

**SUZLON**  
POWERING A GREENER TOMORROW

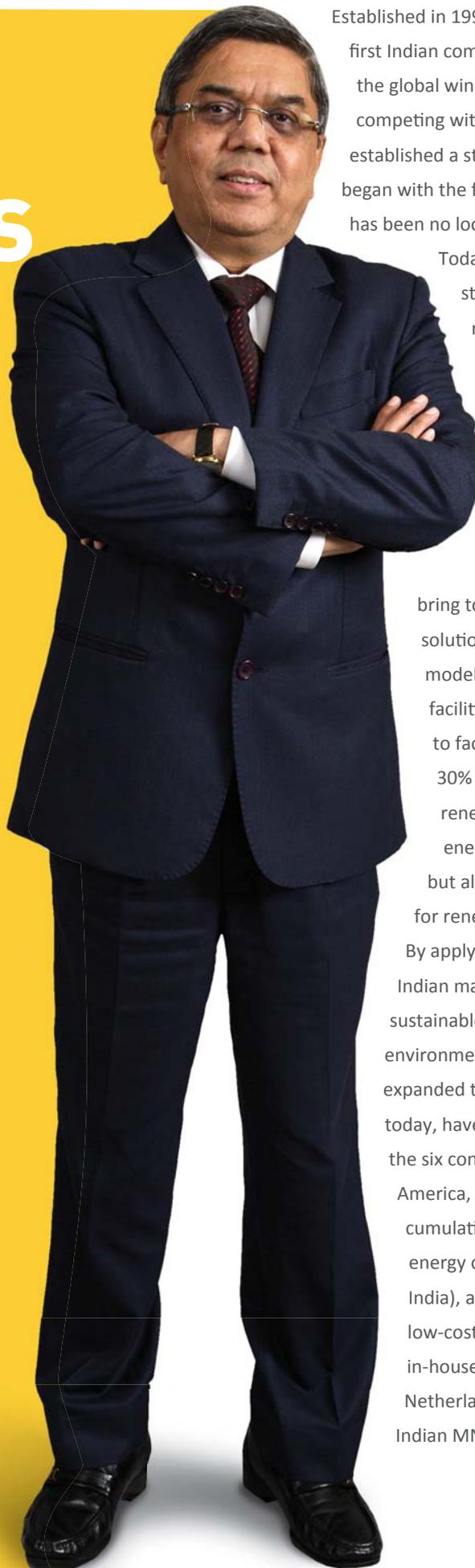


**POWERING  
DEVELOPMENT.  
POWERING INDIA.**



Suzlon has been built on the **Legacy of 360°**, envisioned and incorporated by its Chairman, Tulsi R. Tanti, and upheld by every individual who comprises the organisation. Committed to this tradition, Suzlon maintains a comprehensive approach in all aspects of its operations. From establishing multi-faceted and personal relationships with diverse partners to ensuring dedication to investors, and from ensuring environmental and social sustainability to providing end-to-end, customised solutions for customers, Suzlon meets the expectations of each stakeholder without distinction. That is why the business strategies of the organisation are designed to face changing tides and persevere in its chosen direction to reach new frontiers in renewable energy.

“  
WHERE  
THERE'S  
WIND  
THERE  
IS WAY  
”



