

Suzlon Energy Limited

H1 FY 12 Earnings Presentation

22nd October, 2011

Suzlon windfarm at Dhule, India

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- **H1 FY12: Strong YoY performance and de-leveraging initiated**
 - Revenues grew by 52% YoY
 - Group order inflow of \$1.8bn
 - Proceeds from Hansen stake sale received
 - REpower “squeeze out” registered and Suzlon now holds 100% stake of REpower
- **Outlook for FY12 and beyond**
 - Industry estimates suggests 15%+ growth over next five years
 - India and Offshore to lead growth with ~40% growth YoY
- **Focus areas for FY12**
 - Completion of “squeeze-out” process in REpower
 - Increased focus on India, Canada, Germany, France, UK and Offshore
 - Suzlon Group: Guidance reiterated
- **Detailed financials**

Suzlon Group - Key highlights : H1 FY12



Suzlon windfarm at Utah, USA

H1 FY12 – Key takeaways

- ✓ **Consistently improving operating performance despite challenging environment**
 - Revenues growing by ~52% YoY basis with improving Gross profit margins
- ✓ **On track to meet full year Guidance**
 - First half revenues – ~38% of full year Guidance*
 - EBIT margin for H1 FY12 @ 6.3%
- ✓ **Strong order book of ~\$6.5bn, ~20% higher YoY basis**
 - Order inflow of 1,354 MW in H1 valued at \$1.8bn
 - SE Forge signed two large agreements worth Rs 200 Crs. from large wind sector players
- ✓ **New products getting good response in the market**
 - ~733 MW Orders for S9X already received, including from large IPPs in India
- ✓ **REpower “squeeze out” registered**
 - Suzlon now holds 100% stake in REpower
 - REpower combines operations with Suzlon in Australia
- ✓ **Completion of Hansen stake sale**
 - \$187mn already received and deal successfully closed

Financial performance snapshot

INR Crs.

Particulars	Q2 FY12 Unaudited	Q2 FY11 Unaudited
Consolidated revenue	5,071	3,772
Consolidated EBITDA	387	148
Consolidated EBIT	239	11
Consolidated Net Working Capital		
Consolidated Net Debt		

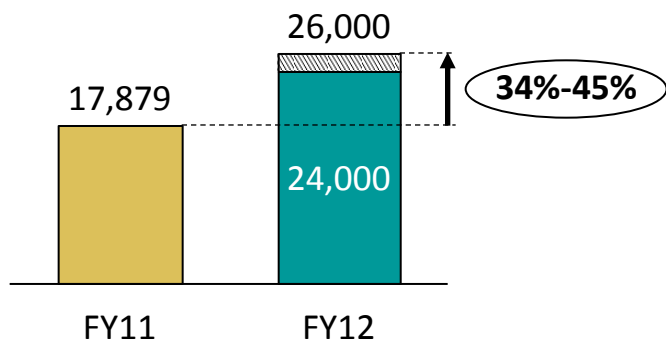
H1 FY12 Unaudited	H1 FY11 ^(a) Unaudited	Full Year FY11 Audited
9,397	6,170	17,879
877	(398)	808
588	(662)	151
5,043	4,084	3,788
11,101	9,252	9,142

Performance highlights – H1 FY12

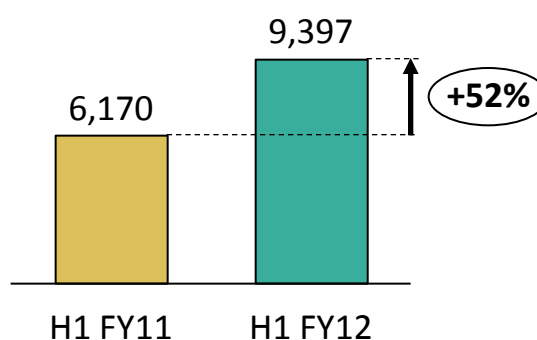
- Consolidated Gross profit margins at 35%
- EBIT margins at 6.3% in H1 FY12 v/s **(10.7%)** in H1 FY11
- Consolidated PAT at Rs. 108 Crs in H1 FY12 against LOSS of Rs. 1,281 Crs in H1 FY11

H1 performance in line with the Guidance

Guidance FY12: Revenues (Rs Crs)



H1 YoY Revenues (Rs Crs)

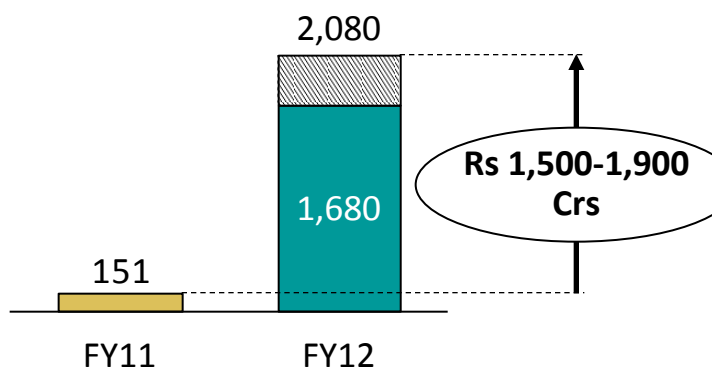


Comments

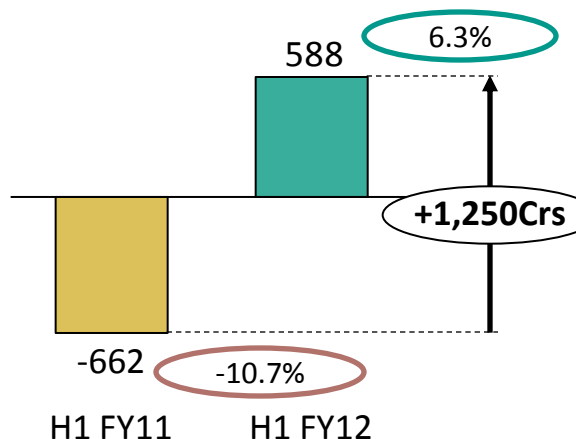
Proportion of H1 revenues to full year revenues -

- ✓ H1FY12 ~38%
- ✓ H1 FY11- ~35%

Guidance FY12: EBIT (Rs Crs)



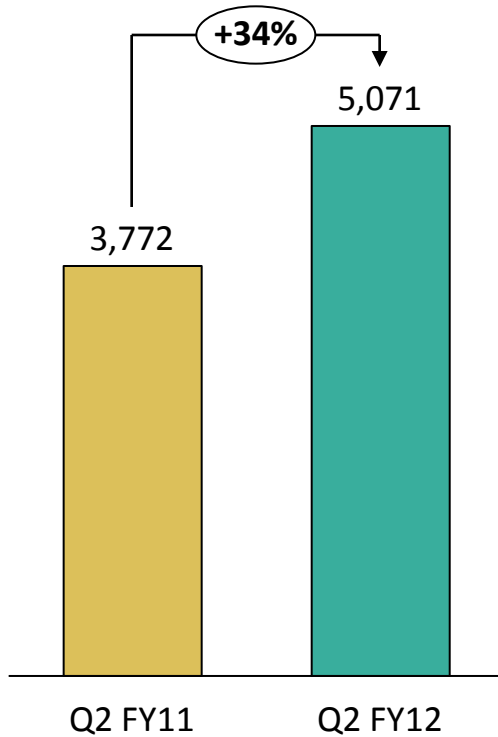
H1 YoY EBIT (Rs Crs)



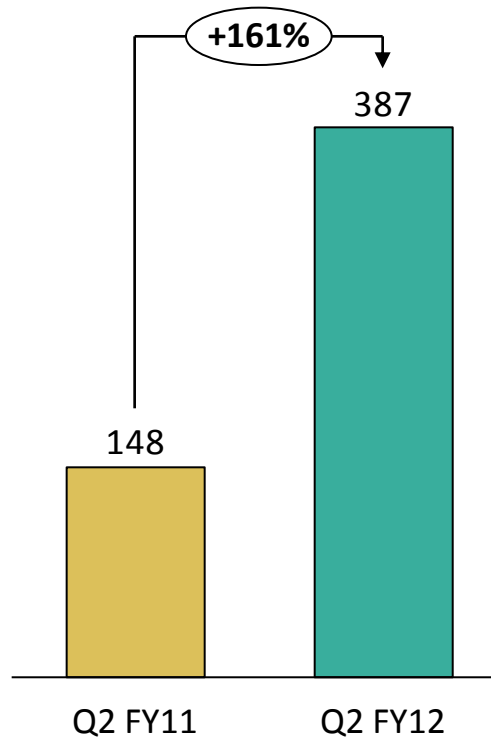
- ✓ EBIT margins achieved at 6.3% v/s (10.7%) in the same period last year

Q2 performance confirms the upward trend

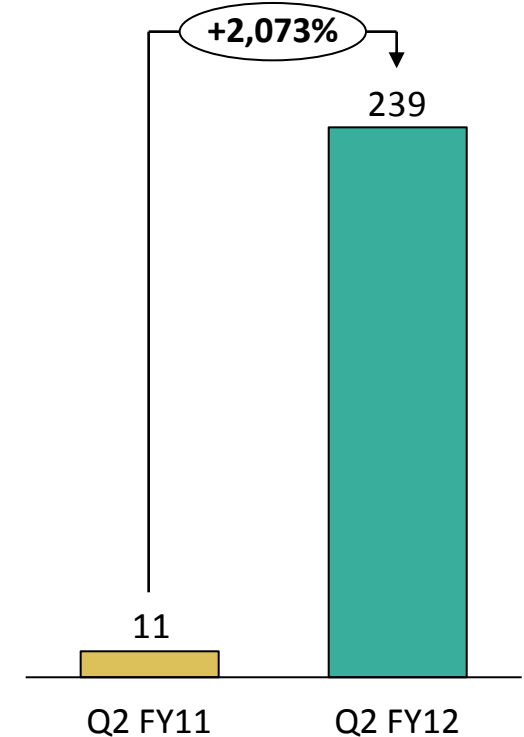
Consolidated Revenues (Rs Crs)



