

Suzlon Energy Limited Investor Presentation Q1, FY25

22nd July 2024

SUZLON
POWERING A GREENER TOMORROW



Suvarna Wind Farm, Gujarat, India

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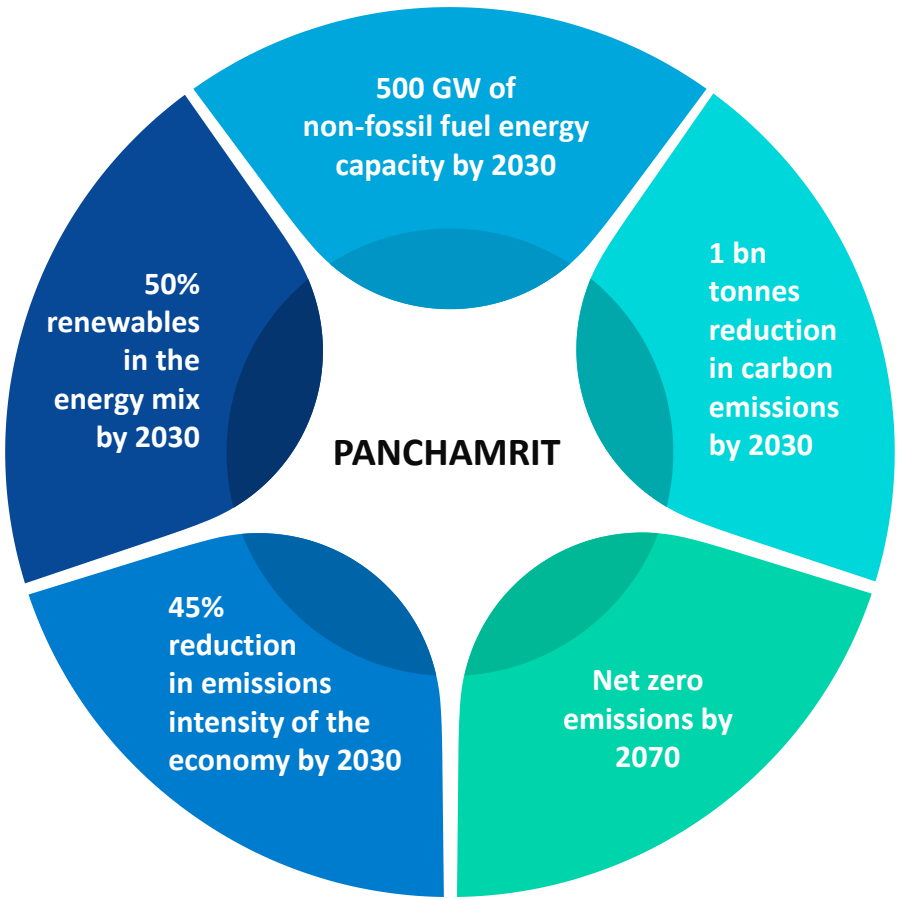
INDUSTRY OUTLOOK

SUZLON
STRENGTHS

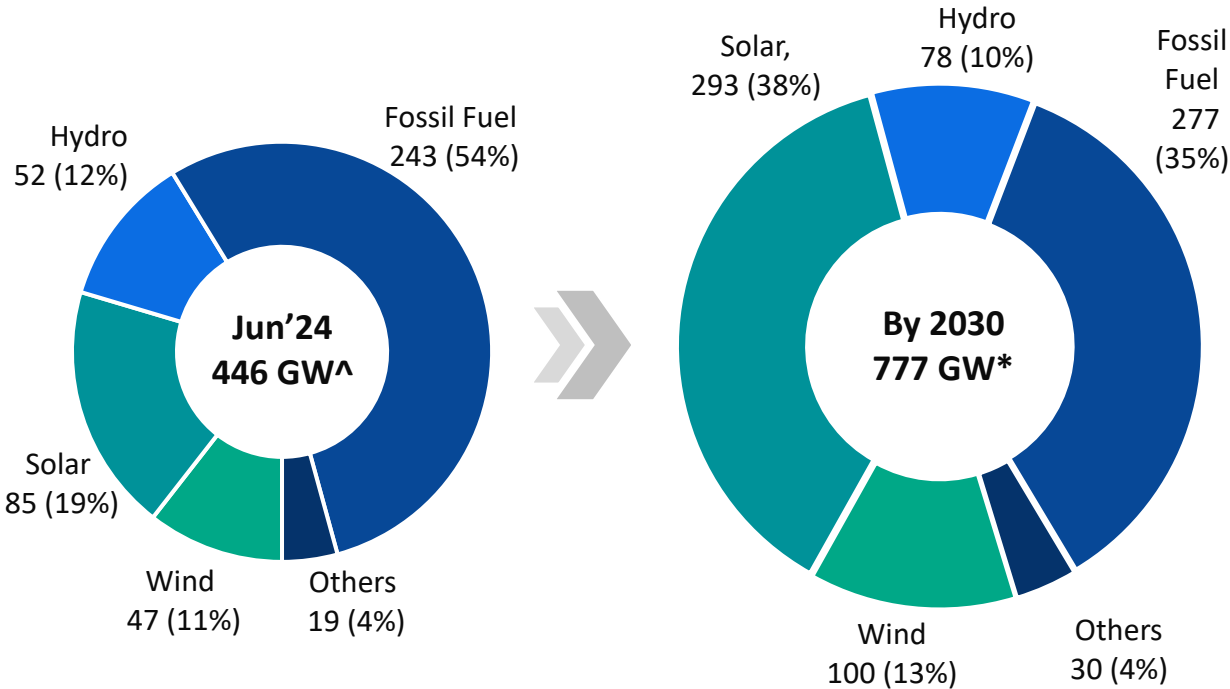
FINANCIAL
PERFORMANCE



Renewable Energy growth to be driven by Wind & Solar



Installed power generation capacity mix (GW)



[^]CEA All India Installed Capacity as on 30.06.2024

^{*}CEA's Report On Optimal Generation Capacity Mix for 2029-30 issued in Apr 2023 – Base Case scenario

Wind plays a crucial role in energy transition as growth of Indian renewable depends on wind installation

Favorable market conditions for Indian wind industry

Strong domestic demand outlook

4th

Largest wind market in the world

122 GW

Wind energy in India by 2031-32

10 GW

Exclusive wind tenders per annum till 2027

21 GW+

Wind auctions in 2023 by Central/State Utilities

78+ GW

RE requirement from C&I segment[^] by FY30

25 GW

Additional Wind installation till FY28^{^^}

Source:
GWEC Global Wind Report 2024,
[^]ICRA Indian Renewable Energy Sector – Mar 2023
^{^^}CRISIL article dated 21st May 2024 on The Economic Times

