

**SUZLON ENERGY LTD.**



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31<sup>st</sup> October 2009.

**National Stock Exchange of India Limited,**  
"Exchange Plaza",  
Bandra-Kurla Complex, Bandra (East),  
Mumbai-400051.

**Bombay Stock Exchange Limited,**  
P.J. Towers,  
Dalal Street,  
Mumbai-400001.

Dear Sirs,

**Sub.: Board Meeting dated 31<sup>st</sup> October 2009.**

This is to inform that in terms of Clause 41 of the Listing Agreement, the Board of Directors of the Company (the "Board") at its meeting held on 31<sup>st</sup> October 2009 has approved the unaudited limited reviewed financial results of the Company on stand alone and consolidated basis for the quarter ended on 30<sup>th</sup> September 2009. Enclosed please find copy of the said results

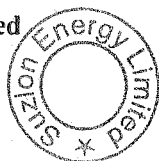
Also find enclosed a copy of the press release, the contents of which are self-explanatory.

This is for your information as also for the information of your members and the public at large.

Thanking you,

Yours faithfully,  
For Suzlon Energy Limited

*H.A.Kanuga*  
**Hemal A.Kanuga,**  
**Company Secretary.**



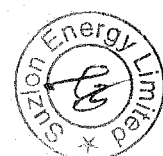
**UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2009**

Particulars	Quarter ended		Half year ended		Year ended
	September 30, 2009	September 30, 2008	September 30, 2009	September 30, 2008	March 31, 2009
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Income from operations	4,793.34	6,920.90	8,946.02	10,038.70	26,081.70
2 Other operating income	41.89	58.49	60.56	69.66	177.09
3 <b>Total Income (1+2)</b>	<b>4,835.23</b>	<b>6,979.39</b>	<b>9,006.58</b>	<b>10,108.36</b>	<b>26,258.79</b>
4 Expenditure					
a) (Increase) / Decrease in stock in trade and work in progress	(232.31)	(506.97)	(401.67)	(2,059.51)	(1,086.15)
b) Consumption of raw materials (including project bought outs)	3,440.93	5,160.06	6,521.23	8,500.63	17,920.31
c) Purchase of traded goods	11.86	7.79	12.29	9.41	22.64
d) Employees cost	588.08	548.23	1,180.47	971.25	2,165.75
e) Depreciation	188.04	126.90	350.62	225.47	573.14
f) Other expenditure	905.42	1,093.40	1,550.70	1,471.12	4,420.36
g) <b>Total Expenditure</b>	<b>4,902.02</b>	<b>6,429.41</b>	<b>9,223.64</b>	<b>9,118.37</b>	<b>24,016.05</b>
5 <b>Profit / (loss) from Operations before Other Income, Interest &amp; Exceptional Items (3-4)</b>	<b>(66.79)</b>	<b>549.98</b>	<b>(217.06)</b>	<b>989.99</b>	<b>2,242.74</b>
6 Other income	20.24	42.66	41.61	110.77	271.75
