



Investor Teleconference March 15, 2011

4Q10 and year-end 2010 results

Industry Data and Forward-Looking Statements



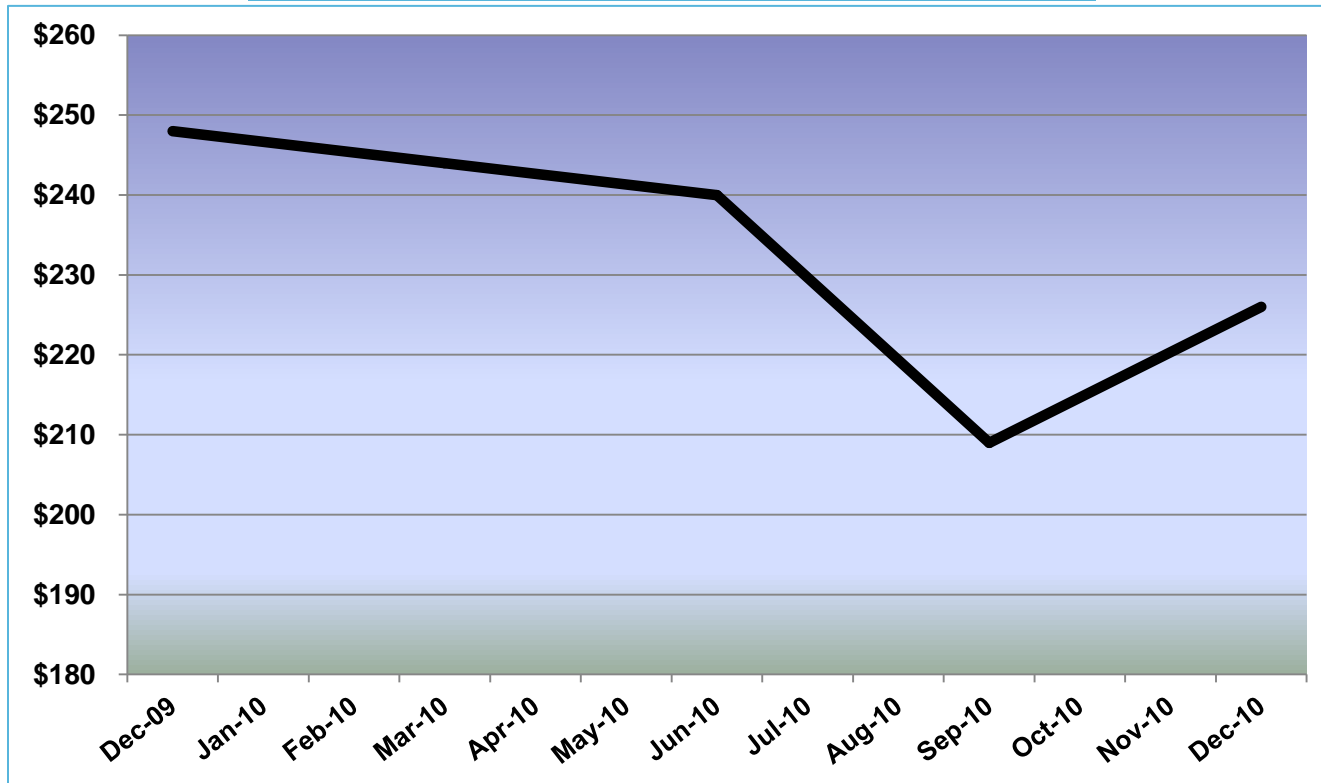
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This document contains non-GAAP financial information. Broadwind's management believes that certain non-GAAP financial measures may provide users of this financial information meaningful comparisons between current results and results in prior operating periods. Management believes that these non-GAAP financial measures can provide additional meaningful reflection of underlying trends of the business because they provide a comparison of historical information that excludes certain infrequently occurring or non-operational items that impact the overall comparability. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP. Please see Broadwind's earnings release dated as of March 15, 2011 for a reconciliation of certain non-GAAP measures presented in this document.

Order and Backlog Trend

Backlog



Q4 Orders

2009 \$20 million

2010 \$64 million

Fourth Quarter 2010

- Record monthly production at Manitowoc
- ISO Certification
- 2010 Market Share doubles to 10%
- Writedown of Brandon Facility – \$13 million

Strategic Focus

- Diversify customer base
- Increase capacity utilization
- Improve profit margin even with lower revenue

(\$ in Millions)

	Q4		YEAR	
	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
Megawatts	284	120	554	541
Revenue - \$	30.3	17.2	76.2	93.3
Op Income - \$	(9.3)	(1.9)	(11.4)	(0.5)
Adj EBITDA - \$	5.6	1.3	6.6	6.0
(-%)	18.4	7.7	8.9	6.5

Broadwind Brad Foote Gearing



Fourth Quarter 2010

- Sales up 43% from prior year
- Improved operations – lower scrap and warranty expense
- High growth oil and gas and mining markets

Strategic Focus

- Growth in Non-Wind Markets
- Improve capacity utilization
- Leverage drivetrain service capabilities
- Improve margins

(\$ in Millions)

	Q4		YEAR	
	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
Megawatts Wind	207	107	883	729
Revenue - \$	13.9	9.7	49.0	64.5
Op Income - \$	(2.2)	(85.3)	(13.7)	(97.1)
Adj EBITDA - \$	0.2	(2.0)	(4.2)	(0.7)
	(-%)	1.8	(9.3)	(1.1)

Fourth Quarter 2010

- Completed \$7 million drivetrain service investment
- Expanded tech service customer base
- Impairment of investment - \$23 million

Strategic Focus

- Launch drivetrain services operation
- Shift from a turbine installation revenue stream to ongoing maintenance
- Expand O&M contracts
- Improve margins

(\$ in Millions)

	Q4		YEAR	
	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
Revenue - \$	3.5	5.4	12.1	27.6
Op Income - \$	(23.7)	(1.2)	(34.7)	(0.6)
Adj EBITDA - \$	(0.4)	(0.1)	(3.9)	2.8
	(-%)	(2.1)	(32.4)	(10.3)

Operating Working Capital



	12/31/10	12/31/09
Accounts Receivable, net	21,427	21,487
Inventories, net	17,739	8,825
Accounts Payable	(22,342)	(14,499)
Customer Deposits	<u>(8,881)</u>	<u>(10,199)</u>
Operating Working Capital	7,943	5,614
<i>-% Q4 Revenue Annualized</i>	4.2%	4.4%

Liquidity



	12/31/10	12/31/09*
Lines of credit, notes payable	140	10,717
Long term debt	11,108	24,799
Capital leases	<u>2,768</u>	<u>4,416</u>
Debt and Capital Lease	14,016	39,932
Cash and Equivalents	<u>15,501</u>	<u>6,839</u>
Net Debt	(1,485)	33,093
Memo: Available line of credit	10,000	1,402

* Not restated for Badger divestiture

Eight Quarter Sales & EBITDA Trend