Key demand drivers

1. Onshore wind potential: 695 GW (120m HH) and 1,164 GW (150m HH)
2. Wind bids with state specific sub-bids and pooling* of tariff
3. RPO trajectory: 29.91% (FY24) to 43.33% (FY30) with wind-specific RPO
4. ISTS charges waiver for 25 yrs. for RE projects COD till 30th June 2025**
5. Lower Renewable LCOE resulting in strong C&I growth
6. GH2 Mission targets 5 MMT p.a. requiring RE of 125 GW by 2030
7. SECI's auction for Green-Hydrogen and electrolyser manufacturing
8. Repowering potential estimated by NIWE: ~25.4 GW
9. Potential as export hub for wind components for global markets
10. VGF scheme with INR ~7,500 crore outlay for 1 GW of offshore wind

*policy for determination of uniform RE tariff announced on 25th Oct'23
**thereafter gradual reduction of waiver by 25% each year till Jun'28 (Refer link below)
<https://powermin.gov.in/sites/default/files/uploads/Orders/B.4.3.pdf>

INDUSTRY
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Suvarda Wind Farm, Gujarat, India

Suzlon's strengths



20.8 GW*

Global installed Wind
energy capacity



32%

Cumulative market
share in India



6,400+

Global workforce



Own WTG Technology &
in-house R&D, well established
product portfolio



**Includes installed capacity of 14.8 GW in India*

As on 30th Jun 2024

Suzlon's strengths



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



29 Years
track record

Strong presence across value chain & customer segments



As on 30th Jun 2024

Key clientele among marquee customers globally

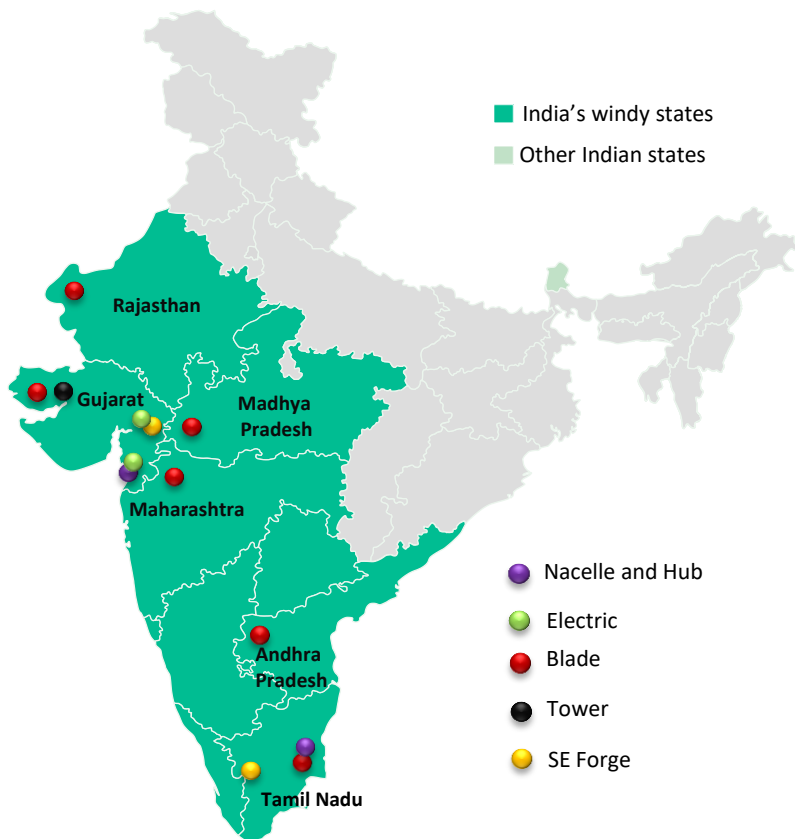
					
					
					
					
					

And many more customers.....

Geographically diversified manufacturing base

Best-in-class manufacturing capability

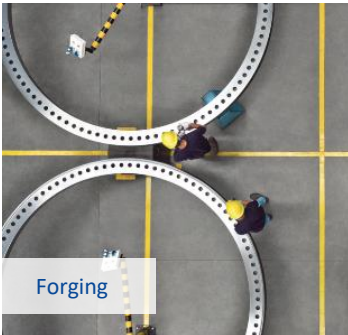
Manufacturing locations across India*



Vertically integrated low-cost supply chain

India manufacturing capacity ~3,150¹ MW

Sufficient & flexible manufacturing capacity to cater to the market



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

Note: ¹ SEL has a ramp up/ramp down capacity. Capacity of 3,150 MW is for 2.1 MW WTGs. With 3+ MW WTGs, capacity can be ramped up to 4,500 MW in phased manner

S144: Production in full swing

Major Updates:

- Product specifically designed for Indian market to capitalize on low wind conditions
- More than 3.4 GW of firm orders making it the turbine of choice for Indian customers
- Production in full swing to cater to healthy order book
- Constituted large part of Q1 FY25 deliveries



Overview of India OMS capabilities

Key Numbers

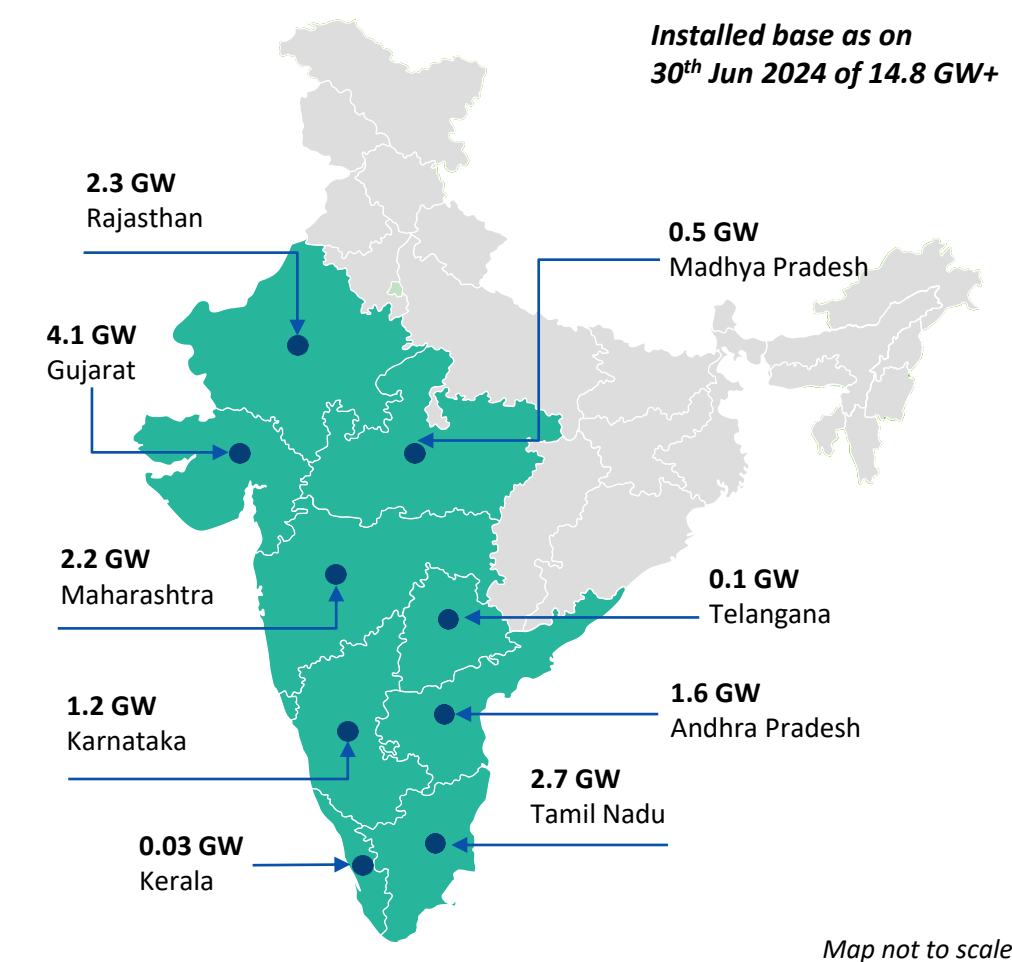
14.8 GW+ Installed base	9,800+ Turbines	USD 10 Bn Assets under management
1,900+ Customers	94 Sites	3,700+ Team