7 <b>Profit / (loss) before Interest &amp; Exceptional Items (5+6)</b>	<b>(46.55)</b>	<b>592.64</b>	<b>(175.45)</b>	<b>1,100.76</b>	<b>2,514.49</b>
8 Interest	292.60	215.98	605.37	359.16	901.21
9 <b>Profit / (loss) after Interest but before Exceptional Items (7-8)</b>	<b>(339.15)</b>	<b>376.66</b>	<b>(780.82)</b>	<b>741.60</b>	<b>1,613.28</b>
10 <b>Exceptional Items (refer note 9)</b>					
A. Gain on restructuring and refinancing of financial facilities (Net)	(0.44)	-	(122.27)	-	-
B. Foreign exchange loss on the Convertible Bonds	20.40	197.25	160.78	342.75	131.35
C. Blade restoration & retrofit and consequential generation / availability charges	-	47.77	-	74.23	411.10
D. Mark-to-Market losses on foreign exchange forward / option contracts	-	32.78	-	90.63	353.84
Total exceptional items	20.26	277.80	38.51	507.61	896.29
11 <b>Profit / (Loss) from Ordinary Activities before Tax (9-10)</b>	<b>(359.41)</b>	<b>98.86</b>	<b>(819.33)</b>	<b>233.99</b>	<b>716.99</b>
12 Tax expenses / (reversal)	1.81	92.96	4.44	175.61	238.12
13 <b>Net Profit / (Loss) for the period (11-12)</b>	<b>(361.22)</b>	<b>5.90</b>	<b>(823.77)</b>	<b>58.38</b>	<b>428.87</b>
14 Add : Share in associate's profit after tax	-	-	-	2.32	2.32
15 Add / (Less) : Minority share in losses / (profits)	5.70	(28.74)	15.58	(74.24)	(194.71)
16 <b>Net Profit / (Loss) after share in associate's profit and minority interest (13+14+15)</b>	<b>(355.52)</b>	<b>(22.84)</b>	<b>(808.19)</b>	<b>(13.54)</b>	<b>236.48</b>
17 Paid up equity share capital (Ordinary shares of Rs.2/- each)	311.34	299.65	311.34	299.65	299.66
18 Reserves excluding revaluation reserves	-	-	-	-	6,221.64
19 Earnings / (loss) per share (EPS)					
- Basic (Rs.)	(2.31)	(0.15)	(5.32)	(0.09)	1.58
- Diluted (Rs.)	(2.31)	(0.15)	(5.32)	(0.09)	1.52
20 Public shareholding					
- Number of shares	730,455,743	511,982,400	730,455,743	511,982,400	512,027,400
- Percentage of shareholding	46.92%	34.17%	46.92%	34.17%	34.17%
21 Promoters and Promoter group shareholding					
a) Pledged / Encumbered shares					
- Number of shares	357,602,711	-	357,602,711	-	426,240,000
- % of shareholding (as a % of total shareholding of promoter and promoter group)	43.28%	-	43.28%	-	43.22%
- % of shareholding (as a % of total share capital of the Company)	22.97%	-	22.97%	-	28.45%
b) Non-encumbered shares					
- Number of shares	468,665,289	-	468,665,289	-	560,028,000
- % of shareholding (as a % of total shareholding of promoter and promoter group)	56.72%	-	56.72%	-	56.78%
- % of shareholding (as a % of total share capital of the Company)	30.11%	-	30.11%	-	37.38%

