

AGM, MAY 9 2017

Committed to unlocking value

Subtitle

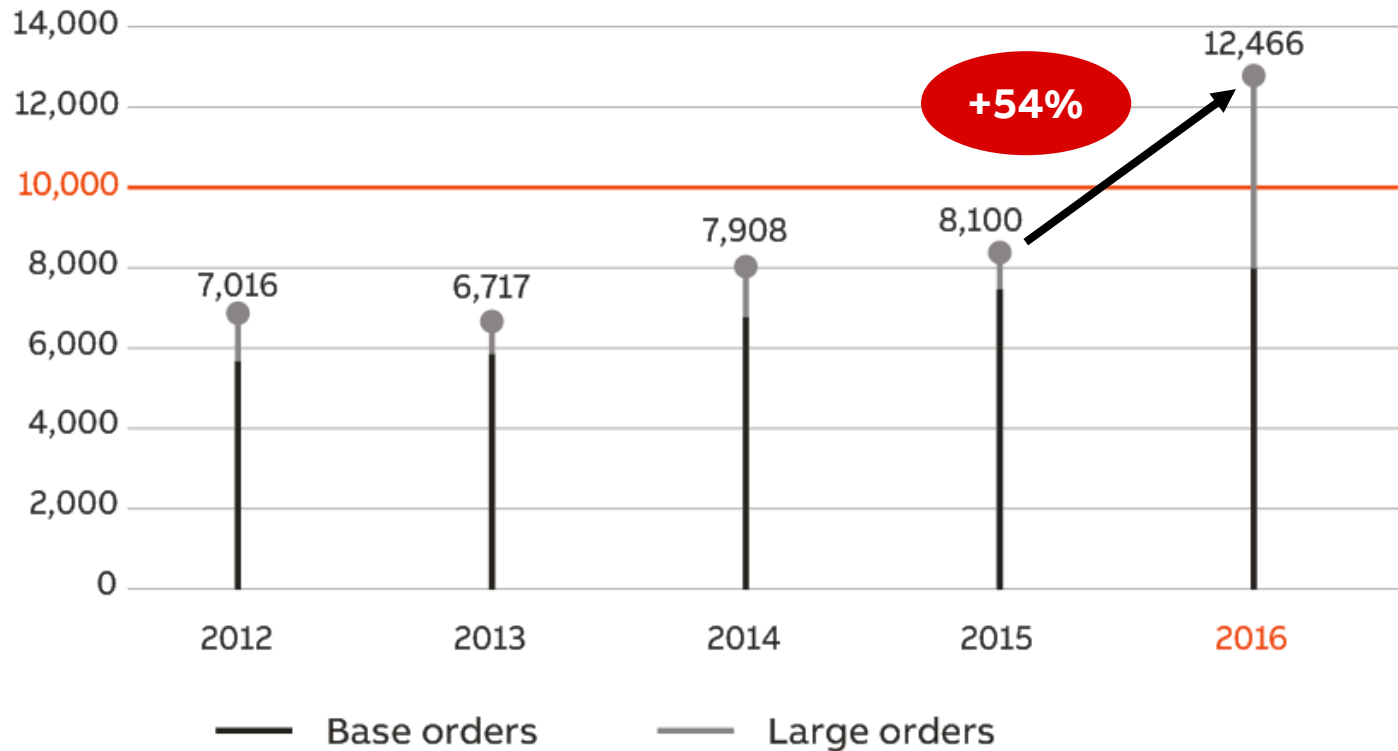
Sanjeev Sharma, CEO & MD ABB India

ABB India crossed INR 10,000 crore in orders

54% order growth in 2016

INR Crores

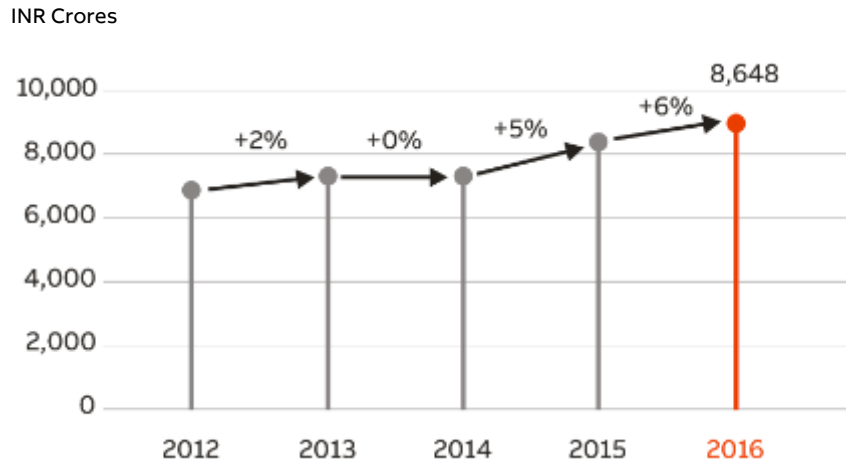
Order performance over the last five years



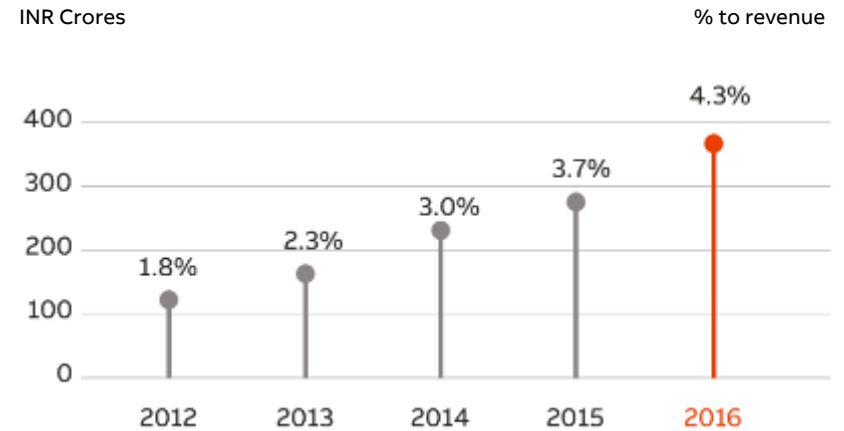
Consistent growth in profitability

Relentless focus on operational excellence

Revenue performance over the last five years



PAT & PAT%



Profitability improvement of 250+ basis points over last five years

Sustained value creation for shareholders

Earnings per share grew 300% over last five years

Earnings per share (INR/share)

