14.4% to $290.1 million compared to $253.5 million in the same period in 2017. Total billings increased by $62.1 million or 25.6% to $304.8 million for the three months ended December 31, 2018 compared to $242.7 million in the same period in 2017. Net sales of wind blades were $257.8 million for the quarter as compared to $231.0 million in the same period in 2017. The increase was primarily driven by a 3% increase in the number of wind blades produced and higher average sales prices due to the mix of wind blade models produced year over year. These increases were partially offset by adjustments recorded in 2018 under ASC 606 based upon changes in estimates of future revenue, cost of sales and operating income as well as by foreign currency fluctuations. The impact of the fluctuating U.S. dollar against the Euro at our Turkey operations and the Chinese Renminbi at our China operations on consolidated net sales and total billings for the three months ended December 31, 2018 was a net decrease of 1.4% and 1.3%, respectively, as compared to the same period in 2017.

Total cost of goods sold for the quarter was $277.5 million and included $20.5 million related to startup costs in our new plants in Turkey, Mexico, Iowa and China, the startup costs related to a new customer in Taicang, China and transition costs of $0.7 million related to the four lines in transition during the quarter. This compares to total cost of goods sold of $223.2 million for the same period in 2017, which included $11.6 million related to startup costs in our new plants in Turkey and Mexico and no transition costs. Cost of goods sold as a percentage of net sales increased by nearly eight percentage points during the three months ended December 31, 2018 as compared to the same period in 2017, largely driven by the increase in startup and transition costs, partially offset by foreign currency fluctuations and the impact of savings in raw material costs. The impact of the fluctuating U.S. dollar against the Euro, Turkish Lira, Chinese Renminbi and Mexican Peso decreased consolidated cost of goods sold by 4.6% for the quarter as compared to the same period in 2017.

Our corporate overhead costs included within general and administrative expenses for the three months ended December 31, 2018 totaled $11.6 million, down slightly from $12.0 million for the same period in 2017. As a percentage of net sales, corporate overhead costs were 4.0% for the three months ended December 31, 2018, down from 4.7% in the same period in 2017. The $4.6 million of remaining general and administrative expenses during the three months ended December 31, 2018 primarily related to discounts on the sale of certain receivables, on a non-recourse basis, to financial institutions pursuant to supply chain financing agreements provided by certain of our customers.

The net loss for the quarter was $8.8 million as compared to net income of $2.2 million in the same period in 2017. The decrease was primarily due to higher startup and transition costs and the ASC 606 adjustments discussed above. Diluted loss per share was $0.26 compared to diluted earnings per share of $0.06 for the 2017 period.

EBITDA for the quarter decreased to $3.8 million, compared to $24.2 million during the same period in 2017. EBITDA margin decreased to 1.3% compared to 9.5% in the same period in 2017. Adjusted EBITDA for the quarter decreased to $9.8 million compared to $28.4 million during the same period in 2017. Adjusted EBITDA margin decreased to 3.4% compared to 11.2% during the same period in 2017. The decline was driven primarily by the increase in startup and transition activity and the resultant lost contribution margin from blade volume lost during the transitions.

Capital expenditures were $2.1 million for the quarter compared to $9.5 million during the same period in 2017. Our capital expenditures have been primarily related to machinery and equipment for new facilities or facility expansions.

We ended the quarter with $85.3 million of cash and cash equivalents and net debt was $53.2 million as compared to net cash of $24.6 million at December 31, 2017 and we had negative free cash flow during the quarter of $22.5 million.

2019 Guidance – We have included the 2019 guidance we provided during our third quarter earnings call, we do want to offer some caution about two matters which may put pressure on these guidance ranges. First is the labor unrest at our manufacturing facility in Matamoros, Mexico. While we are actively working to resolve this situation, any prolonged downtime from this situation will adversely affect our Adjusted EBITDA and net sales for 2019. In addition, the ultimate outcome of the labor negotiations may require us to increase our labor rates in Matamoros beyond what we have forecasted, which could further reduce our Adjusted EBITDA. Secondly, the financial difficulties our customer Senvion announced that they are experiencing could also ultimately impact our 2019 net sales and Adjusted EBITDA. At this point, it is still too early to tell if these two situations, offset by other upside opportunities we have, will have a material impact or not on our 2019 Adjusted EBITDA and net sales guidance. With that being said, we expect:

- Net sales and total billings of between $1.5 billion and $1.6 billion
- Adjusted EBITDA of between $120 million and $130 million
- Fully diluted earnings per share of between $1.34 and $1.45
- Sets invoiced of between 3,300 and 3,500
- Average sales price per blade of between $135,000 and $140,000
- Estimated megawatts of sets delivered of approximately 9,800 to 10,400
- Dedicated manufacturing lines at year end to be between 62 and 65
- Manufacturing lines installed at year end to be between 50 and 52
- Manufacturing lines in startup during the year to be approximately 14
- Manufacturing lines in transition during the year to be approximately 10
- Line utilization (based on 50 lines under contract) of approximately 85%
- Startup costs of between $30 million and $33 million
- Transition costs of between $22 million and $25 million
- Capital expenditures to be between $95 million and $100 million (approx. 85% growth related)
- Effective tax rate to be between 20% and 25%
- Depreciation and amortization of between $40 million and $45 million
- Interest expense of between $8 million and $9 million
- Share-based compensation expense of between $9 million and $9.5 million

Conference Call and Webcast Information
TPI Composites will host an investor conference call this afternoon, Thursday, February 28, 2019 at 5:00pm ET. Interested parties are invited to listen to the conference call which can be accessed live over the phone by dialing 1-877-407-9208, or for international callers, 1-201-493-6784. A replay will be available two hours after the call and can be accessed by dialing 1-844-512-2921, or for international callers, 1-412-317-6671. The passcode for the live call and the replay is 13686944. The replay will be available until March 7, 2019. Interested investors and other parties may also listen to a simultaneous webcast of the conference call by logging onto the Investors section of the Company's website at www.tpicomposites.com. The online replay will be available for a limited time beginning immediately following the call.

About TPI Composites, Inc.
TPI Composites, Inc. is the only independent manufacturer of composite wind blades for the wind energy market with a global manufacturing footprint. TPI delivers high-quality, cost-effective composite solutions through long term relationships with leading OEMs in the wind and transportation markets. TPI is headquartered in Scottsdale, Arizona and operates factories throughout the U.S., China, Mexico, Turkey and India.

Forward-Looking Statements
This release contains forward-looking statements which are made pursuant to safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include statements, among other things, concerning: effects on our financial statements and our financial outlook; our business strategy, including anticipated trends and developments in and management plans for our business and the wind industry and other markets in which we operate; our projected annual revenue growth; competition; future financial results, operating results, revenues, gross margin, operating expenses, profitability, products, projected costs, warranties, our ability to improve our operating margins, and capital expenditures. These forward-looking statements are often characterized by the use of words such as "estimate," "expect," "anticipate," "project," "plan," "intend," "seek," "believe," "forecast," "foresee," "likely," "may," "should," "goal," "target," "might," "will," "could," "predict," "continue"

and the negative or plural of these words and other comparable terminology. Forward-looking statements are only predictions based on our current expectations and our projections about future events. You should not place undue reliance on these forward-looking statements. We undertake no obligation to update any of these forward-looking statements for any reason. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ materially from those expressed or implied by these statements. These factors include, but are not limited to, the matters discussed in "Risk Factors," in our Annual Report on Form 10-K and other reports that we will file with the SEC.

Non-GAAP Definitions

This press release includes unaudited non-GAAP financial measures, including total billings, EBITDA, adjusted EBITDA, net cash/debt and free cash flow. We define total billings as total amounts billed from products and services that we are entitled to payment and have billed under the terms of our long-term supply agreements or other contractual arrangements. We define EBITDA as net income plus interest expense (including losses on extinguishment of debt and net of interest income), income taxes and depreciation and amortization. We define adjusted EBITDA as EBITDA plus share-based compensation expense plus or minus any gains or losses from foreign currency transactions, plus or minus any gains or losses from the sale of assets. We define net cash/debt as the total principal amount of debt outstanding less unrestricted cash and cash equivalents. We define free cash flow as net cash flow generated 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 below for a reconciliation of certain non-GAAP financial measures to the comparable GAAP measures as well as our Investor Presentation which can be found in the Investors section at www.tpicomposites.com.

Investor Relations
480-315-8742
investors@TPIComposites.com

TPI COMPOSITES, INC. AND SUBSIDIARIES
TABLE ONE - CONDENSED CONSOLIDATED INCOME STATEMENTS
(UNAUDITED)