32% share of all India installed wind capacity

Impact of clean energy:

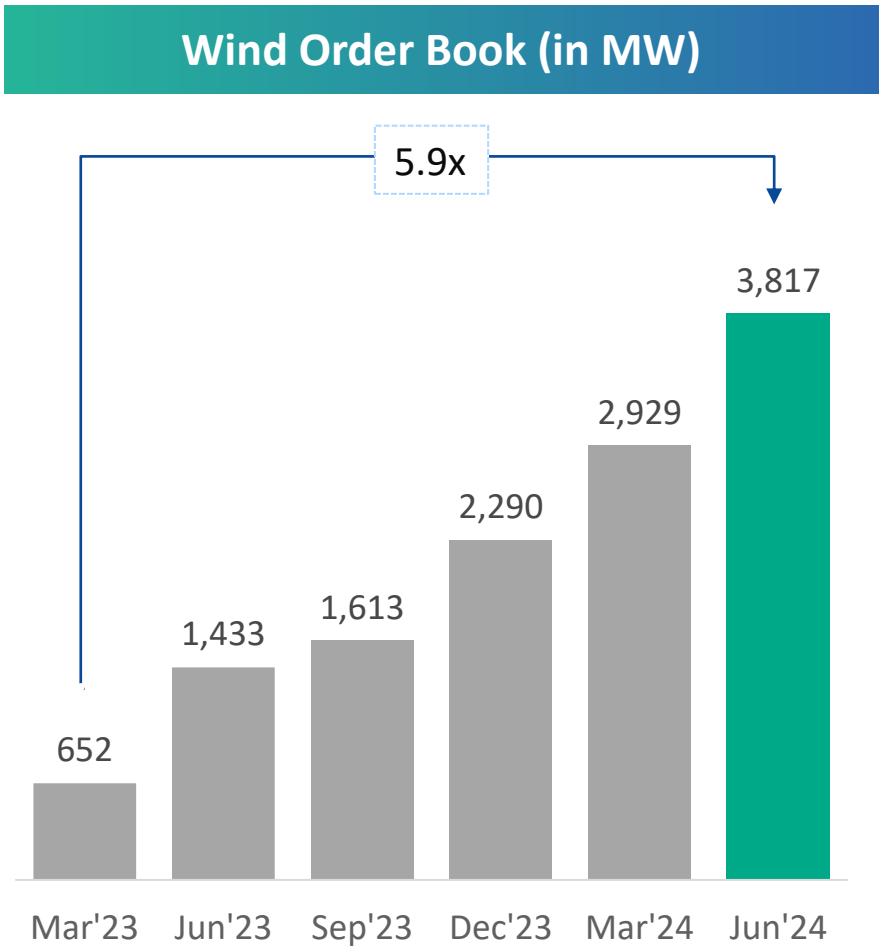
- Over 3.17 Bn trees absorbing CO2 p.a.
- Over 9.64 Mn households powered p.a.
- Over 38.07 MT of CO2 emissions prevented p.a.

Presence in all windy states in India

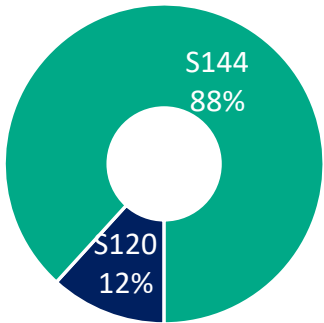


Map not to scale

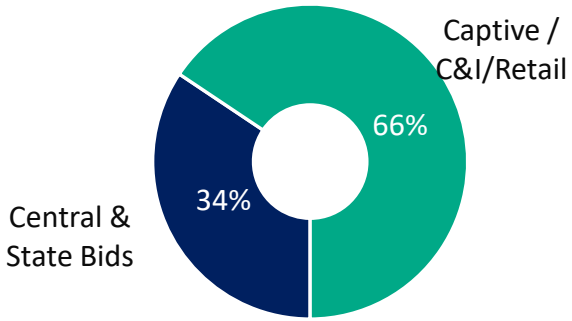
Wind Order Book



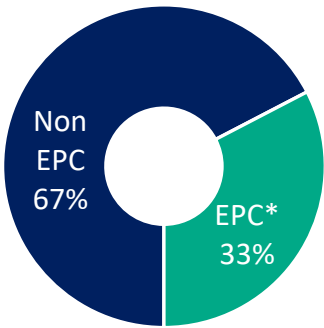
WTG model mix



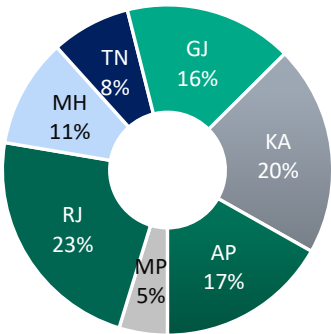
Project segment mix



Scope mix



State mix



Highest ever domestic Order Book of 3.8 GW and robust pipeline under discussion brings strong revenue visibility

