

12th November 2021.

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,

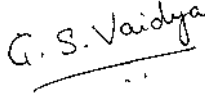
Sub.: Suzlon announces Q2 FY22 results.

In continuation to our letter of even date, enclosed please find the copy of press release and presentation in the subject matter, which are 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.

For Immediate Release

12th November, 2021

Suzlon announces Q2 FY22 Results

- Revenue of Rs.1,346.51 crores in Q2 FY22
- EBITDA of Rs. 232.71 crores in Q2 FY22 and EBITDA margin of 17.28 %

Pune, India: Suzlon Group, India's largest renewable energy solutions provider, announced its second quarter results for the financial year 2021-22 (Q2 FY22).

Ashwani Kumar, Chief Executive Officer, Suzlon Group, said, *"We are happy to see that operations are smoothening further and the impact of COVID-19 is reducing slowly but surely across the value-chain in India. However, we are staying vigilant since global uncertainty around COVID-19 continues to persist. We have achieved installations of 113 MW in H1 FY22 and are focussed on servicing our existing order book which stands at 1091 MW. The wind energy sector as a whole has been subdued with an addition of only 610 MW in H1 of FY22."*

"The Indian wind energy industry is facing several issues, not allowing the sector to unlock its full potential. Increasing commodity prices and logistics costs along with the enhancement of GST on Goods from 5% to 12% will further result in higher project costs and impact margins making several current projects unviable."

Himanshu Mody, Chief Financial Officer, Suzlon Group, said, *"Q2 of FY22 continued to see rising global demand which disrupted the supply chain, impacting availability and prices across the value chain eroding our margins and volumes. Despite that, we have kept our operations on track with most of the manufacturing facilities functioning in line with our business plan. We have maintained our quarter on quarter (QoQ) performance with a revenue of Rs. 1,346.51 crores and we continue to keep a strict control on costs. Despite the challenges of COVID-19, our Operations and Maintenance Service (OMS) business continued to deliver good turbine performance in Q2."*

The Company would also like to inform that the divestment of the Company's 75% stake in Suzlon Generators Limited, a subsidiary of the Company, to Voith Turbo Private Limited or its associates, which was expected to be completed by Q2 of FY22, as intimated by the Company to the stock exchanges on 29th June 2021, has been delayed on account of procedural formalities. It is now likely to get completed by Q4 of FY22.

Suzlon Group Q2 FY22 at a glance (consolidated):

- **Revenue** : Rs. 1,346.51 crores in Q2 FY22

- **Operating Performance**
 - **EBITDA** : Rs. 232.71 crores in Q2 FY22; EBITDA margin at 17.28 %
 - **EBIT** : Rs. 171.45 crores in Q2 FY22

- **Reported Net Loss** : Rs. 12.40 crores in Q2 FY22

Industry Update:

- Gujarat Wind Power Policy 2016 has been extended till 31st March 2022 as notified on 2nd August, 2021.
- MNRE issued a memorandum mentioning that COVID-19 extension are to be given for all projects scheduled after 1st April 2021 due to the second wave with the period of disruption from 1st April 2021 to 15th June 2021 (both days inclusive).
- Ministry of Power has finalized the revamping of the Renewable Energy certificates mechanism. Detailed regulation to be issued by CERC soon.
- Ministry of Power is working on framing the Rules for Promotion of Renewable Energy through Green Energy Open Access.
- Appellate Tribunal of Electricity in its judgement on curtailment of Renewable Energy has allowed compensation at 75% of the PPA tariff along with 9% interest on curtailment for reasons other than "grid security."

About The Suzlon Group

The Suzlon Group is one of the leading renewable energy solutions provider in the world with installations across 18 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 five years of operational track record, the Group has a cumulative global installation of ~19 GW of wind energy capacity, over 5,400 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 GW of wind energy assets under service in India making it the 3rd largest Operations and Maintenance Company (over 9000 turbines) in the Indian power sector. The Group has 1.0 GW of wind energy assets under service outside India.*

**Installations as on 30th September 2021*

Suzlon corporate website: www.suzlon.com

Follow us on Social media:    

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Suzlon Energy Limited

Investor Presentation

Q2, FY 2021-22

12th November 2021



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Suzlon Overview



~19 GW

Installed Wind Energy Capacity



18 Countries

Presence



No.1 OEM in India's

Renewable Sector



5,400+

Workforce



1,800+

Customers Globally



~33%

Cumulative Market Share
in India

As on 30th September'21

Key Updates for Q2 FY22

- ✓ 89% of employees have received first dose of COVID-19 vaccine
- ✓ Service business continued to deliver good performance despite Covid challenges
- ✓ Continuity of orders from customers demonstrate Suzlon's strength in product and technology - RR of 155 MW done in Q2 FY22
- ✗ Steep rise in commodity prices, increase in GST on renewable energy devices from 5% to 12% with no pass through and increase in logistics cost by 4-5x will have further adverse impact on the margins
- ✗ Challenges in supply chain remain impacting components availability and prices
- ✗ Covid related uncertainties continue as there is resurgence in some parts of the world

Financial Performance

Industry Outlook

Suzlon Strengths


Detailed Financials

Q2 FY22 Consolidated Financial Metrics

(₹ Cr.)

