

11th November 2020.

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

BSE Limited,
P.J. Towers,
Dalal Street,
Mumbai-400001.

Dear Sirs,

Sub.: Investors’ presentation on Q2 FY21 results.

In continuation to our letter dated 10th November 2020, enclosed please find the copy of the presentation on Q2 FY 21 results, which is also available on the website of the Company (www.suzlon.com).

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



Geetanjali S.Vaidya,
Company Secretary.

Encl.: As above.

Suzlon Energy Limited

Investor Presentation

Q2, FY 2020-21

SUZLON
POWERING A GREENER TOMORROW



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Milestones Achieved

Cumulative Market Share*

~34%

*Market leadership maintained for over
two decades*

Largest fleet under maintenance*

of **12.8 GW** in India

*3rd largest O&M Company in India Power
Sector*

H1, FY21 EBITDA Margin of

~16%

Due to high control on fixed costs

**Out of 2.95 GW commissioning
done under SECI and State Bids,**

~19%

is done by Suzlon – 2nd highest in India

Suzlon is on track to regain its foothold in FY21 despite Covid-19 challenge

Financial Performance

Industry Outlook

Technology

Suzlon Strengths

Detailed Financials

Q2 FY21 Financial Metrics

(₹ Cr.)

Particulars	Q2 FY21 Unaudited	Q2 FY20 Unaudited	Remarks
Net Volume (MW)	27	27	
Net Revenue	725	803	
Gross Profit	390	133	Primarily due to higher provisions in Q2 FY20
Gross Margin	53.8%	16.6%	
Employee Expenses	141	209	
Other Expenses (net)	114	167	Includes partly variable cost
Exchange Loss / (Gain)	23	123	
EBITDA	112	-366	Impact of higher margins and optimization of manpower and opex cost
EBITDA Margin	15.4%	-45.6%	
Depreciation	69	76	
Net Finance Cost	192	292	Partly non-cash in nature on account of fair valuation of OCDs and CCPs issued to the lenders
Taxes	2	-0	
Share of (Profit) / Loss of Associates / JV	-5	0	
Net Profit (Pre Exceptional Items)	-147	-734	
Exceptional Loss / (Gain)	(822)	44	
Net Profit (Post Exceptional Items)	675	-778	
Non Controlling Interest	-1	-31	
Net Profit attributable to Shareholders	676	-747	

Financial performance impacted due to low volumes


H1 FY21 Financial Metrics

(₹ Cr.)

Particulars	H1 FY21 Unaudited	H1 FY20 Unaudited	Remarks
Net Volumes (MW)	25	47	
Net Revenue	1,237	1,636	Primarily due to low volume in WTG and components business due to Covid-19
Gross Profit	746	570	Due to change in revenue mix and higher provisions in Q2 FY20
Gross Margin	60.3%	34.8%	
Employee Expenses	300	417	
Other Expenses (net)	194	334	Includes partly variable cost
Exchange Loss / (Gain)	49	143	
EBITDA	203	-324	Impact of higher margins and optimization of manpower and opex cost
EBITDA Margin	16.4%	-19.8%	
Depreciation	140	149	
Net Finance Cost	595	587	Predominantly non-cash in nature
Taxes	3	1	
Share of (Profit) / Loss of Associates / JV	-4	0	
Net Profit (Pre Ex. Items)	-531	-1,061	
Exceptional Loss / (Gain)	(807)	52	
Net Profit (Post Ex. Items)	276	-1,115	
Non Controlling Interest	-2	-33	
Net Profit attributable to Shareholders	278	-1,082	

Financial performance impacted due to low volumes

Wind Order Book (as at 30th Sep, 2020)

Particulars	Capacity	Remarks
Central Auctions	764 MW	All orders backed by signed PPA's
State Auctions/PSU	65 MW	
Captive/Retail	70 MW	
Wind Firm Order Book	899 MW	
Value of Order Book	₹ 4,702 Cr.	
 <p>SEFL and Service orders over and above this order book</p>		

