IWL: NOI: 36: 2015

26th October, 2015

The Secretary BSE Limited Phiroze Jeejeebhoy Towers Limited Dalal Street , Mumbai 400 001	The Secretary National Stock Exchange Limited Exchange Plaza Bandra Kurla Complex Bandra (E) Mumbai 400 051
Scrip code: 539083	Scrip code: INOXWIND
Fax No 022-22723121/2037/39/41/61	Fax No 022-2659 8237/38

Dear Sir,

Sub: Investor presentation for Second Quarter

Please find attached the Investor's presentation Q2 for FY 2015-2016 .

We request you to please take the above on record.

Yours faithfully,

For Inox Wind Limited

Shubha Singh
Company Secretary

INOX WIND LIMITED

INOX WIND LIMITED
QUARTERLY INVESTOR UPDATE
Q2 & H1 FY16

DISCLAIMER

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.

Such statements are not, and should not be construed, as a representation as to future performance or achievements of IWL. In particular, such statements should not be regarded as a projection of future performance of IWL. It should be noted that the actual performance or achievements of IWL may vary significantly from such statements.

DISCUSSION SUMMARY

- Q2 FY16 KEY PERFORMANCE HIGHLIGHTS
- Q2 & H1 FY16 RESULT ANALYSIS
- ORDER BOOK UPDATE
- CURRENT PROJECT SITE PIPELINE
- UPDATE ON CAPACITY EXPANSION
- UPDATE ON TECHNOLOGY UPGRADATION
- SHAREHOLDING STRUCTURE
- BALANCE SHEET PERSPECTIVE
- CONSOLIDATED FINANCIALS
- ANNEXURE

Q2 FY16 KEY PERFORMANCE HIGHLIGHTS

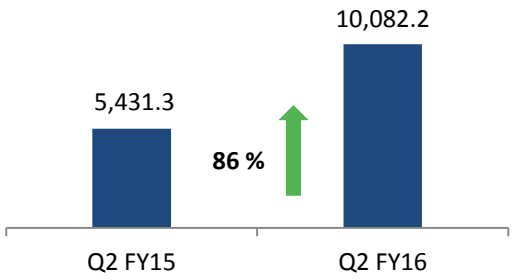
- ✓ HIGHEST QUARTERLY SALES VOLUME - ***212 MW***
- ✓ HIGHEST QUARTERLY COMMISSIONING - ***140 MW***
- ✓ HIGHEST QUARTERLY REVENUES - ***Rs. 10 billion***
- ✓ SHARP FALL IN QoQ NET WORKING CAPITAL – ***169 DAYS TO 148 DAYS***
- ✓ ROBUST ORDER BOOK - ***1202 MW***

OUTPERFORMANCE CONTINUES

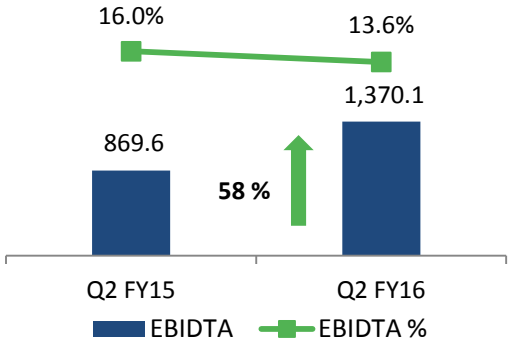
Q2 & H1 FY16 RESULT ANALYSIS

Q2 FY16 YoY ANALYSIS

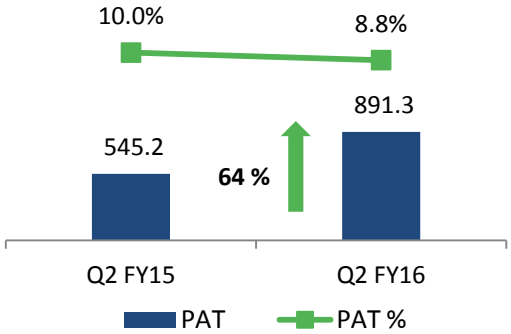
REVENUES*



EBITDA** AND EBITDA MARGIN

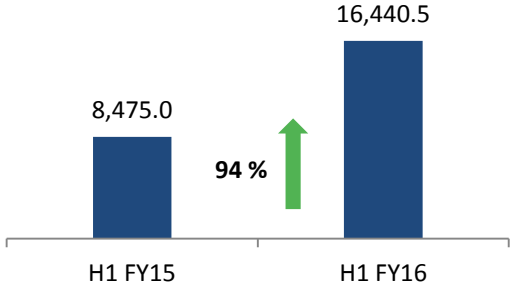


PAT AND PAT MARGIN



H1 FY16 YoY ANALYSIS

REVENUES*



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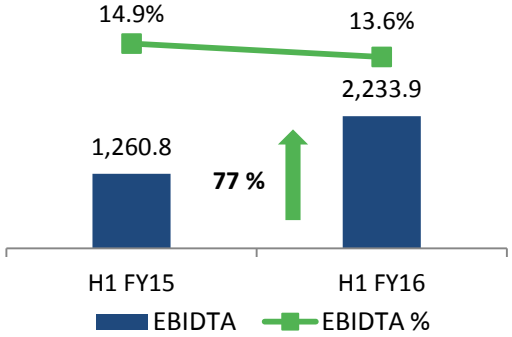