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2009**

Particulars	Quarter ended		Half year ended		Year ended
	September 30, 2009	September 30, 2008	September 30, 2009	September 30, 2008	March 31, 2009
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Income from operations	616.02	2,226.25	930.97	3,696.84	7,235.58
2. Other operating income	11.27	8.22	11.27	10.87	16.36
3. <b>Total Income (1+2)</b>	<b>627.29</b>	<b>2,234.47</b>	<b>942.24</b>	<b>3,707.71</b>	<b>7,251.94</b>
4. Expenditure					
a) (Increase) / Decrease in stock in trade and work in progress	98.30	(94.18)	162.43	(209.69)	(68.37)
b) Consumption of raw materials (including project bought outs)	343.35	1,466.14	512.26	2,443.70	4,576.05
c) Purchase of traded goods	8.55	7.45	12.29	11.43	36.17
d) Employees cost	37.04	45.87	81.48	103.80	199.07
e) Depreciation	18.94	24.49	38.64	46.20	99.16
f) Other expenditure	176.94	414.77	355.89	578.37	1,857.32
g) <b>Total Expenditure</b>	<b>683.12</b>	<b>1,864.54</b>	<b>1,162.99</b>	<b>2,973.81</b>	<b>6,699.40</b>
5. <b>Profit / (loss) from Operations before Other Income, Interest &amp; Exceptional Items (3-4)</b>	<b>(55.83)</b>	<b>369.93</b>	<b>(220.75)</b>	<b>733.90</b>	<b>552.54</b>
6. Other income	52.29	30.19	96.66	53.23	160.78
7. <b>Profit / (loss) before Interest &amp; Exceptional Items (5+6)</b>	<b>(3.54)</b>	<b>400.12</b>	<b>(124.09)</b>	<b>787.13</b>	<b>713.32</b>
8. Interest	170.53	76.69	309.27	114.89	380.12
9. <b>Profit / (loss) after Interest but before Exceptional Items (7-8)</b>	<b>(174.07)</b>	<b>323.43</b>	<b>(433.36)</b>	<b>672.24</b>	<b>333.20</b>
10 <b>Exceptional Items (refer note 9)</b>					
A. Gain on restructuring and refinancing of financial facilities (Net)	(9.39)	-	(248.76)	-	-
B. Foreign exchange loss on the Convertible Bonds	20.70	197.25	160.78	342.75	131.35
C. Blade restoration & retrofit and consequential generation / availability charges	-	47.77	-	74.23	411.10
D. Mark-to-Market losses on foreign exchange forward / option contracts	-	32.78	-	90.63	330.71
Total exceptional items	11.31	277.80	(87.98)	507.61	873.16
11 <b>Profit / (Loss) from Ordinary Activities before Tax (9-10)</b>	<b>(185.38)</b>	<b>45.63</b>	<b>(345.38)</b>	<b>164.63</b>	<b>(539.96)</b>
12 Tax expenses / (reversal)	(0.47)	28.65	-	59.61	(70.69)
13 <b>Net Profit / (Loss) for the period (11-12)</b>	<b>(184.91)</b>	<b>16.98</b>	<b>(345.38)</b>	<b>105.02</b>	<b>(469.27)</b>
14 Paid up equity share capital (Ordinary shares of Rs.2/- each)	311.34	299.65	311.34	299.65	299.66
15 Reserves excluding revaluation reserves	-	-	-	-	6,177.41
16 Earnings / (loss) per share (EPS)					
- Basic (Rs.)	(1.20)	0.11	(2.27)	0.70	(3.13)
- Diluted (Rs.)	(1.20)	0.11	(2.27)	0.68	(3.13)
17 Debt equity ratio					
18 Debt service coverage ratio (DSCR) (refer note 10)					1.13
19 Interest Service Coverage Ratio (ISCR) (refer note 10)					1.69
20 Public shareholding					
- Number of shares	730,455,743	511,982,400	730,455,743	511,982,400	512,027,400
- Percentage of shareholding	46.92%	34.17%	46.92%	34.17%	34.17%
21 Promoters and Promoter group shareholding					
a) Pledged / Encumbered shares					
- Number of shares	357,602,711	-	357,602,711	-	426,240,000
- % of shareholding (as a % of total shareholding of promoter and promoter group)	43.28%	-	43.28%	-	43.22%
- % of shareholding (as a % of total share capital of the Company)	22.97%	-	22.97%	-	28.45%
b) Non-encumbered shares					
- Number of shares	468,665,289	-	468,665,289	-	560,028,000
- % of shareholding (as a % of total shareholding of promoter and promoter group)	56.72%	-	56.72%	-	56.78%
- % of shareholding (as a % of total share capital of the Company)	30.11%	-	30.11%	-	37.38%

Definition for coverage ratio:  
 1. DSCR = [Profit before interest and exceptional items / (Interest expenses + Principal repayments of long term debt during the period)]  
 2. ISCR = [Profit before interest and exceptional items / Interest expenses]



SEGMENTWISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR THE QUARTER ENDED SEPTEMBER 30, 2009

(Rs. In crore)