Consolidated EBITDA (Rs Crs)

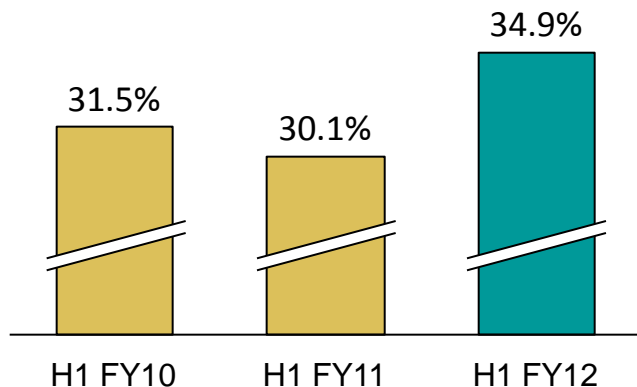


Consolidated EBIT (Rs Crs)

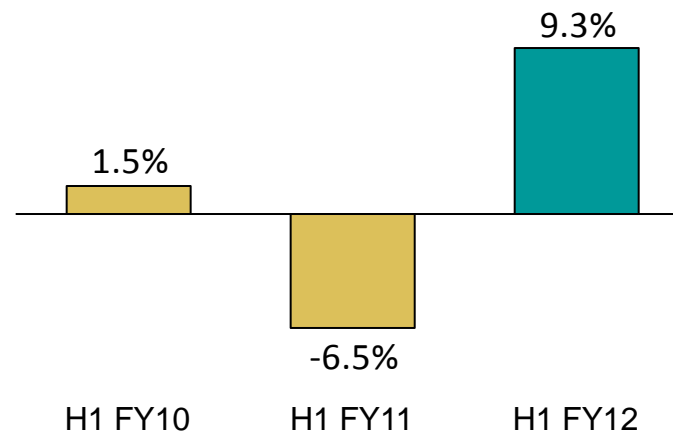


Improving performance across all parameters

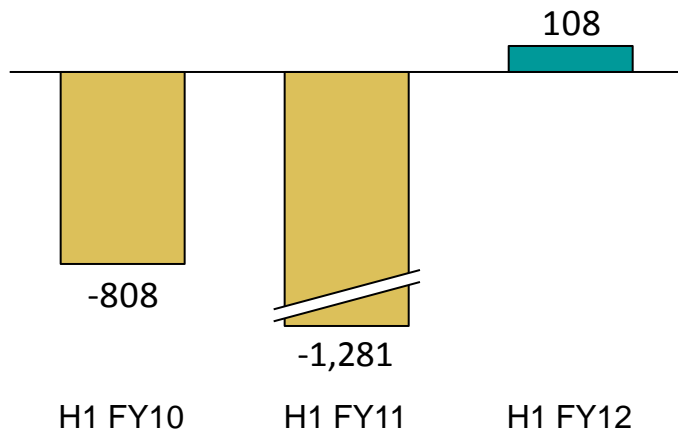
Consol Gross profit margins (%)



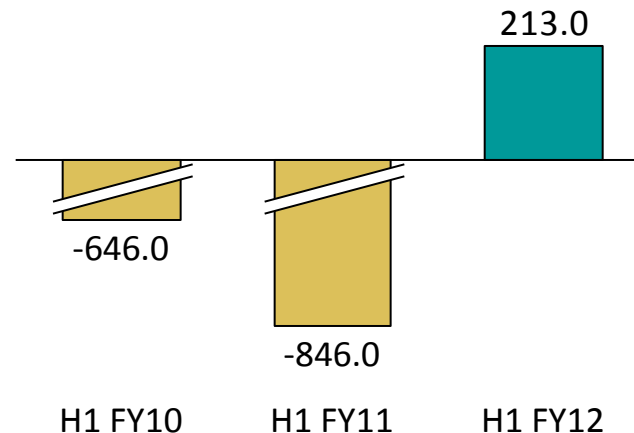
Consolidated EBITDA Margin (%)



Consolidated PAT (Rs Crs)



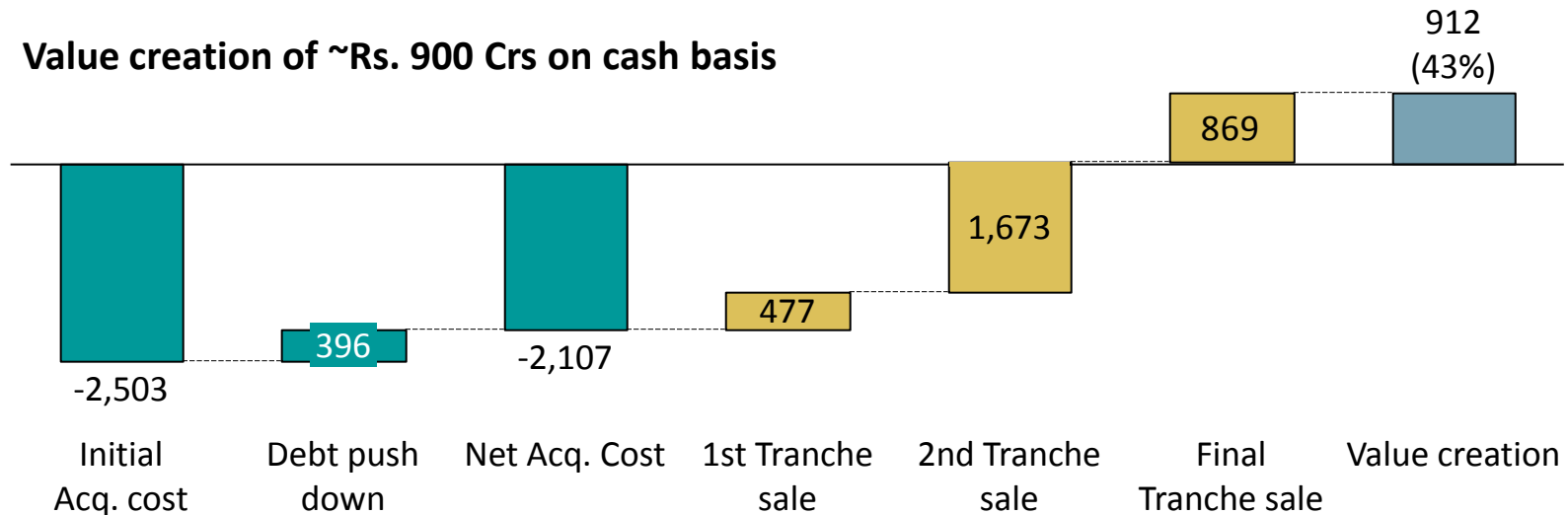
Consol Cash accruals (Rs Crs)*



Hansen stake sale to help de-leverage

- Received \$187mn (~Rs. 869 Crs) in October 2011, funds utilised for de-leveraging

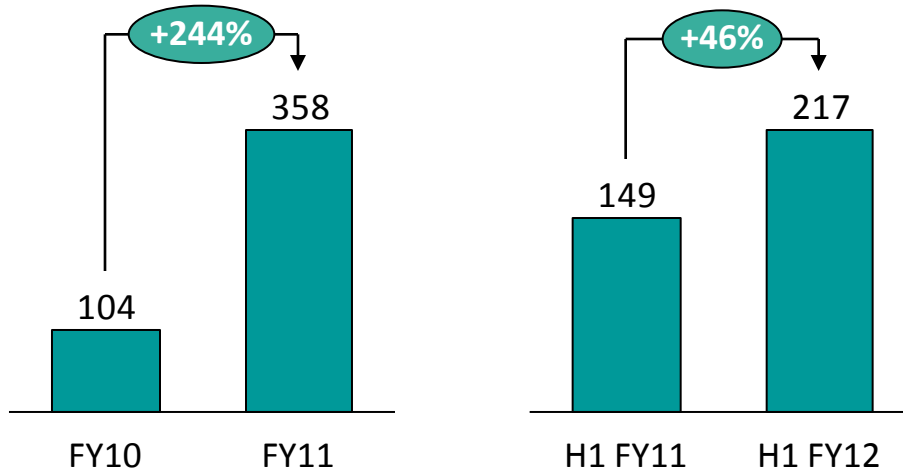
- Value creation of ~Rs. 900 Crs on cash basis



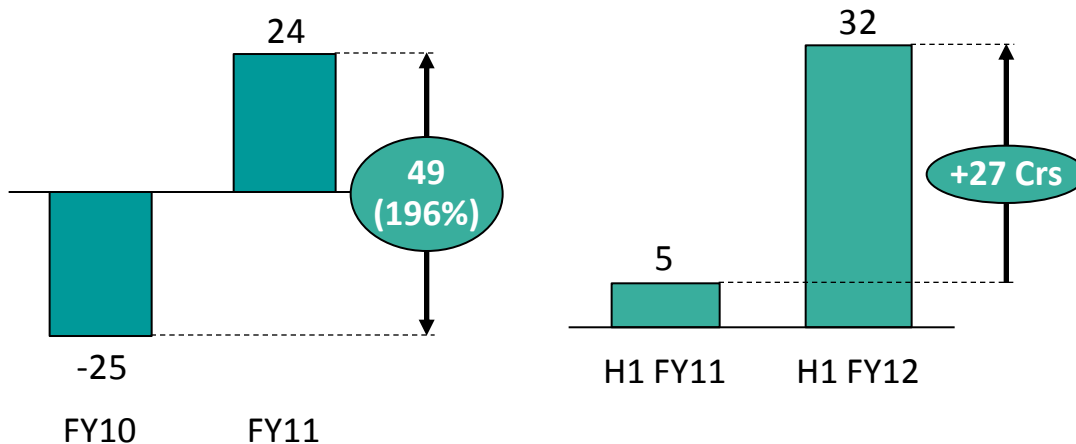
- The long term supply arrangements with Hansen to continue
- Strategic objective of de-bottlenecking supply chain met
 - Hansen expanded capacity in India and China
 - Cost reduction of gearboxes achieved with significant manufacturing presence in low cost countries