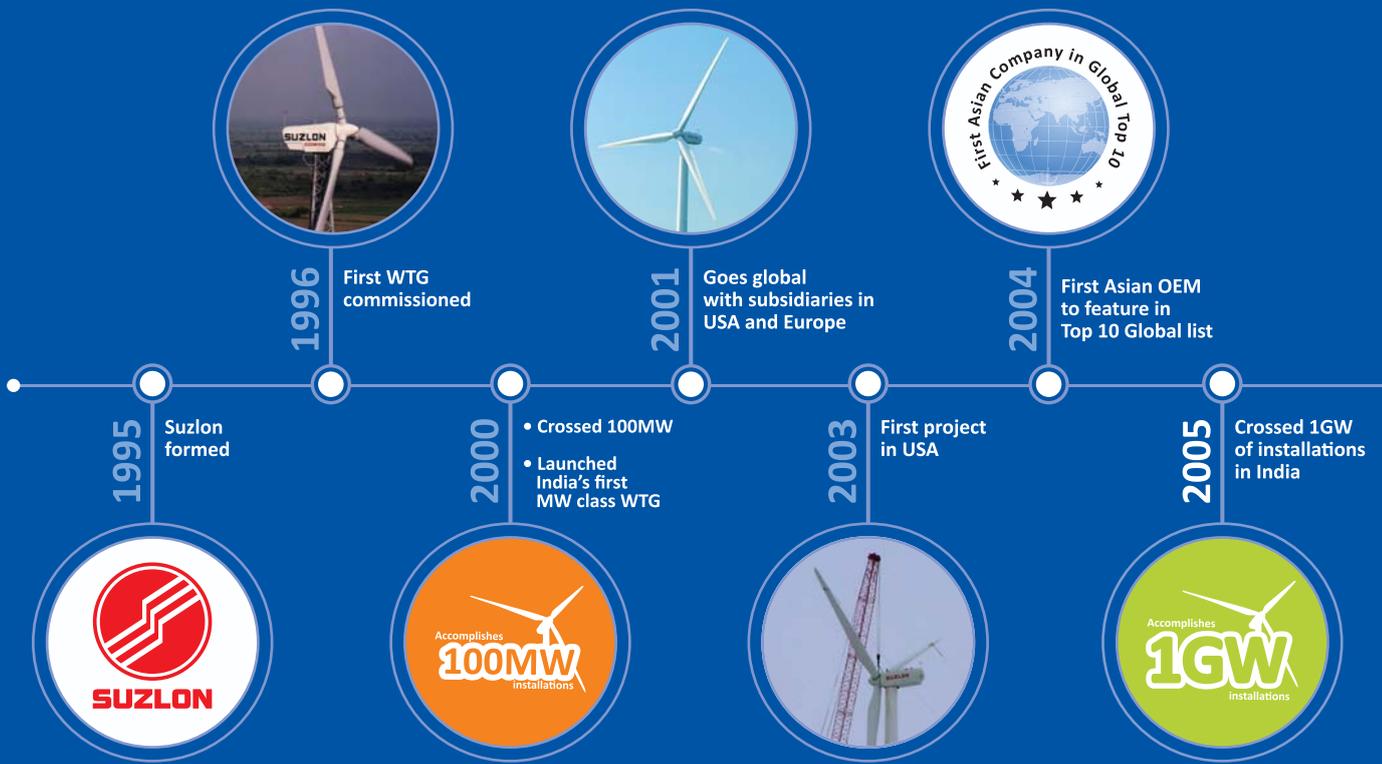
Established in 1995, Suzlon Energy Limited, was the first Indian company to make a place for itself in the global wind energy industry. In spite of competing with international players, we established a strong position for ourselves that began with the first order completion in 1996. There has been no looking back since.

Today, Suzlon is aligned with the global stand against climate change and, more specifically to the national market, the Make in India initiative of the government.