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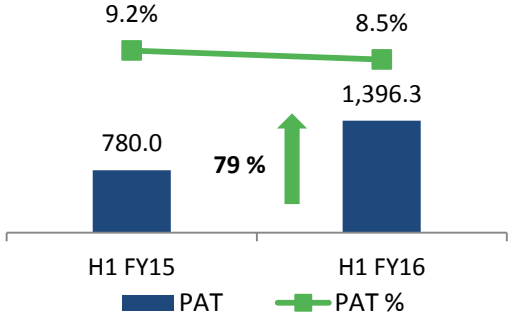
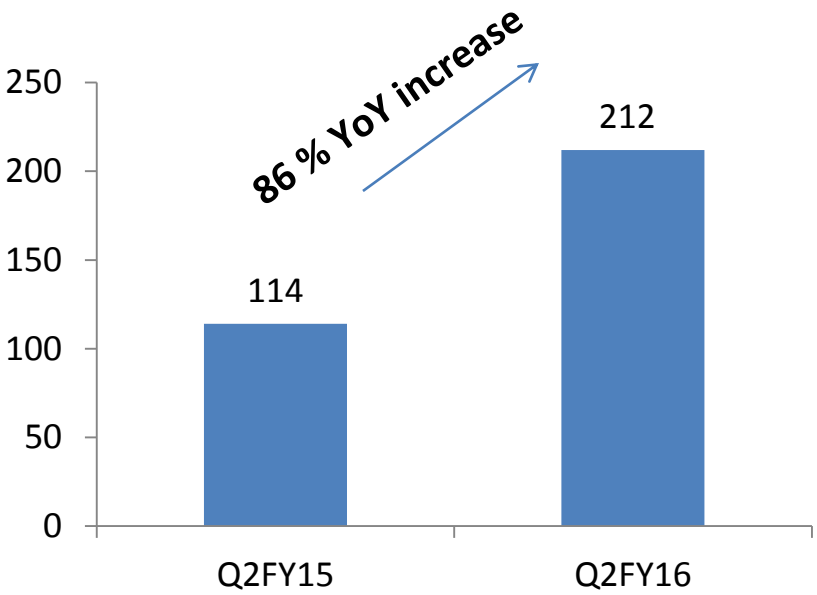


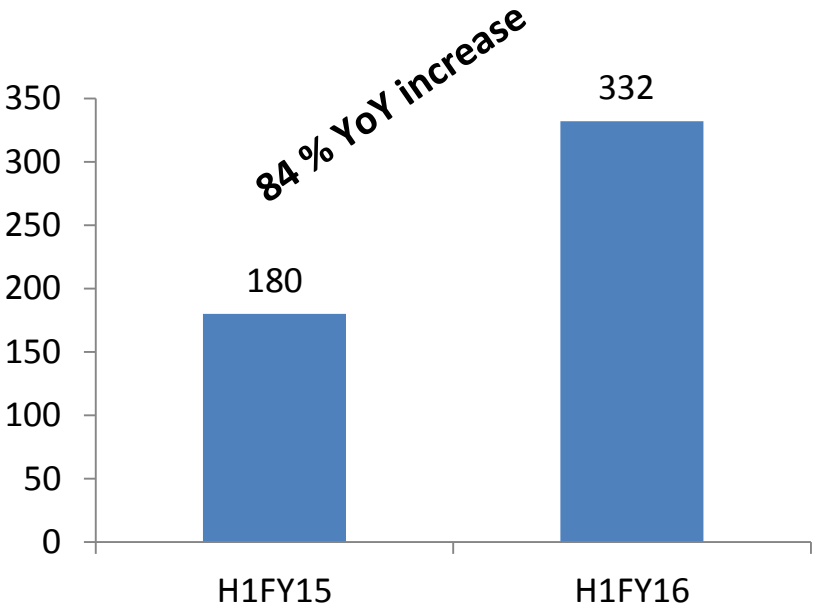
Note: * Revenue from Operations, ** EBIDTA excluding Other Income

