



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

May 5, 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 April 28, 2023, we are enclosing herewith a copy of presentation which will be made at the Analysts Call scheduled on May 5, 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



May 5, 2023

Solid start to the year with robust orders and profitability

ABB India Analyst Call | Q1 CY2023

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

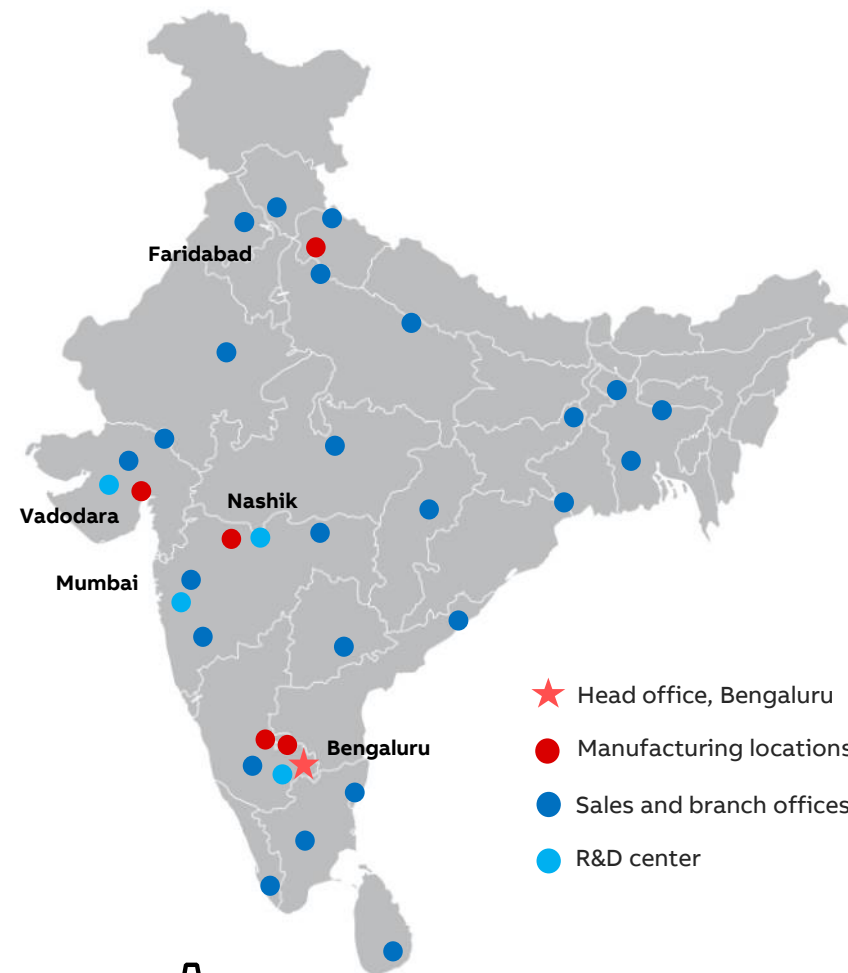
Energy Industries
Process Industries
Marine & Ports
Measurement & Analytics



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



21 Sales Offices

25 Plants

750+ Partners

Business highlights





Q1 2023 highlights

1. Strong start to the year

Orders +36%¹, revenues +22%¹

Highest ever order growth in Q1 in last 5 years

Operational EBITA margin 11.4%, +290 bps YoY

PBT (before exception) up by 66% YoY, PAT up by 65% on a like to like basis²

Robust cash position at INR 3,942 crore

2. First Integrated Report for 2022 published highlighting purpose and strategy

Highlights progress made in-line with the strategy

Demonstrates value-creation for stakeholders

3. Sustainability goals

Green power utilization and RE100 progressed well

CO₂ emissions down across locations

Greater discipline in waste management and water recyclability

¹ YoY comparable

² Q1 2022 included exceptional item from sale of turbocharger business

Positive market momentum



Short-cycle

Strong growth across most business areas



Services

Orders +37%¹ and revenues +33%¹



Discrete

Continued momentum in automotive, electronics



Process

Power handling, motors and drives packages for metal, cement, oil & gas majors



Transport

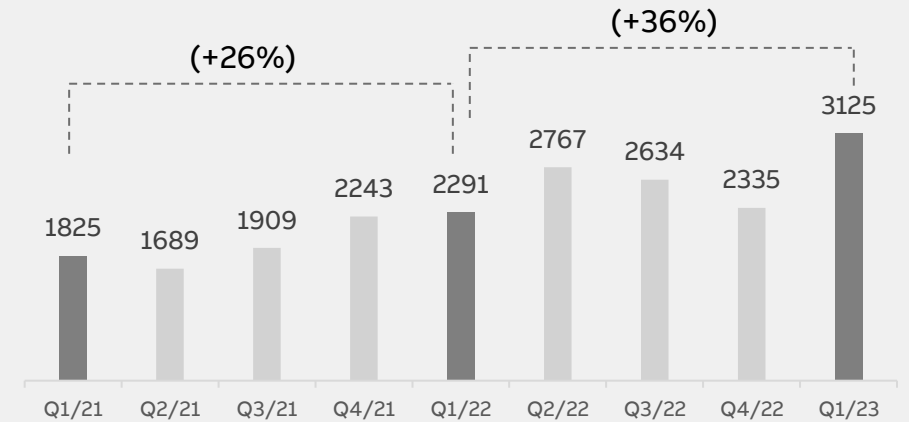
Uptick in railways and metro with high value orders

