

Phone : +91.20.61356135 / 67022000

Fax : +91.20.67022100 / 67022200

E-mail : pune@suzlon.com

URL : www.suzlon.com

19<sup>th</sup> May 2017.

**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.: Outcome of the Board Meeting dated 19<sup>th</sup> May 2017.Ref.: Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “Listing Regulations”).

This is to inform that the Board of Directors of the Company (the “Board”), at its Meeting held on 19<sup>th</sup> May 2017 (which commenced at 10.00 a.m. and concluded at 4.30 p.m.), has, inter alia, approved the following:

- I. Audited Financial Results of the Company on standalone and consolidated basis for the quarter and year ended 31<sup>st</sup> March 2017. Enclosed please find a copy of the said results along with a copy of the Auditors’ Reports on quarterly financial results and year to date results of the Company (standalone and consolidated) dated 19<sup>th</sup> May 2017. Also find enclosed a copy of the press release in this regard.

We hereby declare that the Auditors’ opinion on quarterly and year to date financial results of the Company (standalone and consolidated) dated 19<sup>th</sup> May 2017 is unmodified.

- II. Issue of the Securities to an extent of Rs.2,000 Crores, subject to the approval of the shareholders at the ensuing Twenty Second Annual General Meeting of the Company (this is an enabling resolution to facilitate the Company to raise funds at an appropriate time should that be required).

This is to further inform that the Twenty Second Annual General Meeting of the Company will be held on Friday, the 11<sup>th</sup> day of August 2017 at Ahmedabad.

In terms of Section 91 of Companies Act, 2013 and the Listing Regulations, the Register of Members and Share Transfer Books of the Company shall remain closed from Saturday, 5<sup>th</sup> August 2017 to Friday, 11<sup>th</sup> August 2017 (both days inclusive) for the purpose of the Twenty Second Annual General Meeting of the Company.

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**

  
Hemal A.Kanuga,  
Company Secretary.  
M. No. F4126.

Encl.: As above.









SNK & CO.  
Chartered Accountants  
E-2-B, The Fifth Avenue  
Dhole Patil Road  
Near Regency Hotel  
Pune 411 001

S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
C-401, Fourth Floor  
Panchshil Tech Park  
Yerwada  
Pune 411 006

**Auditor's Report On Quarterly Financial Results and Year to Date Results of the Company  
Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements)  
Regulations, 2015**

To  
Board of Directors of  
Suzlon Energy Limited,

1. We have audited the accompanying statement of quarterly standalone financial results of Suzlon Energy Limited ('the Company') for the quarter ended March 31, 2017 and for the year ended March 31, 2017, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. The quarterly standalone financial results are the derived figures between the audited figures in respect of the year ended March 31, 2017 and the published year-to-date figures up to December 31, 2016, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The standalone financial results for the quarter ended March 31, 2017 and year ended March 31, 2017 have been prepared on the basis of the standalone financial results for the nine-month period ended December 31, 2016, the audited annual standalone Ind-AS financial statements as at and for the year ended March 31, 2017, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these standalone financial results based on our review of the standalone financial results for the nine-month period ended December 31, 2016 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 "Interim Financial Reporting", specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone Ind AS financial statements as at and for the year ended March 31, 2017; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us these quarterly standalone financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and
  - ii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2017 and for the year ended March 31, 2017.

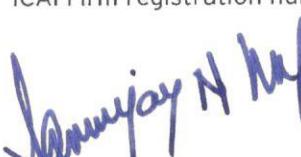


SNK & CO.  
Chartered Accountants  
E-2-B, The Fifth Avenue  
Dhole Patil Road  
Near Regency Hotel  
Pune 411 001

S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
C-401, Fourth Floor  
Panchshil Tech Park  
Yerwada  
Pune 411 006

4. We draw attention to note no. 4 of accompanying financial results, in relation to accounting of financial guarantee provided by the Company (along with its six Indian subsidiaries and a jointly controlled entity) in respect of borrowing availed by one of its subsidiary based in The Netherlands and disclosure of the same as contingent liability and more fully described therein. Our opinion is not qualified in respect of this matter.
5. The accompanying financial results include total assets of Rs. 32.87 Crores as at March 31, 2017, total revenues of Rs. Nil for the year and loss before tax of Rs 5.90 Crore for the ended on that date, in respect of a branch, which have been audited by other auditor, who's financial results, other financial information and auditor's reports have been furnished to us by the management. Our opinion on the financial results, in so far as it relates to the amounts and disclosures included in respect of this branch, and our report in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in so far as it relates to the aforesaid branch, is based solely on the reports of such other auditor.
6. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2017 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2017 and the published year-to-date figures up to December 31, 2016, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

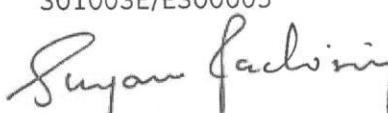
For SNK & CO.  
Chartered Accountants  
ICAI Firm registration number: 109176W

  
per Sanjay Kapadia  
Partner  
Membership No.: 38292

Place: Mumbai  
Date: May 19, 2017



For S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
ICAI Firm registration number:  
301003E/E300005

  
per Shyamsundar Pachisia  
Partner  
Membership No.: 049237

Place: Mumbai  
Date: May 19, 2017



SNK & CO.  
Chartered Accountants  
E-2-B, The Fifth Avenue  
Dhole Patil Road  
Near Regency Hotel  
Pune 411 001

S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
C-401, Fourth Floor  
Panchshil Tech Park  
Yerwada  
Pune 411 006

**Auditor's Report On Quarterly Financial Results and Year to Date Results of the Company  
Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements)  
Regulations, 2015**

To  
Board of Directors of  
Suzlon Energy Limited,

1. We have audited the accompanying statement of quarterly consolidated financial results of Suzlon Energy Limited ('the Company') comprising its subsidiaries (the Company and its subsidiaries together referred to as "the Group") its associates and jointly controlled entities, for the quarter ended March 31, 2017 and the consolidated financial results for the year ended March 31, 2017, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. The quarterly consolidated financial results are the derived figures between the audited figures in respect of the year ended March 31, 2017 and the published year-to-date figures up to December 31, 2016, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The consolidated financial results for the quarter ended March 31, 2017 and year ended March 31, 2017 have been prepared on the basis of the consolidated financial results for the nine-month period ended December 31, 2016, the audited annual consolidated financial statements as at and for the year ended March 31, 2017, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated financial results based on our review of the consolidated financial results for the nine-month period ended December 31, 2016 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 "Interim Financial Reporting", specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual consolidated Ind AS financial statements as at and for the year ended March 31, 2017; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.



SNK & CO.  
Chartered Accountants  
E-2-B, The Fifth Avenue  
Dhole Patil Road  
Near Regency Hotel  
Pune 411 001

S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
C-401, Fourth Floor  
Panchshil Tech Park  
Yerwada  
Pune 411 006

3. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of other auditors on separate financial statements and the other financial information of subsidiaries / associates / joint controlled entities, these quarterly consolidated financial results as well as the year to date results:
  - i. includes the results of the entities specified in annexure 1 to this report
  - ii. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and
  - iii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2017 and for the year ended March 31, 2017.
4. We did not audit the financial statements and other financial information, in respect of five subsidiaries, whose Ind AS financial statements include total assets of Rs 387.59 Crore and net assets of Rs (4,090.17) Crore as at March 31, 2017, and total revenues of Rs 62.98 Crore and Rs 236.05 Crore for the quarter and the year ended on that date and net cash outflows/ (inflows) of Rs (42.22) Crore and Rs 355.36 Crore for the quarter and for the year ended on that date. These financial statement and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiaries is based solely on the report of other auditors. Our opinion is not modified/qualified in respect of this matter.
5. We did not audit the financial statements and other financial information, in respect of twenty two subsidiaries, whose financial statements include total assets of Rs 200.49 Crore and net assets of Rs 167.29 Crore as at March 31, 2017, and total revenues of Rs 21.81 Crore and Rs 87.83 Crore for the quarter and the year ended on that date and net cash outflows/ (inflows) of Rs (4.56) Crore and Rs 29.11 Crore for the quarter and for the year ended on that date. These unaudited financial statement and other financial information have been furnished to us by the Management. The consolidated Ind AS financial statements also include the Group's share of net profit/(loss) of Rs. (0.12) Crore and Rs 25.23 Crore for the quarter and for the year ended March 31, 2017, as considered in the consolidated Ind AS financial statements, in respect of one associate, whose unaudited financial statements and other unaudited financial information have been furnished to us by the Management. Our opinion, in so far as it relates to the affairs of such subsidiaries and associates is based solely on such unaudited financial statement and other unaudited financial information. In our opinion and according to the information and explanations given to us by the Management, these financial statements and other financial information are not material to the Group.

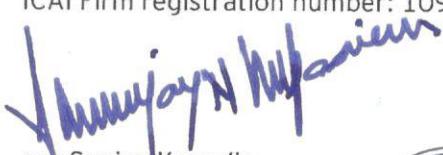


SNK & CO.  
Chartered Accountants  
E-2-B, The Fifth Avenue  
Dhole Patil Road  
Near Regency Hotel  
Pune 411 001

S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
C-401, Fourth Floor  
Panchshil Tech Park  
Yerwada  
Pune 411 006

7. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2017 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2017 and the published year-to-date figures up to December 31, 2016, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

For SNK & CO.  
Chartered Accountants  
ICAI Firm registration number: 109176W



per Sanjay Kapadia  
Partner  
Membership No.: 38292

Place: Mumbai  
Date: May 19, 2017



For S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
ICAI Firm registration number:  
301003E/E300005



per Shyamsundar Pachisia  
Partner  
Membership No.: 049237

Place: Mumbai  
Date: May 19, 2017



SNK & CO.  
Chartered Accountants  
E-2-B, The Fifth Avenue  
Dhole Patil Road  
Near Regency Hotel  
Pune 411 001

S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
C-401, Fourth Floor  
Panchshil Tech Park  
Yerwada  
Pune 411 006

Annexure 1 - List of entities included in the consolidated financial statements

	Subsidiaries
1	Aalok Solarfarms Limited
2	Abha Solarfarms Limited
3	AE Rotor Holding B.V.
4	Age Parque Eolico El Almendro S.L.
5	Anshuman Renewables Limited
6	Avind Desenvolvimento De Projetos De Energia Ltda
7	Gale Green Urja Ltd.
8	Gale Solarfarms Limited
9	Heramba Renewables Limited
10	Kanak Renewables Ltd
11	Manas Renewables Limited
12	Rajat Renewables Limited
13	Saroja Renewables Ltd
14	SE Blades Limited
15	SE Blades Technology B.V
16	SE Drive Technik GmbH
17	SE Electricals Ltd.
18	SE Forge Ltd.
19	Shanay Renewables Ltd
20	Sharanya Renewables Limited
21	Shreyas Solarfarms Limited
22	Sirocco Renewables Limited
23	Sure Power LLC
24	Suryoday Renewables Limited
25	Suyash Renewables Ltd
26	Suzlon Energia Eólica do Brasil Ltda.
27	Suzlon Energy A/S
28	Suzlon Energy Australia Pty. Ltd.
29	Suzlon Energy B.V.
30	Suzlon Energy Italy Srl
31	Suzlon Energy Korea Co. Ltd.
32	Suzlon Energy Limited Mauritius
33	Suzlon Global Services Ltd. (Earlier known as Suzlon Structures Limited)
34	Suzlon Gujarat Wind Park Ltd.
35	Suzlon Power Infrastructure Ltd.
36	Suzlon Project VIII LLC
37	Suzlon Rotor Corporation
38	Suzlon Wind Energy (Lanka) Pvt Limited
39	Suzlon Wind Energy BH
40	Suzlon Wind Energy Bulgaria EOOD
41	Suzlon Wind Energy Corporation
42	Suzlon Wind Energy Equipment Trading (Shanghai) Co., Ltd
43	Suzlon Wind Energy Espana
44	Suzlon Wind Energy Ltd.
45	Suzlon Wind Energy Nicaragua, Sociedad Anónima
46	Suzlon Wind Energy Portugal-Energia Eólica, Unipessoal, LDA
47	Suzlon Wind Energy Romania SRL



SNK & CO.  
Chartered Accountants  
E-2-B, The Fifth Avenue  
Dhole Patil Road  
Near Regency Hotel  
Pune 411 001

S. R. BATLIBOI & CO. LLP  
Chartered Accountants  
C-401, Fourth Floor  
Panchshil Tech Park  
Yerwada  
Pune 411 006

48	Suzlon Wind Energy South-Africa (PTY) Limited
49	Suzlon Wind Energy Uruguay SA
50	Suzlon Wind Enerji Sanayi VE Ticaret Limited Sirketi
51	Suzlon Wind International Ltd.
52	Tarilo Holding BV
53	Tornado Solarfarms Limited
54	Vakratunda Renewables Limited
55	Valum Holding B.V.
56	Varadvinayak Renewables Limited
57	Vignaharta Renewable Energy Limited
	<b>Associate</b>
1	Suzlon Energy (Tianjin) Limited
	<b>Jointly controlled entities</b>
1	Amun Solarfarms Limited
2	Avighna Solarfarms Limited
3	Prathamesh Solarfarms Limited
4	Rudra Solarfarms Limited
5	SE Solar Limited
6	Suzlon Generators Ltd.
7	Vayudoot Solarfarms Limited



For Immediate Release

19<sup>th</sup> May, 2017

## Suzlon demonstrates sustainable turnaround; posts net profit of Rs.839 crores in FY17

- FY17 volumes of 1,779 MW, grew by 98% as against industry growth of 48%
- EBITDA margin of 17% at Rs. 2,203 crores; registering a growth of 64% for the full year
- Looking at strong growth in FY18 with 1,562 MW firm orders
- Net Debt reduced by Rs. 341 crores in FY17 despite growing volumes

**Pune, India:** Suzlon Group, India's largest renewable energy solutions provider, announced its audited quarterly (Q4 FY17) and annual (FY17) results.

