



FUTURE FORWARD

ANNUAL REPORT 2020-21

SUZLON
POWERING A GREENER TOMORROW

A 26 YEAR LEGACY

Established in 1995, Suzlon has consistently strived to provide affordable renewable energy solutions and make the world a greener place. Its journey is driven by an unyielding determination and a belief that led Suzlon, which began as a small and innovative entrepreneurial venture with the vision of sustainable development, to become a global enabler of climate change risk mitigation. The persistence of the Suzlon family led to the provision of sustainable energy for industries and the creation of a better world. Suzlon, since its inception, has been synonymous with green energy. Over the last two decades, it has carved for itself, opportunities in the seemingly unyielding face of challenges to achieve many milestones.

Vayor wind farm
in Kutch,
Gujarat, India

FUTURE FORWARD:

Suzlon is the pioneer and market leader of wind energy in India. To sustain this position in the future one has to be innovative. We keep an eye on the changing energy landscape and adapt it for a better future.

This image was captured
before the COVID-19 pandemic.

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COMPANY INFORMATION

SUZLON ENERGY LIMITED
CIN: L40100GJ1995PLC025447

Mr. Tulsi R. Tanti

(DIN: 00002283)
Chairman & Managing Director

Mr. Vinod R. Tanti

(DIN: 00002266)
Wholtime Director &
Chief Operating Officer

Mr. Girish R. Tanti

(DIN: 00002603)
Non-Executive Director

Mr. Marc Desaeleer

(DIN: 00508623)
Non-Executive
Independent Director

Mr. Per Hornung Pedersen

(DIN: 07280323)
Non-Executive
Independent Director

Mr. Rakesh Sharma

(DIN: 06695734)
A nominee of State Bank of India
Non-Executive Director

Mr. Sameer Shah

(DIN: 08702339)
Non-Executive
Independent Director

Mrs. Seemantinee Khot

(DIN: 07026548)
Non-Executive
Independent Director

Mr. Gautam Doshi

(DIN: 00004612)
Non-Executive
Independent Director

Mr. Hiten Timbadia

(DIN: 00210210)
Non-Executive Director

CHIEF EXECUTIVE OFFICER, SUZLON GROUP

Mr. Ashwani Kumar
(appointed as a Chief
Executive Officer w.e.f.
October 19, 2020)

CHIEF FINANCIAL OFFICER, SUZLON GROUP

Mr. Swapnil Jain
(resigned as Chief Financial
Officer w.e.f. June 1, 2021)

Mr. Himanshu Mody
(appointed as Chief Financial
Officer w.e.f. August 1, 2021)

COMPANY SECRETARY

Mrs. Geetanjali S. Vaidya
ICSI Membership No.A18026

STATUTORY AUDITOR

Deloitte Haskins & Sells LLP, Chartered Accountants, Firm Registration No.117366W/W-100018
706, 'B' Wing, 7th Floor, ICC Trade Tower, Senapati Bapat Road, Pune-411016, Maharashtra, India

BANKERS / INSTITUTIONS

Axis Bank Limited | Bank of Baroda | Bank of India | Bank of Maharashtra | Central Bank of India |
Corporation Bank (since merged with Union Bank of India) | Export Import Bank of India |
ICICI Bank Limited | IDBI Bank Limited | Indian Overseas Bank | Life Insurance Corporation of India |
Oriental Bank of Commerce (since merged with Punjab National Bank) | Power Finance Corporation
Limited | Punjab National Bank | State Bank of India | The Saraswat Co-operative Bank Limited |
Union Bank of India | Yes Bank Limited | Indian Renewable Energy Development Agency Limited

REGISTERED OFFICE

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CORPORATE OFFICE

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Hadapsar,
Pune - 411028,
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Tel.: +91.20.6702 2000
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REGISTRAR AND SHARE TRANSFER AGENT

KFin Technologies Private Limited
Selenium, Tower B, Plot 31 & 32, Financial District,
Nanakramguda, Serilingampally Mandal,
Hyderabad-500032, Telangana, India
Toll Free No. 1-800-309-4001;
Website: <https://www.kfintech.com>;
Email: einward.ris@kfintech.com.

Wind turbine
generator
manufacturing unit in
Daman (U.T.), India

This image was captured
before the COVID-19 pandemic.

BOARD OF DIRECTORS



Mr. Tulsi R. Tanti
Founder, Chairman and
Managing Director



Mr. Vinod R. Tanti
Wholetime Director and
Chief Operating Officer



Mr. Girish R. Tanti
Non-Executive Director



Mr. Marc Desaeleer
Independent Director



Mr. Per Hornung Pedersen
Independent Director



Mr. Rakesh Sharma
Nominee Director



Mr. Sameer Shah
Independent Director



Mr. Gautam Doshi
Independent Director



Mrs. Seemantinee Khot
Independent Director



Mr. Hiten Timbadia
Non-Executive Director



CHAIRMAN'S LETTER



Tulsi R. Tanti
Chairman and
Managing Director,
Suzlon Group

Dear Stakeholders,

We, at the Suzlon Group, have always remained acquiescent to the ever-evolving environment and ecosystems with agility and sustainability.

The growing acceptance of the need to cut carbon emissions has made the renewable energy sector more progressive and appealing. The global renewable energy installations in FY 21 hit a record high, despite the challenges posed by the COVID-19 pandemic. The renewable energy sector, excluding the large hydro projects, witnessed massive global investments to the tune of US \$303.5 billion for low-carbon energy transition. This is one of the highest investments across industry sectors during these times.