Order backlog grew +37%¹ to INR 7,170 crore

¹YoY comparable

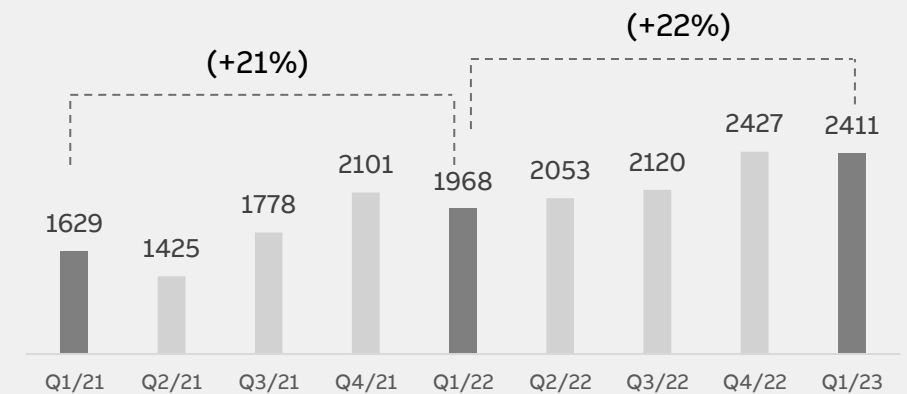
Orders

INR crores



Revenues

INR crores



Proven capabilities leading to significant wins



System drives for a diversified metals major, gas company and oil rig solutions



Power handling systems for a spun-dyed specialty fiber and paints conglomerate



Intelligent motor control center for metal major



Traction technology for Bhopal and Indore metros and Indian Railways



Power distribution solutions for data center major and IT majors



Robotics solutions for painting of EV cars



Gas distribution solutions covering 7 NE States, Sikkim and West Bengal



SCADA automation, RTU, AI/ML for jetty pipeline

Diverse businesses growing in leading segments

Focus	Enhance	Sustain
Electronics	Water &	Cement
Data Centers	Wastewater	Metals & Mining
Warehouse & Logistics	Food & Beverage	Oil, Gas and
	Pharma &	Chemicals
	Healthcare	Building & Infra
	Automotive	Rubber & Plastics
	Power Distribution	Marine & Ports
	Railways & Metro	Pulp & Paper
	Renewable	Textile
		Conventional Power

High Growth

High-Moderate Growth

Moderate Growth

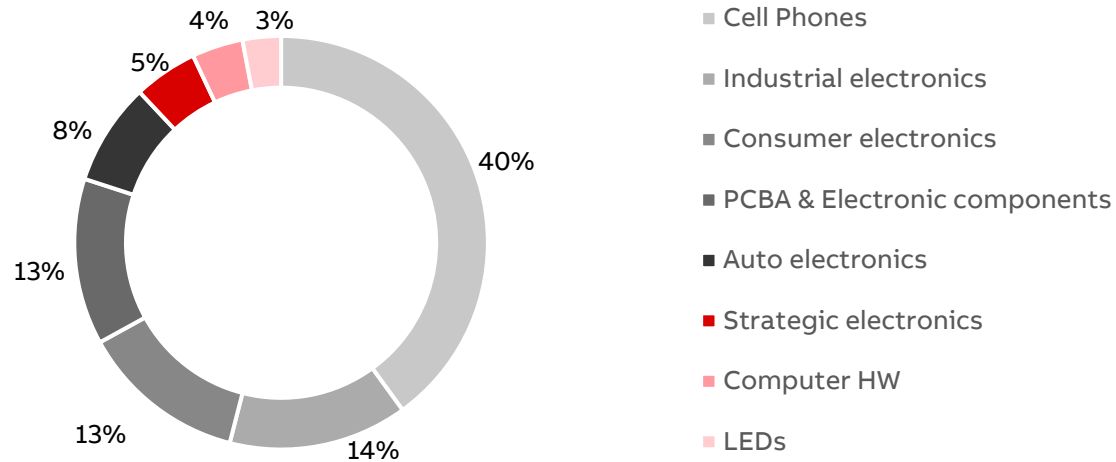


Theme for the quarter

Electronics: a deep-dive

Segment Insights

- Indian electronics market is expected to grow at **CAGR of 30%** to reach \$300bn by FY26
- Segmentation of Indian electronics market



ABB's offerings include LV & MV Switchgear, Building Automation, Switches, Distribution Boards, Digital Power Train, Robots

Key Drivers

- Make in India** and **Digital India** initiatives by Govt. of India
- Semicon India Program** for setting up Semiconductor Fabs, Display Fabs, Compound Semiconductors, OSAT/ ATMP, Design Linked Incentive
- Schemes for Promotion of Electronics Manufacturing:** PLI for Large Scale Electronics Manufacturing and IT Hardware, SPECS, EMC 2.0
- Rollout of 5G and Industrial use of IoT technology
- Large consumer base with increasing penetration of electronic products
- Third largest startup ecosystem in India

Integrating ESG Strategy in business operations

First integrated report for 2022 published

Energy

Green power utilization

Under RE-100

100%

COMPARED TO 2021 BASELINE

- Creating Low carbon value chain with driving GHG emission activity among trained suppliers
- Carbon neutral Operation activity with major focus on EP100 & Refrigerant reduction

Waste

Waste recyclability

~97%

COMPARED TO 2021 BASELINE

Zero waste to landfill with waste recyclability improvement & coprocessing of non recyclable waste

Water

Water recyclability

~50%

COMPARED TO 2021 BASELINE

Water positivity through water recyclability & rainwater harvesting improvement



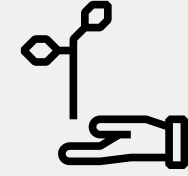
Education

- Learning improvement program for **>10k** students from **98 govt. schools**
- Education & IT skilling for youth