In Rs. Mn

Q2 FY16 SALES ANALYSIS- *SUSTAINED GROWTH*

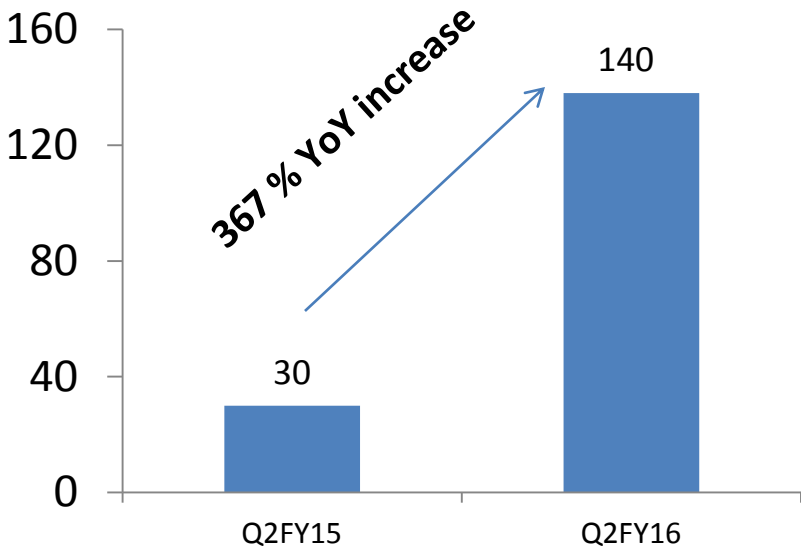
VOLUME BREAKUP - SALES (MW)

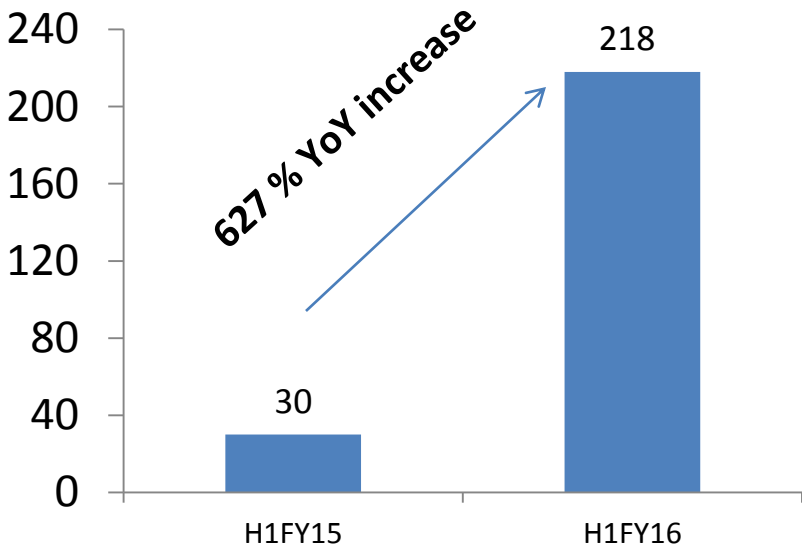




Q2 FY16 COMMISSIONING- *SIGNIFICANT RAMP-UP*

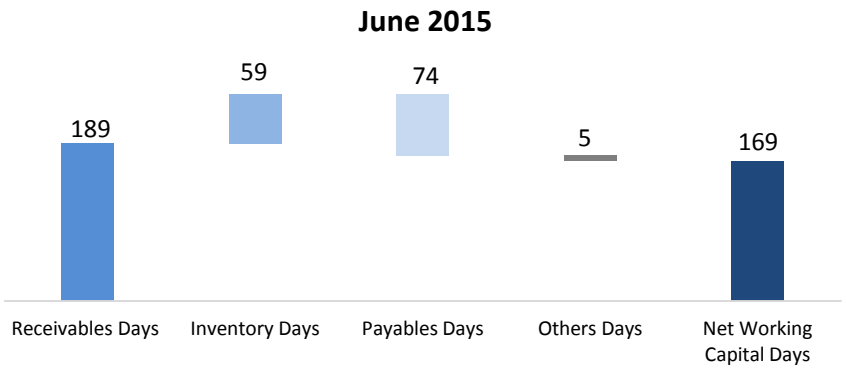
COMMISSIONING (MW)

