

## 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 over 20 GW\* of wind energy capacity, of which over 14 GW is in India alone, making it a market leader in the country. (~33% of total installed base in the country)

*\*20 GW global installations of Suzlon manufactured wind turbine generators.*

- Suzlon's Global wind installations help in reducing ~51.66 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.

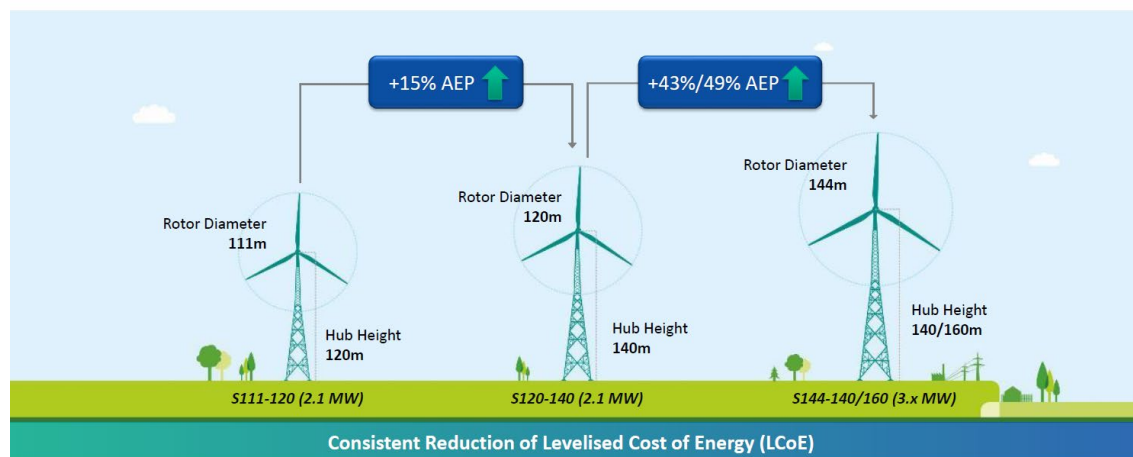
### **2.6 to 3.0 MW Platform:**

- 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 3.15 MW depending on the site wind conditions. The prototype of S133-105m was set up in 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 the latest India Grid Code requirements.
- In December 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.

### 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.

### Product Optimized for Higher Energy Output



- 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 ~14.1 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 nearly 6,900 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:**

Sr. No.	Name of Board Member	Capacity
1	Mr. Vinod R Tanti	Chairman and Managing Director
2	Mr. Girish R Tanti	Executive Vice Chairman
3	Mr. Marc Desaeleer	Independent Director
4	Mr. Per Hornung Pederson	Independent Director
5	Mr. Sameer Shah	Independent Director
6	Ms. Seemantinee S Khot	Independent Director
7	Mr. Gautam Doshi	Independent Director
8	Mr. Hiten Timbadia	Non-Executive Director
9	Mr. Ajay Mathur	Non-Executive Director (a nominee of REC Limited)
10	Mr. Pranav Tanti	Non-Executive Director

- Executive Group:**

Sr. No.	Name of the Member	Role
1	JP Chalasani	Chief Executive Officer, Suzlon Group
2	Himanshu Mody	Chief Financial Officer, Suzlon Group
3	Vinod R Tanti	Chairman and Managing Director

## Key Financial Metrics

### Q1 FY24 Consolidated Income Statement

#### Consolidated Income Statement

(₹ Cr.)

Particulars	Q1 FY24	Q4 FY23	Q1 FY23	FY23	FY22
	Unaudited	Unaudited	Unaudited	Audited	Audited
Net Volumes (MW)	135	182	151	664	808
Net Revenue	1,348	1,690	1,378	5,947	6,520
Contribution	506	526	436	1,965	1,877
<i>Contribution Margin</i>	<i>37.5%</i>	<i>31.1%</i>	<i>31.7%</i>	<i>33.0%</i>	<i>28.8%</i>
Employee Expenses	161	157	142	609	545
Other Expenses (net)	138	135	109	517	503
EBITDA (Pre FX)	207	233	185	839	829
<i>EBITDA Margin (Pre FX)</i>	<i>15.4%</i>	<i>13.8%</i>	<i>13.4%</i>	<i>14.1%</i>	<i>12.7%</i>
Depreciation	55	81	59	260	260
Net Finance Cost	51	81	148	401	712
Taxes	-	3	44	4	167
Net Profit/(Loss) (Pre Fx and Ex. Items)	101	69	(66)	174	(310)
Exchange Loss / (Gain)	8	1	(29)	7	(61)
Exceptional Loss / (Gain)	(8)	(252)	(2,469)	(2,721)	(83)
Net Profit After Tax	101	320	2,433	2,887	(166)

### Consolidated Balance Sheet Metrics (as on 30<sup>th</sup> June 2023)

#### Consolidated Balance Sheet

(₹ Cr.)

