

Flash Note

By MAKE Consulting

March 2011

Policy shift impacts supply dynamics in India

Contents

- **Background**
- **Market activity**
- **MAKE analysis**

The Ministry of New and Renewable Energy of India has indicated plans for extending the Generation Based Incentive scheme beyond March 2012. The plan also includes a discontinuation of the Accelerated Depreciation policy after the implementation of the newly passed Direct Tax Code bill.

The shift to a new incentive mechanism has already sparked changes on both the supply and demand side of the value chain. New asset owner classes are emerging on the demand side and new wind turbine manufacturers and product strategies are developing on the supply side.

Within this context the Flash Note provides analysis of emerging product strategies, turbine pricing, and supply chain changes in India. These dynamics indicate that the market's current dominant wind turbine OEMs, Suzlon and Enercon, could face market share threat in the medium term.

THIS FLASH NOTE IS AVAILABLE FOR SUBSCRIBERS TO OUR PREMIUM RESEARCH SUBSCRIPTION PACKAGE

See the next pages for further information about our research subscription

MAKE Consulting

Headquarters
Bushøjvænget 129
DK-8270 Højbjerg
Denmark

USA office
117 N. Jefferson Street, Suite 400
Chicago, IL 60661
USA

USA office
225 Franklin Street, 26th Floor
Boston, MA 02110
USA

P.R. China office
The Exchange Tower, 2916
No. 189 Nanjing Road, Tianjin 300051
P.R. China

info@make-consulting.com
www.make-consulting.com

T: +45 7026 6628

T: +1 312-441-9590

T: +1 978 448 3186

T: +86 22 2318 5066

Research Products

Clients subscribing to our research packages receive a range of market reports, business studies and research notes, up-to-date market forecasts and data, flash notes and ad-hoc analyst presentations.

Our research provides organizations around the world with detailed insight into the market's current technological, regulatory and competitive situation, putting facts into perspective by analyzing trends and making projections about the future.

MAKE's research is an essential market intelligence tool for the entire firm:

- Reports and forecasts that give analysts the data they need
- Research to help drive successful program decisions
- C-level briefs to ensure business leaders have the latest information

As a guideline, our research is published as illustrated in the figure below:

	Q1	Q2	Q3	Q4
Market Reports	Market Outlook	Supply Side	Demand Side	Wind Turbine Trends
Business Studies		U.S. Wind Power	Offshore Wind Power	China Wind Power
Research Notes	Min. Two Research Notes	Min. Two Research Notes	Min. Two Research Notes	Min. Two Research Notes
Flash Notes	Min. Five Flash Notes	Min. Five Flash Notes	Min. Five Flash Notes	Min. Five Flash Notes
Forecasts	Annual/Semiannual/ Quarterly	Quarterly	Semiannual/ Quarterly	Quarterly
Project Pipelines		Project Pipeline	Project Pipeline	Project Pipeline
Policy Event Horizons		Policy Event Horizon		Policy Event Horizon

Annual publishing plan is tentative and subject to change

Market Reports are 40-60 pages of high quality industry forecasts, trend spotting and analysis, giving the reader a detailed insight into the demand side, the supply side, wind power development in a range of countries as well as current wind turbine trends. Our market reports are published four times a year.

Business Studies are 60-100 pages detailed in-depth strategic market studies of key segments of the wind industry. In 2011 the business studies will focus on the US-, offshore,- and China wind power markets.

Research Notes are 10-20 pages of comprehensive analysis of specific trends in the industry. They are published 8 times a year and cover topics such as capacity shortages, order announcements, emerging markets, policy changes and strategic changes in the competitive landscape etc.



Adding value to your renewable energy business

MAKE Consulting

Headquarters
Bushøjvænget 129
DK-8270 Højbjerg
Denmark

USA office
117 N. Jefferson Street, Suite 400
Chicago, IL 60661
USA

USA office
225 Franklin Street, 26th Floor
Boston, MA 02110
USA

P.R. China office
The Exchange Tower, 2916
No. 189 Nanjing Road, Tianjin 300051
P.R. China

info@make-consulting.com
www.make-consulting.com

T: +45 7026 6628

T: +1 312-441-9590

T: +1 978 448 3186

T: +86 22 2318 5066

Flash Notes are 1-2 pages of instant expert responses to important events. They are published ad hoc and cover topics such as M&A activities, major contracts, product launches, policy changes etc. Flash Notes are published minimum 20 times a year.

