



REF:INABB:STATUT:LODR:R30:ANLST-PPT:

November 9, 2023

BSE Limited
P.J. Towers
Dalal Street
Mumbai 400 001
(Attn : DCS CRD)

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra (E)
Mumbai 400 051

Dear Sirs

Sub: Presentation to Analysts

Ref: BSE: 500002 / NSE: ABB

In continuation to our letter dated November 3, 2023, we are enclosing herewith a copy of presentation which will be made at the Analysts Call scheduled on November 9, 2023, for information of the Stock Exchanges.

The said presentation is also being uploaded on the Company's website.

Thanking you

Yours faithfully
For ABB India Limited

Trivikram Guda
Company Secretary and Compliance Officer
ACS 17685

Encl: as above



NOVEMBER 9, 2023

Strong margin expansion on back of revenue growth; robust increase in order backlog

ABB India Analyst Call | Q3 & 9M CY2023 | July – September 2023

Important notices

This presentation includes forward-looking information and statements including statements concerning the outlook for our businesses. These statements are based on current expectations, estimates and projections about the factors that may affect our future performance, including global economic conditions, and the economic conditions of the regions and industries that are major markets for ABB India Ltd. These expectations, estimates and projections are generally identifiable by statements containing words such as “expects,” “believes,” “estimates,” “targets,” “plans,” “outlook,” “on track,” “framework” or similar expressions.

There are numerous risks and uncertainties, many of which are beyond our control, that could cause our actual results to differ materially from the forward-looking information and statements made in this presentation and which could affect our ability to achieve any or all of our stated targets. The important factors that could cause such differences include, among others:

- business risks associated with the volatile global economic environment and political conditions
- costs associated with compliance activities
- market acceptance of new products and services
- changes in governmental regulations and currency exchange rates, and
- such other factors as may be discussed from time to time in ABB India Ltd’s filings with the Securities and Exchange Board of India (SEBI), including its Annual Report
- Impact of ongoing pandemic

Although ABB India Ltd believes that its expectations reflected in any such forward-looking statement are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved.

Further, Information shared herein inter-alia contains some key financials pertaining to ABB India. ABB India being a listed entity is obliged by law not to share the said information to any one (other than those who are involved in the process and who are bound by Insider Trading Regulation) unless and until the financials are considered and approved by ABB India Board and thereafter announced to stock exchanges as per the listing obligations entrusted upon ABB India. Therefore, privity to this presentation should kindly ensure strict confidentiality of the information shared and discussed herein.

ABB at a glance

ABB is a technology leader in electrification and automation, enabling a more sustainable and resource-efficient future. The company's solutions connect engineering know-how and software to optimize how things are manufactured, moved, powered and operated. Building on more than 130 years of excellence, ABB's ~105,000 employees are committed to driving innovations that accelerate industrial transformation.

ABB has been present in India for over a century and manufacturing for more than 70 years.



Electrification

Distribution Solutions
Smart Power
Smart Building
Installation Products
Power Conversion
Service
E-mobility



Motion

IEC LV Motors
Large Motors & Generators
NEMA Motors
Drive Products
System Drives
Service
Traction



Process Automation

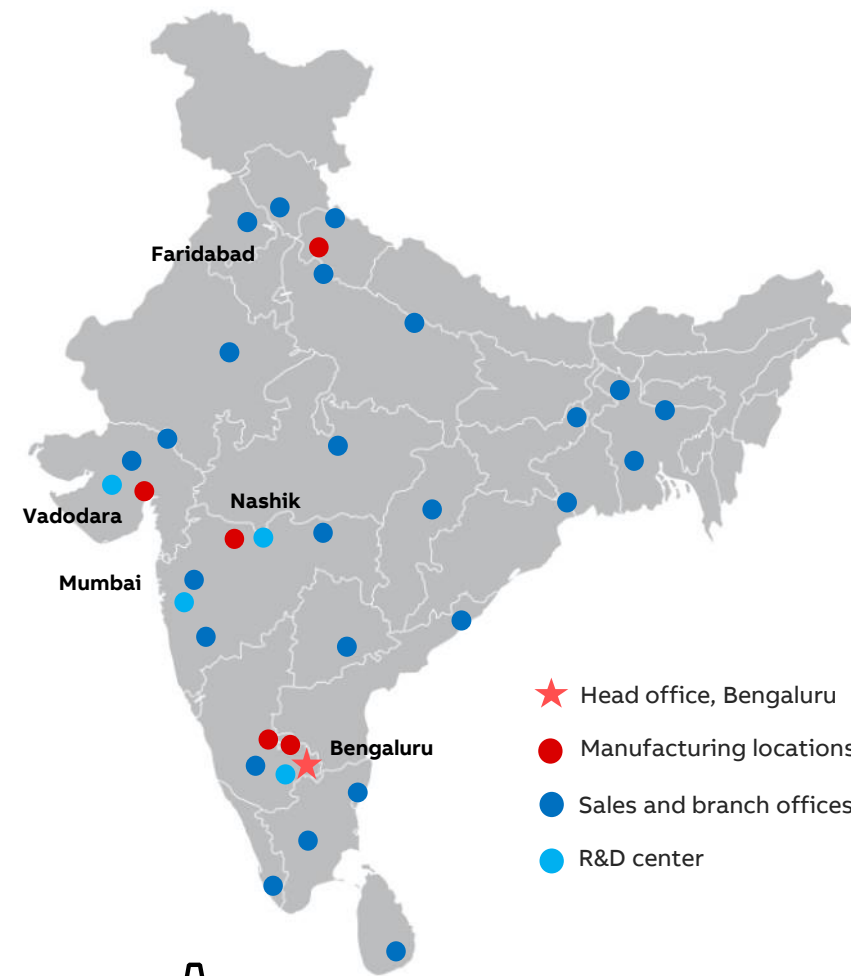
Energy Industries
Process Industries
Marine & Ports
Measurement & Analytics



Robotics & Discrete Automation

Robotics
Machine automation¹

1 – Machine Automation division is not part of ABB India & is run separately out of ABB B&R