Diversity & Inclusion

- Holistic skilling & scholarship for women to pursue higher education in STEM
- Nurturing **200 children** with special needs



Communities & Environment

- Continued support towards patient management and equipment procurement to Sri Shankara cancer foundation – 2023 program underway
- ABB HelpAge's Mobile Healthcare facilities
- Public infrastructure upgrade – Peenya Phase 2 and Nashik



Financial highlights



Executive Summary

Growth momentum continues in Q1/23

INR crores

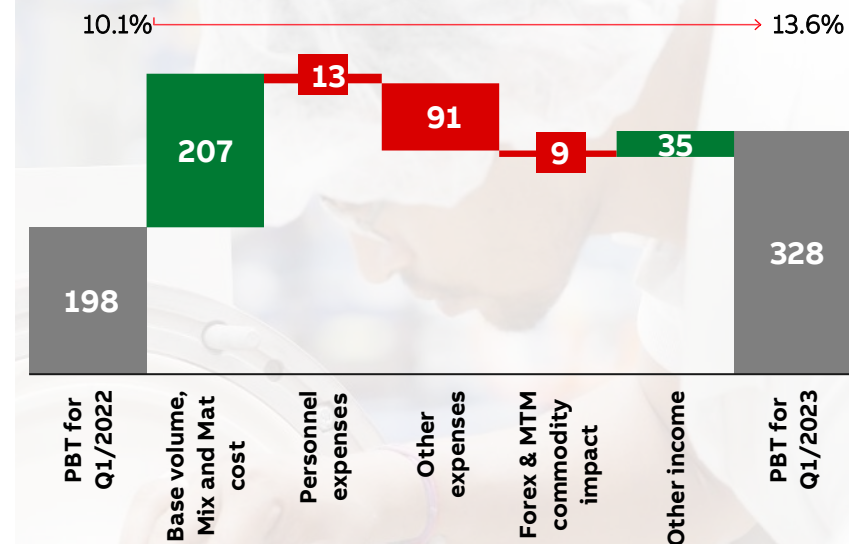
Q4 2022	Change vs Q4 22	Performance Indicator	Q1 2023	Q1 2022	Change vs Q1 22	CY 2022
2,335	34%	Total Orders Received	3,125	2,291	+36%	10,028
6,468	11%	Order Backlog (end of period)	7,170	5,229	+37%	6,468
2,427	-1%	Revenue	2,411	1,968	+22%	8,568
400	-18%	Profit Before Exceptional and Tax (PBT)	328	198	+66%	1,024
16.5		PBT before Exceptional %	13.6	10.1		11.9
400	-18%	Profit After Exceptional and Before Tax (PBT)	328	491	-33%	1,363
16.5		PBT after Exceptional %	13.6	25.0		15.9
306	-20%	Profit After Tax (PAT)	245	370	-34%	1,026
12.6		PAT %	10.2	18.8		12.0
301	-9%	Operational EBITA	274	167	+64%	897
12.4		Operational EBITA%	11.4	8.5		10.5
3,616		Cash balance	3,942	2,707		3,616

Financial summary

(INR Crores)

	Quarter ended on 31.03.2023		Quarter ended on 31.12.2022		Quarter ended on 31.03.2022		Year ended 31.12.2022	
	Crs	%	Crs	%	Crs	%	Crs	%
INCOME								
Revenue from Operations	2,411.2	100.0	2,426.9	100.0	1,968.4	100.0	8,567.5	100.0
Other Income	72.3	3.0	70.0	2.9	37.3	1.9	179.5	2.1
Total Income	2,483.5	103.0	2,496.9	102.9	2,005.6	101.9	8,747.0	102.1
EXPENDITURE								
Material cost	1,535.6	63.7	1,551.3	63.9	1,299.8	66.0	5,542.6	64.7
Personnel Expenses	187.8	7.8	158.5	6.5	175.0	8.9	635.3	7.4
Other Expenses	401.6	16.7	383.3	15.8	313.3	15.9	1,378.9	16.1
Exchange & commodity variation (net)	0.9	0.0	(30.6)	-1.3	(7.6)	(0.4)	48.8	0.6
Depreciation	27.5	1.1	26.8	1.1	25.7	1.3	104.7	1.2
Interest	2.2	0.1	7.2	0.3	1.5	0.1	13.1	0.2
Total Expenditure	2,155.6	89.4	2,096.7	86.4	1,807.6	91.8	7,723.5	90.1
Profit before Tax and exceptional	327.9	13.6	400.2	16.5	198.0	10.1	1,023.5	11.9
Exceptional item	-	-	-	-	293.4	-	339.3	4.0
Profit before Tax and after exceptional	327.9	13.6	400.2	16.5	491.3	25.0	1,362.8	15.9
Tax Expense	82.6	3.4	94.3	3.8	121.2	6.1	337.2	
Profit after tax	245.2	10.2	305.9	12.6	370.1	18.8	1,025.6	12.0

