

Suzlon Energy Limited Investor Presentation Q4, FY24

24th May 2024



Disclaimer

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Suzlon Energy Limited (the "Company"), have been prepared solely for information purposes and DOES not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis of or be relied on in connection with any contract or binding commitment whatsoever. The Presentation is not intended to form the basis of any investment decision by a prospective investor. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, reliability or fairness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of any projections contained in the Presentation or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the wind power industry in India and world-wide, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

No responsibility or liability is accepted for any loss or damage howsoever arising that you may suffer as a result of this Presentation and any and all responsibility and liability is expressly disclaimed by the Management, the Shareholders and the Company or any of them or any of their respective directors, officers, affiliates, employees, advisers or agents.

No offering of the Company's securities will be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"). Accordingly, unless an exemption from registration under the Securities Act is available, the Company's securities may not be offered, sold, resold, delivered or distributed, directly or indirectly, into the United States or to, or for the account or benefit of, any U.S. Person (as defined in regulation S under the Securities Act).

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of such jurisdiction.

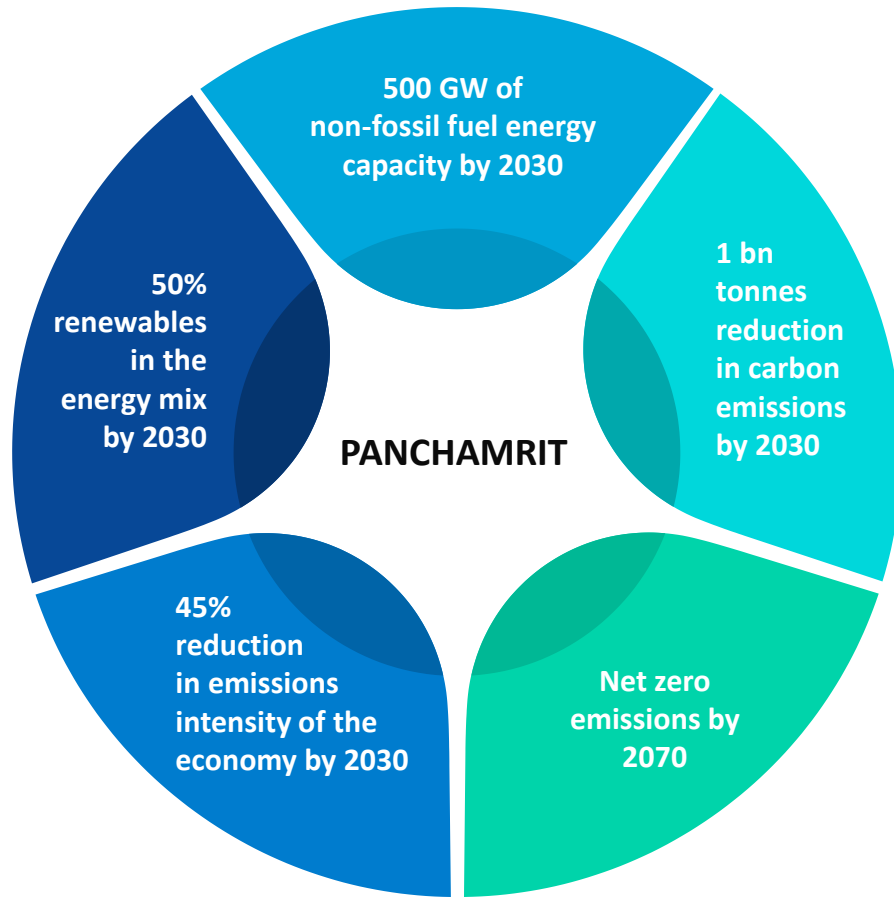
INDUSTRY OUTLOOK

SUZLON
STRENGTHS

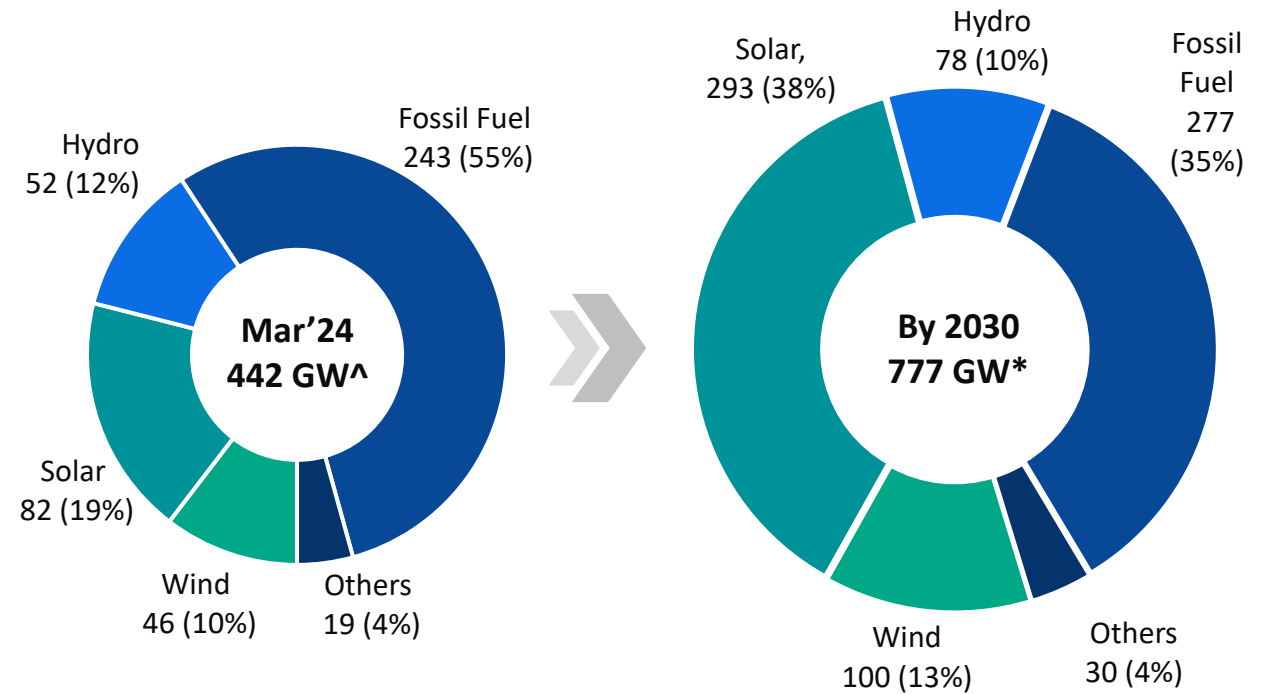
FINANCIAL
PERFORMANCE



Renewable Energy growth to be driven by Wind & Solar



Installed power generation capacity mix (GW)