- ★ Head office, Bengaluru
- Manufacturing locations
- Sales and branch offices
- R&D center



5 Manufacturing locations

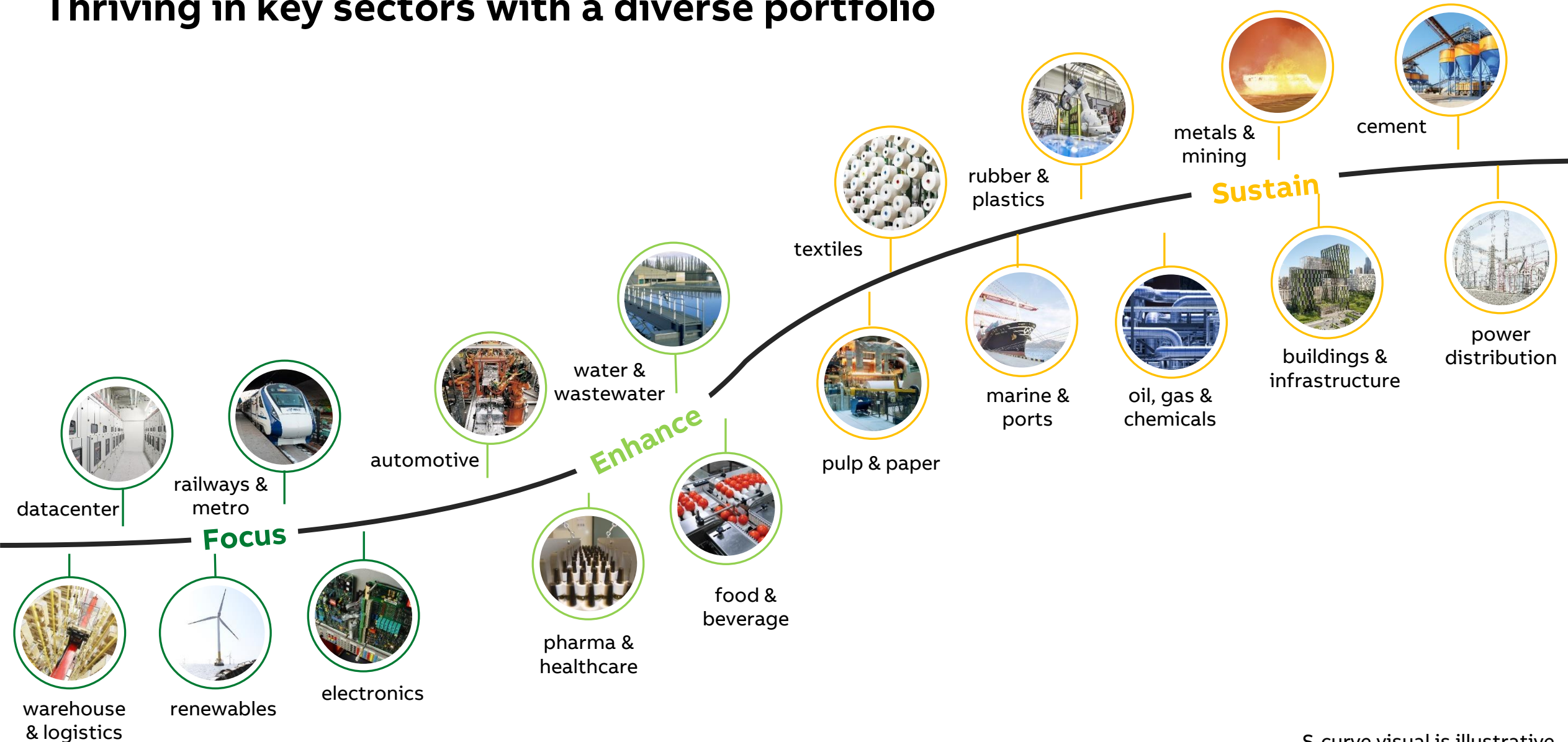


28 Sales Offices

25 Plants

750+ Partners

Thriving in key sectors with a diverse portfolio



S-curve visual is illustrative

Theme for the quarter

Railways & Metro: a deep-dive

Segment Insights



India has **4th largest railway system** in the world

Investments in Railways expected to grow at a **CAGR of ~15% for the next 2 years**

Expected investment in **Rail infrastructure of \$715 bn** by 2030



746 km metro network existing in 15 cities; 7 cities with 640 km have under-implementation projects

Metro rail network to witness **2.7x growth in next 5 years**

Key Drivers & Trends

- **Exponential rise** in passenger & Freight traffic
- National Rail Plan: **Increase the modal share of Railways in freight** to 45% by 2030 from existing 27%
- **Diamond Quadrilateral network** of high-speed rail
- Approved additional **metro rail network of 1032km** in 26 cities
- **Modernization of 1275 stations** across India
- **6 dedicated freight corridors**
- **100 PM Gati Shakti cargo terminals by 2025**
- **400 Vande Bharat Trains** to be manufactured in next 3 years

ABB's offerings include Traction converter & motors, HVAC drives, LV components, DC circuit breaker, UPS, Digital Power Train



Business highlights





Q3 2023 highlights

01.

Orders **+14%**¹ from both, emerging and traditional segments

Revenues **+31%**¹ achieved through seamless execution

PAT **+79%**¹, driven by operational efficiencies

02.

Zero-waste to landfill certification for Nelamangala factory

Achieved a waste recyclability of 95 percent and water recyclability of 50 percent

Engaged with **~1,700** customers across 12 tier II & tier III markets

03.

