



***INOX WIND LIMITED
QUARTERLY INVESTOR UPDATE
Q3 & 9MFY16***

This presentation and the following discussion may contain “forward looking statements” by Inox Wind Limited (“IWL” or “the Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future state of affairs, results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of IWL about the business, industry and markets in which IWL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond IWL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

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- ❑ KEY BUSINESS DEVELOPMENTS
- ❑ Q3 & 9M FY16 RESULT ANALYSIS
- ❑ ORDER BOOK UPDATE
- ❑ PIPELINE OF PROJECTS
- ❑ MANUFACTURING CAPACITY
- ❑ LAUNCH OF 113 M TURBINE
- ❑ SHAREHOLDING STRUCTURE
- ❑ CONSOLIDATED FINANCIALS
- ❑ ANNEXURE



TWO STRATEGIC LONG-TERM TECHNOLOGY AGREEMENTS SIGNED WITH AMSC

- Securing exclusive and perpetual license and know-how for manufacturing of 2MW ECS in India
 - Reduces dependence on AMSC – long term security
 - Improved supply chain control and cost savings due to indigenisation
 - Reduced foreign exchange exposure

- Collaboration for development of 3MW WTG for India
 - IWL will remain at the cutting edge of WTG technology
 - Improved efficiencies, lower cost of generation

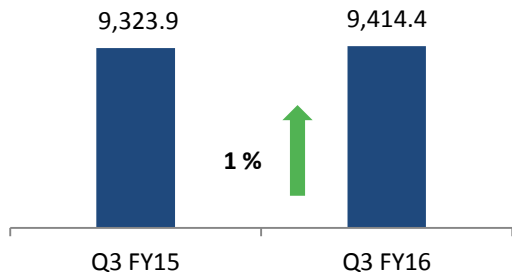
COMMON INFRASTRUCTURE COMMISSIONED FOR 600 MW OF POWER EVACUATION

- Significant pick-up in project execution
- 220 KVA sub-station and transmission line commissioned at Rojmal, Gujarat
 - Capable of supporting power evacuation of 400 MW
 - Projects for customers such as Sembcorp Green Infra, Tata Power, GACL, GMDC
- 220 KVA sub-station and transmission line commissioned at Nipaniya, Madhya Pradesh in Jan-16
 - Capable of supporting power evacuation of 200 MW plus
 - Projects for customers such as Renew Power, Mytrah, CESC, Baidyanath
- Commissioning of common power evacuation infrastructure (200 MW+) at Lahori, Madhya Pradesh ready.

