

May 5, 2021

BSE Limited
P.J. Towers
Dalal Street
Mumbai 400 001
(Atten: DCS Listing)

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

Dear Sirs

Subject: Presentation to be made to Analysts/ Investors on Wednesday, May 5, 2021 as per Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 relating to Unaudited Financial Results of the Company for the quarter ended March 31, 2021

Ref : BSE Scrip: 543187 (POWERINDIA) NSE Symbol: POWERINDIA

We are sending herewith a copy of presentation to be made to Analysts today, Wednesday, May 5, 2021 for the information of the Stock Exchanges.

You are requested to take the same on record.

Thanking you.

Yours faithfully,
For ABB Power Products and Systems India Limited

Ajay Singh

Ajay Singh
Chief Financial Officer



Encl: As above

PUBLIC

HITACHI

ABB

Q1 2021 – Analyst Call

ABB Power Products and Systems India Ltd.

POWERING GOOD FOR SUSTAINABLE ENERGY

2021-05-05

HITACHI ABB POWER GRIDS

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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 Power Products and Systems India Ltd (“APPSIL”). These expectations, estimates and projections are generally identifiable by statements containing words such as “expects,” “believes,” “estimates,” “targets,” “plans,” “outlook” 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:

- COVID-19 crisis associated disruption risks
- 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 APPSIL’s filings with the Securities and Exchange Board of India (SEBI), including its Annual Report.

Although APPSIL 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.

12 mn safe man hours in Grids and Power Quality Solutions (substation execution business)

0 INCIDENTS

12 Million Manhours

135 Project Sites

5 YEARS AND COUNTING...

Protect our people – three focus areas

Drive vaccination for all employees

Continued mass testing to identify asymptomatic carriers

Ensuring safe business continuity by reinforcing COVID appropriate behaviour



89%+ of eligible employees have been vaccinated through concerted efforts of crisis team

Orders	INR 848.9 cr	↑ 2.8% QoQ	↓ (9.1)% YoY
Revenue	INR 1,023.8 cr	↓ (1.9)% QoQ	↑ 26.2% YoY
PBT (before exceptional items)	INR 53.7 cr	↑ 16.6% QoQ	↑ 29.5% YoY
PBT (after exceptional items)	INR 53.7 cr	↓ (28.9)% QoQ	↑ 35.4% YoY
PAT	INR 39.4 cr	↓ (28.3)% QoQ	↑ 34.9% YoY

Robust cash collection despite challenging market

Company remains debt-free at close of Q1-21

Key order wins

- **INR 117cr** 400kV GIS substation order from BALCO
- **INR 160cr** orders from rail customers including Chittaranjan Locomotive and CORE
- **INR 76cr** order for transformers for Palkadul Hydro project
- **INR 57cr** order from BMRCL expansion
- **INR 33cr** transformer for Nepal Electricity Authority
- **INR 18cr** order to power new age datacenter

~INR 135 crore of orders where ABB Power Products and Systems India Ltd. was L1, have been deferred by customers



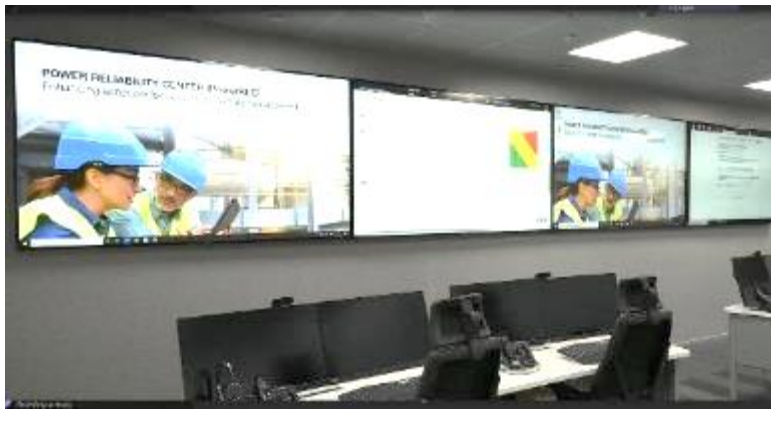
Energy & Digital World: Working through the energy transition by collaboration



