

Suzlon Energy Limited

Investor Presentation

Q3 - FY 2022-23

9th February 2023



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Industry Outlook

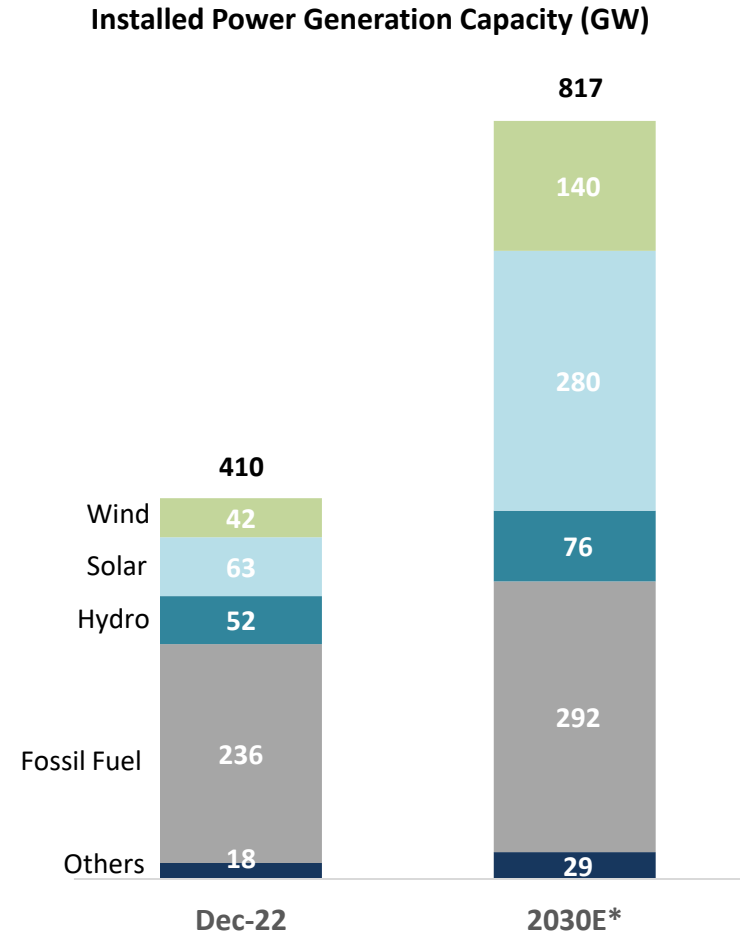
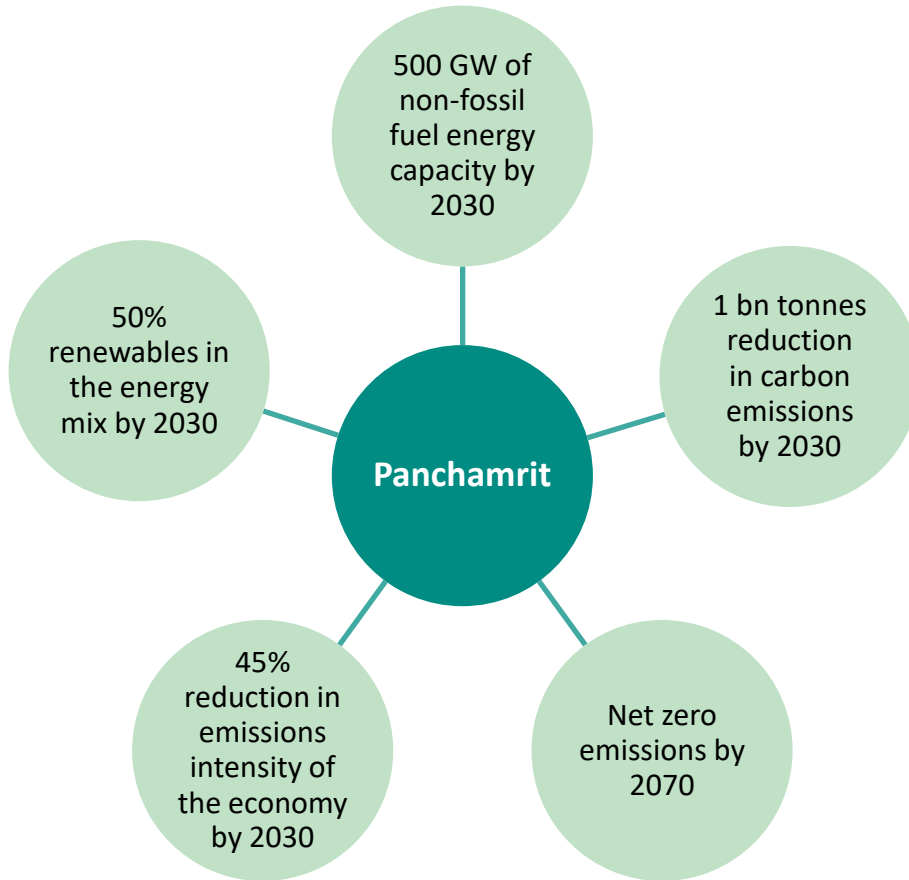
Suzlon Strengths