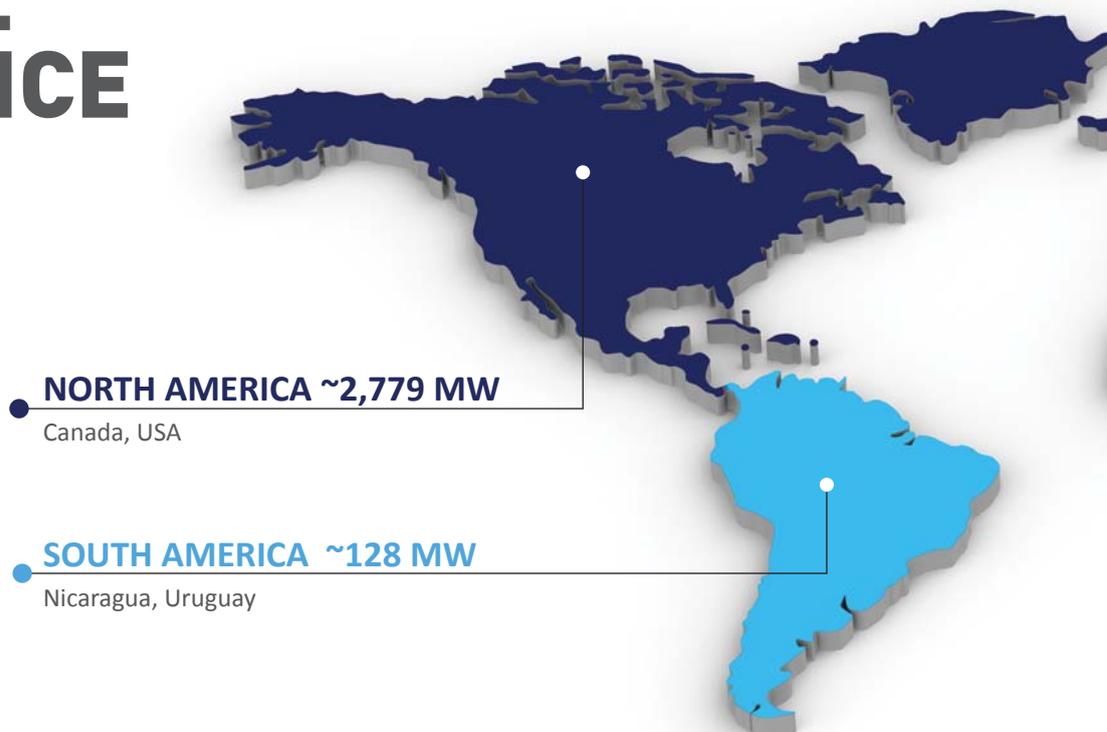
We are working towards making the government ambition on 175 GW renewable energy by 2022 a reality. By focusing on technology and innovation, we bring to our customers a range of solutions, including the unique end-to-end model. With 4 R&D and 14 manufacturing facilities in India, Suzlon is poised not only to facilitate the government target of 30% to 35% reduced emissions and 40% renewable energy contribution to the energy mix, as committed to at COP21, but also to make India the next global hub for renewable energy technology.

By applying its 20 years of experience in the Indian market, Suzlon aims to bring about sustainable social, economic and environmental development. We have expanded to near full vertical integration and, today, have a presence across 18 countries in the six continents of Asia, North and South America, Europe, Australia and Africa. With a cumulative installation of ~17 GW of wind energy capacity (with over 11 GW being in India), a workforce of ~8,500 people, a low-cost manufacturing base and a strong in-house R&D set-up in Germany, the Netherlands, Denmark and India, we are the Indian MNC with a global footprint.