INR 124 crore project win from BALCO – for reliable power performance



Cyber security audit and implementation across distribution network in Mumbai



Established Power Reliability Center – accelerating digital adoption



Ester-filled transformer commissioned for Tata Power – delivering environmental value



Social ecosystem partnerships like Sikshana – Women in engineering

EconIQ in action – Eco-efficient High Voltage Products



Game changing technology for SF₆ alternatives to reduce environmental impact

Pioneered the world's first high-voltage eco-efficient GIS as an alternative to SF₆

>50% reduction of CO₂-equivalent emissions throughout the total lifecycle

Over a decade of innovation in eco-efficient technologies

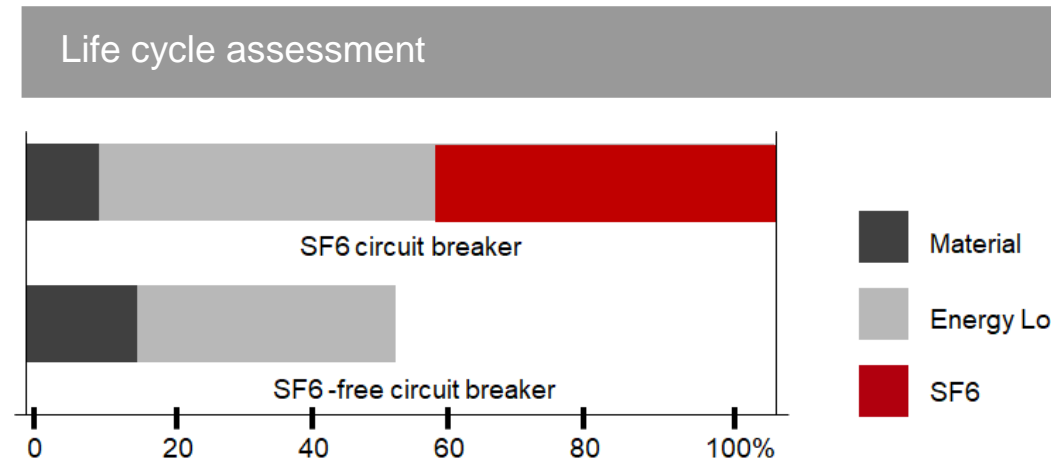
Based on reliable technology for gas circuit-breaker

Longest field experience worldwide

Scalable to ultra-high voltage for both interruption and insulation

Standard solution for the industry

Future proof compliant to future environmental regulations



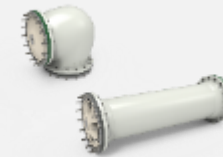
Gas-insulated switchgear (GIS) ELK-04, 145 kV



Live Tank Breaker LTA 72.5 kV



Live Tank Breaker LTA 145 kV



Eco-passive elements for GIS 420 kV



Disconnecting Circuit Breaker (DCB) LTA, 72.5 kV and 145 kV

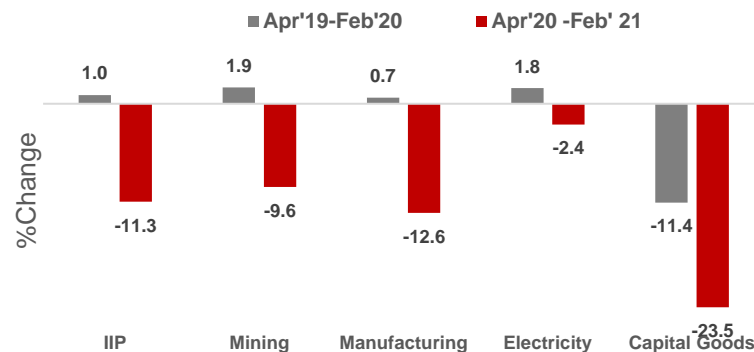
¹Lifecycle Assessment Lifetime of equipment: 30 years. Assumed gas leakage rate: 0.1 percent p.a. accumulated over a period of 30 years, 1 percent loss during handling, 1 percent loss during decommissioning.