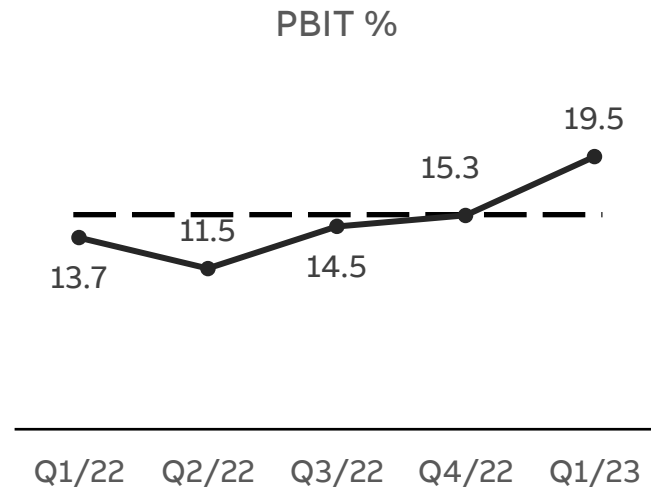
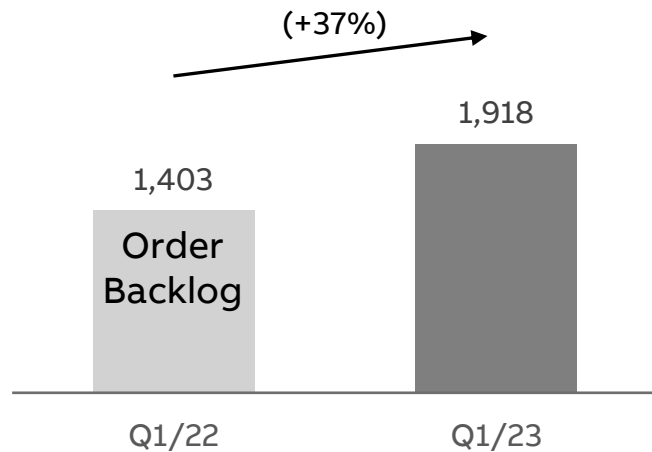
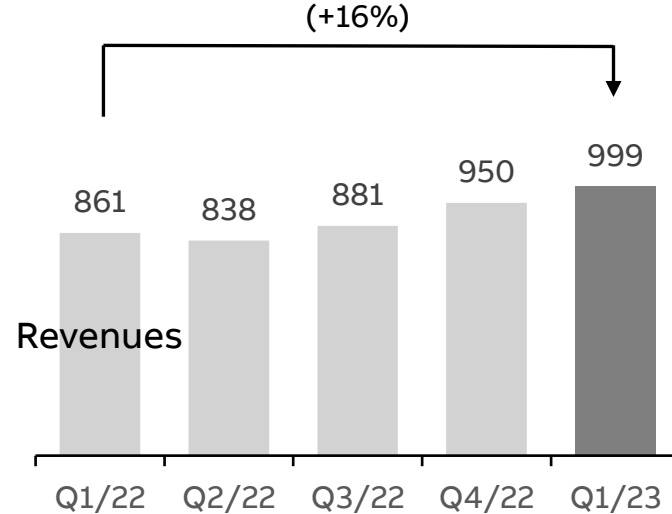
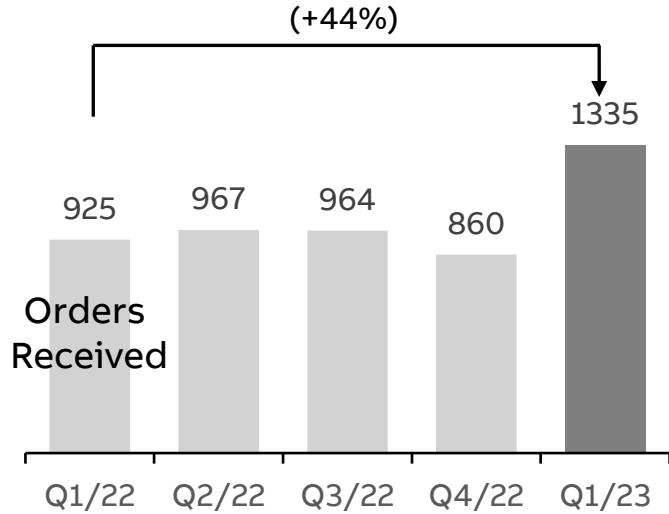
PBT Bridge



- Revenue growth, price realization, operational efficiencies and cost optimization resulted in better profitability

Electrification

INR crores



Orders Received

- Growth across major segments and channels
- Major orders from diverse sectors – metals, data centers, and IT majors