Financial Performance



Suzlon Wind Farm, Dhule, Maharashtra

Renewable Energy growth to be driven by Wind & Solar



*CEA's Report On Optimal Generation Capacity Mix for 29-30

The share of renewable in the overall power capacity mix to substantially increase by 2030

Strong Policy Push – 8 GW p.a. wind projects bids to be invited till 2030*

- 1 India will annually invite bids for 8 GW wind projects during 2023-2030
- 2 E-reverse bidding discontinued, new bids to be on a single stage two envelope closed bids
- 3 Every bid will be composite bid comprising state specific sub-bids for each of 8 states
- 4 Cumulative size cap in any one state \leq 2 GW p.a. ensuring even growth
- 5 Power from each state bids to be pooled & offered to DISCOM on single tariff under PSA
- 6 State wise bidding trajectory to be published in advance & reviewed periodically
- 7 SECI to determine bid size based on wind RPO targets of states, RPO compliance to get a boost

Wind industry gets a decisive growth plan

*MNRE letter dated 09th January 2023 addressed to SECI, NTPC and NHPC

Opportunities: Favorable market conditions & strong demand outlook

- ✓ Installable wind power potential in India - 695 GW at 120m hub height (NIWE estimates)
- ✓ Yearly installation ~12 GW of wind capacity required to reach the target of 140 GW by 2030
- ✓ MNRE to invite bids for 8 GW wind projects p.a. during 2023-2030 & e-reverse auction discontinued
- ✓ C&I/corporate PPA market to further drive demand for wind-solar hybrid & RE RTC power
- ✓ Wind repowering potential at 25.4 GW (for old WTGs < 2MW capacity)
- ✓ Green Hydrogen Mission targets capacity of 5 MMT p.a. requiring RE capacity of 125 GW by 2030
- ✓ RPO & ESO trajectory increase from 24.61% (FY23) to 43.33% (FY30) to drive accelerated RE adoption
- ✓ Transmission systems planned by GOI by 2030 at a cost of Rs 2.44 lakh Cr. will support RE additions
- ✓ BESS capacity planned by GOI of 51.5 GW by 2030 to enable RE RTC power

Suzlon well positioned to capture the market opportunity from energy transition

Industry Outlook

Suzlon Strengths

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Suzlon Wind Farm, Dhule, Maharashtra