(in thousands, except per share data)	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Net sales	$ 290,057	$ 253,503	$ 1,029,624	$ 955,198
Cost of sales	256,258	211,604	882,075	804,099
Startup and transition costs	21,234	11,577	74,708	40,628
Total cost of goods sold	277,492	223,181	956,783	844,727
Gross profit	12,565	30,322	72,841	110,471
General and administrative expenses	16,215	12,000	48,123	40,373
Income (loss) from operations	(3,650)	18,322	24,718	70,098
Other income (expense):				
Interest income	52	17	181	95
Interest expense	(2,041)	(3,166)	(10,417)	(12,381)
Loss on extinguishment of debt	—	—	(3,397)	—
Realized loss on foreign currency remeasurement	(532)	(1,896)	(13,489)	(4,471)
Miscellaneous income	647	223	4,650	1,191
Total other expense	(1,874)	(4,822)	(22,472)	(15,566)
Income (loss) before income taxes	(5,524)	13,500	2,246	54,532
Income tax benefit (provision)	(3,324)	(11,293)	3,033	(15,798)
Net income (loss)	$ (8,848)	$ 2,207	$ 5,279	$ 38,734
Weighted-average common shares outstanding:				
Basic	34,606	34,008	34,311	33,844
Diluted	34,606	35,198	36,002	34,862
Net income (loss) per common share:				
Basic	$ (0.26)	$ 0.06	$ 0.15	$ 1.14
Diluted	$ (0.26)	$ 0.06	$ 0.15	$ 1.11
Non-GAAP Measures (unaudited):				
Total billings	$ 304,786	$ 242,732	$ 1,006,541	$ 941,565
EBITDA	$ 3,814	$ 24,204	$ 42,308	$ 88,516
Adjusted EBITDA	$ 9,751	$ 28,430	$ 68,173	$ 100,111

TPI COMPOSITES, INC. AND SUBSIDIARIES
TABLE TWO - CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands)	December 31, 2018	December 31, 2017
Current assets:		
Cash and cash equivalents	$ 85,346	$ 148,113
Restricted cash	3,555	3,849
Accounts receivable	176,815	121,576
Contract assets	116,708	105,619
Prepaid expenses and other current assets	26,038	27,507
Inventories	5,735	4,112
Total current assets	414,197	410,776
Noncurrent assets:		
Property, plant, and equipment, net	159,423	123,480
Other noncurrent assets	31,235	11,481
Total assets	$ 604,855	$ 545,737
Current liabilities:		
Accounts payable and accrued expenses	$ 199,078	$ 167,175
Accrued warranty	36,765	30,419
Current maturities of long-term debt	27,058	35,506
Contract liabilities	7,143	2,763
Total current liabilities	270,044	235,863
Noncurrent liabilities:		
Long-term debt, net of debt issuance costs and current maturities	110,565	85,879
Other noncurrent liabilities	3,289	3,441
Total liabilities	383,898	325,183
Total stockholders' equity	220,957	220,554
Total liabilities and stockholders' equity	$ 604,855	$ 545,737
Non-GAAP Measure (unaudited):		
Net cash (debt)	$ (53,155)	$ 24,557

TPI COMPOSITES, INC. AND SUBSIDIARIES
TABLE THREE - CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)

(in thousands)	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Net cash provided by (used in) operating activities	$ (20,453)	$ 31,140	$ (3,258)	$ 74,600
Net cash used in investing activities	(2,052)	(8,666)	(52,688)	(43,978)
Net cash used in financing activities	(3,177)	(13,409)	(7,732)	(8,383)
Impact of foreign exchange rates on cash, cash equivalents and restricted cash	900	30	617	335
Cash, cash equivalents and restricted cash, beginning of period	114,158	143,342	152,437	129,863
Cash, cash equivalents and restricted cash, end of period	$ 89,376	$ 152,437	$ 89,376	$ 152,437
Non-GAAP Measure (unaudited):				
Free cash flow	$ (22,505)	$ 21,624	$ (55,946)	$ 29,772

TPI COMPOSITES, INC. AND SUBSIDIARIES
TABLE FOUR - RECONCILIATION OF NON-GAAP MEASURES

(UNAUDITED)

Total billings is reconciled as follows: *(in thousands)*	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Net sales	$ 290,057	$ 253,503	$ 1,029,624	$ 955,198
Change in gross contract assets	9,515	(12,610)	(15,011)	(13,437)
Foreign exchange impact	5,214	1,839	(8,072)	(196)
Total billings	$ 304,786	$ 242,732	$ 1,006,541	$ 941,565

EBITDA and adjusted EBITDA are reconciled as follows: *(in thousands)*	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Net income (loss)	$ (8,848)	$ 2,207	$ 5,279	$ 38,734
Adjustments:				
Depreciation and amortization	7,349	7,555	26,429	21,698
Interest expense (net of interest income)	1,989	3,149	10,236	12,286
Loss on extinguishment of debt	—	—	3,397	—
Income tax provision (benefit)	3,324	11,293	(3,033)	15,798
EBITDA	3,814	24,204	42,308	88,516
Share-based compensation expense	824	2,330	7,795	7,124
Realized loss on foreign currency remeasurement	532	1,896	13,489	4,471
Loss on sale of assets	4,581	—	4,581	—
Adjusted EBITDA	$ 9,751	$ 28,430	$ 68,173	$ 100,111

