

BROADWIND | THINK BIG.

Third Quarter 2024 Conference Call Presentation

November 13, 2024

SAFE HARBOR STATEMENT

This document contains “forward looking statements”—that is, statements related to future, not past, events—as defined in Section 21E of the Securities Exchange Act of 1934, as amended, that reflect our current expectations regarding our future growth, results of operations, financial condition, cash flows, performance, business prospects and opportunities, as well as assumptions made by, and information currently available to, our management. We have tried to identify forward looking statements by using words such as “anticipate,” “believe,” “expect,” “intend,” “will,” “should,” “may,” “plan” and similar expressions, but these words are not the exclusive means of identifying forward looking statements. Forward looking statements include any statement that does not directly relate to a current or historical fact.

Our forward-looking statements may include or relate to our beliefs, expectations, plans and/or assumptions with respect to the following: (i) the impact of global health concerns on the economies and financial markets and the demand for our products; (ii) state, local and federal regulatory frameworks affecting the industries in which we compete, including the wind energy industry, and the related extension, continuation or renewal of federal tax incentives and grants, including the advanced manufacturing tax credits, and state renewable portfolio standards as well as new or continuing tariffs on steel or other products imported into the United States; (iii) our customer relationships and our substantial dependency on a few significant customers and our efforts to diversify our customer base and sector focus and leverage relationships across business units; (iv) our ability to operate our business efficiently, comply with our debt obligations, manage capital expenditures and costs effectively, and generate cash flow; v) the economic and operational stability of our significant customers and suppliers, including their respective supply chains, and the ability to source alternative suppliers as necessary; (vi) our ability to continue to grow our business organically and through acquisitions; (vii) the production, sales, collections, customer deposits and revenues generated by new customer orders and our ability to realize the resulting cash flows; (viii) information technology failures, network disruptions, cybersecurity attacks or breaches in data security; (ix) the sufficiency of our liquidity and alternate sources of funding, if necessary; (x) our ability to realize revenue from customer orders and backlog (including our ability to finalize the terms of the remaining obligations under a supply agreement with a leading global wind turbine manufacturer); (xi) the economy and the potential impact it may have on our business, including our customers; (xii) the state of the wind energy market and other energy and industrial markets generally, including the availability of tax credits, and the impact of competition and economic volatility in those markets; (xiii) the effects of market disruptions and regular market volatility, including fluctuations in the price of oil, gas and other commodities; (xiv) competition from new or existing industry participants including, in particular, increased competition from foreign tower manufacturers; (xv) the effects of the change of administrations in the U.S. federal government; (xvi) our ability to successfully integrate and operate acquired companies and to identify, negotiate and execute future acquisitions; (xvii) the potential loss of tax benefits if we experience an “ownership change” under Section 382 of the Internal Revenue Code of 1986, as amended; (xviii) the limited trading market for our securities and the volatility of market price for our securities; (xix) our outstanding indebtedness and its impact on our business activities (including our ability to incur additional debt in the future); and (xx) the impact of future sales of our common stock or securities convertible into our common stock on our stock price. These statements are based on information currently available to us and are subject to various risks, uncertainties and other factors that could cause our actual growth, results of operations, financial condition, cash flows, performance, business prospects and opportunities to differ materially from those expressed in, or implied by, these statements including, but not limited to, those set forth under the caption “Risk Factors” in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2023, as supplemented by the risk factors set forth under the caption “Risk Factors” in Part II, Item IA of our Quarterly Report on Form 10-Q for the quarter ended September 30, 2024. We are under no duty to update any of these statements. You should not consider any list of such factors to be an exhaustive statement of all of the risks, uncertainties or other factors that could cause our current beliefs, expectations, plans and/or assumptions to change. Accordingly, forward-looking statements should not be relied upon as a predictor of actual results.

3Q24 PERFORMANCE SUMMARY



PERFORMANCE UPDATE

Third Quarter 2024

Investment Thesis

Building a platform for profitable growth

Building a profitable precision manufacturing platform to support growing **demand for energy transition and renewables-focused specialty fabrications and technologies**

Passage of IRA **fundamentally transforming the margin and profitability profile of our business,** with a decade of tax credit support under the legislation

Building **balanced exposure across both renewables and diverse end-markets**, which provides more stability versus wind-only order flows

Strengthening liquidity position due to the monetization of earned AMP tax credits

Positioned to capitalize on a **recovery in the domestic onshore wind market into 2025-2026**

Maintained 3Q24 profitability despite near-term demand softness

Acceleration in order activity entering Q4 24

Strategic Progress Points

As of November 2024

Consistent operational execution. Operational execution drove favorable operating leverage and consistent profitability despite transitional pause in demand

Targeted cost reduction actions. Nine months ended 9/30/24 reduced fixed overhead by more than $3.6M million through targeted operating expenditure reductions and procurement efficiencies

Gradual recovery in tower demand. Tower sections sold increased sequentially for the first time in a year, supportive of expected recovery in onshore wind activity over the next two years

Disciplined balance sheet management. Total liquidity of $19 million as of 9/30/24; net leverage of 1.4x

Introduced fourth quarter 2024 financial guidance.