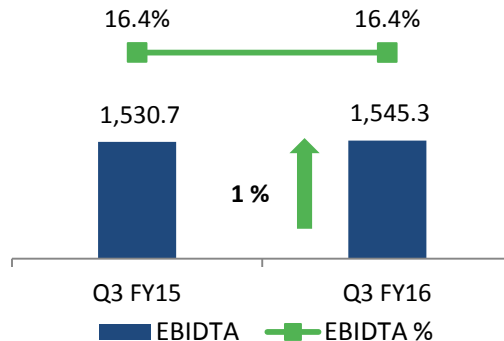
...LEADING TO ENHANCED SYNCHRONISATION BETWEEN SUPPLY & COMMISSIONING

Q3 FY16 YoY ANALYSIS

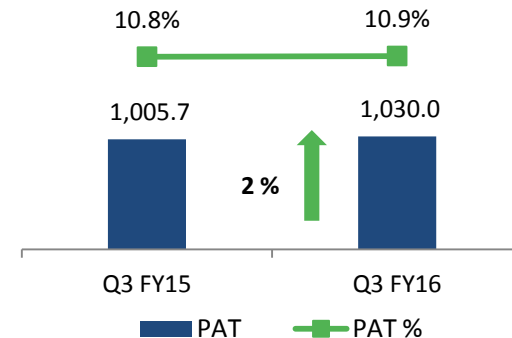
REVENUES*



EBITDA** AND EBITDA MARGIN

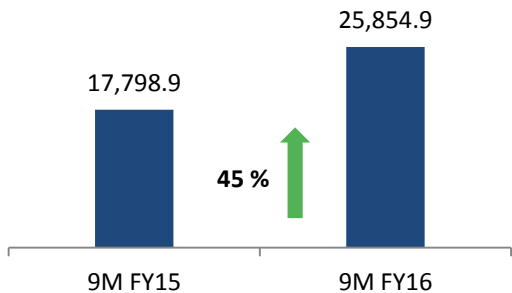


PAT AND PAT MARGIN

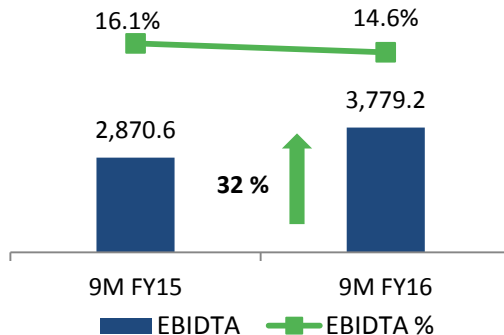


9M FY16 YoY ANALYSIS

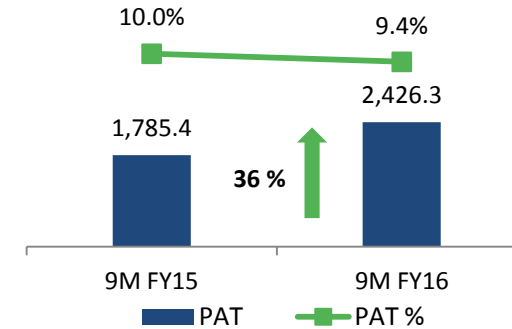
REVENUES*



EBITDA** AND EBITDA MARGIN



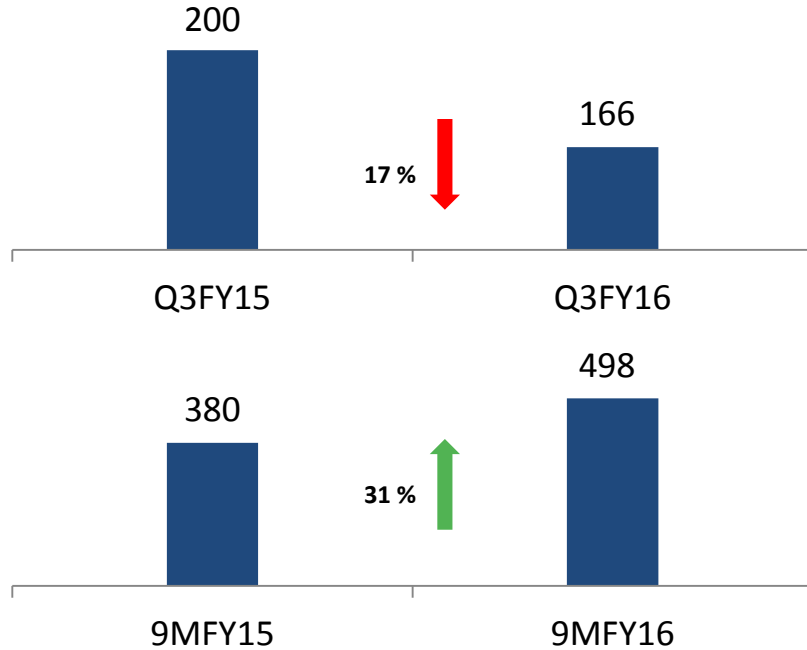
PAT AND PAT MARGIN



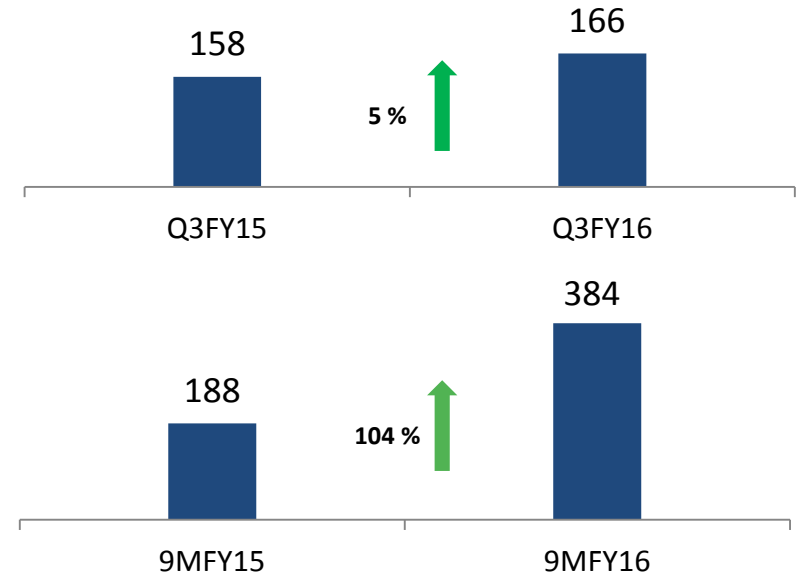
Note: * Revenue from Operations, ** EBITDA excluding Other Income