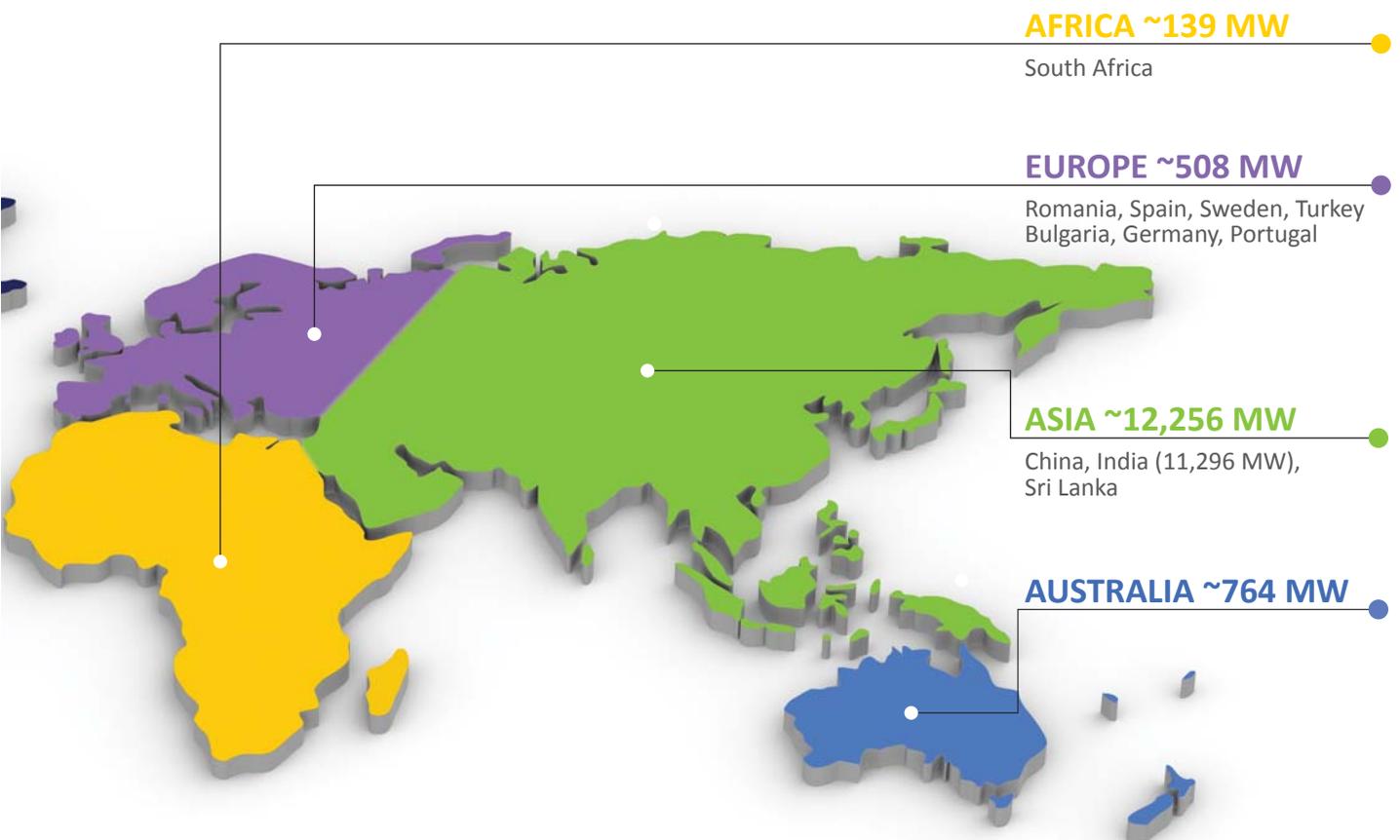
# 20 YEARS OF REVOLUTI



## SUZLON'S GLOBAL PRESENCE

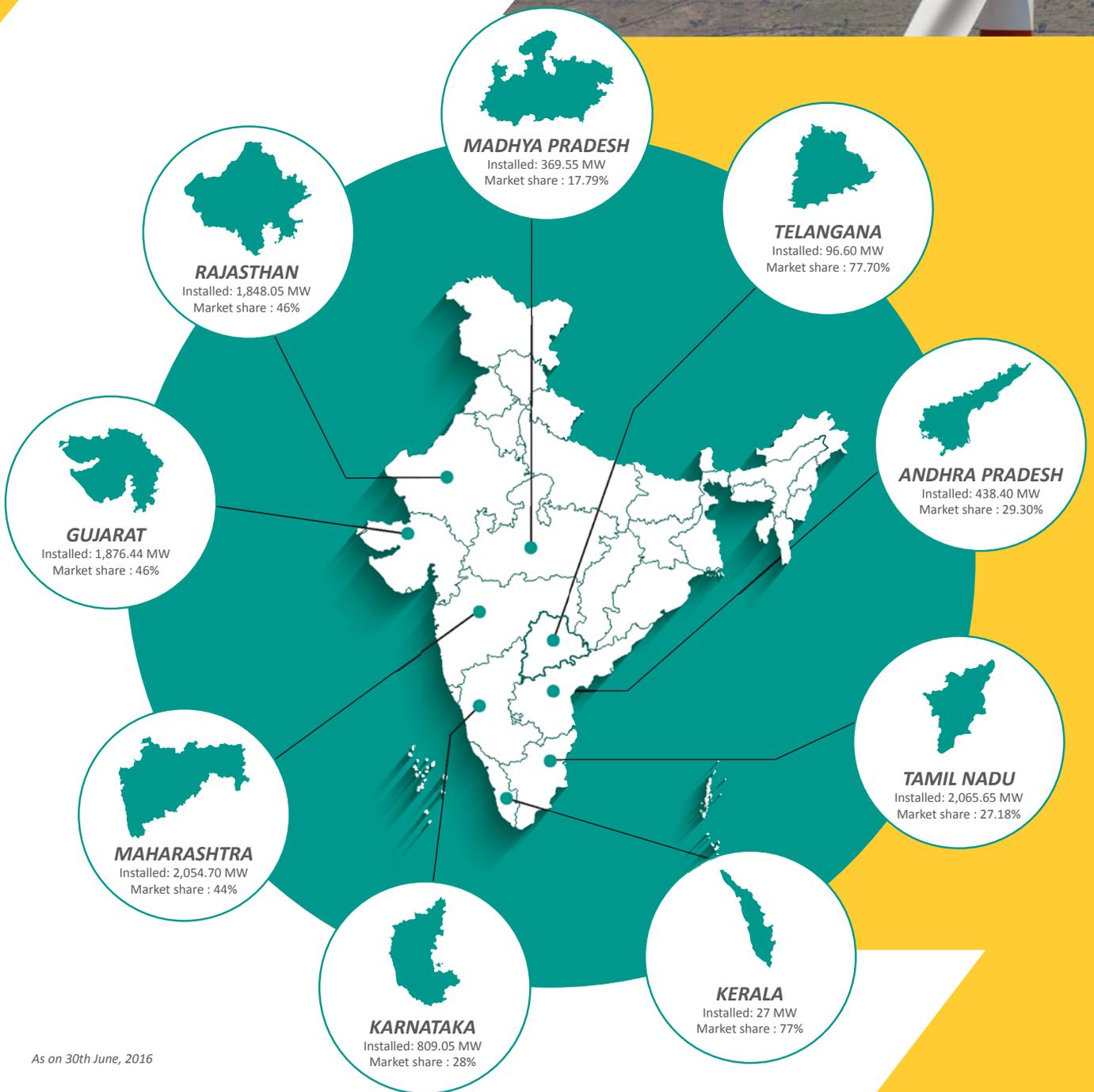


# ONIZING WIND ENERGY



*\*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.*