Particulars	Quarter ended		Half year ended		Year ended
	September 30, 2009 (Unaudited)	September 30, 2008 (Unaudited)	September 30, 2009 (Unaudited)	September 30, 2008 (Unaudited)	March 31, 2009 (Audited)
<b>Segment Revenue</b>					
a) Wind Turbine Generator	3,901.71	6,115.36	7,120.49	8,448.64	22,969.42
b) Gear Box	1,032.20	1,027.74	1,957.01	1,938.57	3,993.64
c) Foundry & Forging	10.55	-	27.58	-	17.18
d) Others	16.41	14.51	28.60	24.08	36.06
<b>Total</b>	<b>4,960.87</b>	<b>7,157.61</b>	<b>9,133.68</b>	<b>10,411.29</b>	<b>27,016.30</b>
Less: Inter segment revenue	167.53	236.71	187.66	372.59	934.60
<b>Income from operations</b>	<b>4,793.34</b>	<b>6,920.90</b>	<b>8,946.02</b>	<b>10,038.70</b>	<b>26,081.70</b>
<b>Segment Results</b>					
<b>Profit / (loss) before Depreciation, Interest, Exceptional Items and Tax</b>					
a) Wind Turbine Generator	98.24	511.08	100.85	867.50	2,260.80
b) Gear Box	51.50	189.78	115.39	385.91	697.71
c) Foundry & Forging	(13.79)	(7.46)	(17.21)	(7.30)	(25.23)
d) Others	11.86	16.08	23.92	23.31	35.42
<b>Total</b>	<b>147.81</b>	<b>709.48</b>	<b>222.95</b>	<b>1,269.42</b>	<b>2,968.70</b>
Less: Depreciation					
a) Wind Turbine Generator	95.30	76.69	177.83	127.59	336.20
b) Gear Box	76.24	46.41	138.90	90.70	205.06
c) Foundry & Forging	14.05	0.44	27.12	0.44	17.57
d) Others	2.45	3.36	6.77	6.74	14.31
<b>Profit / (loss) before Interest, Exceptional Items and Tax</b>					
a) Wind Turbine Generator	2.94	434.39	(76.98)	739.91	1,924.60
b) Gear Box	(24.74)	143.37	(23.51)	295.21	492.65
c) Foundry & Forging	(27.84)	(7.90)	(44.33)	(7.74)	(42.80)
d) Others	9.41	12.72	17.15	16.57	21.11
Less: Interest	292.60	215.98	605.37	359.16	901.21
Less: Unallocable Expenditure / (Income) - net	6.32	(10.06)	47.78	(56.81)	(118.93)
<b>Profit / (Loss) before Taxes and Exceptional Items</b>	<b>(339.15)</b>	<b>376.66</b>	<b>(780.82)</b>	<b>741.60</b>	<b>1,613.28</b>
Exceptional items	20.26	277.80	38.51	507.61	896.29
<b>Profit / (loss) before Tax</b>	<b>(359.41)</b>	<b>98.86</b>	<b>(819.33)</b>	<b>233.99</b>	<b>716.99</b>
<b>Capital Employed (Segment assets - Segment liabilities)</b>					
a) Wind Turbine Generator	16,661.57	13,816.00	16,661.57	13,816.00	15,566.62
b) Gear Box	6,171.35	4,695.48	6,171.35	4,695.48	5,554.43
c) Foundry & Forging	944.63	578.25	944.63	578.25	897.56
d) Others	239.35	238.01	239.35	238.01	234.72
<b>Total</b>	<b>24,016.90</b>	<b>19,327.74</b>	<b>24,016.90</b>	<b>19,327.74</b>	<b>22,253.33</b>



