

INOX GREEN ENERGY SERVICES LIMITED

Q3 FY25 RESULTS PRESENTATION

JANUARY 2025

CONTENTS

1. KEY HIGHLIGHTS OF THE QUARTER
2. GROUP OVERVIEW
3. WIND O&M BUSINESS – STABILITY WITH GROWTH
4. MACRO ENVIRONMENT ENTAILS SIGNIFICANT WIND CAPACITY ADDITION OVER THE NEXT DECADE
5. KEY FINANCIALS



KEY HIGHLIGHTS OF THE QUARTER

- ✓ Machine availability for the portfolio averaged 96.2% in Q2 FY25
- ✓ Revenue of Rs 74 crores in Q3 FY25 vs Rs 61 crores in Q3 FY24 up 22% YoY
- ✓ EBITDA of Rs 29 crores in Q3 FY25 vs Rs 24 crores in Q3 FY24 up 23% YoY
- ✓ Profit after tax of Rs 5 crores in Q3 FY25 vs loss of Rs 1 crores in Q3 FY24
- ✓ Cash PAT of Rs 23 crores in Q3 FY25 vs Rs 13 crores in Q3 FY24 up 76% YoY
- ✓ O&M portfolio stands at ~ 3.5 GW
- ✓ Proposed demerger of the substation business (scheme filed in NCLT, Ahmedabad bench) to lighten up balance sheet and significantly add value through depreciation elimination

Particulars (Rs cr)	Q3 FY25	Q3 FY24	YoY %	Q2 FY25	QoQ %
Total income from operations	74	61	22%	64	15%
EBITDA	29	24	23%	35	-16%
PAT / Loss after tax	5	(1)	-	6	-14%
Cash PAT*	23	13	76%	23	2%

* Cash PAT = PAT + Depreciation + Exceptional items + Deferred Taxes + Tax pertaining to earlier years