Suzlon recorded an all-time high commissioning, by installing 1,779 MW in FY17 taking its cumulative installations to over 11 GW in India and over 17 GW globally.

**Tulsi Tanti, Chairman and Managing Director, said,** “*It gives me immense pleasure to announce that Suzlon delivered yet another profitable year. Our focus has been on restoring the confidence of every stakeholder and today, the performance speaks for itself. We continue to work towards scaling greater heights.*

*I congratulate and thank our management team, employees, customers, bankers, vendors, suppliers and shareholders who continued to support us throughout our journey.”*

**J P Chalasani, Group CEO,** said, “*We continue to demonstrate strong operational performance on every front including volume growth, commissioning and order intake. The performance in Q4 FY17 displayed the never-say-die spirit of Suzlon in achieving such record numbers for the first time in its illustrious history. Furthermore, we created ~1,800 MW of blade manufacturing capacity in one single year. All that we committed at the beginning of the year has been delivered and we look forward to capitalize on the potential in the industry.”*

**Kirti Vagadia, Group CFO, said,** “*We started FY17 with a clear focus on profitability which we delivered by ramping up volumes and exercising better control over fixed costs. Despite achieving phenomenal growth in volumes and profitability, we have managed to reduce our net working capital, optimized the debt profile and continue to maintain strong liquidity position for future ramp up. ”*

Our order book as on 31<sup>st</sup> March, 2017 stood at 670 MW. The order intake during Q1 FY 18 so far is 411 MW and an additional order of 250 MW from our customer in the SECI bidding. These orders have been received from IPP customers and retail for S111 90m and S111 120m. Further we are carrying an order book of 231 MW in solar, taking our total order book to 1562 MW. These orders will be commissioned in FY18.

**Suzlon Group Q4 FY17 / Annual financial performance at a glance:**

**Revenue**

- FY17 Rs. 12,693 crores against Rs. 9,430 crores in FY16; 35% growth Y-o-Y
- Q4 FY17 Rs. 4,993 crores against Rs. 3,219 crores in Q4 FY16

**Operating Performance (EBITDA\*)**

- FY17 EBITDA of Rs. 2,203 crores, EBITDA margin of 17%
- Q4 FY17 EBITDA at Rs. 722 crores, EBITDA margin at 15%

**Consolidated Net Term Debt (excluding FCCB)**

- FY17 at Rs. 6,198 crores down from Rs. 6,528 crores in FY16

**Order Book and Order Intake**

- Order book as on date stands at 1,562 MW including 231 MW from Solar
- Consolidated customer advance stands at Rs. 793 crores which reflects the good quality of order backlog.

**Key highlights:**

1. New product

- The S111-120m wind turbine generator achieved ~42% Plant Load Factor (PLF) in its first 12 months of operation, reflecting a 20% higher energy yield compared to S97-120m

2. Debt optimisation

- Foreign Currency Convertible Bonds (FCCBs) worth US\$ 30 million were repaid along with the applicable redemption premium
- SBLC backed debt repaid US\$ 21 million
- FCCBs worth US\$ 326 million have been converted till date, since the date of issuance.

3. Net Working Capital

- Reduced overall net working capital to 14% of revenues from 23% in Q3 despite 20% higher volumes

4. Manufacturing

- Three new blade factories commenced operations in Badnawar (MP), Jaisalmer (Raj) and Anantpur (AP) in FY17

5. Milestone

- Suzlon achieved over 11,000 Megawatt (MW) cumulative wind energy installations in India

6. Credit Rating

- Rating agency CARE has upgraded Suzlon's investment grade credit rating to BBB from BBB-
- Rating agency CARE has upgraded SE Forge's investment grade credit rating to BBB from BBB-
- Suzlon Global Services Limited (formerly known as Suzlon Structures Limited) ("SGSL") has received A- (Provisional) credit rating with stable outlook from CARE

## 7. Awards & Recognition:

- Golden Peacock Awards 2016 in the Eco innovation category for S97 120m
- Thomson Reuters India Innovation Awards 2016
- Renewable Energy India (REI) Awards 2016 - Tulsi Tanti for Industry Man of Year award
- Switch Awards 2016
  - Lifetime Achievement Award to Tulsi Tanti
  - 1st Runner Award for Best Stall in large category
- IWEF Awards 2016
  - Wind Turbine Tower Technology Company of the Year
  - Runner Up Award for Wind Turbine Manufacturer of the Year
- SE Forge received the 'Excellence Award for Partner in Growth' from its esteemed customer, General Electric (GE)
- Suzlon Wind Energy Corporation (SWECO), received AWEA Health and Safety Achievement Award in USA

## 9. Market Outlook

- Wind Energy in India delivered its highest installation of 5,502 MW in FY17 registering 61% growth over 3,415 MW in FY16
- INR 40,000 crores (USD 6.2 billion) of total investment made in wind manufacturing in India
- In FY17, India added 15.3 GW in the renewable energy while conventional power rose just 7.6 GW
- India's commitment at COP21 to achieve 40% energy through non-fossil sources by 2030 will continue to fuel demand for clean energy
- Strong intent of the Government and supportive policy actions to enhance the role of renewables in India's energy security
- In the next six years, wind energy is expected to grow at 6 GW per annum to achieve the targets

### Note to the editor:

- EBITDA is pre Forex gain/loss

### About Suzlon Group:

The Suzlon Group is one of the leading renewable energy solutions providers in the world with an international presence across 19 countries in Asia, Australia, Europe, Africa and North and South America. With over two decades of operational track record, the Group has a cumulative installation of approximately 17 GW of wind energy capacity, over 8,900 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. Over 11 GW of the Group's installation is in India, which makes up for ~35% of the country's wind installations, making Suzlon the largest player in this sector. The Group, headquartered at Suzlon One Earth in Pune, India, is comprised of Suzlon Energy Limited and its subsidiaries.

Suzlon corporate website: [www.suzlon.com](http://www.suzlon.com)

Press Contact Suzlon Group	Investor Relations Contact
Viswakumar Menon Group Head, Corporate Communications Suzlon Group Tel: +91 9820069928 E-mail: <a href="mailto:vk.menon@suzlon.com">vk.menon@suzlon.com</a>	Ashish Gupta Investor Relations Suzlon Group Tel.: +91 (22) 6184 3700 E-mail: <a href="mailto:gupta.ashish@suzlon.com">gupta.ashish@suzlon.com</a>