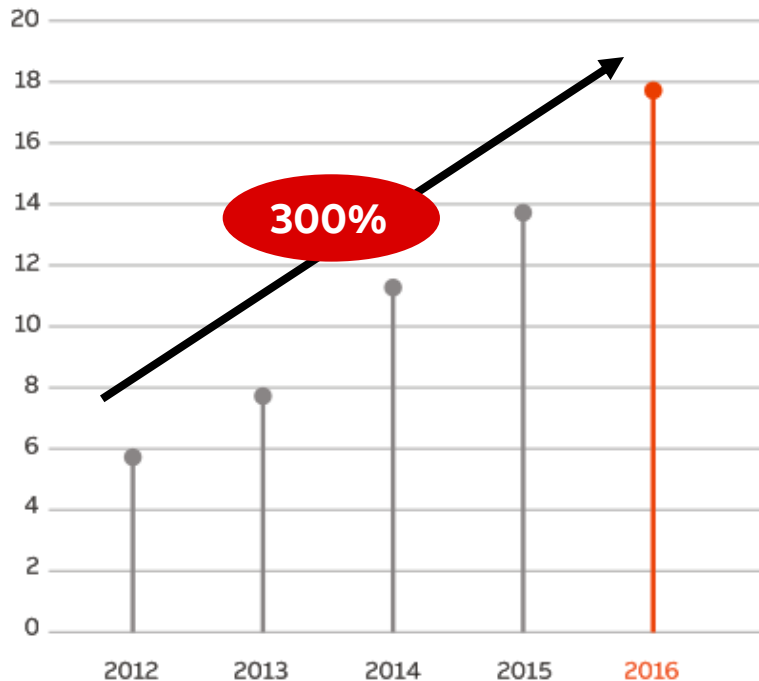
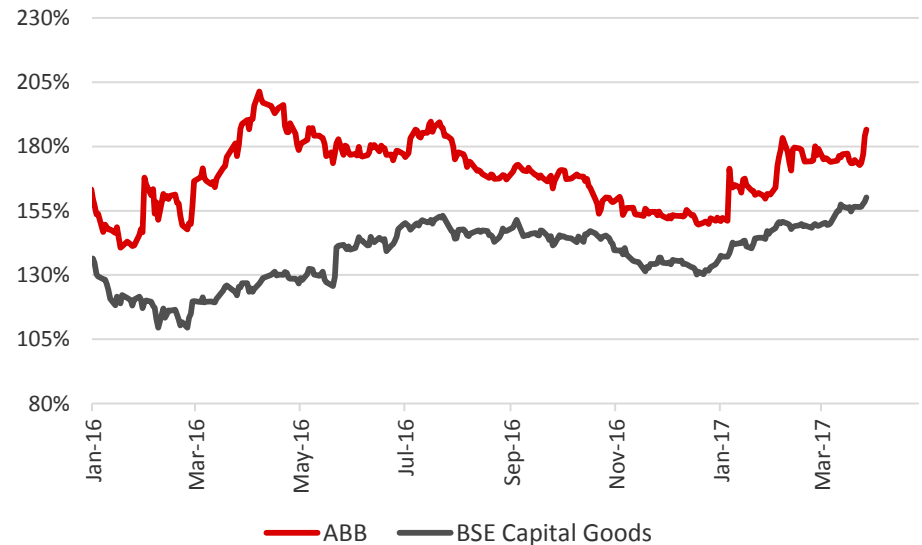


ABB share price vs Capital Goods Index

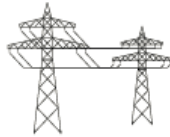


Driving the energy evolution in India

Bringing reliable 24/7 power to 80 million people in south India

Raigarh – Pugalur Ultra High Voltage DC power link

UHVDC technology optimizes land usage to **one third** as compared to regular transmission corridor



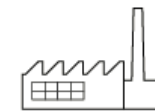
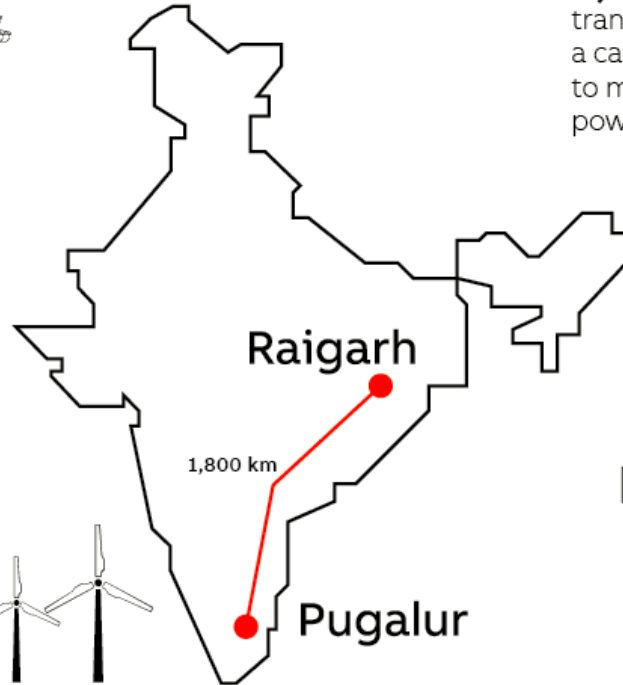
6,000 MW

transmission link with a capacity equivalent to more than 6 large power plants



In alignment with government's vision of **24x7** reliable power for all

Integrating thermal and **wind** energy for power transmission to distant centers