Robust cash position at INR **4,356** crore

¹ YoY comparable

Positive market momentum across segments



Orders

Significant jump in large orders underscores capex revival



Services

Orders +25%¹



Discrete

Continued momentum in automotive, electronics sectors



Process

Uptick in demand for integrated solutions in metal, mining, oil, paint companies



Transport

Demand for propulsion technology solutions

Order backlog grew +23%¹ to INR 8,008 crore

¹YoY comparable

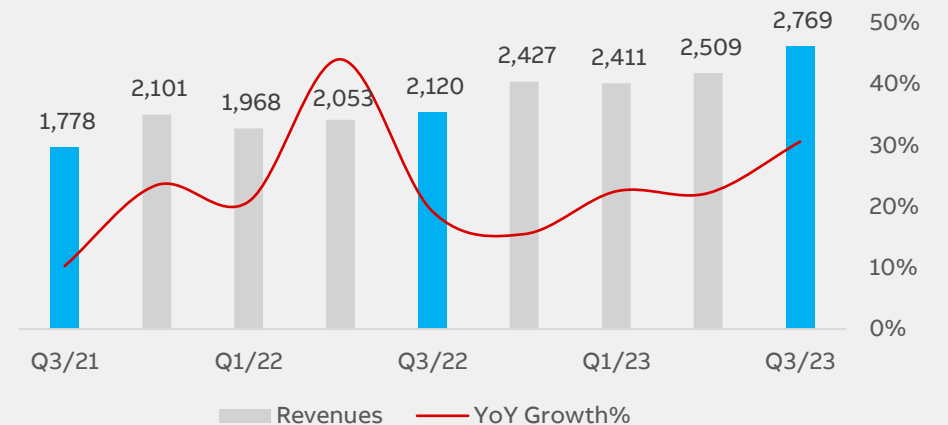
Orders (+14%)¹

INR crores



Revenues (+31%)¹

INR crores



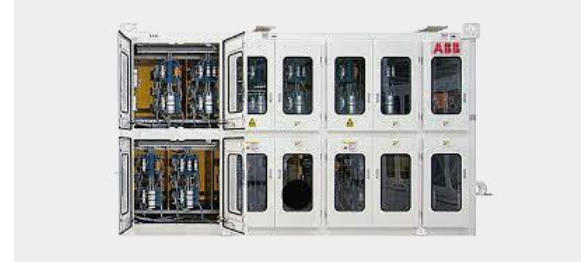
Proven capabilities leading to significant wins



Compact substations for a leading private power company



Propulsion technology solutions for a railway transportation multinational company



Rectifiers for a global natural resources company



Robotics automation for painting and cleaning of EVs from a leading Indian auto major



Smart power solutions for industrial electrical products major



Energy efficient systems drives solutions for steel major



Gas insulated switchgear for an energy company



Robotics solutions for a leading electronics manufacturer

Continuous customer engagement

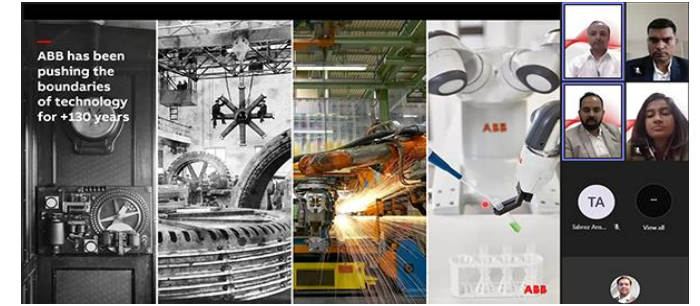
Engaged with ~1,700 customers across 12 tier II & tier III markets in Q3



Energy Auditors Meet, Hyderabad
by Motion



Customer Connect, Mumbai for cement,
metal & paper industry by Process
automation



Virtual Technology Day for a construction
major, Robotics & Discrete automation



Market storming activity in Patna &
Muzaffarpur by Electrification



Technology Day for Building segment,
Lucknow by Electrification



Technology Day for Utilities industry,
Leh by Electrification

Implementing ABB India ESG Strategy

Zero waste to Landfill (ZWL) – Nelamangala factory

Approach for Zero waste to landfill

- Adopt **5R approach** (Refuse, Reduce, Recycle, Reuse & Recovery) to achieve ZWL
- Waste intensity reduction with major focus on reducing process/non process waste
- Waste to energy recovery initiation in case 4R not feasible
- Value champion development (Team training & awareness) with award system for sustenance

ZWL initiatives with 5R approach

1. Refuse:



Refusal of single use plastic usage

2. Reduction:



Reduce usage of packaging labels (non recyclable)

3. Reuse:



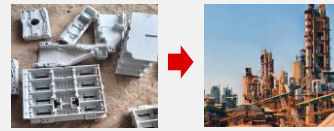
Reuse of kanban bins (multi usage bins)

4. Recycling:



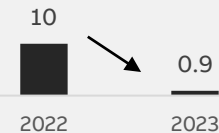
Recycling of waste through approved recyclers

5. Recovery:



Thermosets plastic Waste to energy recovery process

Waste (%) sent to Landfill



Achievements/Results



CERTIFICATE OF VERIFICATION

Intertek does hereby certify that an independent assessment has been conducted on behalf of:
ABB India Limited
 and has been assessed and verified by Intertek to:
ZERO WASTE TO LANDFILL

Main Address:
 Sy. No. 88/3 - 88/6, Basavanahalli, Kasaba (H), Nelamangala (T), Bangalore - 562123, India

Certification Number:
ZWL-2023-22

Initial Verification Date:
29 August 2023

Date of Certification Decision:
29 August 2023

Certificate Issued:
29 August 2023

Certificate Valid Until:
28 August 2026

Conformance Criteria:
 Zero Waste to landfill diversion rate of at least 99%* is applicable to the Design, Manufacture, Supply and Service of Products and Systems for System Drives, Smart Buildings, Robotics, Traction, Excitation, High Power Rectifier, Microgrid Inverters and Smart Power.
 *Includes 4.93% Waste-to-Energy.



