Suzion Energy Ltd.

1207,12th Floor, Raheja Centre, Free Press Journal Marg, Nariman Point Mumbai - 400 021, India



Phone : +91.22.66393200 / 67297300 Fax : +91.22.66393232 / 22040873 E-mail : mumbai@suzlon.com

URL : www.suzlon.com

12th February 2020.

National Stock Exchange of India Limited, "Exchange Plaza", Bandra-Kurla Complex, Bandra (East), Mumbai-400051. BSE Limited, P.J. Towers, Dalal Street, Mumbai-400001.

Dear Sirs,

Sub.: Outcome of the Board Meeting dated 12th February 2020.

Ref.: Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations").

This is to inform that the Board of Directors of the Company (the "Board"), at its Meeting held on 12th February 2020 (which commenced at 11.30 a.m. and concluded at 5.15 p.m.), has, inter alia, approved the Unaudited Limited Reviewed Financial Results of the Company on standalone and consolidated basis for the quarter ended 31st December 2019. Enclosed please find copy of the said results and a copy of the Limited Review Reports (standalone and consolidated) dated 12th February 2020. Also find enclosed the copy of the press release and the copy of the presentation in this regard, which are also available on the website of the Company (www.suzlon.com).

This is for your information as also for the information of your members and the public at large.

Thanking you,

Yours faithfully,

For Suzlon Energy Limited

Geetanjali S.Vaidya, Company Secretary.

G. S. Vaidya

Encl.: As above.

SUZLON ENERGY LIMITED CIN : L40100GJ1995PLC025447 "SUZLON", 5, SHRIMALI SOCIETY, NEAR SHRI KRISHNA COMPLEX, NAVRANGPURA, AHMEDABAD-380009

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019

	Quarter ended Nine months ended			the ended	(₹ in crorés) Year ended		
Particulars	December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019	
					THE RESERVE OF THE PARTY OF THE	(Audited)	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
1 Income from operations	653.53	003.00	1.090.68	2,289.81	3,557.27	4.978.	
a) Revenue from operations	653.57	803.09		27.94	22.56	4,976.	
b) Other operating income	11.95	5.92	6.80			49.	
Other income	7.47	8.44	14.86	23.78	44.34		
Total income from operations	672.99	817.45	1,112.34	2,341.53	3,624.17	5,074.	
Expenses		The second second					
a) Consumption of raw materials, components consumed and services rendered	371.34	378.12	738.14	1,048.80	2,116.42	2,956	
b) Purchase of stock-in-trade			*				
 c) Changes in inventories of finished goods, semi-finished goods and work- in- progress 	12.74	291.80	(131.10)	401.33	(70.68)	41	
d) Employee benefits expense	186.97	209.12	218.52	604.36	625.22	874	
e) Finance cost	422.63	300.07	335.09	1,026.15	987.88	1,269	
f) Depreciation and amortisation expense	155.25	75.84	82.48	304.50	254.56	341	
g) Foreign exchange loss / (gain)	76.84	123.34	(219.61)	219.99	381.55	288	
h) Other expenses	186.26	172.87	199.33	536.45	644.22	873	
Total expenses	1,412.03	1,551.16	1,222.85	4,141.58	4,939.17	6,645	
Profit /(loss) before exceptional items and tax (1 -2)	(739.04)	(733.71)	(110.51)	(1,800.05)	(1,315.00)	(1,570	
Exceptional items (refer Note 3a)	3.02	44.12	(60.89)	55.12	(60.89)	(2	
Profit /(loss) before tax (3 - 4)	(742.06)	(777.83)	(49.62)	(1,855.17)	(1,254.11)	(1,54)	
Tax expenses				***************************************			
a) Current tax	0.97	(0.31)	(0.72)	2.08	(1.45)		
b) Deferred tax	0.57	(0.51)	(10.28)		(14.99)	(1-	
Net profit /(loss) after tax (5 - 6)	(743.03)	(777.52)	(38.62)	(1,857.25)	(1,237.67)	(1,531	
	0.12	(0.31)	(1.45)	(0.37)	(4.88)	()	
Share of profit/ (loss) of associate and joint ventures Net profit /(loss) for the period (7 + 8)	(742.91)	(777.83)	(40.07)	(1,857.62)	(1,242.55)	(1,537	
Net profit /(loss) for the period (7 + 8)	(/42.91)	(///.83)	(40.07)	(1,007.01)	(1,141.55)	(2,00	
Other comprehensive income/ (loss), net of tax	2.71	(0.20)	(3.71)	0.39	0.59		
a) items that will not be reclassified to profit and loss	35.09	(15.05)	(20.29)	33.40	19.08	(4	
b) items that will be reclassifed to profit and loss			(64.07)	(1,823.83)	(1,222.88)	(1,576	
Total comprehensive income/ (loss), net of tax (9+10)	(705.11)	(793.08)	(64.07)	(1,023.03)	(1,222.00)	(1,5/6	
Net profit/ (loss) for the period attributable to:			(27.76)	/4 040 701	(1.234.58)	(1,52)	
Owners of the Company	(736.44)	(747.15)	(37.76)	(1,818.70)		(1,52	
Non-controlling interest	(6.47)	(30.68)	(2.31)	(38.92)	(7.97)	(1	
Other comprehensive income/ (loss) for the period attributable to:		No.			10.60		
Owners of the Company	37.80	(15.25)	(24.00)	33.79	19.67	(3	
Non-controlling interest							
Total comprehensive income for the period attributable to:						100	
Owners of the Company	(698.64)	(762.40)	(61.76)	(1,784.91)	(1,214.91)	(1,56	
Non-controlling interest	(6.47)	(30.68)	(2.31)	(38.92)	(7.97)	(1)	
		The second					
Paid up equity share capital (Face value of ₹ 2/- each)	1,063.95	1,063.95	1,063.95	1,063.95	1,063.95	1,06	
Other equity (excluding revaluation reserve)		A Committee Park	100000000000000000000000000000000000000			(9,56	
Earnings / (loss) per equity share (EPS) (*not annualised)		The Wall of the Wall			med a second		
- Basic (₹)	*(1.38)	*(1.40)	*(0.07)	*(3.42)	*(2.32)	(
- Diluted (₹)	*(1.38)	*(1.40)	*(0.07)	*(3.42)	*(2.32)	(

STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019

			Quarter ended			ths ended	Year ended	
	Particulars	December 31, 2019 (Unaudited)	September 30, 2019 (Unaudited)	December 31, 2018 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2018 (Unaudited)	March 31, 2019 (Audited)	
1	Income from operations					TO STATE OF THE ST		
	a) Revenue from operations	49.51	90.14	360.92	281.19	1,748.05	2,471.0	
	b) Other operating income	18.42	16.66	36.51	55.38	48.14	72.4	
	Other income	25.40	76.34	109.21	214.02	338.01	435.	
	Total income from operations	93.33	183.14	506.64	550.59	2,134.20	2,979.4	
2	Expenses							
	a) Consumption of raw materials, components consumed and services rendered	99.72	56.58	367.83	212.77	1,159.87	1,517.5	
	b) Purchase of stock-in-trade						5.	
	c) Changes in inventories of finished goods, semi-finished goods and work- in- progress	(20.22)	85.40	(151.57)	112.38	25.35	196.	
	d) Employee benefits expense	59.94	70.17	80.82	200.12	219.58	326.	
	e) Finance cost	366.73	200.90	246.33	811.78	745.23	943.	
	f) Depreciation and amortisation expense (refer Note 3b)	137.24	315.43	118.52	551.48	301.47	438	
	g) Foreign exchange loss / (gain)	55.23	132.57	(21.82)	203.30	117.32	112	
	h) Other expenses	105.67	102.30	99.43	314.09	404.80	568.	
	Total expenses	804.31	963.35	739.54	2,405.92	2,973.62	4,110.	
3	Profit /(loss) before exceptional items and tax (1-2)	(710.98)	(780.21)	(232.90)	(1,855.33)	(839.42)	(1,130.	
4	Exceptional items (refer Note 3c)	334.72	178.71	51.82	546.61	79.34	6,281.	
5	Profit /(loss) before tax (3 - 4)	(1,045.70)	(958.92)	(284.72)	(2,401.94)	(918.76)	(7,411.	
6	Tax expenses			A CONTRACTOR OF THE PARTY OF TH	L Prince And A	A CAMPIC TONE		
	a) Current tax			0.08		0.28	1.	
	b) Deferred tax							
7	Net profit /(loss) after tax (5 - 6)	(1,045.70)	(958.92)	(284.80)	(2,401.94)	(919.04)	(7,413.	
8	Other comprehensive income/ (loss), net of tax			The state of the s				
6	a) items that will not be reclassified to profit and loss	3.14	(0.95)	(2.46)	2.03	0.25	0.	
	b) items that will be reclassifed to profit and loss							
9	Total comprehensive income/ (loss), net of tax (7 + 8)	(1,042.56)	(959.87)	(287.26)	(2,399.91)	(918.79)	(7,412.	
10	Paid up equity share capital (Face value of ₹ 2/- each)	1,063.95	1,063.95	1,063.95	1,063.95	1,063.95	1,063.	
11	Other equity (excluding revaluation reserve)						(8,086.	
12	Earnings / (loss) per equity share (EPS) (*not annualised)	Service Control of						
-	- Basic (₹)	*(1.97)	*(1.80)	*(0.54)	*(4.52)	*(1.73)	(13.	
	- Diluted (₹)	*(1.97)	*(1.80)	*(0.54)	*(4.52)	*(1.73)	(13.5	



SUZLON ENERGY LIMITED CIN : L40100G 11995PL C025447 "SUZLON", 5, SHRIMALI SOCIETY, NEAR SHRI KRISHNA COMPLEX, NAVRANGPURA, AHMEDABAD-380009

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on February 12, 2020. The statutory auditors of the Company have carried out a limited review of the above results for the quarter and nine months ended December 31, 2019.
- Effective April 1, 2019, the Group adopted Ind AS 116 "Leases", applied to all lease contracts existing on April 1, 2019 using the modified retrospective method along with the transition option to recognise Right-of-Use asset (ROU) at an amount equal to the lease liability. Accordingly, comparatives for the quarter and nine months ended December 31, 2018 and year ended March 31, 2019 have not been, retrospectively adjusted. The effect of this adoption is not material on the loss for the period and earnings per share
- 3a Exceptional items in consolidated financial results includes transaction cost towards restructuring plan of ₹ 3 crores and ₹ 38 crores for the quarter and nine months ended December 31, 2019 respectively, loss on sale of a subsidiary of ₹ 9 crores for the previous guarter and nine months ended December 31, 2019, loss on sale of asset classified as held for sale of ₹ 8 crores for the June 30, 2019 guarter and nine months ended December 31, 2019
- 3b Depreciation and amortisation expense in standalone financial results includes provision for impairment of goodwill of ₹ 214 crores for the previous quarter and nine months ended December 31, 2019
- 3c Exceptional items in standaione financial results includes transaction cost towards restructuring plan of ₹ 3 crores and ₹ 38 crores for the quarter and nine months ended December 31, 2019 respectively, provision for interest towards invocation of SBLC facility of ₹ 52 crores for the previous quarter and nine months ended December 31, 2019, impairment of other financial assets and investments of ₹ 332 crores and ₹ 456 crores for the quarter and nine months ended December 31, 2019 respectively, loss on sale of asset classified as held for sale of ₹ 0.01 crores for the June 30, 2019 quarter and nine months ended December 31, 2019.
- 4 The Group has continued to incur losses during the current period, primarily due to lower volumes and finance costs, provision for impairment and the negative net worth of the Group is ₹ 10,311 crores as at December 31, 2019. The net current liabilities in standalone and consolidated financial results were ₹ 11,581 crores and ₹ 10,139 crores, respectively, as at December 31, 2019. Suzlon Energy Limited ('the Parent') and certain subsidiaries have defaulted in repayment of loans (including Foreign Currency Convertible Bonds ('FCCB') of ₹ 1,263 crores) and interest aggregating to ₹ 8,092 crores, as at December 31, 2019. The Group has also defaulted in making payments to most of the trade creditors out of total outstanding of ₹ 1,295 crores as at December 31, 2019. Certain overdue creditors have issued notices to the Parent and certain subsidiaries under the Indian Bankruptcy Code and few have filed insolvency proceedings against the Parent and a joint venture with the National Company Law Tribunal (NCLT). During the quarter ended December 31, 2019 one of the lenders has recalled outstanding borrowings amounting to ₹ 597 crores (as on December 31, 2019) from the Company. The aforesaid conditions indicate severe liquidity stress, and consequentially, existence of a material uncertainty that may cast a significant doubt about the Group's ability to continue as a going concern. An Inter-Creditor Agreement (ICA) in terms of the Reserve Bank of India (Prudential Framework for resolution of stressed assets) Direction, 2019 issued by the Reserve Bank of India (RBI) dated June 7, 2019 (the "June 7 Circular") was entered into by the Consortium lenders of the Parent and certain subsidiaries on July 1, 2019 and the standstill period under the same expired on January 7, 2020. Lenders are in the process of executing amendment agreement for extending the period under the ICA till April 30, 2020. The Board of directors continue to evaluate these conditions and have advised the management to explore all possibilities to improve liquidity condition of the Group and to address these concerns. The Parent is continuously working on a resolution plan with the lenders and has submitted a Restructuring Plan to the lenders, which envisages restructuring of existing debt. The Parent is also in discussion with the FCC8 holders for settlement of FCC8 borrowing which includes a waiver of considerable amount. The borrowings pertaining to certain subsidiaries amounting to ₹ 575 crores are not included in proposed Restructuring Plan and these will be dealt separately. The proposed Restructuring Plan is under consideration by the lenders. Process advisors, rating agencies and other professionals for conducting Techno Economic Viability (TEV) study and ratings have been appointed by the lenders. Rating agencies have submitted their reports to the lenders. Other agencies are in the process of finalising their reports in consultation with the lenders. The improvement of liquidity condition of the Group is contingent solely upon acceptance and implementation of the proposed Restructuring Plan by the lenders. The date presently envisaged as the implementation date for the proposed restructuring plan including for settlement with FCCB holders is March 31, 2020. Such events are not within the control of the Group. Considering the above, the Group may be unable to realize its assets and disclarge its liabilities in the normal course of business. The Group's ability to continue as a going concern is currently dependent on successful outcome of the aforesaid proposed Restructuring Plan and settlement with other lenders. The Management is reasonably confident about fructification of the above referred measures and consequently, continuation and strengthening of the business operations. Accordingly, the standalone and consolidated financial results have been prepared on the basis that the Group will continue as a going concern, and no adjustments have been made to the carrying amounts of the assets.
- 5 Consolidated segment reporting:

		Nine mon	ths ended	Year ended		
articulars	December 31, 2019 (Unaudited)	September 30, 2019 (Unaudited)	December 31, 2018 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2018 (Unaudited)	March 31, 2019 (Audited)
Segment Revenue			The second second		St. The st.	
a) Wind Turbine Generator	84.20	195.77	531.62	529.75	1,996.60	2,849.10
b) Foundry & Forging	94.89	117.27	102.71	322.58	244.39	356.61
c) Operation & Maintenance Service	490.88	515.34	504.66	1,507.35	1,429.16	1,906.73
d) Others	10.16	6.25	17.04	18.83	58.80	88.16
Total	680.13	834.63	1,156.03	2,378.51	3,728.95	5,200.60
Less: Inter segment revenue	26.56	31.54	65.35	88.70	171.68	222.14
Income from operations	653.57	803.09	1,090.68	2,289.81	3,557.27	4,978,46
Segment Results						
a) Wind Turbine Generator	(492.99)	(639.35)	107.51	(1,342.92)	(703.78)	(798.32
b) Foundry & Forging	(2.97)	4.47	(3.89)	(0.92)	(4.29)	(11.24
c) Operation & Maintenance Service	164.30	188.89	104.49	533.54	346.30	428.70
d) Others	7.78	3.91	1.61	12.62	(9.69)	30.26
Adjusted for:					(2.02)	
a. Other income	(7.47)	(8.44)	(14.86)	(23.78)	(44.34)	(49.95
b. Finance cost	422.63	300.07	335.09	1,026.15	987.88	1,269.91
c. Exceptional items	3.02	44.12	(60.89)	55.12	(60.89)	(27.57
Profit /(loss) before tax	(742.06)	(777.83)	(49.62)	(1,855.17)	(1,254.11)	(1,542.99
Tom /(toss) selote tax	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(45.52)	(2,000.17)	(2,254,22)	(1,011.00
Seament assets		DI COMO WILL				
a) Wind Turbine Generator	4.895.03	5,541.21	6,898.67	4,895.03	6.898.67	6,443.01
b) Foundry & Forging	646.12	692.60	716.36	646.12	716.36	730.16
c) Operation & Maintenance service	1,161.81	1,135.49	1,098.08	1,161.81	1,098.08	1,008.25
d) Others	39.24	31.51	79.65	39.24	79.65	73.12
e) Unallocable	352.91	486.55	1.072.82	352.91	1,072.82	616.37
Total assets	7,095.11	7,887.36	9,865.58	7,095.11	9,865.58	8,870.91
Segment liabilities	7,095.11	7,007.30	9,003.30	7,093.11	9,003.30	0,070.51
a) Wind Turbine Generator	2,309,45	3,077.03	4,439,41	2,309.45	4,439,41	4,168.12
b) Foundry & Forging	83.23	104.98	130.29	83.23	130.29	132.40
c) Operation & Maintenance service	704.19	747.72	786.92	704.19	786.92	666.83
d) Others	704.19	/4/./2	52.54	704.19	52.54	31.46
	14,309.66	13,563,72	12.632.53	14,309.66	12.632.53	12.375.19
e) Unallocable						
Total liabilities	17,406.53	17,493.45	18,041.69	17,406.53	18,041.69	17,374.00

6 Figures for the previous periods have been regrouped/re-classified to conform to the classification of the current period.

For and on behalf of the Board of Directors

Cminita. Tulsi R.Tanti

Chairman & Managing Director DIN No: 00002283

February 12, 2020



Chartered Accountants 706, 'B' Wing, 7th Floor ICC Trade Tower Senapati Bapat Road Pune - 411 016 Maharashtra, India

Tel: +91 20 6624 4600 Fax: +91 20 6624 4605

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF SUZLON ENERGY LIMITED

- We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of Suzlon Energy Limited ("the Company"), which includes branches located at The Netherlands and Germany for the quarter and nine months ended December 31, 2019 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
- 2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
- 4. Based on our review conducted as stated in paragraph 3 above, and read with the management's assessment of going concern and the reasons for not making any adjustments to the carrying amounts of the assets as more fully explained in paragraph 5 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Regd. Office: Indiabulls Finance Centre, Tower 3, 27th - 32th Floor, Senapati Bapat Marg, Elphinstone Road (West), Mumbai - 400 013, Maharashtra, India. (LLP Identification No. AAB-8737)

5. Attention is invited to Note 4 of the Statement regarding preparation of the results of the Company on a going concern basis notwithstanding the fact that the Company has continued to incur losses during the current period, primarily due to lower volumes, finance costs, provision for impairment and the negative net worth of the Company is ₹ 9,407 crores as at December 31, 2019. The net current liabilities in standalone financial results were ₹11,581 crores as at December 31, 2019. The Company have defaulted in repayment of loans (including Foreign Currency Convertible Bonds ('FCCB') of ₹ 1,263 crores) and interest aggregating to ₹ 7,682 crores, as at December 31, 2019.

As stated in notes, the Company has also defaulted in making payments to most of the trade creditors out of total outstanding of \gtrless 1,149 crores as at December 31, 2019, and certain overdue creditors have issued notices to the Company under the Indian Bankruptcy Code and few have filed insolvency proceedings against the Company with the National Company Law Tribunal (NCLT). During the quarter ended December 31, 2019, one of the lenders has recalled outstanding borrowings amounting to \gtrless 597 crores (as on December 31, 2019) from the Company.

The aforesaid conditions indicate severe liquidity stress, and consequentially, existence of a material uncertainty that may cast a significant doubt about the Company's ability to continue as a going concern.

An Inter-Creditor Agreement (ICA) in terms of the Reserve Bank of India (Prudential Framework for resolution of stressed assets) Direction, 2019 issued by the Reserve Bank of India (RBI) dated June 7, 2019 (the "June 7 Circular") was entered into by the consortium lenders of the Company on July 1, 2019 and the standstill period under the same has expired on January 7, 2020. Lenders are in the process of executing amendment agreement for extending the period under the ICA till April 30, 2020.

The Board of Directors continue to evaluate these conditions and have advised the management to explore all possibilities to improve liquidity condition of the Company and to address these concerns. The Company is continuously working on a resolution plan with the lenders and has submitted Restructuring Plan to the lenders, which envisages restructuring of existing debt.

The Company is also in discussion with the FCCB holders for settlement of FCCB borrowing which includes a waiver of considerable amount.