CONSOLIDATED FINANCIAL PERFORMANCE

Cost structure optimization preserved operating leverage, resulting in sustained profitability

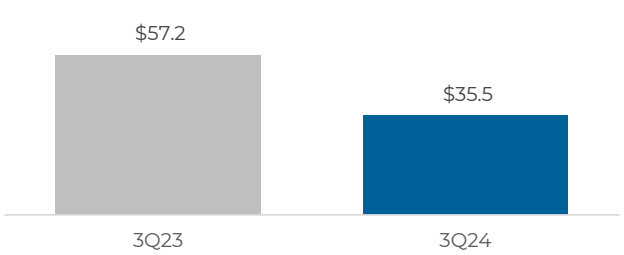
Sustained operational discipline, productivity improvements and price discipline drive continued profitability

Year-over-year revenue declines across all three segments due to lower sales volumes across key wind, energy and industrials end-markets

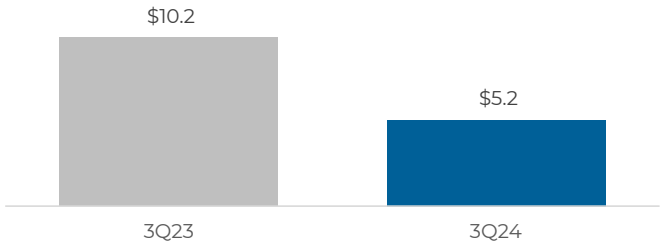
Gross margin decreased to 14.6%, while Adjusted EBITDA margin decreased to 9.5% on lower volumes

Continued to optimize fixed cost structure through targeted operating expense reductions and procurement optimization

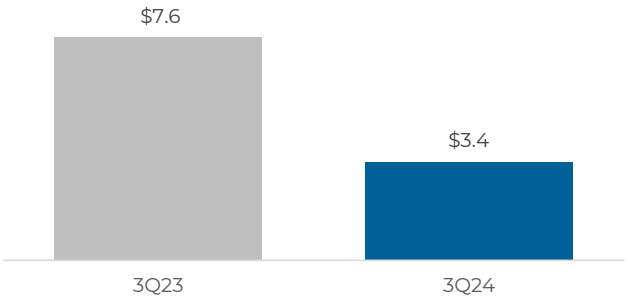
Total Revenue ($MM)



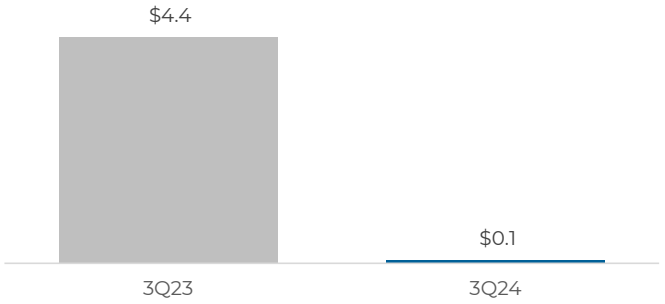
Gross Profit ($MM)



Adjusted EBITDA ($MM)



GAAP Net Income ($MM)



HEAVY FABRICATIONS SEGMENT

Third Quarter 2024

Fixed cost reductions and operational rigor remain in focus

Ongoing pause in onshore wind demand resulted in softer revenues while cost discipline drove sustained mid-teens Adj. EBITDA margin

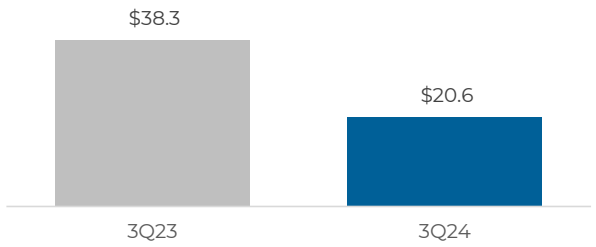
Segment EBITDA margin decreased 150bps y/y to 16.6% in 3Q24, on 46% lower revenue generation

Orders increased y/y (39%) for the first time in nearly 2 years

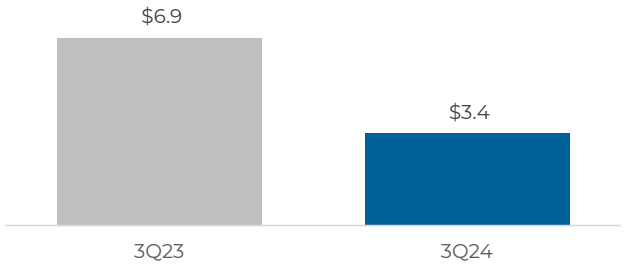
Segment book-to-bill remained steady sequentially at 0.5x

Segment backlog of $95 million as of 3Q24

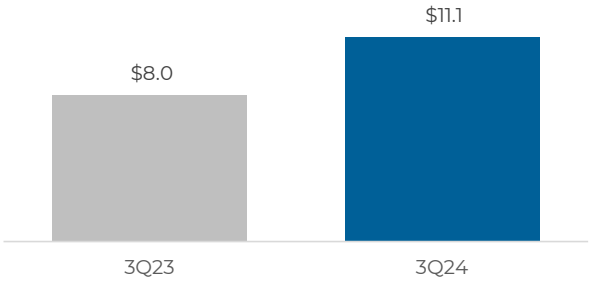
Segment Revenue
($MM)