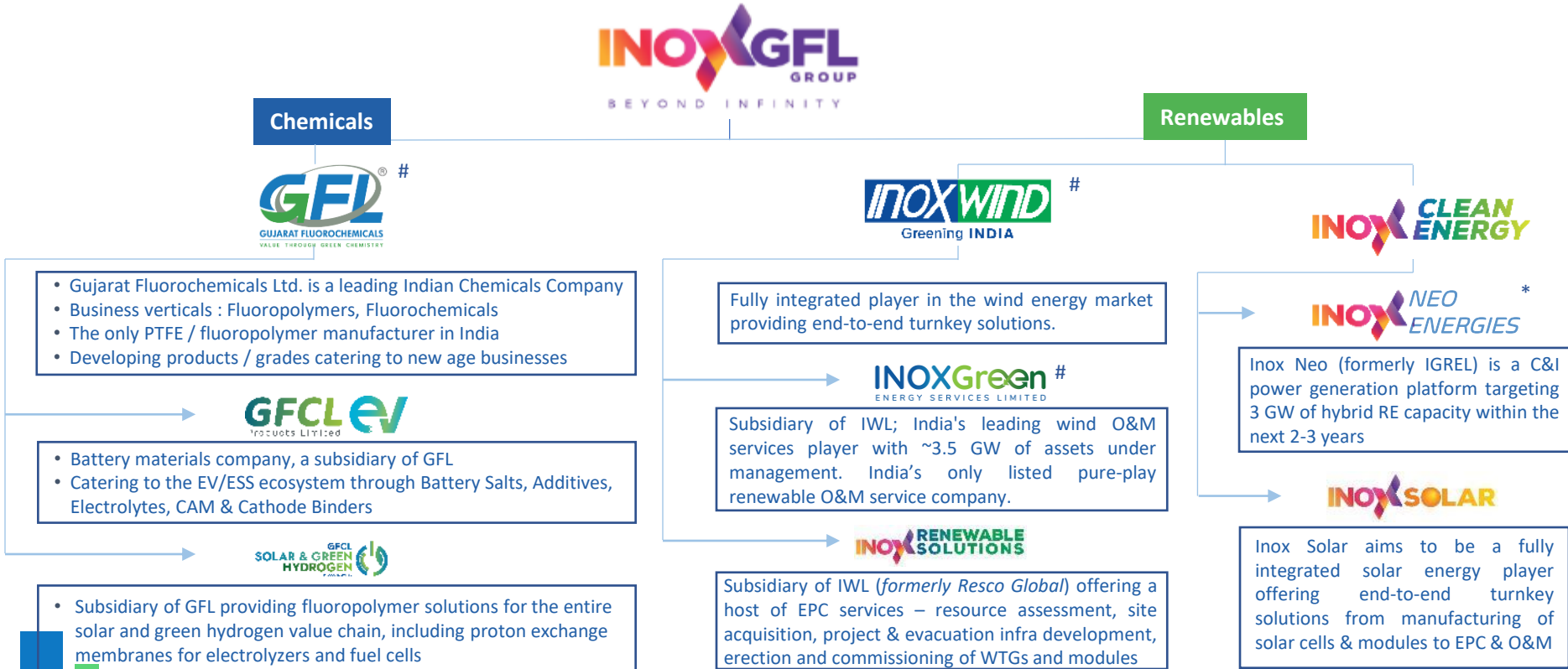
INOXGFL
GROUP
BEYOND INFINITY

GROUP OVERVIEW



INOXGFL GROUP – A US\$ 12 BN INDIAN CONGLOMERATE

INOXGFL Group, with a legacy of over 90 years, is one of the largest business Groups in India. It is a forerunner in diversified business segments comprising fluoropolymer, fluorochemicals, battery chemicals, wind turbines and renewables. The Group currently with 4 listed entities has a market capitalization of ~ US\$ 12 bn.



Company listed on the Indian stock exchanges
* Change of name under process



WIND O&M BUSINESS – STABILITY WITH GROWTH



A STABLE ANNUITY BUSINESS PROPOSITION

Comprehensive O&M Solutions Provider for WTG and common infrastructure O&M contracts

Established track record in the wind energy O&M industry of >10 years

Technology driven company with focus on predictive maintenance over reactive maintenance

Strong support from sponsor, INOXGFL Group, a ~ US\$ 12 bn m-cap corporate with interest across chemicals and renewables



Reliable & Stable Cash Flows through long-term O&M services for wind farm projects

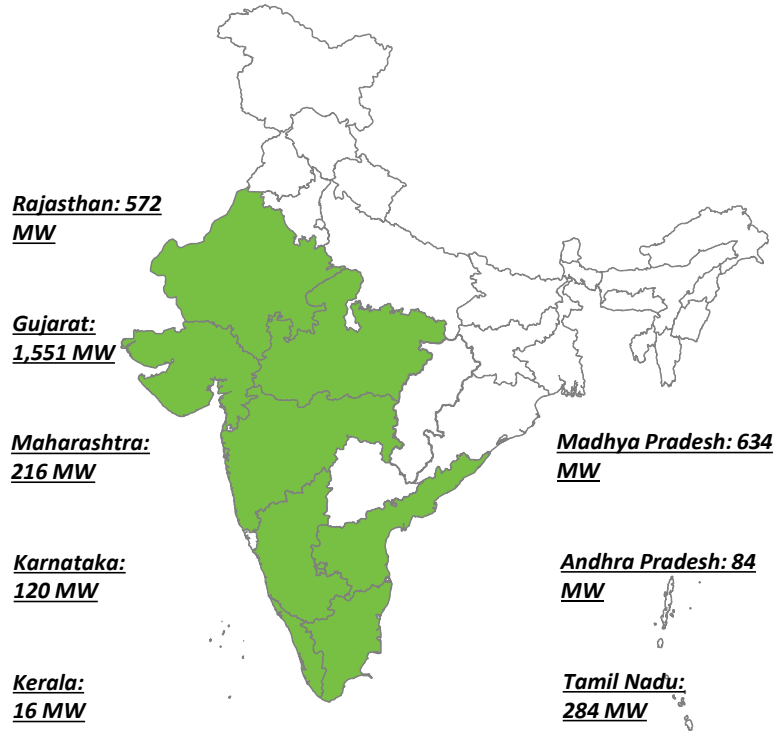
Enjoys synergistic benefits being a subsidiary of Inox Wind Ltd. and Group companies Inox Solar and Inox Neo Energies

