

## 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 19.5 GW\* of wind energy capacity, of which over 13.6 GW is in India alone, making it a market leader in the country. (~33% of total installed base in the country) \*Data as on 30<sup>th</sup> September 2022.
- Suzlon's Global wind installations help in reducing ~ 50.23 million tonnes of CO2 emissions every year
- Suzlon boasts of a wide product range within 2.1 MW to 3.0MW suite of products with varying rotor diameters and tower heights suitable for all wind regimes

### **S111 WTG:**

- The S111-120m (120 meter hub height), lattice-tubular tower prototype turbine commissioned in Gujarat in March 2016 achieved ~42% plant load factor (PLF). It received Type Certification in June, 2016
- The S111-140m (140 meter hub height) prototype was set up in August 2017 in Gujarat, has achieved 43% plant load factor (PLF). It received its Type Certification in June, 2017.
- The installed serial fleet confirms the high plant load factor and availability above 97%.

### **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.
- S120 - 140m (140 meter hub height) initial launched turbines demonstrated higher performance standards with more than two year's field operation. The serial fleet is operating with above 98% availability.

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

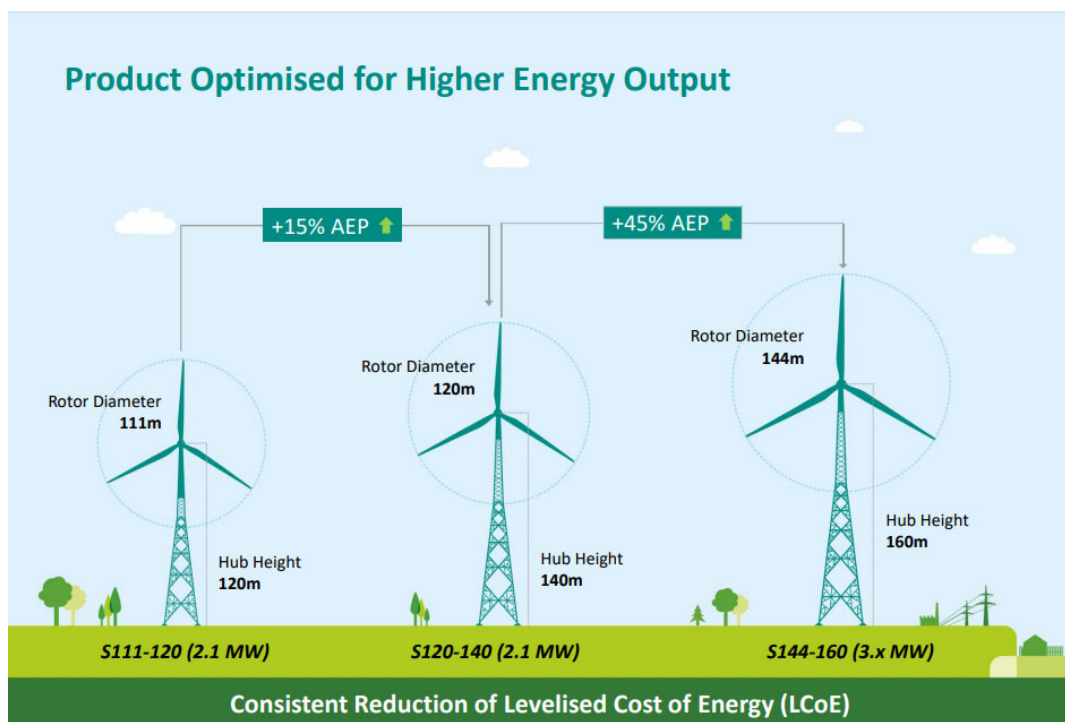
Suzlon introduced the 2.6 to 3.0 MW platform to unlock unviable sites and deliver improved energy yield suitable for all wind regimes

- The S128 and S133 are among the largest wind turbine generator (WTG) operating in India. This platform is extendable up to 3.0MW depending on the site wind conditions. The prototype of S128-105m (105 meter hub height) was set up in Tamil Nadu in January 2018. 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 same has also been re-confirmed in measurement and validation campaigns over the last years.

- The S133 with a 160 meter tower is commercially operating since June 2022 successfully.
- The product range is validated and certified according to latest India Grid Code requirements.

### Product Optimised 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 is the custodian of over 13.6 GW of wind assets under service in India making it the 3rd largest Operations and Maintenance Company (over 9,100 turbines) in Indian power sector. The Group has ~1.0 GW of wind energy assets under service outside India.
- Suzlon has a human capital over 5,500 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 Desaedeleer	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	Ashwani Kumar	Chief Executive Officer, Suzlon Group
2	Himanshu Mody	Chief Financial Officer, Suzlon Group
3	Vinod R Tanti	Chairman and Managing Director

## Key Financial Metrics

### Q2 FY23 Consolidated Financial Metrics

(₹ Cr.)