[^]CEA All India Installed Capacity as on 31.03.2024

^{*}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. Government propels offshore wind with VGF and seabed allocation bids

*policy for determination of uniform RE tariff announced on 25th Oct'23

**thereafter gradual reduction of waiver by 25% each year till Jun'28

¹ <https://powermin.gov.in/sites/default/files/uploads/Orders/B.4.3.pdf>

INDUSTRY
OUTLOOK

SUZLON
STRENGTHS


FINANCIAL
PERFORMANCE



Suzlon's strengths



20.7 GW*
Global installed Wind energy capacity



32%
Cumulative market share in India



6,200+
Global workforce



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



*Includes installed capacity of 14.7 GW in India

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 31st Mar 2024

Key clientele among marquee customers globally

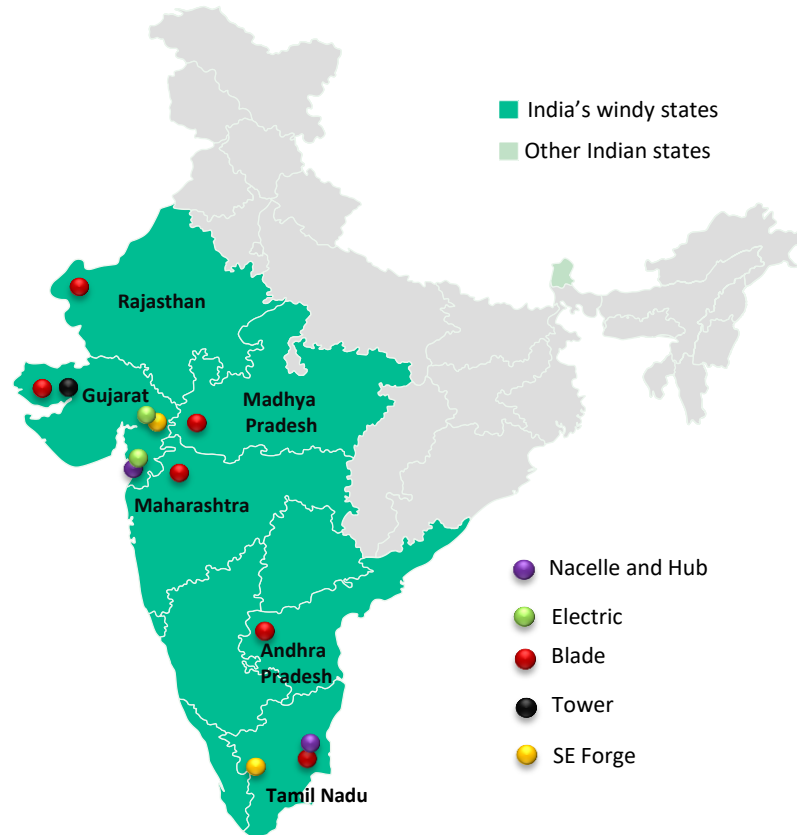


And many more customers.....

Geographically diversified manufacturing base

Best-in-class manufacturing capability

Manufacturing locations across India*

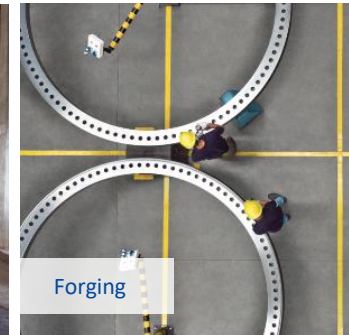
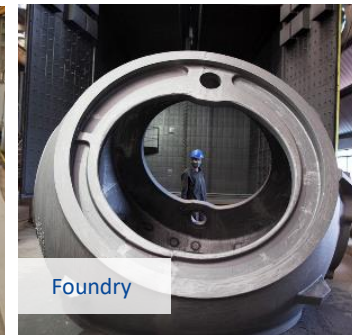
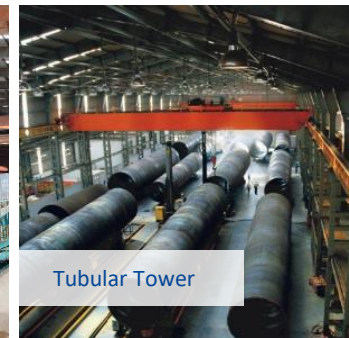


*Map not to scale. All data, information and map are provided "as is" without warranty or any representation of accuracy or completeness

Vertically integrated low-cost supply chain

India manufacturing capacity ~3,150¹ MW

Sufficient & flexible manufacturing capacity to cater to the market



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 ramp-up in full swing

Major Updates:

- Requisite certifications and RLMM listing in place
- Deliveries started in Q3 FY24 and commissioning started in Q4 FY24
- More than 2.8 GW of firm orders making it the turbine of choice for Indian customers
- Production being ramped-up to cater to orderbook