# LEADING PRESENCE IN ALL STATE MARKETS



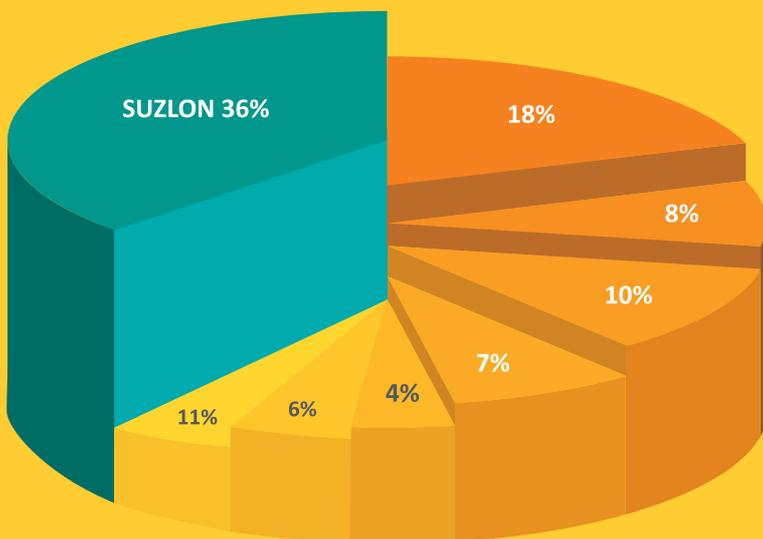
As on 30th June, 2016

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# MARKET LEADERSHIP IN INDIA