Free cash flow is reconciled as follows: *(in thousands)*	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Net cash provided by (used in) operating activities	$ (20,453)	$ 31,140	$ (3,258)	$ 74,600
Capital expenditures	(2,052)	(9,516)	(52,688)	(44,828)
Free cash flow	$ (22,505)	$ 21,624	$ (55,946)	$ 29,772

Net cash (debt) is reconciled as follows: *(in thousands)*	December 31, 2018	December 31, 2017
Cash and cash equivalents	$ 85,346	$ 148,113
Less total debt, net of debt issuance costs	(137,623)	(121,385)
Less debt issuance costs	(878)	(2,171)
Net cash (debt)	$ (53,155)	$ 24,557

Exhibit 99.2

Legal Disclaimer

This presentation contains forward-looking statements within the meaning of the federal securities laws. 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," "plans," "anticipates," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "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) growth of the wind energy market and our addressable market; (ii) 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; (iii) 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; (iv) changes in domestic or international government or regulatory policy, including without limitation, changes in trade policy. (v) the sufficiency of our cash and cash equivalents to meet our liquidity needs; (vi) our ability to attract and retain customers for our products, and to optimize product pricing; (vii) our ability to effectively manage our growth strategy and future expenses, including our startup and transition costs; (viii) competition from other wind blade and wind blade turbine manufacturers; (ix) the discovery of defects in our products; (x) our ability to successfully expand in our existing wind energy markets and into new international wind energy markets; (xi) our ability to successfully expand our transportation business and execute upon our strategy of entering new markets outside of wind energy; (xii) worldwide economic conditions and their impact on customer demand; (xiii) our ability to maintain, protect and enhance our intellectual property; (xiv) 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; (xv) the attraction and retention of qualified employees and key personnel; (xvi) 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; and (xvii) our ability to procure adequate supplies of raw materials and components to fulfill our wind blade volume commitments to our customers.

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 for the year ended December 31, 2018.

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 total billings, EBITDA, adjusted EBITDA, net cash (debt) and free cash flow. We define total billings as the total amounts we have invoiced our customers for products and services for which we are entitled to payment under the terms of our long-term supply agreements or other contractual agreements. We define EBITDA as net income (loss) attributable to the Company 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, plus or minus any gains or losses from foreign currency remeasurement and any gains or losses on the sale of assets. We define net cash (debt) as the total principal amount of debt outstanding less unrestricted cash and cash equivalents. We define free cash flow as net cash flow generated 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.

Agenda

- Q4 and Full Year 2018 Highlights
- Q4 and Full Year 2018 Financial Highlights
- Guidance for 2019 and 2020 Key Targets
- Q&A
- Appendix
  - Non-GAAP Information
  - Impact of ASC 606 on Full Year 2017

Q4 and Full Year 2018 Highlights

Q4 and Full Year 2018 Highlights

Q4 and Full Year 2018 Highlights

- Operating results and year-over-year increases compared to 2017:
  - Net sales were up 14.4% to $290.1 million for the quarter and up 7.8% to $1,029.6 million for the year
  - Total billings were up 25.6% to $304.8 million for the quarter and up 6.9% to $1,006.5 million for the year
  - Net loss for the quarter was $8.8 million compared to net income of $2.2 million in 2017. Net income for the year was $5.3 million compared to $38.7 million in 2017
  - Adjusted EBITDA for the quarter was $9.8 million or 3.4% of sales and for the year was $68.2 million or 6.6% of sales
- **Vestas:** signed a new multiyear supply agreement for four lines (with an option to add more lines) in a new plant near Chennai, India; signed a new multiyear supply agreement for four lines in a new plant in Yangzhou, China; and exercised an option for four additional lines in our plant in Matamoros, Mexico
- **GE:** extended our supply agreement in one of our Mexico plants by two years to 2022 and increased the number of lines in that facility to five from the current three; agreed to transition to a larger blade model in our Iowa plant in early 2019 and eliminate its option to terminate the Iowa supply agreement prior to the December 2020 expiration
- **ENERCON:** signed a multiyear supply agreement for two manufacturing lines in our Izmir, Turkey operation
- **Navistar:** entered into an agreement to design and develop a Class 8 truck comprised of a composite tractor and frame rails

Net Sales and Adjusted EBITDA ($ in millions)

	Q4 '17	Q4 '18	2017	2018
Sets invoiced	669	689	2,736	2,423
Est. MW	1,726	1,927	6,602	6,560
Dedicated lines(1)	48	55	48	55
Lines installed(2)	41	43	41	43

(1) Number of wind blade manufacturing lines dedicated to our customers under long-term supply agreements at the end of the quarter.
(2) Number of wind blade manufacturing lines installed that are either in operation, startup or transition at the end of the quarter.