Overview of India OMS capabilities

Key Numbers

14.7 GW+
Installed base

9,800+
Turbines

USD 10 Bn
Assets under management

1,900+
Customers

94
Sites

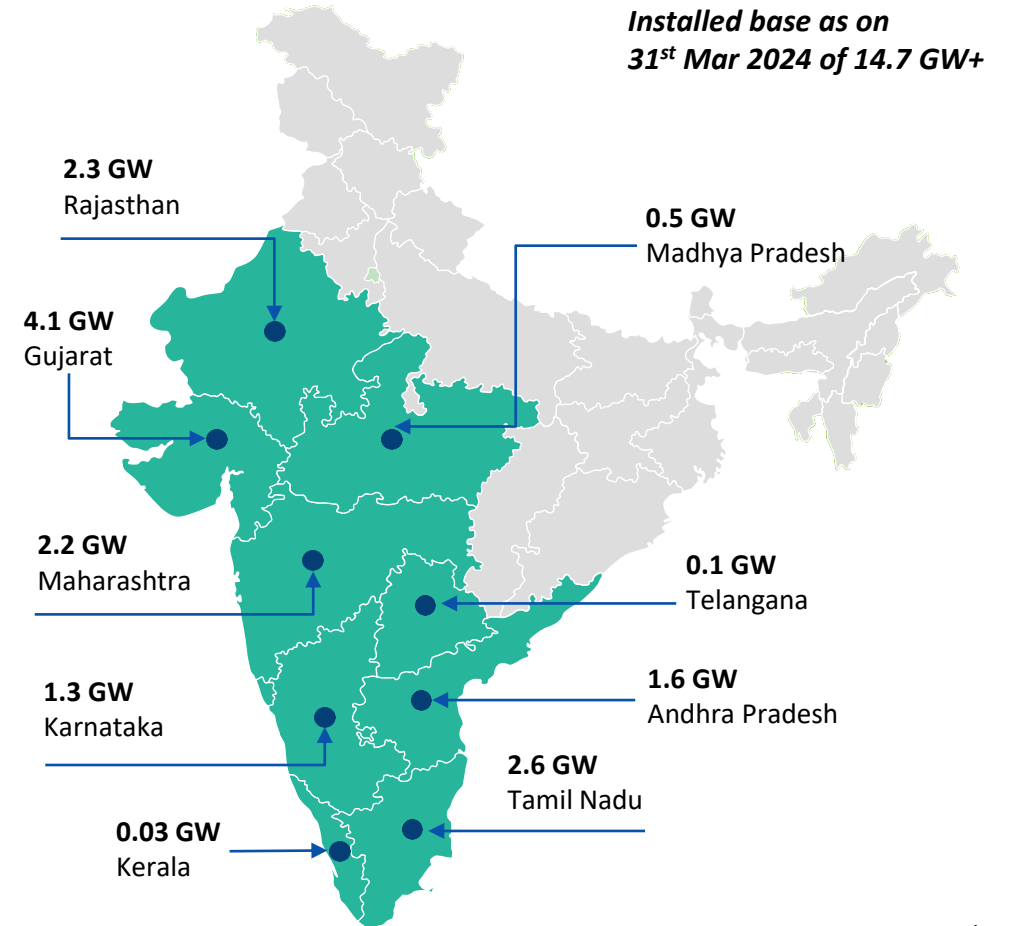
3,500+
Team

32% share of all India installed wind capacity

Impact of clean energy:

- Over 3.15 Bn trees absorbing CO2 p.a.
- Over 9.58 Mn households powered p.a.
- Over 37.81 MT of CO2 emissions prevented p.a..

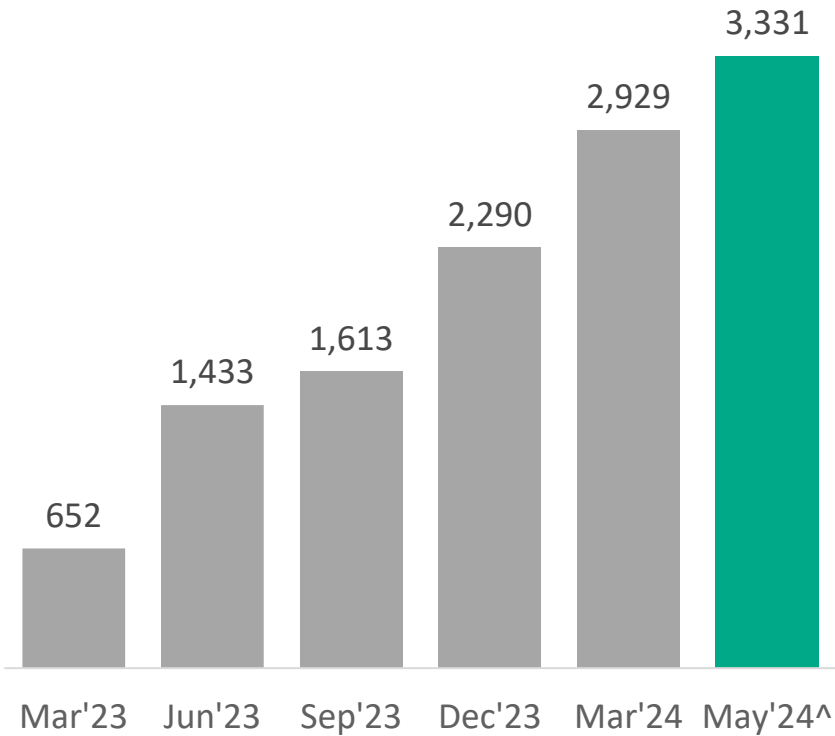
Presence in all windy states in India



Map not to scale

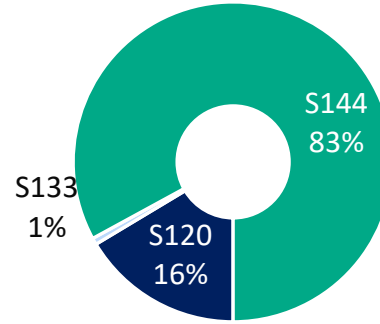
Wind Order Book

Wind Order Book (in MW)