Revenues

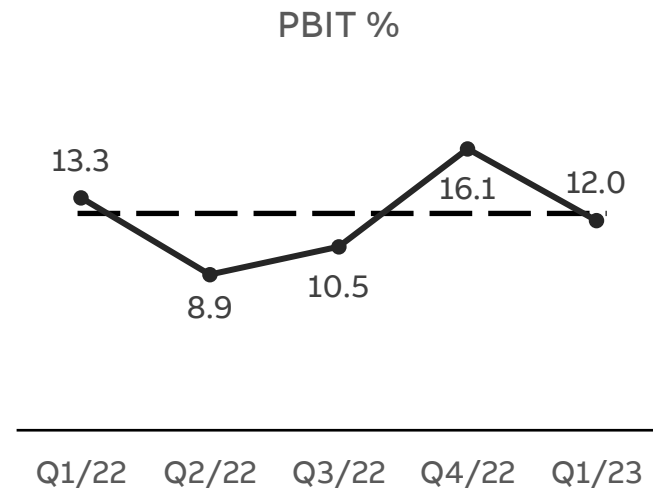
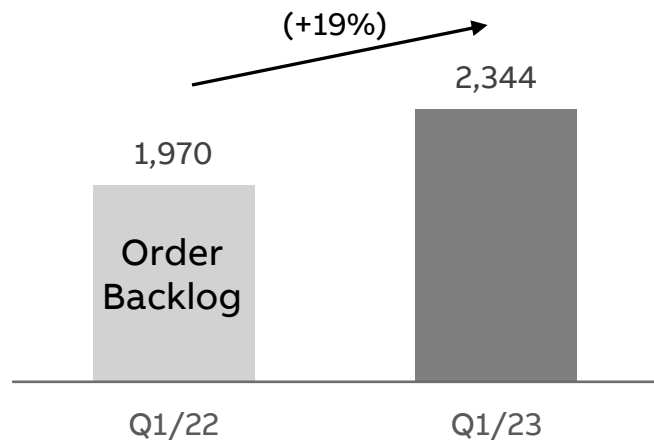
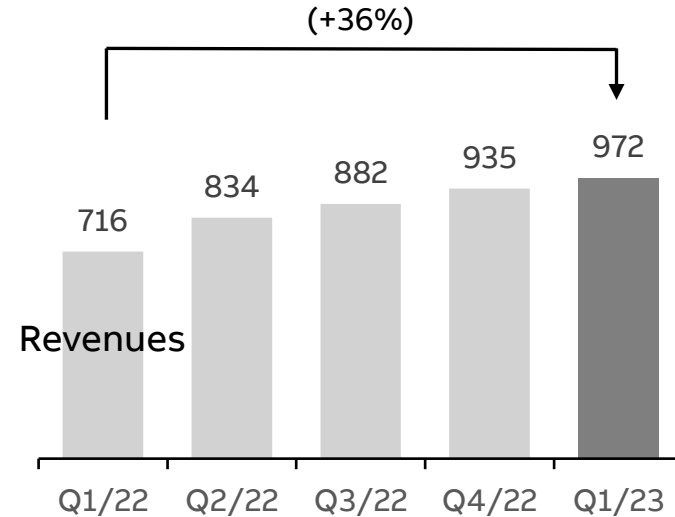
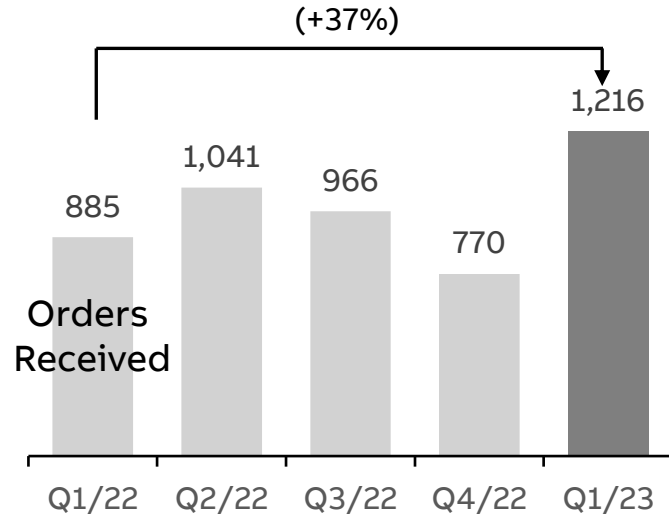
- Seamless operations and delivery, visibility of execution

PBIT

- Higher contribution from volume growth
- Better product mix and superior price realization
- Efficient capacity utilization

Motion

INR crores



Orders Received

- Strong contribution momentum of channel partners
- Segment focus drove growth across sectors like railways, metals, cement, F&B and oil and gas
- High value wins in transportation – Railways and Metro
- System Drives business bagged a high value packaging order

Revenues

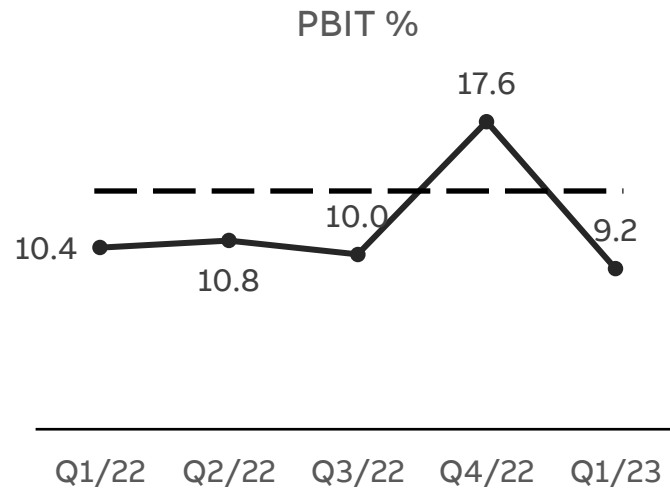
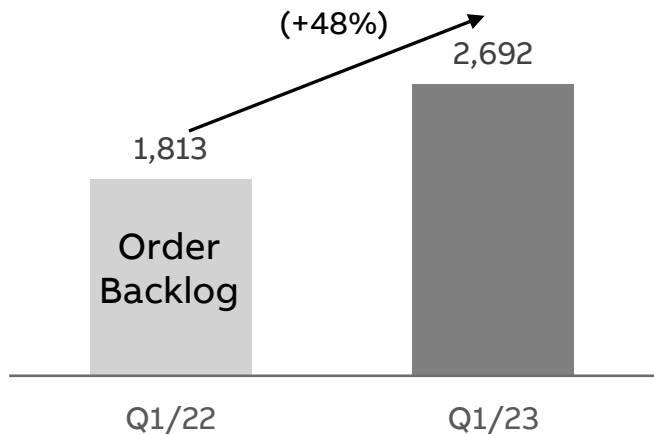
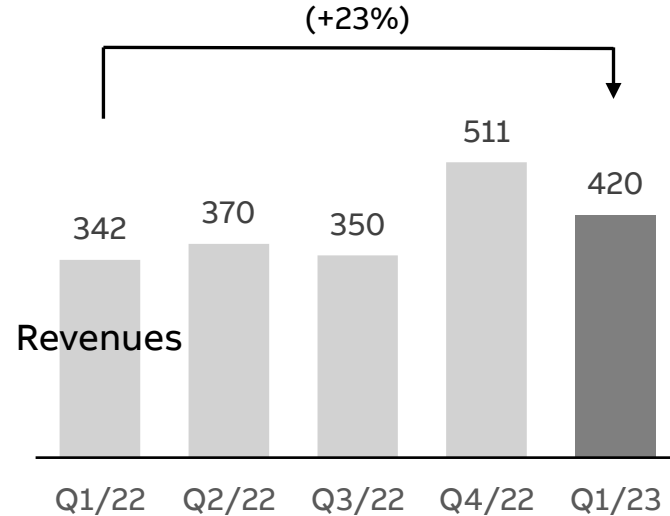
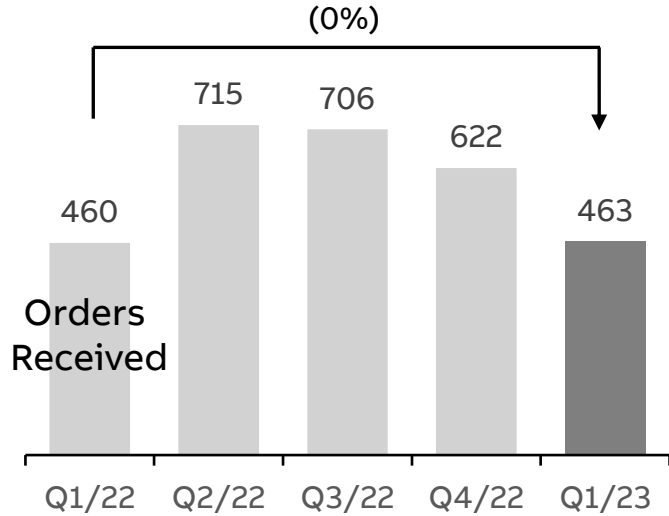
- Stronger order backlog execution
- Continuous customer engagement and penetration to Tier II & III cities