SE Forge – on a growth curve

SE Forge – Revenues (Rs Crs)



SE Forge – EBITDA (Rs Crs)

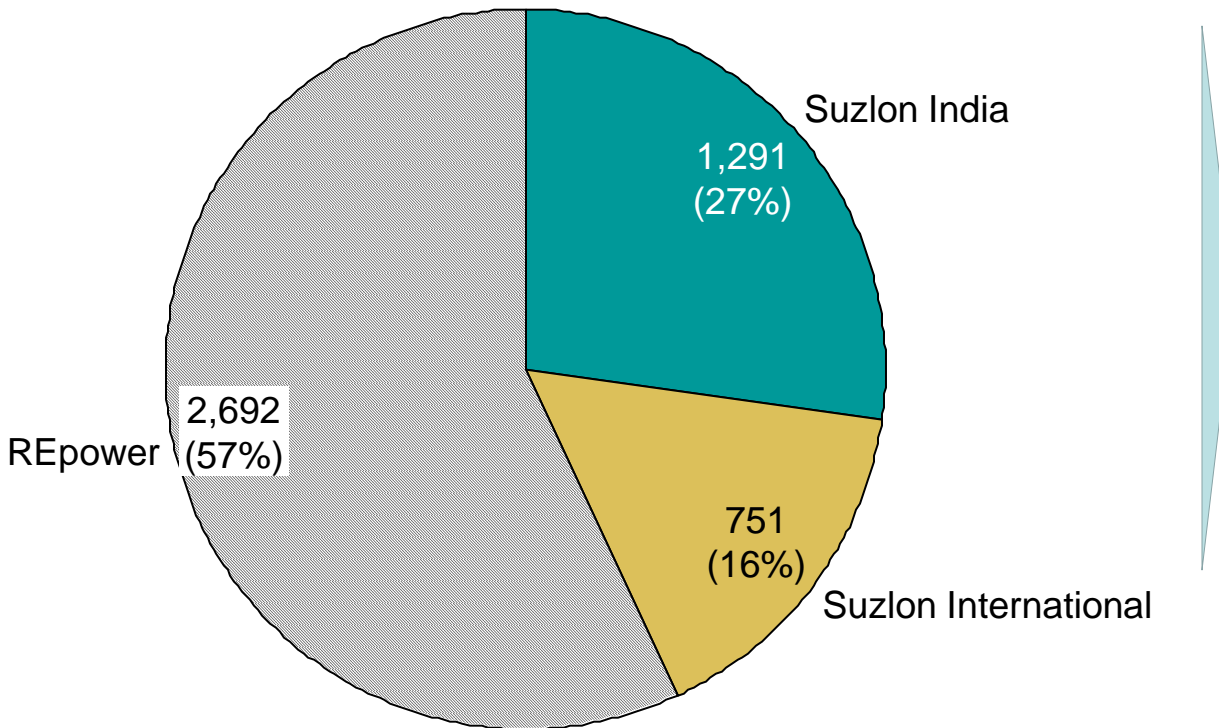


Developing trends

- Recently signed two major third party agreements worth Rs 200 Crs from two large wind players
- Marquee client profile, from both wind and non-wind industries
- Volumes continue to improve
 - ✓ Proportion of non-Suzlon business increasing
 - ✓ Oil & Gas sector in North America to contribute 15-20% of forging division's revenue by FY13
- Widening product portfolio
- High operational leverage

Group firm order book - ~4.7 GW/\$6.5bn

Order book in MW – 4,734 MW



Order book Value

Suzlon India

- Value: \$1.4bn

Suzlon International

- Value: \$1.0 bn

REpower

- Value: \$4.1bn

Announced framework contracts of ~4.1 GW

- 1. RWE Innogy for up to 250 units of 5 MW / 6 MW offshore turbines**
 - 295 MW already confirmed for 6M turbines announced in Jan'10
- 2. Frame contract with EDF Energies Nouvelles for onshore turbines**
 - 300 MW & 80 MW already confirmed announced in Jan'11 and Apr'11 respectively
- 3. Framework agreement with Juwi to be commissioned between H2 CY11 and CY14**
- 4. Frame agreement for up to 200 WTGs in South Africa with 'African Clean Energy Developments'**
- 5. Business agreement with Techno Electric in India**
- 6. Framework agreement with EUFER in Spain**

1,500 MW

954 MW

720 MW

420 MW

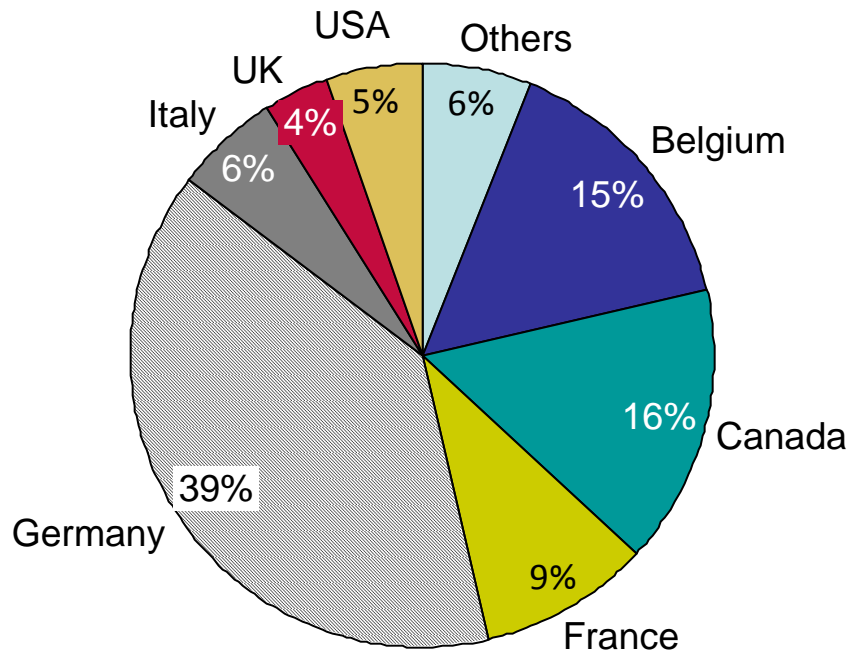
300 MW

225 MW

Total Frame agreements of ~4.1GW , of which ~16% already converted into firm orders

REpower: Well balanced exposure to strong markets and large utilities

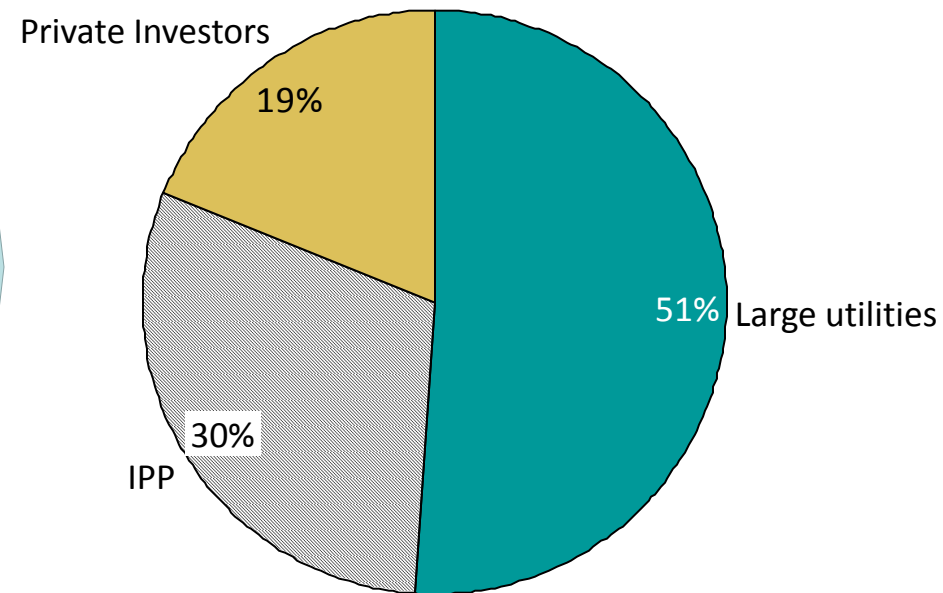
Order book of \$4.1 bn (As on 21st October, 2011)



✓ 1/3rd - Offshore orders

✓ ~2.7 GW of firm orders

...with majority orders from Large utilities



✓ Clients include RWE, E.ON,
Vattenfall, EDF

Order exposure to STRONGER Eurozone countries

Group H1 order inflow – 1,355 MW/\$1.8bn

Asia

India

- ✓ 100 MW order from OGPL
- ✓ 85 MW from Various customers
- ✓ 50 MW from NALCO
- ✓ 30 MW of repeat order from Malpani Group
- ✓ 48 MW order from Indian Oil
- ✓ 26 MW order from GAIL