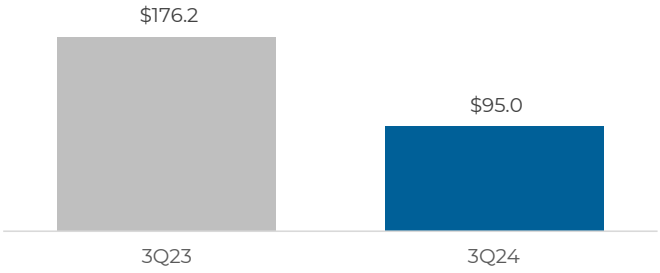
Segment EBITDA
($MM)



Segment Orders
($MM)



Segment Backlog at Quarter-End
($MM)



GEARING SEGMENT

Third Quarter 2024

Operational efficiencies drive sustained EBITDA profitability

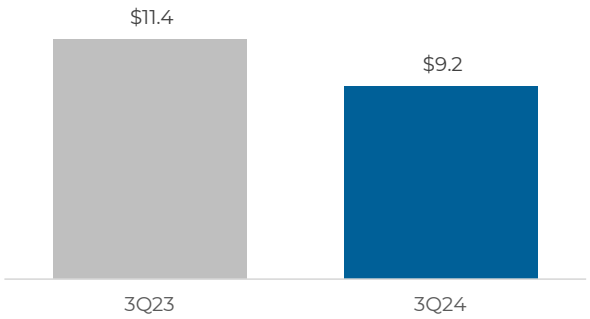
Orders increased 46% y/y due to improved demand from power generation and infrastructure markets

Segment revenue fell 20% y/y due to ongoing softness in steel and oil & gas, but was **partly offset by growth in industrial revenues**

Favorable quoting activity with new customers in new and existing end-markets due to enhanced process capabilities and commercial sales efforts

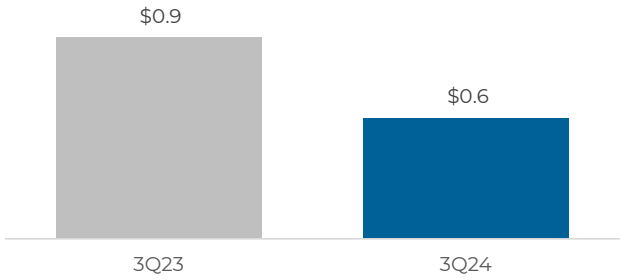
Segment Revenue

($MM)



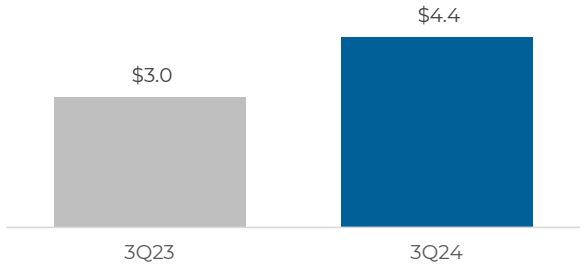
Segment EBITDA

($MM)



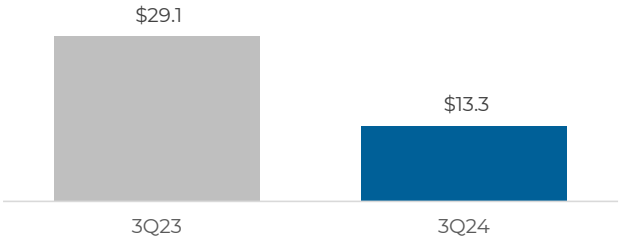
Segment Orders

($MM)



Segment Backlog at Quarter-End

($MM)



INDUSTRIAL SOLUTIONS SEGMENT

Third Quarter 2024

Orders trending favorably, resulting in backlog growth; Operational focus led to sustained double-digit Adj. EBITDA margins

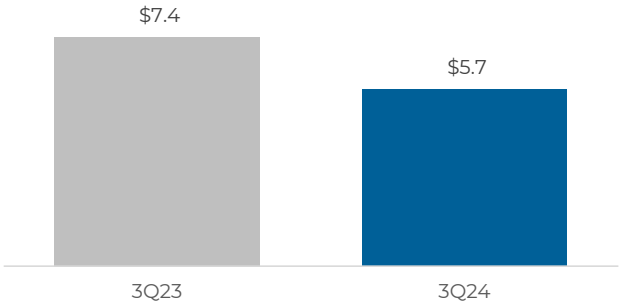
Segment orders grew 52% y/y, while backlog increased by 4% driven by a book-to-bill 1.3x

Segment order growth was driven by considerable strength in natural gas turbine demand

Segment revenue declined by $1.7 million y/y while Adj. EBITDA fell $0.3 million y/y as solid mix helped preserve profitability

Segment Revenue

($MM)



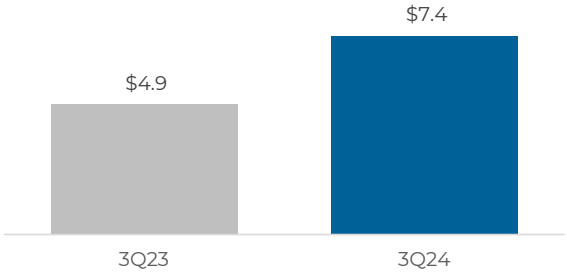
Segment EBITDA

($MM)