VERIFIED ZERO WASTE TO LANDFILL



Calin Moldoveanu
 President
 Intertek Testing Services NA, Inc.
 900 Chalmersford Street
 Lowell, MA, USA 01851
 USA

Nelamangala factory certified as "Zero waste to landfill" - Sustenance plan under progress

system for sustenance

Care: Performance with Purpose

Focus on local development, education, diversity & inclusion, and healthcare for communities

Upgradation of Govt ITI in partnership with sector skill council, Peenya



Phase-2 Nelamangala rural road development project initiated



Program for additional 20 meritorious women engineering scholarship initiated in Bangalore



Awareness, health check up and screening for congenital heart diseases in children, Faridabad



Distribution of essential aids for Govt school in Rajagopala Nagar Peenya



Our programs address 11 out of 17 UN SDGs directly, and 6 addressed indirectly





Financial highlights



Executive summary

Steady profitability delivering growth

INR crores

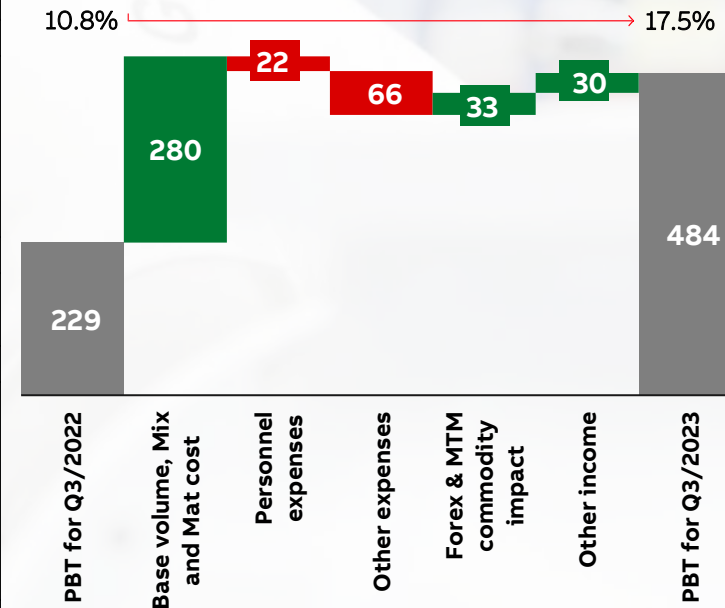
Q2 2023	Change vs Q2 23	Performance Indicator	Q3 2023	Q3 2022	Change vs Q3 22	9M 2023	9M 2022	Change vs 9M 22	CY 2022
3,044	-1%	Total Orders Received	3,004	2,634	+14%	9,172	7,693	+19%	10,028
7,727	+4%	Order Backlog (end of period)	8,008	6,519	+23%	8,008	6,519	+23%	6,468
2,509	+10%	Revenue	2,769	2,120	+31%	7,689	6,141	+25%	8,568
393	+23%	Profit Before Exceptional and Tax (PBT)	484	229	+111%	1,205	623	+93%	1,024
15.7		PBT before Exceptional %	17.5	10.8		15.7	10.1		11.9
393	+23%	Profit After Exceptional and Before Tax (PBT)	484	275	+76%	1,205	963	+25%	1,363
15.7		PBT after Exceptional %	17.5	13.0		15.7	15.7		15.9
296	+22%	Profit After Tax (PAT)	362	203	+79%	903	720	+25%	1,026
11.8		PAT %	13.1	9.6		11.7	11.7		12.0
341	+6%	Operational EBITA	361	256	+29%	976	647	+34%	897
13.6		Operational EBITA%	13.0	12.1		12.7	10.5		10.5
4,092		Cash balance	4,356	3,181		4,356	3,181		3,616

Financial summary

(INR Crores)

	Quarter ended on 30.09.2023		Quarter ended on 30.06.2023		Quarter ended on 30.09.2022		Nine months ended 30.09.2023		Nine months ended 30.09.2022		Year ended 31.12.2022	
	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%
INCOME												
Revenue from Operations	2,769.2	100.0	2,508.6	100.0	2,119.7	100.0	7,689.0	100.0	6,140.6	100.0	8,567.5	100.0
Other Income	76.8	2.8	75.0	3.0	46.9	2.2	224.1	2.9	109.5	1.8	179.5	2.1
Total Income	2,846.0	102.8	2,583.7	103.0	2,166.6	102.2	7,913.1	102.9	6,250.1	101.8	8,747.0	102.1
EXPENDITURE												
Material cost	1,752.2	63.3	1,592.0	63.5	1,381.9	65.2	4,879.8	63.5	3,991.3	65.0	5,542.6	64.7
Personnel Expenses	178.0	6.4	168.1	6.7	156.1	7.4	533.9	6.9	476.8	7.8	635.3	7.4
Other Expenses	403.6	14.6	370.0	14.7	340.6	16.1	1,175.1	15.3	995.6	16.2	1,378.9	16.1
Exchange & commodity variation (net)	(3.1)	(0.1)	29.8	1.2	30.2	1.4	27.6	0.4	79.4	1.3	48.8	0.6
Depreciation	30.3	1.1	29.2	1.2	26.9	1.3	87.0	1.1	77.9	1.3	104.7	1.2
Interest	0.9	0.0	1.4	0.1	1.6	0.1	4.5	0.1	5.9	0.1	13.1	0.2
Total Expenditure	2,361.8	85.3	2,190.5	87.3	1,937.2	91.4	6,708.0	87.2	5,626.8	91.6	7,723.5	90.1
Profit before Tax and exceptional	484.2	17.5	393.1	15.7	229.4	10.8	1,205.2	15.7	623.3	10.2	1,023.5	11.9
Exceptional item	-	-	-	-	45.9	-	-	-	339.3	-	339.3	4.0
Profit before Tax and after exceptional	484.2	17.5	393.1	15.7	275.3	13.0	1,205.2	15.7	962.6	15.7	1,362.8	15.9
Tax Expense	122.2	4.4	97.3	3.9	72.8	3.4	302.2	3.9	242.9	3.9	337.2	3.9
Profit after tax	362.0	13.1	295.8	11.8	202.5	9.6	903.0	11.7	719.7	11.7	1,025.6	12.0