Existing Contracts Provide for ~$6.8 Billion in Potential Revenue through 2023(1)

Long-term Supply Agreements (1)

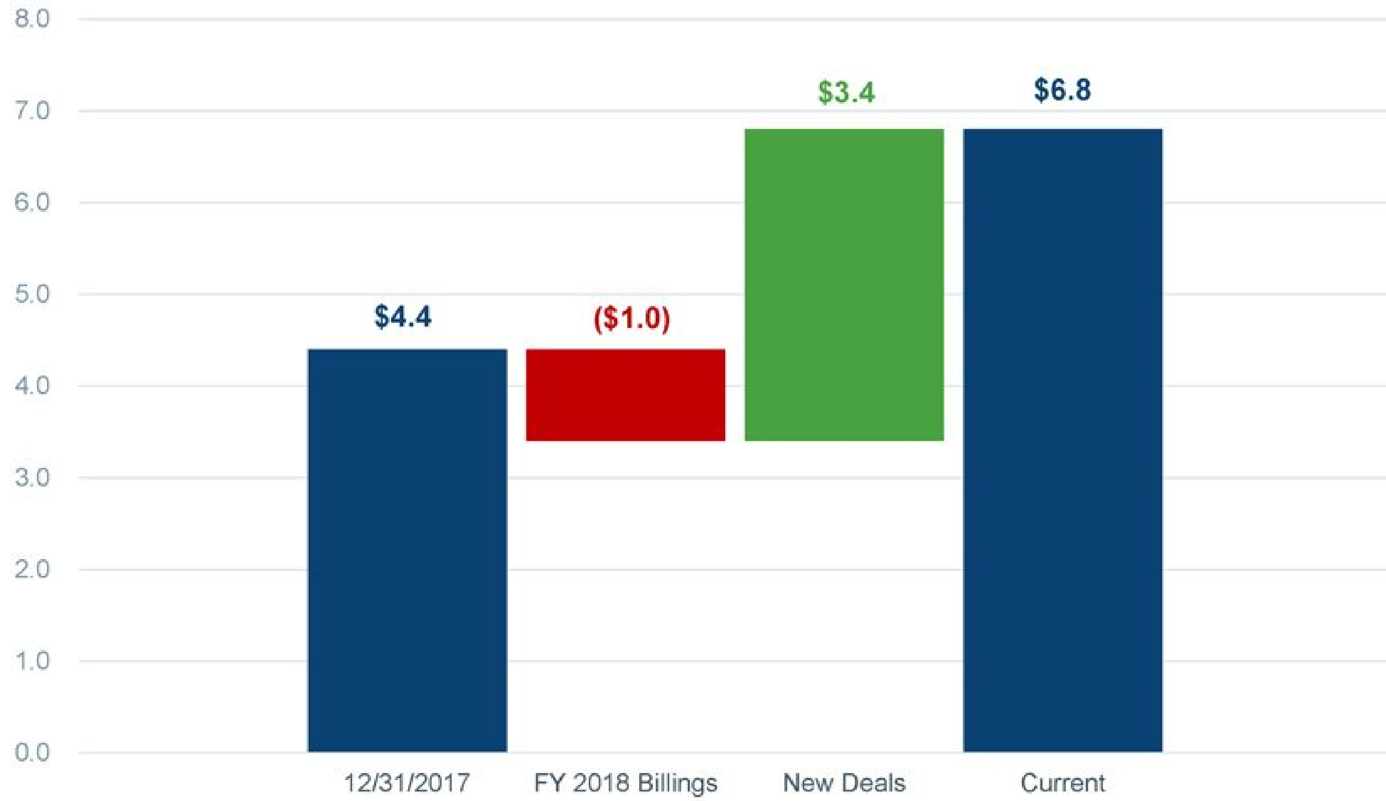
Long-term supply agreements provide for estimated minimum aggregate volume commitments from our customers of approximately $4.0 billion and encourage our customers to purchase additional volume up to, in the aggregate, an estimated total potential revenue of approximately $6.8 billion through the end of 2023(1)

Note: Our contracts with certain of our customers are subject to termination or reduction on short notice, generally with substantial penalties, and 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 28, 2019. The chart depicts the term of the longest contract in each location.