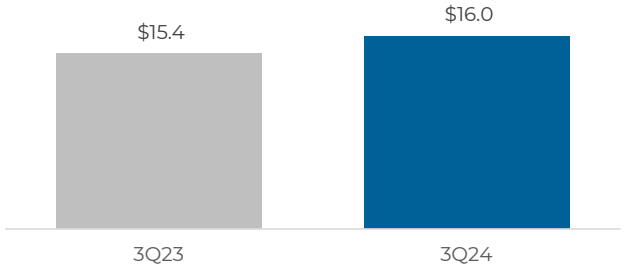
Segment Orders

($MM)



Segment Backlog at Quarter-End

($MM)



BALANCE SHEET UPDATE

Third Quarter 2024

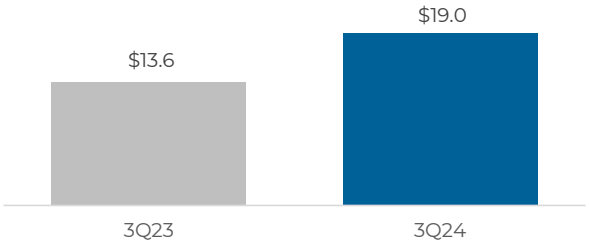
Disciplined balance sheet management supports business through transitional period

Capital allocation priorities include debt reduction, organic investments in IP; and opportunistic investments in complementary, immediately accretive bolt-on acquisitions

$19.0 million of cash and availability under credit facility as of 9/30/24, an increase of more than $5 million y/y

Net leverage of 1.4x as of 9/30/24, down from 1.7x in the PY period

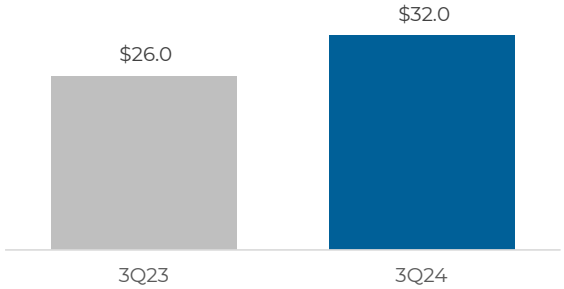
Cash and LOC Availability at Quarter-End
($MM)



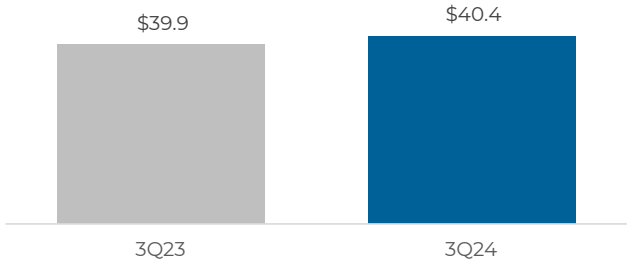
Net Debt Outstanding[1]
($MM)



Total Net Operating Working Capital
($MM)



Total Inventory
($MM)



(1) On August 4, 2022, Broadwind entered in to a $35.0 million Senior Secured Revolving Credit Facility (the "Credit Facility"), including an optional $10.0 million accordion feature, and a $7.6 million Senior Secured Term Loan (the "Term Loan). The Term Loan bears interest at SOFR +2.5%; the Credit Facility bears interest at SOFR +2.0-2.5%, subject to the level of excess availability on the Credit Facility.

FOURTH QUARTER 2024 FINANCIAL GUIDANCE

As of November 13, 2024

Introducing Fourth Quarter 2024 revenue and Adjusted EBITDA guidance

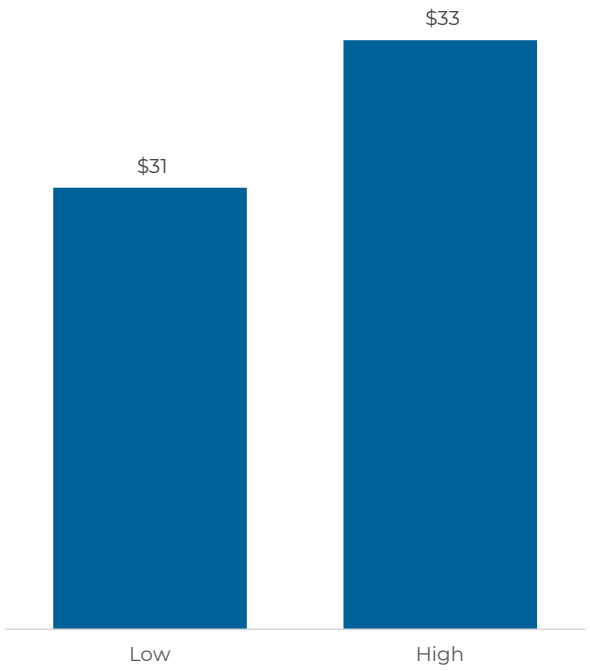
Guidance supported by targeted commercial growth within high-value, growth-oriented fabrications markets, together with a targeted focus on asset optimization and operational discipline

Assumes approximately 25% utilization at tower facilities in the fourth quarter 2024, as if no new tower orders were received

Expect continued gradual improvement in onshore wind demand as recovery accelerates into 2025