**Notes:**

- 1 The above results have been reviewed by the Audit Committee and taken on record by the Board of Directors at its meeting held on October 31, 2009. The Statutory Auditors of the Company have carried out a limited review of the above results for the quarter ended September 30, 2009. In case of the unaudited consolidated financial results, results for the corresponding period (quarter ended September 30, 2008) have not been subjected to limited review by the statutory auditors.
- 2 REpower became a subsidiary of the Company with effect from June 6, 2008 and the Company is holding stake of 90.72% as on September 30, 2009. The consolidated financial figures for the half year ended September 30, 2008 and year ended March 31, 2009 inter alia include the financial figures of REpower from June 6, 2008. Accordingly, the consolidated financial results for the half year ended September 30, 2009 are to that extent not comparable with the consolidated financial results of the prior period presented.
- 3a. The Company has treated all Convertible Bonds as monetary liability and accordingly restated the liability based on the exchange rate prevailing as at the end of the respective quarter. Further, the Company has opted to amortise the foreign exchange losses on long-term foreign currency monetary items, in accordance with the notification issued by the Ministry of Corporate Affairs on March 31, 2009.
- 3b. As explained in 3a above, since the Company has opted for amortisation of forex losses, from the quarter ended March 31, 2009, the results for the quarter and half year ended September 30, 2008 do not include the impact of this option and are to that extent not comparable with the results of the current quarter and half year ended September 30, 2009.
- 4 On June 11, 2007 and October 10, 2007, the Company made an issue of USD 300 Million (the "June 2007 Bonds") and USD 200 Million (the "October 2007 Bonds") Zero Coupon Convertible Bonds (together referred to as the "Old Bonds") due 2012, respectively, convertible into equity shares. In May 2009 and June 2009, the Company undertook a restructuring of the Old Bonds, by virtue of which bondholders have exercised the following options provided to them:
  - buy back of the Old Bonds @ 54.55% of the face value,
  - exchange of new 7.5% bonds for the Old Bonds in the ratio of 3:5, with an initial conversion price of Rs.76.68,
  - payment of consent fee to bondholders of the Old Bonds who consented for relaxation of covenants.During the quarter ended June 30, 2009, the lenders of acquisition loans and certain bonding facilities have agreed to reset certain terms / covenants.
- 5 On July 24, 2009, the Company raised USD 108.04 Million (Rs.522.97 crores) through issuance of 14,600,000 Global Depository Receipts (GDRs) representing 58,400,000 Equity Shares of Rs.2 each. The issue price of each GDR is USD 7.4 and the GDRs are listed on the Luxembourg Stock Exchange.
- 6 On July 24, 2009, the Company made a further issue of Zero Coupon Convertible Bonds due 2014 for a total amount of USD 93.87 million (approximately Rs.452.64 crores) at an issue price of 104.30% of the principal amount of USD 90 million. The initial conversion price is set at Rs.90.38 per share and the same is subject to adjustments in certain circumstances.
- 7 The Company has not provided for the proportionate premium on redemption of Convertible Bonds, since the Company believes that the same is contingent in nature. The proportionate premium as at September 30, 2009 is approximately Rs.301.91 crores (Rs.211.63 crores). The auditors have without qualifying their opinion, given a matter of emphasis on non-provision of the proportionate premium in their limited review report for the quarter ended September 30, 2009. The Company has securities premium of Rs.3,979.09 crores as at September 30, 2009, which is adequate to cover the cost of proportionate premium, in case the contingency materialises.
- 8 During the quarter ended September 30, 2009, the Company has issued 58,428,343 equity shares of Rs. 2 each. Out of these 16,000 shares have been issued under ESOP, 58,400,000 shares have been issued against Global Depository Receipts and 12,343 shares have been issued by way of conversion of 19,000 Zero Coupon Convertible Bonds.
- 9 Exceptional items referred to above include the following:
  - a. Net gain, resulting from the buy-back and exchange of the Old Bonds, explained in Note 4 above, which is after offsetting the various costs incurred in connection with restructuring and refinancing of facilities. Such net gain aggregates to Rs.0.44 crores (Rs.Nil) and Rs.122.27 crores (Rs.Nil) in the consolidated financial results and Rs.9.39 crores (Rs.Nil) and Rs.248.76 crores (Rs.Nil) in the standalone financial results for the quarter and half year ended September 30, 2009.
  - b. Loss arising on account of the amortisation of foreign exchange losses on all convertible bonds in line with the treatment explained in Note 3a above aggregating Rs.20.70 crores (Rs.Nil) and Rs.160.78 crores (Rs.Nil) for the quarter and half year ended September 30, 2009 respectively and Rs.131.35 crores for the year ended March 31, 2009. The losses of Rs.160.78 crores includes Rs.120.06 crores (Rs.Nil) being entire foreign exchange losses on Old Bonds cancelled due to buy-back and exchange explained in Note 4 above. As explained in Note 3b above, the loss of Rs.197.25 crores and Rs.342.75 crores for the quarter and half year ended September 30, 2008 respectively, pertains to regular forex loss on restatement of the Old Bonds.
  - c. Restoration & retrofit costs arising on account of blade failures in Overseas Markets including the consequential generation / availability provisions. These amounts aggregate to Rs.Nil (Rs. 47.77 crores) and Rs.Nil (Rs. 74.23 crores) for the quarter and half year ended September 30, 2009 respectively and Rs.411.10 crores for the year ended March 31, 2009.
  - d. Mark-to-market losses of Rs.Nil (Rs.32.78 crores) and Rs.Nil (Rs.90.63 crores) for the quarter and half year ended September 30, 2009 respectively and Rs.353.84 crores in the consolidated financial results and Rs. 330.71 crores in the standalone financial results for the year ended March 31, 2009. The same is in respect of foreign exchange forward / option contracts, taken for hedging purposes.
- 10 As the Company has incurred losses during the period there is no coverage of interest and debt service.
- 11 The status of investor complaints received by the Company is as follows: Pending as on July 1, 2009 - Nil; Received during the quarter - 13; Disposed during the quarter - 13; Pending as on September 30, 2009 - Nil.
- 12 The figures stated above, have been reclassified wherever necessary to confirm with the classification in the financial results for the quarter and half year ended September 30, 2009. Figures in brackets referred to above, pertain to quarter and half year ended as at September 30, 2008.