# Suzlon Energy Limited

Annual Results FY17

19 May 2017

# 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 the 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

# Agenda

FY17 Key Highlights

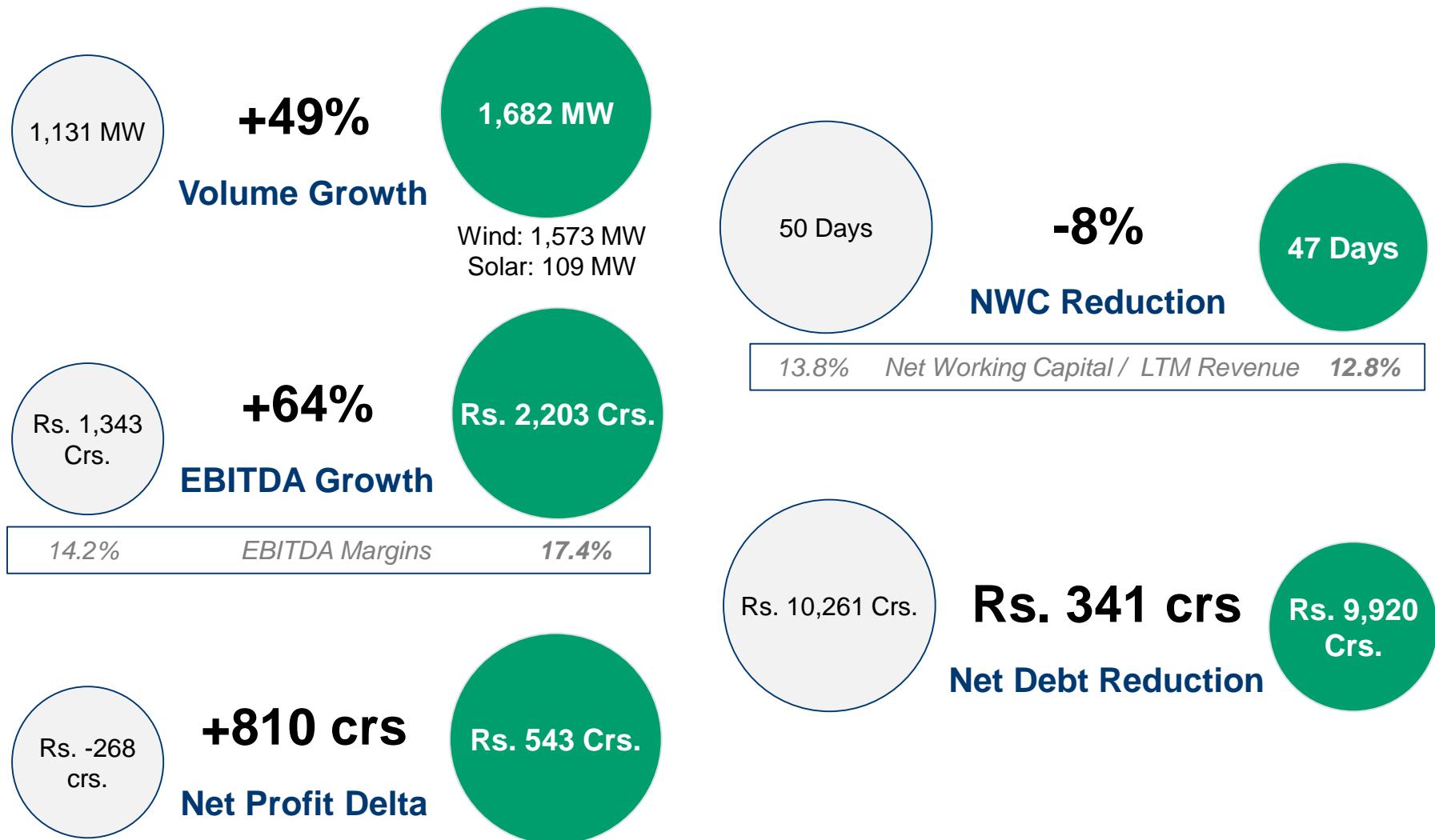
Debt Overview

Technology Update

Industry Opportunity

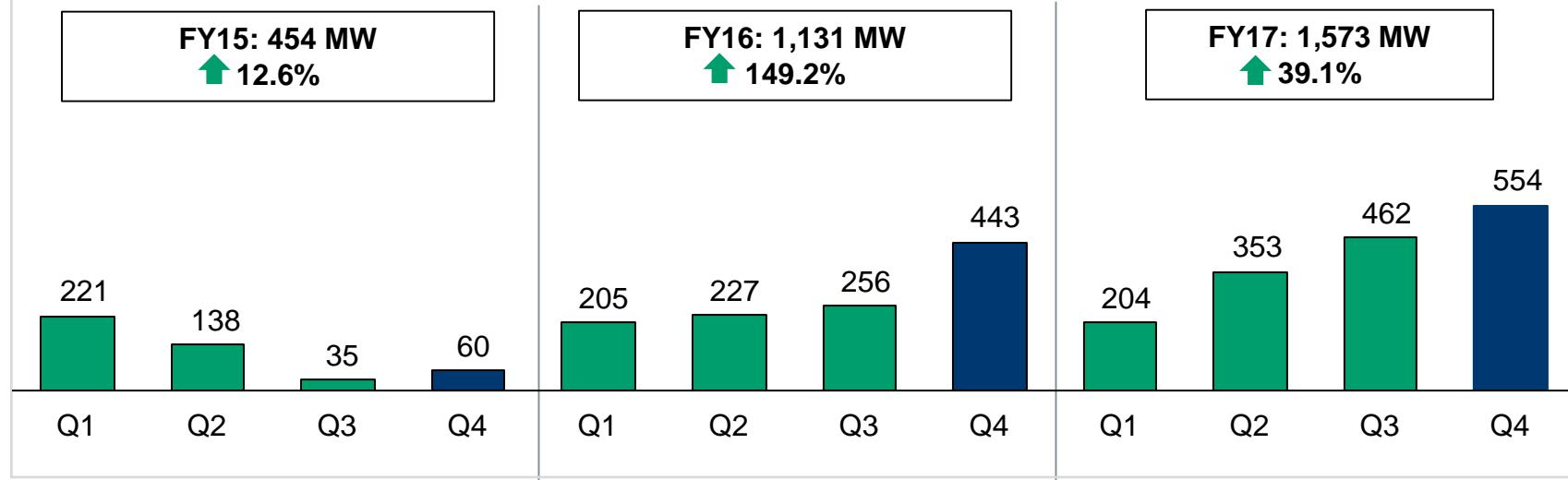
Detailed Financials

# FY17: Strong Growth and Profitability

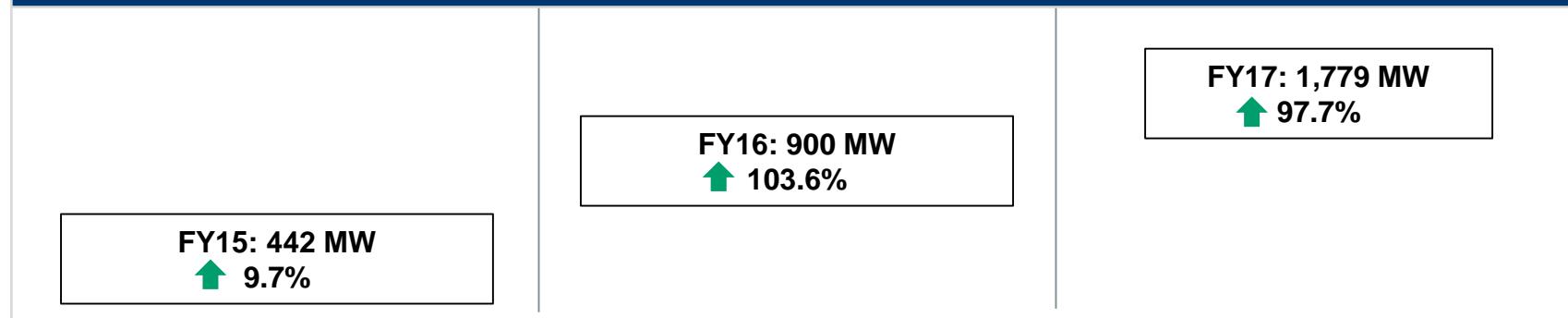


# Highest Ever Annual Wind Volumes

## Revenue Recognition Volumes (MW)



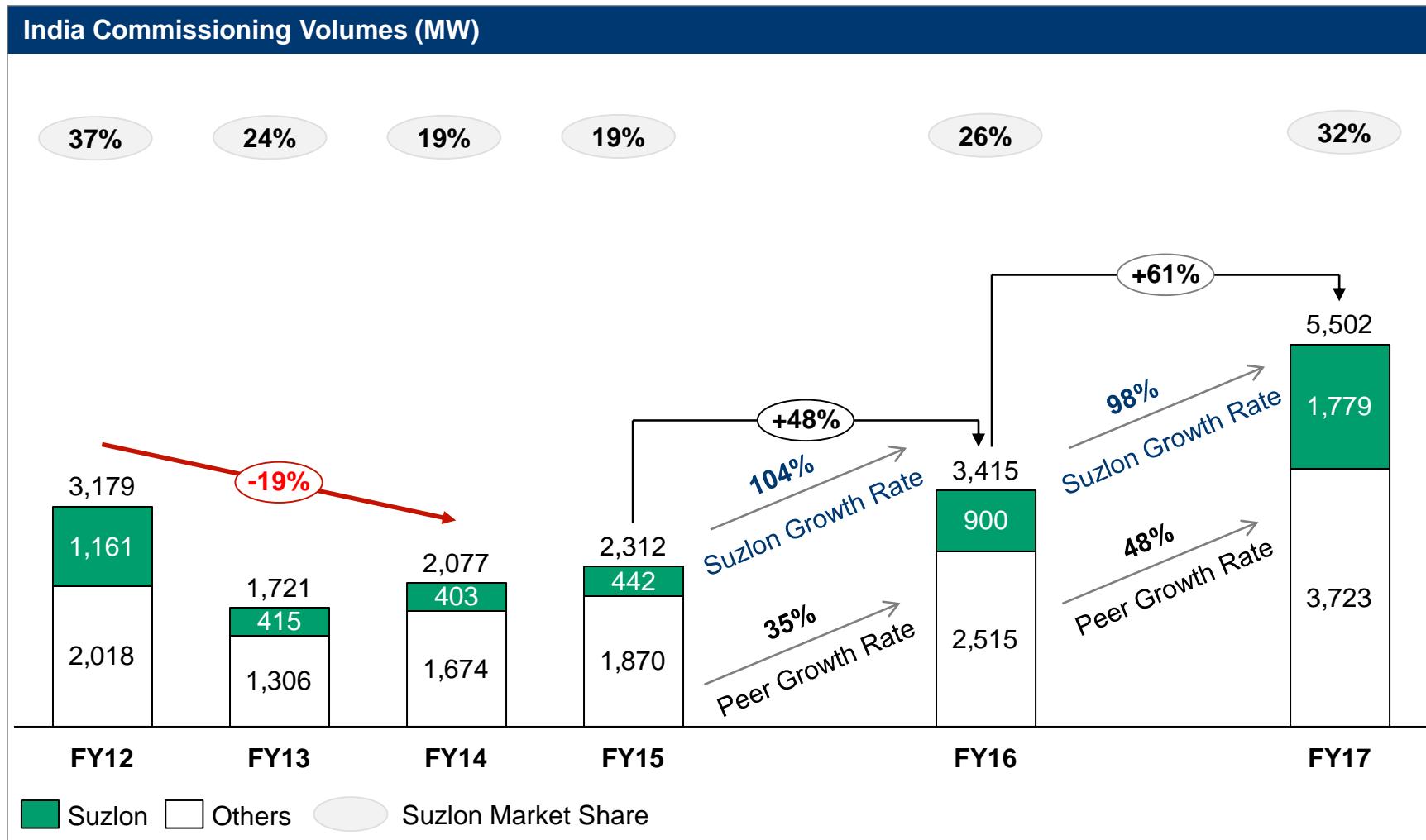
## Commissioning Volumes in India (MW)



Volume Expansion

**SUZLON**  
POWERING A GREENER TOMORROW

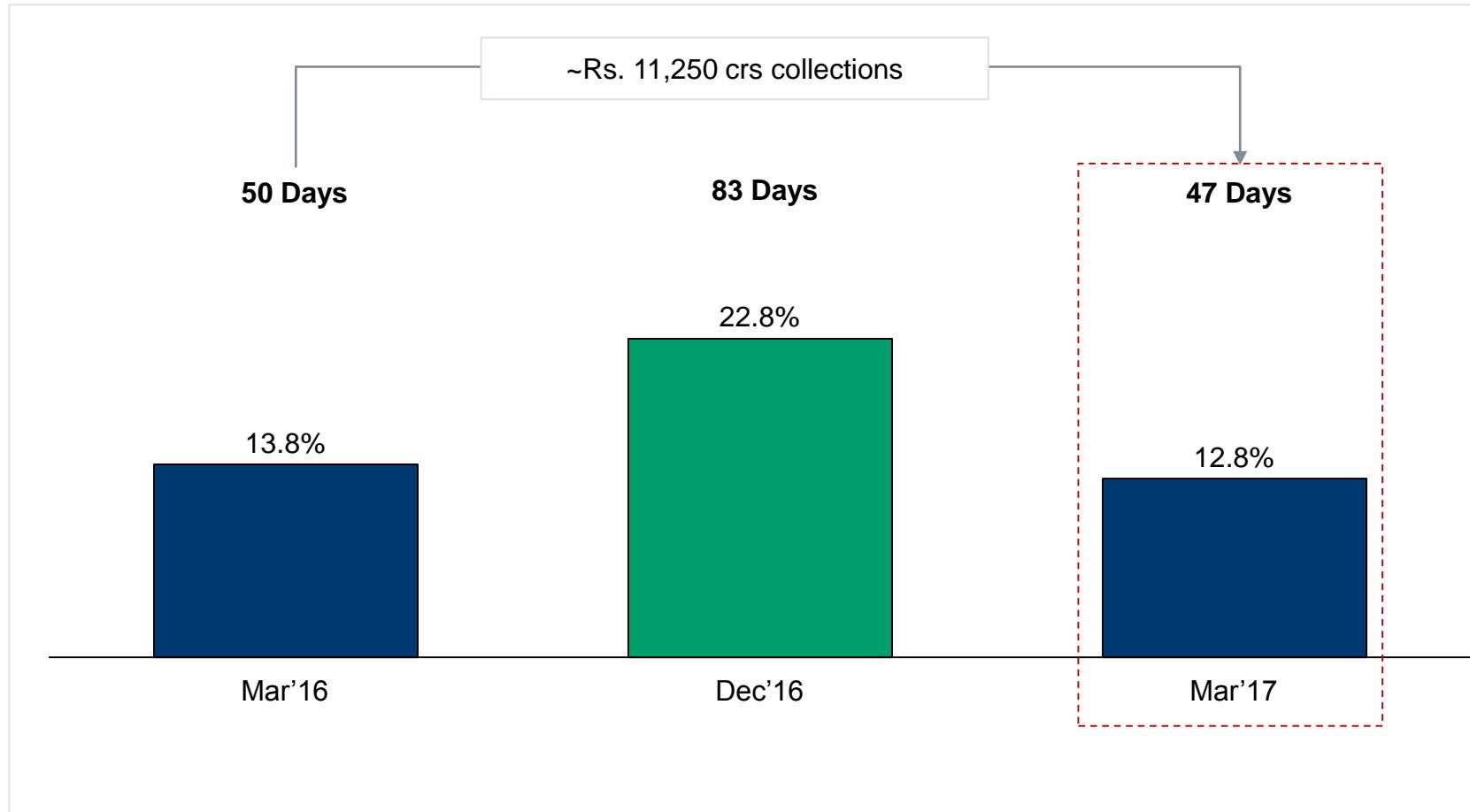
# Increasing Market Share in Growing India Market



Source: MNRE

Growing faster than market and peer group

## Net Working Capital



Note: NWC % and no. of days calculated on trailing 12 months Revenue

Strong operating efficiency

# Result Snapshot (Consolidated)

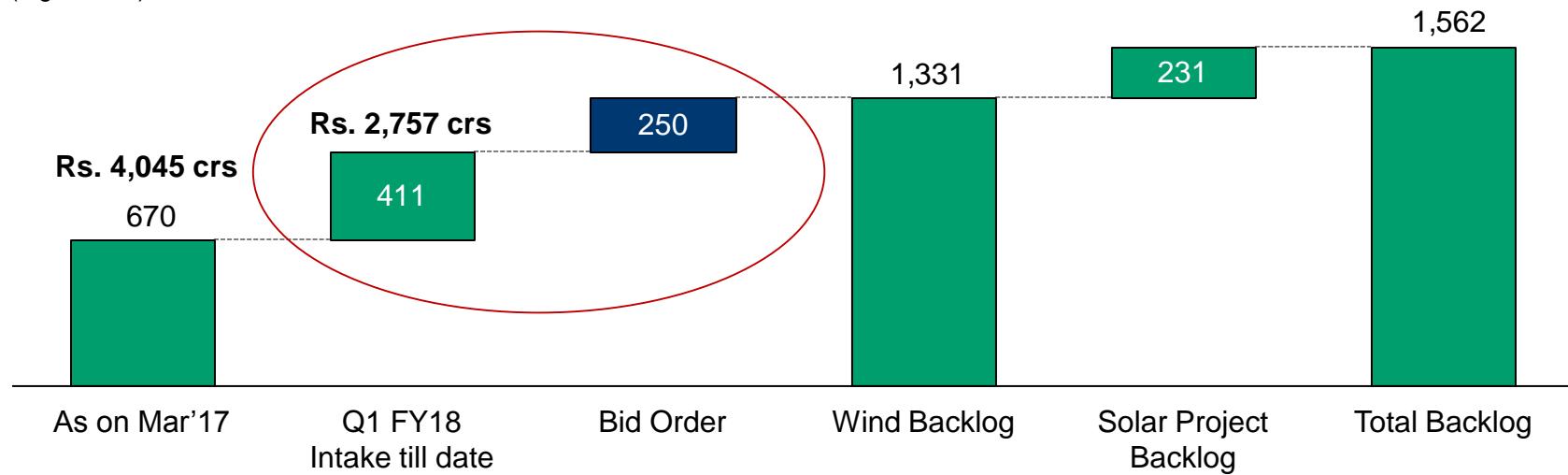
(Rs. Crs.)