Suzlon Strengths



19.7 GW

Installed Wind Energy
Capacity



17 Countries

Presence



5,800+

Global Workforce



~33%

Cumulative Market
Share in India



As on 31st December 2022

Suzlon's Strengths in Indian Wind Energy Market

No.1 OEM in India's Renewable Sector

End-to-end
Service
Provider

Pan India
Presence

Technology
Leadership

Best-in-class
Service
Capabilities

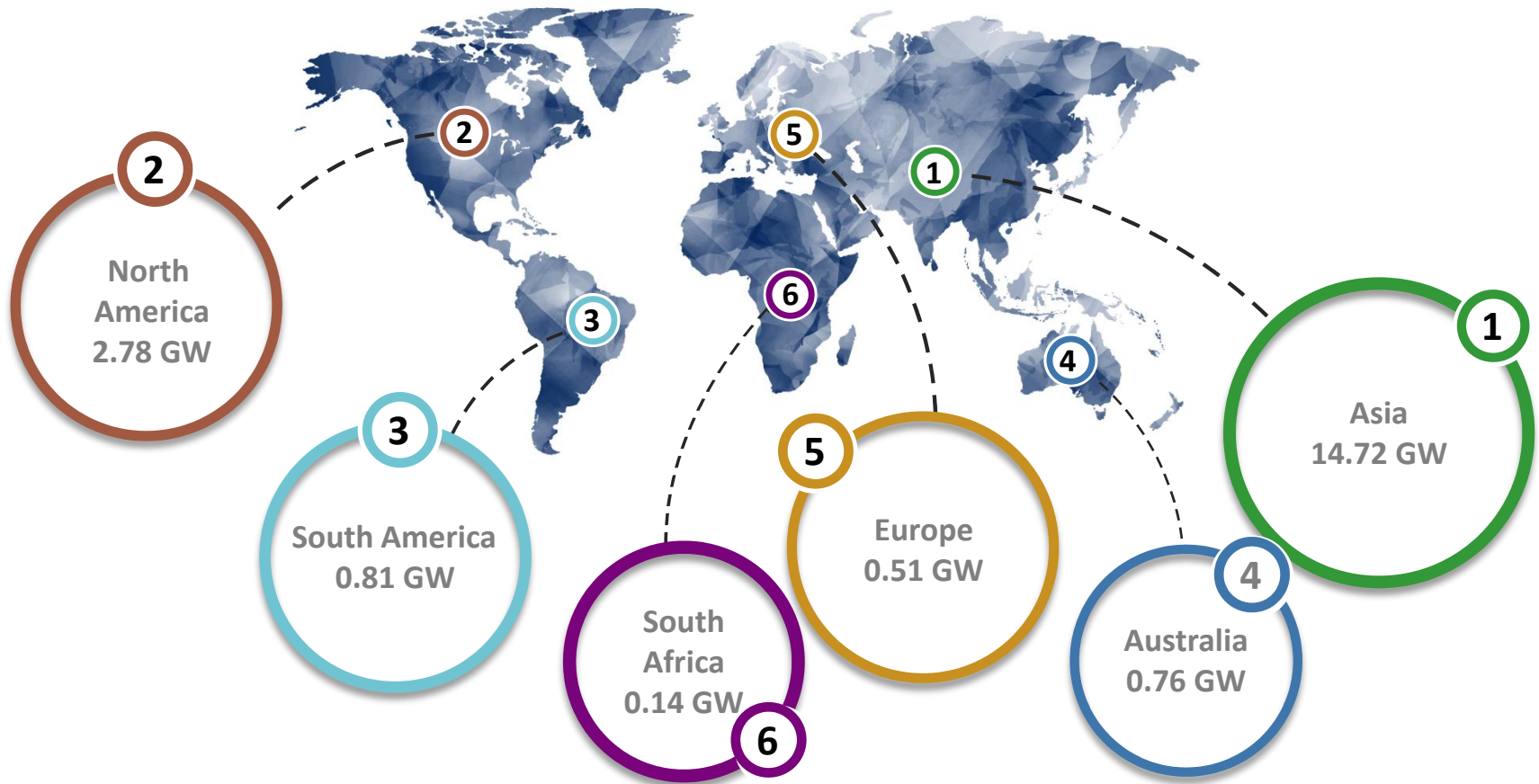
Strong
Customer
Relationship

27 Years
Track Record

Strong presence across value chain & customer segments



Suzlon's Global Presence (19.7 GW)



Suzlon's strong relationships across regions positions it well

Installed turbines as on 31st December 2022

Key clientele among marquee customers globally

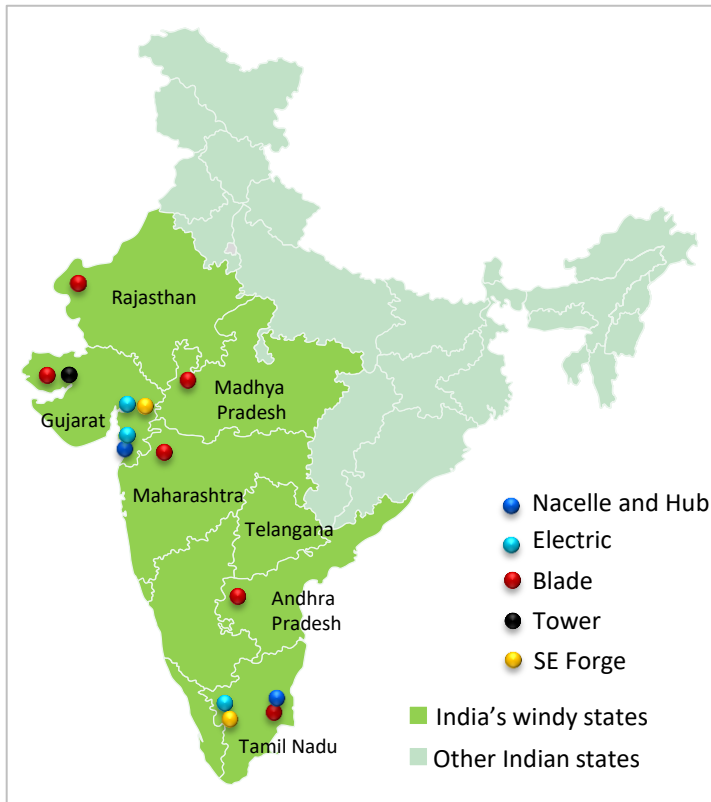


And many more customers.....

Geographically diversified manufacturing base

Best-in-class manufacturing capability

Manufacturing locations across India



Map not to scale. All data, information, and map is provided "as is" without warranty or any representation of accuracy or completeness