PBIT

- Superior price realization
- Higher contribution from better volumes offset by the one-off warranty cost provision in traction converters

Process Automation

INR crores



Orders Received

- Orders wins from city gas distribution, terminal automation, life sciences, metals and energy exports

Revenues

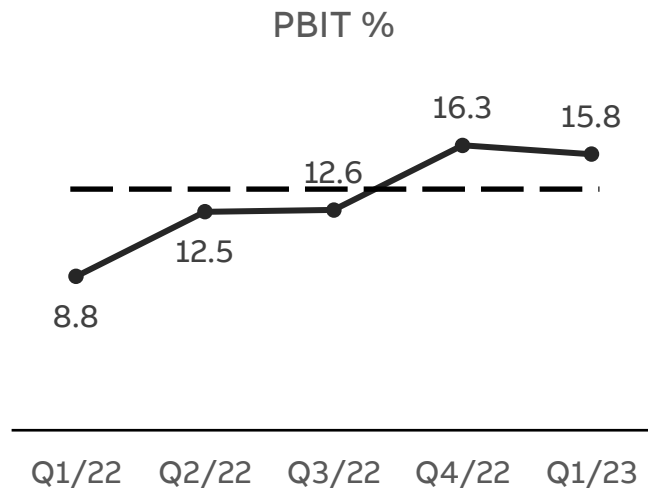
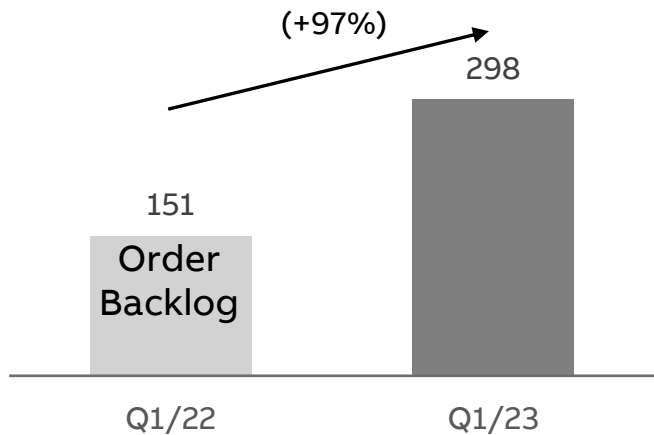
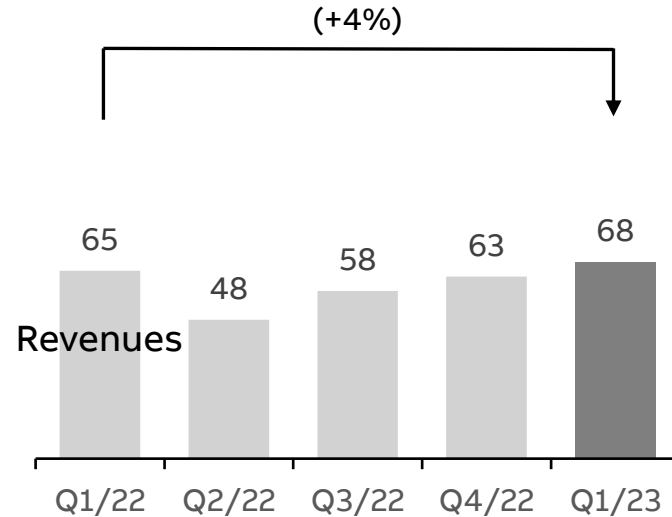
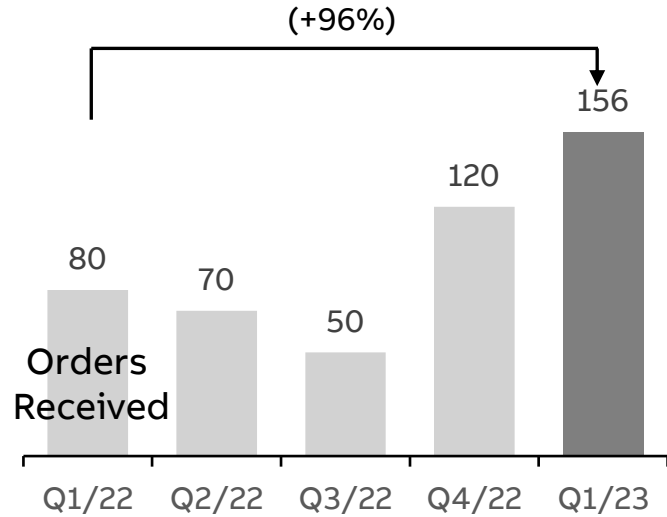
- Successful milestone achieved in project execution
- Sustained backlog conversion across all businesses
- Higher revenues from Energy industry business