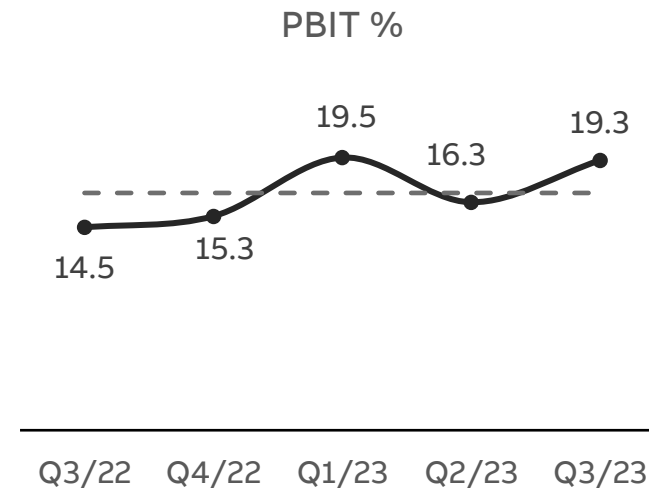
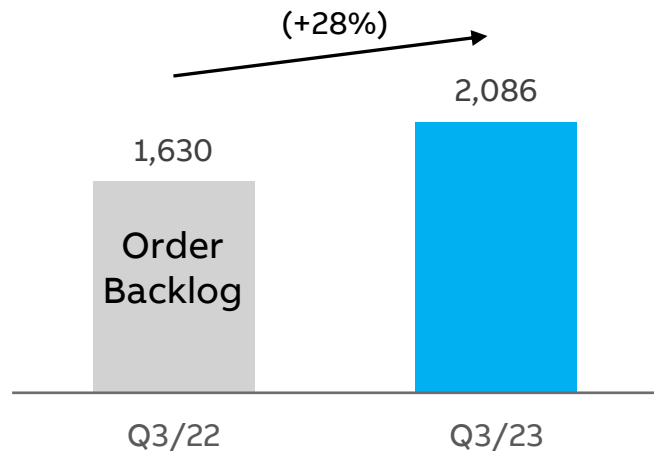
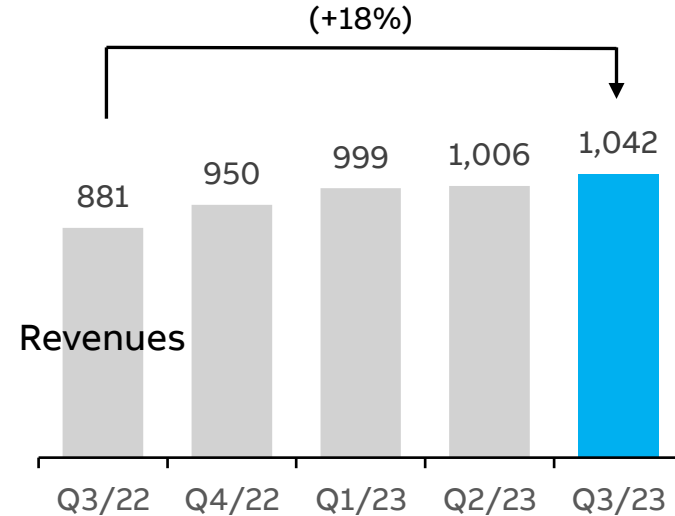
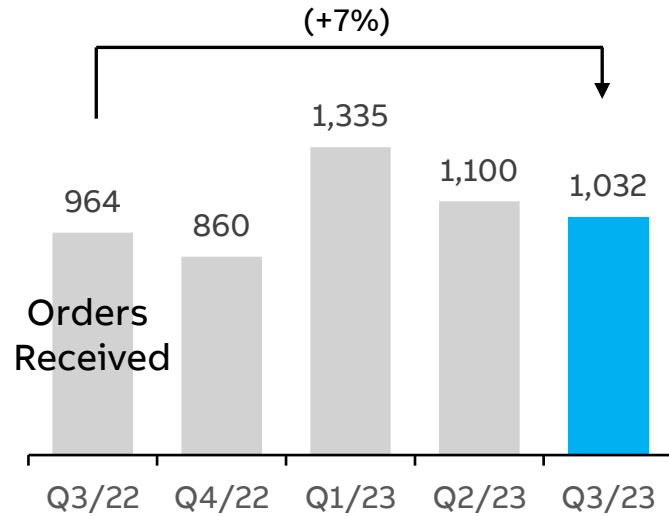
PBT Bridge



- Higher other expenses due to increase in revenue linked costs and provision for receivables
- Operating efficiencies, capacity leverage and price increase improve profitability

Electrification

INR crores



Orders Received

- Growth across major segments and channels
- Traction in orders in the Distribution Solutions and Smart Power divisions
- Key orders from – leading energy company, major data center player, metals major

