

November 10, 2020

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 Tuesday, November 10, 2020 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 and nine months ending September 30, 2020

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

We are sending herewith a copy of presentation to be made to Analysts today, Tuesday, November 10, 2020 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



Poovanna Ammatanda
General Counsel and Company Secretary



Encl: As above



HITACHI



ABB



ABB Power Products and Systems India Ltd.

Q3 2020 - Analyst conference call

N Venu, Managing Director

POWERING GOOD FOR SUSTAINABLE ENERGY

2020-11-10

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 pandemic 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.

Further, Information shared herein inter-alia contains some key financials pertaining to APPSIL. APPSIL 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 APPSIL board and thereafter announced to stock exchanges as per the listing obligations entrusted upon APPSIL. Therefore, privy to this presentation should kindly ensure strict confidentiality of the information shared and discussed herein.

Performance highlights

	INR crore
Order	890.2
Revenue	932.0
PBT (before exceptional item)	69.3
Exceptional item*	62.6
PBT	6.7
PAT	4.8
Operating EBITA Margin (before exceptional item)	7.3%

*Includes one-time provision for delayed receivables

Operating in the new normal

Employees
Customers
Partners
Community



Set-up a cross-functional pandemic response team.

Stay close to customers

Stabilize the supply chain

Ensure liquidity and cash

Engage with Government and Institutions
(minimize disruption)

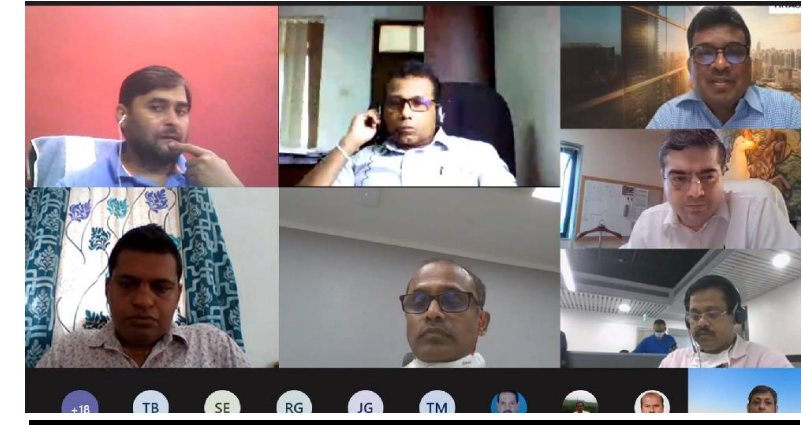
Protect our people: Driving a culture of awareness and action



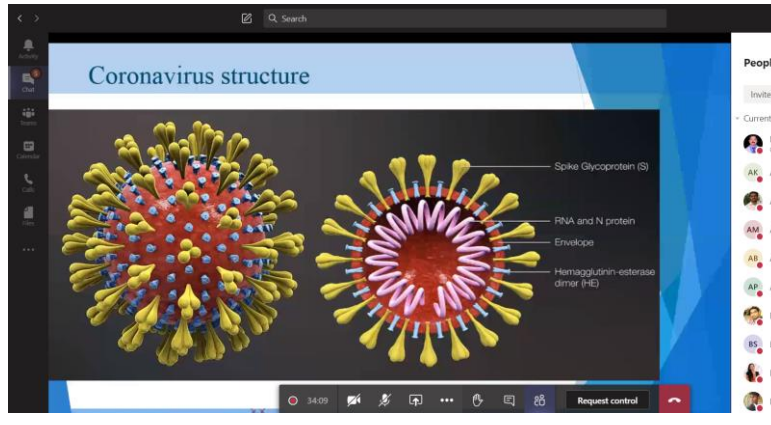
Acrylic dividers between work-stations, full body suits



