

## Suzlon Group

- The Suzlon Group is one of the leading renewable energy solutions provider in the world with presence in 17 countries.
- Suzlon has a strong presence across the entire wind value chain with a comprehensive range of services which include wind resource assessment, design, supply, site procurement and development, installation, commissioning of the project and dedicated life cycle asset management services
- The Group has a cumulative global installation of ~20.5 GW\* of wind energy capacity, of which over 14 GW is in India alone, making it a market leader in the country. (~32% of total installed base in the country)

*\*Global installations of Suzlon manufactured wind turbine generators.*

- Suzlon's Global wind installations help in reducing ~52.51 million tonnes of CO2 emissions every year

Suzlon boasts of a wide product range within 2.1 MW to 3.0 MW suite of products with varying rotor diameters and tower heights suitable for all wind regimes and products for integration various renewable energy sources.

### S120 WTG

- The S120-105m (105 meter hub height) tubular prototype has been installed and commissioned in Gujarat in June 2018. It has proven to give 6-7% higher energy yield over the earlier model - S111. This S120 prototype introduced a new rotor diameter which is available in various hub heights up to 140 meters
- The S120 – 140m (140 meter hub height) was installed and commissioned with a Hybrid Concrete Tubular (HCT) Tower at Tamil Nadu in June 2018. The 140m hub height variant with lattice-tubular tower was commissioned in December 2018. In addition a 120m hub height tubular tower variant was commissioned in January 2019. This product range enables us to reach untapped wind sites in challenging terrains.
- The S120 - 140m (140 meter hub height) serial fleet turbines demonstrate high performance standards and is operating with above 98% availability.

### 2.6 to 3.0 MW Platform:

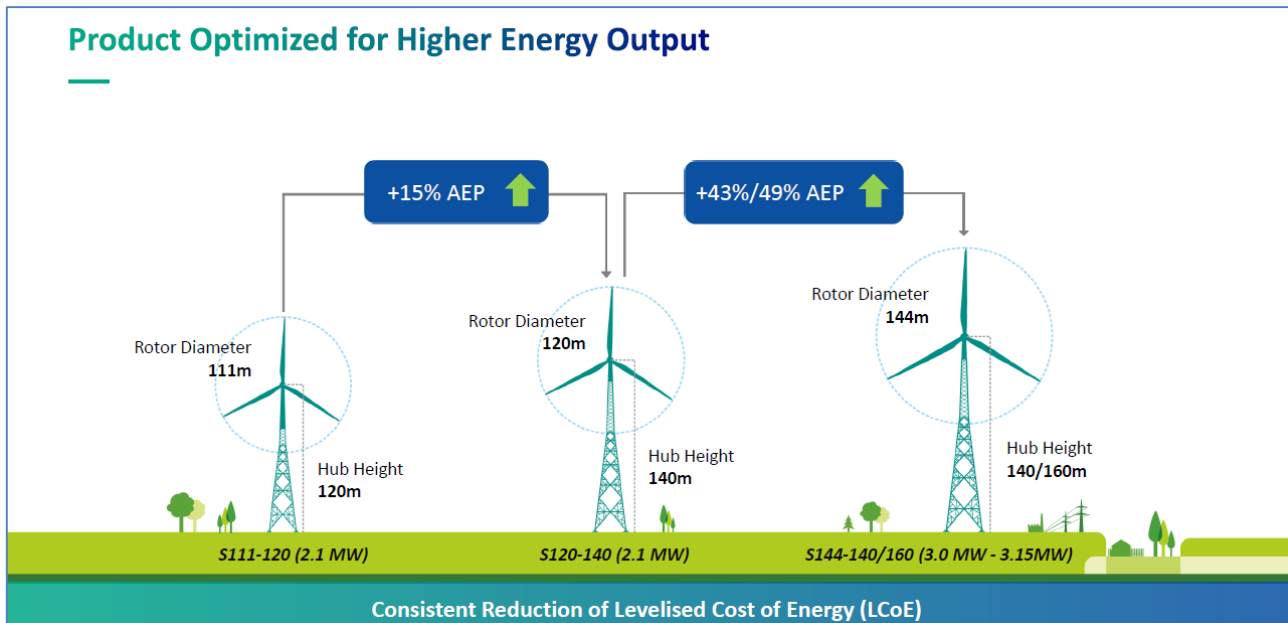
Suzlon introduced the 2.6 to 3.0 MW platform to unlock unviable sites and deliver improved energy yield suitable for all wind regimes