PBIT

- Higher contribution from system revenues
- Q4'22 had higher mix of services and volume impact

Robotics and Discrete Automation

INR crores



Orders Received

- Solid inflow in paint orders from large Indian conglomerates
- Large automotive orders
- Electronics market looking to gain momentum

Revenues

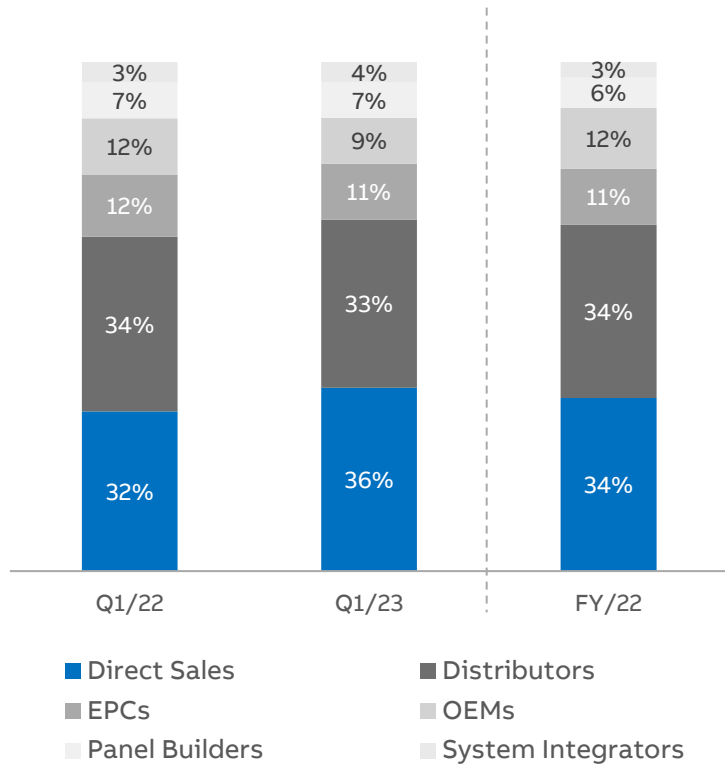
- Higher book & bill revenues and service revenues

PBIT

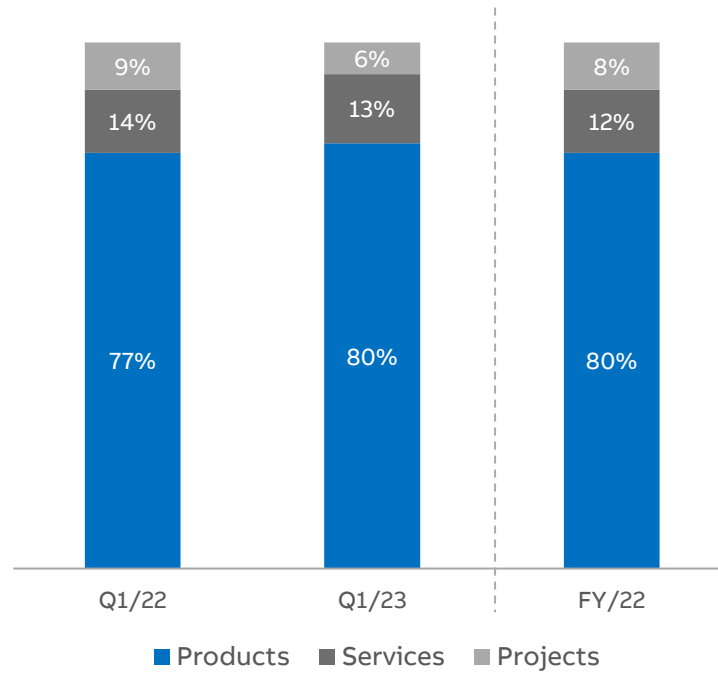
- Superior margins from service and electronics revenues