Great example of **Make in India** leveraging our strong footprint in India

Driving the energy evolution in India

Catering to the nation's ambition of 175 GW renewable energy by 2022

Kamuthi – world's largest single location solar power plant in Tamil Nadu



Installed base of >4.5GW of wind generators



Driving the energy evolution in India

Shaping a reliable and smarter grid

Restoring crucial power infrastructure in record time – Sharavathy, Karnataka



Strengthening Uttarakhand's grid with substation across 22 levels



Driving the energy evolution in India

New products for sustainable power

Containerized microgrids solution for clean offgrid energy



Environment friendly ester-filled transformers



Leading the 4th Industrial Revolution across the country

Increasing productivity, quality and safety

Major robotics orders from automobile and two wheeler customers



Leading the 4th Industrial Revolution across the country

Digital transformation from biscuits to steel

Smart factory pilots with leading confectionary manufacturer



Integrating 35 manufacturing plants of a leading Indian steel manufacturer



Transforming infrastructure and transportation

Moving millions with minimum emissions

**Modernizing Indian Railways with
1600 traction transformers**



**Shore to ship power, catering to India's
'Green Ports' project**



Transforming infrastructure and transportation

Best in class global electric vehicle charging technology for India



Strengthening our local footprint

Creating a strong backbone for India and the world

Sept 2016: Doubling production capacity at our solar inverter plant in Bangalore



June 2016: Inauguration of Global Business Services center in Bangalore

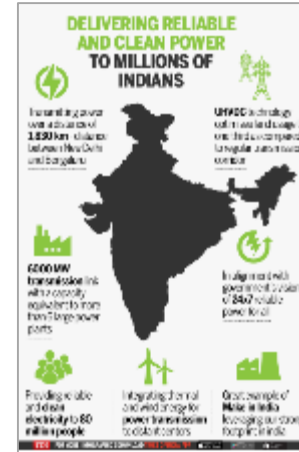


Partnering India's journey of growth

Technology expertise to accelerate key government initiatives



Media across the country recognize ABB's contribution to nation building



Engagement with leading universities

Collaboration on R&D and training, nurturing India's smartest minds

IIT Madras: MoU on microgrids and rural electrification

NITTTR, Chandigarh: Digital simulation center to train future power engineers



CSR projects in 2016

Achieved 99% of the allotted 74 MINR spend

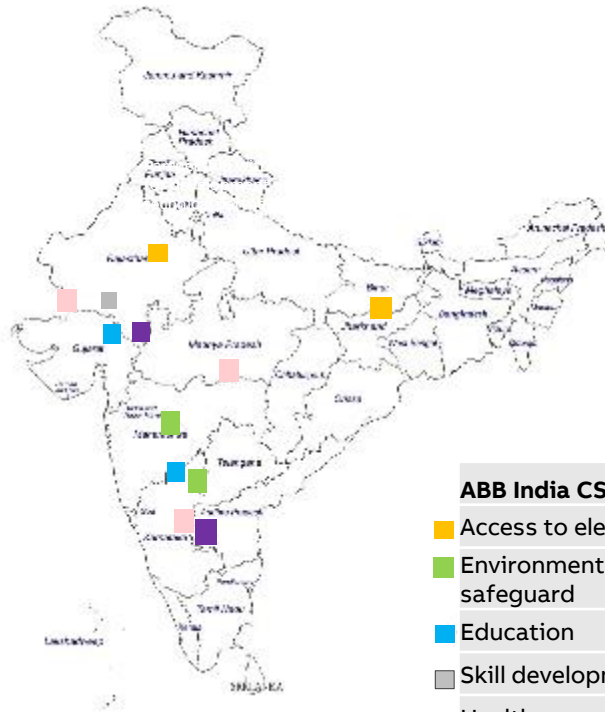


ABB India CSR focal area

- Access to electricity
- Environment and local safeguard
- Education
- Skill development
- Health
- Differently abled



Health, safety and environment

Ensuring a sustainable ecosystem

40% increase in participation by employees in preventive health check up

35% increase in safety observation tours by employees resulted in **14%** more hazards observed and closed

- this resulted in **safer** workplace and increased **proactive** safety culture

RISE: strategic program for injury elimination resulted into reduction in injury & ill-health.