Sri Lanka

- ✓ 21 MW repeat order from Senok

277 MW other retail orders

637 MW

Europe

Germany

- ✓ 114 MW from Various customers

Netherlands

- ✓ 121 MW repeat order from Vattenfall

France

- ✓ 47 MW repeat order from GDF

Italy

- ✓ 44 MW order from Alerion

284 MW Other orders

610 MW

North America

Canada

- ✓ 51 MW order with Windworks
- ✓ 32 MW order from Sprott Energy

USA

- ✓ 25 MW order

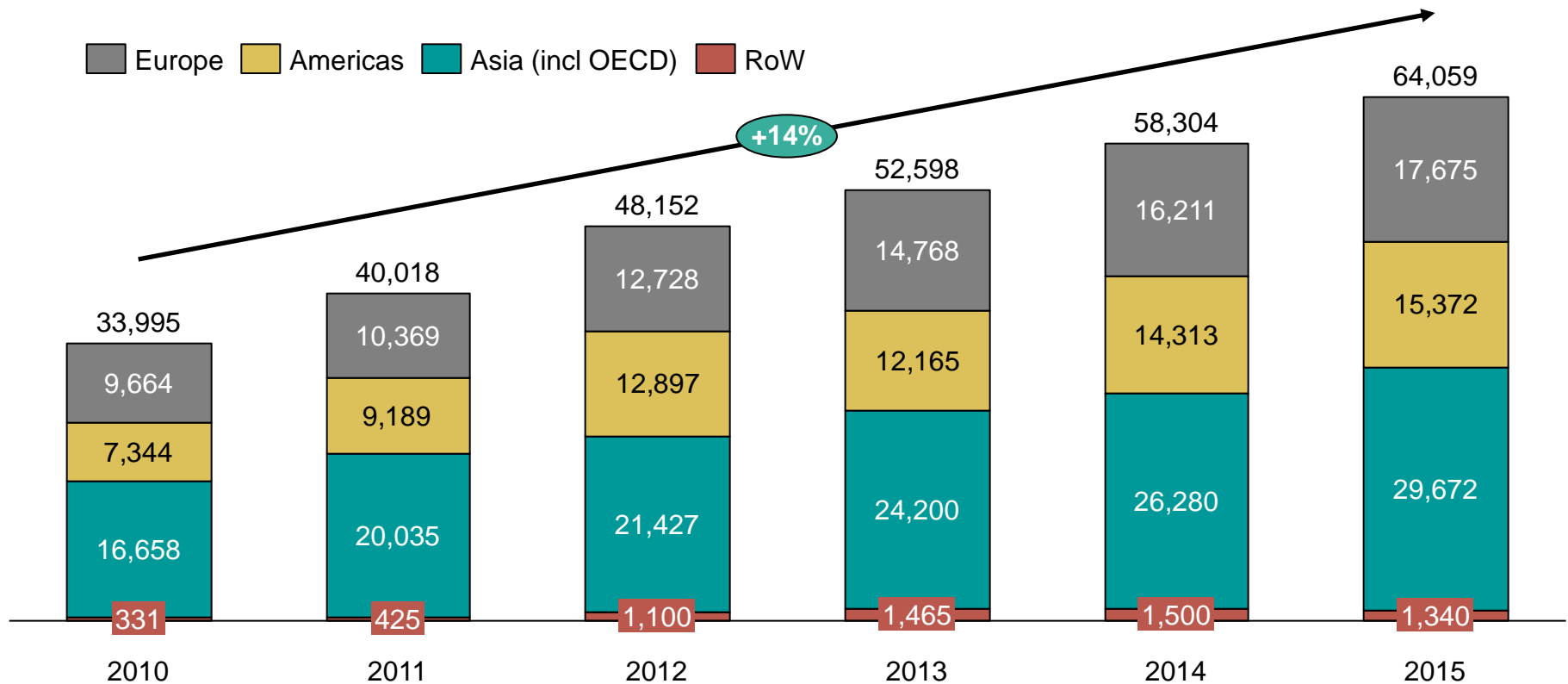
108 MW

Outlook for the FY12 and beyond



REpower offshore project : Beatrice

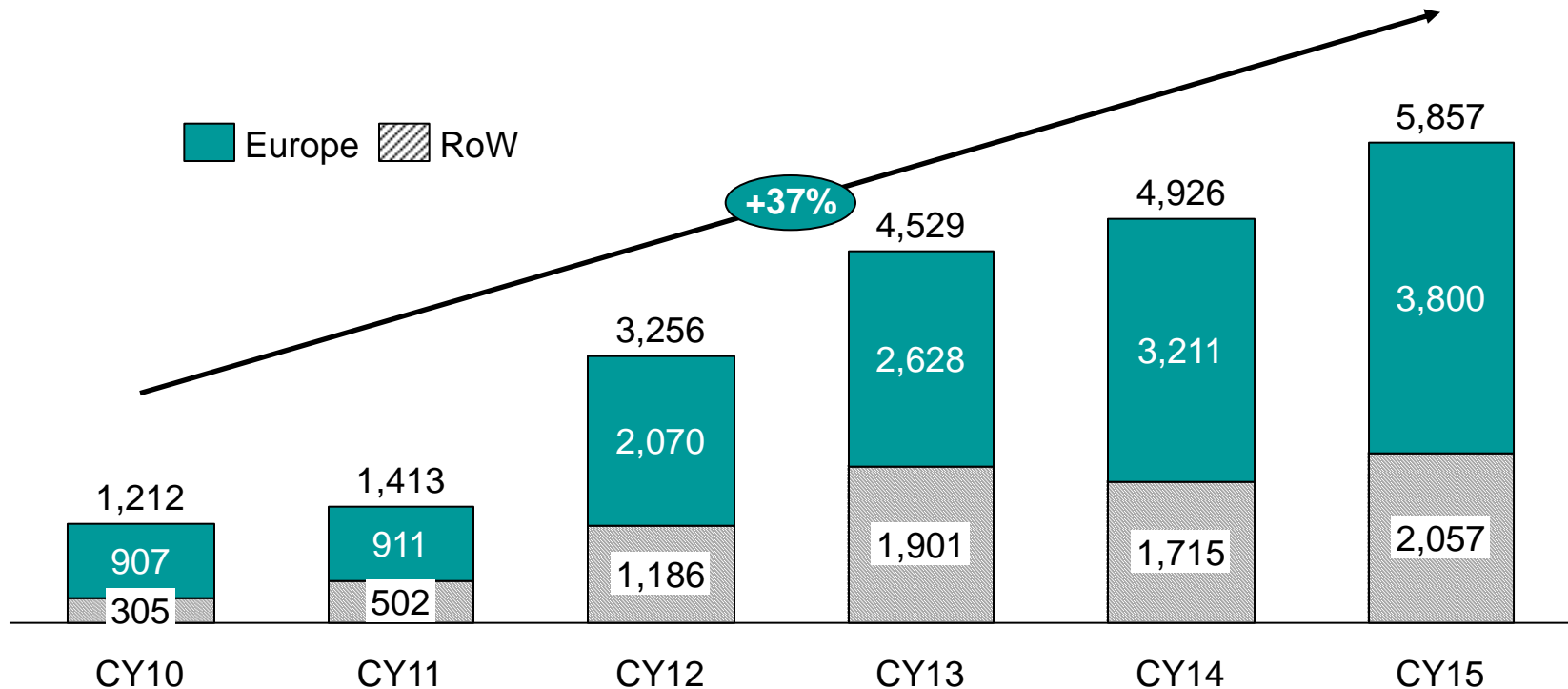
Industry estimates for annual installations



Source: MAKE Consulting, 2011

- The share of wind power in global electricity generation is estimated to go up to ~9% by 2020 from current ~2%
- USA, EU and China (combined) are expected to grow at CAGR of ~12-13% pa
- Other emerging markets are expected to grow at CAGR of ~30-35% pa

Offshore : Next Big Growth Story

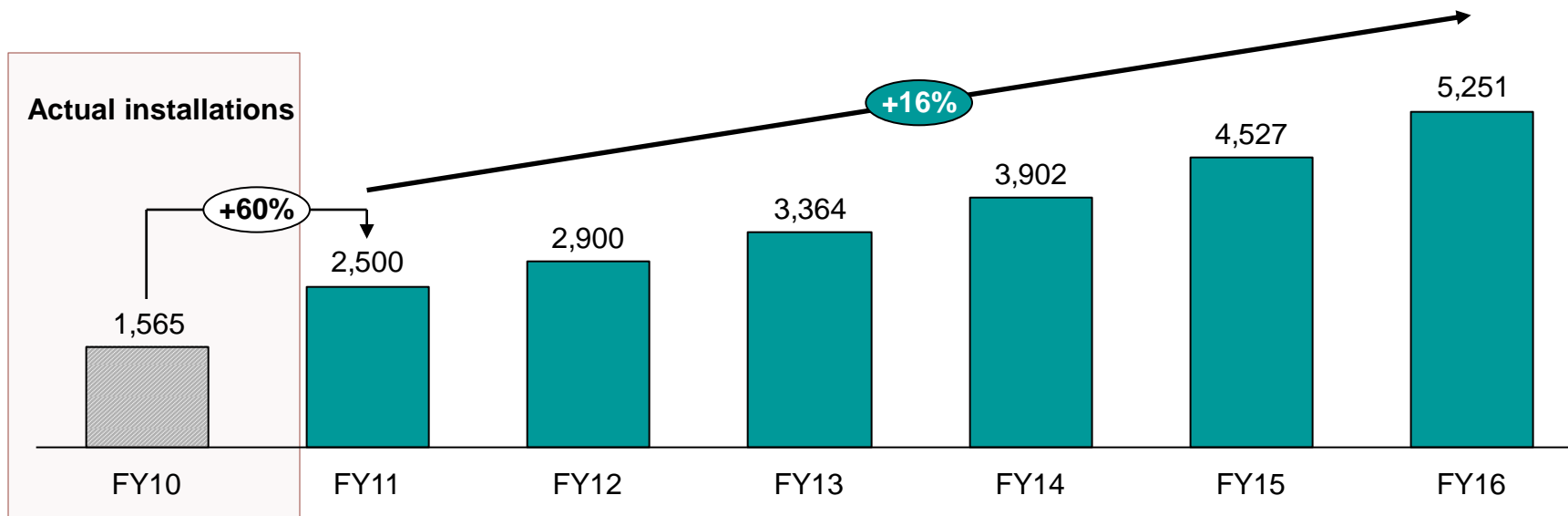


Source: MAKE Consulting, 2011

- Offshore market's global share in total installations will increase from ~3.5% in CY10 to ~8-9% in CY15, with Europe leading the way
- UK, Germany, France, Belgium and China to be the main growth drivers
- Suzlon Group is well positioned to seize upcoming offshore opportunity