Sizable auctioned capacity is yet to be tied up by bidders

Financial Performance

Industry Outlook

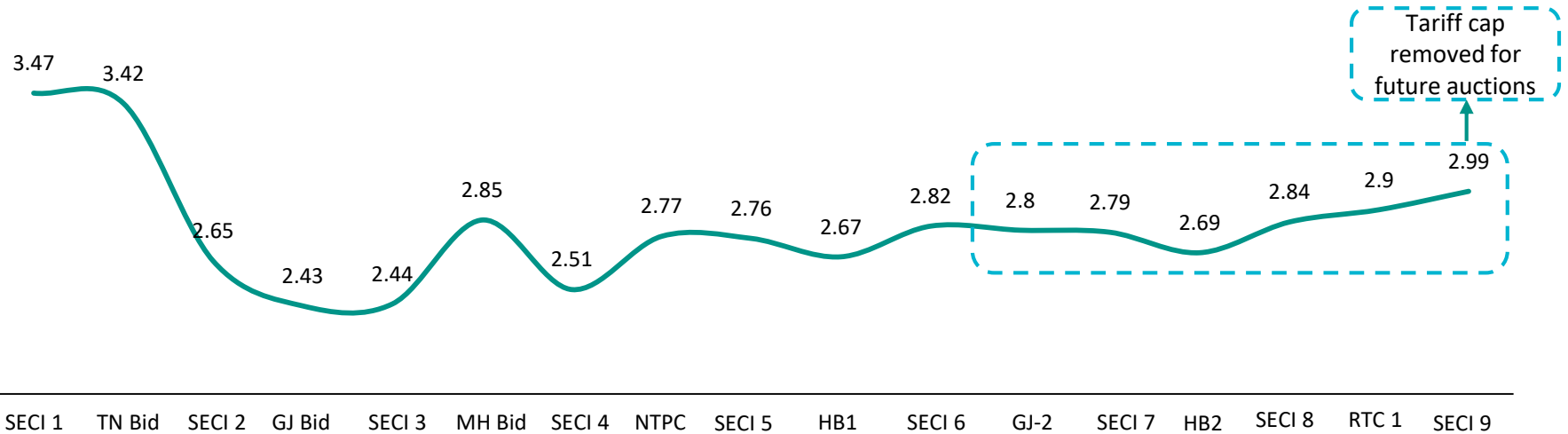
Technology

Suzlon Strengths

Detailed Financials

Tariffs are firming up since early Wind Project auctions in India

Wind Auction Tariffs (Rs/Unit)



Positive Aspect of Competitive Bidding

<p>1</p> <p>Pan India Demand</p> <p>Wind + Non Wind States</p>	<p>2</p> <p>Market Based pricing</p> <p>Most competitive source of power- even better than Coal based plants</p>	<p>3</p> <p>Predictable Volumes</p> <p>Optimized Working Capital</p>	<p>4</p> <p>Large Scale Orders</p> <p>250-300 MW</p>	<p>5</p> <p>Reduced Regulatory Risk</p> <p>Upfront PPA signing and tariff determination</p>
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Industry Updates

- ✓ RTC Tender concluded by SECI for 400 MW Round-The-Clock Power supply at first year tariff of INR 2.90 p.u. with 3% escalation p.a. for next 15 years
- ✓ Ministry of Power and MNRE provides five months Extension for under-construction Transmission Projects for RE Projects due to COVID19
- ✓ Rajasthan Electricity Regulator issued RERC Tariff Regulations, 2020, which will allow project specific tariff for < 25 MW projects
- ✓ Share of wind/solar in hybrid project increased from 25% to 33% in the new policy
- ✓ Gas based projects are also allowed for RTC projects

Financial Performance

Industry Outlook

Technology

Suzlon Strengths

Detailed Financials

Products Optimized for Market Demand

S111-140

2.1 MW

Proto Commissioned	Aug'17
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S111-140

