

## Suzlon set to garner growth opportunities

- **FY15 revenue at Rs. 19,837 crore**
- **Positive EBITDA of Rs. 316 crore/ ~ 49.6 million USD in FY15**
- **Robust order book of Rs. 6,886 crore / ~1.08 billion USD**
- **Growth accelerated with Senvion sale and equity infusion**

**May 29<sup>th</sup>, 2015, India:** Suzlon Group, India's leading wind turbine manufacturer on Friday May 29<sup>th</sup>, 2015 announced its results for fourth quarter( Q4) of financial year 2014-15 ( FY15).

**Mr. Tulsi Tanti, Chairman, Suzlon Group** said: *"We undertook various transformational steps such as Senvion sale and equity infusion to deleverage and embark on a growth trajectory. Our technological prowess, reliable product portfolio and best-in class service give us a competitive edge. Suzlon is best positioned to tap opportunities offered by the high growth emerging markets. The board has further approved Suzlon's venture into solar space.*

*In FY16, our key priorities are to ramp- up volumes, improve profitability, strengthen customer centric approach and enhance our market share. "*

**Mr. Kirti Vagadia , Group Head of Finance, Suzlon Group** said: *"Our results for FY15 were largely impacted by working capital challenges, which have now been addressed. Our business operations are now adequately funded with requisite working capital facilities to ramp up volumes. Our profitability and operating efficiency are enhanced as reflected by the increased EBITDA and improved net working capital ratios. The reduced leverage will lower the interest expense and principal repayment, providing more headroom to focus on business and order execution. "*

## Key Updates:

### 1. Financial Performance:

- **Revenues**
  - Rs. 4,909 Cr in Q4 FY15
  - Consolidated revenues of Rs. 19,837 cr in FY15
- **Operating Performance**
  - Positive EBITDA in FY15 at Rs. 316 cr/~US\$ 49.6 mn, vis-a-vis negative Rs.(141)cr / US\$ (22.2) mn in FY14

### 2. Order Book:

- Consolidated Group order book at ~1.12 GW approx. Rs. 6,886 cr / USD 1.08 bn

### 4. Suzlon completes Senvion sale

- Suzlon completes sale of Senvion for 1bn euro and the proceeds to be primarily utilized towards debt reduction
- Senvion to give Suzlon license for off-shore technologies for the Indian market, while Suzlon to give Senvion the S111-2.1 MW license for the USA market

### 3. Other Initiatives

- Equity infusion of Rs. 1,800 crs
- DSA & Suzlon to form Joint Venture and develop 450 MW wind farm
- Suzlon to avail additional working capital facilities supported by credit enhancement from DSA

### 7. New product/technology

- Suzlon successfully installed and commissioned the S111 2.1 MW prototype in India & USA

### 8. Milestones

- Suzlon crossed 2 GW of installed capacity in the states of Tamil Nadu & Maharashtra
- Installed its 10,000th Wind Turbine Generator at Artilleros wind farm in Uruguay

**About Suzlon Group:**

The Suzlon Group is a leading wind turbine manufacturer in India having a global presence with spread extending across Asia, Australia, Europe, Africa and North and South America. With over two decades of operating history, the group has a cumulative installations of over 14 GW of wind energy capacity, operations across over 17 countries, a workforce of over 6,900 and a vertically integrated, low-cost, manufacturing base, and strong in house R&D set up in Germany, Netherlands, Denmark and India. Suzlon has over 8600 MW of cumulative installations in India which is the largest in the country. The Group – headquartered at Suzlon One Earth in Pune, India – comprises Suzlon Energy Limited and its subsidiaries. Visit us at [www.suzlon.com](http://www.suzlon.com)

<b>Press Contact Suzlon Group:</b>	<b>Investor Relations Contact:</b>
Ravi Muthreja Group Head- Corporate Communications Tel: +91 9604302000 E-mail: <a href="mailto:ravi.muthreja@suzlon.com">ravi.muthreja@suzlon.com</a>	Ashish Gupta Tel.: +91 (22) 6184 3776 E-mail: <a href="mailto:gupta.ashish@suzlon.com">gupta.ashish@suzlon.com</a>

**Notes to the Editor:**

- US\$ 1 = INR 63.65