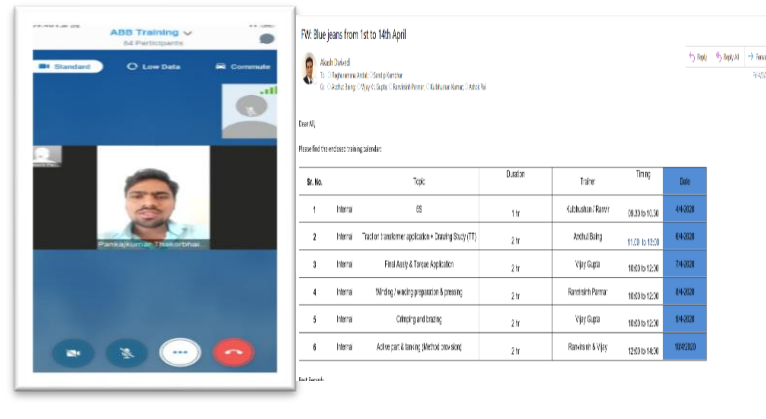
Shopfloor and site staff training on self-protection essentials



Ensuring our partners maintain the same standards: Virtual contractor's forum



Covid-awareness sessions for employees' families



Continued skill development through lockdown



Recognizing efforts of our Covid care team

Our Markets & Milestones

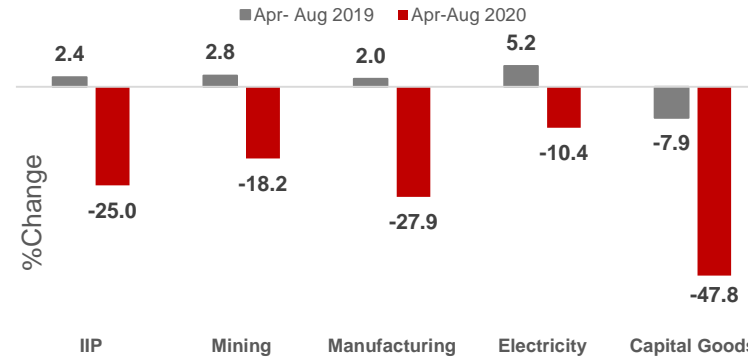
Positive

- Pandemic appears to be receding for the first time, cases seeing a downward trend over the last month
- Early signs of recovery seen in indicators (electricity & fuel consumption, PMI)

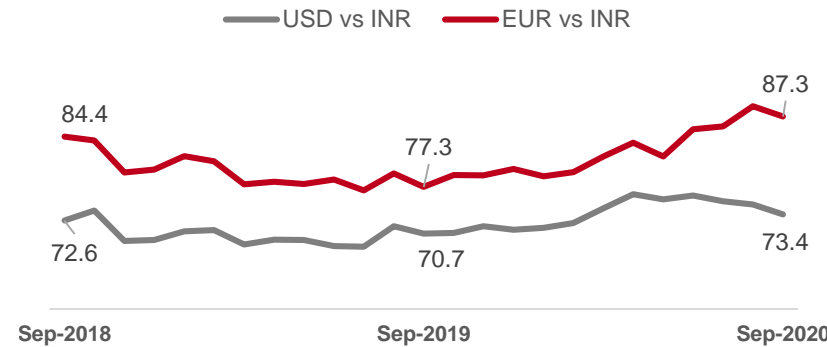
Negative

- Real GDP contracted to a historic low of -23.9% in 1QFY21. GDP is likely to contract by 9.5 per cent in FY 2020-21 – RBI
- Risk of pandemic's second wave remains with onset of winter and festive season
- India's Industrial Production (IIP) contracts by 25% during April-Aug 2020.
- Lower tax collection to impact government spending

Industry growth (IIP)



INR vs. USD & EUR



Key estimates for FY20-21* (RBI)

- (9.5)%** GDP growth forecast
- 4.5%** CPI
- 7.5%** of GDP fiscal deficit
- 0.5%** of GDP – current account deficit
- 5%** bank credit growth