Significant organic and inorganic growth opportunities; expanding offerings to solar and hybrid projects

Machine availability at 96.3% for 9M FY25 registering a continuous improvement over the past years



A COMPELLING GROWTH STORY

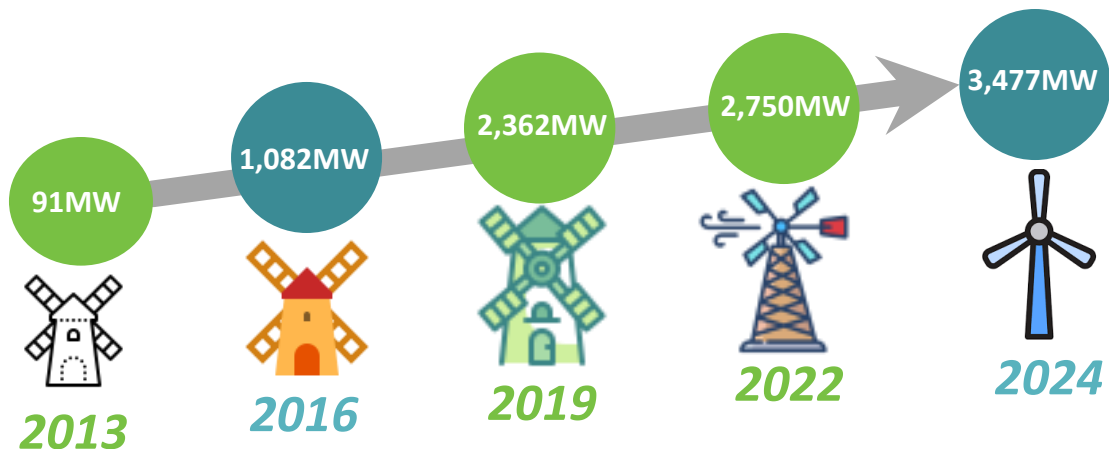


- ✓ Provides comprehensive O&M Solutions for WTG and common infrastructure O&M through long-term contracts of 5-20 years
- ✓ Entering into solar and hybrid project O&M
- ✓ Presence across India with an established track record of > 10 years and portfolio of ~3.5 GW of O&M assets
- ✓ Robust relationships with wind farm asset owners – customers across PSUs, IPPs and private investors
- ✓ Reliable & stable cash flows through long-term O&M services for wind farm projects as well as value added services
- ✓ Natural beneficiary of the WTG business of parent Inox Wind, hybrid project development by Inox Neo Energies (Group IPP company) and solar project development by Inox Solar
- ✓ Strong technological capabilities with 24x7 centralized monitoring of assets and focus on preventive rather than reactive maintenance
- ✓ Value-added services to be another revenue growth area
- ✓ ESG compliant; independently assured by EY; participated in S&P's CSA 2024