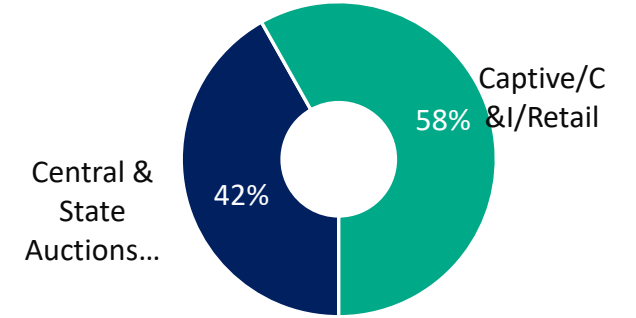


Orders announced after Mar'24
 – 402 MW order secured from Juniper Green Energy

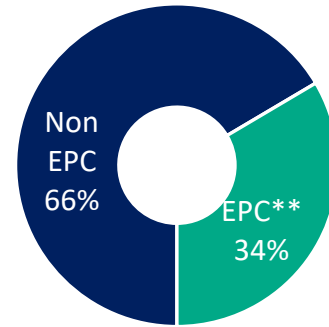
WTG model mix*



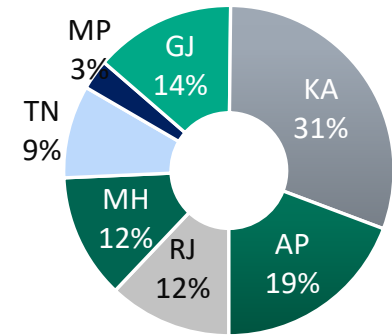
Project segment mix*



Scope mix*



State mix*



Highest ever domestic Order Book of 3.3 GW and pipeline under discussion brings strong revenue visibility

Management Profile



Tulsi Tanti
*Founder,
Late Chairman
and Managing
Director*



Vinod Tanti
Chairman and
Managing Director



Girish Tanti
Vice Chairman



JP Chalasani
Group CEO



Himanshu Mody
Group CFO



Rajendra Mehta
Group CHRO



Bernhard Telgmann
CTO



Sandeep Chowdhury
Group General Counsel



Vivek Srivastava
CEO WTG Business



Ishwar C Mangal
CEO New Business



Sairam Prasad
CEO SGSL



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 FY24



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 to Vice-Chair of the Board of Global Wind Energy Council



Great Place to Work, Institute

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



HURUN India

Axis Bank's Burgundy Private and Hurun's India's third edition of the '500 Most Valuable Private Companies in India'



ET CFO Awards

Himanshu Mody wins the Turnaround CFO of the Year award at ET CFO Awards 2024

INDUSTRY
OUTLOOK

SUZLON
STRENGTHS

**FINANCIAL
PERFORMANCE**

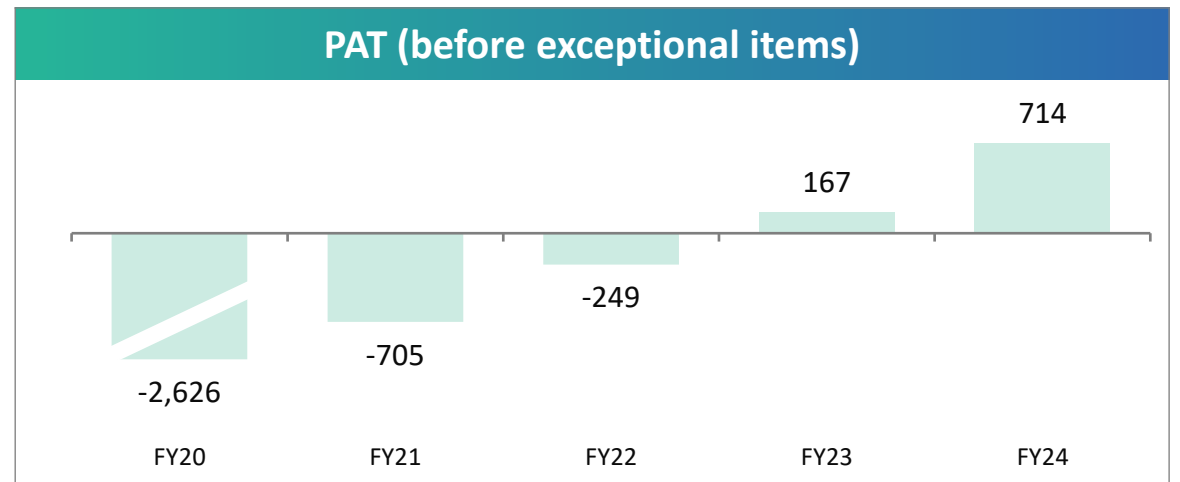
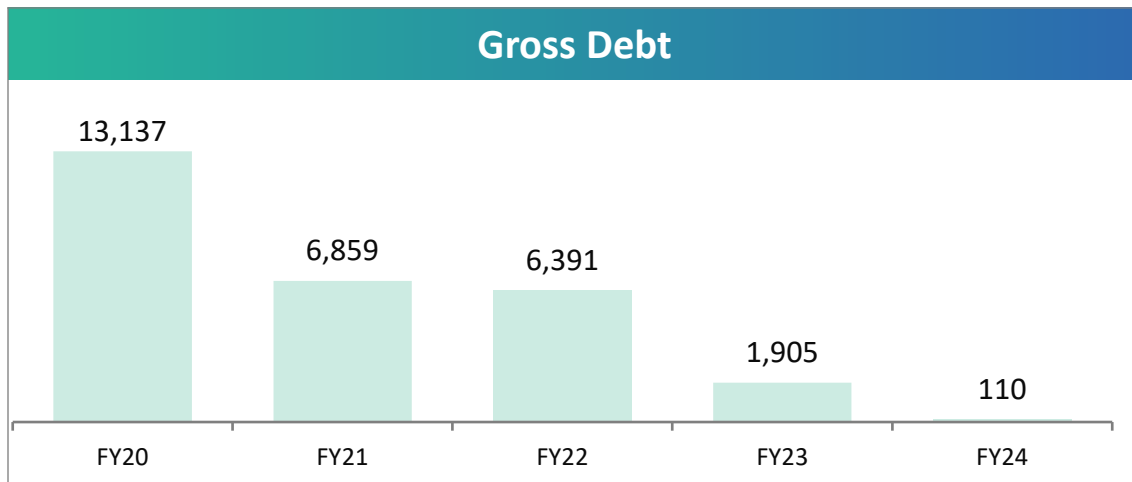
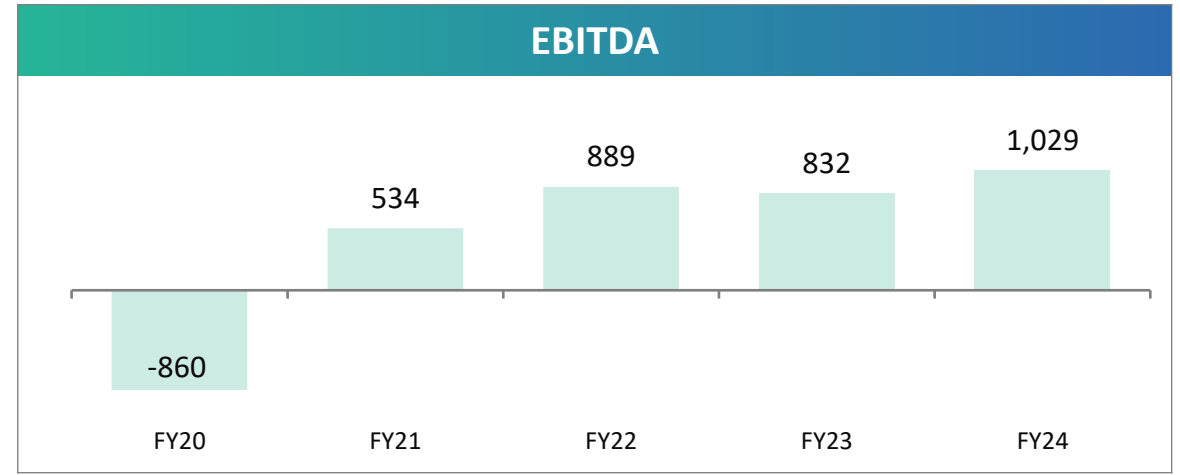
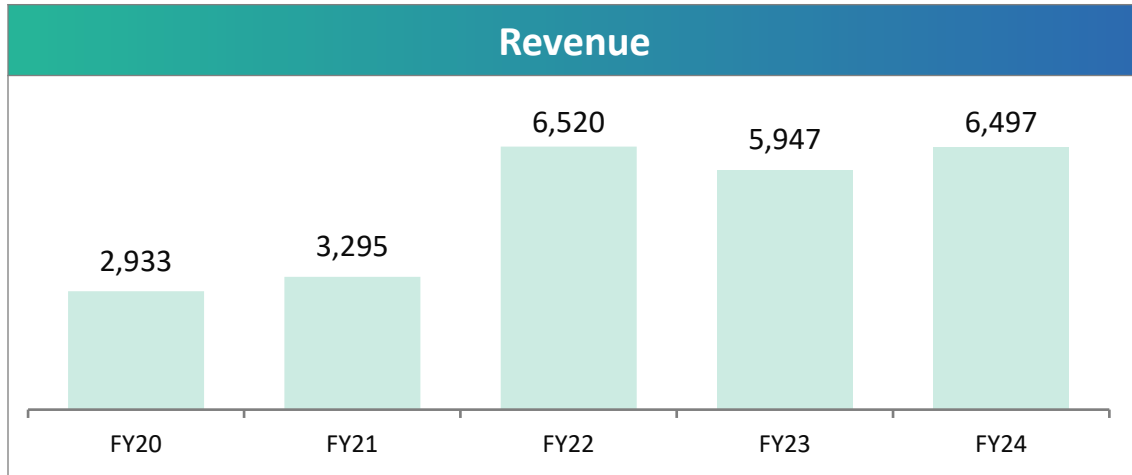
Highlights of the Performance