Particulars	Q2 FY23	Q2 FY22
	Unaudited	Unaudited
Net Volumes (MW)	162	155
Net Revenue	1,430	1,347
<b>Contribution</b>	<b>511</b>	<b>472</b>
<b>Contribution Margin</b>	<b>35.7%</b>	<b>35.1%</b>
Employee Expenses	153	152
Other Expenses (net)	149	128
<b>EBITDA (Pre FX)</b>	<b>208</b>	<b>192</b>
<b>EBITDA Margin (Pre FX)</b>	<b>14.5%</b>	<b>14.3%</b>
Depreciation	63	61
Finance Cost, net	92	184
Taxes	-42	0
<b>Net Profit (Pre Fx and Ex. Items)</b>	<b>95</b>	<b>-54</b>
Exchange Loss / (Gain)	38	-41
Exceptional Loss / (Gain)	-	-
<b>Net Profit / (Loss) After Tax</b>	<b>56</b>	<b>-13</b>

- ✓ Improvement on all KPIs on Y-o-Y basis
- ✓ Maintaining healthy margins despite of rising commodity prices
- ✓ Good control on employee expenses in Q2 FY23
- ✓ Refinancing completed in May 2022, leading to significant reduction in finance cost

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**Robust financial performance in Q2 FY23 on all parameters**

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### Consolidated Balance Sheet Metrics (as on 30th September 2022)

(₹ Cr.)

Particulars	30-Sep-22	31-Mar-22
	Unaudited	Audited
<b>Equity and Liabilities</b>		
Net Worth	-354	-3,562
Borrowings (non-current and current)	3,150	6,391
Non-current Liabilities	207	210
Current Liabilities	2,890	3,436
<b>Total equity and liabilities</b>	<b>5,893</b>	<b>6,475</b>
<b>Assets</b>		
Non-current Assets	1,127	1,295
Inventories and Trade Receivables	3,343	3,585
Other current assets <sup>1</sup>	996	1,000
Cash and cash equivalents <sup>2</sup>	427	595
<b>Total assets</b>	<b>5,893</b>	<b>6,475</b>
Net Debt	2,723	5,796

- ✓ Significant improvement in net worth pursuant to conversion of financial instruments
- ✓ Net debt reduced by nearly 50% pursuant to conversion of financial instruments
- ✓ Further reduction of debt by Rs 583.50 crore from rights issue proceeds
- ✓ Group corporate structure is being simplified, which will increase transparency

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**Significantly healthier balance sheet post refinancing**

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<sup>1</sup> incl. assets held for sale    <sup>2</sup> incl. non-current bank balance


## Key statistics of Suzlon Group as on 30th September 2022 are as under:

- **Total MW installed (cumulative)** : 19,566 MW
- **Total Nos. of WTG** : 12,440 Nos.
- **Average Turbine Size** : 1.5 MW
- **Product (Size Range):**

Product Size (Range)		% of total MW installed
Small WTGs	< 750 kW	5.7
Megawatt	< 750 – 1500 kW	42.4
Mainstream	< 1501 – 2500 kW	51.9

- **Total No of Countries (presence) : 17**
- **Continental Spread (as on 30<sup>th</sup> September, 2022):**
  1. Asia (14,567 MW)
  2. North America (2,779 MW)
  3. South America (~806 MW)
  4. Australia (~764 MW)
  5. Europe (~508 MW)
  6. Africa (~139 MW)

- **Wind Order Book (as on 30<sup>th</sup> September, 2022):**

Particulars	Capacity (MW)
Central Auctions	417.9
State Auctions	56.7
Captive/Retail/PSUs	284.6
<b>Wind Firm Order Book as on Sept 30, 2022</b>	<b>759.2</b>
Orders announced post Q2	193.2
 <b>Strong order pipeline under advanced discussion</b>	

## Existing manufacturing facilities

Suzlon Total annual Manufacturing Capacity: 3,150 MW

Location	Year	Products	Production capacity/ year in MW
Chakan, Maharashtra	2005	Generators	1,890
Coimbatore, Tamil Nadu	2008	Generators	2,520
		Control Systems	1,890
Pondicherry, Indian Union Territory	2003	Nacelle and Hub	1,260
		Rotor Blades	840
Daman, Indian Union Territory	2005	Nacelle and Hub	1,890
	2001	Rotor Blades	Non operational
	2021	Control systems	1,890
Padubidri, Karnataka	2008	Nacelle and Hub	Non operational
		Rotor Blades	Non operational
Vadodara, Gujarat	2006	Transformers	3,150
		Plug, Mould, Electro Motive Tool and Special Purpose Machine for Rotor Blades	Non operational
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	1,20,000 MT/yr
Vadodara		Forging	42,000 Rings/yr

## 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
		- 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 14 years and its CSR programs operate across 800 villages in eight states and one Union Territories 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 presence in 17 countries. Headquartered at Suzlon One Earth in Pune, India; the Group is comprised of Suzlon Energy Limited (NSE: SUZLON & BSE: 532667) and its subsidiaries. A vertically integrated organization, with over twenty-seven years of operational track record, the Group has a cumulative global installation of over 19.5 GW\* of wind energy capacity, over 5,500 employees with diverse nationalities and world-class manufacturing facilities. Suzlon is the only Indian wind energy Company with a large in-house Research and Development (R&D) set-up in Germany, the Netherlands, Denmark and India. The Group is the custodian of over 13.6 GW of wind energy assets under service in India making it the 3rd largest Operations and Maintenance Company in the Indian power sector. The Group also has 5.9 GW of installed capacity outside India.

\*Data till 30th September 2022

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