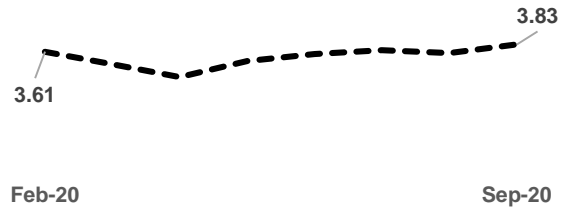
Pandemic remains the main headwind for Indian economic recovery, short term outlook uncertain

*Source – RBI October 2020 Monetary Policy ; IIP press release October

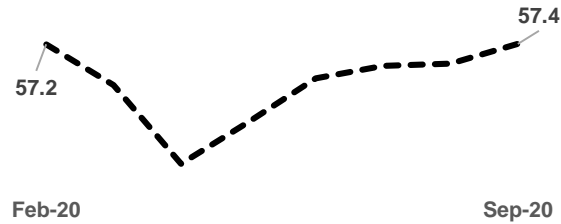
High-frequency indicators: economy picking up pace



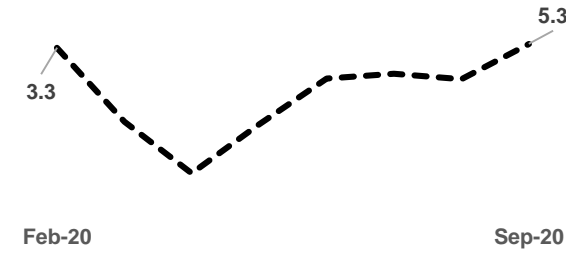
Electricity consumption, (monthly avg., bn units)



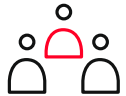
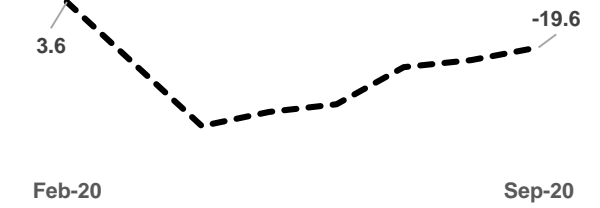
GST e-waybill (numbers in mn)



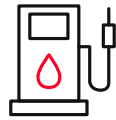
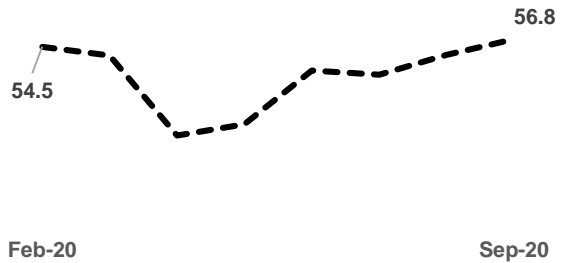
Exports (%Y-o-Y)



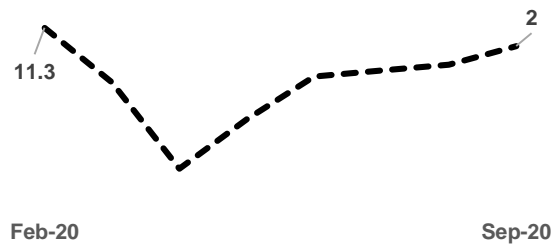
Imports (%Y-o-Y)



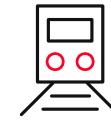
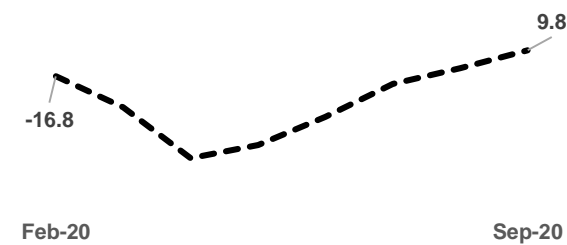
Manufacturing PMI



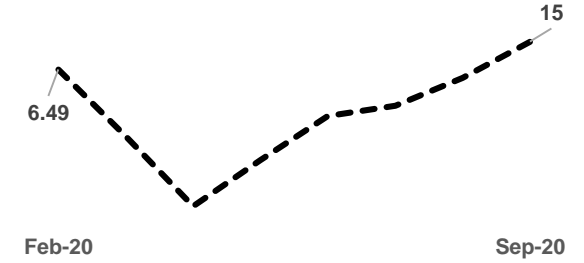
Petrol sales (%YoY)