In Rs. Mn

VOLUME BREAKUP - SALES (MW)

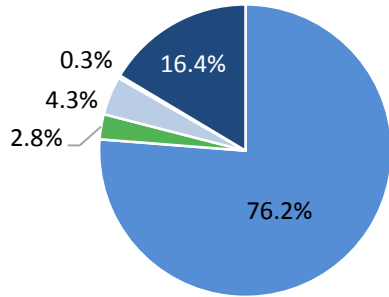


COMMISSIONING (MW)

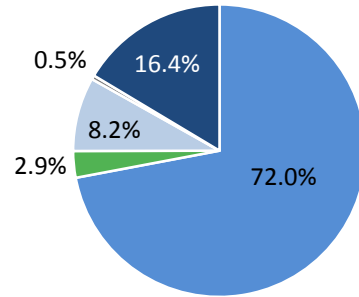


SIGNIFICANT PICK-UP IN COMMISSIONING

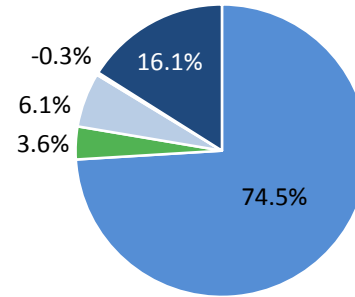
Q3 FY15



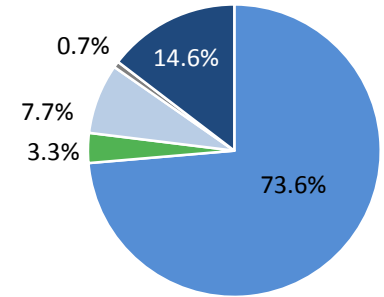
Q3 FY16



9M FY15



9M FY16



■ Raw Material and EPC Cost

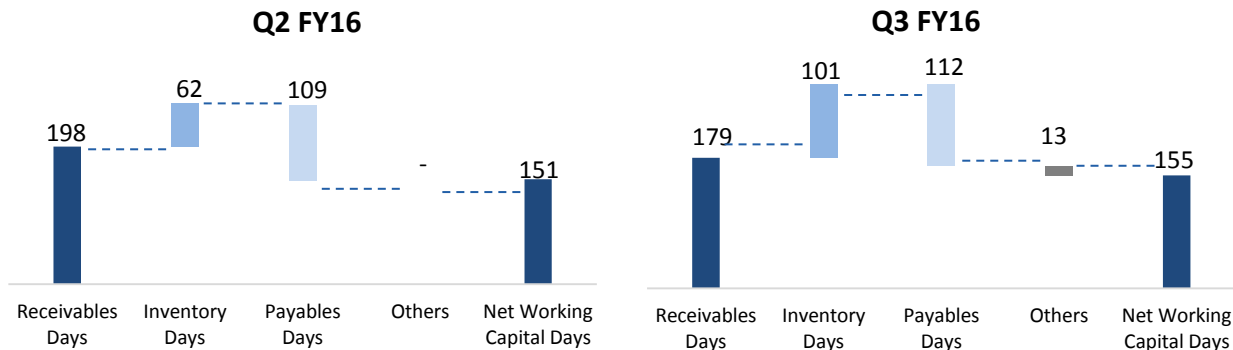
■ Variable Cost

■ Fixed Cost

■ Forex Exposure

■ EBITDA

WORKING CAPITAL ANALYSIS



Particulars (Rs Mn)	Sep-2015	Dec-2015
Inventory	4949	7,057
Receivables	18024	189,95
Payables	8049	9,508
Others	725	277
Gross Working Capital	14199	16266