- The S133 and S144 are among the largest wind turbine generator (WTG) operating in India. This platform is extendable up to 3.15MW depending on the site wind conditions. The prototype of S133-105m is operating since August 2019. These products are available in 2.6 MW to 3.0 MW variants and offers hub heights up to 160 meters. It delivers 25-30% higher generation over the S120.
- The S133 with a 160 meter tower is commercially operating successfully as part of the Initial fleet since June 2022. The product range is validated and certified according to latest India Grid Code requirements.
- In 2022 a larger rotor of 144m was added to the portfolio and the S144 prototype is operating at 3.15 MW in the south of India for testing and measurements since December 2022. The further increased performance (+10% over S133) was successfully validated and certified in August 2023. In December 2023 the second prototype with 160m HLT tower was installed and put in operation.

### Integration of renewable energy sources

Based on proven wind park controller (PPC) technology hybrid park controller units have been developed and tested to ensure grid integration in challenging environments.

Advanced control and monitoring features have been introduced to comply with latest grid codes.



- Suzlon is credited with developing one of Asia's largest wind farms in the western Indian states of Rajasthan and Gujarat. The Jaisalmer wind farm has over 1.6 GW of installed capacity and Kutch wind farm has of over 1.5 GW of installed capacity.
- Suzlon has its research and development centres for Wind energy in Germany, Denmark, The Netherlands and India.
- SE Forge, a wholly-owned subsidiary of Suzlon group, incorporated in 2006, has an un-machined casting capacity of 1,20,000 metric tonnes per annum, machining capacity of 55,000 metric tonnes per annum and forging capacity of 42,000 rings per annum.
- Suzlon Global Services Limited (SGSL), a wholly-owned subsidiary of Suzlon Group. The Group is the custodian of ~14.5 GW of wind energy assets under service in India making it the largest Operations and Maintenance Company in the Indian renewable energy sector. The Group also has ~6 GW of installed capacity outside India.
- Suzlon has a human capital over 6,300 employees with a diverse geographical and talent spread
- The Group is headquartered at Suzlon 'One Earth' campus in Pune, India. A LEED Platinum and GRIHA 5 star certified building; One Earth is one of greenest corporate campuses in the world

## Board of Directors and Management Team

- Board of Directors**

Mr. Vinod R Tanti	Chairman and Managing Director
Mr. Girish R Tanti	Executive Vice Chairman
Mr. Marc Desaedeleer	Independent Director
Mr. Per Hornung Pederson	Independent Director
Mr. Sameer Shah	Independent Director
Ms. Seemantinee S Khot	Independent Director
Mr. Gautam Doshi	Independent Director
Mr. Pranav Tanti	Non-Executive Director

- Executive Group:**

JP Chalasani	Chief Executive Officer, Suzlon Group
Himanshu Mody	Chief Financial Officer, Suzlon Group
Vinod R Tanti	Chairman and Managing Director

## Key Financial Metrics

## Q3 FY24 Consolidated Income Statement

(₹ Cr.)

Particulars	Q3 FY24	Q2 FY24	Q3 FY23	9M FY24	9M FY23	FY23
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Net Volumes (MW)	170	132	170	437	482	664
Net Revenue	1,553	1,417	1,449	4,318	4,257	5,947
<b>Contribution</b>	<b>565</b>	<b>546</b>	<b>492</b>	<b>1,616</b>	<b>1,439</b>	<b>1,965</b>
<b>Contribution Margin</b>	<b>36.4%</b>	<b>38.5%</b>	<b>34.0%</b>	<b>37.4%</b>	<b>33.8%</b>	<b>33.0%</b>
Employee Expenses	177	183	157	521	452	609
Other Expenses (net)	141	139	123	417	382	517
<b>EBITDA (Pre FX)</b>	<b>247</b>	<b>224</b>	<b>212</b>	<b>678</b>	<b>605</b>	<b>839</b>
<b>EBITDA Margin (Pre FX)</b>	<b>15.9%</b>	<b>15.8%</b>	<b>14.7%</b>	<b>15.7%</b>	<b>14.2%</b>	<b>14.1%</b>
Depreciation	39	51	58	145	179	260
Net Finance Cost	5	36	80	93	321	401
Taxes	0	0	(1)	0	1	4
<b>Net Profit/(Loss) (Pre Fx and Ex. Items)</b>	<b>203</b>	<b>136</b>	<b>75</b>	<b>440</b>	<b>104</b>	<b>174</b>
Exchange Loss / (Gain)	0	(1)	(3)	7	6	7
Exceptional Loss / (Gain)	0	35	0	27	(2,469)	(2,721)
<b>Net Profit After Tax</b>	<b>203</b>	<b>102</b>	<b>78</b>	<b>406</b>	<b>2,567</b>	<b>2,887</b>

