

# Introduction to Suzlon Wind Energy A/S

*SWEAS, Bredskifte Allé 13, 8210 Århus V - Denmark*

- *Suzlon Spain*
- *Suzlon Portugal*
- *Suzlon Italy*
- *Suzlon Brazil*

*Suzlon Energy Australia Pty. Ltd.*

*Suzlon Wind Energy Corporation Inc., USA*

*Suzlon Energy Ltd. China*

*Suzlon Energy Ltd. India*

- *Chennai*
- *New Delhi*
- *Mumbai*
- *Pune*





# Who is Suzlon ?

- Company founded 1995 in India
- Today 5. largest wind turbine supplier world wide
- 15.000 employees – installed 5600 MW+
- R&D in Germany and Holland
- Production facilities in India, China, Belgium and USA
- End-to-end supplier of high quality wind turbines
- Extended product programme and technologies through acquisition of Repower – Germany
- Headquarter for international activities located in Denmark



# Suzlon Core Competences

**SUZLON**  
POWERING A GREENER TOMORROW

- Wind and site pre-studies and recommendations for optimal choice of wind turbine options and positions
- End-to-end supplier of high quality wind turbines
- Professional and experienced project execution for quick and troublefree installation
- WTG Supply & Erection or full scale Turnkey Projects
- Extended service and warranty program available to optimize return on investment



# End-to-end Supplier



Manufacture  
and Assembly

Supervision  
and Installation

Commissioning  
and Maintenance



# Suzlon Strategy

## Suzlon's Vision

- Technology leader
- Be among the top 3 wind companies in all the key markets of the World
- Be the global leader in providing profitable end-to-end wind power solutions
- Be the "Stakeholders' Choice" Company

## Suzlon's Mission

- To contribute to sustainable development of the Wind Energy sector through an integrated product design and manufacturing strategy
- To increase the contribution of wind power to meet global energy demand
- To create a better, greener tomorrow

## Strategy

Improving  
Cost Efficiency

R&D  
and  
Innovation

Growth  
Acceleration

Vertical integration

Focus on  
High growth  
markets

- Strategic focus on customer needs
- End-to-end solutions



# Suzlon Global Value Chain

**SUZLON**  
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## R&D and Technology Focus

- Best of all worlds technology strategy
- Aerodynamic R&D in The Netherlands
- Product development in Germany
- Product and process Engineering in India
- Gearbox R&D in Belgium (Hansen)
- Generator technology from Austria (Elin)

## Global Manufacturing Capability

- Vertical integration from components to turbine
- Manufacturing facilities in Belgium, China, India and the USA
- 4,200 MW of component manufacturing capacity by FY 2008
- Experienced workforce in both low labour cost economies as well as advanced economies

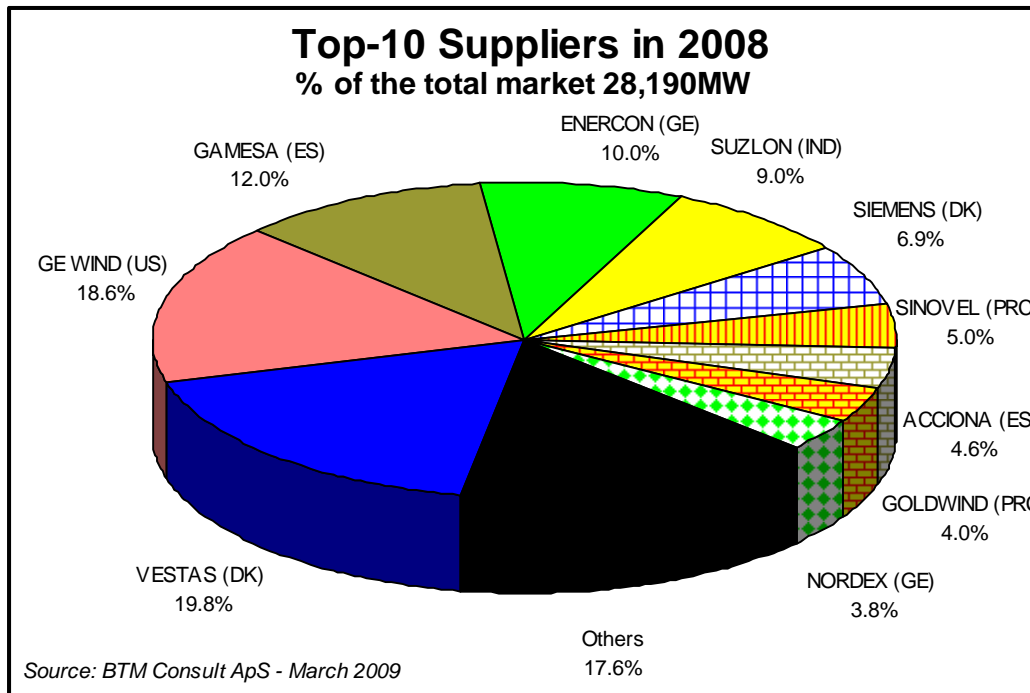
## Strong Presence in Key Growth Markets

- India
- China & Far East
- North America
- Australia
- Denmark EMEA + CASA HQ Portugal, Spain, Italy, Turkey, Romania, Brazil, Nicaragua
- **Now Introducing Suzlon in Scandinavia and Eastern Europe**
- REpower presence in Germany, France, UK, Canada