WORKING CAPITAL IS EXPECTED TO IMPROVE OVER COMING QUARTERS



Order Book Update 31st December 2015

Total Order Book (MW) **1,146**

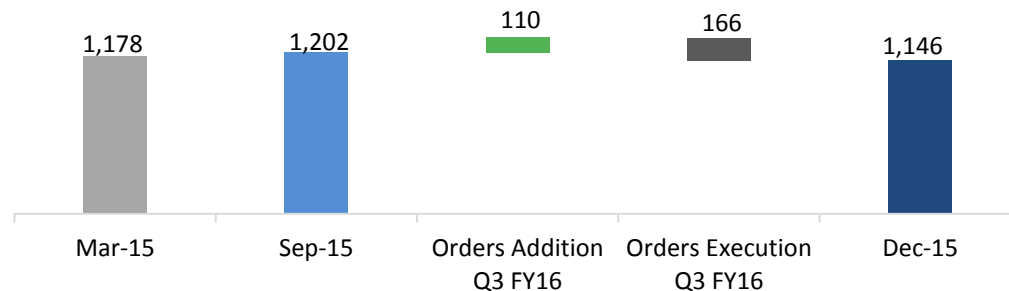
Estimated Execution Period **12 - 15 Months**

Order Addition – Q3 FY16 (MW) **110**

Key Highlights:

- Continue to strengthen position and increase market share across IPPs, PSUs, utilities, corporates and retail customers
- Increased traction across accelerated depreciation driven customers
- **Maintaining momentum in tender market- Orders bagged from PTC India & GIPCL**

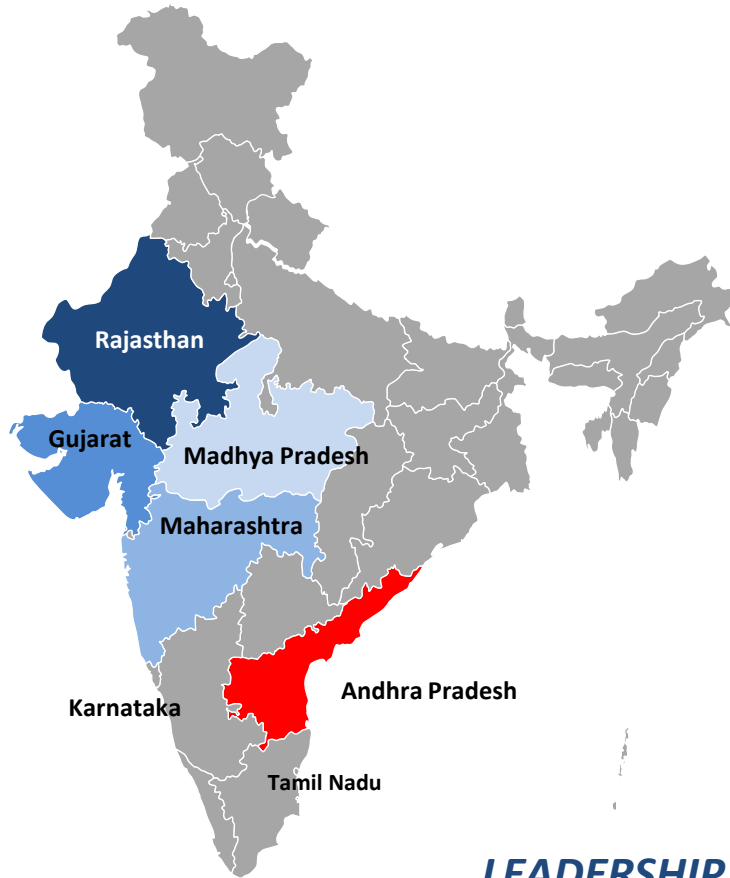
MOVEMENT IN ORDER BOOK (MW)



Robust order inflow visibility - ~1,200 MW of orders in advanced stage of discussion

Diversified & Reputed Clientele

Sembcorp Green Infra, Continuum Wind, Mytrah Energy, Tata Power, Bhilwara Energy, CESC, Renew Wind Energy, Ostro Energy and PSUs like NHPC, RITES, GACL, GMDC amongst others.