Particulars	Q2 FY22 Unaudited	Q1 FY22 Unaudited
Net Volumes (MW)	155	116
Net Revenue	1,347	1,135
Contribution	472	436
<i>Contribution Margin</i>	<i>35.1%</i>	<i>38.4%</i>
Employee Expenses	152	122
Other Expenses (net)	128	115
EBITDA (Pre FX)	192	200
<i>EBITDA Margin (Pre FX)</i>	<i>14.3%</i>	<i>17.6%</i>
Depreciation	61	58
Net Finance Cost	184	175
Taxes	0	1
Net Profit (Pre Fx and Ex. Items)	-54	-34
Exchange Loss / (Gain)	-41	46
Exceptional Loss / (Gain)	0	-83
Net Profit After Tax	-13	3

Wind Order Book (As on 30th September 2021)

Particulars	Capacity (MW)	Remarks
Central Auctions	907.2	The order book comprises of orders from marquee customers such as Adani group, Apraava Energy (formerly known as CLP India) and Enel Group.
State Auctions	56.7	
Captive/Retail/PSUs	126.7	
Order Book	1,090.6	
		
SE Forge Ltd and Service orders over and above this order book		

Financial Performance

Industry Outlook

Suzlon Strengths

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Enhanced Government Focus



High Priority for Renewables and Wind



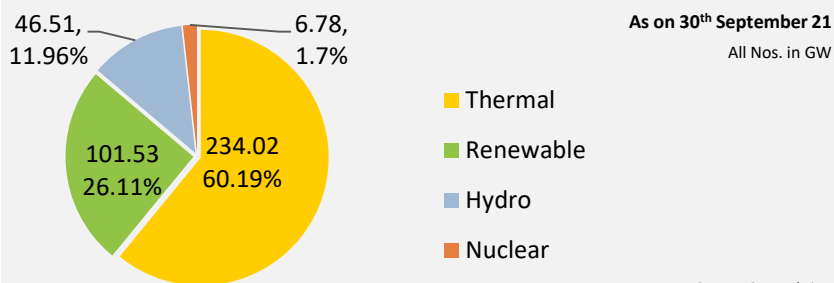
Atmanirbhar Bharat



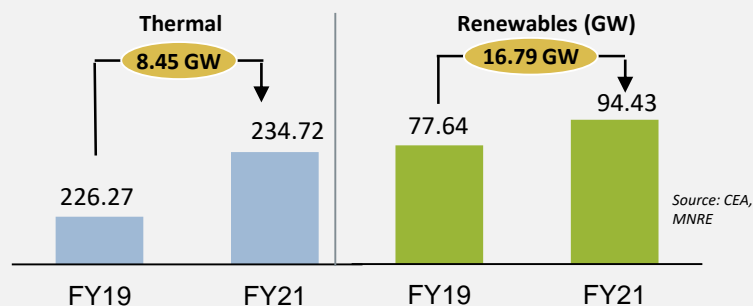
Make in India

Renewables driven by Wind & Solar have begun to outstrip Thermal power installations

Renewables (Wind and Solar) is already 2nd largest source of power



In last 2 years, Renewables installation is > than Thermal sources



Renewables helping the country to be ATMANIRBHAR in power supply

- Renewables power sources ensure Power Security
- Government has strong commitment towards pushing growth of Renewables
- Renewables have also achieved grid parity and not totally dependent on favourable policies for competing with conventional power tariffs

Parameter	Conventional	Solar	Wind
PLF	60-70%	~18-24%	~38-45%
Equipment	Domestic / Imported	Largely Imported	"Made in India"
Fuel	Domestic / Imported	No Fuel Cost	No Fuel Cost
Tariff Stability	Variable	Constant for 25 years	Constant for 25 years

Renewable Energy steadily becoming dominant in Power basket

Opportunities : Future Drivers for Renewable Industry growth in India

RTC and Hybrid projects are next big thing in which Wind is an essential part – GOI has increased minimum share of any component in Hybrid projects to 33% from existing 25%