Place Mumbai  
Dated October 31, 2009

For and on behalf of the Board of Directors

  
Tulsī R. Tanti  
Chairman & Managing Director





**News Release**

Saturday, October 31, 2009

**For Immediate Release**

## Suzlon Energy - Q2 Results

- Suzlon orderbook: 1,488 MW, with 1,365 MW in international orders and 123 MW in domestic orders
- Suzlon Energy consolidated revenues of INR 4,793 cr. for Q2 FY2009-10; net loss of INR 356 cr. due to lower volumes
- Suzlon H1 FY2009-10 Gross Profit per-MW increase by 8.4 per cent over H1 FY2009-09
- Market conditions remain challenging in the short-term, long-term outlook remains positive as policy changes in key markets give strong impetus for growth
- FY2009-10: Suzlon full year guidance revised to 1,900 MW to 2,100 MW; REpower guidance sales of EUR 1.4 billion and EBIT margin of 7.5 per cent; Hansen revenues flat to last year
- Comprehensive debt refinancing to improve capital structure and increase financial flexibility in advanced stages
- Discussions on divestment in Hansen continue
- Boston Consulting Group (BCG) advising on business strategies to adapt to evolving marketplace; strong focus on operational efficiency improvements

**Mumbai:** Suzlon Energy Limited, the world's third largest\* wind turbine supplier, with a joint market share of 12.3 per cent, reported consolidated revenues of INR 4,793 cr. for the second quarter of FY2009-10, compared with INR 6,921 cr. for Q2 FY2008-09. Profit/(Loss) After Tax for the quarter stood at INR (356) cr.

Consolidated revenues for the first half of FY2009-10 stood at INR 8,946 cr. while Profit/(Loss) After Tax for the first half was INR (808) cr.

The Suzlon orderbook (excluding Hansen and REpower) stood at 1,488 MW (INR 8,285 cr.), with 1,365 MW (INR 7,600 cr.) in international orders and 123 MW (INR 685 cr.) in domestic orders as on October 30, 2009. REpower reported a contractually confirmed order volume of EUR 1.6 billion, as of September 30, 2009.

Suzlon expects to achieve 1,900 MW to 2,100 MW by the end of the current fiscal.

**Mr. Tulsi Tanti, Chairman and Managing Director of Suzlon Energy Limited, said:** "We are starting to see a recovery across global markets with finance returning. New energy policies and stimulus packages in the EU, US, China, Australia, India and emerging markets, indicate rising acceptance of the challenges of climate change and a growing appetite for renewable energy solutions. Our wide range of onshore and offshore solutions, for virtually any market, puts the Suzlon Group in a position to take advantage of the next phase of growth. As the global economy picks up, our priority is



to ensure that we are well positioned to win and capitalise on new opportunities around the world.”

**Mr. Sumant Sinha, COO – Suzlon Energy Limited, said:** “During the first half of FY2009-10, conversion of booked orders to revenue showed some slowing down. Potential new orders were postponed due to the weak global macroeconomic and financing environment. We believe sales will likely be skewed towards the end of the fiscal.”

**Mr. Sinha added,** “We are undertaking a series of cost and operational improvement initiatives. We continue our tight focus on cost control to achieve better liquidity and debt management. We have undertaken a comprehensive debt refinancing exercise to improve the capital structure and increase financial flexibility. We are also working with Boston Consulting Group to optimise our end-to-end delivery capability to adapt to a rapidly evolving marketplace.”

#### **Highlights:**

- **Project ACE (Achieving Collective Excellence):** We have embarked upon a major program to help the company scale effectively as market conditions improve. Project ACE is a comprehensive exercise assisted by BCG aimed at optimizing our operational efficiencies to achieve excellence across our value chain. We have mapped more than 100 processes, and have identified 12 critical processes with improvements across several operating parameters. Phase I of this initiative is complete and Phase II is underway.
- **Repeat Order:** Ayen Enerji of Turkey signed a repeat order for 57 MW with Suzlon. The order will be supplied with 27 units of Suzlon S88 – 2.1 MW turbines, which will be installed at the Seferihisar and Mordogan projects in east Turkey.
- **Wind Farm Project:** Suzlon completed and commissioned a 19.5 MW wind farm project for the Gujarat Mineral Development Corporation (GMDC) in Rajkot, Gujarat. The project comprises 13 units of Suzlon's SS82-1.5 MW wind turbines and was commissioned in record time, ahead of the contractual commissioning period.
- **Blade Retrofit Program Complete:** The S88-V2 blade retrofit program was completed in September 2009. All costs associated with the blade retrofit program have already been accounted for. No further provisioning was required.
- **Operating Efficiencies:** NOWC reduced by INR 800 cr. in H1.