Revenues

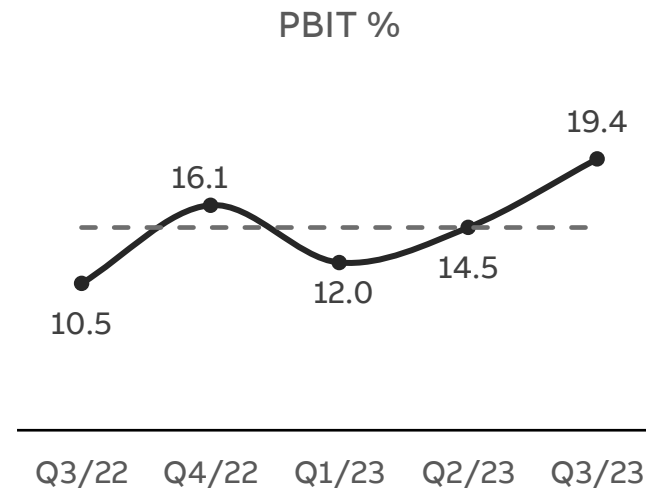
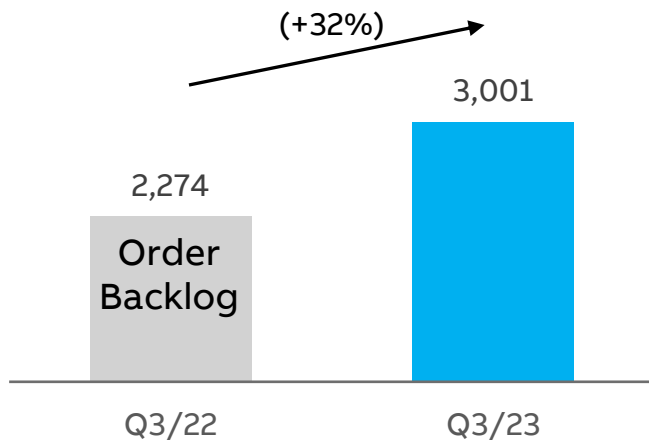
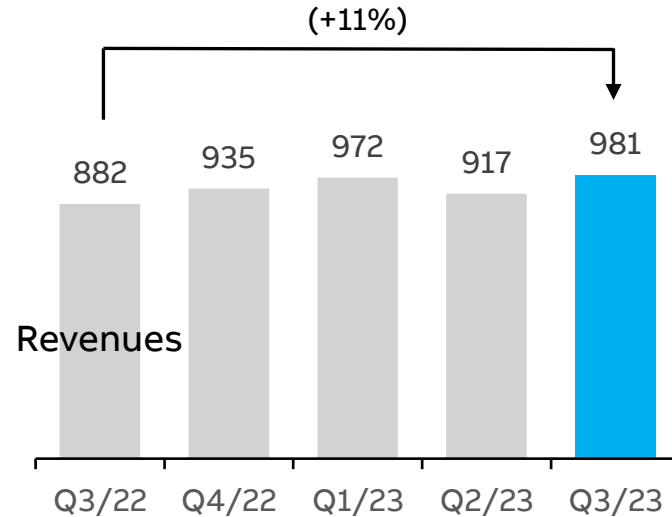
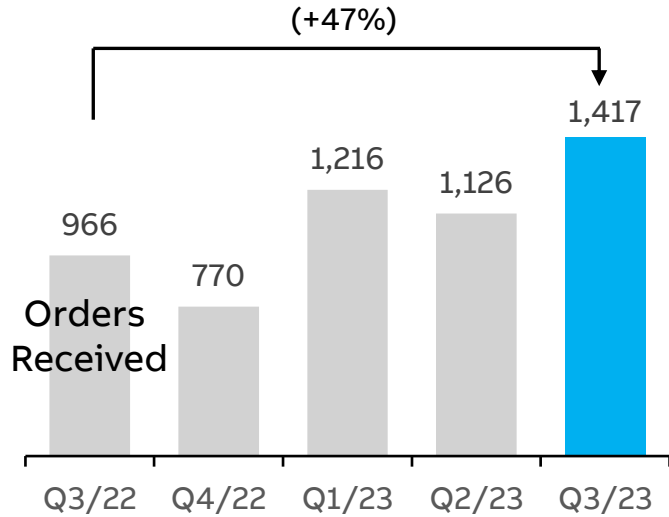
- Seamless execution of backlog

PBIT

- Superior price realization
- Efficient capacity utilization

Motion

INR crores



Orders Received

- Robust demand momentum for large motors and generators
- Orders from Rail segment
- Increasing penetration to Tier II & III cities

Revenues

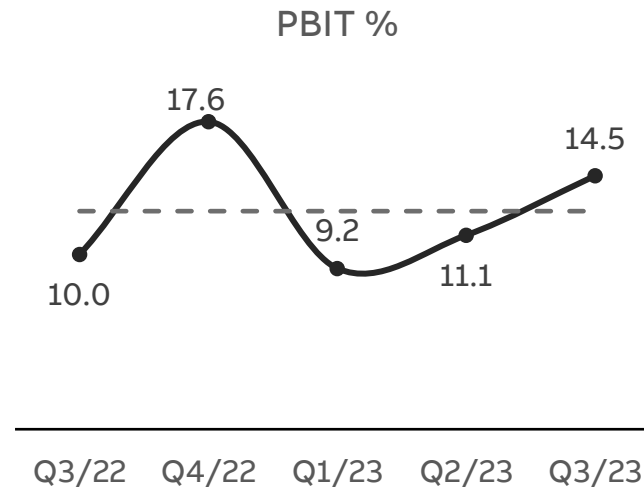
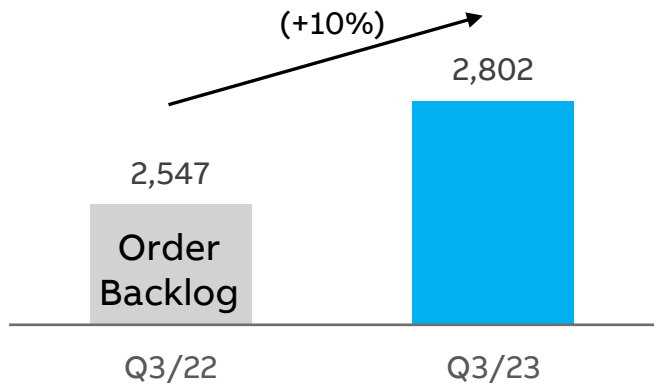
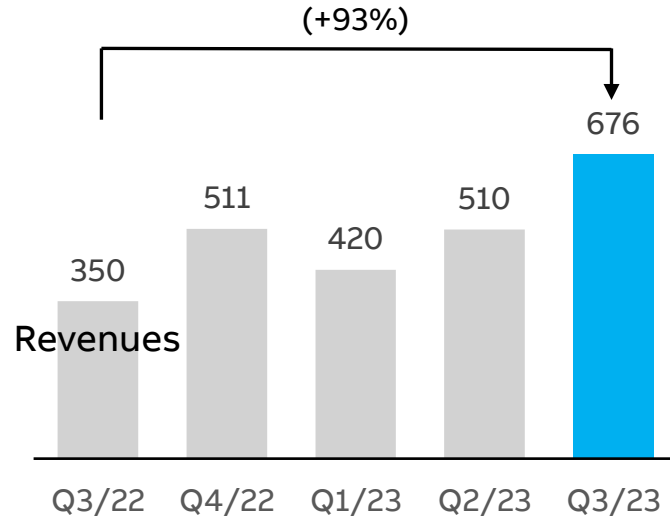
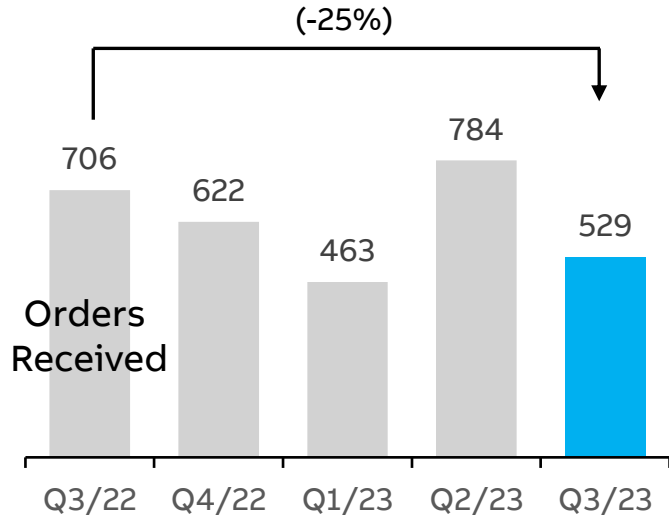
- Efficient capacity utilisation and backlog execution