Particulars	Q4 FY17 Audited	Q4 FY16 Audited	Q3 FY17 Unaudited	FY17 Audited	FY16 Audited
Revenue	4,993	3,219	3,316	12,693	9,430
<b>Gross Profit</b>	<b>1,698</b>	<b>1,153</b>	<b>1,457</b>	<b>5,150</b>	<b>3,826</b>
<b>Gross Margin</b>	<b>34.0%</b>	<b>35.8%</b>	<b>43.9%</b>	<b>40.6%</b>	<b>40.6%</b>
Employee Expenses	-279	-232	-253	-1,046	-959
Other Expenses (net)	-697	-476	-459	-1,901	-1,523
<b>EBITDA (Pre FX)</b>	<b>722</b>	<b>444</b>	<b>745</b>	<b>2,203</b>	<b>1,343</b>
<b>EBITDA Margin (Pre FX)</b>	<b>14.5%</b>	<b>13.8%</b>	<b>22.5%</b>	<b>17.4%</b>	<b>14.2%</b>
Depreciation	-110	-116	-108	-392	-392
Net Finance Cost	-321	-300	-310	-1,199	-1,206
Taxes, Minority and Others	-24	-13	-28	-69	-14
<b>PAT (Pre Fx and Ex. Items)</b>	<b>268</b>	<b>15</b>	<b>299</b>	<b>543</b>	<b>-268</b>
FX Gain / (Loss)	311	-82	-17	297	-242
Exceptional Items	0	-267	0	0	1,080
<b>Reported PAT</b>	<b>579</b>	<b>-334</b>	<b>282</b>	<b>839</b>	<b>570</b>

Note: Senvion was fully divested by Suzlon group on 29th April 2015. Accordingly FY16 consolidated results include 1 month of Senvion performance, hence not directly comparable

# Order Book

(Fig. in MW)



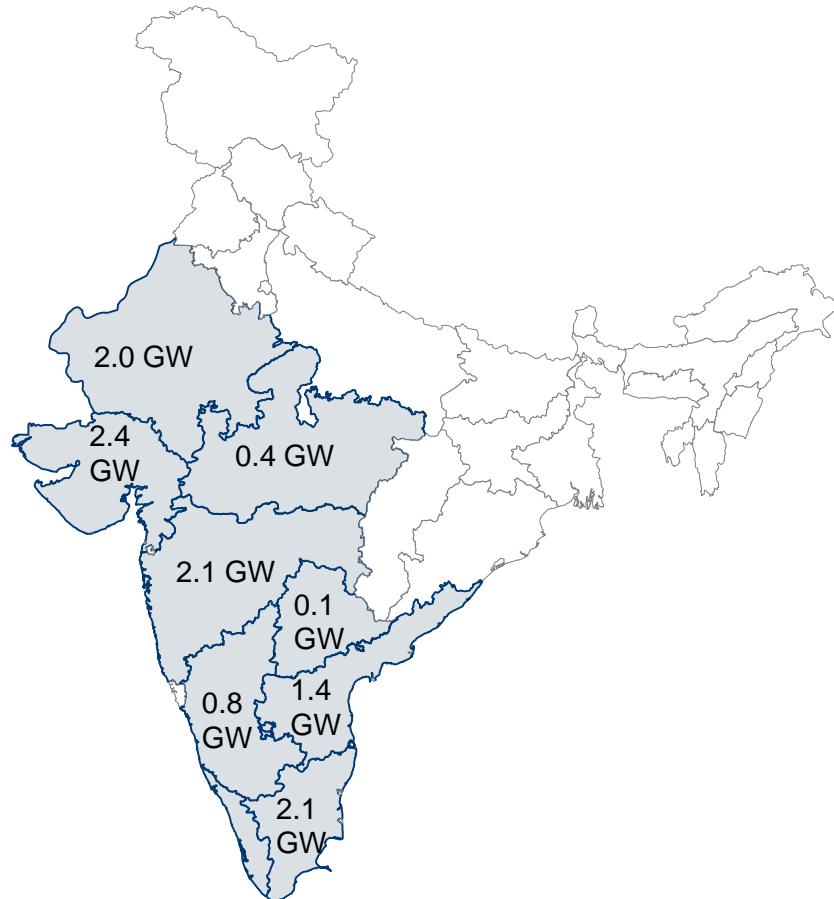
## Order Book does not include

- Strong discussion pipeline (Domestic + International)
- Frame Contracts
- OMS backlog
- SEFL backlog

# Surpassed 11 GW wind energy installations in India

Ranked No. 1 in Renewables Sector

Ranked No. 4 in Power Sector



Largest fleet under Operation and Maintenance fold in India

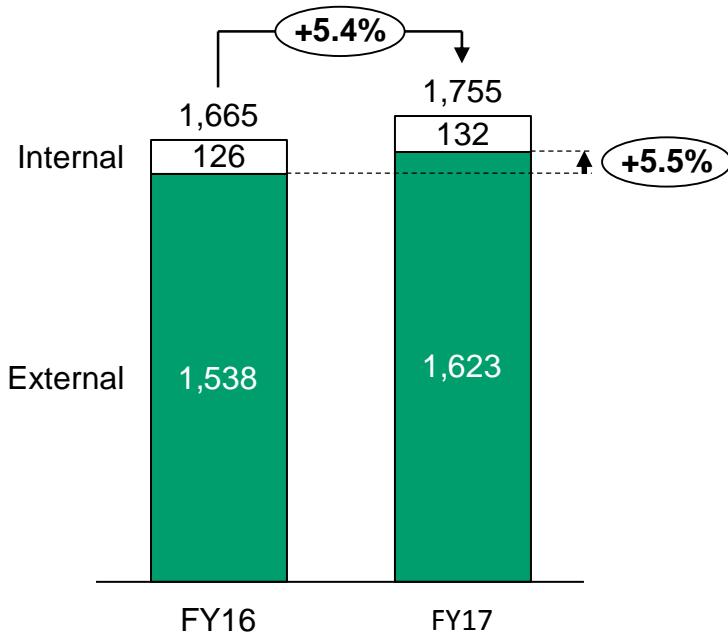
	# of Turbines	MW
<= 1 MW	1,749	850
>1 MW < 2 MW	4,196	5,702
=>2 MW	2,259	4,744
Total	8,204	11,296

- 35% - All India installed Wind Capacity
- 23% - All India installed renewable capacity
- ~1,700 customer relationships
- 22 years of operating track record
- 25 TWh estimated of annual clean energy;  
=2,000 mn trees planting p.a.  
=~18.3 mn tonnes coal avoidance p.a.  
=~24.2 mn tonnes CO2 emission savings p.a.

# Operation and Maintenance Service Business

(Rs. Crs.)

## Service Revenues



- ✓ **Growing into a sizeable & profitable business**
  - ~13% external revenue share in full year FY17
- ✓ **Annuity like business**
  - Non cyclical business in nature
  - Steady cash flow generation
- ✓ **100% renewal track record in India**
  - Every turbine sold by us in India is under our Service fold
  - Custodian of >11 GW of Assets (US\$ 11 bn) in India
  - 20 years of track record in India

## Solar Update



*Note: Additional bids won for 175 MW solar project in Jharkhand, for which PPA is yet to be signed*

# Agenda

FY17 Key Highlights

## Debt Overview

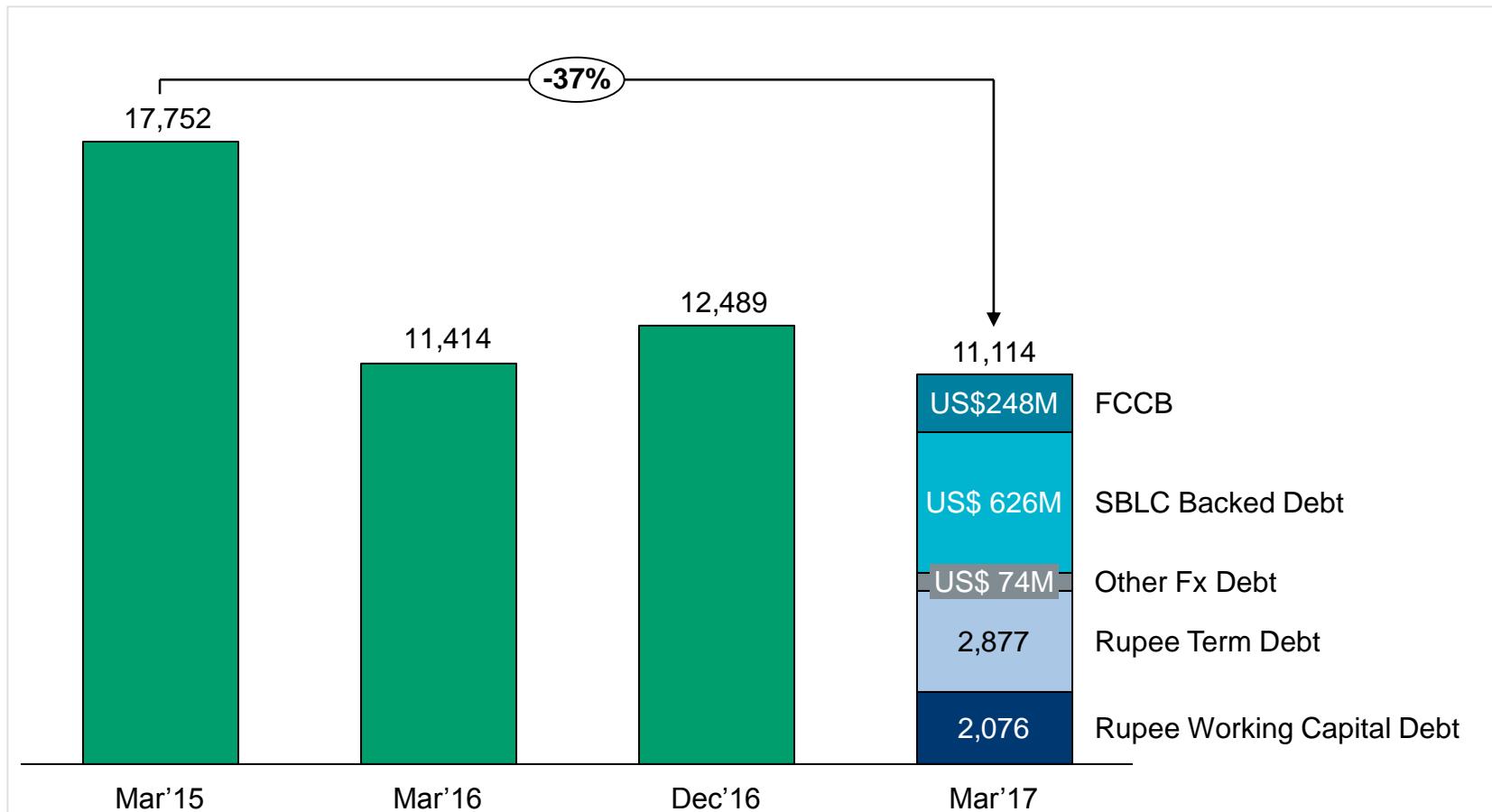
Technology Update

Industry Opportunity

Detailed Financials

## Gross Debt Levels

(All figures in Rs Crs, except wherever mentioned)