#### **Senior Hires**

Suzlon continues to strengthen its senior team. Recent senior hires include:

- **Mr. John O'Halloran, President – Technology,** has over 30 years of experience across various senior management roles with Caterpillar, Schlumberger & Cummins. He created the Cummins Research & Technology Centre in Pune as its CEO, and served as CTO for Cummins India and comes to Suzlon from his role as Executive Director – Engineering at Cummins Inc.
- **Mr. Arvind Mathew, President – Nacelle Manufacturing,** comes to Suzlon with over 25 years of experience with Ford Motors. He also served as President and Managing Director of Ford Motors in India.
- **Mr. Frans Visscher, Chief Human Resources Officer,** was previously Managing Director at Korn/Ferry International. During his career spanning over 30 years, he has held senior management positions globally at Reed Elsevier



and Shell International. He started his working life as a career officer with the Royal Netherlands Marine Corps.

- **Mr. Nicholas Archer, Global Head of Public Relations**, joins Suzlon from PR firm Edelman, where he was Executive Vice President and Head of Risk & Crisis. He has over 16 years experience in issues and crisis management, public affairs and corporate positioning.
- **Dr Ishwar Hegde, Chief Economist**, joined the Suzlon after 14 years experience in various sectors including energy, steel, metals, and oil having specialized in international trade and business, WTO and trade policies. He leads Suzlon's market intelligence and research team.

### **Industry Update**

As macro-economic pressures started to ease, banks have begun to assess lending opportunities giving our customers better access to loans. This trend, combined with new global policy regimes that spur investments in renewables.

- The U.S. announced new measures under the stimulus program with provisions for cash grants in lieu of tax credit supports, opening up the market to newer investors.
- In India, the recent CERC tariff guidelines and generation based incentives (GBI) will encourage investments in renewable energy.
- China's new feed-in-tariffs have encouraged competitive bidding in the energy market and are expected to rapidly expand its wind power development footprint.
- Australia recently passed legislation to achieve a target of 20 per cent electricity from renewable sources by 2020.

All these trends point towards a sustainable growth story for wind, which Suzlon, as a leading provider in the industry, will benefit from.

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### **About Suzlon Energy Limited**

Suzlon ranked as the world's third\* leading wind turbine supplier in terms of market share in 2008. Suzlon has ranked as the leading manufacturer in the Indian market for ten consecutive years, maintaining over 50 per cent market share. Suzlon has its corporate offices in Pune, India and the company's global spread is reflected in its projects and markets portfolio - extending across Asia, Australia, Europe and North and South America. Suzlon is a highly vertically integrated wind turbine manufacturer with manufacturing capability along the full value chain – from components to complete wind turbine systems. For more information on Suzlon, please visit: [www.suzlon.com](http://www.suzlon.com).

#### NOTES:

\* Suzlon and REpower, if taken together, stand as the world's third leading wind turbine supplier group in terms of market share. Market share of 12.3 per cent is derived from BTM Consult ApS World Market Update 2008, ranking Suzlon with 9 per cent of global market share and REpower with 3.3 per cent of global market share.

#### **Media Contacts:**

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SEL/SEC/ABAD/236/09-10  
31<sup>st</sup> October 2009.

**National Stock Exchange of India Limited,**  
"Exchange Plaza",  
Bandra-Kurla Complex, Bandra (East),  
Mumbai-400051.

**Bombay Stock Exchange Limited,**  
P.J. Towers,  
Dalal Street,  
Mumbai-400001.

Dear Sirs,

**Sub.: Details of Orders.**

The Company has, as on 30<sup>th</sup> October 2009, an order book position of Rs.8,285 Crores comprising of Rs.685 Crores of domestic orders and Rs.7,600 Crores of export orders.

This is for your information as also for the information of your members and the public at large.

Thanking you,

Yours faithfully,  
For Suzlon Energy Limited

*H.A. Kanuga*  
Hemal A. Kanuga,  
Company Secretary.