PBIT

- High volume, better revenue mix

Process Automation

INR crores



Orders Received

- Orders from energy industry, process industry
- Delay in realization of few large orders due to pending approvals; to be realized in subsequent quarters

Revenues

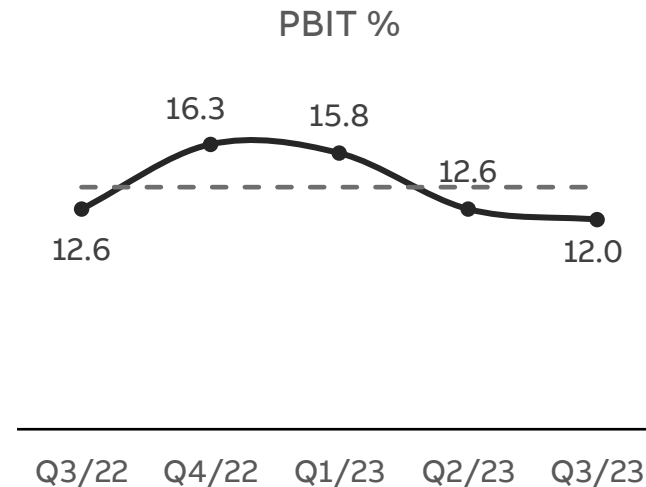
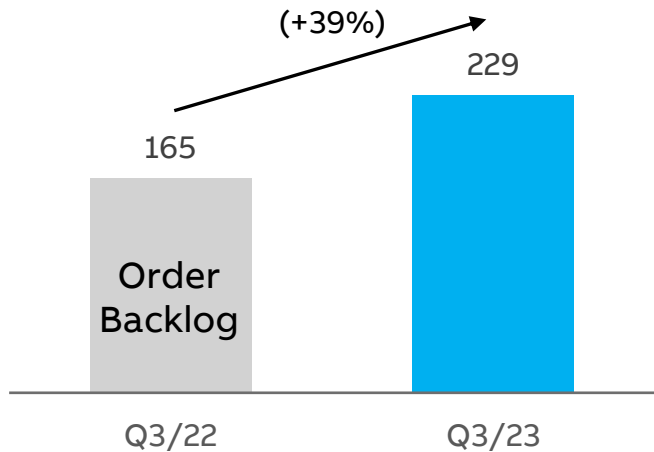
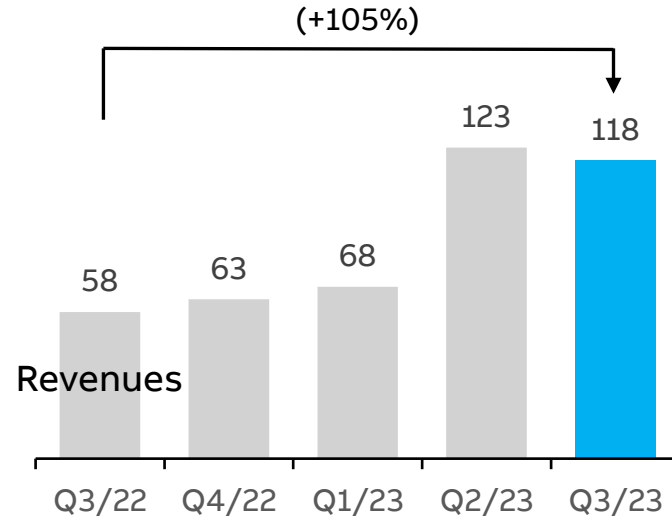
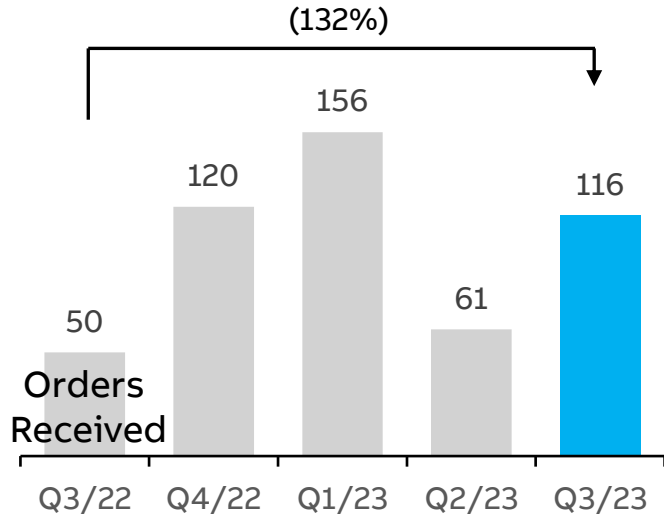
- Higher execution of order backlog
- Surge in service revenue
- Uptick in export revenue

