



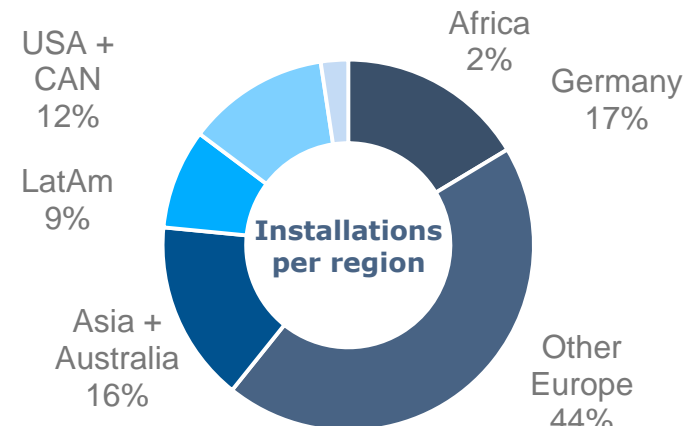
**> Indo German Energy Forum
Roundtable Wind
Nordex SE**

September 2016

Nordex – a pioneer in wind with 30 years of experience

Nordex at a glance

- **Global manufacturer of wind energy systems** focused on turbines in the 2-3 MW class
 - Well positioned on **major international wind markets**
 - WTG variants for **different wind and climate conditions**, addressing the requirements of **developed as well as emerging markets**
 - Production sites in Germany, Spain, Brazil, India, USA
 - Headquartered in **Hamburg**; subsidiaries for sales and service in all core markets
 - Listed company in the German **TecDax**
 - Main shareholder Acciona S.A. (29.9%)
 - Founded 1985 in Denmark, IPO in 2001, merger with Acciona Windpower in 2016
- Revenues 2015*: EUR 2.43 bn;
Revenue guidance 2016**: EUR >3.4 bn
 - 4,800 employees**
 - **Track record of ~20 GW in ~40 countries** (as of H1 2016)**

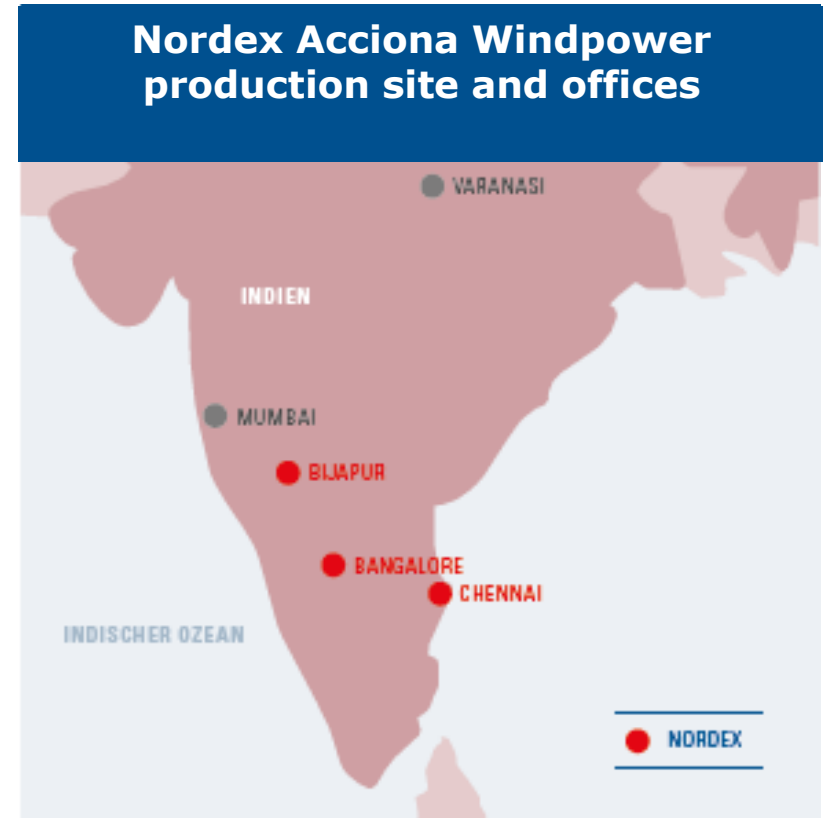


*Nordex stand alone

**Nordex + AWP (9M in terms of financial statements)

Nordex Acciona Windpower in India

- › Corporate Office at Bangalore
- › Nacelle and Hub Production Facility at Chennai (Production of nacelle, hub and main shaft)
- › Concrete Tower Factory at Bijapur
- › Production capacity of towards 450 MW (150 turbines) annually
- › Turbines produces will have rated capacity of 3 MW and a rotor size of 125m and be among the most modern turbines produced in India



WIND POWER PROJECTS IN INDIA- CHALLENGES

India has set an ambitious target for achieving generation of 60 GW through wind power projects by 2022 from the current level of 27 GW. The initiatives and interactions which are happening, are leading the country in the right direction. However, the following hurdles need to be addressed for achieving these targets:

- › **Long Term Policy for Renewables:** There is a need for long term perspective in policies (FiT tenure, State wind Policy etc.) which will provide greater regulatory and policy certainty to the investors.
- › **GBI:** Continuation of Generation Based Incentives (GBI) beyond March 2017 and long term visibility on GBI at least for 5 years
- › **GST:** GST framework should be proposed in a manner to avoid any adverse impact on renewable industry.

WIND POWER PROJECTS IN INDIA- CHALLENGES

- › **Grid:** Requisite grid infrastructure should be built based on resource assessment in advance. In some states present Grid infrastructure is not capable of evacuating the power during high wind season and therefore results into curtailment, which is a loss to nation. Further execution of proposed Green corridor should be expedited.
- › **Land:** Most of the wind farm sites falls under Private Land and the regulations for acquiring private land directly from land owners, conversion of Agriculture Land into Non-Agriculture (NA) land should be simplified. The time taken for NA conversion should be brought down in order to complete the project faster.
- › **On time payment by Utilities:** The off-taker should release the due payment to Investors as per PPA on time to enhance their confidence level.