*EPC scope may differ from contract to contract | Note: Mix based on 3,817 MW

Management Profile



Tulsi Tanti
*Founder,
Late Chairman
and Managing
Director*



Vinod Tanti
Chairman &
Managing Director



Girish Tanti
Vice Chairman



JP Chalasani
Group CEO



Himanshu Mody
Group CFO



Rajendra Mehta
Group CHRO



Bernhard Telgmann
Group CTO



Sandeep Chowdhury
Group General Counsel



Vivek Srivastava
CEO WTG Business



Gurpratap Boparai
CEO Manufacturing



Sairam Prasad
CEO India OMS



Ishwar C Mangal
CEO New Business



Kamlesh Bhadani
MD SE Forge



Venkat Subramaniam
CEO SE Forge

Professional senior management team backing the rich experience of the Board

Note: Detailed profile of the management team and the board of directors is available on website/Annual Report

Awards and Recognition



GWEC

Felicitated our Founder and late CMD, Shri Tulsi Tanti as a key contributor to 1 TW of global wind energy installations



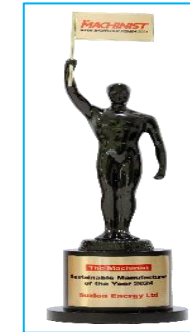
GWEC Board

Suzlon Group's Girish Tanti elected as the Vice-Chairman, Board of GWEC. He is also the Chairman, GWEC India and Co-Chairman, CII National Committee on Renewable Energy



Great Place to Work, Institute

Suzlon Energy Ltd wins the Great Place To Work® Certification in line with its Vision



The Times Group

Sustainable Manufacturer of The Year Award from The Times Group – Super Shopfloor Awards 2024



IRIM Gold Award

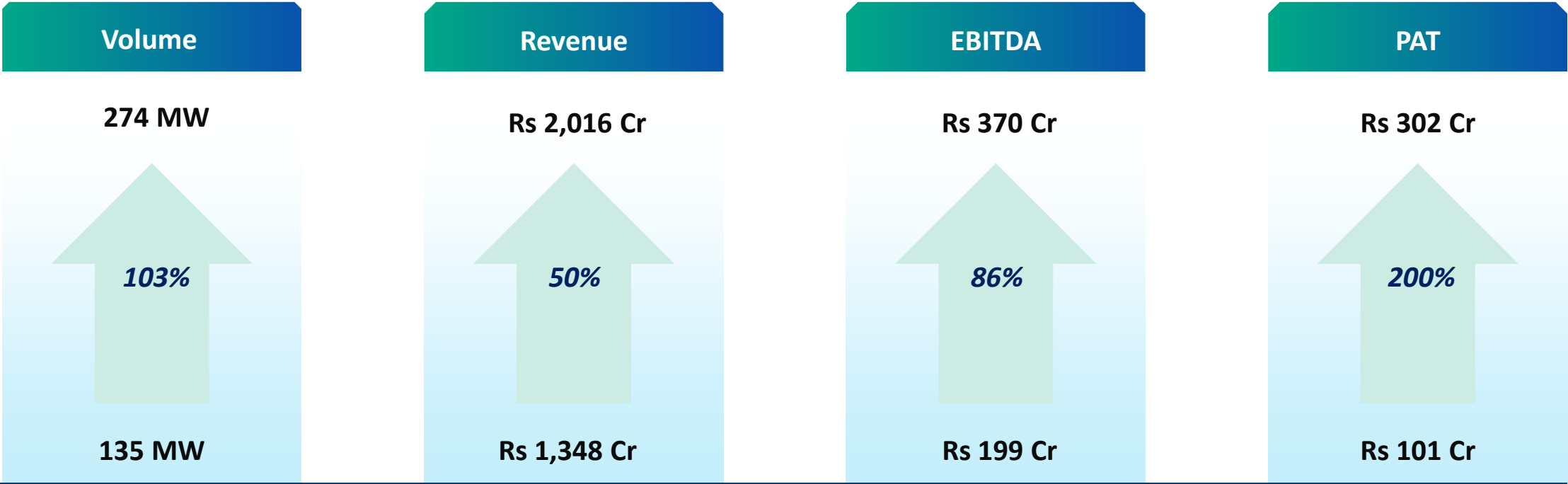
Gold award presented to Rotor Blade Manufacturing Unit, Dhule, Maharashtra by International Research Institute for Manufacturing (IRIM)

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**FINANCIAL
PERFORMANCE**

Robust business performance YoY basis



Highest Q1 deliveries
in 7 years at 274 MW

Largest ever order book at
3.8 GW since inception
(29 years)