Car sales (%Y-o-Y)



Rail freight traffic (%Y-o-Y)



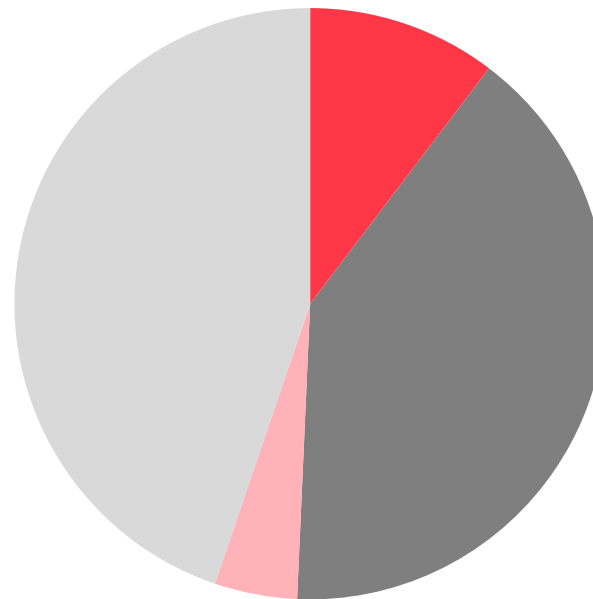
Cautiously optimistic on sustained economic revival in India

By segments



■ Projects ■ Products ■ Services

By channels



■ OEM ■ EPC ■ Distributor ■ Direct sales

By sector



■ Utilities ■ Industry ■ Transport & Infra

~INR 191 crore of orders where Hitachi ABB Power Grids was L1 has been deferred by customers

100 cr + order to strengthen mission critical power infrastructure at HPCL Rajasthan Refinery

~200 cr breakthrough transformer orders from Torrent Power & Megha Engineering & Infrastructures

10 cr renewable energy monitoring automation order from Power Grid Corporation of India

~49 cr transformer orders from Khsema Power & Vikram Solar to enable transmission of green power

>30 cr traction transformer order for Perth Metro - “Making in India for the world”

~34 cr power quality order from Dangote refinery, Nigeria



Exports: Demand from Asia, Australia & Africa

26 no 11kV Capacitor bank for **Dangote Oil Refining, Nigeria**

EMU Traction Transformers for **Perth Metro**

Construction of 33/0.4kV Sub Station for **Bhutan Power**

Order for 16 x 420 kV CB's, 48 x 420 kV CT's & 27 x 420 kV CVT's for **Julius Nyerere Hydropower Project in Tanzania**

Repeat order from **Trans Grid Australia** for relays

Service focus to increase as customers step up utilization

Order for extension and repair of 400kV GIS from **Sembcorp Energy**

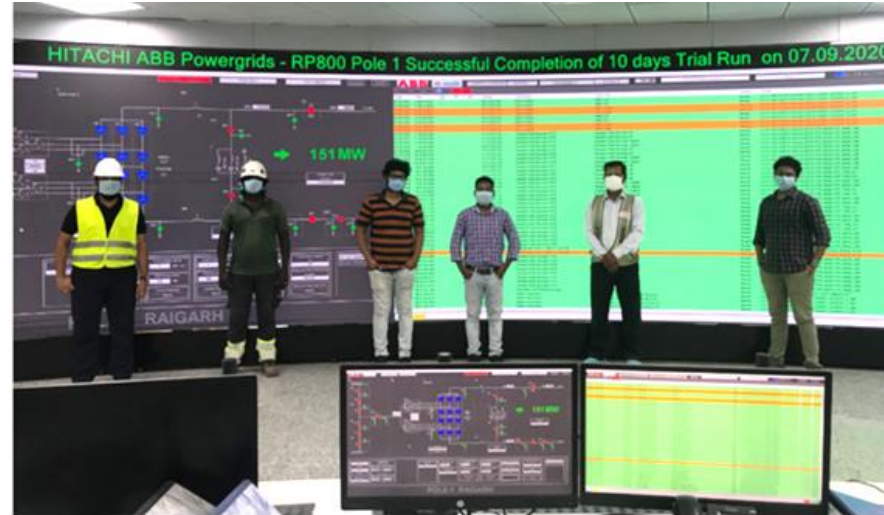
PGCIL for its **Renewable Energy Management Center (REMC)** for Telangana state to set up a SCADA control room

