



Suzlon Quick Reference

SUZLON
POWERING A GREENER TOMORROW

GLOBAL GROWTH

MW Installations in 2007 : 19,791 MW
32% YoY growth

Cumulative installations by Dec '07 : 94,005 MW

Top 5 markets in 2007 :

COUNTRY	MW	YoY Growth %	Year	New Capacity
Germany	22,277	7.90	CY03	40,301
USA	16,879	45.10	CY04	47,912
Spain	14,714	26.70	CY05	59,399
India	7,845	26.00	CY06	74,306
China	5,875	127.00	CY07	94,005

GLOBAL FORECAST

Country	Additional 2008- 2012 (MW)	Forecast for wind power development 2008-2012 (Global)		
		Projection Year	Cumulative	Additions
Europe	129,489	CY07	94,005	19,791
Americas	75,891	CY08	120,570	26,545
South & East Asia	67,548	CY09	152,865	32,295
RoW	15,011	CY10	192,320	39,455
Additional capacity in 5 years	287,940	CY11	237,155	44,835
		CY12	287,940	50,785

FINANCIAL PERFORMANCE - FY08 INR Cr.

Performance	FY09	FY08
	Consolidated	Consolidated
Net Fixed Assets	4,920.40	3,771.20
Net Working Capital	5,016.80	3,071.00
Total Assets	21,307.70	13,582.90
Net Debt	8,884.80	6,289.70
Shareholders' Funds	8,178.70	3,651.10
Net Debt / Equity Ratio	1.09	1.76

CONSOLIDATED FINANCIALS - FY08 USD(mn) & INR Cr.

USD1-INR 40.11

Particulars	FY 08		FY 07	
	Consolidated		Consolidated	
	USD (mn)	INR Cr.	USD (mn)	INR Cr.
Sales MW	2,311.00	2,311.00	1,456.00	1,456.00
Sales	3,410.50	13,679.40	1,990.90	7,985.70
Raw Material cost	-2,211.50	-8,870.20	-1,193.80	-4,788.20
Manpower	-260.00	-1,043.00	-166.60	-668.20
Other Operating Exp	-459.20	-1,841.80	-307.50	-1,233.50
EBIDTA	479.80	1,924.50	323.10	1,295.80
EBIDTA margin	14.10%	14.10%	16.20%	16.20%
Financial Charges	-132.60	-532.00	-62.90	-252.30
Depreciation	-72.10	-289.40	-42.80	-171.80
Other Income	65.90	264.60	24.10	96.50
Taxes	-49.70	-199.30	-25.80	-103.50
PAT (pre exceptional items)	291.30	1,168.30	215.60	864.80
PAT margin (pre exceptional items)	8.50%	8.50%	10.80%	10.80%

SUZLON ENERGY LIMITED

Founded	1995
Group Management Centre	Pune, India
Global Presence (for Markets, Projects & Services, R&D and Manufacturing)	21 countries, across Asia, Australia, Europe, New Zealand, North America and South America
Product Portfolio (MW)	0.60, 1.25, 1.50 and 2.1 MW in 2008
Global Ranking	5th globally since 2005 with 10.5% market
Human Resources	13,000+ (4,000 + overseas, over a dozen nationalities)
Capital Markets	Equity listed in India - BSE and NSE , Part of S&P CNX Nifty Index, FCCB listed in Singapore

HANSEN TRANSMISSIONS

Founded	1923 (100% wholly owned Suzlon subsidiary since 2006)
Headquarters	Belgium
Products and Services	Wind and industrial gearboxes
Global Presence	Australia, Belgium, South Africa, UK, USA
Wind Gearbox Portfolio	500 – 6000 kW / 160 – 3500 kNm
Market Position	2nd largest globally in wind gearboxes
Manufacturing Locations	Edegem, Belgium Lommel, Belgium Tamil Nadu, India Tianjin, China Total Planned Capacity – 14,300 MW
Human Resources	1,850+
For additional information visit: www.hansentransmission.com	

REpower SYSTEMS AG

Founded	2001
Headquarters	Hamburg
Products and Services	Development, production, and installation of multi-megawatt wind turbines
Global Presence	Strong presence in Europe (Germany, France, UK) and increasing footprint in other geographies
Product Portfolio	1.5 MW to 5 MW wind turbines; end-to-end services
Market Position	3.3% marketshare in 2007
Manufacturing Locations	Husum, Germany Trampe, Germany
Development Centers	Rendsburg, Germany; Osnabrück, Germany
Capital Markets	Equity listed on German Stock Exchange in 2002
Human Resources	1,150+
For additional information visit: www.repower.de	

All information current as of January 30th 2009, unless indicated otherwise.