- ✓ Remarkable year with a standout performance across financial and operational parameters
- ✓ Highest consolidated EBITDA and PAT before exceptional items in 7 years
- ✓ Largest ever order book of 3.3 GW
- ✓ Revenue of INR 6,497 crores in FY24; INR 2,179 crores in Q4 FY24
- ✓ EBITDA of INR 1,029 crores in FY24; INR 357 crores in Q4 FY24
- ✓ PAT before exceptional items for FY24 increased to 428% to INR 714 on YoY basis
- ✓ PAT before exceptional items for Q4 FY24 increased to 411% to INR 281 on YoY basis
- ✓ Net cash position of INR 1,148 crores as on 31st March 2024
- ✓ Ratings upgraded to 'CRISIL A-/Positive/CRISIL A2+'

Stronger balance sheet and robust performance positions the Company to meaningfully participate in ongoing energy transition

Turnaround...

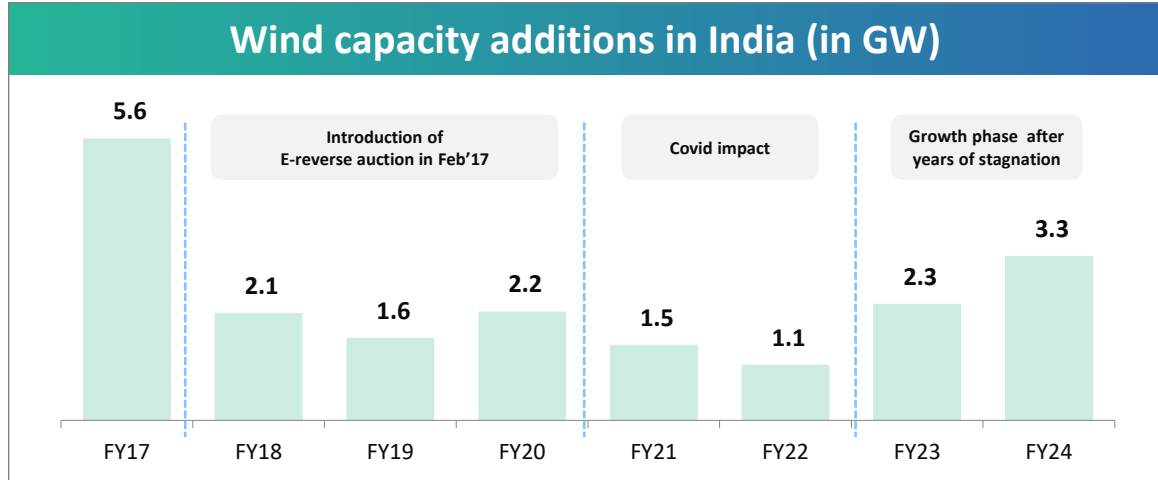
(₹ Cr.)