Contract Value Walk from December 31, 2017

($ in billions)



Q4 and Full Year 2018 Financial Highlights

Q4 2018 and Full Year Financial Highlights (1)
(unaudited)

($ in millions, except per share data and KPIs)	Q4 '18	Q4 '17	Δ	Full Year '18	Full Year '17	Δ
Select Financial Data						
Net Sales	$ 290.1	$ 253.5	*14.4%*	$ 1,029.6	$ 955.2	*7.8%*
Total Billings	$ 304.8	$ 242.7	*25.6%*	$ 1,006.5	$ 941.6	*6.9%*
Net Income (Loss)	$ (8.8)	$ 2.2	*NM*	$ 5.3	$ 38.7	*-86.4%*
Diluted Earnings (Loss) Per Share	$ (0.26)	$ 0.06	$ (0.32)	$ 0.15	$ 1.11	$ (0.96)
Adjusted EBITDA	$ 9.8	$ 28.4	*-65.7%*	$ 68.2	$ 100.1	*-31.9%*
Adjusted EBITDA Margin	*3.4%*	*11.2%*	*-780 bps*	*6.6%*	*10.5%*	*-390 bps*
Net Cash (Debt)	$ (53.2)	$ 24.6	$ (77.7)	$ (53.2)	$ 24.6	$ (77.7)
Free Cash Flow	$ (22.5)	$ 21.6	$ (44.1)	$ (55.9)	$ 29.8	$ (85.7)
Capital Expenditures	$ 2.1	$ 9.5	$ (7.5)	$ 52.7	$ 44.8	$ 7.9
Key Performance Indicators (KPIs)						
Sets Invoiced	689	669	*20*	2,423	2,736	*(313)*
Estimated Megawatts	1,927	1,726	*201*	6,560	6,602	*(42)*
Dedicated Wind Blade Manufacturing Lines	55	48	*7 lines*	55	48	*7 lines*
Wind Blade Manufacturing Lines Installed	43	41	*2 lines*	43	41	*2 lines*
Wind Blade Manufacturing Lines in Startup	7	9	*2 lines*	16	9	*7 lines*
Wind Blade Manufacturing Lines in Transition	4	—	*4 lines*	15	—	*15 lines*

(1) See pages 17 – 19 for reconciliations of non-GAAP financial data

Income Statement Summary[1]

(unaudited)

($ in thousands, except per share amounts)	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Change $	Change %	Year Ended December 31, 2018	Year Ended December 31, 2017	Change $	Change %
Net sales	$ 290,057	$ 253,503	$ 36,554	14.4%	$ 1,029,624	$ 955,198	$ 74,426	7.8%
Cost of sales	$ 256,258	$ 211,604	$ 44,654	21.1%	$ 882,075	$ 804,099	$ 77,976	9.7%
Startup and transition costs	$ 21,234	$ 11,577	$ 9,657	83.4%	$ 74,708	$ 40,628	$ 34,080	83.9%
Total cost of goods sold	$ 277,492	$ 223,181	$ 54,311	24.3%	$ 956,783	$ 844,727	$ 112,056	13.3%
Cost of goods sold %	*95.7%*	*88.0%*		*770 bps*	*92.9%*	*88.4%*		*450 bps*
Gross profit	$ 12,565	$ 30,322	$ (17,757)	-58.6%	$ 72,841	$ 110,471	$ (37,630)	-34.1%
Gross profit %	*4.3%*	*12.0%*		*-770 bps*	*7.1%*	*11.6%*		*-450 bps*
General and administrative expenses	$ 16,215	$ 12,000	$ 4,215	35.1%	$ 48,123	$ 40,373	$ 7,750	19.2%
General and administrative expenses %	*5.6%*	*4.7%*		*90 bps*	*4.7%*	*4.2%*		*50 bps*
Income (loss) from operations	$ (3,650)	$ 18,322	$ (21,972)	-119.9%	$ 24,718	$ 70,098	$ (45,380)	-64.7%
Income (loss) before income taxes	$ (5,524)	$ 13,500	$ (19,024)	-140.9%	$ 2,246	$ 54,532	$ (52,286)	-95.9%
Net income (loss)	$ (8,848)	$ 2,207	$ (11,055)	NM	$ 5,279	$ 38,734	$ (33,455)	-86.4%
Weighted-average common shares outstanding:								
Basic	34,606	34,008			34,311	33,844		
Diluted	34,606	35,198			36,002	34,862		
Net income (loss) per common share:								
Basic	$ (0.26)	$ 0.06	$ (0.32)		$ 0.15	$ 1.14	$ (0.99)	
Diluted	$ (0.26)	$ 0.06	$ (0.32)		$ 0.15	$ 1.11	$ (0.96)	
Non-GAAP Metrics								
Total billings	$ 304,786	$ 242,732	$ 62,054	25.6%	$ 1,006,541	$ 941,565	$ 64,976	6.9%
EBITDA	$ 3,814	$ 24,204	$ (20,390)	-84.2%	$ 42,308	$ 88,516	$ (46,208)	-52.2%
EBITDA margin	*1.3%*	*9.5%*		*-820 bps*	*4.1%*	*9.3%*		*-520 bps*
Adjusted EBITDA	$ 9,751	$ 28,430	$ (18,679)	-65.7%	$ 68,173	$ 100,111	$ (31,938)	-31.9%
Adjusted EBITDA margin	*3.4%*	*11.2%*		*-780 bps*	*6.6%*	*10.5%*		*-390 bps*