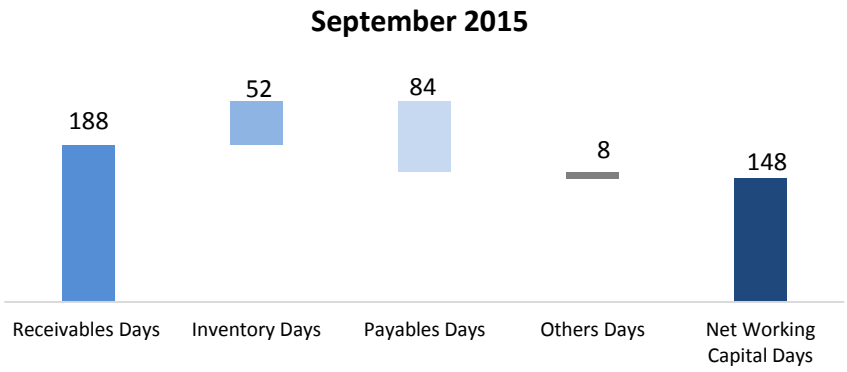




Q2 & H1 FY16 WORKING CAPITAL ANALYSIS

Improvement in Working Capital





Enhanced manufacturing

Reduced capacity mismatch

Steady Order Intake

Lower inventory levels

Healthy Order book

Efficient execution planning

Increased project commissioning

Lower receivables levels

Improvement in Working Capital Days

NOTE: Receivables days = 365 / (Last twelve month sales / receivables), Payables days = 365 / (Last twelve month sales / payables, Inventory days = 365 / (Last twelve month sales / inventory, Others days = 365 / (Last twelve month sales / Others)

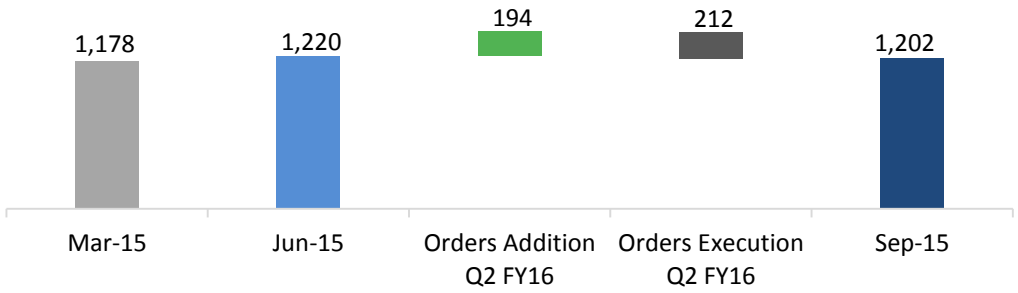
ORDER BOOK UPDATE

Order Book Update	30th September 2015
Total Order Book (MW)	1,202
Estimated Execution Period	12 - 15 Months
Order Addition – Q2 FY16 (MW)	194
Order Addition – H1 FY16 (MW)	356

Key Highlights:

- Strengthening position and increasing market share across IPPs, PSUs, utilities, corporates and retail customers
- Repeat order from Tata Power
- New orders bagged from Ostro Energy, Mytrah Energy
- Increased traction across accelerated depreciation driven customers
- Maintaining momentum in tender market- first order bagged from GMDC

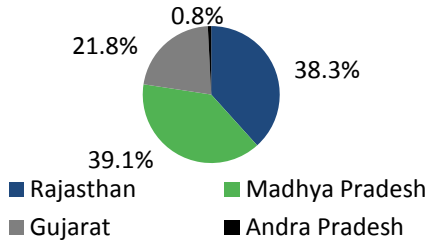
MOVEMENT IN ORDER BOOK (MW)