Service engineers support extended to customers during pandemic and successfully completed **commissioning of BGCIL Hathida GIS**

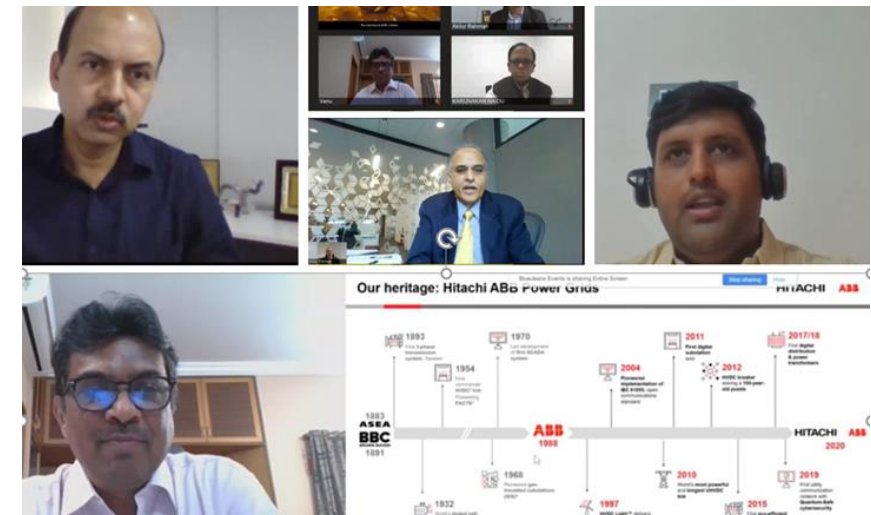
Virtual Instructor-Led Training launched as a new product line and training conducted for 250 customer representatives

Digital customer connect continues through virtual platforms, technical webinars

Ensuring business continuity for customers – from energizing the first pole of RP800 HVDC link to strengthening infrastructure for Remote Factory Acceptance Tests



High quality virtual engagement – from thought leadership events for C-suite to deep-dive technical sessions for decision makers





Financial Performance

9M 2020	Performance Indicator	Q3, 2020	Q2, 2020	Q3, 2019	Change (Q3,20 Vs Q2,20)
2,391.7	Orders Received	890.2	567.3	1,164.3	56.9%
5,175.3	Order Backlog (end of period)	5,175.3	5,133.9	5,535.4	
2,378.2	Revenue	932.0	634.3	1,028.9	46.9%
125.7	Profit Before Tax (PBT) before exceptional item	69.3	14.9	83.8	365.1%
60.5	Exceptional Item (prov for delayed receivables)	60.5	-	-	
4.5	Exceptional Item (Demerger Expenses)	2.1	0.6	1.8	
60.7	Profit Before Tax (PBT) after exceptional item	6.7	14.3	82.0	
5.3%	PBT % before exceptional item	7.4%	2.4%	8.1%	
2.6%	PBT % after exceptional item	0.7%	2.3%	8.0%	
44.9	Profit After Tax (PAT)	4.8	10.9	69.3	-56.0%
1.9%	PAT %	0.5%	1.7%	6.7%	
128.6	Operational EBITA (before exceptional item)	68.1	3.9	97.6	1646.2%
5.4%	Operational EBITA% (before exceptional item)	7.3%	0.6%	9.5%	