Markets & performance

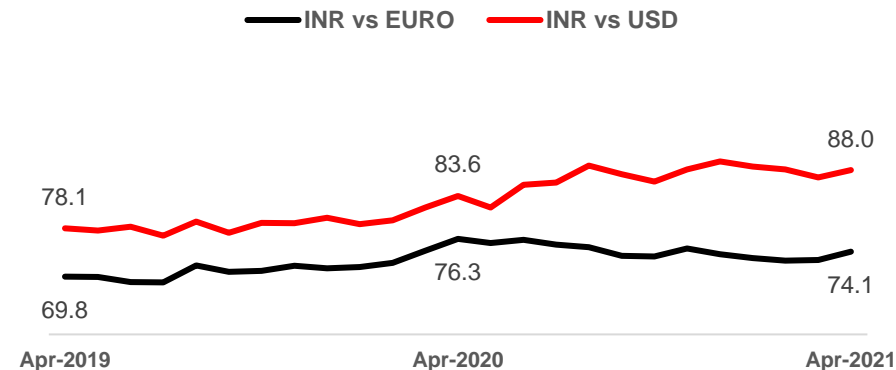
Macro-economic snapshot

- COVID-19 Second wave in the country. **Daily cases cross 380k mark and rising**
- Supply chain disruption** due to lockdown, night curfew and **restriction on use of Oxygen**
- Vaccination available for all above age 18 from May
- India's High-Frequency Indicators Plateau in 2021 after showing growth in Q4-20
- Oil prices remains high, and retail inflation rises to 5.52% in March
- Demand for electricity during evening peak hours rose 5% and overall demand continues to be strong**