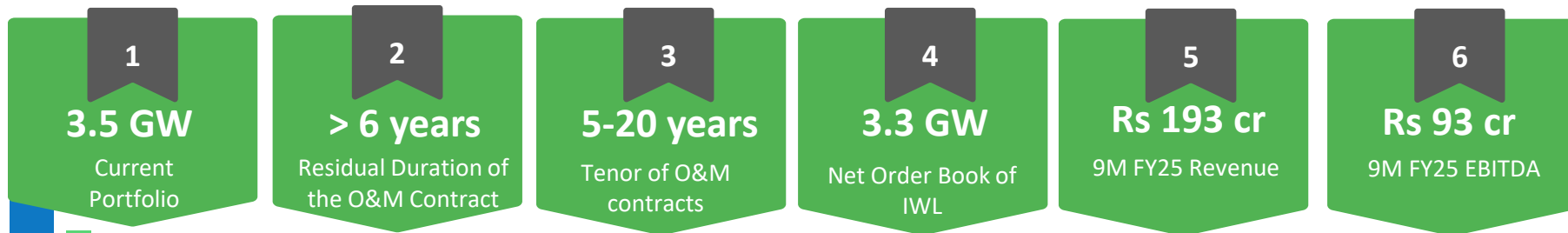


PORTFOLIO OF ~ 3.5 GW OF O&M ASSETS

O&M portfolio growth at ~ 40% CAGR since inception



Key Metrics

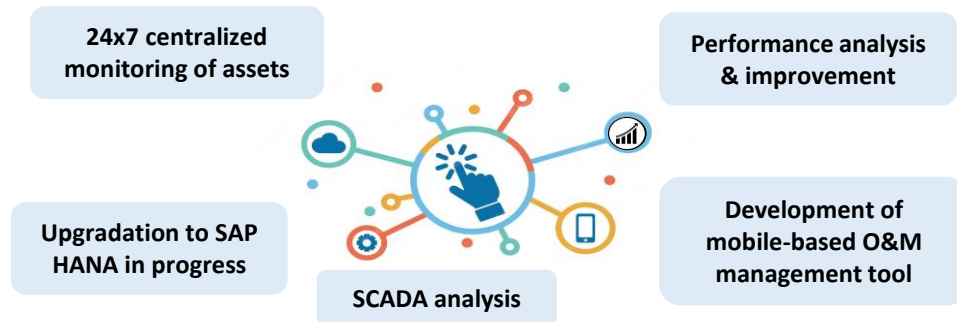


AN ASSET LIGHT GROWTH ORIENTED ANNUITY BUSINESS MODEL

Proposed demerger to lighten up balance sheet; Focus is on long-term contracts with steady cashflows

- ✘ IGESL provides Long-term O&M services for wind farm projects, wind turbine generators (“WTGs”) and the common infrastructure facilities on the wind farm which support the evacuation of power from WTGs.
- ✘ The board of IGESL has appointed valuers and consultants to advise on the demerger of common infrastructure from Inox Green and merge the same into Inox Renewable Solutions Ltd.
- ✘ Post evaluation of reports and subject to board approval, the demerger would lead to the consequential listing of Inox Renewable Solutions Ltd.
- ✘ The proposed demerger will result in a cleaner and asset-light balance sheet.
- ✘ **The proposed demerger will also eliminate the associated depreciation in the income statement to be reflected in higher profit after tax**

Digital Transformation Initiatives of IGESL



Scope of contracts include both comprehensive O&M and common infrastructure O&M

Annual Maintenance Contract

Annual Operations & Maintenance Contract

Semi-Comprehensive Operations & Maintenance Contract

Comprehensive Operations & Maintenance Contract

FUTURE GROWTH STRATEGY

IGESL targets to almost double its portfolio to ~ 6 GW by FY26 and ~ 10 GW in the next 3-4 years from ~3.5 GW currently through a mix of organic and inorganic growth

Inorganic growth opportunities

- ✂ **Portfolio acquisitions:** O&M business of inactive/stressed players maintaining ~10GW of capacity provides a significant opportunity for IGESL's inorganic growth. Majority of this fleet is across retail customers. #
- ✂ **Customer acquisitions:** Customers across the board are looking for a switchover to a strong, credible, renowned and Indian O&M service provider. At IGESL, we are well placed to capture this opportunity going forward.

Organic growth opportunities

- ✂ Growing the portfolio through new long-term O&M contracts with customers purchasing IWL's WTGs – IWL's order book of 3.3 GW provides a very strong visibility.
- ✂ Group's foray into solar to add large scale solar project O&M to IGESL's portfolio.
- ✂ O&M contracts from group IPP platform, which targets 3 GW of installed capacity, to add to the growing portfolio.
- ✂ Revision/Reset of shared services / comprehensive O&M contracts.
- ✂ Value added services to contribute meaningfully to the topline.