FCCB worth US\$26.6M further converted post Mar'17

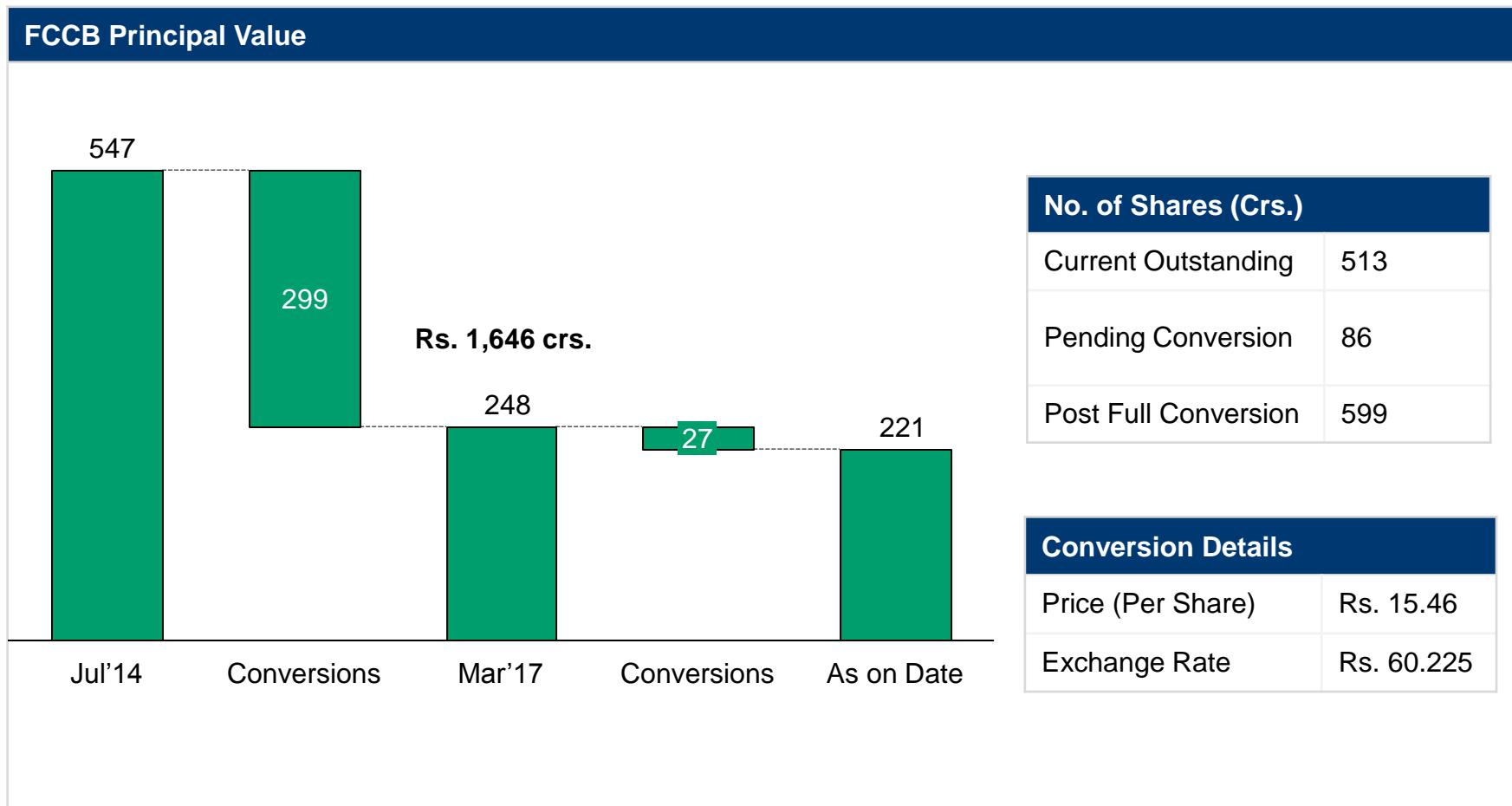
37% lower than peak debt levels

## Mar'17 Debt Profile

(Excluding FCCB)	31 <sup>st</sup> Mar'17	5 year Maturity Profile												
SBLC Backed AERH Debt	Rs. 4,038 Crs.* (US\$ 626 M)	<ul style="list-style-type: none"> <li>• Current bullet maturity of March 2018</li> <li>• SBLC facility lenders consented to <b>SBLC extension till 2023</b></li> <li>• <b>RBI approval received</b></li> </ul>												
Other FX Term Debt	Rs. 477 Crs. (US\$ 74 M)	(Rs. Crs.) <table border="1"> <thead> <tr> <th>Financial Year</th> <th>Term Debt (Rs. Crs.)</th> </tr> </thead> <tbody> <tr> <td>FY18</td> <td>138</td> </tr> <tr> <td>FY19</td> <td>390</td> </tr> <tr> <td>FY20</td> <td>564</td> </tr> <tr> <td>FY21</td> <td>758</td> </tr> <tr> <td>FY22</td> <td>816</td> </tr> </tbody> </table>	Financial Year	Term Debt (Rs. Crs.)	FY18	138	FY19	390	FY20	564	FY21	758	FY22	816
Financial Year	Term Debt (Rs. Crs.)													
FY18	138													
FY19	390													
FY20	564													
FY21	758													
FY22	816													
Rupee Term Debt	Rs. 2,877 Crs.													
<b>Gross Term Debt</b>	<b>Rs. 7,392 Crs.</b>													
<b>Net Term Debt</b>	<b>Rs. 6,198 Crs.</b>													
Working Capital & Short Term Debt	Rs. 2,076 Crs.													

# July 2019 FCCB Series Overview

(US\$ Mn)



Upon conversion, debt to reduce and net worth to strengthen

Note: 1 US\$ = Rs 64.85;

# Enhancement in Credit Rating

Company	Previous Rating	Current Rating	Remarks
<b>Suzlon</b> <ul style="list-style-type: none"> <li>• Suzlon Energy Limited and its domestic subsidiaries, except SE Forge</li> <li>• Pooled together under CDR for security purposes</li> </ul>	<b>BBB-</b>	<b>BBB</b>	<i>1 Notch Upgrade</i>
<b>SE Forge Limited</b>	<b>BBB-</b>	<b>BBB</b>	<i>1 Notch Upgrade</i>
<b>Suzlon Global Services Limited</b> (India OMS Division Carve out) <ul style="list-style-type: none"> <li>• For proposed debt raising at SGSL</li> </ul>		<b>A-</b> (Provisional)	<i>2 Notch higher than parent, (Reflects stable cash flow profile)</i>

Note: Issued by CARE Ratings for domestic bank facilities

To result in interest cost optimization

# Agenda

FY17 Key Highlights

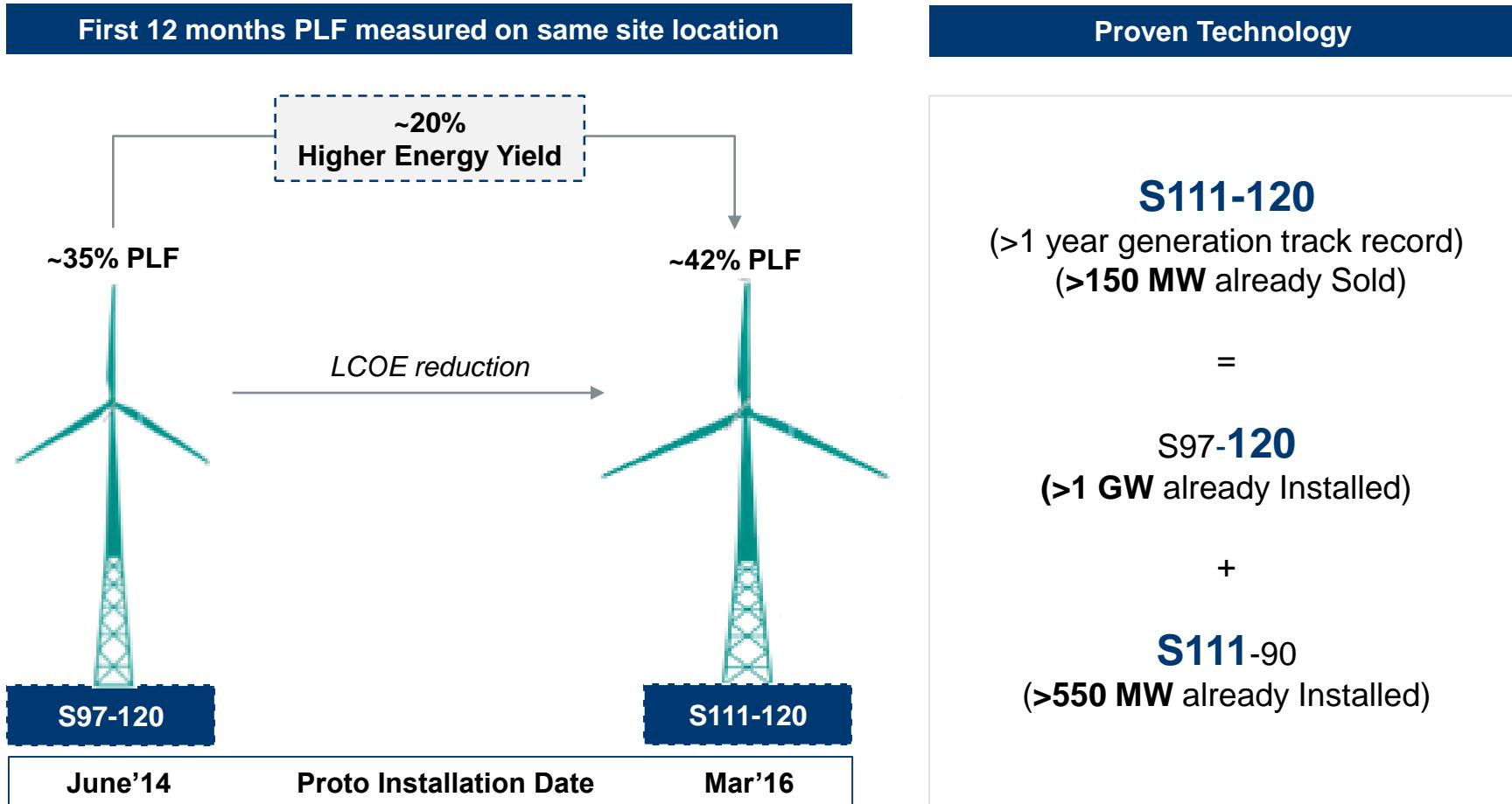
Debt Overview

**Technology Update**

Industry Opportunity

Detailed Financials

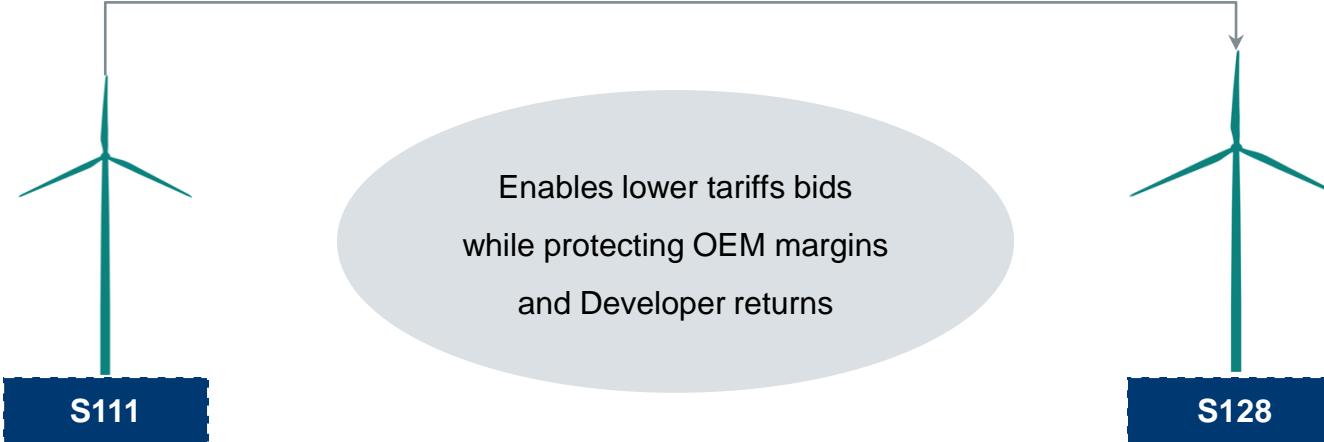
# Commercialized S111-120: “Industry Game Changer”