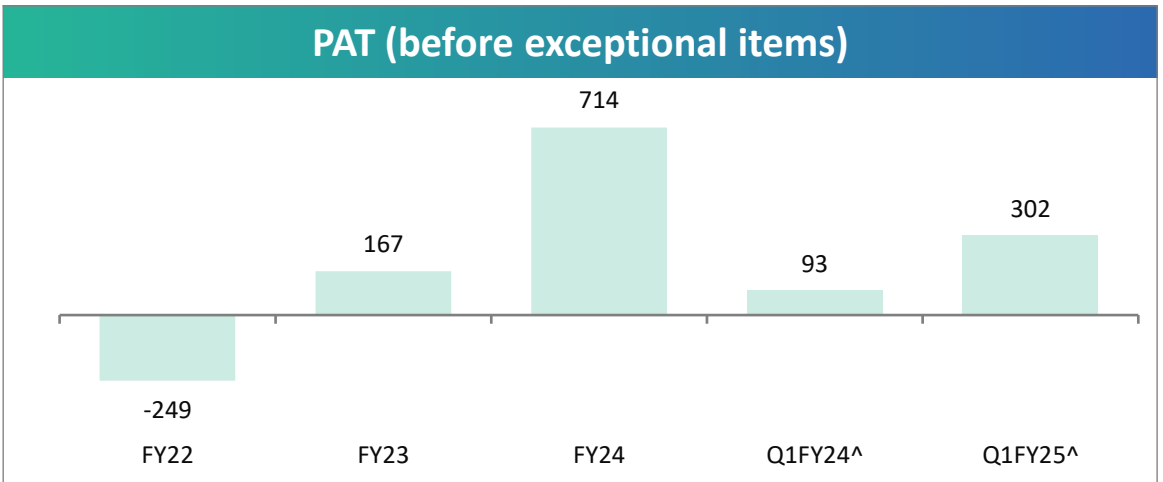
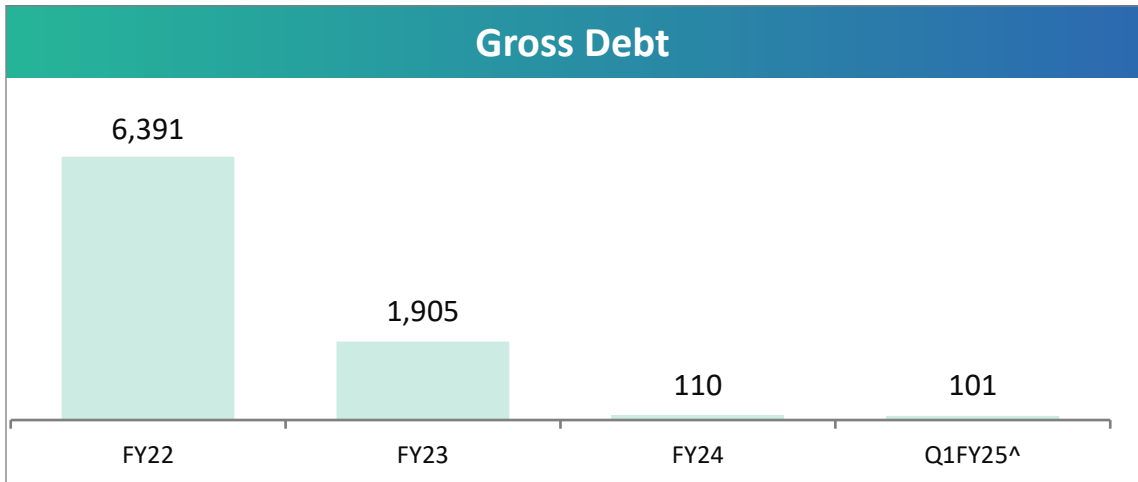
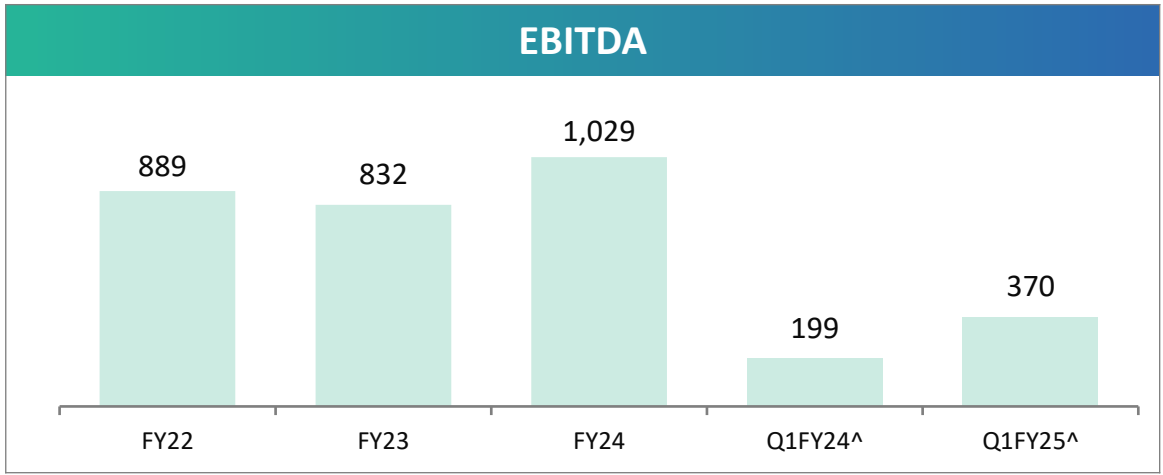
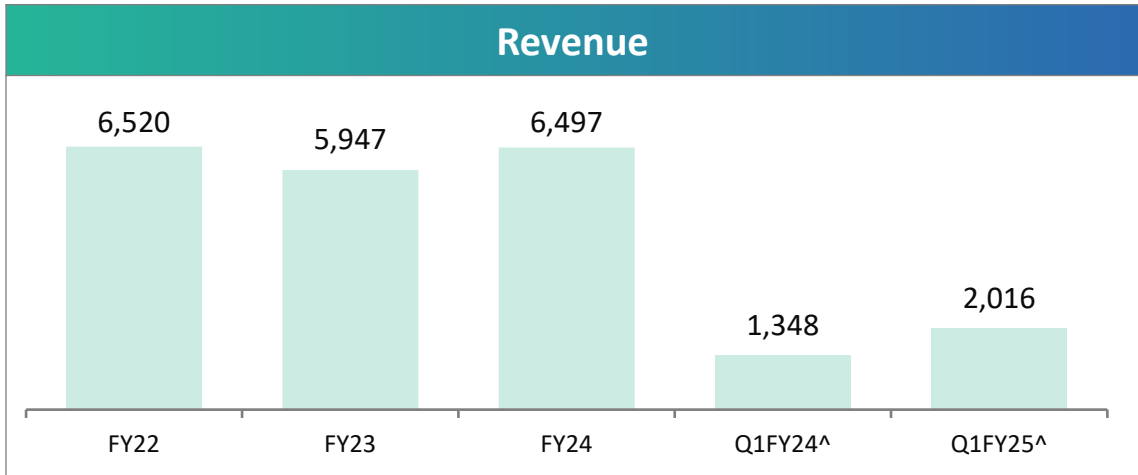
Achieved quarterly EBITDA
of Rs 370 crores, highest in
7 years

Net cash position of Rs
1,197 crores as on June 30,
2024

Note: Based on Consolidated numbers reported

Record quarterly PAT, consistently delivering business performance

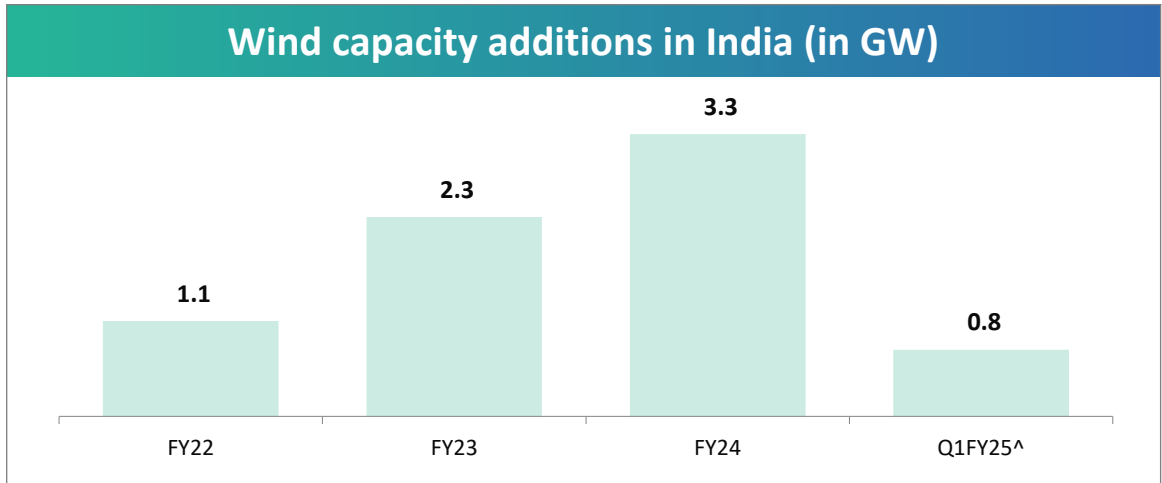
(₹ Cr.)