Source: Industry Report. Inactive players include turbines supplied by players which do not offer equipment or services as of fiscal 2021

IGESL – ESG FRAMEWORK

Global Reporting Initiative Standard

Business Responsibility & Sustainability Reporting

Policy Structure & Certifications

Environment

- Environment & Energy as part of IMS
- ISO 14001:2015:- Environment Management System
- Reducing emissions, water usage and waste generation

Social

- Guidelines on Human Rights
- Corporate Social Responsibility Policy
- Occupational Health & Safety
- Equal Employment Opportunity
- Stakeholder engagement

Governance

- Board Diversity
- Code of Conduct
- Related Party Transaction Policy
- Whistle Blower Policy
- Data Policy

Sources of emissions

Scope 1 emissions

Includes: **Use of diesel**

Total: **1009 tons CO2 equivalent**

Reduction measures: **Replacing diesel with greener fuels like CNG or use Electric Vehicles**

Scope 2 emissions

Includes: **Purchased electricity**

Total: **93 tons CO2 equivalent**

Reduction measures: **Using green energy for our business requirements**

Scope 3 emissions

Includes: **Purchased goods and services, capital goods, fuel and energy related activities, waste generated**

Total: **456 tons CO2 equivalent**

Reduction measures: **Purchasing goods with least carbon footprint**

MACRO ENVIRONMENT ENTAILS SIGNIFICANT WIND CAPACITY ADDITION OVER THE NEXT DECADE



WIND – A MULTI-DECADAL GROWTH STORY

~ 80 GW of wind capacity to be added in the next 8 years as per the National Electricity Plan – provides visibility of > Rs 6 trn for wind OEMs and a large multi-year opportunity for O&M service providers; 250 GW of RE projects to be awarded over FY24-28

India's power demand-supply mismatch to continue at least over the next decade

Wind continues to be one of the cheapest sources of power, competitive with Indian solar, much lower than APPC; tariffs discovered in the recent auctions ranged at Rs 3.2-3.3/unit for hybrid, ~ Rs 3.6/unit for plain vanilla wind and Rs 4.25-4.56/unit for FDRE projects

Hybrid / RTC / FDRE projects are the way forward due to: 1. Higher project PLFs, 2. Increased grid utilization, 3. Round-the-clock generation potentially replacing conventional sources for base power supply, 4. Lower LCoE and better IRRs for project developers

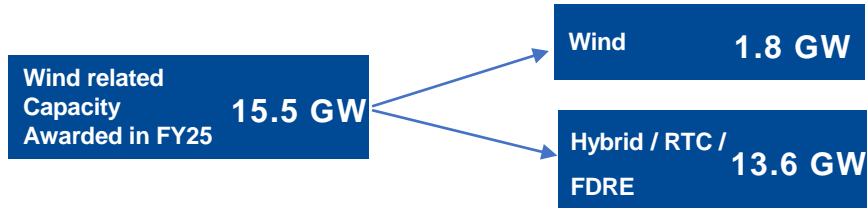
Strong growth in demand from commercial & industrial (C&I) players for renewable power due to its green credentials and large price arbitrage w.r.t. grid based / merchant power.

Draft proposal of domestic content requirement for wind turbines by NITI Aayog may lead to further consolidation of suppliers in the domestic market

India's Green Hydrogen targets of 5 mmtpa to require incremental 125 GW of RE capacity addition (both solar & wind)

FAVORABLE MACRO ENVIRONMENT FOR THE INDIAN WIND SECTOR

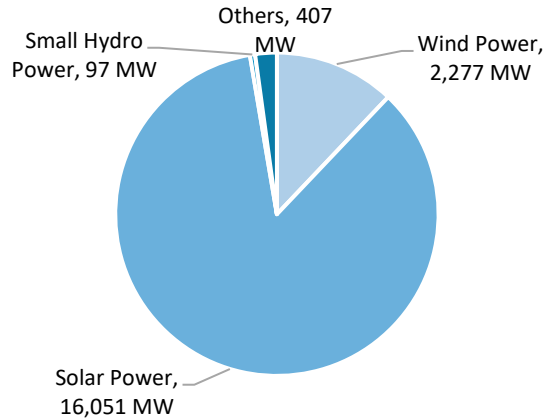
12 GW capacity has been awarded in FY25 for wind / hybrid / FDRE projects