The proposed Restructuring Plan is under consideration by the lenders. Process advisors, rating agencies and other professionals for conducting Techno Economic Viability (TEV) study and ratings have been appointed by the lenders. Rating agencies have submitted their reports to the lenders. Other agencies are in the process of finalising their reports in consultation with the lenders.

The improvement of liquidity condition of the Company is contingent solely upon acceptance and implementation of the proposed Restructuring Plan by the lenders. The date presently envisaged as the implementation date for the proposed restructuring plan including for settlement with FCCB holders is March 31, 2020.

Such events are not within the control of the Company. Considering the above, the Company may be unable to realize its assets and discharge its liabilities in the normal course of business. The Company's ability to continue as a going concern is currently dependent on successful outcome of the aforesaid proposed Restructuring Plan and settlement with other lenders. The Management is reasonably confident about fructification of the above referred measures and consequently, continuation and strengthening of the business operations.



Accordingly, the standalone financial results have been prepared on the basis that the Company will continue as a going concern, and no adjustments have been made to the carrying amounts of the assets.

Our conclusion on the Statement is not modified in respect of this matter.

For **DELOITTE HASKINS & SELLS LLP**

Chartered Accountants (Firm's Registration No. 117366W/W-100018)

Hemant M. Joshi

Partner

(Membership No. 038019) UDIN: 20038019AAAABK5354

Pune, February 12, 2020

Chartered Accountants 706, 'B' Wing, 7th Floor ICC Trade Tower Senapati Bapat Road Pune - 411 016 Maharashtra, India

Tel: +91 20 6624 4600 Fax: +91 20 6624 4605

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF

SUZLON ENERGY LIMITED

- 1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of Suzlon Energy Limited ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), and its share of the net loss after tax and total comprehensive income / (loss) of its joint venture for the quarter and nine months ended December 31, 2019 ("the Statement") which includes the branches of the Group located at The Netherlands and Germany being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
- 2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of entities as per Annexure to this report.

Regd. Office Indiabulls Finance Centre, Tower 3, 27th - 32th Floor, Senapati Bapat Marg, Elphinstone Road (West), Mumbai - 400 013, Maharashtra, India. (LLP Identification No. AAB-8737)

- 5. Based on our review conducted and procedures performed as stated in paragraph 3 above and read with the management's assessment of going concern and the reasons for not making any adjustments to the carrying amounts of the assets as more fully explained in paragraph 6 below and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
- 6. Attention is invited to Note 4 of the Statement regarding preparation of the results of the Group on a going concern basis notwithstanding the fact that the Group has continued to incur losses during the current period, primarily due to lower volumes and finance costs and the negative net worth of the Group is ₹ 10,311 crores as at December 31, 2019. The net current liabilities in consolidated financial results were ₹ 10,139 crores as at December 31, 2019. Suzlon Energy Limited ('the Parent') and certain subsidiaries have defaulted in repayment of loans (including Foreign Currency Convertible Bonds ('FCCB') of ₹ 1,263 crores) and interest aggregating to ₹ 8,092 crores, as at December 31, 2019.

As stated in the note, the Group has also defaulted in making payments to most of the trade creditors out of total outstanding of ₹ 1,295 crores as at December 31, 2019, and certain overdue creditors have issued notices to the Parent and certain subsidiaries under the Indian Bankruptcy Code and few have filed insolvency proceedings against the Parent and a joint venture with the National Company Law Tribunal (NCLT). During the quarter ended December 31, 2019, one of the lenders has recalled outstanding borrowings amounting to ₹ 597 crores (as on December 31, 2019) from the Parent.

The aforesaid conditions indicate severe liquidity stress, and consequentially, existence of a material uncertainty that may cast a significant doubt about the Group's ability to continue as a going concern.

An Inter-Creditor Agreement (ICA) in terms of the Reserve Bank of India (Prudential Framework for resolution of stressed assets) Direction, 2019 issued by the Reserve Bank of India (RBI) dated June 7, 2019 (the "June 7 Circular") was entered into by the Consortium lenders of the Parent and certain subsidiaries on July 1, 2019 and the standstill period under the same has expired on January 7, 2020. Lenders are in the process of executing amendment agreement for extending the period under the ICA till April 30, 2020.

The Board of Directors continue to evaluate these conditions and have advised the management to explore all possibilities to improve liquidity condition of the Group and to address these concerns. The Parent is continuously working on a resolution plan with the lenders and has submitted Restructuring Plan to the lenders, which envisages restructuring of existing debt.

The Parent is also in discussion with the FCCB holders for settlement of FCCB borrowing which includes a waiver of considerable amount.

The borrowings pertaining to certain subsidiaries amounting to ₹ 575 crores are not included in proposed Restructuring Plan and these will be dealt separately.



The proposed Restructuring Plan is under consideration by the lenders. Process advisors, rating agencies and other professionals for conducting Techno Economic Viability (TEV) study and ratings have been appointed by the lenders. Rating agencies have submitted their reports to the lenders. Other agencies are in the process of finalising their reports in consultation with the lenders.

The improvement of liquidity condition of the Group is contingent solely upon acceptance and implementation of the proposed Restructuring Plan by the lenders. The date presently envisaged as the implementation date for the proposed restructuring plan including for settlement with FCCB holders is March 31, 2020.

Such events are not within the control of the Group. Considering the above, the Group may be unable to realize its assets and discharge its liabilities in the normal course of business. The Group's ability to continue as a going concern is currently dependent on successful outcome of the aforesaid proposed Restructuring Plan and settlement with other lenders. The Management is reasonably confident about fructification of the above referred measures and consequently, continuation and strengthening of the business operations.

Accordingly, the consolidated financial results have been prepared on the basis that the Group will continue as a going concern, and no adjustments have been made to the carrying amounts of the assets.

Our conclusion on the Statement is not modified in respect of this matter.

7. We did not review the interim financial information of three subsidiaries included in the consolidated unaudited financial results, whose interim financial information reflect total revenues of ₹ 93 crores and ₹ 277 crores for the quarter and nine months ended December 31, 2019 respectively, total profit/(loss) after tax of ₹ 29 crores and ₹ (389) crores for the quarter and nine months ended December 31 2019 respectively and total comprehensive income/(loss) of ₹ 29 crores and ₹ (389) crores for the quarter and nine months ended December 31, 2019 respectively as considered in the Statement. These interim financial information have been reviewed by other auditors whose reports have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

8. The consolidated unaudited financial results includes the interim financial information of forty subsidiaries which have not been reviewed by their auditors, whose interim financial information reflect total revenue of ₹ 52 crores and ₹ 162 crores for the quarter and nine months ended December 31, 2019 respectively, total profit after tax of ₹ 18 crores and ₹ 2 crores for the quarter and nine months ended December 31, 2019 respectively and total comprehensive income of ₹ 18 crores and ₹ 2 crores for the quarter and nine months ended December 31, 2019 respectively as considered in the Statement.



According to the information and explanations given to us by the Management, these interim financial information are not material to the Group.

Our conclusion on the Statement is not modified in respect of our reliance on the interim financial information certified by the Management.