Signed MOU for green energy purchase to reduce our **carbon emissions by ~40%**

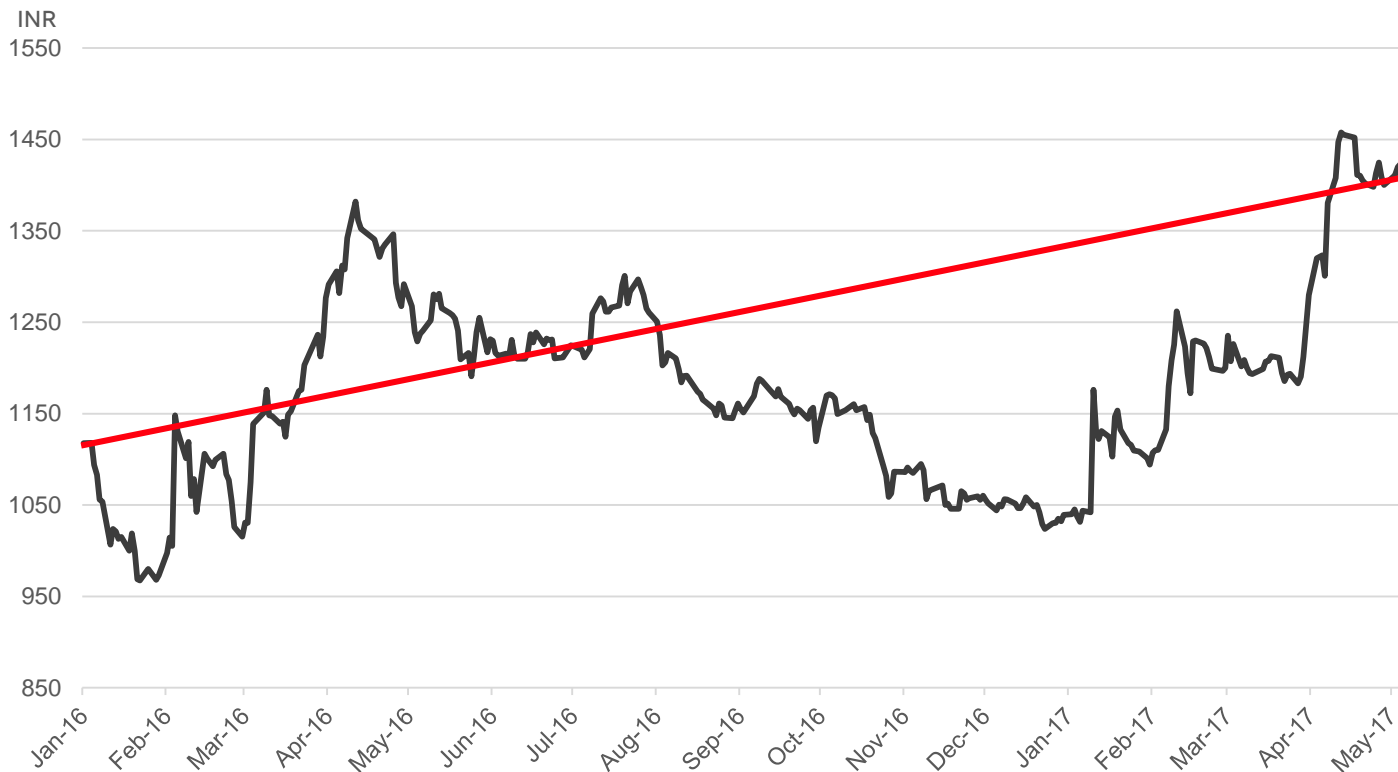
Reduced consumption of **domestic water** by stringent monitoring & installation of water saving fixtures



Creating value remains our focus

Our share price grew by 30% since the beginning of 2016

Share price movement from Jan 2016 to May 2017





ABB