*One-time provision for delayed receivables

Parameters a % of sales

Particulars	YTD 2020	Q3/20	Q2/20	Q3/19
Sales	2,376.7	931.9	633.2	1,028.8
Other Income	1.5	0.1	1.0	0.0
Material Cost	1,401.9	590.8	353.5	642.9
% to sales	59.0%	63.4%	55.8%	62.5%
PeX	277.2	89.9	89.4	86.2
% to sales	11.7%	9.6%	14.1%	8.4%
Other Op. Expenses	501.4	154.5	156.1	195.7
% to sales	21.1%	16.6%	24.7%	19.0%
Depreciation	57.2	20.9	17.5	16.4
% to sales	2.4%	2.2%	2.8%	1.6%
Interest	14.8	6.6	2.9	3.8
% to sales	0.6%	0.7%	0.5%	0.4%
Exceptional item	65.0	62.6	0.6	1.8
% to sales	2.7%	6.8%	0.1%	0.2%
PBT	60.7	6.7	14.3	82.0
% to sales	2.6%	0.7%	2.3%	8.0%
Tax	15.8	2.0	3.4	12.7
% to sales	0.7%	0.2%	0.5%	1.2%
PAT	44.9	4.8	10.9	69.3
% to sales	1.9%	0.5%	1.7%	6.7%

Exceptional item in Q3

- Unwavering focus on good governance - continuous review of our contracts and receivables
- Based on payment delays in a few cases and our analysis of customers' liquidity, additional provision aggregating to INR 60.48 crore have been made
- Provision impacts profit after tax for Q3
- Potential burden on company balance sheet in the medium-term reduced

Mar 30

Public statement issued

872.68

Offer price per share (INR)

Sep 9

2-week tendering period,
closing September 22

179

Total number of shares
tendered

Investor confidence strong: **0.0004%** of shares acquired from total paid up share capital

Transforming performance



Building new value for energy market participants



**Hitachi ABB Power Grids' EPM
+ Pioneer Solutions' C/ETRM**

Charging a future that is digital, open, scalable & flexible

Powering good for a sustainable energy future, with pioneering and digital technologies, as the partner of choice for enabling a stronger, smarter and greener grid.

Utilities

Industry

Infrastructure

Products and components

Broadest portfolio and footprint



Software and automation

Deepest application know-how



Systems

Technology and innovation leader



Service

Largest installed base



Planning and building solutions



Global Technology and Market Leader

Digital grid pioneer

Operations and maintenance solutions

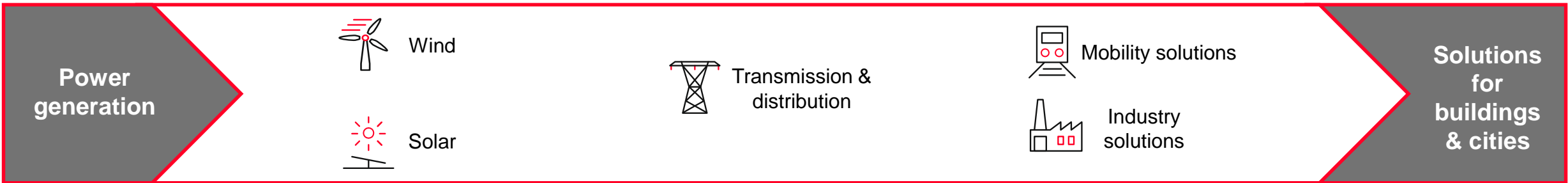
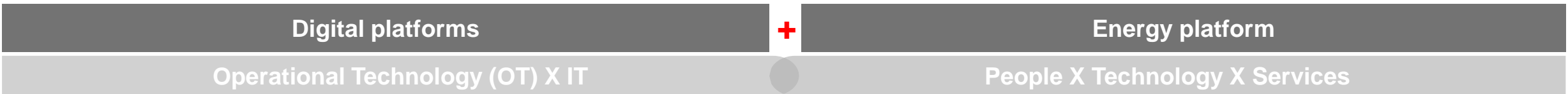


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LUMADA

IT

Technology and business model innovation leveraging collaboration on Digital & Energy Platforms





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