For **DELOITTE HASKINS & SELLS LLP**

Chartered Accountants

(Firm's Registration No. 117366W/W-100018)

Hemant M. Joshi

Partner

(Membership No. 038019)

UDIN: 20038019AAAABJ3706

Pune, February 12, 2020

ANNEXURE TO THE INDEPENDENT AUDITOR'S REVIEW REPORT

(Referred to in paragraph 4 of our report of even date)

Following is the list of subsidiaries, joint ventures and an associate whose results are included in the Statement of Suzlon Energy Limited:

#	Name of the company	Country	Relationship
1	AE Rotor Holding B.V.	The Netherlands	Subsidiary
2	SWE Renewables Ltd (formerly known as Anshuman Renewables Limited)	India	Subsidiary
3	Avind Desenvolvimento De Projetos De Energia Ltda*	Brazil	Subsidiary
4	Manas Renewables Limited	India	Subsidiary
5	Parque Eolico El Almendro S.L.\$	Spain	Subsidiary
6	SE Drive Technik GmbH	Germany	Subsidiary
7	SE Forge Ltd.	India	Subsidiary
8	SWE Wind Project Services Limited (formerly known as Sharanya Renewables Limited)	India	Subsidiary
9	Sirocco Renewables Limited	India	Subsidiary
10	Suryoday Renewables Limited	India	Subsidiary
11	SE Blades Technology B.V.	The Netherlands	Subsidiary
12	Suzlon Energia Eolica do Brasil Ltda*	Brazil	Subsidiary
13	Suzion Energy A/S	Denmark	Subsidiary
14	Suzlon Energy Australia Pty. Ltd.	Australia	Subsidiary
15	Suzlon Energy B.V.	The Netherlands	Subsidiary
16	Suzlon Energy Korea Co. Ltd.	Republic of South Korea	Subsidiary
17	Suzlon Energy Limited, Mauritius	Mauritius	Subsidiary
18	Suzlon Energy Portugal Energia Elocia Unipessoal Lda	Portugal	Subsidiary
19	Suzlon Global Services Ltd.	India	Subsidiary
20	Suzlon Gujarat Wind Park Ltd.	India	Subsidiary
21	Suzlon Power Infrastructure Ltd.	India	Subsidiary
22	Suzlon Rotor Corporation	USA	Subsidiary
23	Suzlon Wind Energy (Lanka) Pvt. Ltd.	Sri-Lanka	Subsidiary
24	Suzlon Wind Energy BH, Bosnia & Herzegovina	Bosnia	Subsidiary
25	Suzlon Wind Energy Corp.	USA	Subsidiary
26	Suzlon Wind Energy Equipment Trading (Shanghai) Co., Ltd	China	Subsidiary
27	Suzlon Wind Energy Espana, S.L	Spain	Subsidiary
28	Suzlon Wind Energy Ltd.	United Kingdom	Subsidiary
29	Suzlon Wind Energy Nicaragua, Sociedad Anónima	Nicaragua	Subsidiary
30	Suzlon Wind Energy Romania SRL	Romania	Subsidiary
31	Suzlon Wind Energy Uruguay SA	Uruguay	Subsidiary



#	Name of the company	Country	Relationship
32	Suzlon Wind Enerji Sanayi VE Ticaret Limited Sirketi	Turkey	Subsidiary
33	Tarilo Holding B.V.	The Netherlands	Subsidiary
34	Vakratunda Renewables Limited	India	Subsidiary
35	Valum Holding B.V.	The Netherlands	Subsidiary
36	Varadvinayak Renewables Limited	India	Subsidiary
37	Vignaharta Renewable Energy Limited	India	Subsidiary
38	Wharton Wind LLC	USA	Subsidiary
39	Suzlon Project VIII,LLC	USA	Subsidiary
40	Suzlon Wind Energy South-Africa (PTY) Limited	South-Africa	Subsidiary
41	Seventus LLC USA	USA	Subsidiary
42	Gale Green Urja Limited	India	Subsidiary
43	Suyash Renewables Limited	India	Subsidiary
44	Jawbone Holding LLC	USA	Subsidiary
45	Seventus Development Holdings LLC	USA	Subsidiary
46	Lane City Wind LLC	USA	Subsidiary
47	Lacy Creek Windpower, LLC	USA	Subsidiary
48	Consortium Suzlon Padgreen Co Ltd	Mauritius	Joint venture
49	Suzlon Generators Limited	India	Joint venture
50	Aalok Solarfarms Limited#	India	Joint venture
51	Abha Solarfarms Limited#	India	Joint venture
52	Heramba Renewables Limited#	India	Joint venture
53	Shreyas Solarfarms Limited#	India	Joint venture
54	Vayudoot Solarfarms Limited#	India	Joint venture
55	Suzlon Energy (Tianjin) Ltd.	China	Associate



^{*}under liquidation #classified as held for sale \$ sold during the period



For Immediate Release

12th February, 2020

Suzion announces Q3 FY20 results

- Intensively working towards a holistic debt resolution with lenders consortium
- Pre-forex EBITDA loss of Rs. 92 crores in Q3 FY20

Pune, India: Suzlon Group, India's largest renewable energy solutions provider, announced its Q3 FY20 results.

J P Chalasani, Group CEO, said, "The industry is on a growth path and is going through gradual revival post the transition period. In calendar year (CY 2019) there has been an improvement in installations over the last year with ~1,800 MW of new wind capacities added in 9M FY20, taking the overall installed capacity to over 37,500 MW and contributing 44 percent of India's installed Renewable Energy capacity. The Finance Minister's plan to promote 'smart metering' and infusion of INR 22,000 crore for the Renewable Energy sector announced in the Union Budget is a welcome move that provides major boost to the clean energy sector."

Swapnil Jain, CFO, said, "Our WTG business operations continue to be at a subdued level with nominal allocation of capital as we are working towards a holistic debt resolution with the lenders consortium. Our Operation and Maintenance Services (OMS) business continues to deliver strong profitability and high machine performance for the customers. Our Forging and Foundry business also continues to deliver good performance and is currently earning almost 100% of its revenues from external customers. Liquidity constraints continue to impede our operations, and we continue to focus on cost optimization across the board including cost of goods sold (COGS) and fixed costs. We are diligently working with our lenders towards a holistic debt resolution and fixing the capital structure."

Suzion Group Q3 FY20 financial performance at a glance (consolidated):

- Q3 FY20 revenue at Rs. 654 crores
- EBIDTA: loss of Rs. 92 crores in Q3 FY20
- Reported Net Loss of Rs. 743 crores in Q3 FY20



Key highlights:

- Suzlon won the 'Best Organisation for PoSH (Prevention of Sexual Harassment)' award in the large size company category by KelpHR
- During the guarter, 632.1 MW has been considered as cancelled from the order book due to teething troubles of land, power evacuation and other constraints

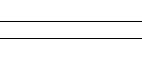
About Suzion Group:

Suzlon Group is one of the leading renewable energy solutions provider in the world with a global presence across 18 countries in Asia, Australia, Europe, Africa and Americas. Headquartered at Suzlon One Earth in Pune, India; the Group is comprised of Suzion Energy Limited (NSE & BSE: SUZLON) and its subsidiaries. A vertically integrated organization, with over two decades of operational track record, the group has a cumulative global installation of over 18 GW of wind energy capacity, over 7,500 employees with diverse nationalities and world-class manufacturing facilities. Suzlon is the only Indian wind energy company with a large in-house Research and Development (R&D) set-up in Germany, the Netherlands, Denmark and India. Group's installation in India, adds upto ~35% of the country's wind installations, making Suzlon the largest player in this sector. The Group is the custodian of over 12.5 GW of wind assets under service in India making it the 2nd largest operations and maintenance company (over 8,500 turbines) in Indian power sector. The Group also has around 3 GW of wind assets under service outside India.