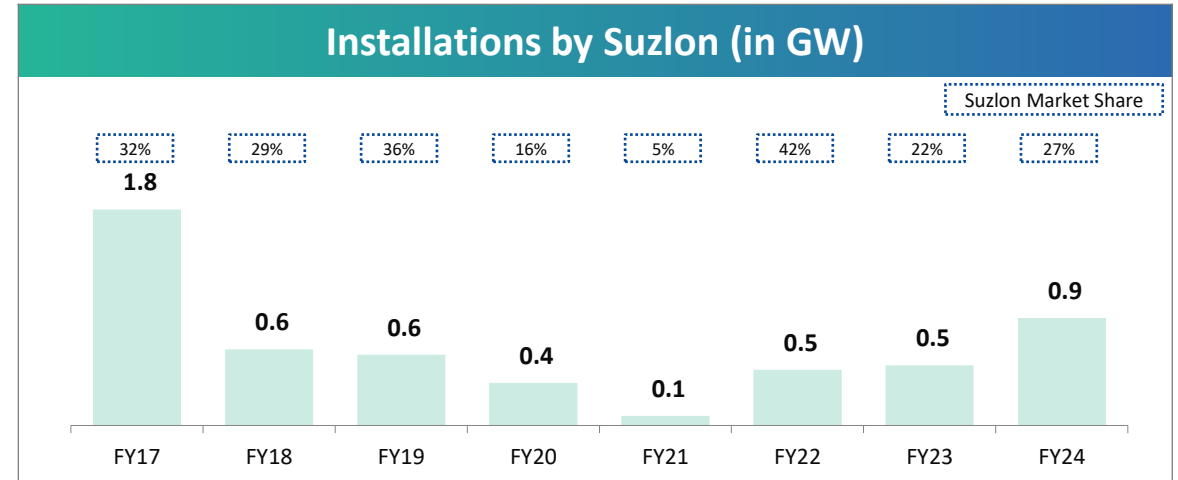
Note: Consolidated numbers used

Substantial improvement across all financial parameters

WTG Division – Key Performance Indicators



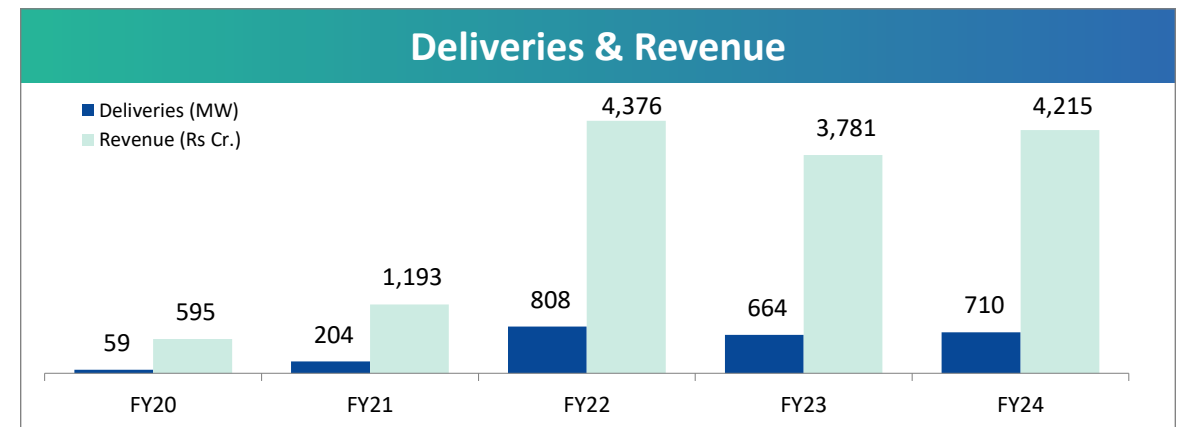
Source: Directory Indian Wind Power, 2024 (CECL)



Suzlon has an installed base of 14.7 GW out of total wind installed base of 45.9 GW in India – a cumulative market share of 32%