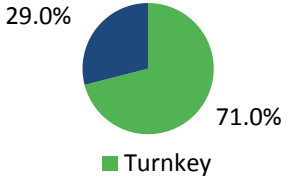
Diversified & Reputed Clientele

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

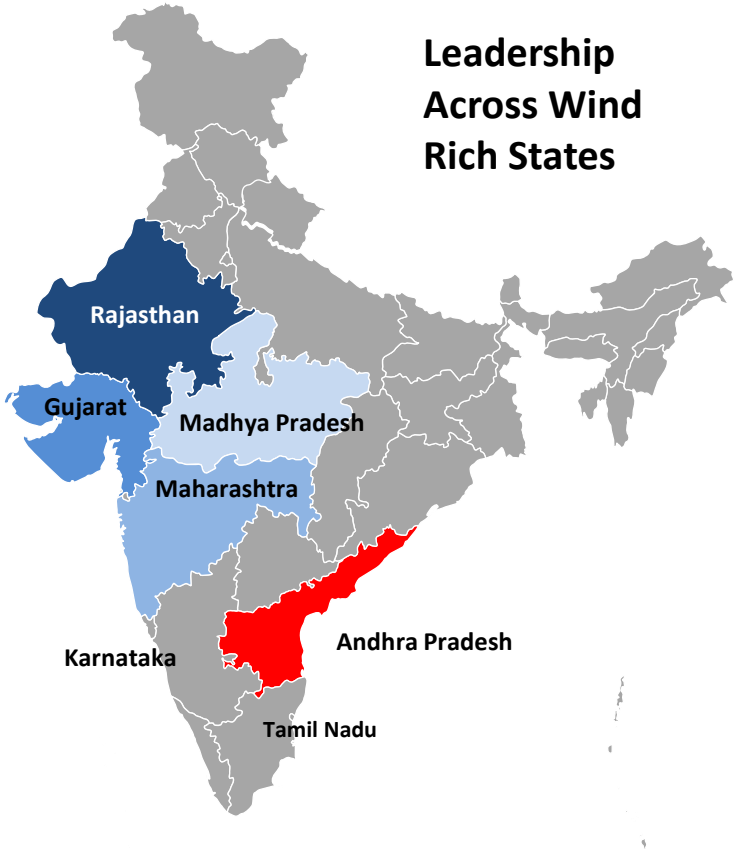
State wise Breakup



Turnkey vs Equipment Supply



CURRENT PIPELINE OF PROJECT SITES



Amongst the largest land bank owners in

1. Gujarat
2. Rajasthan
3. Madhya Pradesh

- Already entered into Andhra Pradesh. Focused on increasing land bank further in Andhra Pradesh
- Sufficient Land Bank as of September 2015 for installation of an aggregate capacity of more than 5,000 MW

UPDATE ON CAPACITY EXPANSION

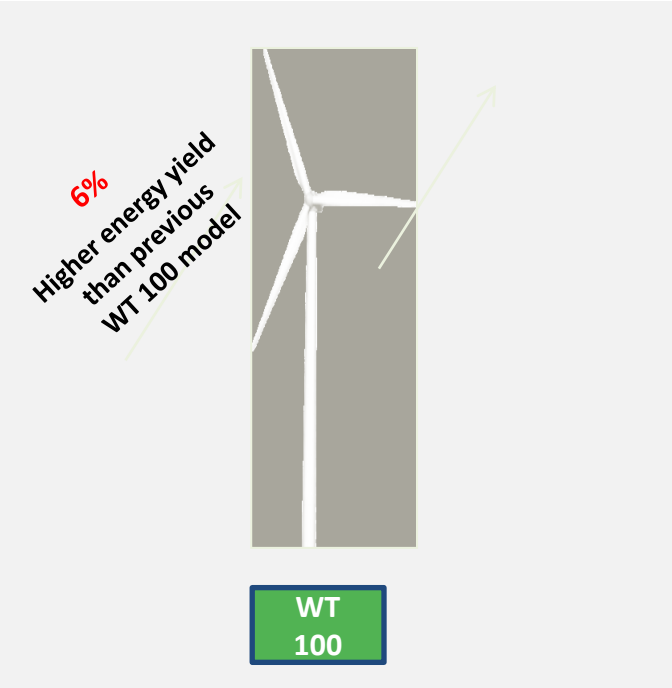
CURRENT CAPACITY				
Plant Location	Una, Himachal Pradesh	Rohika, Gujarat	Barwani, Madhya Pradesh	Total
Nacelles & Hubs	550	-	-	**550**
Blades	-	400	-	**400**
Towers	-	150	-	**150**

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 Madhya Pradesh has commenced production and is amongst the largest in Asia
- Tower plant is on track to be commissioned in H2FY16

TECHNOLOGICAL RECOGNITION- *Leading The Industry*

IWL's 100 Meter Rotor recently improved and recertified by TUV SUD to have a higher energy yield of 6% than previous WT 100 model



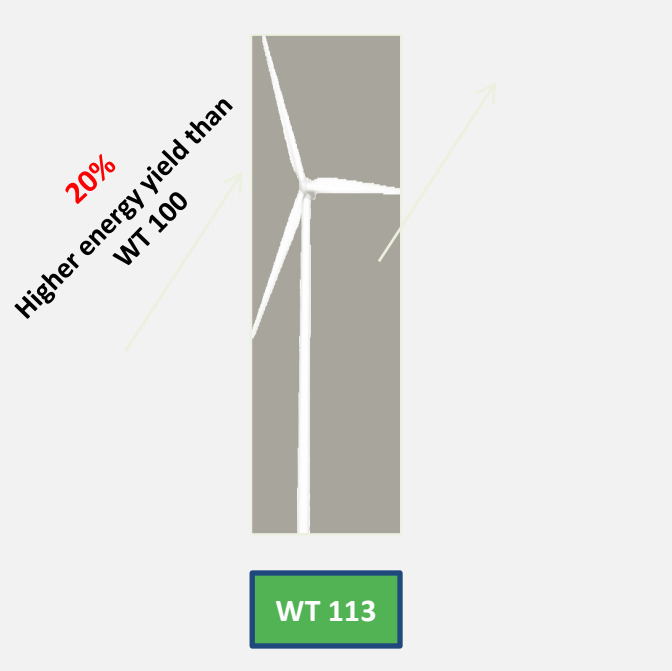
Modifications to further improve the power curve. Benefits of higher margins to accrue in the next financial year as current year capacity is sold out.