Well-structured, diversified business model

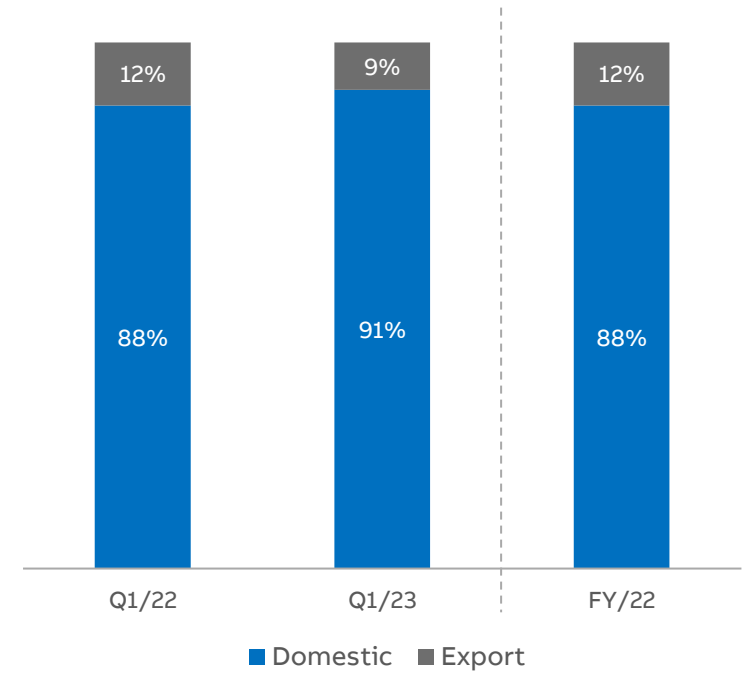
Channels



Offering

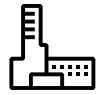


Geography



Note: Category distribution by Revenue

Strategic Focus for 2023



Market penetration aligned with industry trends



Order backlog conversion – sustainable growth



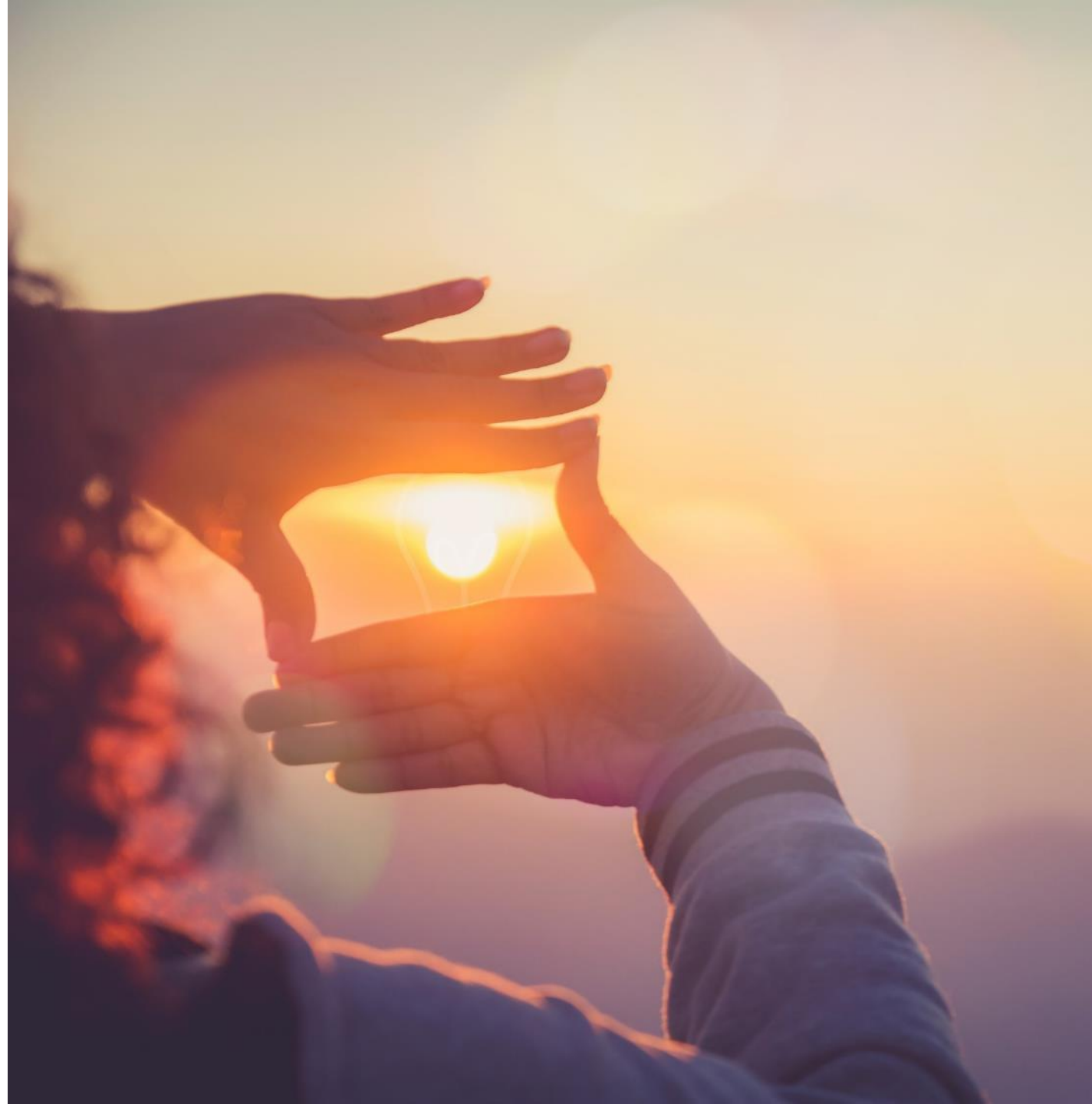
Margin momentum with focused execution



Capital allocation aligned with ABB's purpose



Embed sustainability across value chain



Writing the future: together

ABB