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UNAUDITED FINANCIALS - H1 FY09 USD(mn)

USD1=INR 46.965

Particulars	USD (mn)		
	Q3 FY09 Unaudited	Q3 FY08 Unaudited	FY08 Unaudited
Sales MW	679.00	546.00	2,311.00
Sales	6,893.00	3,170.00	13,679.00
Raw Material cost	4,484.00	2,112.00	8,870.00
Gross Profit	2,409.00	1,058.00	4,809.00
Gross Profit margin	34.94%	33.37%	35.16%
Manpower cost	574.00	273.00	1,043.00
Other Operating Expenses	1,110.00	388.00	1,744.00
EBIDTA	725.00	396.00	2,022.00
EBIDTA margin	10.51%	12.50%	14.78%
Interest	172.00	110.00	361.00
Interest on acquisition loans	72.00	47.00	171.00
Exceptional Items	357.00	19.00	290.00
Exchange (Loss) / Gain on FCCB	92.00	-11.00	-4.00
Depreciation	150.00	75.00	289.00
Other income@	120.00	73.00	265.00
Taxes	36.00	87.00	163.00
Share in associate's PAT	--	9.00	-43.00
Share of profit of minority	-24.00	-1.00	56.00
PAT (including FCCB FX effect)	33.00	140.00	1,026.00
PAT (excluding FCCB FX effect)	-59.00	152.00	1,030.00

(Suzlon Wind + Hansen + REpower)

ORDER BOOK

Particulars	Wind Turbine Generator 26 Jan 2009	
	MW (Wind)	Value USD mn
India	98.00	109.00
International	1818.00	2,018.00
Components Business	NA	175.00
Total	1916.00	2,302.00

USD1=INR 46.965

GEOGRAPHICAL BREAK-UP

Region	MW
ANZ	128.00
China	471.50
India	98.00
Sri Lanka	10.00
Europe (Ukraine)	105.00
South America (Brazil)	90.00
USA	1013.50
Total	1916.00

Received orders for supply of rotor blades and supply of forging components worth USD 212.80 mn

SUZLON MANUFACTURING FACILITIES

Location	Year	Output	Area (Acers)	Capacity (MW / Annum)
PONDICHERRY, INDIA	2003	ROTOR BLADE AND NACELLE AND WTG ASSEMBLY	67.00	924
DAMAN, INDIA	1999	WTG ASSEMBLY, UNIT II	1.60	350
DAMAN, INDIA	2005	NACELLE COVER	2.50	1200
DAMAN, INDIA	2004	WTG ASSEMBLY	5.20	700
DAMAN, INDIA	2001	ROTOR BLADE UNIT	3.11	1000
DAMAN, INDIA	2005	CONTROL PANEL UNIT	1.80	1200
CHAKAN, INDIA	2004	GENERATOR MANUFACTURING UNIT	7.20	2000
DHULE, INDIA	2005	ROTOR BLADE UNIT	11.45	450
DHULE, INDIA	2006	TOWER MANUFACTURING	20.20	450
KUTCH, INDIA	2005	TOWER MANUFACTURING UNIT	18.00	600
BHUJ, INDIA	2006	ROTOR BLADE UNIT	21.00	450
VADODARA, INDIA	2005	TOOLING UNIT	25.00	4700
TIANJIN, CHINA	2007	WTG ASSEMBLY, ROTOR BLADES, NACELLE COVERS, GENERATORS AND CONTROL PANELS	72.00	600
EDEGEM, BELGIUM	2006	GEAR BOXES	2,20,000 SQ. MTS.	3600
MINNESOTA, USA	2006	ROTOR BLADE UNIT	31.50	600

SUZLON MANUFACTURING CAP-EX PLANS

Wind Business	Capacity	Investment		Place	Completion Target
		INR Cr.	USD mn		
Integrated Turbine Manufacturing Facility	3,000 MW	1,500.00	378.00	India	4,200 MW complete, phased expansion to 5,700
Forging & Machining	70,000 MT	1,100.00	277.00	India	Production commenced
Foundry & Machining	120,000 MT			India	Production commenced
Suzlon Campus	--	361.00	91.00	India	Phased, FY09
Total		2,961.00	746.00		

SUZLON PLANNED CAPACITY

MW	Suzlon (1)			Hansen (2)			REpower (3)	
	FY07	FY08	FY09	FY07	FY08	FY12	CY07	CY08
	2,700	2,700	4,200	3,600	7,300	14,300	1,250	1,700

(1) Integrated capacity

(2) Wind gear box capacity

(3) Suzlon Group controls or influences, either directly or through vote pooling agreements, approximately 91% of the votes in REpower