



Investor Teleconference August 5, 2011

2Q11 results

Industry Data and Forward-Looking Statements



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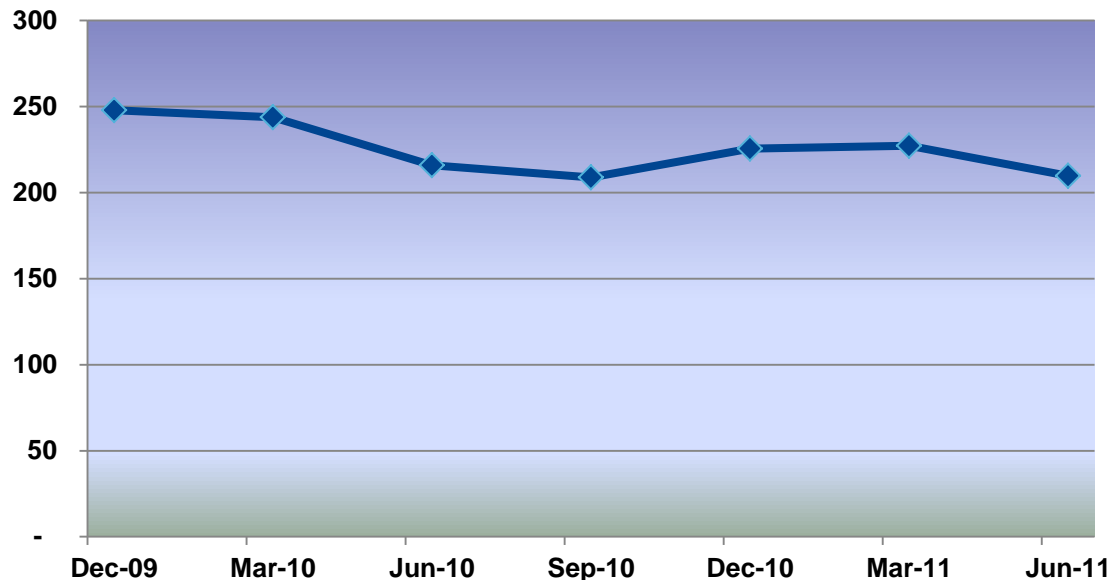


 **Broadwind**[™] Build it better
ENERGY

Order and Backlog Trend



Backlog \$M



	Orders*	
	Q2	YTD
2011	\$22M	\$67M
2010	\$9M	\$24M

*Net of Cancellation and Discontinued Operations

Key Initiatives-2011

■ Diversify Customer Base

- Goldwind order in Q1
- Industrial gearing orders sharply higher in Q2

■ Improve Profitability

- Sale of Logistics business in Q1
- Better utilization of tower and gearing facilities

■ Rebalance Wind/Industrial Sales Mix

- Gearing industrial revenue exceeded wind revenue in Q2
- Specialty weldments revenue YTD is double 2010 first half

■ Develop a Customer-Centric Orientation

- Added 7 new sales staff in 2011
- Implemented Salesforce.com for better feedback tracking
- Weekly sales calls for a better pulse on the market

Consolidated Results



	Q2		June YTD	
	2011	2010	2011	2010
Revenue-\$M	39.3	33.6	82.9	55.3
Gross Profit-\$M	2.9	0.2	5.5	(3.3)
EBITDA-\$M	0.1	(3.2)	0.4	(10.3)
Operating Income-\$M	(4.3)	(12.2)	(8.3)	(24.3)
EPS Continuing- \$	(0.04)	(0.12)	(0.08)	(0.24)

Second Quarter 2011

- Production volume more than double prior year
- Capacity utilization increased from 35% to 70%
- 16.7% EBITDA margin reflects higher mix of “fabrication-only” towers

(\$ in Millions)

	Q2		YTD		
	2011	2010	2011	2010	
MW	210	87	403	149	
Revenue-\$M	24.5	16.5	52.7	28.6	
Op Income-\$M	2.8	(0.6)	5.2	(1.9)	
Adj. EBITDA-\$M	4.1	0.5	7.7	0.4	
	%	16.7%	3.0%	14.6%	1.4%

Strategic Focus

- Increase capacity utilization
- Diversify customer base
- Grow Heavy Industries product line

Second Quarter 2011

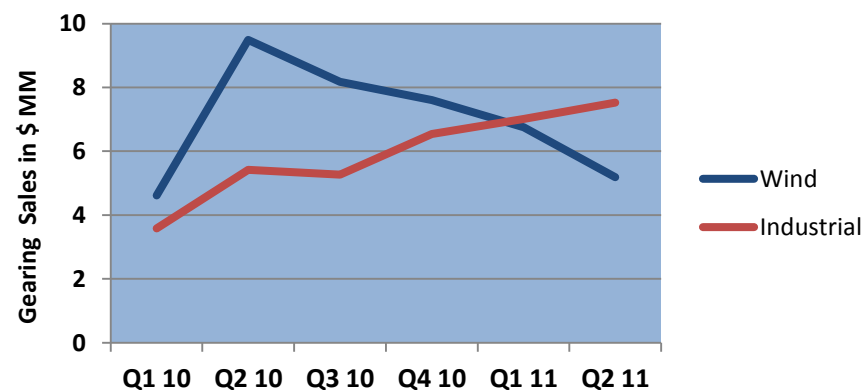
- Operating loss benefitted from a more favorable customer mix
- Expenses rose \$0.7M associated with environmental compliance

(\$ in Millions)

	Q2		YTD	
	2011	2010	2011	2010
MW-Wind	110	244	267	467
Revenue-\$M	12.5	14.3	26.1	22.0
Op Income-\$M	(2.8)	(2.8)	(5.2)	(7.9)
Adj. EBITDA-\$M	(0.4)	(0.8)	(0.2)	(3.4)
	%			
	-3.2%	-5.6%	-0.8%	-15.5%

Strategic Focus

- Growth in non-wind markets
- Improve capacity utilization
- Leverage gearing expertise in drivetrain services
- Improve margins



Second Quarter 2011

- Operating income for 2010 included \$4.6M of impairment
- Strong orders for the quarter - Book:Bill for Q2 11 was 1.5

(\$ in Millions)

	Q2		YTD		
	2011	2010	2011	2010	
Revenue-\$M	2.4	2.9	4.2	4.9	
Op Income-\$M	(2.1)	(6.5)	(3.4)	(8.9)	
Adj. EBITDA-\$M	(1.7)	(0.9)	(2.9)	(2.5)	
	%	-70.8%	-31.0%	-69.0%	-51.0%

Strategic Focus

- Shift from a turbine installation revenue stream to ongoing maintenance
- Expand O&M contract baseload
- Improve margins

Operating Working Capital



	6/30/11	12/31/10
Accounts Receivable, net	27,240	21,427
Inventories, net	22,443	17,739
Accounts Payable	(18,383)	(22,342)
Customer Deposits	<u>(21,038)</u>	<u>(8,881)</u>
Operating Working Capital	10,262	7,943
<i>-% Q2 Revenue Annualized</i>	6.5%	4.2%

Liquidity



	6/30/11	12/31/10
Lines of credit, notes payable	1,463	140
Long-term debt	9,119	11,108
Capital leases	<u>2,344</u>	<u>2,768</u>
Debt and capital lease	12,926	14,016
Cash and investment related assets	<u>10,477</u>	<u>15,501</u>
Net debt	2,449	(1,485)
Memo: available line of credit	10,000	10,000