

WIND

J P Chalasani,
Group CEO, Suzlon Group

'Market has expanded from 8 wind states to pan India'

● ● **INDIA'S ACHIEVEMENTS**

- In spite of the elongated transition phase that led to a temporary lull in wind capacity addition, the country currently has the fourth highest wind installed capacity in the world with total installed capacity of 34.98 GW as on October, 2018 against a target of 60 GW by 2022. Further, around 10 GW capacity is under implementation or has been tendered out.
- Due to auction regime, market has expanded from 8 wind states to pan India
- MNRE has announced plans to bid out 10 GW wind power capacity each year for 2018-19 and 2019-20.
- The National Wind-Solar Hybrid Policy was issued in May 2018 for promotion of large grid connected wind-solar PV hybrid system. Maiden bid for setting up of first 1,200 MW Greenfield wind solar hybrid project was floated by SECI

National Institute of Wind Energy (NIWE) floated Expression of Interest (EoI) for establishment of 1 GW offshore wind farm off Gujarat coast, which received interest from over 30 national and international investors. 5 GW targeted auctions until 2020 for Offshore.

● ● **ACHIEVEMENTS OF SUZLON**

- We successfully completed India's first SECI 1 wind power project of 250 MW for Sembcorp Energy India Limited (SEIL) at Chandragiri in Tamil Nadu. We are the only EPC player to have completed the entire project as per the original timelines and 6 months ahead of SECI's revised timelines.
- Bagged the largest order volume share in

auctions concluded till date (1,413 MW)

- Installed and commissioned the first prototype of S120 - 140m - India's tallest Wind Turbine Generator (WTG) with a Hybrid Concrete Tubular (HCT) Tower.
- Crossed a milestone, with installed capacity of over 12 GW in India and over 18 GW globally. Of the 12 GW of machines we operate and maintain in India we have achieved 97+% fleet machine availability for our customers.
- Installed and commissioned the first prototype of S120 - 140m - India's tallest Wind Turbine Generator (WTG) with a Hybrid Concrete Tubular (HCT) Tower.
- Received the world's first solar project quality certificate for photovoltaic (PV) power plants awarded to the Veltor Solar Power Project in Telangana, owned by SE Solar Ltd, Suzlon's SPV (Special Purpose Vehicle) with CLP India. The certificate was conferred by DNV GL and is the world's first, and currently only, global guideline for certifying solar PV projects
- Suzlon's Generator unit in Coimbatore won award at the CII Southern Region's 13th Kaizen Competition
- Suzlon's Generator unit in Coimbatore won award at Manufacturing Today Summit
- Won the SKOCH Corporate Excellence Silver Award for our Full Carbon Girder Blade measuring 63 meters which is India's longest wind turbine blade

● ● **WAY FORWARD - 2019**

Our key priorities are:

- Strengthening our leadership position in India and expanding our global footprint, with a focus on select profitable markets profitable markets in North America, Europe & Asia
- To capitalize on the volume growth by leveraging our vertically integrated manufacturing set up with pan-India presence.
- Leverage innovation and technology to bring down Levelised Cost of Energy (LCoE)
- Digitalization of services to maximize turbine efficiency and availability. We now plan to expand our OMS vertical to explore additional growth opportunities such as providing OMS for third-party turbines and developing and offering value-added products.
- Focus on Wind-Solar Hybrid solutions
- Maintain our debt reduction target of 30-40 percent by the end of FY19.