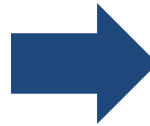
Amongst the largest land bank owners in

1. Gujarat
2. Rajasthan
3. Madhya Pradesh

- Focused on increasing land bank further in South India. Multiple sites acquired at very competitive acquisition cost in Andhra Pradesh
- Sufficient Land Bank as of December 2015 for installation of an aggregate capacity of more than 4,500 MW

LEADERSHIP ACROSS WIND RICH STATES

CURRENT CAPACITY				
Plant Location	Una, Himachal Pradesh	Rohika, Gujarat	Barwani, Madhya Pradesh	Total
Nacelles & Hubs	550	-	-	550
Blades	-	400	-	400
Towers	-	150	-	150



PROPOSED CAPACITY POST EXPANSION				
Plant Location	Una, Himachal Pradesh	Rohika, Gujarat	Barwani, Madhya Pradesh	Total
Nacelles & Hubs	550	-	400	950
Blades	-	400	400	800
Towers	-	300	300	600

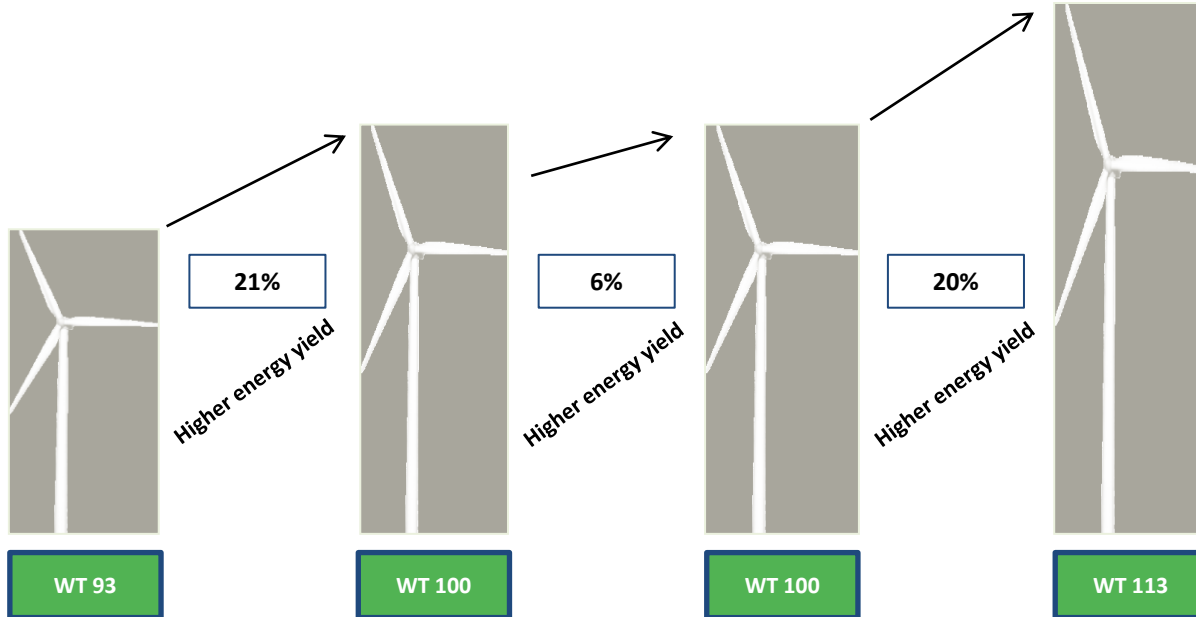
- Blade plant at integrated Madhya Pradesh facility has commenced production
- Total 8 Mould Facility with 5 Moulds operating at 100% capacity
- Facility to manufacture 100m rotor diameter and 113m rotor diameter variants
- Commenced trial production for tower plant.
- One of the largest manufacturing facilities in Asia

Will be launching 113 Meter Turbines with Hub Height of 120 m in this fiscal year

Higher Energy Yield

Lower Energy Cost

Higher Returns

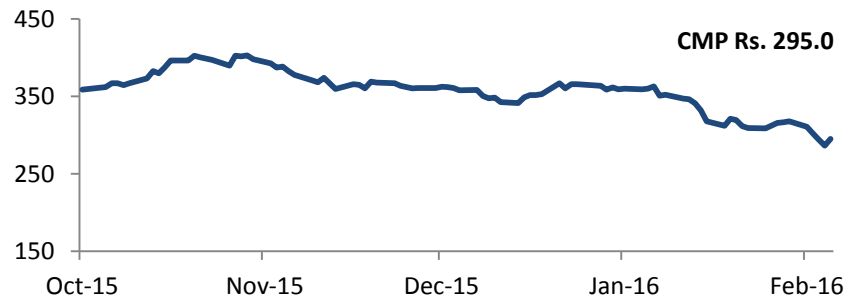


IWL's Technology Edge:

- More efficient power curves
- Higher uptime
- Lower O&M
- Increased margins
- Higher market share
- Higher IRR for investors
- Expands market – Ideal for low wind pockets