Consolidated Balance Sheet Metrics (as on 31<sup>st</sup> December 2023)

(₹ Cr.)

Particulars	Dec-23	Mar-23	Mar-22
	Unaudited	Audited	Audited
<b>Equity &amp; Liabilities</b>			
Net Worth	3,626	1,099	(3,526)
Non-controlling interests	-	-	(36)
Borrowings (non-current and current)	122	1,905	6,391
Non-current Liabilities	192	206	210
Current Liabilities	2,340	2,313	3,436
<b>Total equity and liabilities</b>	<b>6,280</b>	<b>5,523</b>	<b>6,475</b>
<b>Assets</b>			
Non-current Assets	1,006	988	1,295
Inventories	2,054	1,827	2,208
Trade Receivables	1,556	1,170	1,377
Other current assets	822	813	1,000
Cash and cash equivalents	841	725	595
<b>Total assets</b>	<b>6,280</b>	<b>5,523</b>	<b>6,475</b>
<b>Net Cash/(Net Debt)</b>	<b>719</b>	<b>(1,180)</b>	<b>(5,796)</b>

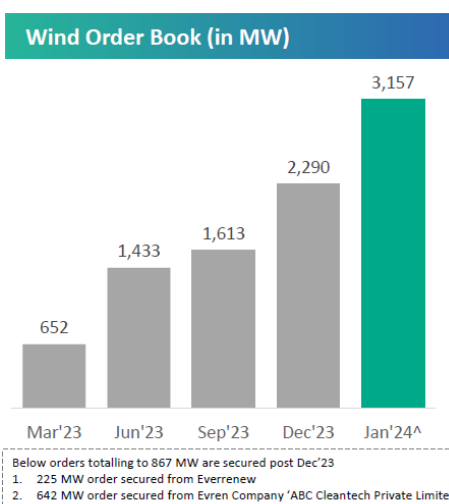
**Key statistics of Suzlon Group as on 31st December 2023 are as under:**

- **Total MW installed (cumulative) :** 20,453 MW
- **Total Nos. of WTG :** 12,860 Nos.
- **Average Turbine Size :** 1.5 MW
- **Product (Size Range):**

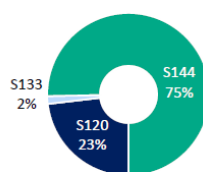
Product Size (Range)		% of total MW installed
Small WTGs	< 750 kW	3.8%
Megawatt	< 750 – 1500 kW	33.3%
Mainstream	< 1501 – 2500 kW	62.9%

- **Total No of Countries (presence) :** 17
- **Continental Spread (as on 31<sup>st</sup> December 2023):**
  1. Asia (15,454 MW)
  2. North America (2,779 MW)
  3. South America (~806 MW)
  4. Australia (~764 MW)
  5. Europe (~510 MW)
  6. Africa (~139 MW)

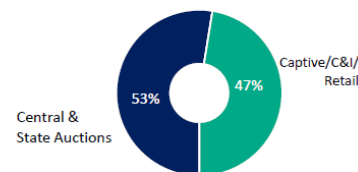
- **Wind Order Book (as on 31<sup>st</sup> December 2023):**