IWL Technology Edge-

- Improved Realisations
- **Incremental Margins**
- Higher Profitability
- Higher Market Share

BIGGER AND BETTER- *LAUNCH of 113 m TURBINES*

Will be launching 113 Meter Turbines with Hub Height of 100 m and 110 m in this fiscal year



42% Higher Yield than 93 m Turbine &

20% Higher Yield than 100m Turbine:

- More Efficient Power Curves,

  Improved Up-times and Reduced O&M
- Ideal for low wind pockets
- Better Return on Investment

Prototype installed in September

BALANCE SHEET PERSPECTIVE

Particulars	FY15	H1 FY16
Total of Shareholder funds	**13,919.1**	**15,315.4**
Share Capital	2,219.2	2,219.2
Reserves & Surplus	11,700.0	13,096.2
Total Debt	**8,743.1**	**11,069.7**
Long Term Debt	779.2	566.7
Current Portion of Long Term Debt	293.3	193.3
Short Term Debt	7,670.6	10,309.7
Other Non-Current Liabilities	258.2	325.5
Total Sources of Funds	**22,920.4**	**26,710.6**

Particulars	FY15	H1 FY16
Goodwill on Consolidation	16.5	16.5
Fixed Assets	**2,502.6**	**4,580.9**
Other Non-Current Assets	1,351.4	1,292.7
Current Assets	28,301.7	30,735.2
Less: Current Liabilities	9,251.7	9,914.7
Net Current Assets	**19,050.0**	**20,820.5**
Total Assets	**22,920.4**	**26,710.6**

Key Balance sheet Ratios	FY15	H1 FY16
Debt : Equity	**0.6**	**0.7**
Net Debt : Equity	**0.1**	**0.4**
Return on Equity (ROE)	**32.6%**	**35.1% ****
Return on Capital Employed (ROCE)	**26.9%**	**28.9% ****

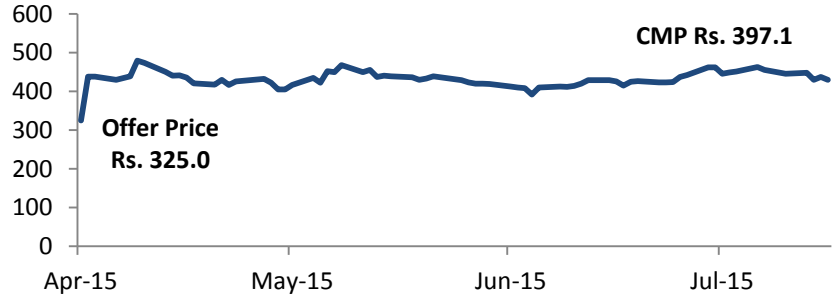
** Based on Last Twelve Month Period.

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

In Rs. Mn

SHAREHOLDING STRUCTURE

Share Price Performance

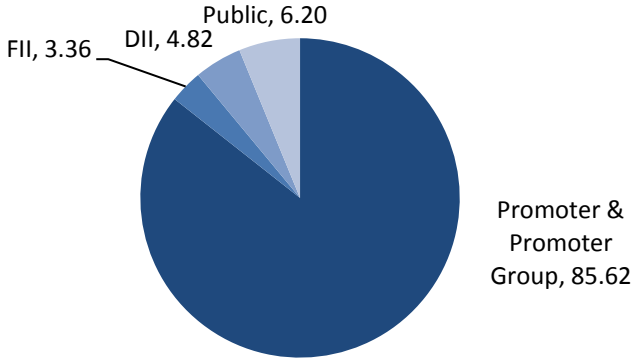


Source - BSE

Market Data	As on 23.10.15 (BSE)
Market capitalization (Rs. Mn)	88,112.6
Price (Rs.)	397.1
No. of shares outstanding (Mn)	222
Face Value (Rs.)	10.0
52 week High-Low (Rs.)	315.0 – 494.7

Source - BSE

% Shareholding – September 2015



Source - BSE

Key Institutional Investors at September 2015	% Holding
Reliance Capital	1.84%
Goldman Sachs Asset Management	1.03%
Sundaram Asset Management	0.99%
IDFC Mutual Fund	0.73%
Birla Sun Life Asset Management	0.52%
Birla Sun Life Insurance	0.41%
Morgan Stanley Asset Management	0.36%
Blackrock Group	0.33%