Key Industry Updates

Policy updates

- National Electricity Policy revision draft under process
- Gujarat Wind Power Policy 2016 extended till 31st March 2022
- MNRE issued OM mentioning COVID-19 extension to be given for all projects scheduled after 1st April 2021 due to 2nd wave. Period of Disruption 1st April 2021 to 15th June 2021 (both days inclusive)
- MoP has finalised revamping of Renewable Energy certificates (REC) mechanism Detailed regulation will be issued by CERC
- MoP issued Electricity- Late Payment Surcharge Rules, 2021
- GST on wind turbines increased from 5% to 12%
- APTEL judgement on curtailment of RE power (75% PPA tariff to be paid for curtailment)

New Wind/ Hybrid bids announced

S.N.	Agency	Capacity MW	Status	Reverse Auction / Bid Submission Date	L1 Tariff (INR / KWhr)
1	MSEDCL Hybrid	500	Reverse Auction completed	09/07/2021	2.62
2	SECI Hybrid IV	1,200	Reverse Auction completed	23/08/2021	2.34
3	SECI XI	1,200	Reverse Auction completed	02/09/2021	2.69
4	SECI RTC-II	2,500	Reverse Auction completed	14/10/2021	3.01

Financial Performance

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Suzlon Strengths

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Suzlon's Strengths in Indian Wind Energy Market

**Full Turnkey
Solution Provider**

Pan India Presence

**Technology
Leadership**



**Strong Customer
Relationship**

**Best In Class Service
Capabilities**

**26 Years Track
Record**

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

Products Optimized for Market Demand

S111-140

2.1 MW

Proto Commissioned	Aug'17
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~5-6%
Higher Energy Yield

S120-140

2.1 MW

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

~6-7%
Higher Energy Yield

S133-140

2.6 MW- 3.0 MW

(product series)

Proto	Status	Date
S133-105	Commissioned	Aug'19
S133-140*	Commissioned	Oct'21

~23-26%
Higher Energy Yield

*new product

Gaining competitive edge in auction regime – Leverage cost out & AEP

Financial Performance

Industry Outlook

Suzlon Strengths

Detailed Financials

Consolidated Income Statement

(₹ Cr.)

Particulars	Q2 FY22	Q1 FY22	Q2 FY21	H1 FY22	H1 FY21	FY21
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Net Volumes (MW)	155	116	27	271	25	204
Net Revenue	1,347	1,135	725	2,482	1,237	3,295
Contribution	472	436	369	909	714	1,587
Contribution Margin	35.1%	38.4%	51.0%	36.6%	57.7%	48.2%
Employee Expenses	152	122	141	273	300	553
Other Expenses (net)	128	115	93	243	162	495
EBITDA (Pre FX)	192	200	135	392	252	539
EBITDA Margin (Pre FX)	14.3%	17.6%	18.6%	15.8%	20.4%	16.4%
Depreciation	61	58	69	119	140	258
Net Finance Cost	184	175	192	359	595	976
Taxes	0	1	2	2	3	5
Net Profit (Pre Fx and Ex. Items)	-54	-34	-128	-88	-486	-701
Exchange Loss / (Gain)	-41	46	23	5	49	4
Exceptional Loss / (Gain)	0	-83	-822	-83	-807	-805
Net Profit After Tax	-13	3	670	-10	272	100

Consolidated Balance Sheet

(₹ Cr.)

Liabilities	Sep-21	Mar-21	Assets	Sep-21	Mar-21
Shareholders' Fund	-3315	-3,343	Non Current Assets		
Non controlling interest	-34	-58	Property, plant and equipment	819	804
	-3,349	-3,401	Right-of-use assets	123	131
Non-Current Liabilities			Capital work-in-progress	30	104
(a) Financial Liabilities			Investment property	32	33
(i) Borrowings	5,608	6,027	Goodwill	8	8
(ii) Lease Liabilities	47	55	Other intangible assets	156	190
(iii) Other Financial Liabilities	22	22	Intangible assets under development	5	4
(b) Provisions	101	83	Investments in asso. and joint ventures	24	23
(c) Other Non-Current Liabilities	1	1	Financial assets		
	5,778	6,188	(I) Other Investments and financial assets	436	403
			Other non-current assets	65	54
				1,698	1,754
Current Liabilities			Current Assets		
(a) Financial Liabilities			(a) Inventories	2,394	2,173
(i) Borrowings	973	831	(b) Financial assets		
(ii) Lease Liabilities	12	12	(i) Trade receivables	1,419	1,190
(iii) Trade Payables	1,574	1,582	(ii) Cash and cash equivalents	235	263
(iv) Other financial liabilities	397	357	(iii) Loans	10	21
Contract Liabilities	897	405	(iv) Other Financial Assets	145	176
Other cur. liabilities	66	88	(c) Current tax asset, net	1	6
Provisions	525	539	(d) Other curr. assets (incl. held for sale)	971	1,019
	4,443	3,814		5,174	4,847
Total Equity and Liabilities	6,872	6,601	Total Assets	6,872	6,601

Thank You!