Making lower wind tariffs feasible

# Next Generation Products

**~10% LCOE Reduction**



Product	<b>S128 – 2.6 MW</b>	<b>S128 – 3.0 MW</b>
MW Rating	2,600 kW	3,000 kW
Rotor Diameter	128 meters	128 meters
Tower Height	120 m - 140 m	120 m - 140 m
Wind Class	IEC III (Low Wind)	IEC II (Medium Wind)
Focus Markets	Domestic	International
Time to Market	CY18	CY18

**Committed to lower LCOE**

# Hybrid Towers – Innovation at Work, Unique in the World

Accessing higher wind speed at higher altitude, increasing energy output



## Advantage Hybrid

- Enables to achieve higher hub height at optimized cost
- Reduced steel requirement; reduced overall weight
- Lower foundation cost
- Simplified logistics and lower cost
- 24 sq. m base enhances stability and strength of the structure

Hub Height Variants	120 M	
Product Suites	S97-120	S111-120
Proto Installation Date	June '14	Mar '16
Location	Gujarat	Gujarat
1 <sup>st</sup> Year PLF	~35%	~42%

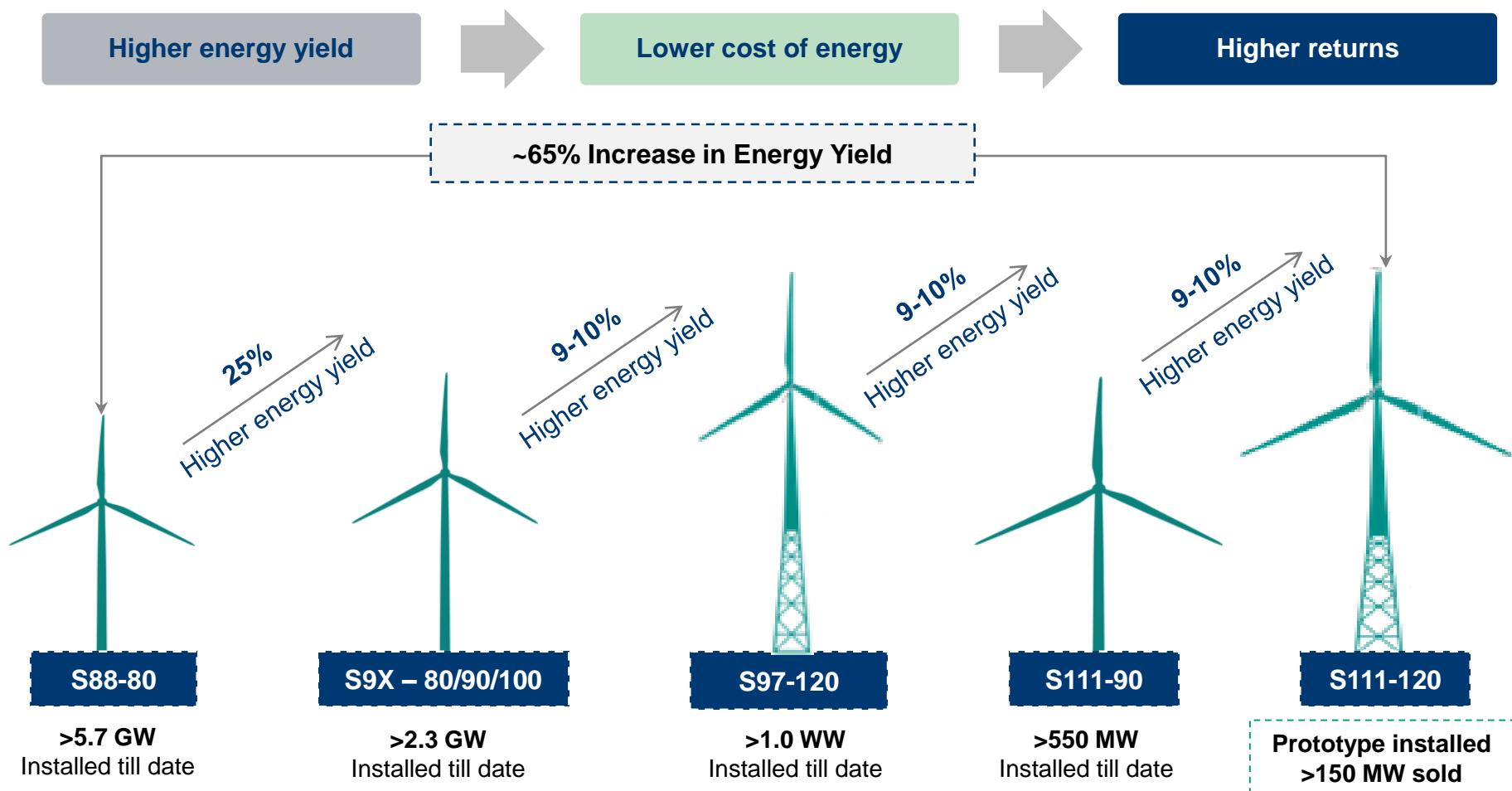
Optimizing cost and generation for low wind sites

# Globally Proven In-House R&D Capabilities

Suzlon Technology Locations:			
Germany	Hamburg	<ul style="list-style-type: none"> <li>- Development &amp; Integration</li> <li>- Certification</li> </ul>	 Hamburg
	Rostock	<ul style="list-style-type: none"> <li>- Development &amp; Integration</li> <li>- Design &amp; Product Engineering</li> <li>- Innovation &amp; Strategic Research</li> </ul>	 Rostock
The Netherlands	Hengelo	<ul style="list-style-type: none"> <li>- Blade Design and Integration</li> </ul>	 Hengelo
India	Pune	<ul style="list-style-type: none"> <li>- Design &amp; Product Engineering</li> <li>- Turbine Testing &amp; Measurement</li> <li>- Technical Field Support</li> <li>- Blade Engineering</li> </ul>	 Pune
	Vadodara	<ul style="list-style-type: none"> <li>- Blade Testing Center</li> </ul>	 Aarhus
	Hyderabad	<ul style="list-style-type: none"> <li>- Design &amp; Product Engineering (BOP team)</li> </ul>	 Vejle
	Chennai	<ul style="list-style-type: none"> <li>- Design &amp; Product Engineering (Gear Box Team)</li> </ul>	
Denmark	Aarhus Vejle	<ul style="list-style-type: none"> <li>- SCADA</li> <li>- Blade Science Center</li> </ul>	

Best match between skills & location – Efficient leverage of R&D spending

## 2.1 MW Series: Proven Platform with >100,000,000 Operating Hours



Over 4,000 turbines across 17 countries

# Agenda

FY17 Key Highlights

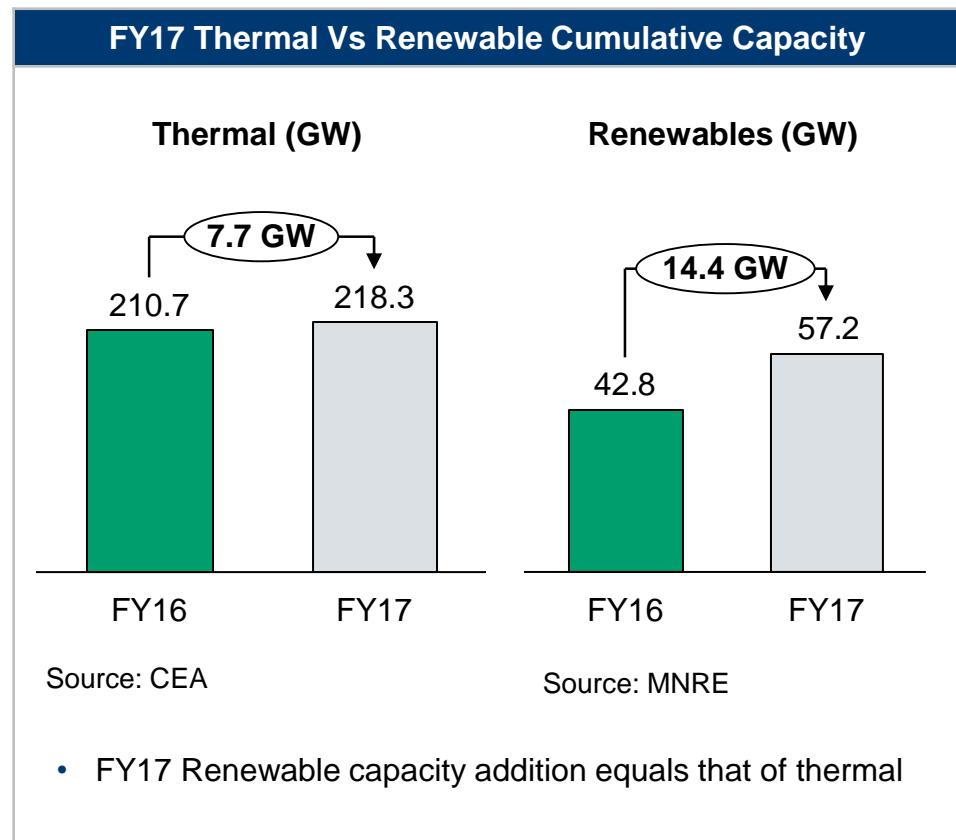
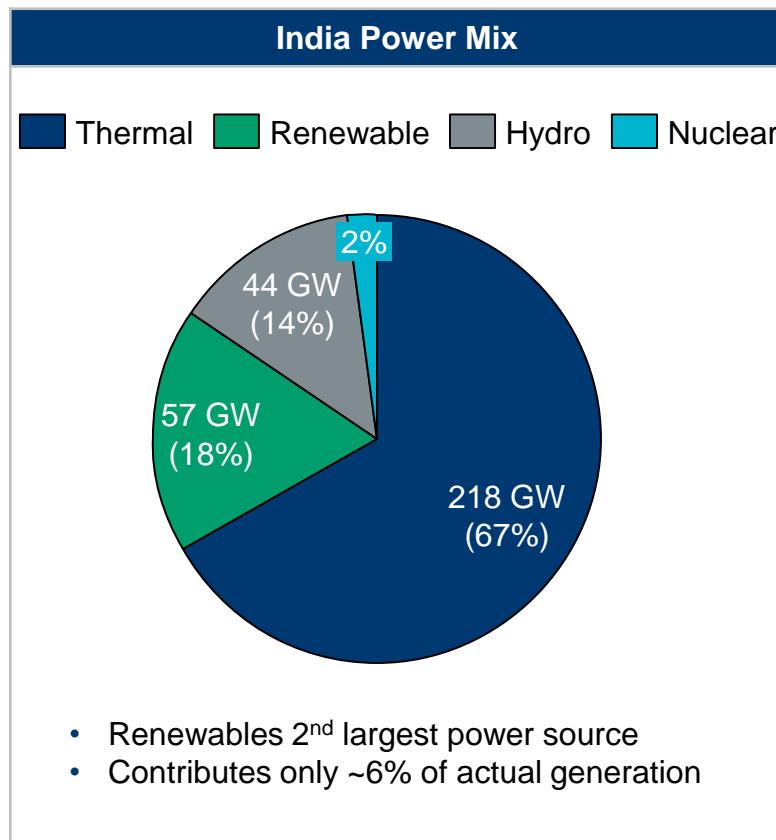
Debt Overview