## CUMULATIVE MARKET SHARE

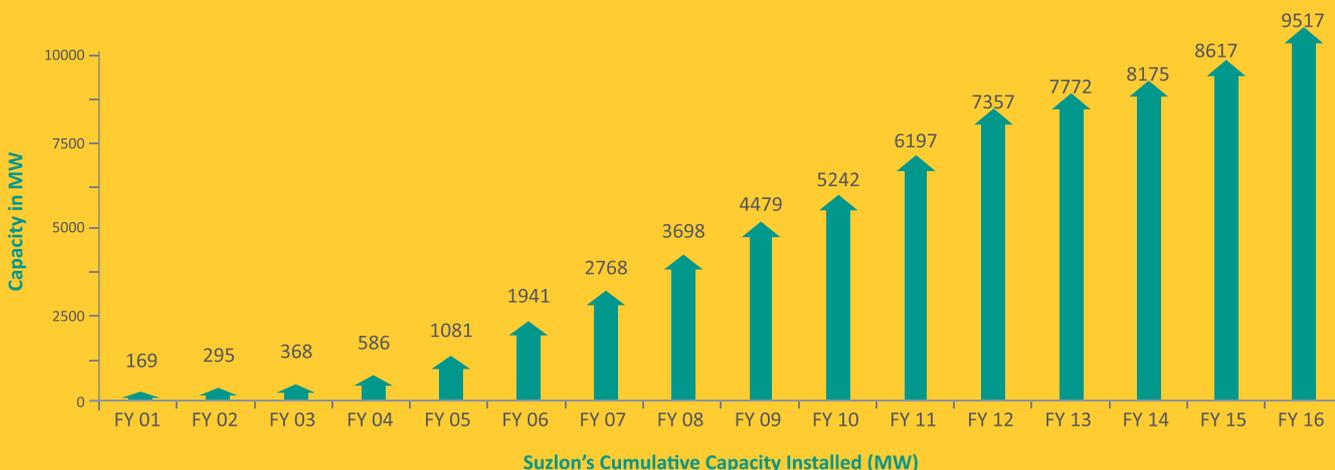


**9500 MW INSTALLED & OPERATED**

**#1**  
For  
**16 YEARS**

**100+**  
wind farms  
9 States

**1700+**  
customers  
★  
**40% repeat business**



Suzlon's Cumulative Capacity Installed (MW)

# PARTNERING WITH SUZLON: MINIMUM RISK, MAXIMUM GAIN

## DESIGNING AND TESTING

- Integrated WTG Designing
- Aerodynamics Engineering
- Static and Dynamic Testing
- Advanced SCADA Solution
- Proven technology for low wind sites

## VALUE ADDED SERVICES

- Dedicated CRM
- Assistance in Regulatory Approvals
- Facilitating Discom Billing, GBI, REC, CDM etc.
- Proactive CSR Implementation

## WIND RESOURCE ANALYSIS AND WIND FARM DESIGNING

- Project EPC and WTG Installation and Commissioning
- Power Evacuation Designing and Development
- OMS and Life Cycle Asset Management

TECHNOLOGY

END-TO-END SERVICES

WIND  
VALUE



## MANUFACTURING AND LOGISTICS

- Complete WTG manufacturing
- Key Components manufacturing
- Logistics up to Last Mile



## 20 YEARS EXPERIENCE

- Operating more than 9,800 MW for 1700+ customers in 8 windy states across 100+ wind farms in India
- Leading market share in nearly all windy states

## INDIA MARKET KNOWLEDGE

- Extensive 'wind database' of potential sites across India
- State-wise capabilities in land acquisition and infrastructure
- Updated knowledge and contribution to renewable energy policy development at center and state level



# SUREsolutions

TOTAL LIFECYCLE CARE, SINCE 1995

Suzlon RELiability, SURE is our assurance of dependability at every stage of your investment in wind energy. These 360° service solutions are designed to ensure optimum performance, higher yields and maximum RoI from your wind energy project.



# assetSURE

Asset Management,  
Operations, Maintenance  
and Optimization



- Experience of operating over 7300 WTGs for more than 1700 customers across 9 states in India

Sub-MW Class	MW Class	Main Stream Class
777 MW	5773 MW	2965 MW

- Strong team of more than 2300 technical professionals with 24x7 OMS services

- Suzlon Monitoring Center (SMC) at Pune, India managed by a team of 42 technical experts with advanced SCADA connectivity to over 5600 WTGs
- Quality and Safety Certifications : ISO - 9001, OHSAS - 18001, EMS - 14001, ReQIE and SPHERE

#### Key Services:

Predictive, Preventive and Breakdown, Maintenance Spares, Consumable Management and Warehousing, Wind farm Automation and SCADA connectivity, Other Value Added Services

- Extensive wind data available from more than 1500 monitoring stations across India and abroad
- More than 400 operational MET masts across 9 state - largest in India for wind measurement

#### Key Services:

- Wind Prospecting, Met-mast installation and Data Analysis
- Micro siting, Energy estimation and WTG Suitability reports
- Noise and Shadow modeling
- Power Curve Testing (IEC)
- Wind Farm Layout & Performance Optimization