~5-6%
Higher Energy Yield

S111-120

S120-140

2.1 MW

Proto	Status	Date
S120-105	Commissioned	Jun '18
S120-140	Commissioned	Dec'18

S120

~6-7%
Higher Energy Yield

S111

S133-140

3.0 MW

(product series)

Proto	Status	Date
S133-105	Commissioned	Aug '19

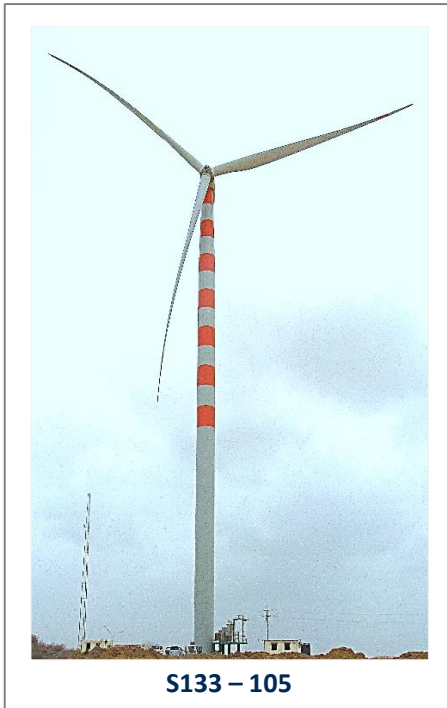
S133

~23-25%
Higher Energy Yield

S120

Product Development

S133: New Product



SB 63 – Won SKOCH award for Corporate Excellence



- ✓ RLMM Listing completed
- ✓ All Testing & Measurement completed
- ✓ Multiple Tower Options (Hybrid Lattice, Steel Tubular)

Financial Performance

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Suzlon Strengths

Detailed Financials

Suzlon's Strengths in Indian Wind Market

**Full Turnkey Solution
Provider**

Pan India Presence

Technology Leadership

SUZLON
POWERING A GREENER TOMORROW

Strong Customer Relationship

**Best In Class Service
Capabilities**

25 Years Track Record

End-to-end service provider with strong presence across value chain & customer segments