Technology Update

**Industry Opportunity**

Detailed Financials

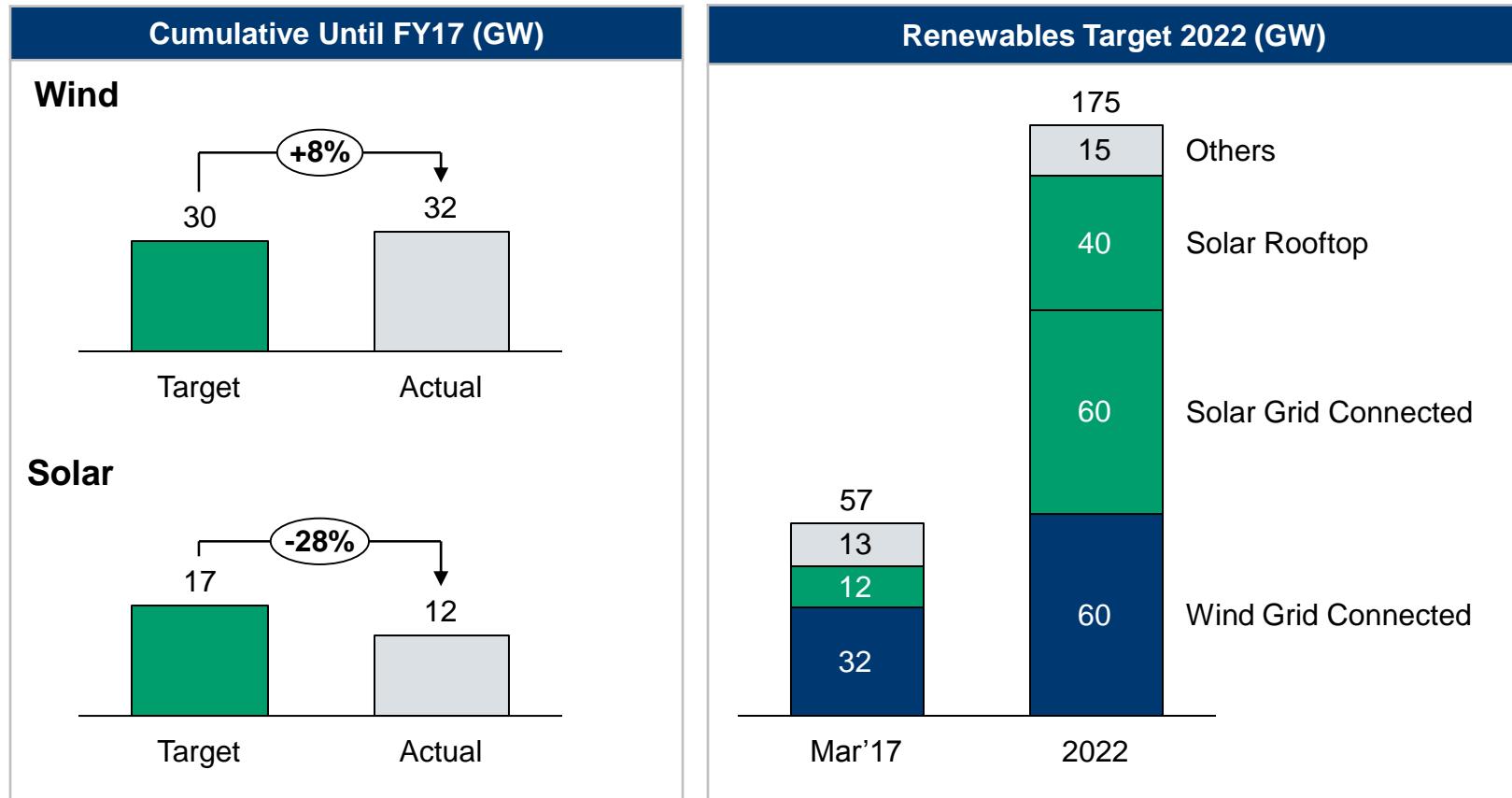
# India Renewables Exceeds Thermal Capacity Addition in FY17



**India's COP 21 commitment: To reduce 33-35% carbon emissions by 2030**

No new thermal capacity addition is being planned at least until 2022

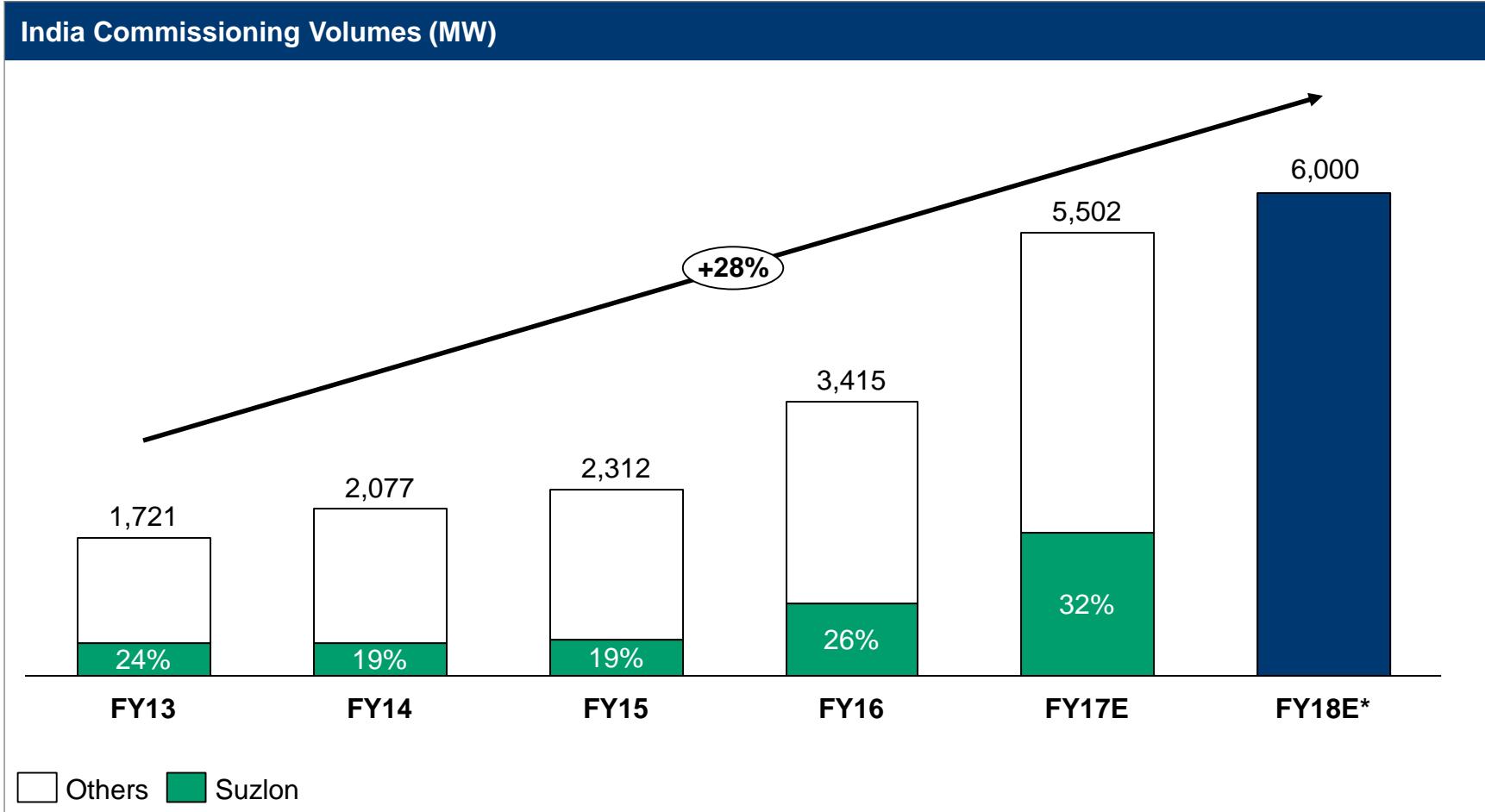
# Wind Vs Solar – Target Vs Actual Capacity Addition



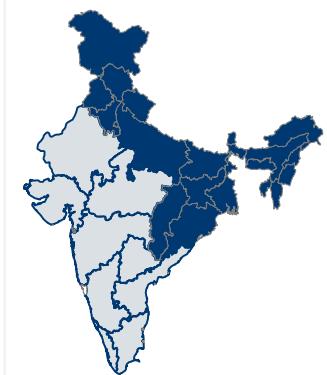
Source: MNRE

Wind is ahead of its target

# Wind Market Expected to Touch New High for 3<sup>rd</sup> Consecutive Year in FY18



# SECI Wind Bidding: Central Level Auctioning

Typical Bidding Structure		Incremental Demand	
Developers	25 year PPA	Existing	With SECI Auction
Awarded through transparent 2-stage bidding process	SECI authorised Entity	Inter State Transmission Charges Waved	 
	25 year PSA	Enables Installation in Windy State but procurement by Non Windy State	
State DISCOMS (Primarily Non Wind States)		Project Location	9 Windy States
		Power Demand	9 Windy States
			29 States / 9 UTs

MNRE target **5-6 GW p.a.** of central level reverse auction for non-wind states

**(2.2 GW of auction already announced)**  
(1.05 GW completed in Mar'17, another 1.10 GW to be completed in Jun'17)

**LOWER POWER COSTS + PAN INDIA OFFTAKE = INCREASE IN MARKET SIZE**

**SUZLON**  
POWERING A GREENER TOMORROW

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

# Direct Bidding Vs Pre-Bid Tie Up for Bidding Volumes

## Pre Bid Tie Up

Customer Confidence  
+  
Strong Project Pipeline  
+  
Strong Technology  
+  
Execution Capabilities

Low Risk Approach



(Strategy)

## Direct Bidding

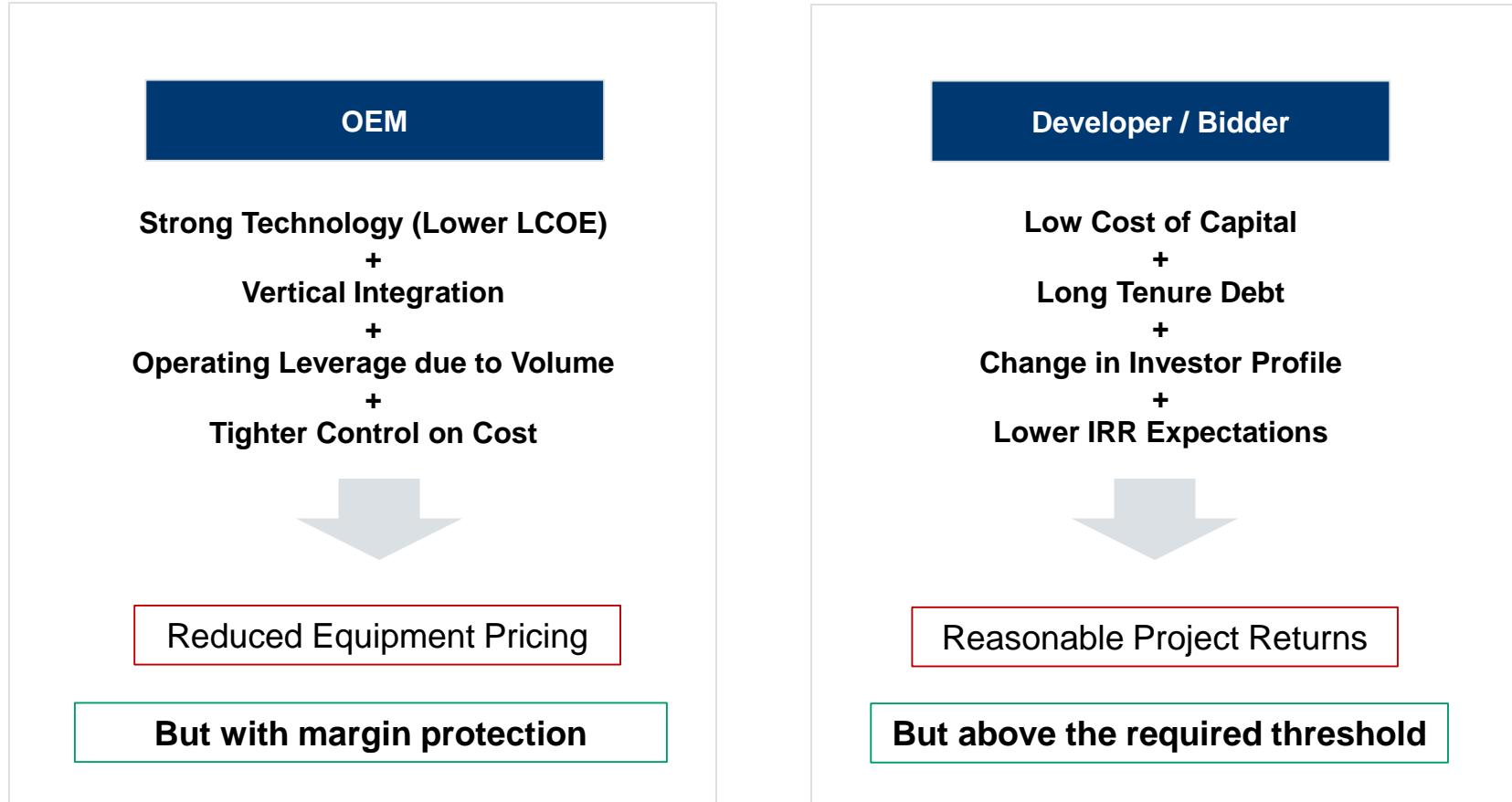
**51% mandatory to be held until 1 year from COD**

Riskier Approach

- Financial Criteria only for the Bidding Entity
- Suzlon Group has lot of well capitalized subsidiaries which qualifies for bidding
- **Suzlon prefers pre bid tie ups**

**Direct Bidding restricts potential for pre-bid tie-ups due to conflict of interest**

# Sustainable reduction in Wind Tariff



# Expanded Customer Base

## Demand for Wind Power

### Demand from Non Wind Sates

- Procurement through central auctions
- 2 GW already initiated
- Driven by large backlog of RPO

5 - 6 GW  
p.a.