Set to launch 120 m Hybrid Tower

Share Price Performance



Source - BSE

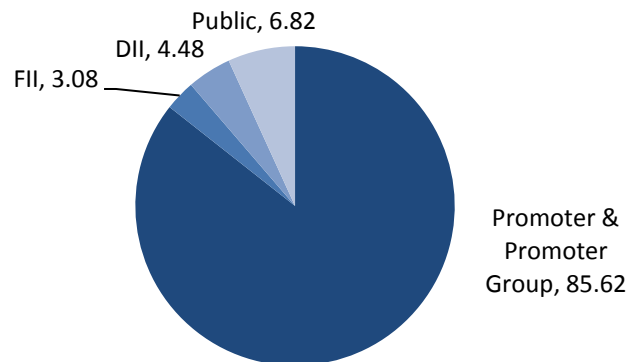
Market Data

As on 05.02.16 (BSE)

Market capitalization (Rs. Mn)	65,465.9
Price (Rs.)	295.0
No. of shares outstanding (Mn)	222
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	411.5 – 282.4

Source - BSE

% Shareholding – December 2015



Source - BSE

Key Institutional Investors at December 2015

% Holding

Reliance Capital	1.64%
Sundaram Asset Management	1.13%
IDFC Mutual Fund	0.67%
Goldman Sachs Asset Management	0.64%
Birla Sun Life Asset Management	0.44%
Birla Sun Life Insurance	0.41%
Fidelity Investments	0.36%
Blackrock Group	0.32%

Source - Bloomberg

DETAILED FINANCIALS

CONSOLIDATED P&L STATEMENT



Particulars (Rs Mn)	Q3 FY16	Q3 FY15	YoY %	Q2 FY16	QoQ%	9M FY16	9M FY15	YoY %	FY15
Revenue from Operations	9,414.4	9,323.9	1.0%	10,082.2	-6.6%	25,854.9	17,798.9	45.3%	27,099.3
Cost of Material Consumed	5,495.6	5,798.8	-5.2%	6,799.7	-19.2%	16,378.1	11,652.8	40.6%	18,152.4
Changes in inventories of finished goods & work-in-progress	-178.9	266.5	-167.1%	31.7	-664.3%	-314.4	-97.5	222.4%	-1,441.3
EPC, O&M, Common Infrastructure Facility and Site Development expenses	1,464.2	1,043.3	40.3%	780.6	87.6%	2,977.9	1,696.8	75.5%	3,635.5
Employee Expenses	252.7	145.9	73.2%	199.9	26.4%	640.7	391.1	63.8%	549.1
Other Expenses	792.9	509.9	55.5%	844.6	-6.1%	2,213.6	1,335.4	65.8%	1,944.8
Foreign Exchange Fluctuation (Gain)/Loss (net)	42.4	28.8	47.3%	55.5	-23.6%	179.8	-50.3	457.5%	-315.6
EBITDA	1,545.3	1,530.7	1.0%	1,370.2	12.8%	3,779.2	2,870.6	31.7%	4,574.4
EBITDA Margin %	16.4%	16.4%	0bps	13.6%	282bps	14.6%	16.1%	-151bps	16.9%
EBITDA Excluding Forex Impacts	1,587.7	1,559.5	1.8%	1,425.7	11.4%	3,959.0	2,820.3	40.4%	4,258.8
EBITDA Margin % Excluding Forex Impacts	16.9%	16.7%	14bps	14.1%	272bps	15.3%	15.8%	-53bps	15.7%
Depreciation	86.0	55.5	55.0%	78.8	9.1%	227.6	147.3	54.5%	203.6
Other Income	149.9	27.6	443.0%	206.1	-27.3%	463.5	104.5	343.5%	143.0
Finance Cost	200.7	161.8	24.0%	283.5	-29.2%	705.4	464.1	52.0%	622.5
PBT	1,408.5	1,341.0	5.0%	1,214.0	16.0%	3,309.7	2,363.7	40.0%	3,891.3
Tax Expense	378.4	335.3	12.9%	322.7	17.3%	883.4	578.3	52.8%	927.1
PAT	1,030.0	1,005.7	2.4%	891.3	15.6%	2,426.3	1,785.4	35.9%	2,964.2
PAT Margin %	10.9%	10.8%	15bps	8.8%	210bps	9.4%	10.0%	-65bps	10.9%
Earnings Per Share (EPS)	4.64	5.03	-7.8%	4.02	15.4%	10.93	8.93	22.4%	14.81