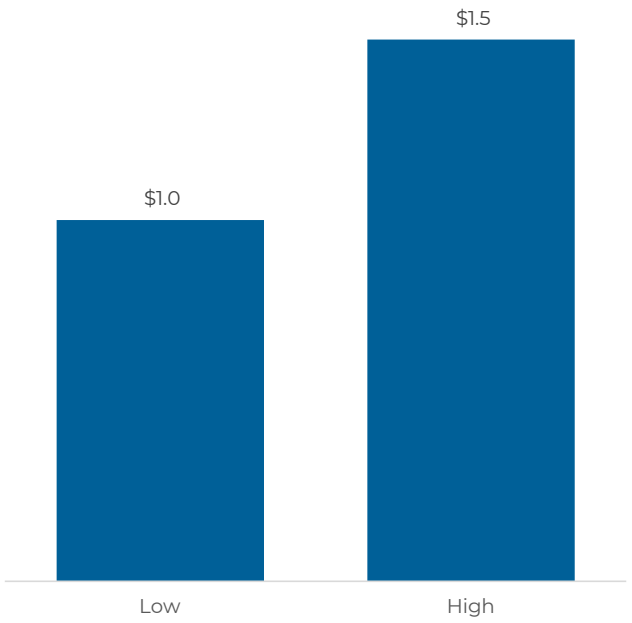
Total Revenue Range

($MM)



Total Adjusted EBITDA Range

($MM)



APPENDIX



CORPORATE OVERVIEW

We support the world's energy transition as a leading independent producer of wind towers, gearing, custom fabrications, clean fuel processing systems and supply chain solutions

Broadwind is a precision manufacturer of technologically advanced, high-value components and solutions for industrial clients.

We are one of the leading independent wind tower manufacturers in the United States.

Our most significant business serves the US domestic wind energy industry, with primary production facilities that are strategically located to meet our customers' project needs.

We also serve industrial customers in a diversified set of industrial markets including oil & gas, industrial, power generation, mining and construction.

This strategic diversification allows us to leverage our manufacturing expertise to improve capacity utilization, expand our customer base and balance our exposure to the volatile demand in the US wind energy industry.

OUR BUSINESS

Building a platform sustained, profitable growth and long-term value creation

What we do

Precision manufacturing within wind sector and other diverse end-markets

Heavy Fabrications Segment	We provide large complex and precision fabrications to customers in a broad range of industrial markets, as well as proprietary clean fuel processing systems. Key products include wind towers, PRS units and industrial fabrications, which include components for mining, construction, marine, material handling and other applications	66% of 2023 Revenue
Gearing Segment	We provide custom gearing, gearboxes and heat treat services to a broad set of customers in diverse markets, including oil and gas production, surface and underground mining, wind energy, steel, material handling and other infrastructure markets	22% of 2023 Revenue
Industrial Solutions Segment	We provide supply chain solutions, inventory management, kitting and assembly services, primarily serving the combined cycle natural gas turbine and solar power generation markets	12% of 2023 Revenue

Why we win

Unique Value Proposition

- Proven engineering, product development and technical capabilities
- Expertise in manufacturing large, complex fabrications, gearing, and proprietary clean fuel processing systems
- Integrated design, sourcing, fabrication, machining, coating, assembly
- Stringent testing and quality capabilities
- Targeted, multi-industry focus

Our manufacturing base

Established Original Equipment Manufacturer ("OEM") Relationships



Manitowoc, WI
Tower Manufacturing
Industrial Fabrications
Facility



Abilene, TX
Tower Manufacturing
Industrial Fabrications
Facility



Cicero, IL
Gear Manufacturing
and Gearbox Repair
Facility



Pittsburgh, PA
Gearbox Repair and
Heat Treat Facility



Sanford, NC
Industrial Solutions
and Gearbox Repair
Facility

Our customer base

Established OEM Relationships

SIEMENS Gamesa RENEWABLE ENERGY

NORDEX We've got the power.

Ingersoll Rand

CATERPILLAR

KONECRANES

INFLATION REDUCTION ACT IMPACT BENEFIT

At full utilization, IRA could provide up to ~$30 million in incremental annual gross profit

The IRA serves to materially enhance tower production economics

The IRA, which passed into law in 2022, provides critical industries, including those supporting the energy transition, with tax credits designed to accelerate a generational shift in the energy production mix from fossil fuels toward renewable energy, including wind.

Included within **section 45x** of the IRA is a provision for a new advanced manufacturing tax credit

Theoretical IRA Benefit to Broadwind

Quantifying potential impact of the 45x advanced manufacturing credit

Annual tower production @ 100% utilization[1]	325 towers
Average MW per Tower[2]	3.1 avg. MW per tower
Total Watts per MW	1,000,000
Cents Per Watt[3]	$0.03 per watt
Financial benefit of 45x credit per MW[4]	$30,000
Average benefit per tower[5]	$93,000
Theoretical annual gross profit benefit to Broadwind	**$30 million**

(1) Broadwind has an estimated 1,300 sections of annual optimal tower capacity; assuming each tower is four sections, the Company has the theoretical capacity to produce up to 325 towers
(2) Common OEM platforms range from 2.8 to 3.4 MW per tower
(3) As defined in the Inflation Reduction Act of 2022, section 45x (B)(2)(A)(0)
(4) $0.03 x 1,000,000 watts per MW
(5) Assuming average MW per tower of 3.1