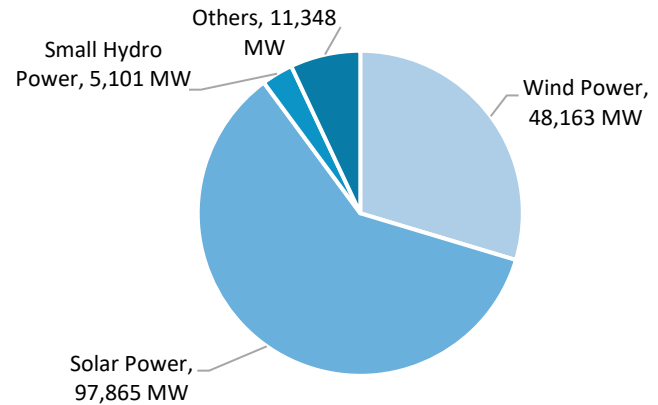
India to add > 350 GW of additional RE capacity by 2032

India's Renewable Energy Installed capacity target by 2032 as per NEP	596 GW	Capex required for ~ 440 GW of RE capacity addition over 2022-32	~ Rs 28 trn
India Solar Installed Capacity target by 2032 as per the NEP	365 GW	Capex required for ~ 311 GW of Solar capacity addition over 2022-32	~ Rs 15 trn
India Wind Installed Capacity target by 2032 as per the NEP	~125 GW	Capex required for ~ 89 GW of Wind capacity addition over 2022-32	~ Rs 6 trn
India BESS Installed Capacity target by 2032 as per the NEP	~47 GW / 236 GWh	Capex required for BESS capacity addition over 2022-32	~ Rs 3.5 trn

2,277 MW Wind Capacity was added in 9M FY25; All-India RE capacity (ex-large hydro of 47GW) reached 162 GW in Dec'24



18.8 GW RE capacity was added in 9M FY25



Cumulative RE capacity reached 162 GW in Dec'24

KEY FINANCIALS



KEY FINANCIALS - CONSOLIDATED INCOME STATEMENT

Figures in Rs crores

Particulars	Q3 FY25	Q2 FY25	Q3 FY24
Income			
a) Revenue from operation (net of taxes)	61.1	55.2	60.0
b) Other Income	12.8	9.2	0.6
Total Income from operations (net)	74.0	64.4	60.5
Expenses			
(a) EPC, O&M, Common infrastructure facility expenses	22.2	17.8	28.6
(b) Purchases of stock-in-trade	-	-	-
(c) Changes in inventories	-	-	-
(d) Employee benefits expense	13.0	11.0	7.6
(e) Finance costs	4.0	4.7	4.9
(f) Depreciation and amortisation expense	13.5	13.4	13.3
(g) Other expenses	10.4	7.8	3.9
Total Expenses (a to g)	62.9	54.7	58.3
Less: Expenditure capitalised	-	-	-
Net Expenditure	62.9	54.7	58.3
Profit/(Loss) before & tax	11.0	9.7	2.3
Exceptional items	-	-	-
Profit from ordinary activities before tax (3-4)	11.0	9.7	2.3
Total Provision for Taxation	5.2	3.6	1.5
Profit/(Loss) after tax from continuing operations	5.8	6.1	0.8
Profit/(loss) after tax for the period	5.2	6.1	(1.4)
EBITDA including discontinued operations	29.2	34.7	23.7

THANK YOU

Investor Relations

Contact No: +91 120 614 9600

Email : investor@inoxgreen.com

Follow us on
Social Media:



This presentation and the related discussions may contain “forward looking statements” by Inox Green Energy Services Limited (“IGESL” 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 IGESL about the business, industry and markets in which IGESL 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 IGESL’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 IGESL. In particular, such statements should not be regarded as a projection of future performance of IGESL. It should be noted that the actual performance or achievements of IGESL may vary significantly from such statements.

Accordingly, this presentation is subject to disclaimer and qualified in its entirety, by assumptions and qualifications and therefore, the readers and participants are cautioned not to place undue reliance on forward looking statements as a number of factors could cause assumptions, actual future results and events can differ materially from those expressed in the forward looking statements.