Vertically integrated low-cost supply chain

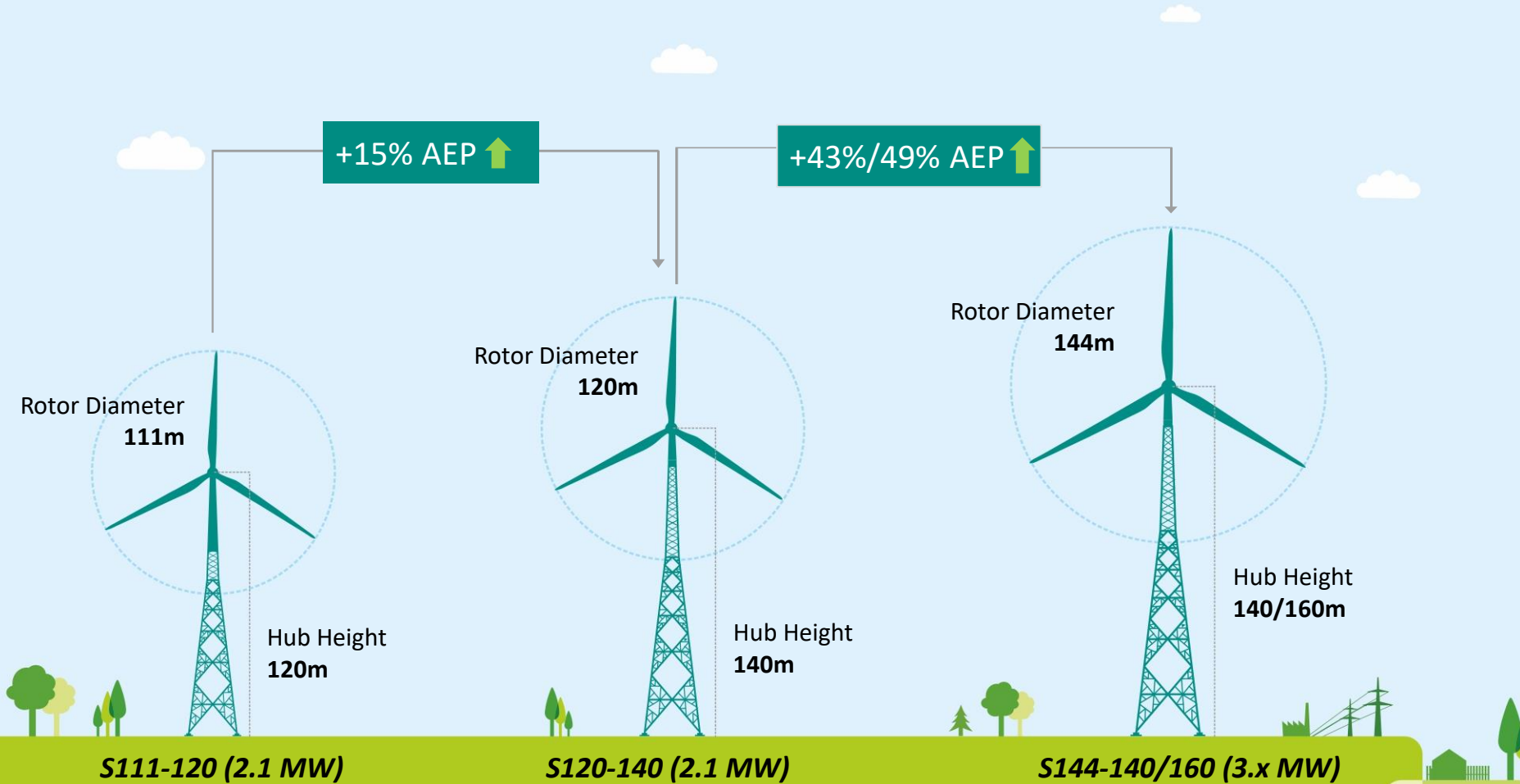
Sufficient & flexible manufacturing capacity to cater to the market

India
Manufacturing
Capacity
~3,150¹ MW



Note: ¹ SEL has a ramp up/ramp down capacity. Capacity of 3150 MW is for 2.1 MW WTGs. When Suzlon manufactures 3+ MW WTGs, capacity can be ramped up to 4500 MW in phased manner

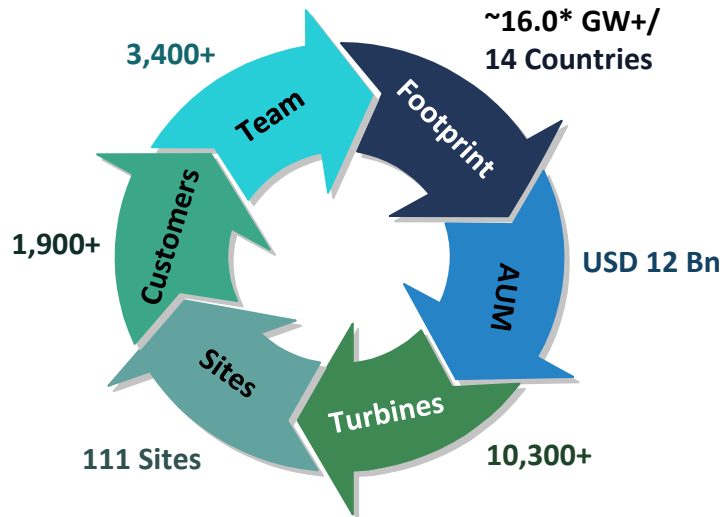
Product Optimized for Higher Energy Output



Consistent Reduction of Levelised Cost of Energy (LCoE)