PBIT

- Revenue mix and higher margin order backlog realization

Robotics and Discrete Automation

INR crores



Orders Received

- Strong inflow from automotive sector, paints, electronics, along with service orders
- Large order from automotive and leading electronics manufacturer

Revenues

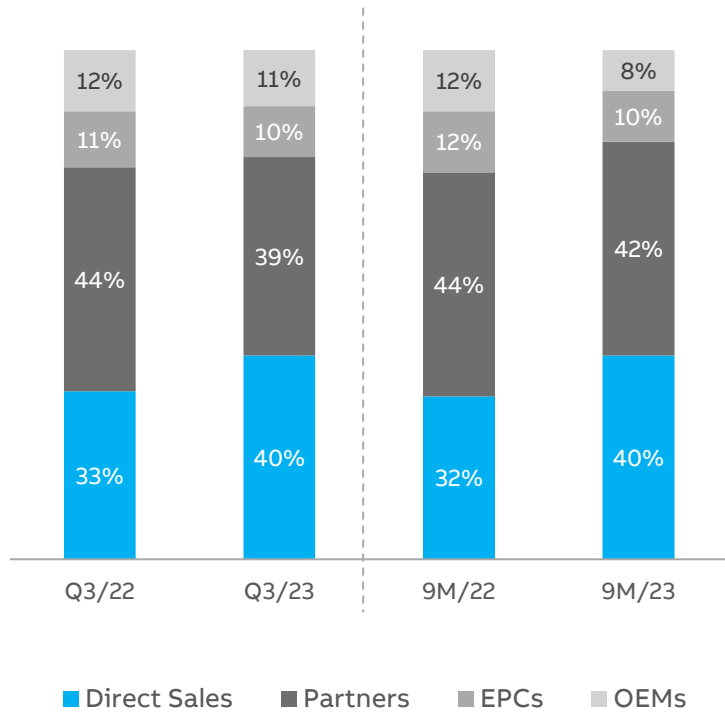
- Higher revenue from execution of paints order

PBIT

- Higher service revenues in previous quarters compared to current quarter

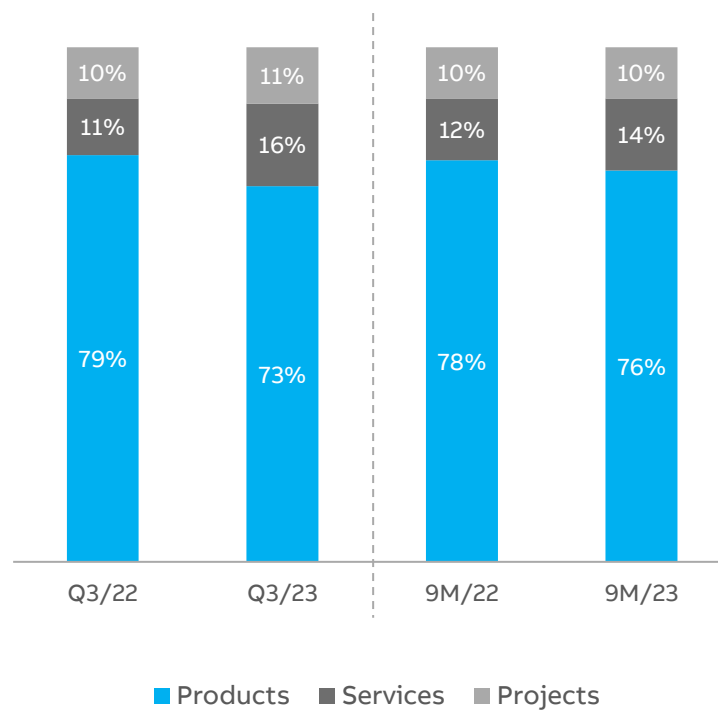
Well-structured, diversified business model

Channels

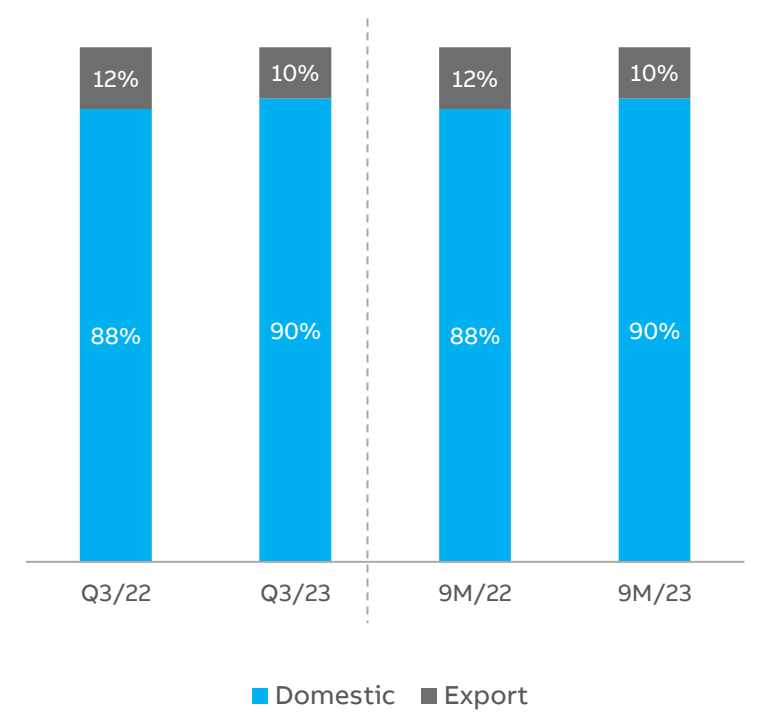


Partners include Panel Builders, Distributors & System Integrators

Offering



Geography



Note: Category distribution by Revenue

AABB