



**Press Release**

Friday, October 31, 2008

**For Immediate Release**

# Suzlon reports 35% H1 top-line growth

- Achieves PAT INR 123 cr., excluding exchange loss on FCCB
- New capacity build up on-track
- SE Forge commences commercial production

**Mumbai:** Suzlon Energy Limited (SEL), the world's fifth leading and India's largest wind turbine manufacturer, reported sales growth of 35% for the quarter ended September 30, 2008.

**Consolidated Unaudited Results**  
**Highlights for half year-ended**  
**September 30, 2008 (INR Cr.)**

|                              | H1 FY 09 | H1 FY 08 |
|------------------------------|----------|----------|
| Sales MW                     | 1065     | 1001     |
| Sales                        | 6,268    | 4,639    |
| EBIDTA                       | 715      | 668      |
| PAT Ex. FCCB                 | 123      | 364      |
| FCCB                         |          |          |
| Loss/(Gain)                  | 343      | (28)     |
| PAT                          | (220)    | 392      |
| Excluding Hansen and REpower |          |          |

The company reported consolidated revenues excluding Hansen and REpower Group of INR 6,268 crore in H1 FY09, a 35.12% growth over corresponding period of the previous year. Profit after tax stood at INR 123 crore excluding accounting for exchange loss on FCCB of 343 crore, and SEL's consolidated order book stood at INR 15,131 crore (USD 3,034 ml), combined for the wind and component businesses as on October 29, 2008.

Speaking on the company's performance, **Mr. Toine van Megen, CEO of Suzlon's wind energy business**, stated: "We have registered a steady growth in our top line growth, with

sales increasing over 35% over the first half of the previous year and 7% increase in EBIDTA. Our profitability however has been affected by a number of exceptional items, as compared to the previous period. Mark-to-market losses along with notional losses on account of our USD 500 million FCCB, coupled with business factors like increased logistics costs has resulted in lowered profit."

**Standalone Unaudited Results**  
**Highlights for half year-ended**  
**September 30, 2008 (INR Cr.)**

|          | H1 FY 09 | H1 FY 08 |
|----------|----------|----------|
| Sales MW | 1046     | 738      |
| Sales    | 3,697    | 2,527    |
| EBIDTA   | 780      | 544      |
| PAT      | 105      | 445      |

Suzlon reported a consolidated order book position of INR 14,052 crores (2,505 MW) in wind; with INR 1,261 crore (236 MW) in domestic orders, and INR 12,791 crore (2,269 MW) in international orders; with additional orders of INR 1,080 crore in the component business – leading to total orderbook position of INR 15,131 crores as on October 29, 2008.

The company's capex plans are on schedule to expand wind turbine manufacturing capacity by 3,000 MW, leading to a total manufacturing capacity of 5,700 MW



worldwide. The company has also cancelled further planned capex for a tower manufacturing facility in India reducing capex by INR 669 crores, due to changing business dynamics making it more economical to outsource tower production to local markets.

Speaking on the plans, **Mr. Sumant Sinha, COO of Suzlon's wind energy business**, stated: "We are responding dynamically to a rapidly changing environment. Suzlon's growth to become a world leader has been led by far-seeing vision, and our ability to change to suit new business realities will be key to our future growth."

Speaking on the outlook for the wind industry, **Mr. Tulsi R. Tanti, Chairman and Managing Director of Suzlon Energy Ltd.**, stated: "We are today in the midst of navigating through a challenging economic landscape. The crisis in credit and capital markets had affected the economy at large. The wind industry has also seen the impact of these changing economic conditions.

"However, the future for our business is robust. A majority of customers are large utilities with strong balance sheets. We believe that the overall imperative for sustainable development and wind energy remain strong with the world's limited supply of fossil fuels and a looming climate crisis. Enabling factors like the Renewable Portfolio Standards and Production Tax Credits in key markets will continue to be strong growth drivers."

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NOTE: All INR-US\$ figures in this document are converted at the rate of US\$1 = INR 49.87

\* BTM Consult ApS – World Market Update 2007

#### **About Suzlon Energy Limited**

Suzlon Energy Limited is one of the world's leading players in wind energy. The company has come to the fore of the business by strategically focusing on R&D, innovation, an integrated value chain, and entering into emerging and high growth markets to drive sustainable growth.

Suzlon has its corporate offices in Pune, India. The company's global spread reflects in its projects and markets portfolio - extending across Australia, Belgium, Brazil, Canada, China, Denmark, Germany, Greece, India, Italy, Portugal, Spain, Turkey, the Netherlands, Nicaragua, and the United States.

Suzlon's R&D effort includes a highly successful practice of leveraging skill and knowledge pools in the industry and allied areas the world over. This has resulted in a R&D network located across geographies known for their leadership in the field – Suzlon today drives turbine development from India and Germany, and aerodynamics research in the Netherlands. Suzlon matches innovation with quality, with systems certified by Det Norske Veritas (DNV) to ISO 9001:2000 standards.

Suzlon is a vertically integrated wind turbine manufacturer – with manufacturing capability along the full value chain – ranging from components to complete wind turbine systems. The company has established manufacturing facilities in India, China and the United States, to support the global spread of its operations. The company currently has a combined manufacturing base of 2,700 MW of annual capacity, and is undertaking an aggressive expansion program to expand its base to 5,700 MW of capacity in FY2008-09.

The success of the company's strategy is seen in its growing market share, repeat orders, and breakthroughs into new markets. Suzlon ranked as the world's fifth leading wind turbine manufacturer with over 10.5 % of global market share in 2007. The company has ranked as the leading manufacturer in the Indian market for nine consecutive years, maintaining over 50% market share.



Suzlon's true strength is seen not only in its technology, quality and market share – but also its people. The Suzlon Group boasts one of the largest teams in the wind energy business, totaling over 13,000 people from over a dozen nationalities in operations around the world. Suzlon in its vision for future growth aims to rank among the top three wind turbine manufacturers worldwide, maximizing growth while maintaining margins to generate maximum value for all stakeholders. You can view more information on Suzlon at [www.suzlon.com](http://www.suzlon.com)

**For more details on this release, please contact:**

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