Broadwind is prepared to leverage the benefits of the IRA to create shareholder value

PASSAGE OF IRA SUPPORTS MULTI-YEAR INVESTMENT IN WIND

Inflation Reduction Act of 2022 supports multi-decade decarbonization of domestic energy grid

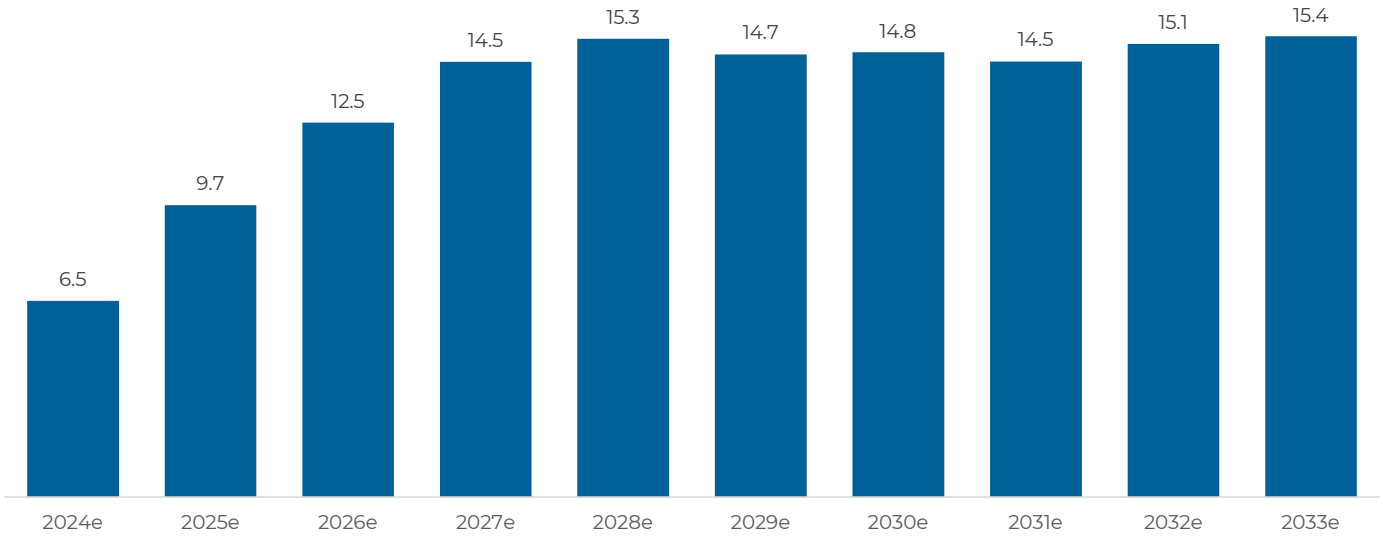
IRA provides transformative, long-term funding for the entire energy ecosystem, including wind and solar

The passage of the IRA extends tax credit availability into the mid-2030s

The wind industry is poised to capitalize on available domestic content tax credits, providing long-term support for multi-year investments in both onshore and offshore wind development

We will seek to drive growth in excess of domestic onshore installation activity growth

United States Onshore Wind Development Forecast[1]
(Total GW Installed Annually, Includes Repowering (2024e-2033e)



(1) Wood Mackenzie Power & Renewables – Wind Power Outlook – **Updated September 2024**

Broadwind is uniquely positioned to take advantage of the increased development activity driven by the IRA. Our Board and Management have deep knowledge of the wind market.

APPENDIX

Balance Sheet

	September 30, 2024	December 31, 2023
ASSETS		
CURRENT ASSETS:		
Cash	$ 1,384	$ 1,099
Accounts receivable, net	13,361	19,231
AMP credit receivable	2,899	7,051
Contract assets	1,764	1,460
Inventories	40,381	37,405
Prepaid expenses and other current assets	2,278	3,500
Total current assets	62,067	69,746
LONG-TERM ASSETS:		
Property and equipment, net	46,584	47,123
Operating lease right-of-use assets, net	14,299	15,593
Intangible assets, net	1,568	2,064
Other assets	606	630
TOTAL ASSETS	$ 125,124	$ 135,156
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Line of credit and current maturities of long-term debt	$ 11,367	$ 5,903
Current portion of finance lease obligations	2,270	2,153
Current portion of operating lease obligations	2,059	1,851
Accounts payable	17,351	20,728
Accrued liabilities	4,006	6,477
Customer deposits	4,366	16,500
Total current liabilities	41,419	53,612
LONG-TERM LIABILITIES:		
Long-term debt, net of current maturities	5,581	6,250
Long-term finance lease obligations, net of current portion	4,135	3,372
Long-term operating lease obligations, net of current portion	14,334	15,888
Other	14	15
Total long-term liabilities	24,064	25,525
COMMITMENTS AND CONTINGENCIES		
STOCKHOLDERS' EQUITY:		
Preferred stock, $0.001 par value; 10,000,000 shares authorized; no shares issued or outstanding	-	-
Common stock, $0.001 par value; 45,000,000 shares authorized; 22,387,984 and 21,840,301 shares issued as of September 30, 2024 and December 31, 2023, respectively	22	22
Treasury stock, at cost, 273,937 shares as of September 30, 2024 and December 31, 2023, respectively	(1,842)	(1,842)
Additional paid-in capital	400,892	399,336
Accumulated deficit	(339,431)	(341,497)
Total stockholders' equity	59,641	56,019
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	$ 125,124	$ 135,156