SUZLON
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Accolades

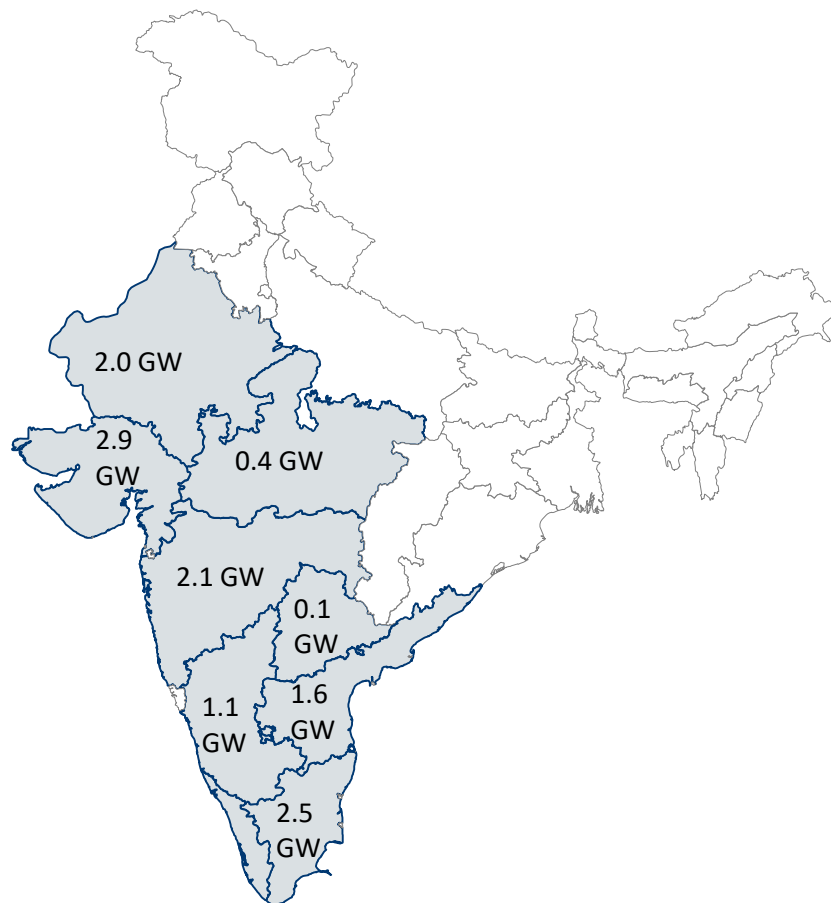


- Suzlon has won the prestigious CII-ITC Sustainability Award 2019 for CSR
- Won the prestigious award 'Company of the Year: IT & Data Analytics (Wind)' as part of Renewable Energy Digital Week India Awards 2020
- World's 1st solar project quality certification for Suzlon's 100 MW project
 - DNV GL confirms safety features and technical compliance
- Coimbatore Generator Unit wins CII Southern Region 13th Kaizen Competition
 - For uniform profile of copper bar with higher productivity
- Suzlon's Generator Unit wins award at Manufacturing Today Summit
 - Quality Improvement Project competition won on Cost Optimization
 - Evaluated across cost optimization, quality, tech., safety and sustainability
- SKOCH Corporate Excellence Silver Award
 - SB63 Full Carbon Girder Blade, Order of Merit certificate for S128
 - Award for Innovative two fold transport system
- Team Wins IMC RBNQA 2018: Symbol Of Business Excellence
 - 1st prize for SGSL in service category, recognition of high service standards
- ICERP – JEC Innovation Award as "Outstanding Innovation in Composites"
 - Awarded by FRP Institute, India and JEC Composites, France
 - Testament of Suzlon's innovation in nacelle cover composites structure
- Won Best Organisation for PoSH (Prevention of Sexual Harrasment) award
- Certified as 'Great Place to Work' by the Great Place to Work® Institute
- Daman unit won Gold award by International Research Institute for Manufacturing