# Company Overview

## Amongst the Top 5 (3) Wind Turbine Manufacturers Globally

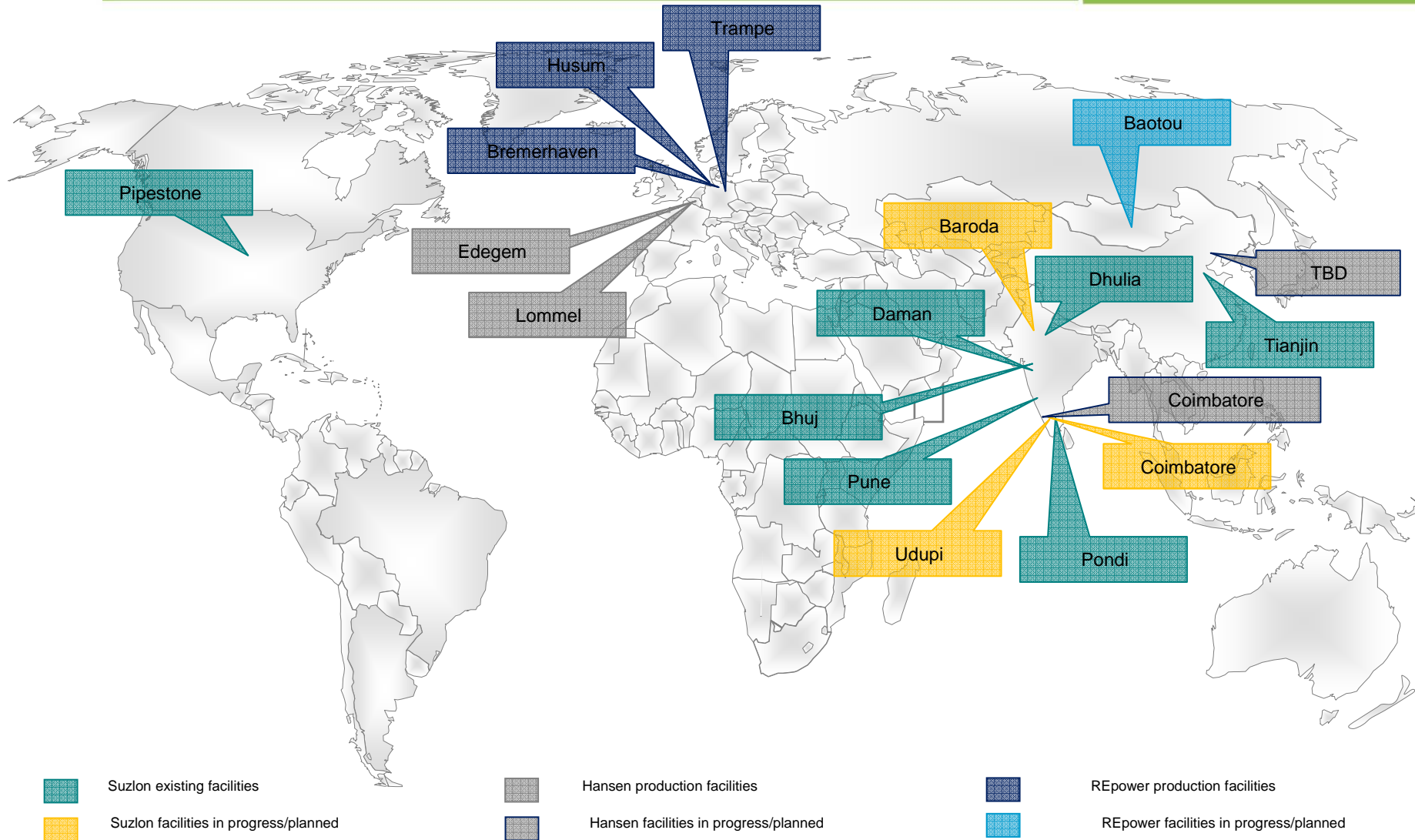


REpower's share end 2008 was 3,3%: Making Suzlon the 3<sup>rd</sup> biggest supplier world wide

- End-to-end solution provider
- No. 1 supplier to the Indian market for the last 9 years
- Global Player in terms of
  - Markets and products
  - Wind turbine and component manufacturing and R&D capability



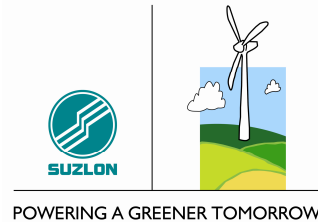
# Suzlon Production Facilities





# Suzlon and Repower

## Transaction Rationale



Entry into large European markets of Germany, the UK and France

Complimentary product portfolio with presence in offshore wind energy market

Improve REpower margins and accelerate REpower volumes through Suzlon's supply chain linkages

Capitalize on REpower's design and development know-how and brand equity

## Transaction Overview

- In May 2007, Suzlon acquired Repower – today January 2009 Suzlons holding is 74%
- Voting rights of 91% through voting pool agreements with Martifer Group
- Binding agreements with Martifer for additional stock payable summer 2009 (17%)
- Integration being prepared and expected to be implemented by 2010 (requires 95% control)

# Suzlon in Sweden :

- Suzlon S88 2.1 MW turbine introduction Q1 2009
- Contact and introductions to most wind power developers
- Range of hot projects being discussed and evaluated
- Prototype S88 – 100 meter HH installations Q4 2009 (2 units)
- Preparing service and maintenance agreement with local Swedish provider

Presently seeking :

- Potential customers – wind developers
- Local Swedish steel tower manufacturers
- Local high voltage grid expertise (consultants and suppliers)
- Providers of transportation and crane services
- Providers of foundations for turnkey deliveries