India: Rapid Growth

Analysts estimates market to touch ~5 GW by 2015



Source: World Institute for Sustainable Energy, India, 17 March, 2011

- **The World Institute for Sustainable Energy, India (WISE) considers that with larger turbines, greater land availability and expanded resource exploration, the wind potential in India could be as big as 100 GW**
- **Going forward, widespread adoption of REC and GBI are expected to drive continued growth**
 - ✓ RECs trading at ~2300/REC and volumes also growing fast. Presently, REC eligible generators registered with Central Agency are 172 projects having 1074 MW capacity
- **Increasing investments from IPP customers is expected to drive wind power**

Emerging economies continue to grow strongly

Brazil:

- Brazil awarded 20-year PPAs for 1,928MW of new wind power projects scheduled for commissioning in 2014, in the latest auction conducted
- contracted wind projects posted some of the most competitive pricing, even undercutting hydroelectricity in a parallel auction

South Africa:

- 10 GW of wind projects are in pipeline, waiting for the market to take-off
- Switch to a new tender approach expect to result in faster uptake of wind
- South Africa Wind Association targets to achieve 25% of total generation from wind by 2025

China:

- Wind power, as part of the New Energy sector, has been selected as one of seven new strategic industries for the country
- For the first time the government has released a grid-connection target, to achieve 100GW in grid-connection capacity by the end of the 12th Five-Year Plan, signaling the government's commitment to improve the imbalance between grid-connected capacity and erected numbers
- Major utilities (>5GW) are required to achieve 8% of capacity and 3% of power generation from non-hydroelectric renewable sources by 2020

Americas - *Growth in Canada and Brazil to offset sluggish US market*

USA:

- Market is showing improved prospects for 2011-12, compared to 2010 lows.
- Extension of cash grants continue to drive the market
- Uncertainty continues with low PPA prices

Canada:

- Most of the provinces established wind energy targets - Ontario and Quebec expect WTG installations of 10GW and 4GW respectively by 2015
- Market is expected to have an annual size of more than 1GW

Europe – *Holding Turf through Targets*

Onshore:

- Onshore market continue to hold ground
- Germany, Spain, France, UK, Italy are top contributors in Europe
- German nuclear shut down is likely to boost demand for new wind
- Growth seen in countries like Poland and Romania

Offshore:

- UK dominated offshore wind installations in 2010 with ~40% of new installed capacity
- France is expected to conduct a tender for 3,000 MW of offshore wind power projects
- Going forward , UK and Germany are expected to account for 80% of European offshore market

Few other economies showing promise

Rest of the World - *Positive developments continue*

Australia:

- Australia saw a drop in installations in 2010 due to fall in prices of RECs
- New orders have started to flow in and market is expected to rebound in 2012-13
- It is estimated that about 8000 MW of new wind energy capacity to be installed by 2020
- The Australian Government plans to levy an interim carbon tax of A\$23/ton from July 2012.
- Carbon pricing is likely to encourage further deployment of wind

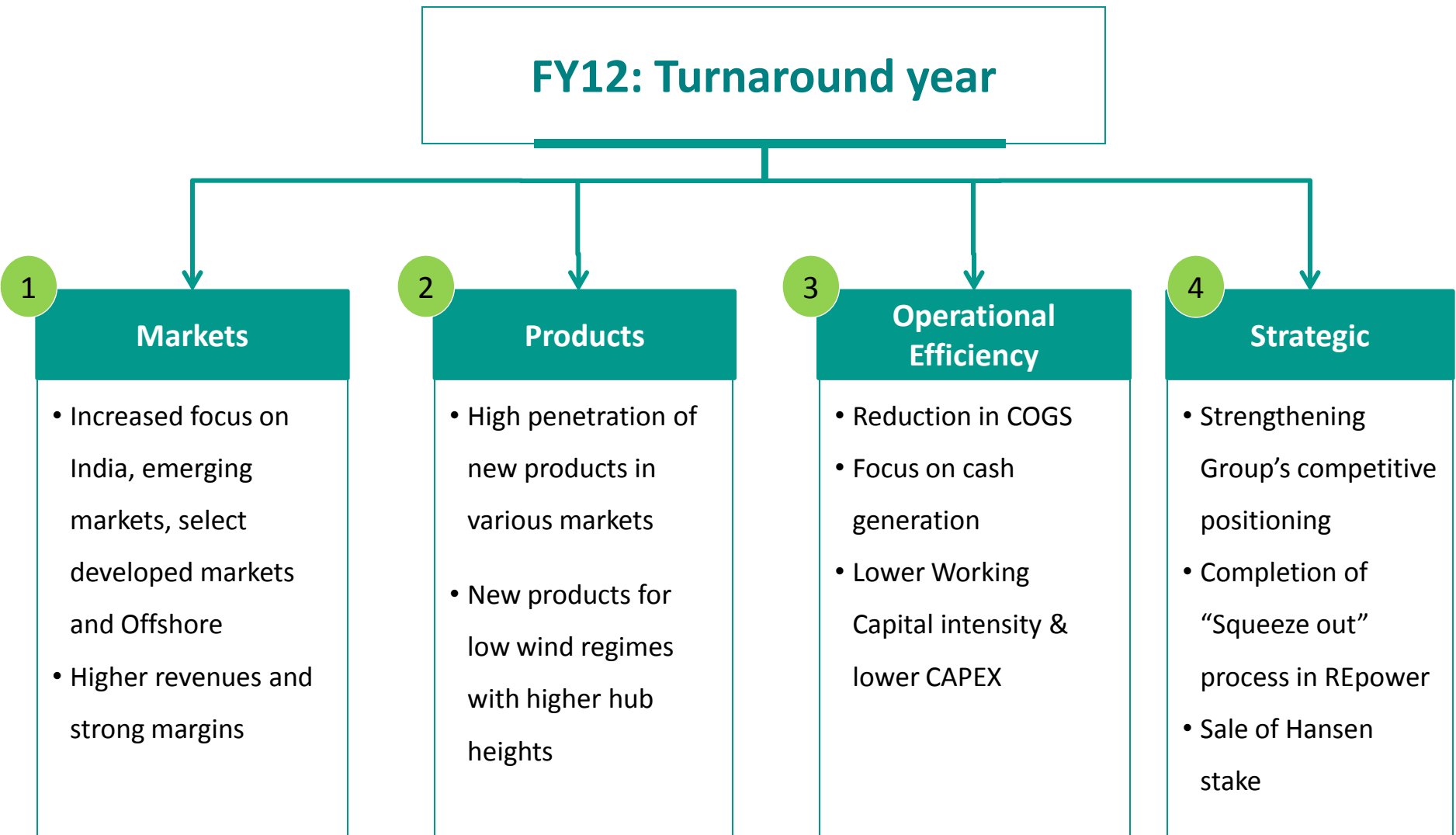
Other Countries:

- Led by Chile and Argentina , some countries of South America show promise of decent growth, in order to diversify the current generation mix, mostly dominated by Hydro power and to reduce dependency on imported gas
- Mexico has also grown in significance in 2010, nearly tripling its installed capacity from 2009