# windSURE

Wind Resource  
Measurement and Analysis

- Team of over 65 domain experts in India, Europe and USA, equipped with latest technology tools like GIS (High resolution satellite image based survey), WRF (Meso-scale modeling), WAsP and WindPro (Micro-scale modeling), Wind Farmer (Micro-siting & Optimization), MeteodynE, WindSym, Zephy & OFWind (Complex terrain site modeling)

# projectSURE

Project Management, EPC, Power  
Evacuation and BoP Management



- Experience of setting-up more than 9500 MW of projects across India
- Trained and experienced manpower of more than 700 technical professionals
- Secured access to large capacity crane packages and other critical equipment for faster project execution

- Proven capabilities in building power evacuation infrastructure with an experience of constructing 78 sub-stations (total 8319 MVA) and 9687 CkM of HV and EHV transmission lines

#### Key Services:

- Civil foundation with development of allied infrastructure
- Erection of WTG's
- Commissioning of WTG's along with project completion
- Development of HV and EHV lines for evacuation
- Development of Pooling S/s for wind farms

# TECHNOLOGY

1 Proven 2.1 MW Induction Generator successfully operating more than 3500 WTGs globally.

2 DFIG and multi-pole generator design for up to 30% variable speed capability and excellent grid compatibility

3 Certified 'High Temperature Version' available for operations in hot ambient locations

4 Suzlon designed and manufactured rotor blades suited for maximizing energy capture under lower wind speeds. Featuring : Ris  $\emptyset$  airfoils, slender shape with pre-bend, leading edge protection coating

5 **Available with two hun heights options –**

- 90 meter standard steel tubular tower
- 120 meter innovative lattice-hybrid tower

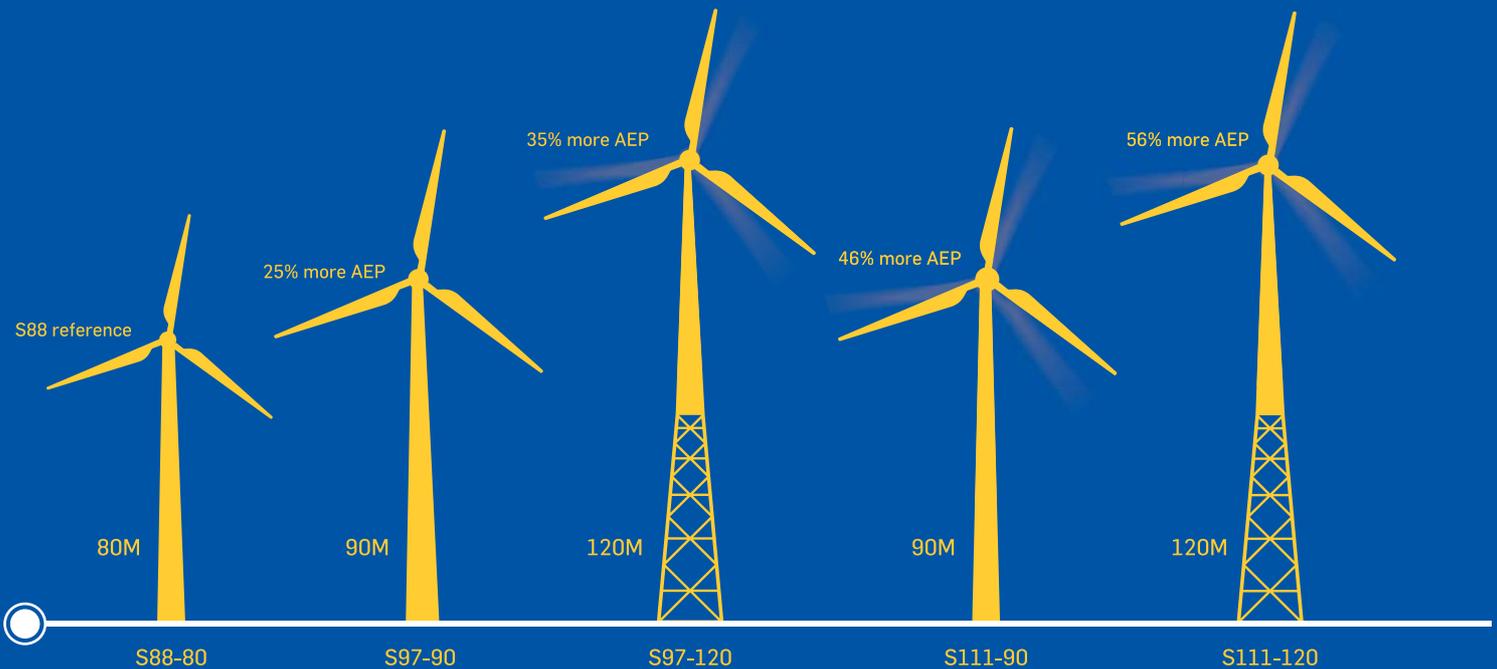
6 Yaw system designed for high degree of operational safety, reliability and ease of maintenance