Industry growth (IIP²) – Contraction in the first two months of the year



Rupee appreciates ~3% against the USD in last 12 months



High Frequency Indicators*

Manufacturing PMI Holds Steady



E-Way Bill Collections Plateau

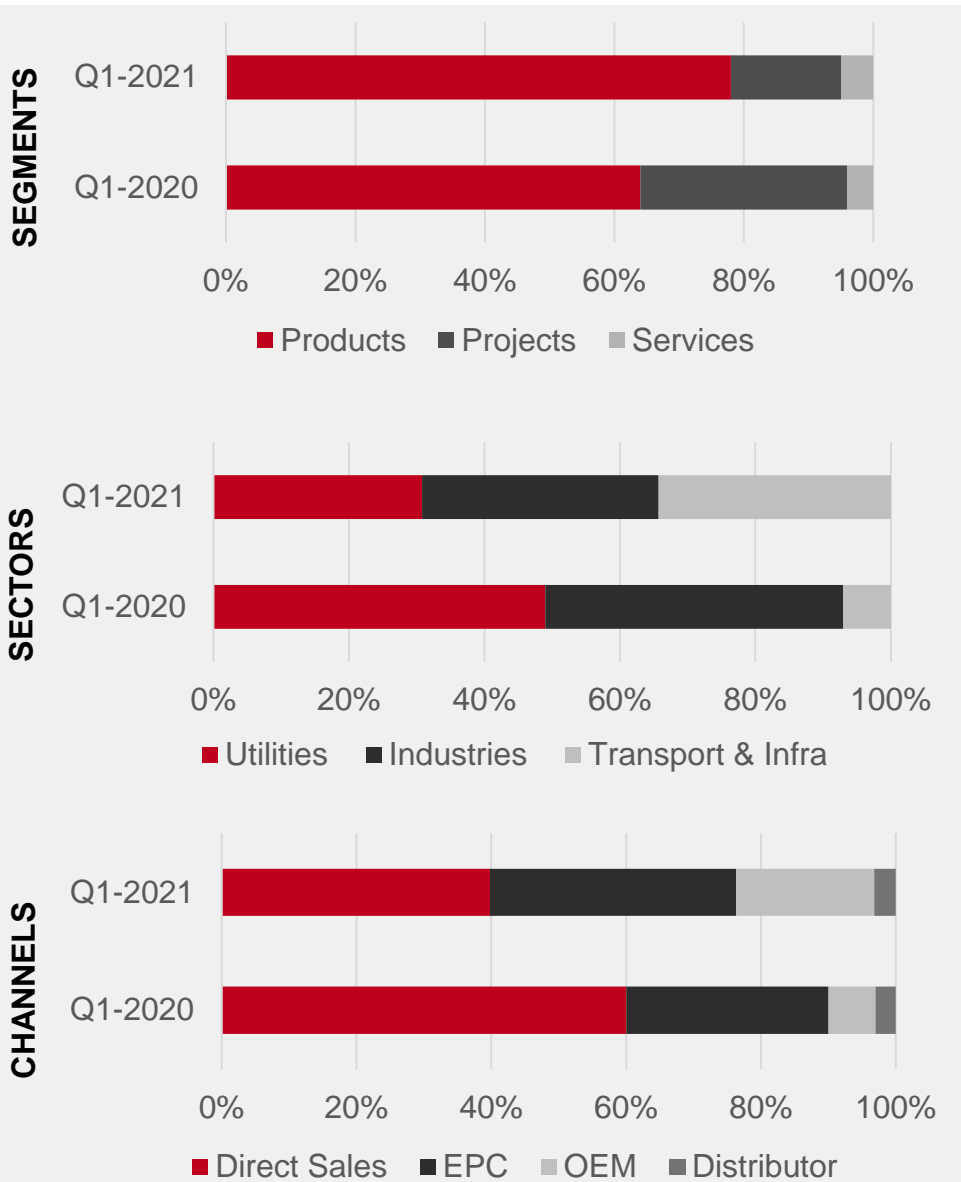


Level Of Exports, Imports Flatten



* Source: Bloomberg, PMI – Purchase Manager Index; 2-IIP – Index of Industrial Production;

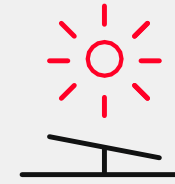
Order distribution: Balanced across segments and channels



Performance in Vision 2025 focus areas

Renewables (Solar + Wind)