DETAILED FINANCIALS

CONSOLIDATED BALANCE SHEET



Particulars (Rs Mn)	FY15	H1 FY16
Share Holders' Funds:		
Equity share capital	2,219.2	2,219.2
Reserves and Surplus	11,700.0	13,096.2
Total of Shareholder funds	13,919.1	15,315.4
Non-current liabilities:		
Long term Borrowings	779.2	566.7
Deferred tax liabilities (Net)	209.4	265.6
Other Long Term Liabilities	24.0	24.0
Long Term Provisions	24.8	35.8
Total of Non-current liabilities	1,037.4	892.1
Current liabilities:		
Short-term borrowings	7,670.6	10,309.7
Trade payables	7,207.8	8,053.9
Other current liabilities	1,813.9	1,431.7
Short-term provisions	523.4	622.4
Total of Current liabilities	17,215.7	20,417.7
Total Equity & Liabilities	32,172.2	36,625.3

Particulars (Rs Mn)	FY15	H1 FY16
Non-current assets:		
Goodwill on Consolidation	16.5	16.5
Fixed Assets	2,502.6	4,580.9
Non-current investments	0.0	0.0
Deferred Tax Assets (Net)	223.9	410.4
Long-term loans and advances	1,081.0	828.4
Other non-current assets	46.5	53.9
Total non-current assets	3,870.5	5,890.1
Current assets:		
Current Investments	0.0	0.0
Inventories	4,238.2	4,948.9
Trade receivables	14,321.8	18,025.3
Cash and bank balances	7,096.1	4,678.8
Short-term loans and advances	2,355.3	2,697.3
Other Current Assets	290.3	384.8
Total Current Assets	28,301.7	30,735.2
Total Assets	32,172.2	36,625.3

BALANCE SHEET PERSPECTIVE



Particulars	9M FY15	9M FY16
Total of Shareholder funds	6,062.6	16,345.4
Share Capital	2,000.0	2,219.2
Reserves & Surplus	4,062.6	14,126.2
Total Debt	7,525.0	13,836.0
Long Term Debt	825.0	581.4
Current Portion of Long Term Debt	250.0	143.0
Short Term Debt	6,690.3	13,111.6
Other Non-Current Liabilities	234.3	361.0
Total Sources of Funds	13,281.9	30,542.4

Particulars	9M FY15	9M FY16
Goodwill on Consolidation	16.5	47.2
Fixed Assets	2,112.1	4,852.7
Other Non-Current Assets	1,177.3	1950.4
Current Assets	19,150.1	34,400.1
Less: Current Liabilities	8,634.1	10,708.0
Net Current Assets	10,266.0	23,692.1
Total Assets	13,281.9	30,542.4

Key Balance sheet Ratios	9M FY15	9M FY16
Debt : Equity	1.2	0.8
Net Debt : Equity	1.2	0.5