12.8 GW Wind Energy Installations In India

As on 31st Mar 2020

Ranked **No. 1** in Renewables Sector



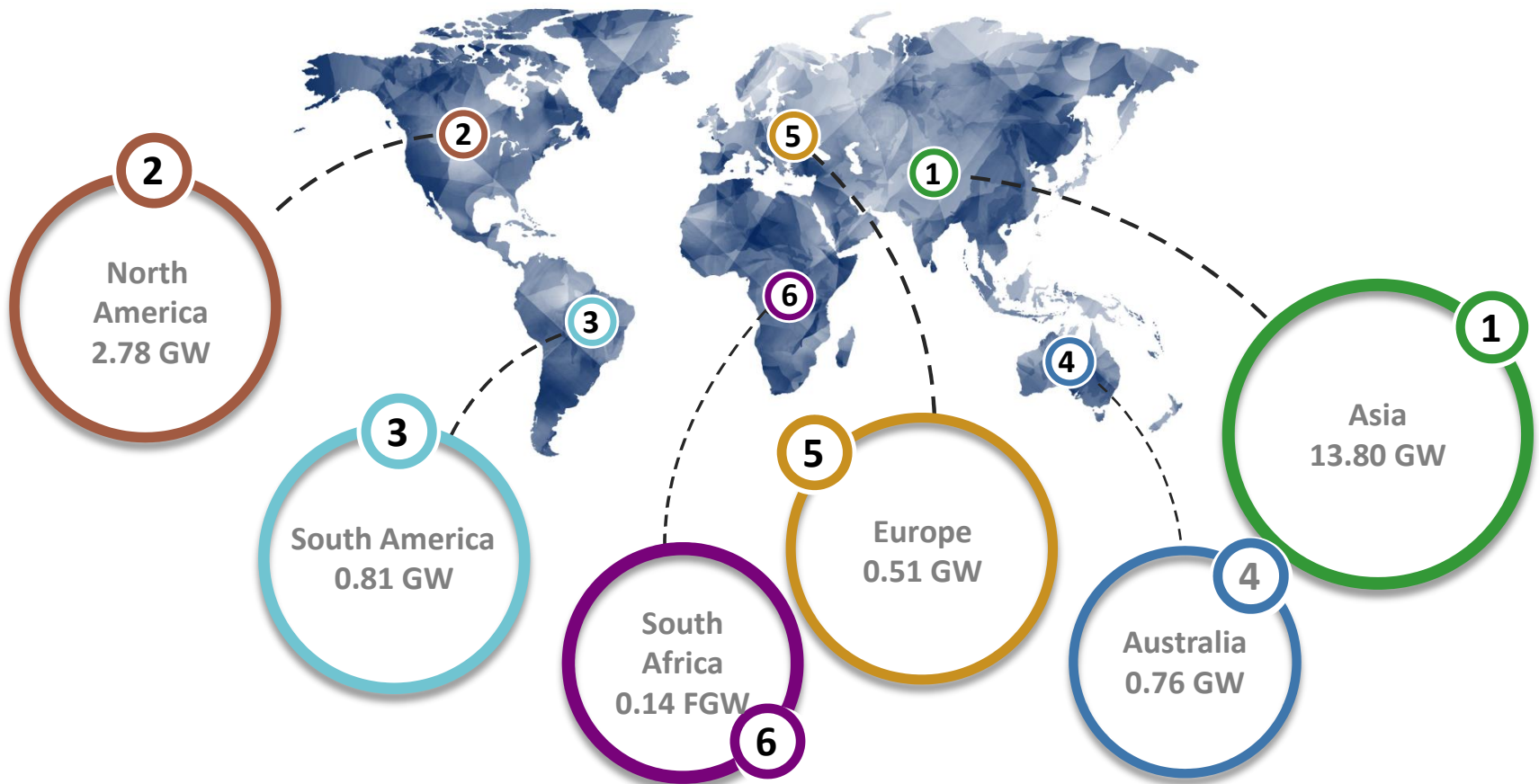
Fleet under Operation and Maintenance fold in India

(31 st Mar'20)	# of Turbines	MW
<= 1 MW	1,678	777
>1 MW < 2 MW	4,268	5,774
=>2 MW	2,997	6,296
Total	8,943	12,847

- **34% - All India installed wind capacity**
- **~15% - All India installed renewable capacity**
- **~1,800 customer relationships**
- **25 years of operating track record**
- **28 TWh estimated of annual clean energy;**
 =2,291 mn trees planting p.a.
 =~20.8 mn tonnes coal avoidance p.a.
 =~27.4 mn tonnes CO₂ emission savings p.a.

Suzlon's Global Presence (18.8 GW)

As on 31st Mar 2020



Financial Performance

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Suzlon Strengths

Detailed Financials

Consolidated Income Statement

(₹ Cr.)