APPENDIX

Income Statement

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Revenues	$ 35,503	$ 57,163	$ 109,571	$ 156,879
Cost of sales	30,306	46,996	92,171	131,403
Gross profit	5,197	10,167	17,400	25,476
OPERATING EXPENSES:				
Selling, general and administrative	3,854	4,635	12,391	16,113
Intangible amortization	165	165	496	498
Total operating expenses	4,019	4,800	12,887	16,611
Operating income	1,178	5,367	4,513	8,865
OTHER EXPENSE, net:				
Interest expense, net	(1,058)	(932)	(2,316)	(2,171)
Other, net	(5)	(13)	2	(37)
Total other expense, net	(1,063)	(945)	(2,314)	(2,208)
Net income before provision for income taxes	115	4,422	2,199	6,657
Provision for income taxes	41	28	133	79
NET INCOME	$ 74	$ 4,394	$ 2,066	$ 6,578
NET INCOME PER COMMON SHARE - BASIC:				
Net income	$ 0.00	$ 0.21	$ 0.09	$ 0.31
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING - BASIC	22,029	21,337	21,803	21,101
NET INCOME PER COMMON SHARE - DILUTED:				
Net income	$ 0.00	$ 0.20	$ 0.09	$ 0.31
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING - DILUTED	22,100	21,574	21,904	21,451

APPENDIX

Statement of Cash Flows

	Nine Months Ended September 30,	
	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	$ 2,066	$ 6,578
Adjustments to reconcile net cash used in operating activities:		
Depreciation and amortization expense	4,986	4,772
Deferred income taxes	(2)	(7)
Share-based compensation	807	649
Allowance for credit losses	4	16
Common stock issued under defined contribution 401(k) plan	879	978
(Gain) loss on disposal of assets	(114)	48
Changes in operating assets and liabilities:		
Accounts receivable	5,866	(24,251)
AMP credit receivable	4,152	(11,217)
Contract assets	(305)	(221)
Inventories	(2,976)	4,356
Prepaid expenses and other current assets	1,224	(162)
Accounts payable	(2,932)	(1,577)
Accrued liabilities	(2,476)	1,925
Customer deposits	(12,134)	(4,646)
Other non-current assets and liabilities	(31)	166
Net cash used in operating activities	(986)	(22,593)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	(3,279)	(5,315)
Proceeds from disposals of property and equipment	159	15
Net cash used in investing activities	(3,120)	(5,300)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from line of credit, net	5,262	18,518
Proceeds from long-term debt	1,540	387
Payments on long-term debt	(1,005)	(893)
Payments on finance leases	(1,276)	(994)
Shares withheld for taxes in connection with issuance of restricted stock	(130)	(117)
Net cash provided by financing activities	4,391	16,901
NET INCREASE (DECREASE) IN CASH	285	(10,992)
CASH beginning of the period	1,099	12,732
CASH end of the period	$ 1,384	$ 1,740

APPENDIX

GAAP to Non-GAAP Reconciliation

Consolidated	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net Income	$ 74	$ 4,394	$ 2,066	$ 6,578
Interest Expense	1,058	932	2,316	2,171
Income Tax Provision	41	28	133	79
Depreciation and Amortization	1,671	1,605	4,986	4,772
Share-based Compensation and Other Stock Payments	522	603	1,685	1,660
Proxy Contest-Related Expenses	-	23	(10)	1,779
Adjusted EBITDA (Non-GAAP)	$ 3,366	$ 7,585	$ 11,176	$ 17,039

Heavy Fabrications Segment	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net Income	$ 2,301	$ 5,839	$ 6,588	$ 12,166
Interest Expense	499	223	853	500
Income Tax (Benefit) Provision	(571)	(272)	(1,609)	(218)
Depreciation	999	896	2,932	2,610
Share-based Compensation and Other Stock Payments	188	261	588	712
Adjusted EBITDA (Non-GAAP)	$ 3,416	$ 6,947	$ 9,352	$ 15,770

Gearing Segment	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net (Loss) Income	$ (141)	$ 194	$ 246	$ 968
Interest Expense	55	63	162	203
Income Tax Provision	7	8	21	23
Depreciation and Amortization	534	563	1,627	1,715
Share-based Compensation and Other Stock Payments	106	113	337	346
Adjusted EBITDA (Non-GAAP)	$ 561	$ 941	$ 2,393	$ 3,255