~1 GW of cumulative solar orders catered for in Q1-21 with major order from JSW



2021 vs 2020: ↓

Power Quality

Reliable power for all
Increased electrification of industries & transportation



2021 vs 2020: ↑

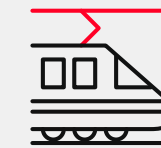
2021 vs 2020: ↑↑



Datacenters

India privacy laws
Remotely connected economy
Advent of 5G

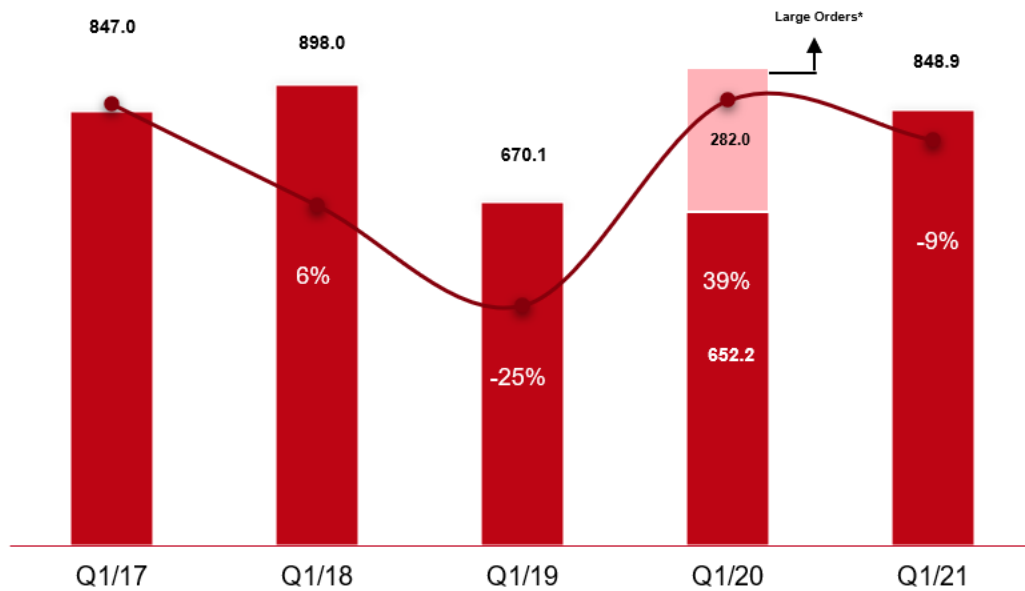
2020 vs 2020: ↑



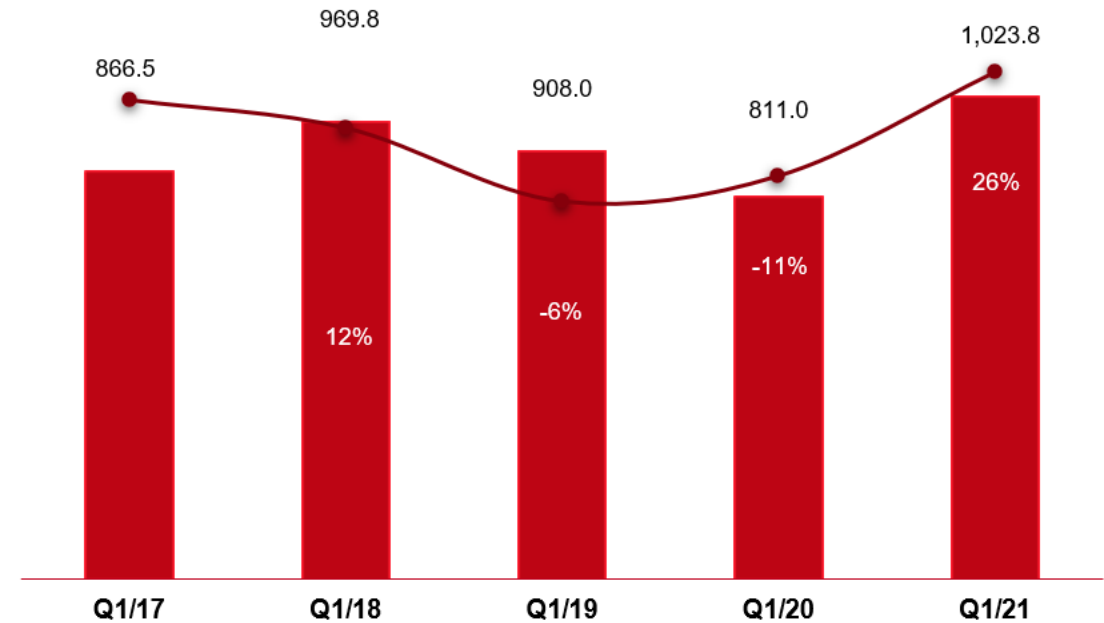
Railways & Metros

Urbanization
Freight corridors
Net zero ambitions

Orders reflects impact of one-time large orders in Q12020



Revenue up 26% yoy



Disruptions across value chain remain a risk for coming quarter

* 117cr PGTR EI-Swedey & 165 cr order of IOCL Baurauni

Growth in service orders

Digital connect:

- Order for 24/7 Phone Support for HVDC link in western India
- Real-time remote technical support to T&D operators

Enabling business continuity:

- Successful charging of bay extension project at cement major
- Successful completion GIS project involving 400 kV/220kV and 132 kV GIS for T&D operator

Market wins:

- Life Cycle Automation Service orders from Oil & Gas majors
- Transformer Repair Order from Sembcorp & Tata Steel

Exports reflecting dampening effect of COVID19

- Supply of power transformers to Transeleca Colombia
- Substation package South African market including supply of 220kV and 66kV power transformers
- Order for 132 kV, 220 kV capacitor voltage transformers & 36 kV to 245 kV disconnectors for Nampower
- Capacitors orders for power quality from central Bangladesh utility
- Order for 220 kV altitude and tremor resistant circuit breakers & disconnectors for Isotron, Chile

Service and export orders continue to range in 15-20% of total orders

Profit & Loss Statement

INR crore

12M 2020	Performance Indicator	Q1, 2021	Q4, 2020	QoQ %	Q1, 2020	YoY%
3,217.7	Total Orders Received	848.9	826	2.77	934.2	-9.13
4,954.8	Order Backlog (end of period)	4,777.7	4,954.8		5,192.2	
3,438.9	Revenue	1,023.8	1043.7	(1.91)	811	26.24
171.8	Profit Before Tax (PBT) before exceptional item	53.74	46.1	16.57	41.5	29.49
28.1	Exceptional Item (customer receivables provision)		(32.41)		0	
7.4	Exceptional Item (demerger expenses)		2.93		1.8	
136.3	Profit Before Tax (PBT) after exceptional item	53.74	75.58	(28.9)	39.7	35.37
5.0%	PBT % before exceptional item	5.2	4.4		5.1	
4.0%	PBT % after exceptional item	5.2	7.2		4.9	
99.8	Profit After Tax (PAT)	39.44	55	(28.3)	29.2	34.9
2.9%	PAT %	3.9	5.2		3.6	
194.5	Operational EBITA	75.89	65.9	15.16	56.6	34.08
5.7%	Operational EBITA%	7.4	6.3		7.0	

Zero-debt company as of March 31, 2020

CRISIL rating in January 2021

A1+ short-term facilities; **AAA/Stable** long-term banking facilities

Traction Transformer expansion, Savli¹
Transformer Bushing expansion, Maneja



Capacitor expansion, Bangalore
Increased localization in AIS & GIS feeder factories, Savli



PowerREC - Remote reliability care center, Bangalore



Making in India for India, and the world



Growth levers

Rail, renewables, data centers

Industries undertaking green transition

Government infrastructure investment; green corridors

Digitalization of grid

Increased power consumption, including from shift to virtual



Strategy

Focus on high growth segments

Accelerate growth through services, digital solutions and exports growth

Targeted customer engagement – CXO meets, customer/industry focus EDW



Execution

Continuous quality improvement

Sustained cash focus

Lower carbon footprint of own operations

Greater share of localized content



People

Safety – drive vaccination, reiterate COVID19 appropriate behavior

Build diversity and integrity

Balance mix of competencies with strategy:

- Digital & software
- Services
- Energy automation

“
Electricity
will be the
backbone
of the
entire
energy
system

01

Accelerated shift from fossil-based to renewable power generation

02

Growing electrification of Transportation, Industry and Buildings sectors

03

Sustainable energy carriers, complementary to direct electrification

Fast facts

- “ Electricity demand will more than triple by 2040*
- “ Electrification improves energy efficiency
- “ All market sectors converting towards electrification
- “ Energy sector-coupling beneficial

So what?

Digital and energy platforms are needed...

...to manage the enormous power system energy transition challenges:

- increased complexity
- additional capacity

for CO₂e
reduction

HITACHI