7 Proven Gearbox design with lower ratio and higher input torque, optimized for bigger rotor diameter



# 2.1 MW PLATFORM EVOLUTION

Bigger rotor + Higher hub height = Higher energy yield at low costs with easy logistics and maximum returns



## STATE-OF-THE-ART SCADA SOLUTIONS

- Advanced software tools like SC-Trinity, SC-Commander
- Real-time remote monitoring and operation of WTG
- Hi-tech centralized data center in India for 24X7 monitoring
- Advance query and trending, intelligent analytics and reporting tools for performance optimization and asset management
- Web-based or workstation based solutions for customer access with support for open technology standards like Microsoft OPC

# KEY CUSTOMERS IN INDIA

## IPPs

- CLP India
- Continuum Energy
- Greenko
- Hero Future Energy
- Leap Green
- Mytrah Energy
- Orange Renewable Power
- Orient Green Power
- Ostro Energy
- Reliance Energy
- Renew Power
- Sembcorp Green Infra Limited
- Tata Power
- Techno Electric
- Torrent Power

*And many more...*

## CORPORATE

- ACC Cements
- Aditya Birla Group
- Baidyanath Group
- Bajaj Auto Group
- Dhariwal Group
- Friends Group
- Godrej
- Hindustan Zinc
- ITC
- Jindal Aluminium
- KRBL
- Larsen & Toubro
- Malpani Group
- MSPL
- Poonawalla Group
- Rajasthan Gum Pvt Ltd
- Ramco Group
- Ruchi Soya Industries Ltd
- Sanofi
- Sterling Agro
- Ushdev International

*And many more...*

## PSUs

- Ahmedabad Municipal Corporation
- Bharat Electronics
- Bharat Petroleum Corporation Ltd.
- GAIL India
- Gujarat Alkalis & Chemicals
- Gujarat Mineral Development Corporation
- Gujarat State Fertilizers & Chemicals
- Gujarat State Petroleum Corporation
- Gujarat Industries Power Company
- Hindustan Aeronautics Ltd.
- Hindustan Petroleum
- Indian Oil Corporation
- Indian Railways
- National Aluminium Company
- Nuclear Power Corporation of India Ltd.
- Oil and Natural Gas Corporation
- State Bank of India
- Surat Municipal Corporation

*And many more...*

# GROUP GLOBAL R&D



## DENMARK

- SCADA
- Blade Science Center

## THE NETHERLANDS

- Blade Development and Integration

## GERMANY

- Development and Integration
- Certification
- Design and Product Engineering
- Innovation and Strategic Research

## INDIA

- Design and Product Engineering
- Turbine Testing and Measurement
- Technical Field Support
- Blade Engineering
- Blade Testing Center
- Design and Production Engineering (BOP Team)
- Design and Production Engineering (Gear Box Team)

STRONG FOCUS ON RESEARCH AND DEVELOPMENT FOR LOW COST OF ENERGY

# MANUFACTURING FACILITIES IN INDIA

## GANDHIDHAM



Tower

## BHUJ



Rotor Blade

## JAISALMER



Rotor Blade

## HALOL



Transformer

## DAMAN



Integrated WTG

## DHULE



Rotor Blade

## ANANTHPUR BADNAWAR



Rotor Blade



Rotor Blade

## PONDICHERRY



Rotor Blade



Integrated WTG

## PADUBIDRI



Rotor Blade

## CHAKAN



Generator

## COIMBATORE



Generator



Control System



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