Source - Bloomberg

DETAILED FINANCIALS

CONSOLIDATED P&L STATEMENT

Particulars (Rs Mn)	Q2 FY16	Q2 FY15	YoY %	Q1 FY16	QoQ %	H1 FY16	H1 FY15	YoY %	FY15
Revenue from Operations	**10,082.2**	**5,431.3**	**85.6%**	**6,358.3**	**58.6%**	**16,440.5**	**8,475.0**	**94.0%**	**27,099.3**
Cost of Material Consumed	6,799.8	3,731.1	82.2%	4,082.7	66.6%	10,882.4	5,854.0	85.9%	18,152.4
Changes in inventories of finished goods & work-in-progress	31.7	-346.0	-109.2%	-167.2	-119.0%	-135.5	-364.0	-62.8%	-1,441.3
EPC, O&M, Common Infrastructure Facility and Site Development expenses	780.6	541.8	44.1%	733.0	6.5%	1,513.6	653.5	131.6%	3,635.5
Employee Expenses	199.9	128.7	55.4%	188.1	6.3%	388.0	245.2	58.3%	549.1
Other Expenses	844.5	544.5	55.1%	576.2	46.6%	1,420.7	825.5	72.1%	1,944.8
Foreign Exchange Fluctuation (Gain)/Loss (net)	55.5	-38.4	-244.6%	81.9	-32.2%	137.4	0.0	-	-315.6
EBITDA	**1,370.1**	**869.6**	**57.6%**	**863.7**	**58.6%**	**2,233.9**	**1,260.8**	**77.2%**	**4,574.4**
EBITDA Margin %	***13.6%***	***16.0%***	**-242bps**	***13.6%***	**0bps**	***13.6%***	***14.9%***	**-129bps**	***16.9%***
EBITDA Excluding Forex Impacts	**1,425.6**	**831.2**	**72%**	**945.6**	**50.8%**	**2,371.2**	**1,260.8**	**88%**	**4,258.8**
EBITDA Margin % Excluding Forex Impacts	***14.1%***	***15.3%***	**-116bps**	***14.9%***	**-73bps**	***14.4%***	***14.9%***	**-45bps**	***15.7%***
Depreciation	78.8	48.4	62.8%	62.8	25.5%	141.6	91.7	54.4%	203.6
Other Income	206.2	61.0	238.0%	107.5	91.9%	313.6	156.1	100.9%	143.0
Finance Cost	283.5	145.7	94.6%	221.2	28.2%	504.7	302.3	66.9%	622.5
PBT	**1,214.0**	**736.5**	**64.8%**	**687.2**	**76.6%**	**1,901.2**	**1,022.8**	**85.9%**	**3,891.3**
Tax Expense	322.7	191.3	68.7%	182.2	77.1%	504.9	242.8	107.9%	927.1
PAT	**891.3**	**545.2**	**63.5%**	**505.0**	**76.5%**	**1,396.3**	**780.0**	**79.0%**	**2,964.2**
PAT Margin %	***8.8%***	***10.0%***	**-120bps**	***7.9%***	**90bps**	***8.5%***	***9.2%***	**-71bps**	***10.9%***
Earnings Per Share (EPS)	**4.02**	**2.73**	**47.3%**	**2.28**	**76.3%**	**6.29**	**3.90**	**61.3%**	**14.81**

DETAILED FINANCIALS

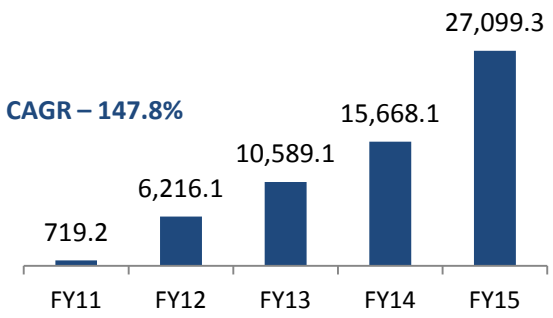
CONSOLIDATED BALANCE SHEET

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**

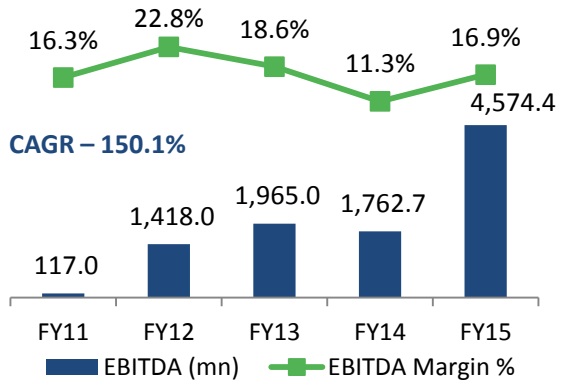
Particulars (Rs Mn)	FY15	H1 FY16
Non-current assets:		
Goodwill on Consolidation	16.5	16.5
Fixed Assets	2,502.6	4,580.9
Non-current investments	0.0	0.0
Deferred Tax Assets (Net)	223.9	410.4
Long-term loans and advances	1,081.0	828.4
Other non-current assets	46.5	53.9
Total non-current assets	**3,870.5**	**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**