Overview of asset management capabilities

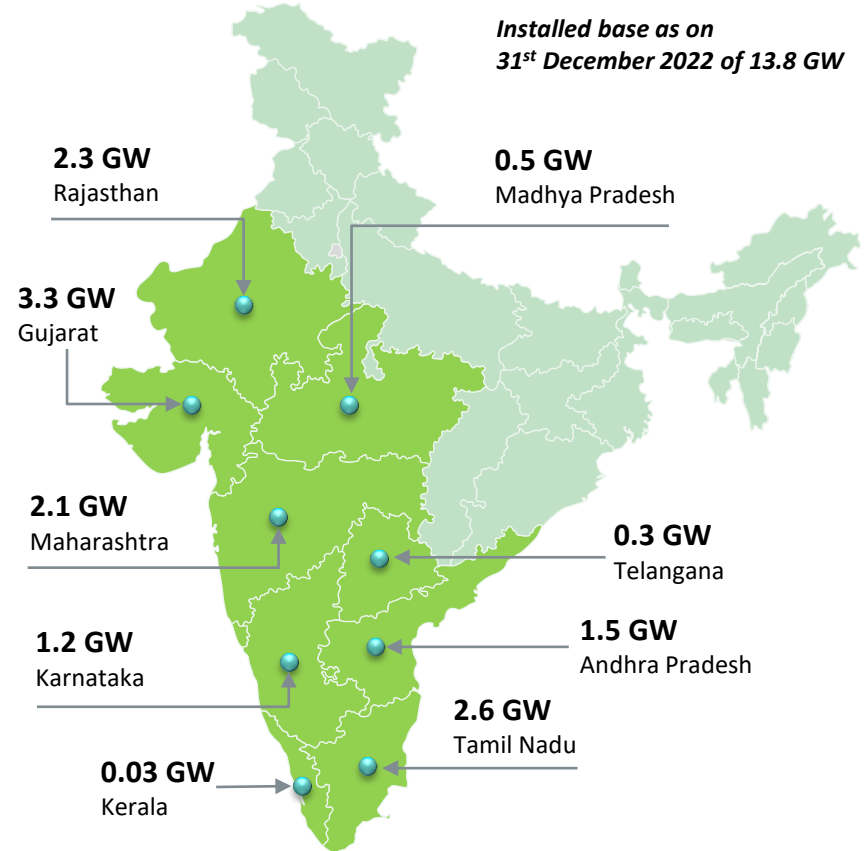
Overview of Global OMS




- ~33% - All India installed wind capacity
- **Impact of clean energy:**
 - ~ 4.21 Bn trees absorbing CO₂ per year
 - ~ 12.82 Mn households powered p.a.
 - ~ 50.62 MT of CO₂ emissions prevented p.a.

**include WTGs under Technical Service Agreements (TSA) for Spares and Repairs*

Presence in all windy states in India



Wind Order Book

Particulars	Capacity (MW)
Central Auctions	409.5
State Auctions	56.7
Captive/Retail/PSUs	315.8
Wind Firm Order Book as on 31st December 2022	782.0
 Strong order pipeline under advanced discussion	

Management Profile



Tulsi Tanti
Founder, Late Chairman and Managing Director



Vinod Tanti
Chairman and Managing Director

- Over 34 years experience
- Founding member - Suzlon
- Established its technology & service leadership
- Deep experience in wind resource evaluation, product-design, prototyping, comprehensive SCM, project execution & lifecycle management through OMS
- Education: BE Civil



Girish Tanti
Vice Chairman

- Over 27 years experience
- Founding member - Suzlon
- Instrumental in establishing global business operations & corporate development
- Established technology development centres in Europe & India, set up the global supply chain & developed wind markets across India
- Led various functions - IT, communications, HR & CSR
- Education: BE Electronics & Communication, MBA (UK)



Ashwani Kumar
Group CEO

- Brings over three decades of experience across leading Indian Infrastructure & Power companies
- Acclaimed for his commercial acumen, transformational leadership & contract management skills
- Joined Suzlon as Group CEO in Oct'20



Himanshu Mody
Group CFO

- More than 22 years experience in Finance & Strategy with focus on Corporate Finance, M&A, Fund Raising and Financial Restructuring
- Earlier worked with Essel group for 20 years of which over one decade was as Group CFO managing fund raising, M&A activities & business entry/exit decisions
- Joined Suzlon as Group CFO in Aug'21



Bernhard Telgmann
CTO

- More than 28 years of experience across engineering, thermal power plants, consulting in fuel cells & wind energy.
- Expert in global technology driven plant engineering & construction business
- Joined Suzlon 2017
- Prior to Suzlon, he held leadership roles in IAC, Senvion & Siemens



Ishwar C Mangal
CEO Global OMS

- More than 27 years of professional experience mainly with Suzlon
- Played significant role in growth of Suzlon & development of wind power market in India
- Headed Business Development, Sales, Projects and OTC
- Currently responsible for Global OMS & Sales in Emerging Markets
- Joined Suzlon in 1996

**Professional senior management team backing the rich experience of the Board.
Succession planning was in place ensuring smooth transition after demise of the founder.**