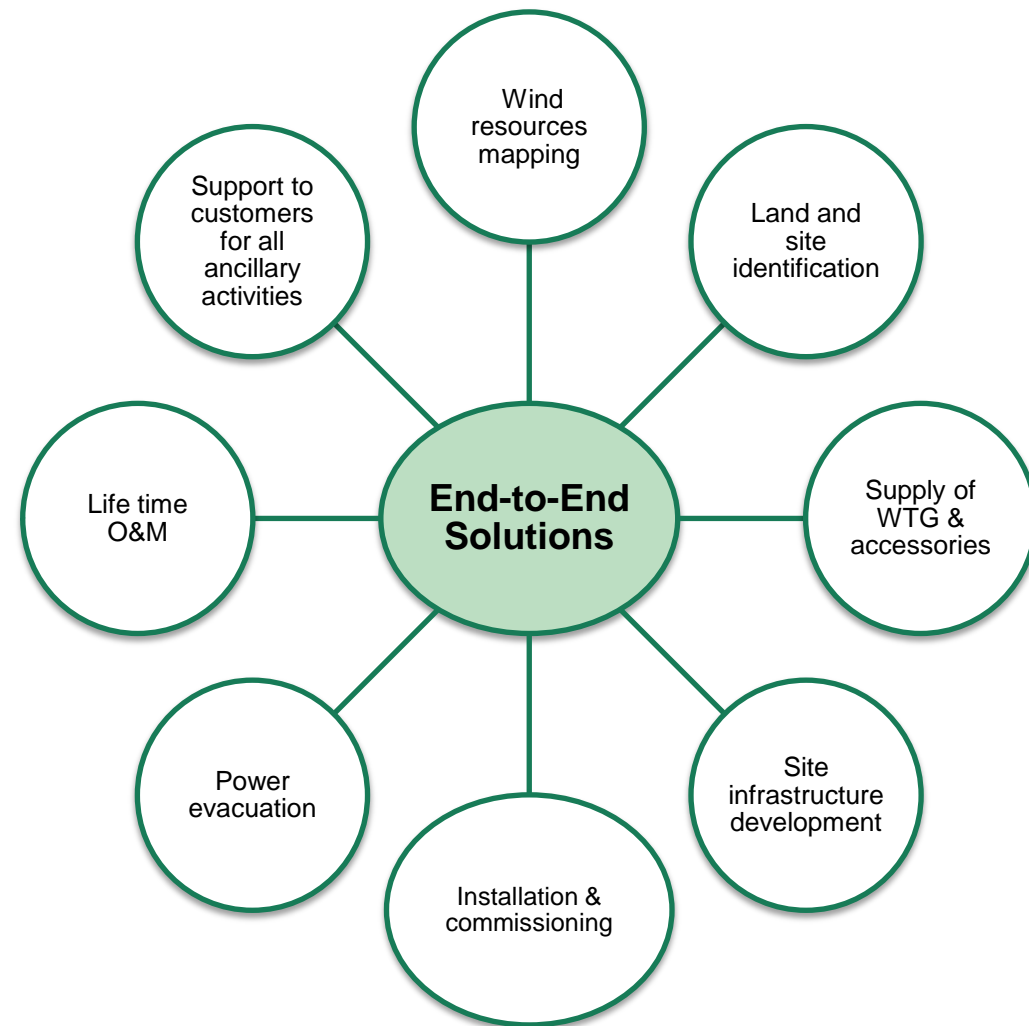
Focus Areas for FY12

REpower offshore project : Thorntonbank





Strengthening our position in emerging markets through end-to-end business model



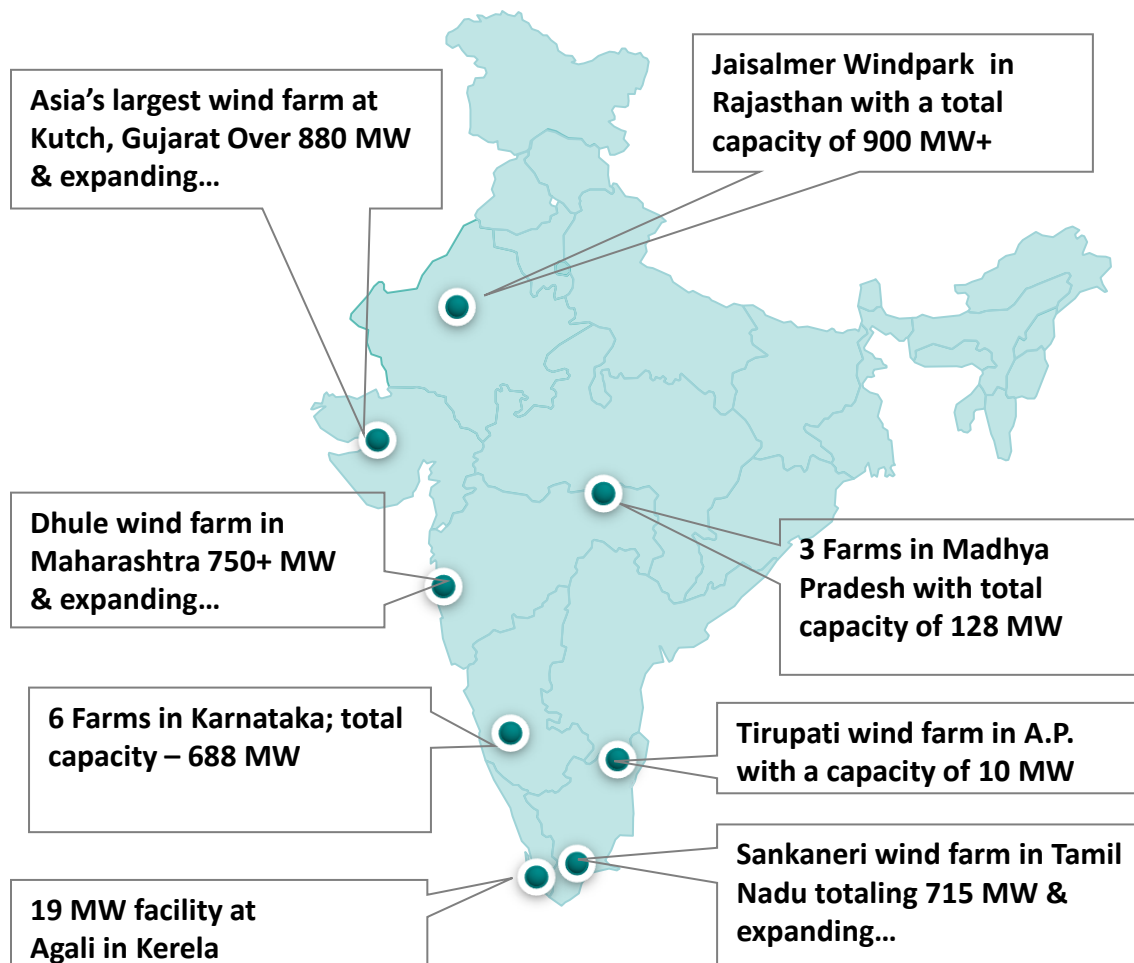
**End to end
solution
provider –**

**Key to
Emerging
Markets**

- Allows customers to benefit from cost-efficiencies and economies of scale in wind farms
- Avoids need for customers to undertake cumbersome wind farm development process
- Provides greater control over execution timeline
- Control on value chain from planning to maintenance stages
- Leverages Suzlon's deep experience across wind energy value chain
- Best partner for IPP customers

...backed by successful track record of executing large end-to-end projects in India

Some of our largest wind farms in India



Illustrative map, not as per scale

- **Installed base of 6,700+ MW in India (>1,000 MW sites in four states)**
- **Capacity to deliver large scale projects** (Four mega size windfarms of >700 MW each)
- **More than 50 project sites across 8 states**
 - Rajasthan, Gujarat, MP, Maharashtra, Karnataka, AP, Tamil Nadu & Kerala
- **Suzlon is well placed to cater to the growing market due to its**
 - Unique business model of concept to commissioning,
 - Strong EPC execution capabilities and
 - Access to large wind sites

Some of our large operational offshore projects



Alpha Ventus Project, Germany

**Customer: Consortium of EWE,
E.ON & Vattenfall**

- 6 WTGs of 5M
- Installed in 2009
- >4,000 load hrs per WTG



Thornton Bank Project, Belgium

Customer: C-Power

- 6 WTGs of 5M (Phase I)
- Installed in 2008
- Next phase order of 295 MW already received

Other projects under development (>700 MW)

Thornton Bank Project, Belgium

Customer: C-Power

- 295 MW in Phase II & III (48 WTGs of 6M)
- Largest non recourse financed project (€ 1.3bn)
- Installation by 2012 & 2013

Nordsee OST Project, Germany

Customer: RWE Innogy

- 295 MW (48 WTGs of 6M)
- Part of the frame contract of 1.2-1.5GW
- Co funded by European Commission under EEPR programme
- Installation by 2012/2013

Ormonde Project, UK

Customer: Vattenfall

- 150 MW (30 WTGs of 5M)
- Installation of WTGs finished in August 2011 (3 weeks ahead of schedule)
- Grid connection still due (responsibility of customer)

High penetration of new products in various markets

- New products backed by proven performance and efficient processes, as well as customer-focused team: a global company with local reach
- Enhancements, innovation and comprehensive design driven through the entire technology platform for even better reliability and higher power yield in low-wind sites

New products launched

- ✓ **Suzlon S9X for low-wind sites**
 - **Suzlon S97:** 2.1 MW platform, with a 97 meter rotor diameter
 - **Suzlon S95:** 2.1 MW platform, with a 95 meter rotor diameter
- ✓ **REpower MM100:** MM100-1.8 MW developed for low wind sites
- ✓ **REpower 3.XM:**
 - 3.2M with a 114 meter rotor diameter for Class-III wind sites, with a hub height of 100m, 123m & 143m
 - 3.4M with a 104 meter rotor diameter for Class-II wind sites

Status update

- ✓ **S9X**
 - Already launched for all geographies
 - Prototypes have already been installed
 - Certifications to be received shortly
 - Orders already received for S9X
- ✓ **REpower MM100/3XM:**
 - Already launched for relevant geographies
 - Cold climate versions to follow
 - Large sized orders received for new products

S9X: Focus on providing higher yields at a lower cost from low wind sites

- ✓ 2 MW-class turbines, designed for moderate to low wind regimes
- ✓ Robust, reliable design optimized to deliver higher yields at a lower cost per-kW/h
- ✓ Extends proven technology platform to meet specific market, wind regime and operating conditions

Key features in the S9X design are:

- ✓ Power yield up by ~14-19%
- ✓ Tower weight less by 15%
- ✓ Larger swept area with rotor diameters; 95 and 97 meters
- ✓ DFIG convertor featuring variable speed
- ✓ 80-meter, 90-meter and 100-meter hub heights

Suzlon has received a solid response from the market for its new products.