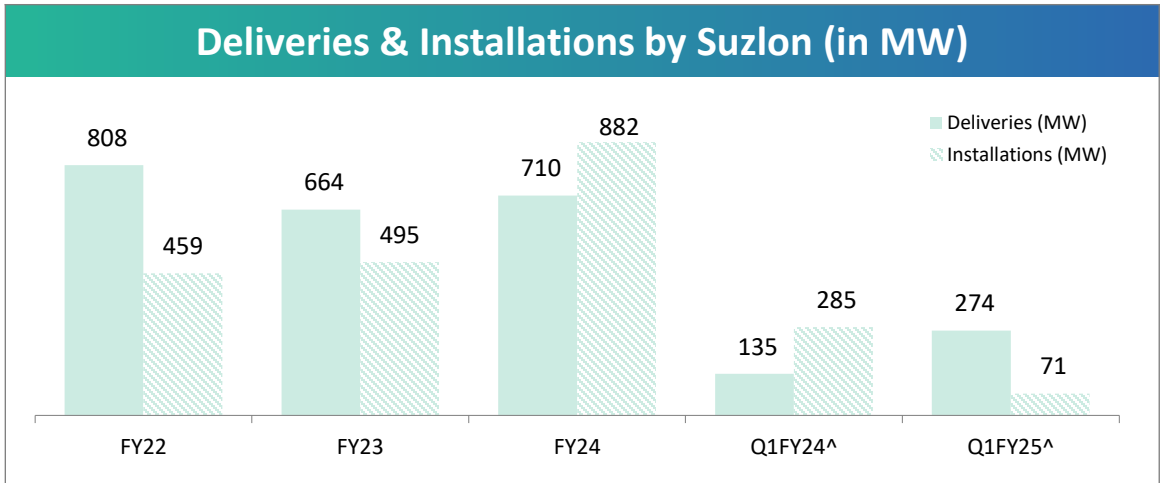
Note: Consolidated numbers used | ^Q1FY24 and Q1FY25 numbers are unaudited

Substantial improvement across all financial parameters as deliveries improves

WTG Division – Key performance indicators



Source: Directory Indian Wind Power, 2024 (CECL)

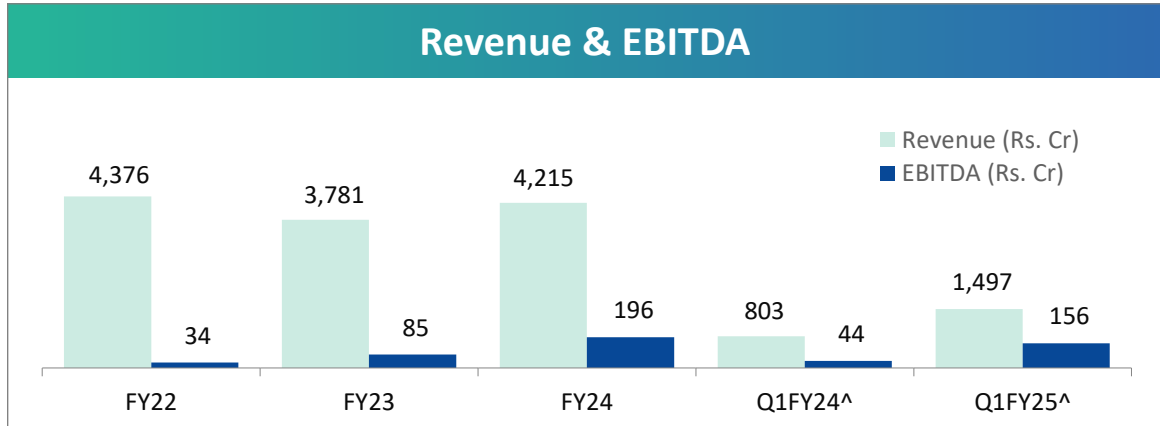


Suzlon has an installed base of 14.8 GW out of total wind installed base of 46.7 GW in India – a cumulative market share of 32%

Robust performance on back of structural improvements

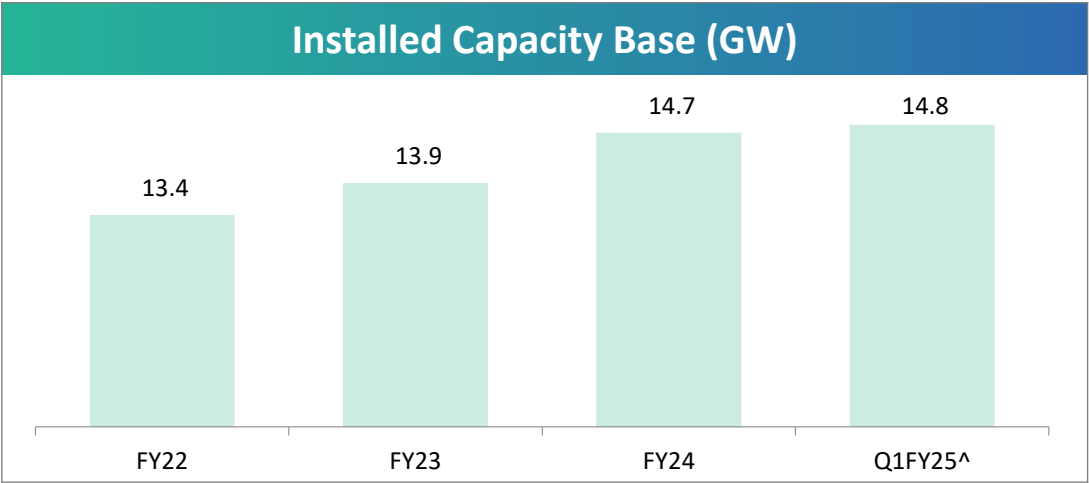
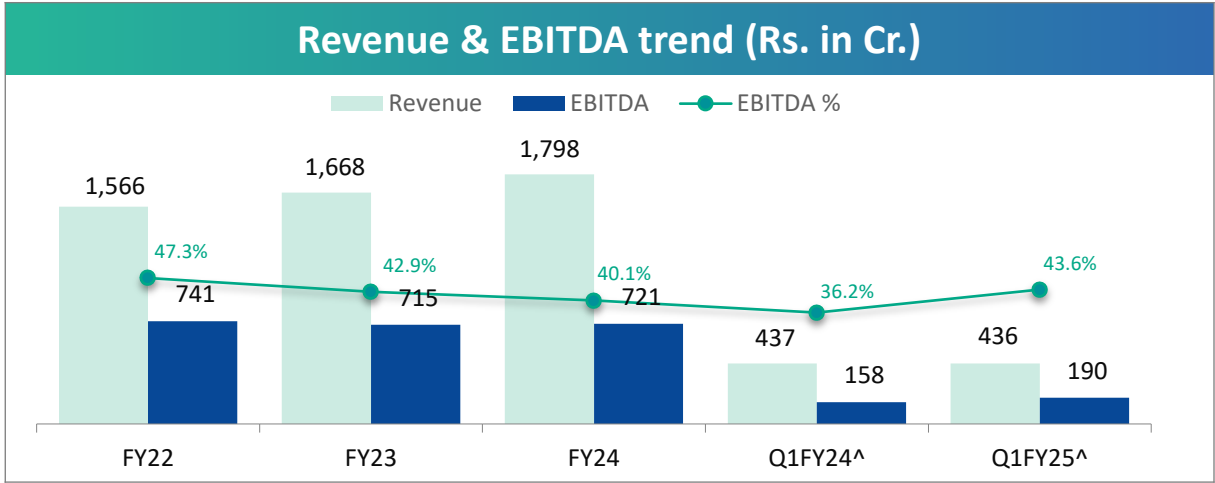
1. Driven by strong commercials fundamentals, lower LCoE driving C&I demand
2. Wind tariffs at sweet spot for all key stakeholders; customers, OEMs, Financial Institutions, etc.
3. Fortified balance sheet with adequate working capital helped delivery growth of 103% on YoY basis coupled with EBITDA improvement
4. Contribution Margin for WTG division improves to 22.4% in Q1 FY25 from 20.9% in Q1 FY24