(1) See pages 17 – 19 for reconciliations of Non-GAAP financial data

Key Balance Sheet and Cash Flow Data[1]
(unaudited)

($ in thousands)	December 31, 2018	December 31, 2017
Balance Sheet Data:		
Cash and cash equivalents	$ 85,346	$ 148,113
Restricted cash	$ 3,555	$ 3,849
Accounts receivable	$ 176,815	$ 121,576
Contract assets	$ 116,708	$ 105,619
Total debt-current and noncurrent, net	$ 137,623	$ 121,385
Net cash (debt)	$ (53,155)	$ 24,557

($ in thousands)	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Cash Flow Data:				
Net cash provided by (used in) operating activities	$ (20,453)	$ 31,140	$ (3,258)	$ 74,600
Capital expenditures	$ 2,052	$ 9,516	$ 52,688	$ 44,828
Free cash flow	$ (22,505)	$ 21,624	$ (55,946)	$ 29,772

(1) See page 18 for the reconciliations of net cash (debt) and free cash flow

Guidance for 2019 and 2020 Key Targets

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2019 Key Guidance Metrics and 2020 Targets

	2019 Guidance Updated	2019 Guidance Previous	2020 Target
Total Billings	$1.5B – $1.6B	$1.5B – $1.6B	$1.7B – $1.9B
Net Sales	$1.5B – $1.6B	$1.5B – $1.6B	$1.7B – $1.9B
Adjusted EBITDA	$120M – $130M	$120M – $130M	$170M – $190M
Earnings per Share - FD	$1.34 – $1.45	$1.24 – $1.35	
Sets	3,300 – 3,500	3,300 – 3,500	
Average Selling Price per Blade	$135K – $140K	$135K – $140K	
Non-Blade Billings	$115M – $120M	$115M – $120M	
G&A Costs as a % of Billings (incl. SBC and loss on sale of receivables)	4.0% – 4.25%	4.0% – 4.25%	
Estimated MW	9,800 – 10,400	9,800 – 10,400	
Dedicated Lines - EOY	62 – 65	62 – 65	
Share-Based Compensation	$9M – $9.5M	$9.5M – $10M	
Depreciation & Amortization	$40M – $45M	$40M – $45M	
Net Interest Expense	$8M – $9M	$12M – $13M	
Capital Expenditures	$95M – $100M	$95M – $100M	
Effective Tax Rate	20% – 25%	20% – 25%	

Note: All reference to lines is to wind blade manufacturing lines

2019 Startup and Transition Guidance Metrics

	Q1	Q2	Q3	Q4	2019 Guidance
Lines Installed – end of period	49	50	50	50	50 – 52
Lines in Startup – during period	13	12	5	0	14
Lines in Transition – during period	5	7	7	4	10
Startup Costs	$14.0M – $14.5M	$9.5M – $10.0M	$4.0M – $5.0M	$2.5M – $3.5M	$30.0M – $33.0M
Transition Costs	$3.5M – $4.0M	$8.5M – $9.0M	$7.0M – $8.0M	$3.0M – $4.0M	$22.0M – $25.0M
Line Utilization % (based on 50 lines)	65% – 67%	76% – 78%	94% – 96%	94% – 96%	84% – 86%
Sets	650 – 700	780 – 830	910 - 960	960 – 1,010	3,300 – 3,500

Note: All reference to lines is to wind blade manufacturing lines

Q&A

Appendix – Non-GAAP Information

This presentation includes unaudited non-GAAP financial measures including total billings, EBITDA, adjusted EBITDA, net cash/debt and free cash flow. We define total billings as the total amounts we have invoiced our customers for products and services for which we are entitled to payment under the terms of our long-term supply agreements or other contractual agreements. We define EBITDA as net income 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 share-based compensation expense plus or minus any gains or losses from foreign currency transactions, plus or minus any gains or losses from the sale of assets. We define net cash/debt as the total principal amount of debt outstanding less unrestricted cash and cash equivalents. We define free cash flow as net cash flow generated 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 below for a reconciliation of certain non-GAAP financial measures to the comparable GAAP measures.