Market forecasts and data are published annually, bi-annually and quarterly depending on subscription level and include forecasts of new installations and accumulated MWs on a 5 year scale divided on specific regions and on a global basis.

Project Pipelines offer an overview of the current project pipelines in selected regions and is published with reference to the business studies.

Policy Event Horizons are published bi-annually and provide updates on upcoming legislative events in key markets including potential outcomes.

Analyst Presentations are up-to-date insight from MAKE analyst presentations held at conferences and industry events around the globe.

	Basic	Extended	Premium
Market Reports	✓	✓	✓
Annual Forecasts	✓	✓	✓
Analyst Presentations	✓	✓	✓
Business Studies		✓	✓
Semiannual Forecasts		✓	✓
Research Notes		✓	✓
Business Studies in PPT Format			✓
Quarterly Forecasts			✓
Flash Notes			✓
Semiannual Policy Horizons			✓
Project Pipelines			✓
Prices (EUR) Corporate/Personal	4,000 / 2,500	9,500 / 6,500	11,500 / 7,500

Adding value to your renewable energy business



MAKE Consulting

Headquarters
 Bushøjvænget 129
 DK-8270 Højbjerg
 Denmark

USA office
 117 N. Jefferson Street, Suite 400
 Chicago, IL 60661
 USA

USA office
 225 Franklin Street, 26th Floor
 Boston, MA 02110
 USA

P.R. China office
 The Exchange Tower, 2916
 No. 189 Nanjing Road, Tianjin 300051
 P.R. China

info@make-consulting.com
 www.make-consulting.com

T: +45 7026 6628

T: +1 312-441-9590

T: +1 978 448 3186

T: +86 22 2318 5066

How to order...

To order our research:

- Fill in this order form and fax it to
DK: +45 8610 2736
U.S.: +1 312 441 9591
China: +86 22 2318 5001
- Order online at
www.make-consulting.com
- Call us on
DK: +45 7026 6628
U.S. (Boston): +1 781 791 5045
U.S. (Chicago): +1 312 441 9590
China: +86 22 2318 5066
- Send an e-mail to
info@make-consulting.com

Order form

Product	Select product
Premium Subscription – Corporate (EUR 11500 + VAT)	
Premium Subscription – Personal (EUR 7500 + VAT)	
Extended Subscription – Corporate (EUR 9500 + VAT)	
Extended Subscription – Personal (EUR 6500 + VAT)	
Basic Subscription – Corporate (EUR 4000 + VAT)	
Basic Subscription – Personal (EUR 2500 + VAT)	
Single Market Report (EUR 2500 + VAT)	
Business Study (EUR 2500 + VAT)	

Key:

* A single user subscription package is solely intended for one person

** A corporate, multi-user subscription package can be distributed throughout an organization

Subscriber details

Name:

Company (write "private" if not applicable):

Address line 1:

Address line 2:

Address line 3:

ZIP/post code:

Country:

Telephone:

E-mail:

VAT/TVA/MWST no. (for EU-based companies only):

Adding value to your renewable energy business

MAKE
CONSULTING

MAKE Consulting

Headquarters

Bushøjvænget 129
DK-8270 Højbjerg
Denmark

T: +45 7026 6628

USA office

117 N. Jefferson Street, Suite 400
Chicago, IL 60661
USA

T: +1 312-441-9590

USA office

225 Franklin Street, 26th Floor
Boston, MA 02110
USA

T: +1 978 448 3186

P.R. China office

The Exchange Tower, 2916
No. 189 Nanjing Road, Tianjin 300051
P.R. China

T: +86 22 2318 5066

info@make-consulting.com
www.make-consulting.com