Press Contact Suzion Group	Investor Relations Contact
Murlikrishnan Pillai	Siddharth Jhawar
Mobile: +91 98220 25562	Tel.: +91 (22) 6639 3200
E-mail: ccp@suzlon.com	E-mail: investorrelations@suzlon.com



Disclaimer

- This presentation and the accompanying slides (the "Presentation"), which have been prepared by Suzlon Energy Limited (the "Company"), have been prepared solely for information purposes and DOES not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis of or be relied on in connection with any contract or binding commitment whatsoever. The Presentation is not intended to form the basis of any investment decision by a prospective investor. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.
- This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, reliability or fairness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of any projections contained in the Presentation or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.
- Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the wind power industry in India and world-wide, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.
- No responsibility or liability is accepted for any loss or damage howsoever arising that you may suffer as a result of this Presentation and any and all responsibility and liability is expressly disclaimed by the Management, the Shareholders and the Company or any of them or any of their respective directors, officers, affiliates, employees, advisers or agents.
- No offering of the Company's securities will be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"). Accordingly, unless an exemption from registration under the Securities Act is available, the Company's securities may not be offered, sold, resold, delivered or distributed, directly or indirectly, into the United States or to, or for the account or benefit of, any U.S. Person (as defined in regulation S under the Securities Act).
- The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of such jurisdiction.



Milestones Achieved

Annual Market Share (FY19)

~39%

Market share gains for 4th consecutive year

Cumulative Market

Share*

~35%

Market leadership
maintained for over two
decades

Largest fleet under maintenance* of

12.5 GW in India

2nd largest O&M

Company in India Power

Sector



FY20 & Onwards: Volume Visibility in India



Challenges	Resolution
Delays in evacuation approvals	Evacuation approvals granted most of the auctioned capacity PGCIL working on creation of evacuation infrastructure, Defined roadmap for next two years SECI mandated to apply for connectivity to PGCIL
Delays in land allocation	MNRE directed states to identify and set aside land for development Gujarat framed land policy for renewable energy



Financial Performance

Debt Overview

Industry Outlook

Technology

Suzlon Strengths

Detailed Financials



Q3 FY20 Financial Metrics

Particulars	Q3 FY20 Unaudited	Q3 FY19 Unaudited	Remarks
Net Volumes (MW)	2	67	
Net Revenue	654	1,091	Primarily due to low volume
Gross Profit	270	484	Duine with a due to we recover with and presidence
Gross Margin	41.2%	44.3%	Primarily due to revenue mix and provisions
Employee Expenses	187	219	
Other Expenses (net)	174	193	Includes partly variable cost
EBITDA (Pre FX)	-92	73	Drimarily due to lower energting leverage
EBITDA Margin (Pre FX)	-14.0%	6.7%	Primarily due to lower operating leverage
Depreciation	155	82	
Net Finance Cost	415	320	
Taxes	1	-11	
Share of (Profit) / Loss of Associates / JV	-0	1	
Net Profit (Pre Fx and Ex. Items)	-663	-321	
Exchange Loss / (Gain)	77	-220	
Exceptional Loss / (Gain)	3	-61	
Reported Net Profit	-743	-40	
Non Controlling Interest	-6	-2	
Net Profit attributable to Shareholders	-737	-38	



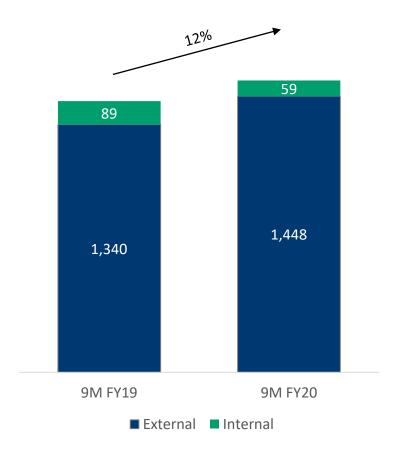
9M FY20 Financial Metrics

Particulars	9M FY20 Unaudited	9M FY19 Unaudited	Remarks
Net Volumes (MW)	49	349	
Net Revenue	2,290	3,557	Primarily due to low volume
Gross Profit	840	1,512	Drimorily due to revenue miy and provisions
Gross Margin	36.7%	42.5%	Primarily due to revenue mix and provisions
Employee Expenses	604	625	
Other Expenses (net)	509	622	Includes partly variable cost
EBITDA (Pre FX)	-273	265	Drimarily due to lawer energting layeress
EBITDA Margin (Pre FX)	-11.9%	7.4%	Primarily due to lower operating leverage
Depreciation	305	255	
Net Finance Cost	1,002	944	
Taxes	2	-16	
Share of (Profit) / Loss of Associates / JV	0	5	
Net Profit (Pre Fx and Ex. Items)	-1,583	-922	
Exchange Loss / (Gain)	220	382	
Exceptional Loss / (Gain)	55	-61	
Reported Net Profit	-1,858	-1,243	
Non Controlling Interest	-39	-8	
Net Profit attributable to Shareholders	-1,819	-1,235	



Stable Service Revenue Insulated From Business Cycles

Operations and Maintenance Revenues (₹ Cr.)



√ ~15 GW of Assets under Management (AUM)

- 12.5+ GW in India; ~3 GW Overseas
- 2nd Largest O&M player in India Power Sector,
 after NTPC

✓ Nearly 100% renewal track record in India

- Almost all turbine sold by us in India are under our Service fold
- Custodian of 12.5+ GW of assets in India
- 23 years of track record in India
- ✓ External OMS revenue is ~36% FY19 revenue



Order Backlog

Particulars	Capacity*	Remarks
Central Auctions	790 MW	All orders backed by signed PPA's
State Auctions	57 MW	7 III or dero Saekea Sy orginea 1 1713
Retail, Captive, PSU & IPP	10 MW	Not dependent on PPAs
Wind Firm Order Book	857 MW	
Value of Order Book	₹ 4,399 Cr.	



SEFL and Service orders over and above this order book

- 1. During the Quarter, 632 MW has been considered as cancelled from the order book due to teething troubles of land, power evacuation and other constraints.
- 2. PPAs of > 700 MW, where ratification is awaited are not considered in above order backlog in view of regulatory uncertainties.