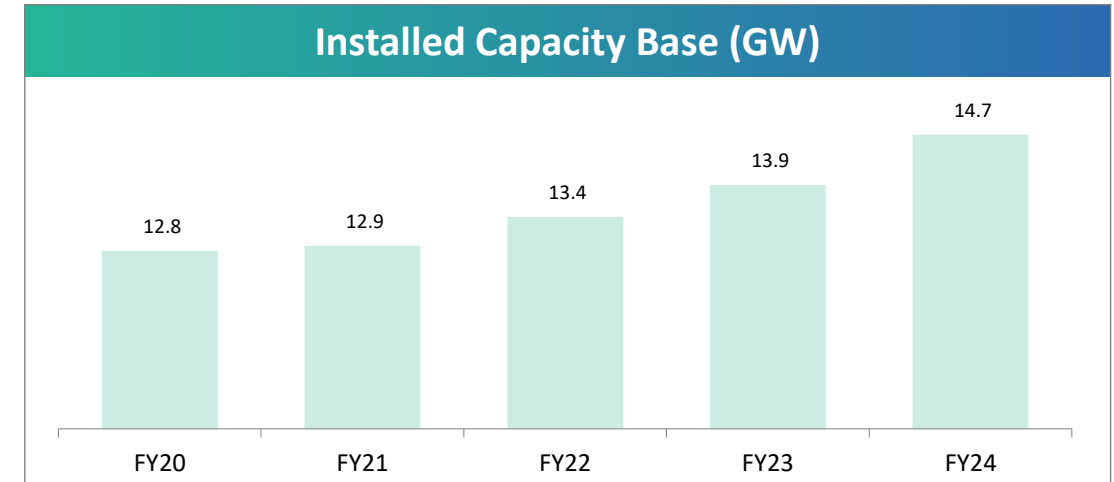
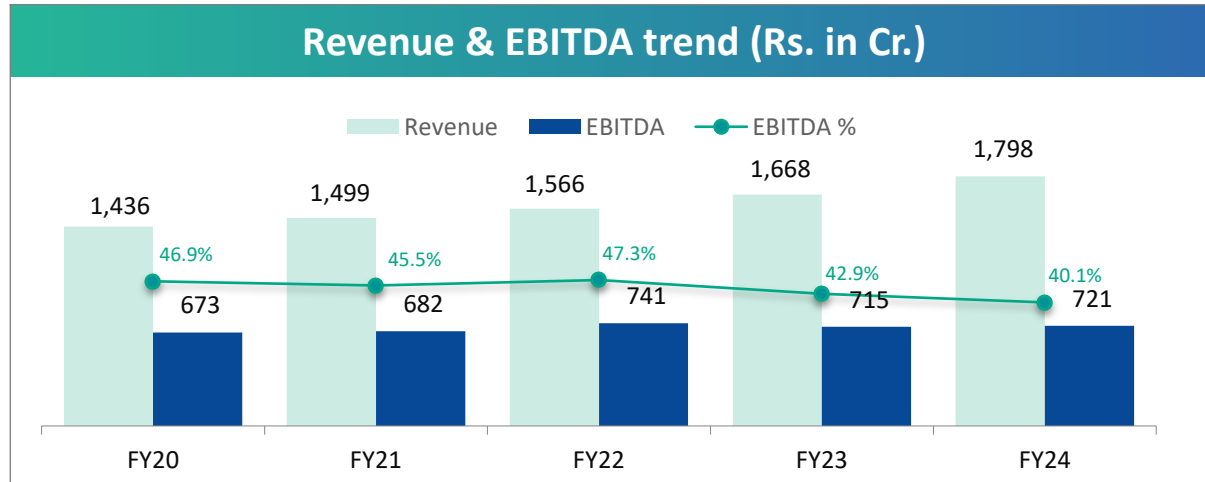
- ### Highest annual installation post FY17
1. Wind now driven by strong commercials fundamentals, lower LOCE driving C&I demand
 2. Wind tariffs at sweet spot for all key stakeholders, customers, OEMs, Financial Institutions, etc
 3. Fortified balance sheet with adequate working capital helped in Suzlon installation growth of 78% on YoY basis

Note: The revenue numbers are derived from statutory segment reporting

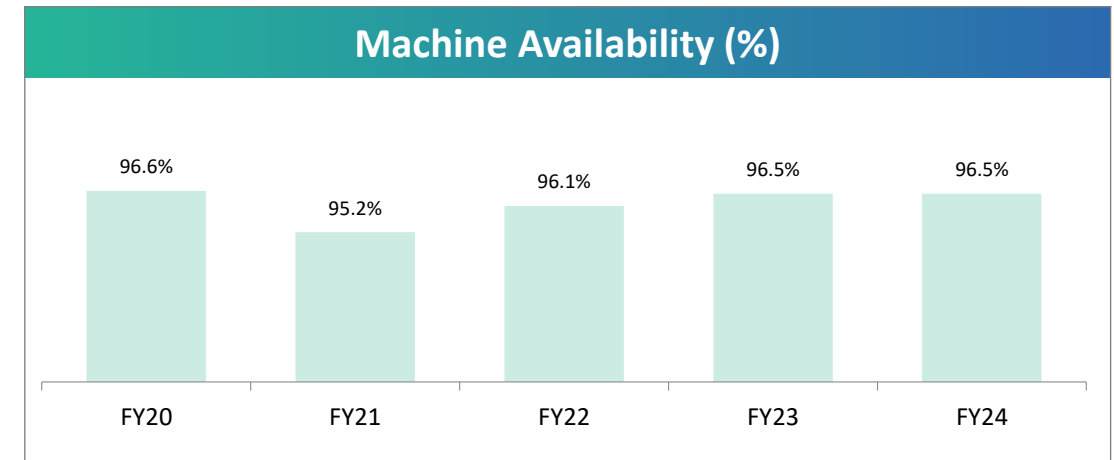


WTG Division well poised to capture the opportunity in wind sector with strong order book