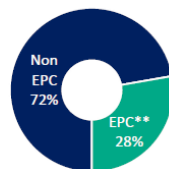
**WTG Model mix\***



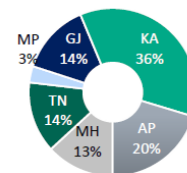
**Project segment mix\***



**Scope mix\***



**State mix\***



**Robust Cumulative<sup>^</sup> Order Book of 3,157 MW and pipeline under discussion brings strong revenue visibility**

<sup>^</sup>Order book as on 31<sup>st</sup> December 2023 plus orders announced in January '24 \*mix based on 3,157 MW

\*\*EPC scope may differ from contract to contract

## Existing Manufacturing Facilities

Suzlon Total annual Manufacturing Capacity: 3,150 MW

Location	Year	Products	Production capacity/ year in MW
Pondicherry, Indian Union Territory	2003	Nacelle and Hub	1,260
		Rotor Blades	840
Daman, Indian Union Territory	2005	Nacelle and Hub	1,890
	2021	Control systems	1,890
	2005	Nacelle Cover	1,890
Vadodara, Gujarat	2006	Transformers	3,150
Dhule, Maharashtra	2005	Rotor Blades	840
ssBhuj, Gujarat	2006	Rotor Blades	840
Gandhidham, Gujarat	2005	Tubular Towers	1,260
Anantapur, Andhra Pradesh	2016	Rotor Blades	840
Ratlam, Madhya Pradesh			420
Jaisalmer, Rajasthan			420

## SE Forge

Location	Year	Products	Production capacity/ year
Coimbatore	2006	Casting	120000 MT/yr
Vadodara		Forging	42000 Rings/yr

Suzlon Total annual Manufacturing Capacity: 3,150\* MW

**Note:**

\* SEL has a ramp-up/ramp-down capacity of 3,150 MW is for 2.1 MW WTGs. When Suzlon manufactures 3+ MW WTGs, capacity can be ramped up to 4,500 MW in phased manner.

## Research and Development

Country	Unit	Focus Area
Germany	Hamburg	- Development & Integration
		- Certification
	Rostock	- Development & Integration
		- Design & Product Engineering
		- Innovation & Strategic Research
Netherlands	Hengelo	- Blade Design and Integration
India	Pune	- Design & Product Engineering
		- Turbine Testing & Measurement
		- Wind Resource Development
		- Technical Field Support
		- Engineering
	Vadodara	- Blade Testing Center
	Chennai	- Design & Product Engineering (Mechanical Drive)
Bengaluru	- Technology Center	
Denmark	Aarhus	- SCADA

## Suzlon Foundation

Suzlon Group implements CSR activities through Suzlon Foundation, a non-profit company. Suzlon Foundation has completed 15 years and its CSR programs operate across 800 villages in eight states and one Union Territory of Daman. Active community participation and sizable contribution in kind and cash indicate that CSR programs create shared value. It is a partnership in development, with all stakeholders making their own contributions to enhance natural, financial, social, human and physical resources. The Foundation has a multi-pronged approach: Transformative (working with internal stakeholders), Responsive (working with neighbourhood communities to offset our footprint) and Proactive (working for overall sustainability of the planet). Suzlon Foundation also collaborates with Suzlon’s customers and other organizations to create greater impact in Suzlon’s neighbourhood villages.

## About The Suzlon Group

The Suzlon Group is one of the leading renewable energy solutions providers in the world with ~20.5 GW\* of wind energy capacity installed across 17 countries. Headquartered at Suzlon One Earth in Pune, India; the Group comprises of Suzlon Energy Limited (NSE: SUZLON & BSE: 532667) and its subsidiaries. A vertically integrated organisation, with in-house research and development (R&D) centres in Germany, the Netherlands, Denmark and India, Suzlon’s world-class manufacturing facilities are spread across multiple locations in India. With over 28 years of operational track record, the Group has a diverse workforce of over 6,300 employees. Suzlon is also India’s No. 1 wind energy service company with the largest service portfolio of over 14.5 GW in wind energy assets. The Group has ~6 GW of installed capacity outside India. Suzlon offers a comprehensive product portfolio led by the 2 MW and 3 MW series of wind turbines.

\*Global installations of Suzlon manufactured wind turbine generators. Data as on 31<sup>st</sup> December 2023

Suzlon corporate website: [www.suzlon.com](http://www.suzlon.com)