A few of the large orders which also include delivery of new products:

- ✓ 1000 MW order from Caparo Energy, India
- ✓ 218 MW order from Martifer, Brazil
- ✓ 202 MW order from Techno Electric, India
- ✓ 100 MW order from Orient Green Power, India
- ✓ 32 MW order from Sprott Energy, Canada

**Operating successfully
across the world.....**

S9X in Australia

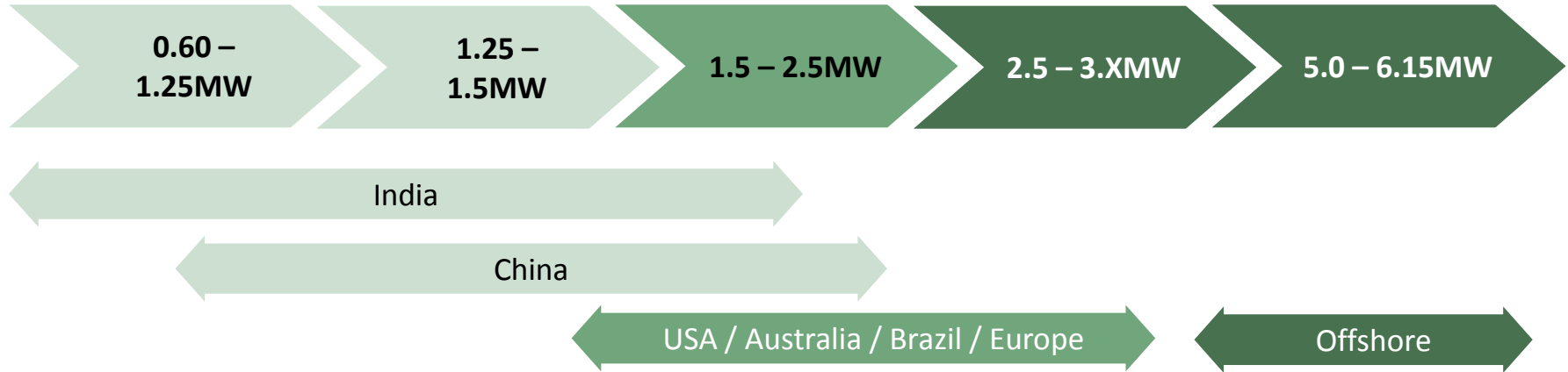


S9X in India



2

With new products, Suzlon Group boasts a complete commercially proven portfolio



Products spanning all capacities - sub-MW to multi-MW turbines

Products spanning technologies - variable, semi-variable and fixed speeds

Product variants spanning climatic conditions, all wind class sites and grid requirements

Ability to supply large volumes across various geographies

- **Operations to be cash generating**

- Maximise volumes, focus on key markets, improvement in margins, optimisation of costs
- Endeavours to generate cash from operations, while keeping investments into balance sheet at a minimum

- **Focused efforts to reduce working capital intensity**

- Reduce debtor days, with efforts to recover slow moving debtors in USA
- Structurally reduce inventories tied up in overseas markets for executing ex-Asia orders
- Optimise suppliers credit

- **Continued policy of incurring only 'MUST HAVE' CAPEX**

- Suzlon wind to incur minimal new CAPEX
- REpower to incur CAPEX only for offshore/multi MW turbine manufacturing

Suzlon owns 100% stake in REpower with successful completion of Squeeze out

Squeeze out process:

- ✓ Squeeze out initiated by Suzlon's wholly owned subsidiary
- ✓ Cash compensation offered at Euro 142.77/share, validated by Valuation auditor appointed by Court
- ✓ Resolution passed at the AGM for REpower on 21st September, 2011
- ✓ **Squeeze out registered in commercial register on 27th October, 2011**
- ✓ **Suzlon holds 100% stake in REpower**

Possible benefits that can accrue:

- ✓ **Supply chain synergies to drive down costs**
 - Manufacturing and Sourcing in Low cost countries of Asia
 - Significant reduction in COGS
 - REpower products to become more price competitive
- ✓ **Integration of Sales & Service organization:**
 - Leveraging Group Sales and Service infrastructure across the Globe to boost sales
- ✓ **Enhanced Technical collaboration to maximize benefits and optimize R&D spend**
- ✓ **Stronger balance sheet and effective utilization of Group resources**

Group well positioned in current market environment

1 Emerging markets

- India: high growth market
- Entrenched in China, Brazil
- Early entrant in South Africa, Chile, Argentina and Mexico

2 Offshore & key stable Developed markets

- Comprehensive product portfolio for Offshore
- Performing well in Germany, Canada, France, UK and Turkey

3 Global Sales & Service Organisation

- Relationship with 11 clients out of Top 15 global customers
- Robust global sales infrastructure ensuring excellent service with higher machine availability and reliability

4 Product portfolio

- Covering all wind classes I, II, III and all customer and market segments
- Product range from 600 KW to 6.15 MW delivering competitive cost / kWh
- End-to-end business solution provider with strong execution skills

5 Low cost manufacturing & sourcing

- Majority of the manufacturing in the low cost countries already established
- Additional capacity creation requires low capex
- Fully developed Asia centric supply chain
- Healthy gross profit margins

Suzlon Group: Guidance for FY12

We continue to reiterate the Guidance:

- **Revenues:** **Rs 24,000 – 26,000 Crs (\$5.3bn – \$5.8bn)**
- **EBIT Margin:** **7% - 8%**

Detailed financials – Q2 FY2012



REpower offshore project : Thorntonbank

Consolidated financial results

(Suzlon Wind + SE Forge + Hansen + REpower)

INR Cr.

Particulars	Q2 FY12 Unaudited	Q2 FY11 Unaudited	H1 FY12 Unaudited	H1 FY11 Unaudited
Sales	5,071	3,772	9,397	6,170
Raw material cost	3,304	2,537	6,117	4,314
Gross Profit	1,767	1,235	3,280	1,856
Gross Profit margin	34.8%	32.7%	34.9%	30.1%
Manpower cost	485	408	951	806
Operating income	60	48	114	54
Other operating expenses	867	738	1,531	1,368
Forex loss / (Gain)	88	(12)	35	134
EBITDA	387	148	877	(398)
EBITDA margin	7.6%	3.9%	9.3%	-6.4%
Depreciation	148	137	289	264
EBIT	239	11	588	(662)
Interest	321	237	586	474
Interest on acquisition loans	36	31	70	55
Exceptional items	(219)	-	(219)	37
Other non-operating Income	24	20	56	43
Taxes	66	132	80	109
Add:/(Less) Share in associate's PAT	(21)	(9)	(33)	(16)
Add/(Less): Share of profit of minority	10	9	13	27
PAT	48	(369)	108	(1,281)

Consolidated financial results – Q2FY12

Particulars	Q2 FY12 (unaudited) (INR Cr.)				Q2 FY11 (unaudited) (INR Cr.)			
	Suzlon	SE Forge	REpower	Consol.	Suzlon	SE Forge	REpower	Consol.
Sales MW	420.55	-	-	-	361.20	-	-	-
Sales	2,676	102	2,380	5,071	2,188	94	1,559	3,772
Raw material cost	1,651	46	1,696	3,304	1,444	57	1,103	2,537
Gross Profit	1,025	56	685	1,767	743	37	456	1,235
Gross Profit margin	38.29%	54.78%	28.77%	34.85%	33.97%	39.36%	29.28%	32.73%
Manpower cost	270	7	208	485	238	7	163	408
Operating income	5	0	54	60	26	0	22	48
Other operating expenses	532	28	307	867	501	24	213	738
Forex loss / (Gain)	87	0	1	88	(4)	2	(10)	(12)
EBIDTA	141	21	223	387	34	6	111	148
EBIDTA margin	5.27%	20.58%	9.37%	7.63%	1.55%	6.38%	7.12%	3.93%
Depreciation	88	19	41	148	85	18	35	137
EBIT	53	2	182	239	(51)	(12)	76	11
Interest	296	21	5	321	198	18	21	237
Interest on acquisition	-	-	36	36	-	-	31	31
Exceptional items	(219)	-	-	(219)	-	-	-	-
Other non-operating Income	22	0	1	24	13	0	6	20
Taxes	15	-	51	66	67	-	65	132
Add/(Less): Share in associate's PAT/ minority interest	(22)	-	11	(11)	(8)	5	3	(0)
PAT	(39)	(18)	103	48	(311)	(24)	(31)	(369)

Consolidated financial results: H1 FY12

Particulars	H1 FY12(unaudited) (INR Cr.)				H1 FY11(unaudited) (INR Cr.)			
	Suzlon	SE Forge	REpower	Consol.	Suzlon	SE Forge	REpower	Consol.
Sales MW	857.55	-	-		568.65	-	-	
Sales	5,266	217	4,094	9,397	3,628	149	2,508	6,170
Raw material cost	3,338	108	2,843	6,117	2,503	88	1,835	4,314
Gross Profit	1,927	108	1,251	3,280	1,125	61	673	1,856
Gross Profit margin	36.60%	50.08%	30.55%	34.91%	31.01%	40.72%	26.83%	30.09%
Manpower cost	515	14	422	951	465	13	327	806
Operating income	8	0	105	114	28	0	26	54
Other operating expenses	941	61	529	1,531	948	42	378	1,368
Forex loss / (Gain)	30	1	4	35	148	1	(15)	134
EBIDTA	451	32	401	877	(409)	5	9	(398)
EBIDTA margin	8.56%	14.98%	9.79%	9.34%	-11.28%	3.36%	0.36%	-6.45%
Depreciation	168	37	84	289	164	35	65	264
EBIT	283	(5)	317	588	(574)	(30)	(56)	(662)
Interest	533	40	13	586	419	35	21	474
Interest on acquisition	-	-	70	70	-	-	55	55
Exceptional items	(219)	-	-	(219)	37	-	-	37
Other non-operating Income	47	1	8	56	26	1	17	43
Taxes	9	-	71	80	48	-	61	109
Add: Share in associate's PAT/ less share of minority	(34)	-	15	(20)	(14)	11	14	11
PAT	(26)	(44)	185	108	(1,066)	(52)	(161)	(1,281)