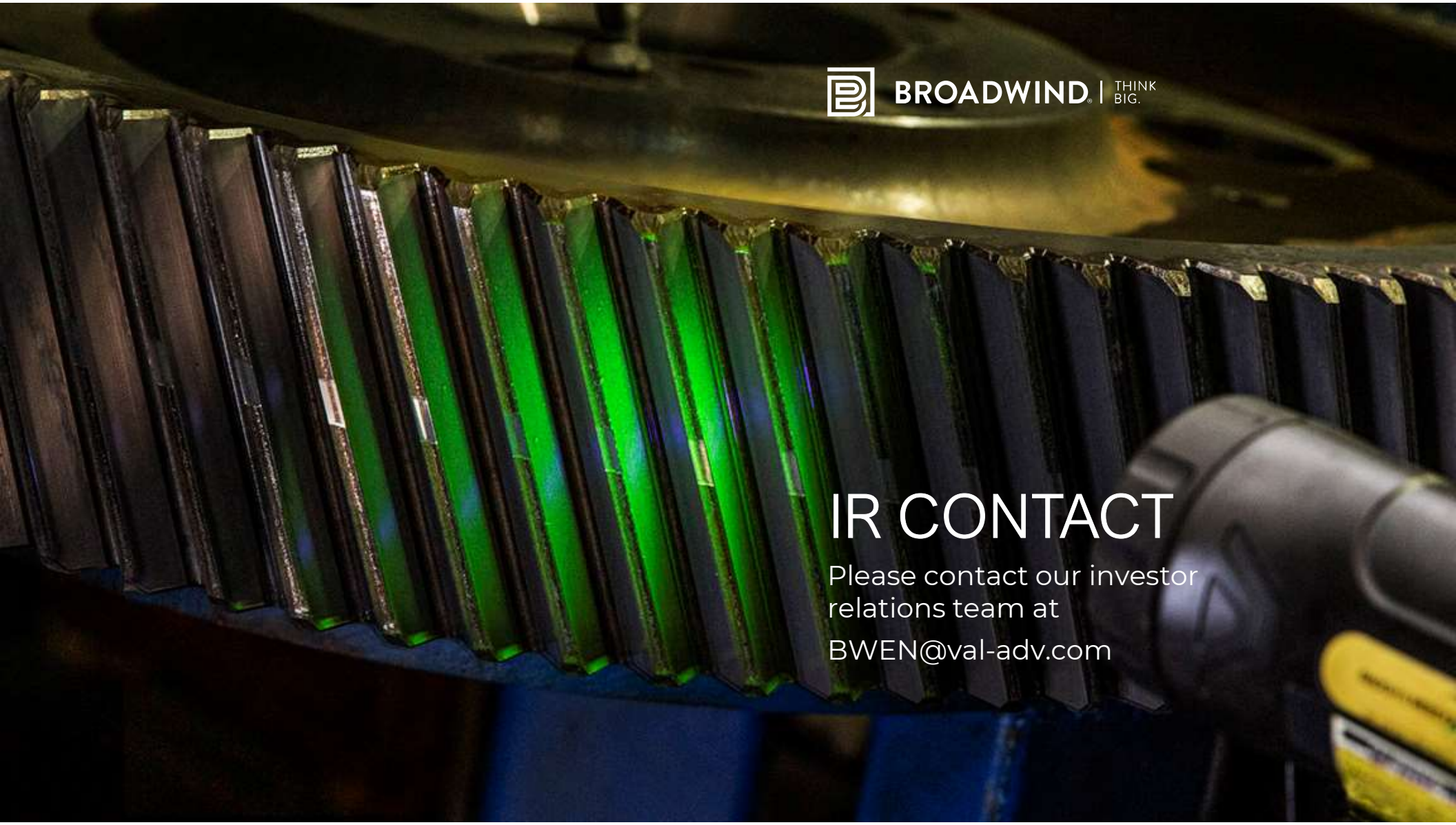
Industrial Solutions Segment	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net Income	$ 286	$ 669	$ 2,340	$ 1,879
Interest Expense	148	151	425	362
Income Tax Provision	25	12	83	34
Depreciation and Amortization	109	94	314	280
Share-based Compensation and Other Stock Payments	56	47	182	147
Adjusted EBITDA (Non-GAAP)	$ 624	$ 973	$ 3,344	$ 2,702

Corporate and Other	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net Loss	$ (2,372)	$ (2,308)	$ (7,108)	$ (8,435)
Interest Expense	356	495	876	1,106
Income Tax Provision (Benefit)	580	280	1,638	240
Depreciation and Amortization	29	52	113	167
Share-based Compensation and Other Stock Payments	172	182	578	455
Proxy Contest-Related Expenses	-	23	(10)	1,779
Adjusted EBITDA (Non-GAAP)	$ (1,235)	$ (1,276)	$ (3,913)	$ (4,688)

APPENDIX

Segment-Level Data

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
ORDERS:				
Heavy Fabrications	$ 11,147	$ 8,009	$ 31,506	$ 40,608
Gearing	4,396	3,005	19,546	21,211
Industrial Solutions	7,432	4,876	19,291	19,034
Total orders	$ 22,975	$ 15,890	$ 70,343	$ 80,853
REVENUES:				
Heavy Fabrications	$ 20,600	$ 38,326	$ 62,228	$ 103,864
Gearing	9,167	11,404	27,958	34,347
Industrial Solutions	5,737	7,434	20,193	19,125
Corporate and Other	(1)	(1)	(808)	(457)
Total revenues	$ 35,503	$ 57,163	$ 109,571	$ 156,879
OPERATING INCOME/(LOSS):				
Heavy Fabrications	$ 2,230	$ 5,791	$ 5,832	$ 12,448
Gearing	(78)	265	429	1,194
Industrial Solutions	462	846	2,852	2,311
Corporate and Other	(1,436)	(1,535)	(4,600)	(7,088)
Total operating profit (loss)	$ 1,178	$ 5,367	$ 4,513	$ 8,865



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