FINANCIAL SUMMARY – LAST 5 YEAR PERFORMANCE

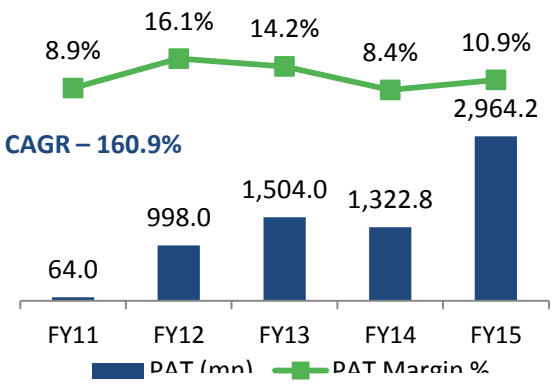
Revenue from Operations



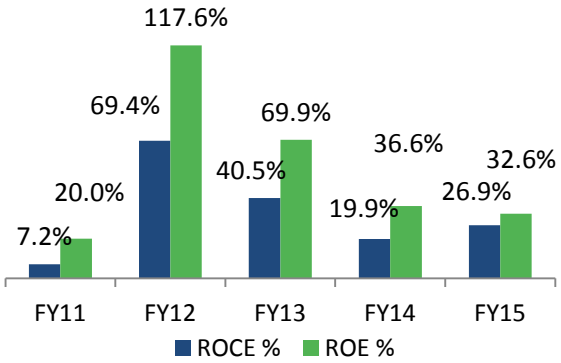
EBIDTA & EBIDTA Margin %



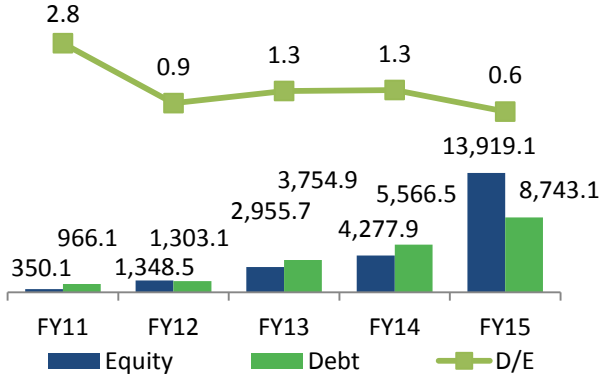
PAT & PAT Margin %



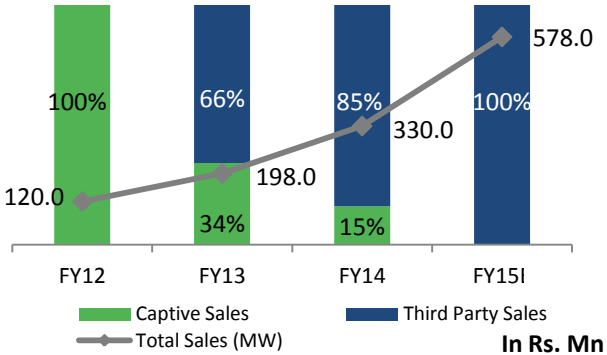
Return Ratios



Leverage Analysis



Sales – Captive vs Third Party



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

In Rs. Mn

FOR FURTHER QUERIES :

THANK YOU

Mr. Dheeraj Sood
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REGULATORY IMPETUS DRIVING GROWTH

Accelerated Depreciation	Generation Based Incentive	Wind Power projects as CSR	Attractive Preferential Tariffs
• Brings back SME, on balance sheet and captive demand.	• Improved viability and funding of wind power projects.	• Strengthens demand from PSUs and corporate with CSR obligations.	• Significant boost to IPP demand • FIIs increasing their capital investments in India thru IPP model.

Green Corridor	Renewable Generator Obligation (RGO)	Amendment to Electricity Act & RE Law	Priority Sector Lending
• 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	• Ministry is working on introducing 10% RGO targets • The same will create additional renewable energy demand.	• Amendments to regulations for RPO, RGO compliance, preferential grid access and inter state open access	• 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