Particulars	Q2 FY21 Unaudited	Q1 FY21 Unaudited	Q2 FY20 Unaudited	H1 FY21 Unaudited	H1 FY20 Unaudited	FY20 Audited
Revenue from operations	725	513	803	1,237	1,636	2,933
Less: COGS	334	157	670			1,874
Gross Profit	390	356	133	746	570	1,060
Margin %	53.8%	69.5%	16.6%	60.3%	34.8%	36.1%
Employee benefits expense	141	159	209	300	417	796
Other expenses (net)	114	80	167	194	334	686
Exchange Loss / (Gain)	23	26	123	49	143	437
EBITDA	112	91	-366	203	-324	-860
EBITDA (Pre-FX Gain / Loss)	135	117	-243	252	-181	-423
Margin %	18.6%	22.8%	-30.2%	20.4%	-11.1%	-14.4%
Less: Depreciation	69	71	76	140	149	419
EBIT	43	20	-442	63	-473	-1,278
EBIT (Pre-FX Gain / Loss)	66	46	-319	112	-330	-841
Margin %	9.1%	9.0%	-39.7%	9.1%	-20.2%	-28.7%
Net Finance costs	192	403	292	595	587	1,340
Profit / (Loss) before tax	-149	-383	-734	-532	-1,060	-2,618
Less: Exceptional Items Loss / (Gain)	(822)	15	44	(807)	52	66
Less: Share of (Profit) / Loss of Associates & JV	-5	1	0	-4	0	0
Less: Taxes	2	1	0	3	1	7
Net Profit / (Loss) after tax	675	-399	-778	276	-1,115	-2,692
Less: Non-Controlling Interest	-1	-1	-31	-2	-33	-50
Net Profit Attributable to Shareholders	676	-398	-747	278	-1,082	-2,642

Consolidated Balance Sheet

(₹ Cr.)

Liabilities	Sept-20	Mar-20	Assets	Sept-20	Mar-20
Shareholders' Fund	-3,227	-10,983	Non Current Assets		
Non controlling interest	-59	-59	Property, plant and equipment	856	905
	-3,287	-11,042	Right-of-use assets	138	143
Non-Current Liabilities			Capital work-in-progress	107	110
(a) Financial Liabilities			Investment property	34	35
(i) Borrowings	6,112	842	Goodwill	8	8
(ii) Lease Liabilities	56	63	Other intangible assets	223	268
(iii) Other Financial Liabilities	26	28	Intangible assets under development	3	12
(b) Provisions	88	93	Investments in asso. and joint ventures	24	20
(c) Other Non-Current Liabilities	1	1	Financial assets		
	6,283	1,027	(I) Other Investments and financial assets	384	284
			Other non-current assets	50	51
Current Liabilities				1,825	1,836
(a) Financial Liabilities			Current Assets		
(i) Borrowings	292	8,844	(a) Inventories	2,021	2,056
(ii) Lease Liabilities	11	10	(b) Financial assets		
(iii) Trade Payables	1,200	1,298	(i) Trade receivables	1,377	1,365
(iv) Other financial liabilities	1,009	5,301	(ii) Cash and cash equivalents	162	58
Contract Liabilities	358	258	(iii) Bank Balances other than above	0	25
Other cur. liabilities	90	129	(iv) Loans	25	22
Provisions	662	706	(v) Other Financial Assets	118	109
	3,621	16,545	(c) Current tax asset, net	7	20
			(d) Other curr. assets (incl. held for sale)	1,083	1,040
				4,792	4,695
Total Equity and Liabilities	6,617	6,530	Total Assets	6,617	6,530

Debt Profile: Net Debt Movement

(₹ Cr.)

Sr. No.	Particulars	Sep'20	Mar'20
A	<u>Secured Loans</u>		
1	Term Loans / Working Capital Loans	4,322	11,755
2	0.01% OCD ¹	631	-
3	0.0001% CCPS ²	1,840	-
	Total	6,793	11,755
B	<u>Unsecured Loans</u>		
1	4% FCCB ³	210	1,339
2	Term Loans	44	43
	Total	254	1,382
C	Gross debt [A+B]	7,047	13,137
D	Cash	310	134
E	Net debt [C-D]	6,737	13,003

Notes:

- (1) Fair value of 0.01% Optionally Convertible Debentures issued by the Company to the lenders
- (2) Fair value of 0.0001% Compulsory Convertible Preference Shares issued by subsidiary of the Company to the lenders
- (3) Fair value of the liability component of 4% Foreign Currency Convertible Bonds issued by the Company to the bondholders



THANK YOU