

News Release

22nd October, 2011

Suzlon Group H1 FY12: Revenues Rs. 9,397 cr, up 52%; EBIT Rs. 588 cr vs Rs. (662 cr) y-o-y

- Revenues of Rs. 9,397 cr / US\$ 1,877 mn, against Rs. 6,170 cr / US\$ 1,232 mn for H1 FY11
- Gross profit margins improved to ~35%
- PAT at Rs. 108 cr / US\$ 22 mn, against a loss of Rs. 1,281 cr / US\$ 256 mn for H1 FY11
- FY12 full year guidance maintained
- Strong Rs. 32,330 cr / ~US\$ 6.5 bn orderbook; six-month order intake of Rs. 8,937 cr / US\$ 1.78 bn

Pune: Suzlon Energy Limited, the world's fifth largest* wind turbine supplier, reported its earnings today for the quarter ended September 30th, 2011.

Mr. Tulsi R. Tanti, founder, Chairman and Managing Director – Suzlon Group, said: "We are pleased to report consistently improving performance. We have made significant progress on key strategic initiatives, including the completion of the Hansen sale, realizing about US\$ 187 mn, and the continuation of the 'squeeze-out' process with REpower.

"Looking at our markets, we continue to see strong growth in India, Germany, France, UK, Canada and the offshore segment, reflected in our extremely strong US\$ 6.5 bn orderbook – which saw US\$ 1.78 bn of new orders over the past six months. As a Group, we see sustained momentum with our diversified geographic footprint, and a customer base primarily comprised of large utilities and IPPs."

Mr. Robin Banerjee, Chief Financial Officer – Suzlon Energy Limited, said: "We are pleased to report the third consecutive profitable quarter, and a strong performance for the first half of the fiscal. Our gross profit margins improved to approximately 35 per cent, despite a very competitive market environment.

"Looking ahead, our focus continues to be on improving operational efficiency, managing our debt profile, and securing orders."

Key Updates

- **Orders:** The Suzlon Group orderbook stood at 4,734 MW, ~Rs. 32,300 cr / ~US\$ 6.5 bn in value as on 21st October, 2011. The Group secured 1,355 MW in new orders over the past six months, with India alone contributing 637 MW. Suzlon-subsidiary SE FORGE recently announced Rs. 200 cr / US\$ 40 mn of major third-party orders from the wind sector.

- **Machine availability:** Global Group fleet of over 18,000 MW consistently delivering availability (uptime) levels meeting the industry average. Suzlon's flagship S88 turbine – with an installed base of over 2,200 units worldwide – ended the most recent quarter with an availability of ~98 per cent. In addition, six prototypes of the new S9X suite installed globally are already delivering an average availability of over 97 per cent.
- **REpower 'squeeze-out':** REpower shareholders approved the 'squeeze-out' motion at its AGM held on 21st September, 2011, and due legal process continues under German corporate law.
- **Hansen stake sale:** Suzlon acquired gearbox-manufacturer Hansen in 2006 and successfully tripled its capacity, expanding into low cost countries India and China, making it a global and more cost-effective player catering to the world's leading wind power companies. Suzlon's remaining 26.06 per cent stake was acquired by ZF, at a 95 per cent premium to the then prevailing market price, for US\$ 187 mn on 12th October, 2011. Suzlon and Hansen continue to have a long-term 'buyer-supplier' partnership for the years ahead.
- **Market outlook:** The industry continues to grow with strong momentum in emerging markets, the offshore segment and key developed markets. The Indian market shows strong growth, with the market size expected to reach 5 GW annually by 2015. 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 high as 100 GW. The offshore market's global share in total installations will increase from ~3.5 per cent in CY10 to ~8-9 per cent in CY15, with UK, Germany, France and Belgium leading the way.

Notes to the Editor:

Conversion rate - US\$ 1 = Rs. 50.07
10 million = 1 crore

About Suzlon Group:

The Suzlon Group is ranked as the world's fifth largest* wind turbine supplier, in terms of cumulative installed capacity, at the end of 2010. The company's global spread extends across Asia, Australia, Europe, Africa and North and South America with over 18,000 MW of wind energy capacity installed in 28 countries, operations across 32 countries and a workforce of over 13,000. The Group offers one of the most comprehensive product portfolios – ranging from sub-megawatt on-shore turbines at 600 Kilowatts (KW), to the world's largest commercial 6.15 MW offshore turbine – with a vertically integrated, low-cost, manufacturing base. The Group – headquartered at Suzlon One Earth in Pune, India – comprises Suzlon Energy Limited and its subsidiaries, including REpower Systems AG. Visit us at www.suzlon.com

Source: *BTM Consult ApS – A part of Navigant Consulting – World Market Update 2010.

Press Contact:

Abhinav K. Srivastava, Edelman PR
Mobile: +91 98923 23750
Tel: +91 (22) 4353 0210 x 229
E-mail: abhinav.srivastava@edelman.com

Investor Relations Contact:

Dhaval Vakil, Suzlon Energy Limited
Investor Relations, Mumbai
Tel: +91 (22) 6639 3252
E-mail: dhaval.vakil@suzlon.com

Suzlon Energy Limited One Earth, Hadapsar, Pune – 411 028, India
Registered Office "Suzlon", 5, Shrimali Society, Navrangpura, Ahmedabad – 380 009, India