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Non-GAAP Reconciliations
(unaudited)

Net sales is reconciled to total billings as follows:

($ in thousands)	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Net sales	$ 290,057	$ 253,503	$ 1,029,624	$ 955,198
Change in gross contract assets	9,515	(12,610)	(15,011)	(13,437)
Foreign exchange impact	5,214	1,839	(8,072)	(196)
Total billings	$ 304,786	$ 242,732	$ 1,006,541	$ 941,565

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

($ in thousands)	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Net income (loss)	$ (8,848)	$ 2,207	$ 5,279	$ 38,734
Adjustments:				
Depreciation and amortization	7,349	7,555	26,429	21,698
Interest expense (net of interest income)	1,989	3,149	10,236	12,286
Loss on extinguishment of debt	—	—	3,397	—
Income tax provision (benefit)	3,324	11,293	(3,033)	15,798
EBITDA	3,814	24,204	42,308	88,516
Share-based compensation expense	824	2,330	7,795	7,124
Realized loss on foreign currency remeasurement	532	1,896	13,489	4,471
Loss on sale of assets	4,581	—	4,581	—
Adjusted EBITDA	$ 9,751	$ 28,430	$ 68,173	$ 100,111

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

Net cash (debt) is reconciled as follows:

($ in thousands)	December 31, 2018	December 31, 2017
Cash and cash equivalents	$ 85,346	$ 148,113
Less total debt, net of debt issuance costs	(137,623)	(121,385)
Less debt issuance costs	(878)	(2,171)
Net cash (debt)	$ (53,155)	$ 24,557

Free cash flow is reconciled as follows:

($ in thousands)	Three Months Ended December 31, 2018	Three Months Ended December 31, 2017	Year Ended December 31, 2018	Year Ended December 31, 2017
Cash Flow Data:				
Net cash provided by (used in) operating activities	$ (20,453)	$ 31,140	$ (3,258)	$ 74,600
Capital expenditures	(2,052)	(9,516)	(52,688)	(44,828)
Free cash flow	$ (22,505)	$ 21,624	$ (55,946)	$ 29,772

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

A reconciliation of the low end and high end of projected net income under ASC 606 to projected EBITDA and projected adjusted EBITDA is as follows:

	2019 Adjusted EBITDA Guidance Range (1)	
($ in thousands)	Low End	High End
Projected net income	$ 48,250	$ 52,150
Adjustments:		
Projected depreciation and amortization	40,000	45,000
Projected interest expense (net of interest income)	8,500	8,500
Projected income tax provision	14,000	15,100
Projected EBITDA	110,750	120,750
Projected share-based compensation expense	9,250	9,250
Projected Adjusted EBITDA	$ 120,000	$ 130,000

(1) All figures presented are projected estimates for the full year ending December 31, 2019.

Impact of ASC 606

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Impact of ASC 606 on Full Year 2017

	Year Ended December 31, 2017		
	As Reported	Adoption of Topic 606	As Adjusted
Net sales	$ 930,281	$ 24,917	$ 955,198
Cost of sales	776,944	27,155	804,099
Startup and transition costs	40,628	—	40,628
Total cost of goods sold	817,572	27,155	844,727
Gross profit	112,709	(2,238)	110,471
General and administrative expenses	40,373	—	40,373
Income from operations	72,336	(2,238)	70,098
Other income (expense):			
Interest income	95	—	95
Interest expense	(12,381)	—	(12,381)
Realized loss on foreign currency remeasurement	(4,471)	—	(4,471)
Miscellaneous income	1,191	—	1,191
Total other expense	(15,566)	—	(15,566)
Income before income taxes	56,770	(2,238)	54,532
Income tax provision	(13,080)	(2,718)	(15,798)
Net income	$ 43,690	$ (4,956)	$ 38,734
Weighted-average common shares outstanding:			
Basic	33,844	33,844	33,844
Diluted	34,862	34,862	34,862
Net income per common share:			
Basic	$ 1.29	$ (0.15)	$ 1.14
Diluted	$ 1.25	$ (0.14)	$ 1.11

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