Industry Outlook

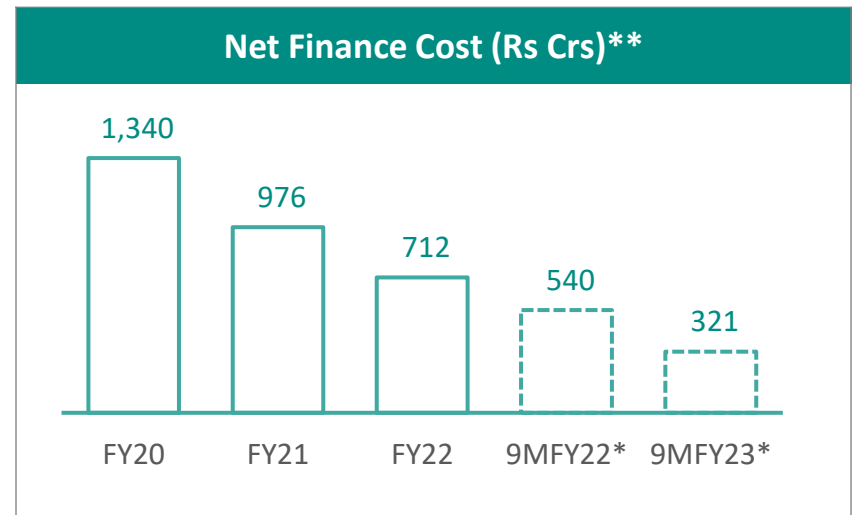
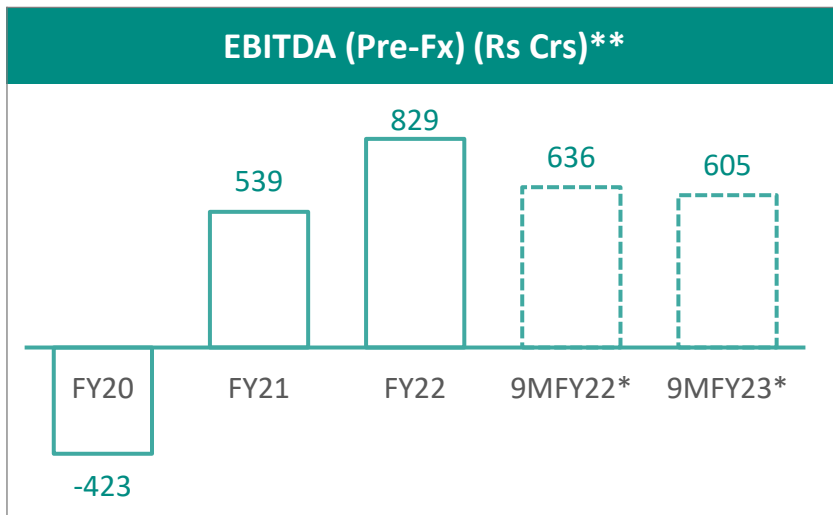
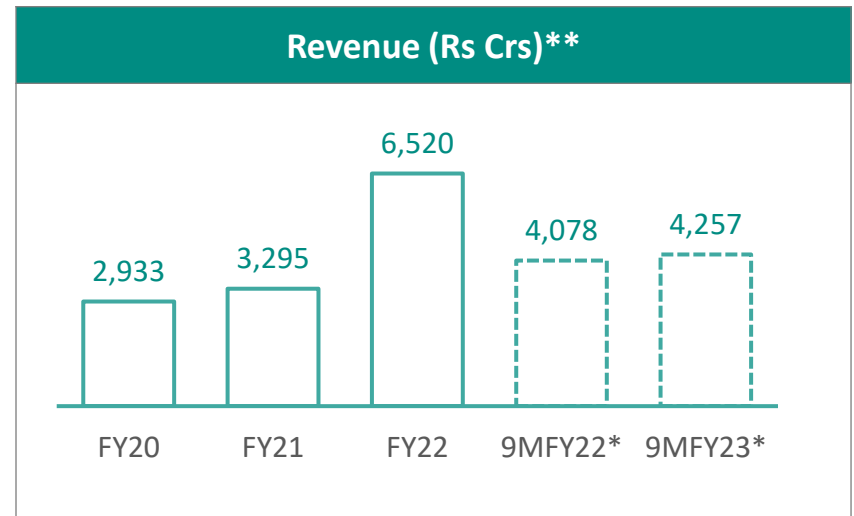
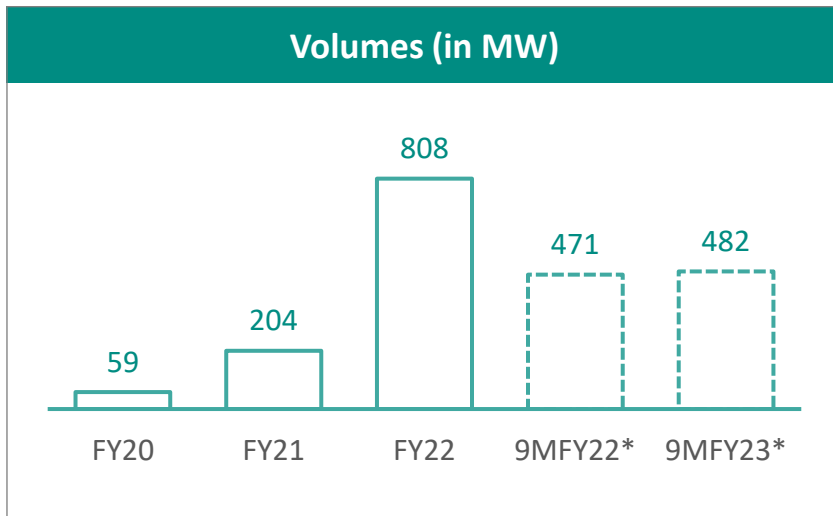
Suzlon Strengths