^ Q1FY24 & Q1FY25 numbers are unaudited
Note: The revenue numbers are from statutory segment reporting



WTG Division well poised to capture the opportunity in wind sector with strong order book

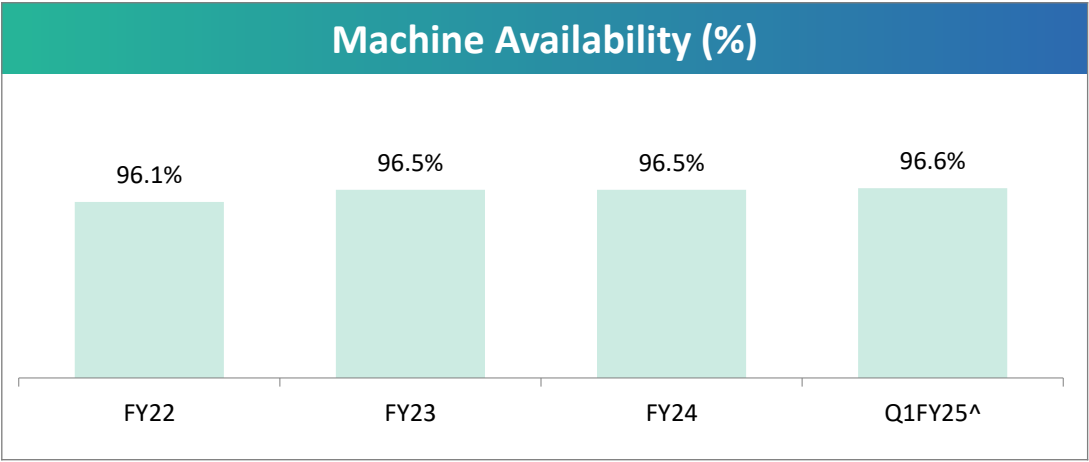
OMS India Division¹ - Key performance indicators



Key Strengths

1. Over 2 decades of best-in-class practices
2. High double-digit margins and stable cashflows
3. Strong customer base across all segments

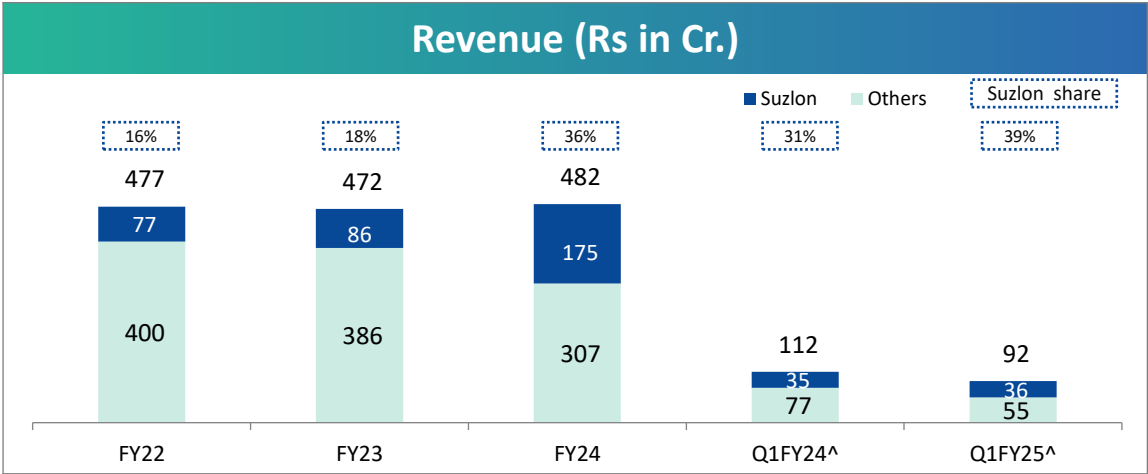
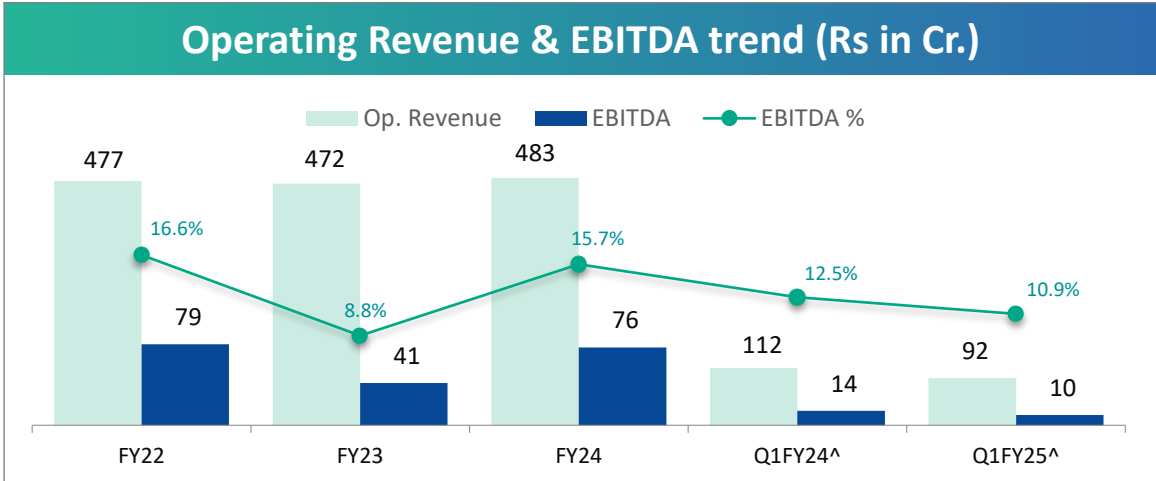
4. Diversified supplier and vendor network
5. Highly experienced management team
6. Legacy positioning and sizeable presence in all eight windy states