The global renewable energy sector is at the threshold of a revolution. Moreover, today renewable energy is considered as a mainstream, clean and one of the most affordable forms of energy, which is pitched to play an ever increasing role in the overall energy portfolio. This is especially true in the post pandemic world, where there will be more focus on sustainable living and reducing emissions.

Wind Energy – Global Outlook

Despite the COVID-19 outbreak, 93 GW of new wind energy capacity was installed in FY 21, an increase of 53% on a Year-on-Year (YOY) basis. This took the cumulative global wind energy installations to 743 GW at the end of CY 20, a jump of 14% over the previous year. Over the past decade, the wind energy market grew four fold on the back of advanced technology and higher cost efficiencies. Accounting for 86.64% of the new capacity, China, United States, Brazil, Norway, Germany, Spain, France, Turkey, India and Australia continue to be the top ten markets, contributing to a reduction of 1.1 billion tonnes of CO₂ emissions globally, which is equivalent to the total annual carbon emissions of the whole of South America. This remarkable growth has highlighted the role that renewables and specially wind energy is going to play in combating climate change as well as creating a carbon neutral future for the world.

Going forward, renewable energy will be the key catalyst in stimulating global economies towards post pandemic recovery. Capacity additions of renewables for CY 21 and CY 22 is expected to account for over 90% of all new power capacity added by the end of the year 2022. The Global Wind Energy Council's (GWEC's) Global Wind Report 2021 estimates that over 469 GW of new onshore and offshore wind capacity will be added in the next five years.

Wind Energy – India Outlook

With 1.5 GW of installations in FY21, India was the second leading country in the Asia-Pacific region after China, in wind energy installations. India is today the world's fourth-largest onshore wind market in terms of wind energy installations, with 39.24 GW of wind capacity as on March 31, 2021. As per the report of the National Institute of Wind Energy, India has a total potential for 695 GW of wind energy at 120 m hub height. Wind energy today accounts for more than 10% of the overall installed power capacity in India and more than 42% of the renewable energy capacity in the country.

Having one of the largest consumption growths, India will have to play a defining role to provide affordable electricity to its citizens, while powering the economy and accelerating its renewable energy ambitions to reduce its carbon footprint. Renewable energy is the most viable solution to meet all these requirements. Being the world's third largest energy producer and third largest consumer of electricity, the energy demand in India is all set to grow by 6-7% year-on-year over the next decade. The various initiatives by Government of India like 'Make in India', 'Aatmanirbhar Bharat' and 'National Mission for Enhanced Energy Efficiency' are focussed on creating long term sustainable jobs, a low-carbon energy roadmap, promoting local manufacturing and lowering the cost of import for the nation. The wind energy market in India is aligned with the objectives of the Government of India.

However, the installations of wind power projects in India have decelerated in the last few years. A total of 1.5 GW of wind energy installations were carried out in FY 21, which is 30% less as compared to FY 20 which was a low volume year as well. Factors relating to low tariffs, grid, land availability, payment issues for renewable energy projects and the COVID-19 pandemic have all led to and amplified this decline in installations in FY 21.

Despite a challenging environment and economy, I strongly believe that the future of energy is green and that this is the decade for wind energy to power a greener tomorrow. To achieve the Government's target wind energy capacity, the challenges need to be addressed strategically. Fundamental policy reforms over the next few years, hold the key to unlocking the potential of the sector. Some encouraging work has already been initiated by the Government. An overhauling of the renewable energy ecosystem over the next five years is going to be very important and will shape-up the wind energy market in India at a holistic level.

Suzlon – FY 21 Performance

For Suzlon, this was the first year of restarting the operations post debt restructuring. While our installations remained low, we did well on our strategic imperatives of restarting our manufacturing facilities, ensuring continuation of our OMS operations without interruptions and fulfilling our obligations of debt restructuring. I am heartened by the heroic work done by our on-field employees in the projects and service business despite the lockdowns and risks posed by the pandemic. However, exponential increase in commodity prices like those of steel have impacted our profitability. Supply chain disruptions, lockdowns and other uncertainties of the COVID-19 pandemic also impacted us in a year which was extremely critical for us to restart our operations.

Our service business teams did exceptionally well in keeping all our sites operational to generate uninterrupted power throughout the lockdown period, safeguarding our customer's assets and revenues, while providing an essential service to the nation. During the year, we reported revenues to the

tune of ₹ 3,294.65 Crore. As far as operating performance is concerned, the EBIDTA (pre-forex) reported a profit of ₹ 538.74 Crore, with EBITDA margin at 16.35%. The EBIT (pre-forex) profit stood at ₹ 280.36 Crore in FY 21. We reported a net loss (before exceptional items) of ₹ 701.87 Crore in FY 21.

Technology and Innovation – Setting the Standard

Being at the forefront, Suzlon has always stressed the importance of technology and innovation in the renewable energy sector. Subsequently, Research and Development (R&D) remains the cornerstone of our success. As wind energy product technology has evolved and reached maturity, our focus is now on innovations to reduce the Levelised Cost of Energy (LCoE) year-on-year. Suzlon continues to believe that better products and technological advancements are critical for the growth of the organization.

On the product side, we introduced our 3 MW product series which is a customisable and flexible platform