Financial Performance

Debt Overview

Industry Outlook

Technology

Suzlon Strengths

Detailed Financials



Debt Profile

	31 st Dec'19	30 th Sep'19
Rupee Debt (including SBLC back Loans)	₹ 11,463 Cr.	₹ 10,937 Cr.
FCCB	US\$ 172 M (₹ 1,263 Crs.)	US\$ 172 M (₹ 1,254 Crs.)
Other FX Term Debt	US\$ 50 M (₹ 357 Crs.)	US\$ 52 M (₹ 369 Crs.)
Gross Debt (Fund based)	₹ 13,083 Cr.	₹ 12,560 Cr.
Net Debt (Fund based)	₹ 12,906 Cr.	₹ 12,257 Cr.



Debt Resolution Plan

Debt Resolution Plan

In Progress

Key Considerations:

- Continues to work on resolution of unsustainable debt levels
- ☐ Focus of Government on Wind industry increased; several positive steps taken
- Medium to long term outlook for wind continues to remain fundamentally strong
- Wholesome approach towards liability management is best possible outcome for all stakeholders

Steps Taken:

- ✓ Lenders* have entered Intercreditor Agreement (ICA) under the Reserve Bank of India (Prudential Framework for resolution of stressed assets) Direction, 2019, which has expired on January 7, 2020. Lenders are in the process of executing amendment agreement for extending the period under the ICA till April 30, 2020.
- ✓ Company has submitted restructuring plan to achieve a sustainable debt levels. The proposed Restructuring Plan is under consideration by the lenders*.
- Company is also in discussion with the FCCB holders for settlement of FCCB borrowing which includes a waiver of considerable amount.



Financial Performance

Debt Overview

Industry Outlook

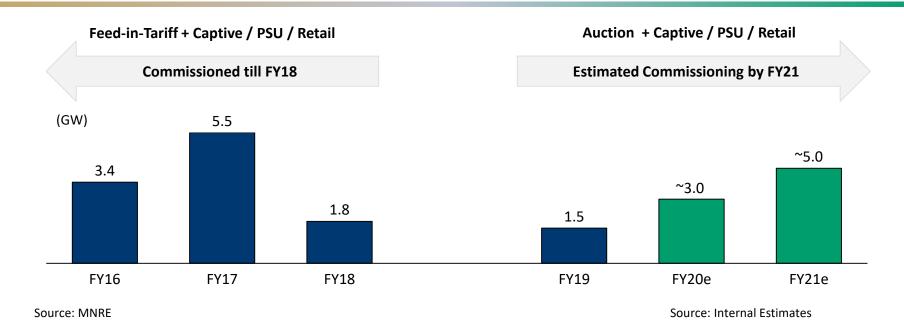
Technology

Suzlon Strengths

Detailed Financials



Strong Visibility On Growth For India Wind Market



Key Challenges faced during Transition:

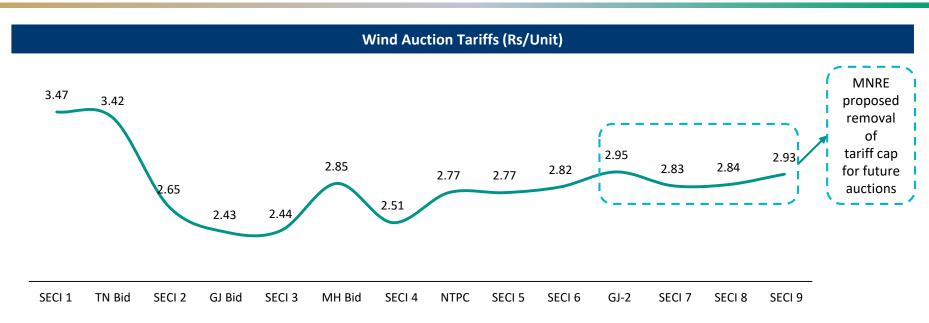
- X Infrastructure constraints
- X Land allocation delays
- X Delays in permissions from Ministry of Defence
- X Auction delays & sector uncertainties

Key Drivers:

- ✓ Push for clean, affordable and scalable power source
- ✓ Wind most competitive source of power in India
- ✓ Market expanding from 8 wind states to pan India
- ✓ Tariff firming up; removal of tariff cap proposed
- Demand-supply rationalised and WTG prices firming up



Tariffs are firming up since early Wind auctions in India







Financial Performance

Debt Overview

Industry Outlook

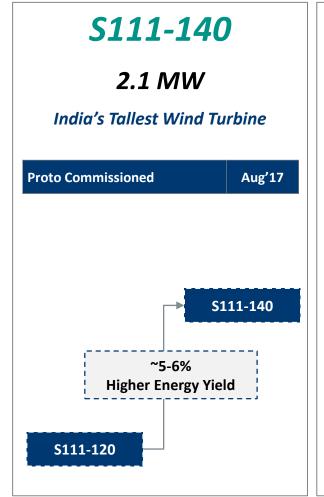
Technology

Suzlon Strengths

Detailed Financials



Products optimized for market demands

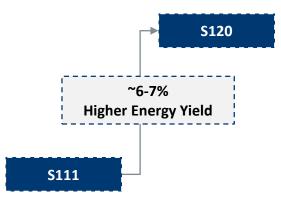


S120-140

2.1 MW

India's Largest 2.1 MW Turbine

Proto	Status	Date
S120-105	Commissioned	Jun '18
S120-140	Commissioned	Dec'18

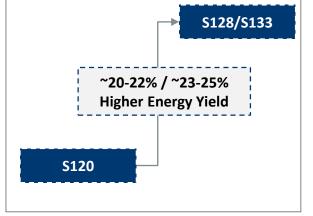


S128/S133-140

2.6 - 2.8 MW

India's Largest Rotor Diameter (Grown to S133)

Proto	Status	Date
S128-105	Commissioned	Jan '18
S128-140	Commissioned	Jun'19
S133-105	Commissioned	Aug '19





Product Developments

S128: New Products





SB 63 – Won SKOCH award for Corporate Excellence



- ✓ RLMM Listing completed
- ✓ All Testing & Measurement completed
- ✓ Multiple Tower Options (Hybrid Lattice, Steel Tubular)