Financial Performance



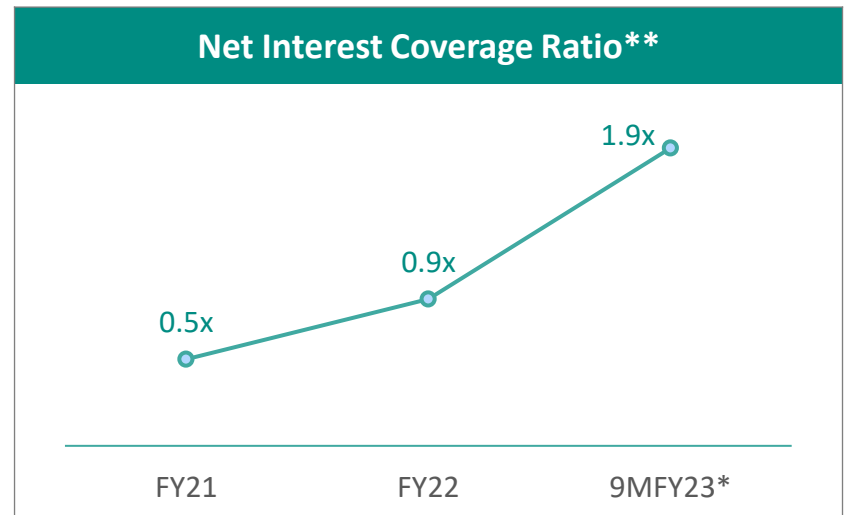
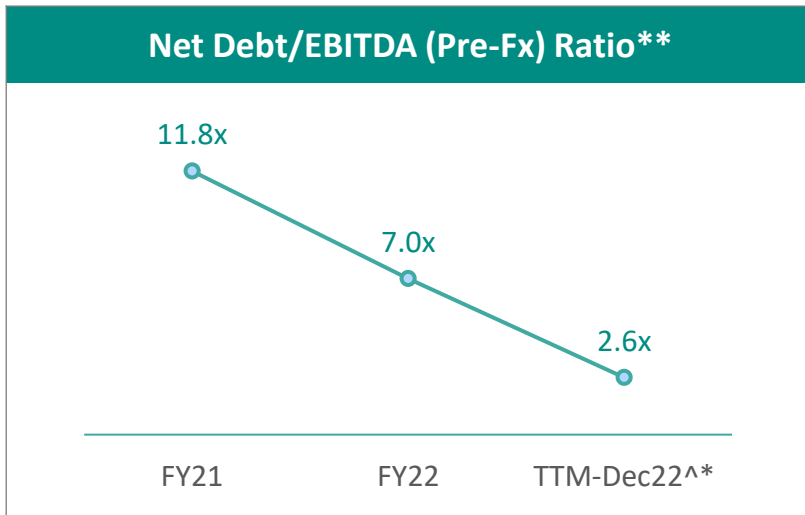
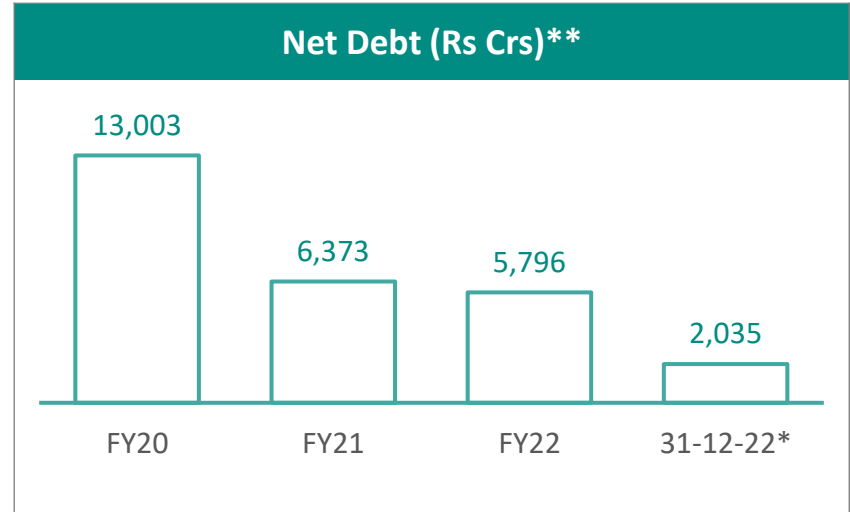
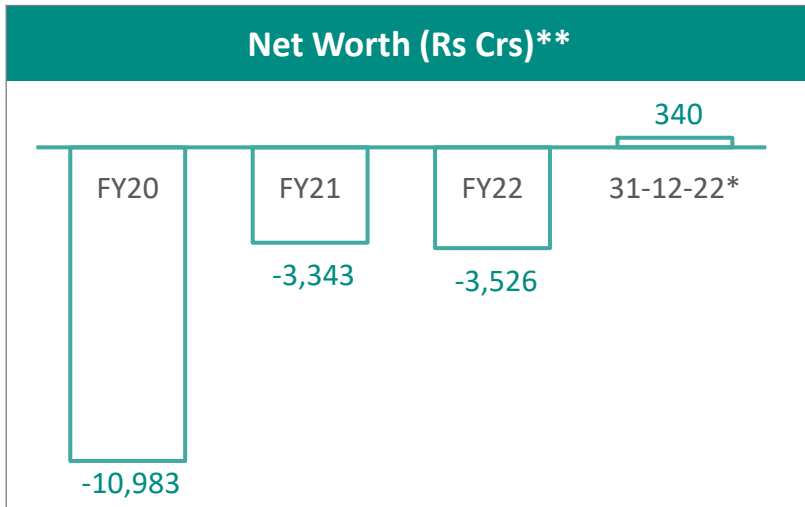
Suzlon Wind Farm, Dhule, Maharashtra