Consolidated financial results: Full Year

Particulars	FY11 (audited) (INR Cr.)					FY10 (audited) (INR Cr.)				
	Suzlon	SE Forge	Hansen	REpower	Consol.	Suzlon	SE Forge	Hansen	REpower	Consol.
Sales MW	1,521					1,460				
Sales	9,175	358	--	8,615	17,879	9,635	104	2,656	8,502	20,620
Raw material cost	6,061	212	--	6,443	12,454	6,391	60	1,491	6,010	13,628
Gross Profit	3,114	145	--	2,172	5,425	3,244	44	1,166	2,492	6,992
Gross Profit margin	33.94%	40.66%	--	25.22%	30.34%	33.67%	42.66%	43.88%	29.31%	33.91%
Manpower cost	941	27	--	708	1,676	911	21	516	697	2,145
Operating income	60	1	--	150	211	43	1	9	107	160
Other operating expenses	2,076	93	--	1,006	3,174	2,450	53	426	1,176	4,104
Forex loss / (Gain)	(40)	2	--	14	(23)	(60)	(4)	38	(17)	(42)
EBIDTA	196	24	--	595	808	(15)	(25)	194	742	943
EBIDTA margin	2.14%	6.63%	--	6.91%	4.52%	(0.16%)	(23.57%)	7.32%	8.73%	4.57%
Depreciation	359	71	--	228	657	312	42	181	128	663
EBIT	(163)	(47)	--	367	151	(327)	(66)	14	614	280
Interest	862	71	--	73	1,006	858	62	51	125	1,081
Interest on acquisition	0	0	--	131	131	--	--	47	67	114
Exceptional items	253	0	--	0	253	(212)	--	--	--	(212)
Other non-operating Income	64	2	--	42	107	39	3	20	23	69
Taxes	(27)	0	--	212	185	236	(2)	1	121	356
Add: Share in associate's PAT/ less share of minority	2	12	(28)	6	(7)	(2)	21	23	(35)	(7)
PAT	(1,186)	(104)	(28)	0	(1,324)	(1,173)	(103)	(43)	289	(983)

Suzlon Group order book

Region	Orders as on 29/07/11	New Orders	Sales in Q2 FY12	Orders as on 22/10/11	Sales in FY11	Sales in FY10	Sales in FY09
India	1,255	432	396	1,291	1,169	688	749
North America	277			277	27	410	989
China	265		25	241	201	182	249
ANZ	0			0	57	128	430
Europe	105			105	61	53	166
S. America	128			128	6.3	--	197
Others					--	--	10
Total *	2,030 MW	432 MW	421 MW	2,042 MW	1,521MW	1,460MW	2,790MW
Total value	Rs.11,247 Crs			Rs.11,864 Crs	Rs.9,175 Crs.	Rs.9,635 Crs.	Rs.15,897 Crs.
Suzlon Wind order book as on 21 st October 2011				\$2.4bn			
REpower order book as on 21 st October 2011				\$4.1bn			
Group order book				\$6.5bn			

Sales of period 30th September 2011 to date not deducted from orders as on 21st October 2011

Suzlon Group: Firm order book of 4,734MW valuing ~\$6.5bn

Consolidated Net Working Capital

INR Cr.

Particulars	As on 30 th Sept'11	As on 30 th June'11	As on 31 st Mar'11	As on 31 st Dec. '10	As on 30 th Sept. '10
Inventories	5,907	5,755	5,352	6,907	6,321
Receivables	6,332	6,131	5,915	5,010	4,283
Advances	2,229	2,145	1,973	1,915	2,268
Deposit / Advance Tax	475	409	393	370	311
Total (A)	14,943	14,439	13,633	14,202	13,183
Prepayment from customers (including dues to customers)	2,776	2,656	2,728	4,352	3,932
Trade payables	4,245	3,797	4,537	3,312	2,913
Other Current Liabilities	1,497	1,529	1,230	927	987
Provisions	1,383	1,325	1,333	1,163	1,267
Total (B)	9,900	9,307	9,827	9,753	9,098
Net Working Capital (A-B)	5,043	5,132	3,806	4,449	4,084

Suzlon Wind: Net Working Capital

INR Cr.

Particulars	As on 30 th Sept'11	As on 30 th June'11	As on 31 st March'11	As on 31 st Dec. '10	As on 30 th Sept. '10
Inventories	3,530	3,207	3,144	3,241	3,013
Receivables	4,895	4,510	4,156	4,180	3,304
Advances	1,287	1,262	1,274	1,266	1,578
Deposit / Advance Tax	474	407	391	367	310
Total (A)	10,186	9,386	8,965	9,054	8,205
Prepayment from customers (including dues to customers)	937	757	646	1,029	910
Trade payables	3,190	2,584	2,948	2,434	2,015
Other Current Liabilities	1,050	1,052	875	798	813
Provisions	844	812	804	814	894
Total (B)	6,021	5,205	5,273	5,075	4,633
Net Working Capital (A-B)	4,165	4,181	3,691	3,979	3,572

Suzlon Wind: Volumes by geography

Region	Q2 FY12	Q2 FY11	H1 FY12	H1 FY11	FY 11 Sales	FY10 Sales	FY09 Sales
	(MW)	(MW)	(MW)	(MW)	(MW)	(MW)	(MW)
India	396	290	700	429	1,169	688	749
USA		2		27	27	410	989
China	25	69	64	108	201	182	249
ANZ			4	--	57	128	430
Europe & ROW			90	4	67	52	373
Total	421	361	858	569	1,521	1,460	2,790
Domestic	94%	80%	82%	75%	76%	47%	26%
International	6%	20%	18%	25%	24%	53%	74%

India business again becoming dominant in overall volumes

Group Financial Leverage^(a)

Particulars	As at 30 th Sept. 2011		As at 30 th June. 2011		As at 31 st Mar. 2011		As at 31 st Dec. 2010		As at 30 th Sept. 2010	
	SEL Wind (a)	Consol. Group (a)	SEL Wind (a)	Consol. Group (a)	SEL Wind (a)	Consol. Group (a)	SEL Wind (a)	Consol. Group (a)	SEL Wind (a)	Consol. Group (a)
Gross Debt (A)	12,406	13,357	11,836	12,774	11,233	12,264	11,112	12,087	11,070	12,073
Cash (B)	846	2,257	955	2,230	1,023	3,131	945	2,712	1,260	2,822
Net Debt (A-B)	11,560	11,101	10,881	10,544	10,210	9,142	10,167	9,375	9,809	9,252

(a) Unaudited

Net Debt to Equity – 1.7x as on 30th September 2011

Suzlon Wind: Financial leverage^(a)

INR Cr.

Debt type	Balance as on 30 th Sept. 2011	Balance as on 30 th June 2011	Balance as on 31 st Mar. 2011	Balance as on 31 st Dec. 2010	Balance as on 30 th Sept. 2010
Acquisition loans	2,277	2,079	2,074	2,073	2,085
FCCBs	3,203	2,924	2,136	2,141	2,153
W.Cap, Capex and other loans	6,925	6,833	7,023	6,898	6,832
Gross debt (A)	12,406	11,836	11,233	11,112	11,070
Cash (B)	846	955	1,023	945	1,260
Net Debt (A-B)	11,560	10,881	10,210	10,167	9,809

(a) Unaudited

Consolidated Balance Sheet:

Sources of Funds

Particulars	H1 FY12 Unaudited	FY11 Audited	H1 FY11 Unaudited
Share Capital	355	355	349
Employee Stock options	20	20	20
Reserves and Surplus	6,160	6,150	5,892
Shareholders' funds	6,535	6,526	6,260
Preference share issued by subsidiary company	3	3	3
Minority Interest	219	307	403
Loan Funds			
Secured loans	9,417	9,257	9,200
Unsecured loans	3,940	3,007	2,874
Deferred tax liability	362	294	166
Sources of Funds	20,475	19,393	18,904

Consolidated Balance Sheet:

Applications of Funds

INR Cr.

Particulars	H1 FY12 Unaudited	FY11 Audited	H1 FY11 Unaudited
Gross block	13,668	12,852	11,930
Less: Accumulated depreciation / amortization	2,261	1,933	1,618
Net block	11,407	10,919	10,312
Capital work-in-progress	556	420	453
Net Fixed Assets (including intangible assets)	11,963	11,338	10,766
Investments	43	967	1,090
Deferred tax assets	90	161	123
Foreign currency monetary translation difference account	211	-	20
Current assets, loans and advances			
Inventories	5,907	5,352	6,321
Sundry debtors	7,201	5,915	4,283
Cash and bank balances	2,257	3,121	1,458
Loans and advances	2,286	2,366	2,579
Less: Current liabilities and provisions			
Current liabilities	8,517	8,494	7,832
Provisions	1,383	1,333	1,267
Net Current assets	8,168	6,927	5,542
Applications of Funds	20,475	19,393	18,904

FCCBs: Post restructuring & new issuance

FCCBs	Outstanding amount (USD mln)	Conversion price (Rs.)	Maturity date	Coupon rate	Maturity value with Redemption premium
June 2012 - Old	211.3	97.26	June 2012	0%	145.23%
October 2012 - Old	121.4	97.26	October 2012	0%	144.88%
June 2012 - Exchange	35.6	76.68	June 2012	7.5%	150.24%
October 2012 – Exchange	20.8	76.68	October 2012	7.5%	157.72%
July 2014 – New Issuance	90.0	90.38	July 2014	0%	134.20%
April 2016 - New Issuance	175	54.01	April 2016	5.0%	108.70%

Total number of shares to be issued on conversion: **~381.6 Mn**

No financial covenants till maturity

REpower Net Profit Reconciliation

Particulars	Q2 FY 2012		H1 FY 2012	
	EURO m	INR Crs.	EURO m	INR Crs.
Profit / (loss) as per REpower books	7.5	49	11.6	76
Less: Policy alignment impact	(0.8)	(3)	(0.8)	(3)
Profit / (loss) before translation loss	8.2	52	12.4	79
Less: FX loss/(gain) on translation of COGS	(11.8)	(77)	(24.7)	(161)
Profit / (loss) as per Suzlon Books	20.0	129	37.1	240

Thank You