Particulars	June-23	Mar-23	Mar-22
	Unaudited	Audited	Audited
<b>Equity &amp; Liabilities</b>			
Net Worth	1,297	1,099	(3,526)
Non-controlling interests	-	-	(36)
Borrowings (non-current and current)	1,806	1,905	6,391
Non-current Liabilities	202	206	210
Current Liabilities	2,169	2,313	3,436
<b>Total equity and liabilities</b>	<b>5,474</b>	<b>5,523</b>	<b>6,475</b>
<b>Assets</b>			
Non-current Assets	971	988	1,295
Inventories	1,815	1,827	2,208
Trade Receivables	1,338	1,170	1,377
Other current assets	767	813	1,000
Cash and cash equivalents	583	725	595
<b>Total assets</b>	<b>5,474</b>	<b>5,523</b>	<b>6,475</b>
<b>Net Debt</b>	<b>1,223</b>	<b>1,180</b>	<b>5,796</b>

## Key statistics of Suzlon Group as on June 2023 are as under:

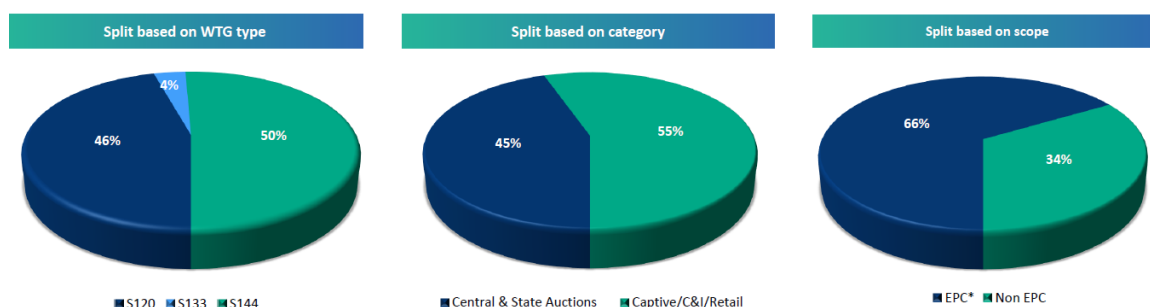
- **Total MW installed (cumulative) :** 20,122 MW
- **Total Nos. of WTG :** 12,704 Nos.
- **Average Turbine Size :** 1.5 MW
- **Product (Size Range):**

Product Size (Range)		% of total MW installed
Small WTGs	< 750 kW	3.9%
Megawatt	< 750 – 1500 kW	33.8%
Mainstream	< 1501 – 2500 kW	62.3%

- **Total No of Countries (presence) :** 17
- **Continental Spread (as on June 2023):**
  1. Asia (15,123 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 30<sup>th</sup> June 2023):**

## Wind Order Book

Particulars	Total (in MW)
Order Book as on 30 <sup>th</sup> June 2023	1,433
Orders announced post 30 <sup>th</sup> June 2023	149
Cumulative Orders	1,582



\*EPC scope may differ from contract to contract

Healthy order book provides revenue visibility

### Existing manufacturing facilities

Suzlon Total annual Manufacturing Capacity: 3,150 MW

Location	Year	Products	Production capacity/ year in MW
Coimbatore, Tamil Nadu	2008	Generators	2,520
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
Vadodara, Gujarat	2006	Transformers	3,150
Dhule, Maharashtra	2005	Rotor Blades	840
Bhuj, 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. A 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 more than 20 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) centers in Germany, the Netherlands, Denmark and India, Suzlon's world-class manufacturing facilities are spread across 14 locations in India. With over 28 years of operational track record, the Group has a diverse workforce of nearly 6,000 employees. Suzlon is also India's No. 1 wind energy service company with the largest service portfolio of over 14 GW of wind energy assets. The Group has ~6 GW of installed capacity outside India. The 3 MW Series wind turbine technology platform is the latest addition to its comprehensive product portfolio.

*\*Global installations of Suzlon manufactured wind turbine generators. Data as on 30th June 2023.*

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