### Demand from Wind Sates

- Procurement through FiT / auction route
- FY17 saw 4-5 GW of execution based on demand from wind states alone

3 - 4 GW  
p.a.

### Captive Markets

- Widening gap of industrial power tariffs and Wind LCOE
- Freezing power costs for entire life cycle with huge saving on power costs

1 GW  
p.a.

## Investors for Wind Power projects

### Utilities: Domestic + Foreign

- Emerging customer group
- Mainstream investment from domestic utilities
- Global utilities now entering the market

### IPP

- ~6-7 years of presence now in India
- Grown into large sized IPPs
- Continues to actively invest in renewables

### PSU: CPSE + SPSE

- All central level auctions have 10% participation from CPSE
- SPSE to incrementally buy from State auctions / FiT scheme

**New Wind Capacity Cost cheaper than New Coal**

**Favourable risk return profile compared to other investments**

**Strong Volume Drivers in Place**

# Suzlon Strengths in India Wind Market



Full Turnkey Solution Provider

Target



Technology Leadership



Best In Class Service Capabilities

Pan India Presence



Strong Customer Relationship



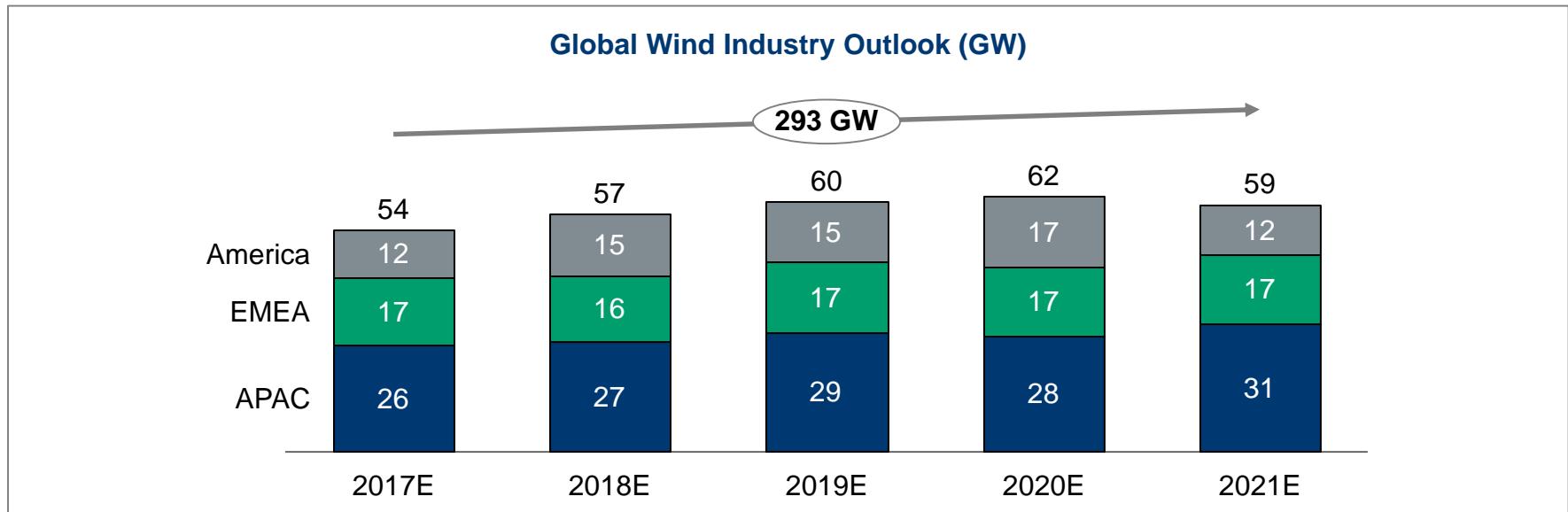
REGAIN  
50%+ MARKET SHARE

20+ Years Track Record



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

# International Market Roadmap



Source: MAKE Q1 2017 Market Outlook Update

Prioritizing markets based on opportunity, sustainability and ease of access

# USA PTC Volume: ~500 MW Pipeline Created for 100% PTC Projects

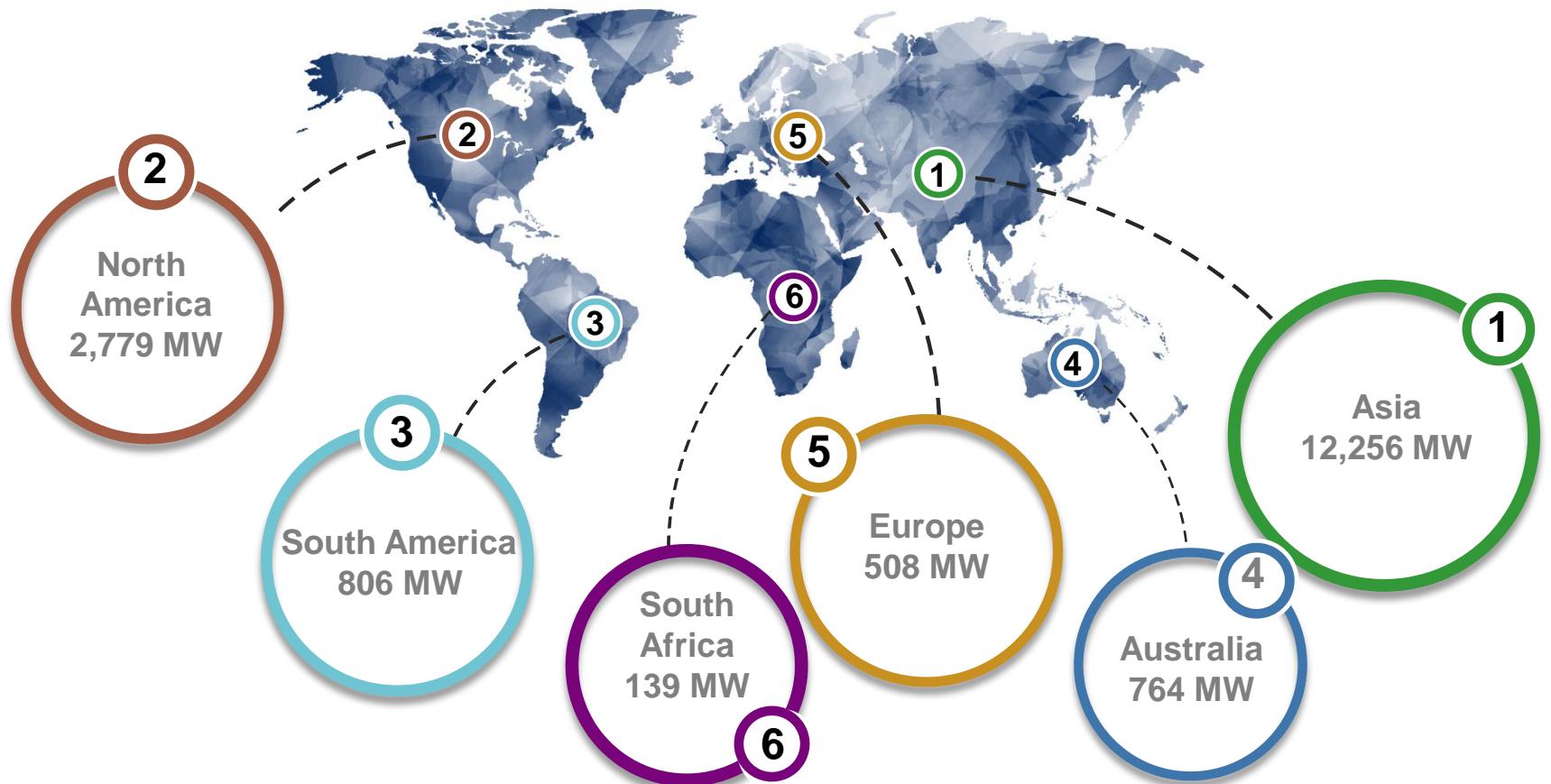
## Production Tax Credit (PTC) Extension: Huge Volume Opportunity

- PTC in USA extended until 2019 with benefits stepping down every year before phase out
- In order to qualify, projects only need to start construction and make a minimum 5% investment (“Safe Harbour Investments”)
- Thus projects which meet safe harbour investments in 2016, will be eligible for 100% PTC benefit, while projects which meet safe harbour investments in 2017 will be eligible for 80% PTC benefit
- Timeline for completion of the projects is 4 years from the start of construction

Start Construction/Safe Harbor	Timeline for Completion	Suzlon Strategy
2016	100% PTC	2020
2017	80% PTC	2021
2018	60% PTC	2022
2019	40% PTC	2023

Re-entering international market

# Suzlon's Global Presence



Suzlon's strong relationships across regions positions it well

**SUZLON**  
POWERING A GREENER TOMORROW

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

# Agenda

FY17 Key Highlights

Debt Overview

Technology Update

Industry Opportunity

**Detailed Financials**





## Consolidated Net Working Capital

(Rs. Crs.)

	31 <sup>st</sup> Mar'17	31 <sup>st</sup> Dec'16	31 <sup>st</sup> Mar'16
Inventories	3,469	3,747	2,525
Trade receivables	3,673	3,517	2,593
Loans & Advances and Others	1,764	1,989	1,520
<b>Total (A)</b>	<b>8,906</b>	<b>9,253</b>	<b>6,638</b>
Sundry Creditors	4,812	3,823	2,970
Advances from Customers	793	1,427	1,123
Provisions and other liabilities	1,681	1,519	1,383
<b>Total (B)</b>	<b>7,287</b>	<b>6,769</b>	<b>5,476</b>
<b>Net Working Capital (A-B)</b>	<b>1,619</b>	<b>2,485</b>	<b>1,162</b>

# Key Accounting Policies – Revenue Recognition and Order Booking

Opening Order Book	
(-) Sales during the period	<ul style="list-style-type: none"><li>• <b>Sales (WTG Revenue Recognition)</b><ul style="list-style-type: none"><li>– WTG revenue is recognised upon transfer of risks and rewards to the buyer of complete WTG viz: Nacelle, Blade and Tower.</li></ul></li></ul>
(+) Order Intake during the period	<ul style="list-style-type: none"><li>• <b>Order Intake during the period</b><ul style="list-style-type: none"><li>– Only firm orders backed by threshold advance is added to order book</li></ul></li></ul>
Closing Order Book	<ul style="list-style-type: none"><li>• <b>Closing Order Book</b><ul style="list-style-type: none"><li>– Represents MW value of contract against which no revenue is recognized in the income statement</li></ul></li></ul>

# Key Accounting Policy: Maintenance Warranty Provisions

## Maintenance Warranty Provisions

### ✓ Accounting Policy:

- Comprise of provisions created against maintenance warranty issued in connection with WTG sale
  - Created when revenue from sale of wind turbine is recognized
- Provisions estimated based on past experience
- Reversals of unused provision on expiry of Maintenance warranty period

### ✓ Global Wind Industry Standard Practice:

- Followed by top listed global industry leaders
- Despite Insurance and back to back warranty from suppliers



**THANK YOU**