Transformation...



* Unaudited | **Consolidated

Substantial improvement in financial parameters



^ Trailing 12 months EBITDA (Pre-Fx) considered

Calculated as EBITDA (Pre-Fx) – Tax/Net Finance Cost

* Unaudited | **Consolidated

Highlights of Financial Performance

- ✓ Net worth has turned positive after more than 9 years
- ✓ Substantial debt reduction leading to a stronger balance sheet
- ✓ Highest quarterly PAT (before exceptional items) of Rs 78 Cr. in more than 5 years
- ✓ Significant reduction in finance costs for Q3FY23 and 9MFY23 on a YoY basis
- ✓ Part of commodity price impact passed on to customer
- ✓ Strong control over fixed costs despite of inflationary trends

Balance rights issue proceeds to be called of Rs 600 Cr to further strengthen balance sheet

Consolidated Income Statement

(₹ Cr.)

Particulars	Q3 FY23	Q2 FY23	Q3 FY22	9M FY23	9M FY22	FY22
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Net Volumes (MW)	170	162	200	482	471	808
Net Revenue	1,449	1,430	1,597	4,257	4,078	6,520
Contribution	492	511	501	1,439	1,410	1,877
Contribution Margin	34.0%	35.7%	31.4%	33.8%	34.6%	28.8%
Employee Expenses	157	153	141	452	414	545
Other Expenses (net)	123	150	116	382	360	503
EBITDA (Pre FX)	212	208	244	605	636	829
EBITDA Margin (Pre FX)	14.7%	14.5%	15.3%	14.2%	15.6%	12.7%
Depreciation	58	63	63	179	182	260
Net Finance Cost	80	92	181	321	540	712
Taxes	-1	-42	5	1	7	167
Net Profit (Pre Fx and Ex. Items)	75	95	-5	104	-93	-310
Exchange Loss / (Gain)	-3	38	-42	6	-37	-61
Exceptional Loss / (Gain)	0	0	0	-2,469	-83	-83
Net Profit After Tax	78	56	37	2,567	27	-166

Consolidated Balance Sheet

(₹ Cr.)

Particulars	Dec-22	Sept-22	Mar-22	Dec-21
	Unaudited	Unaudited	Audited	Unaudited
Equity & Liabilities				
Net Worth	340	-313	-3,526	-3,322
Non-controlling interests	-42	-41	-36	-34
Borrowings (non-current and current)	2,512	3,150	6,391	6,523
Non-current Liabilities	212	207	210	178
Current Liabilities	2,883	2,890	3,436	3,457
Total equity and liabilities	5,905	5,893	6,475	6,802
Assets				
Non-current Assets	1,099	1,127	1,295	1,362
Inventories	2,078	2,181	2,208	2,655
Trade Receivables	1,281	1,162	1,377	1,439
Other current assets	971	996	1,000	1,010
Cash and cash equivalents	476	427	595	336
Total assets	5,905	5,893	6,475	6,802
Net Debt	2,035	2,723	5,796	6,187

Glossary

1. BESS - Battery Energy Storage System
2. C&I – Commercial and Industrial
3. CEA - Central Electricity Authority
4. EBITDA – Earnings before Interest, Tax, Depreciation and Amortizations
5. Gol – Government of India
6. GW – Gigawatt
7. KPI – Key Performance Indicators
8. LCoE – Levelized Cost of Energy
9. MNRE – Ministry of New And Renewable Energy
10. MW – Megawatt
11. NIWE - National Institute of Wind Energy
12. OEM - Original Equipment Manufacturer
13. OMS – Operations and Maintenance Services
14. PLF – Plant Load Factor
15. PSU – Public Sector Undertaking
16. RE – Renewable Energy
17. RPO – Renewable Purchase Obligations
18. RTC – Round The Clock
19. SCoD – Scheduled Commissioning Date
20. WTG – Wind Turbine Generator
21. Y-o-Y – Year on Year



Thank You!

Suzlon Wind Farm, Sankaneri, Tamil Nadu

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SUZLON
POWERING A GREENER TOMORROW