[^]Q1FY24 & Q1FY25 numbers are unaudited | FY24 EBITDA is after net impact of one-time costs of Rs 47 Cr on account of cyclone Biparjoy in Gujarat
 Note 1: The above numbers are for OMS India division from statutory segment reporting

OMS India Division is a stable and resilient business model

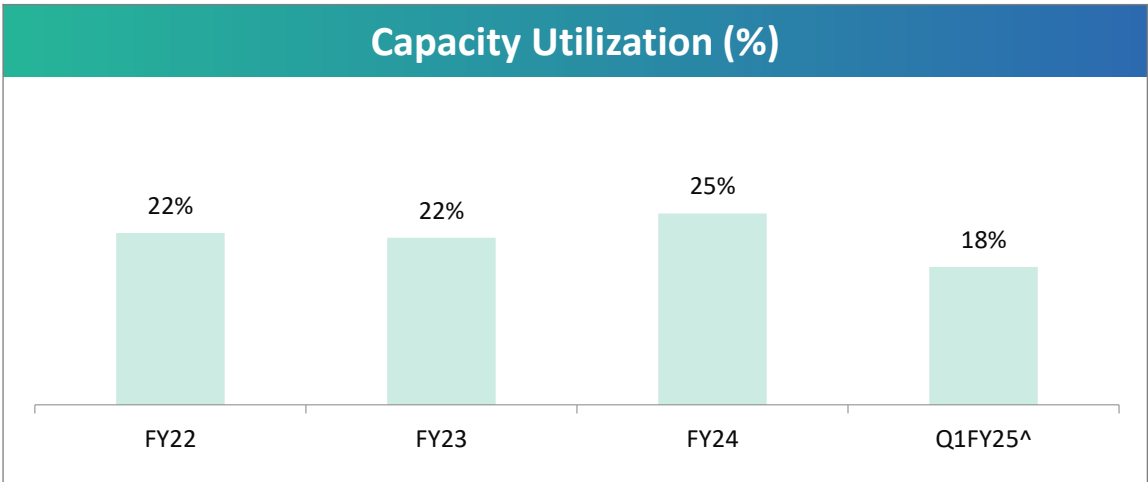
SE Forge (Foundry & Forging) – Key performance indicators



Key Strengths

1. Independently operating business with diversified customer base
2. Annual manufacturing capacity of 122,000 MT
3. Favorable wind power market conditions

4. Lower level of capacity utilization provides headroom for growth
5. Availability of skilled manpower & working capital
6. Robust & lean manufacturing systems



^ Q1FY24 & Q1FY25 numbers are unaudited
Note: The revenue numbers are from statutory segment reporting

SE Forge (Foundry & Forging) is well poised to capture the market opportunity from increasing demand for wind power

Consolidated Income Statement

(₹ Cr.)

Particulars	Q1 FY25	Q4 FY24	Q1 FY24	FY24	FY23
	Unaudited	Unaudited	Unaudited	Audited	Audited
Net Volumes (MW)	274	273	135	710	664
Net Revenue	2,016	2,179	1,348	6,497	5,947
Contribution	712	732	506	2,348	1,965
<i>Contribution Margin</i>	<i>35.3%</i>	<i>33.6%</i>	<i>37.5%</i>	<i>36.1%</i>	<i>33.0%</i>
Employee Expenses	196	182	161	703	609
Other Expenses (net)	146	193	146	617	524
EBITDA	370	357	199	1,029	832
<i>EBITDA Margin</i>	<i>18.4%</i>	<i>16.4%</i>	<i>14.8%</i>	<i>15.8%</i>	<i>14.0%</i>
Depreciation	46	44	55	190	260
Net Finance Cost	22	33	51	126	401
Taxes	0	(1)	0	(1)	4
Net Profit/(Loss) (before exceptional items)	302	281	93	714	167
Exceptional Loss / (Gain)	0	27	(8)	54	(2,721)
Net Profit After Tax	302	254	101	660	2,887

Consolidated Balance Sheet

(₹ Cr.)

Particulars	Jun-24	Mar-24	Mar-23
	Unaudited	Audited	Audited
Equity & Liabilities			
Net Worth	4,253	3,920	1,099
Borrowings (non-current and current)	101	110	1,905
Non-current Liabilities	192	200	206
Current Liabilities	3,536	2,948	2,313
Total equity and liabilities	8,082	7,179	5,523
Assets			
Non-current Assets	1,074	1,061	988
Inventories	2,575	2,292	1,827
Trade Receivables	2,380	1,830	1,170
Other current assets	754	739	813
Cash and cash equivalents*	1,299	1,258	725
Total assets	8,082	7,179	5,523
Net Cash/(Net Debt)	1,197	1,148	(1,180)

*including Non-Current Bank balances

Glossary

- | | |
|---|---|
| 1. AEP – Annual Energy Production | 17. LCoE – Levelized Cost of Energy |
| 2. BOP – Balance of Plant | 18. MNRE – Ministry of New And Renewable Energy |
| 3. BESS – Battery Energy Storage System | 19. MT – Metric Ton |
| 4. C&I – Commercial and Industrial | 20. MW – Megawatt |
| 5. CEA - Central Electricity Authority | 21. NIWE – National Institute of Wind Energy |
| 6. COD – Commercial Operations Date | 22. OEM - Original Equipment Manufacturer |
| 7. EBITDA – Earnings before Interest, Tax, Depreciation and Amortizations | 23. OMS – Operations and Maintenance Services |
| 8. GoI – Government of India | 24. PLF – Plant Load Factor |
| 9. GH2 – Green Hydrogen | 25. PSA – Power Sale Agreement |
| 10. GW – Gigawatt | 26. RE – Renewable Energy |
| 11. GWEC – Global Wind Energy Council | 27. RGO -- Renewable Generation Obligation |
| 12. HH – Hub Height | 28. RPO – Renewable Purchase Obligation |
| 13. IRIM – International Research Institute for Manufacturing | 29. RTC – Round The Clock |
| 14. ISTS – Inter-State Transmission System | 30. SCoD – Scheduled Commissioning Date |
| 15. IWTMA – Indian Wind Turbine Manufacturers Association | 31. WTG – Wind Turbine Generator |
| 16. KPI – Key Performance Indicators | 32. Y-o-Y – Year on Year |

References

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<https://www.crisil.com/en/home/sectors-we-cover/energy.html>

A photograph of four Suzlon wind turbines standing on a grassy hill. The turbines are white with red and white striped towers and blades. The background shows a hilly landscape under a cloudy sky.

Thank You!

Email contact for queries:
investorrelations@suzlon.com