OMS India Division¹ - Key Performance Indicators



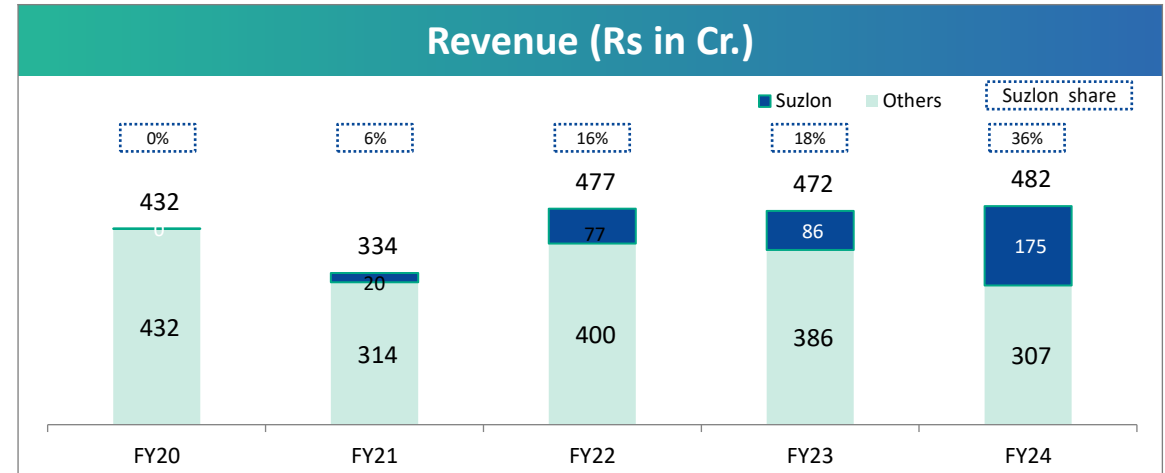
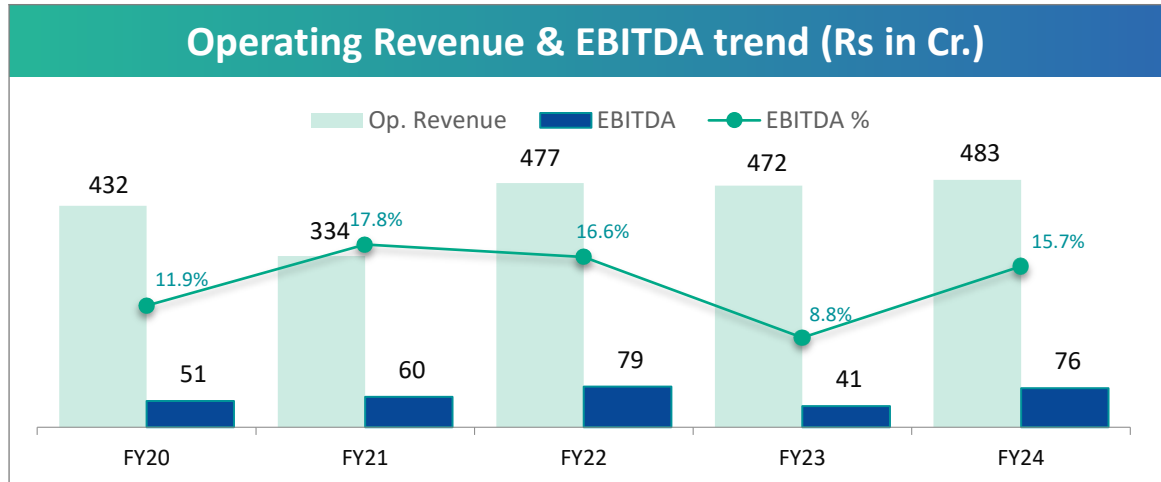
- ### Key Strengths
- Over 2 decades of best-in-class OMS practice
 - High double-digit margins and stable cashflows
 - Strong customer base
 - Diversified supplier and vendor network
 - Highly experienced management team
 - Legacy positioning and sizeable presence in all eight windy states



Note 1: The above numbers are for OMS India division only derived from statutory segment reporting. These numbers exclude the overseas OMS business
 Note 2: FY24 EBITDA is after net impact of one-time costs of Rs 47 Cr on account of cyclone Biparjoy in Gujarat

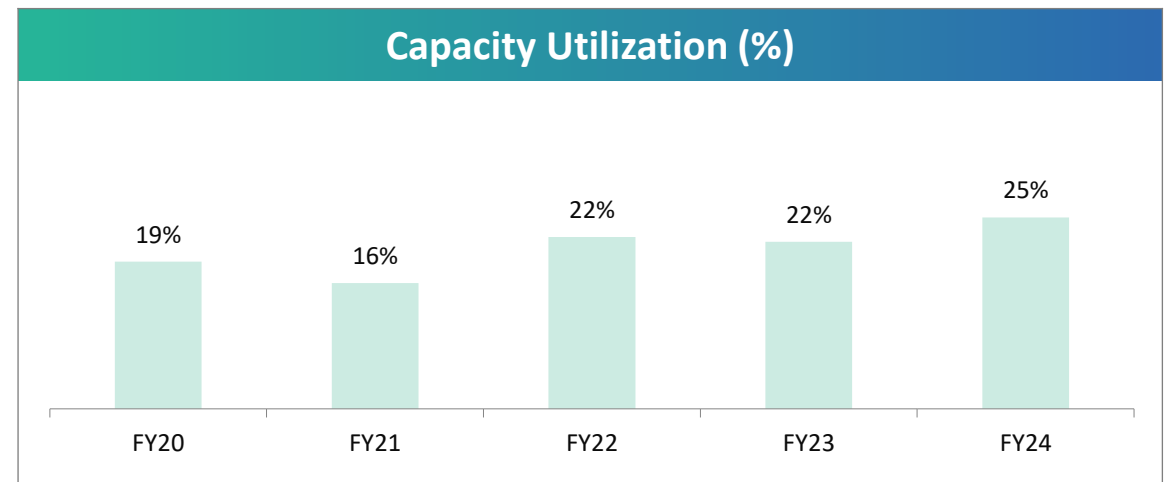
OMS India Division is a stable and resilient business model

SE Forge (Foundry & Forging) – Key Performance Indicators



Key Strengths

1. Independently operating business with low breakeven levels
2. Annual manufacturing capacity of 122,000 MT
3. Favorable wind power market conditions
4. Availability of skilled manpower & working capital
5. Robust & lean manufacturing systems
6. Lower level of capacity utilization provides headroom for growth



Note: The numbers are derived 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	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
	Unaudited	Unaudited	Unaudited	Audited	Audited
Net Volumes (MW)	273	170	182	710	664
Net Revenue	2,179	1,553	1,690	6,497	5,947
Contribution	732	565	526	2348	1,965
<i>Contribution Margin</i>	33.6%	36.4%	31.1%	36.1%	33.0%
Employee Expenses	182	177	157	703	609
Other Expenses (net)	193	140	136	617	524
EBITDA	357	248	233	1,029	832
<i>EBITDA Margin</i>	16.4%	15.9%	13.8%	15.8%	14.0%
Depreciation	44	39	81	190	260
Net Finance Cost	33	5	81	126	401
Taxes	-1	0	3	-1	4
Net Profit/(Loss) (before exceptional items)	281	203	68	714	167
Exceptional Loss / (Gain)	27	0	-252	54	-2,721
Net Profit After Tax	254	203	320	660	2,887

Consolidated Balance Sheet

(₹ Cr.)

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

*including Non-Current Bank balances

Glossary

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

References

<https://www.seci.co.in/>

<https://cea.nic.in/>

<https://mnre.gov.in/>

<https://niwe.res.in/>

<https://powermin.gov.in/>

<https://www.mercomindia.com/>

<http://www.cercind.gov.in/>

<https://gwec.net/globalwindreport2023/>

<https://gwec.net/india-wind-energy-market-outlook-2023-2027-report/>

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



Thank You!

Email contact for queries:
investorrelations@suzlon.com