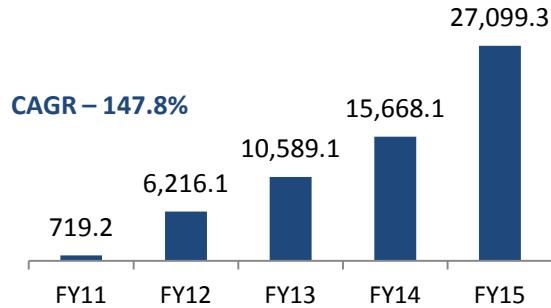
In Rs. Mn



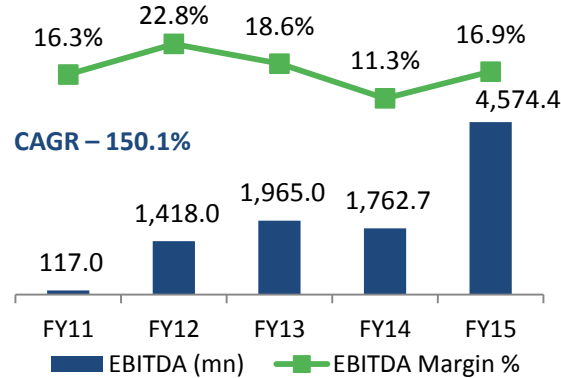
FINANCIAL SUMMARY – LAST 5 YEAR PERFORMANCE



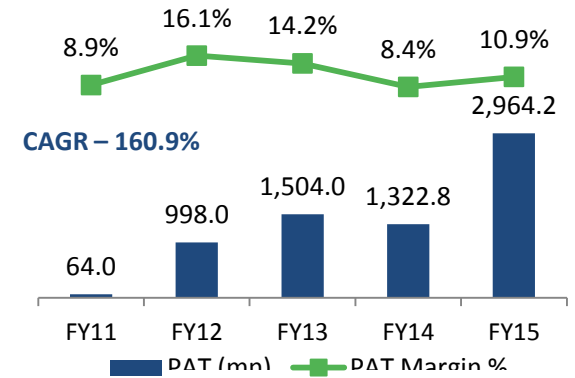
Revenue from Operations



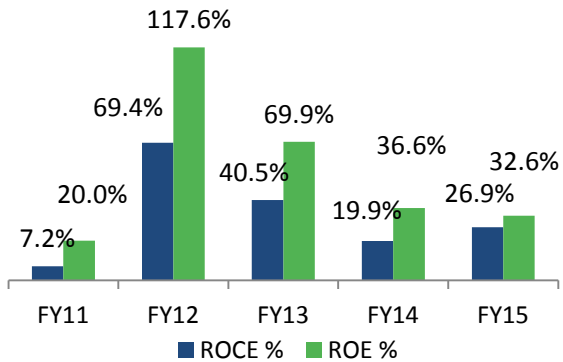
EBIDTA & EBIDTA Margin %



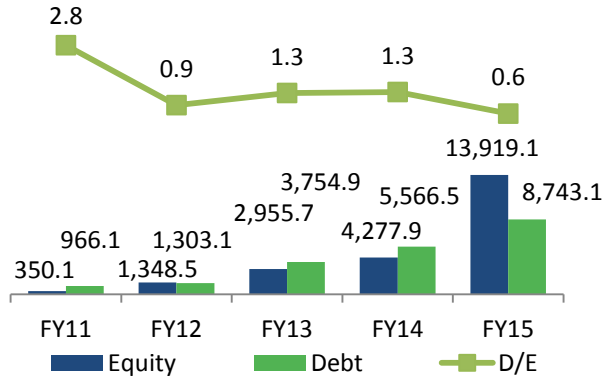
PAT & PAT Margin %



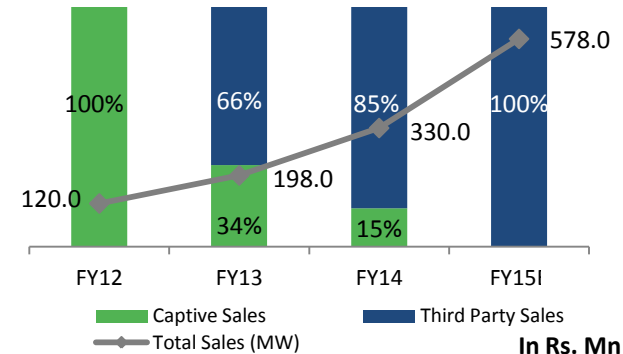
Return Ratios



Leverage Analysis



Sales – Captive vs Third Party



ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt)]

In Rs. Mn



THANK YOU



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REGULATORY IMPETUS DRIVING GROWTH

Accelerated Depreciation

- Brings back SME, on balance sheet and captive demand.

Generation Based Incentive

- Improved viability and funding of wind power projects.

Wind Power projects as CSR

- Strengthens demand from PSUs and corporate with CSR obligations.

Attractive Preferential Tariffs

- Significant boost to IPP demand
- FIs increasing their capital investments in India thru IPP model.

Green Corridor

- Fast Tracks Evacuation for green power enabling more renewables to be added to the grid
- National Clean Energy cess doubles resulting into access to low cost funds

Renewable Generator Obligation (RGO)

- **RGO introduced in the New Tariff Policy**
- **Mandates all coal-fired plants commissioned after a specific date to generate a certain percentage of their power from renewable energy sources**

Amendments in Tariff Policy

- **Waiving off inter-state transmission charges to promote effective utilisation of renewable sources**

Priority Sector Lending

- As per Reserve Bank of India's notification released on 23rd April 2015, bank loans up to Rs.150 mn per borrower (AD customer) for installation of wind mills will be classified under Priority Sector Lending.

The Government is aiming for 10 GW of Wind Energy addition every year