Financial Performance Debt Overview Industry Outlook

Technology Suzlon Strengths Detailed Financials



Suzlon Strengths In India Wind Market



Pan India Presence







Strong Customer Relationship



24+ Years Track Record





Accolades











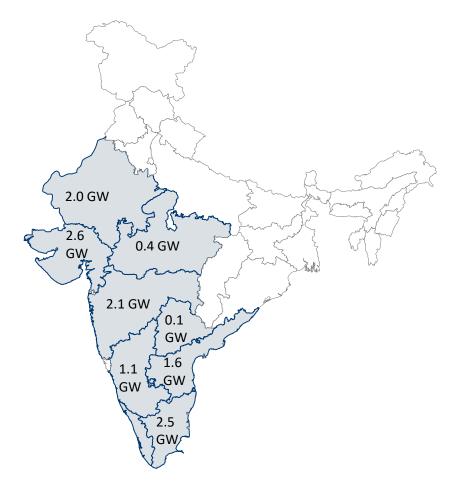
- · World's 1st solar project quality certification for Suzlon's 100 MW project
 - DNV GL confirms safety features and technical compliance
 - Testament of our commitment to high quality standards
- Coimbatore Generator Unit wins CII Southern Region 13th Kaizen Competition
 - For uniform profile of copper bar with higher productivity
- Suzlon's Generator Unit wins award at Manufacturing Today Summit
 - Quality Improvement Project competition won on Cost Optimization
 - Evaluated across cost optimization, quality, tech., safety and sustainability
- SKOCH Corporate Excellence Silver Award
 - SB63 Full Carbon Girder Blade, Order of Merit certificate for S128
 - Award for Innovative two fold transport system
- Team Wins IMC RBNQA 2018: Symbol Of Business Excellence
 - 1st prize for SGSL in service category, recognition of high service standards
 - 360 degree evaluation including interactions with all stakeholders
- ICERP JEC Innovation Award as "Outstanding Innovation in Composites"
 - Awarded by FRP Institute, India and JEC Composites, France
 - Testament of Suzlon's innovation in nacelle cover composites structure
- Won Best Organisation for PoSH (Prevention of Sexual Harrasment) award
- Certified as 'Great Place to Work' by the Great Place to Work® Institute
- Daman unit won Gold award by International Research Institute for Manufacturing



12.5 GW Wind Energy Installations In India

Ranked ${f No.~1}$ in Renewables Sector

Ranked No. 2 in Power Sector



Largest fleet under Operation and Maintenance fold in India

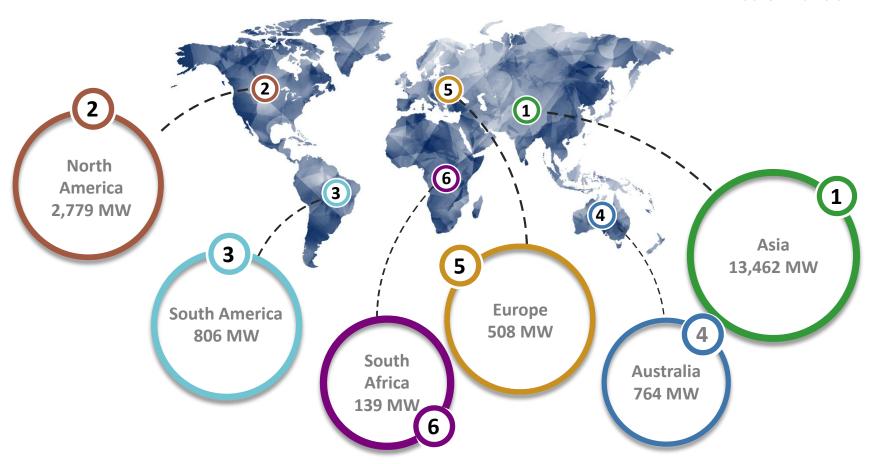
(31 st Mar'19)	# of Turbines	MW
<= 1 MW	1,678	777
>1 MW < 2 MW	4,268	5,774
=>2 MW	2,834	5,950
Total	8,780	12,501

- 35% All India installed wind capacity
- ~16% All India installed renewable capacity
- ~1,800 customer relationships
- 23 years of operating track record
- 27 TWh estimated of annual clean energy;
 - =2,229 mn trees planting p.a.
 - =~20.2 mn tonnes coal avoidance p.a.
 - =~26.7 mn tonnes CO2 emission savings p.a.



Suzlon's Global Presence

As on 31st Mar 2019





Financial Performance

Debt Overview

Industry Outlook

Technology

Suzlon Strengths

Detailed Financials



Consolidated Income Statement

Dankinslam	Q3 FY20	Q2 FY20	Q3 FY19	FY19
Particulars	Unaudited	Unaudited	Unaudited	Audited
Revenue from operations	654	803	1,091	4,978
Less: COGS	384	670	607	2,998
Gross Profit	270	133	484	1,980
Margin %	41.2%	16.6%	44.3%	39.8%
Employee benefits expense	187	209	219	874
Other expenses (net)	174	167	193	826
Exchange Loss / (Gain)	77	123	-220	288
EBITDA	-169	-366	292	-9
EBITDA (Pre-FX Gain / Loss)	-92	-243	73	280
Margin %	-14.0%	-30.2%	6.7%	5.6%
Less: Depreciation	155	76	82	342
EBIT	-324	-442	210	-351
EBIT (Pre-FX Gain / Loss)	-247	-319	-10	-62
Margin %	-37.8%	-39.7%	-0.9%	-1.3%
Net Finance costs	415	292	320	1,220
Profit / (Loss) before tax	-739	-734	-111	-1,571
Less: Exceptional Items Loss / (Gain)	3	44	-61	-28
Less: Share of (Profit) / Loss of Associates & JV	-0	0	1	6
Less: Taxes	1	-0	-11	-12
Net Profit / (Loss) after tax	-743	-778	-40	-1,537
Less: Non-Controlling Interest	-6	-31	-2	-10
Net Profit Attributable to Shareholders	-737	-747	-38	-1,527



Consolidated Balance Sheet

Liabilities	Dec-19	Mar-19
Shareholders' Fund	-10,266	-8,498
Non controlling interest	-45	-5
	-10,311	-8,503
Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings*	1,857	6,244
(ii) Lease Liabilities	57	0
(iii) Other Financial Liabilities	29	50
(b) Provisions	114	118
(c) Other Non-Current Liabilities	9	12
	2,066	6,425
Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	8,570	3,380
(ii) Trade payables	1,295	2,175
(iii) Other financial liabilities (incl. Lease Liabilities)	4333	3061
Contract Liabilities	319	1,478
Other cur. liabilities (incl. held for sale)	137	116
Provisions	687	740
	15,341	10,949
Total Equity and Liabilities	7,095	8,871

Assets	Dec-19	Mar-19
Non Current Assets		
Property, plant and equipment	960	1,147
Right-of-use assets	156	0
Capital work-in-progress	144	218
Investment property	35	37
Goodwill	8	8
Other intangible assets	285	327
Intangible assets under development	8	10
Investments in asso. and joint ventures	20	20
Financial assets		
(i) Other investment	0	0
(ii) Trade receivables	0	0
(iii) Loans	0	0
(iv) Other financial assets	228	484
Other non-current assets	50	104
	1,893	2,357
Current Assets		
(a)Inventories	2,204	2,914
(b) Financial assets		
(i) Trade receivables	1,458	1,881
(ii) Cash and cash equivalents	94	75
(iii) Loans	21	12
(iv) Other Financial Assets	317	316
(c) Current tax asset, net	16	16
(d) Other curr. assets (incl. held for sale)	1,092	1,301
	5,202	6,514
Total Assets	7,095	8,871



Consolidated Net Working Capital

	31-Dec-19	30-Sep-19	30-Jun-19
Inventories	2,204	2,357	2,775
Trade receivables	1,458	1,728	1,741
Loans & Advances and Others	1,587	1,676	1,684
Total (A)	5,249	5,761	6,200
Sundry Creditors	1,295	1,394	1,757
Advances from Customers	328	1,005	1,041
Provisions and other liabilities	1,885	1,718	1,562
Total (B)	3,508	4,118	4,361
Net Working Capital (A-B)	1,741	1,643	1,839



