



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

November 14, 2024

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

National Stock Exchange of India Ltd  
Exchange Plaza, 5<sup>th</sup> 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 8, 2024, we are enclosing herewith a copy of presentation of the Analysts Call dated November 14, 2024, 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



# ABB IN INDIA: OVERVIEW

NOVEMBER 14, 2024 | SANJEEV SHARMA, CMD & TK SRIDHAR, CFO

Partnering India's growth trajectory

ENGINEERED  
TO OUTFIT

# FOOTPRINT AND PRESENCE



# ABB IN INDIA: 100+ YEARS

75th year of manufacturing with Global R&D and Business Services



**5** Manufacturing locations

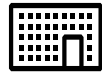
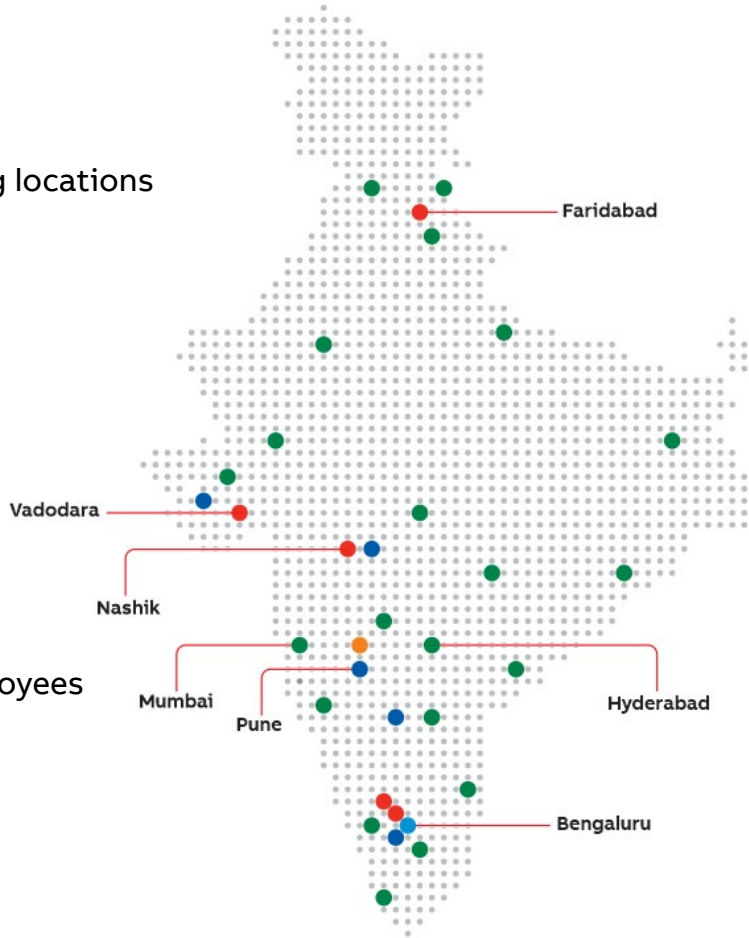
**25** Plants



**10,800+**  
Employees

**5,500+**  
Third- party employees

**18%**  
Gender Diversity



**4** BAs **19** divisions

**28** Sales offices

**750+** Channel partners

Exporting to  
**30+** countries

● Head office, Bengaluru ● Manufacturing locations ● Sales and branch offices ● R&D center ● B&R

\*AS, AIC and B&R are part of ABB Global entity



**HO & Peenya Campus, Bengaluru**



**Maneja Campus, Vadodara**



**Nelamangala Campus, Bengaluru**



**Faridabad Campus**



**Nashik Campus**



**ABB Services (AS) Bangalore Hub\***



**ABB Innovation Center (AIC), Bengaluru, Hyderabad, Pune\***



**B&R Industrial Automation, Pune\***

# ABB WAY: ALL FOUR ABB BUSINESS AREAS WITH LOCAL PRESENCE IN INDIA

**BUSINESS AREA**



**Electrification**



**Motion**



**Process Automation**



**Robotics & Discrete Automation**

**DIVISION**

	<b>Electrification</b>	<b>Motion</b>	<b>Process Automation</b>	<b>Robotics &amp; Discrete Automation</b>
	Distribution Solutions	IEC LV Motors	Energy Industries	Robotics
	Smart Power	Large Motors & Generators	Process Industries	Machine Automation*
	Smart Buildings	NEMA Motors	Marine & Ports	
	Installation Products	Drive Products	Measurement & Analytics	
	Service	System Drives		
		Service		
		Traction		

**ABB WAY**

**BUSINESS AREAS HAVE GLOBAL RESPONSIBILITY. STRONG LOCAL PRESENCE IN INDIA IN LINE WITH ABB'S LOCAL FOR LOCAL STRATEGY**

\*Machine Automation division is run separately out of ABB B&R

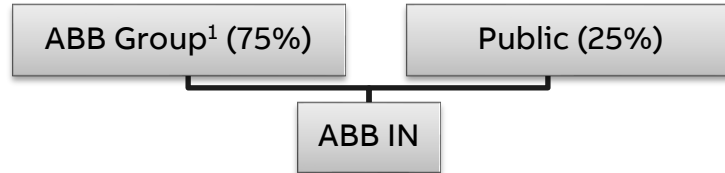
# ABB IN INDIA – LEGAL STRUCTURE

Four entities – one listed and the others fully owned

## LISTED ENTITY: ABB INDIA LIMITED (INABB)

## FULLY OWNED ENTITIES

Shareholding Structure:



Board of Directors:



**Adrian Guggisberg**  
Chairman



**Sanjeev Sharma**  
Managing Director



**Carolina Granat**  
Director



**Gopika Pant**  
Independent Director



**Shobinder Duggal**  
Independent Director



**Monica Widhani**  
Independent Director

- ABB Global Industries and Service Pvt. Ltd. (ABB Innovation Center INCRC)
- ABB Global Business Services and Contracting India Pvt. Ltd. (ABB Services Center Bengaluru INSUB)
- B&R Industrial Automation Pvt. Ltd.<sup>2</sup> (INBRA)

1 - ABB Group Share: ABBVA – 6%, ABBZH- 69% ; 2 – 100% owned by B&R Industrial Automation GMBH; 3 – 72% owned by ABB E-Mobility AG + 28% by 3<sup>rd</sup> party

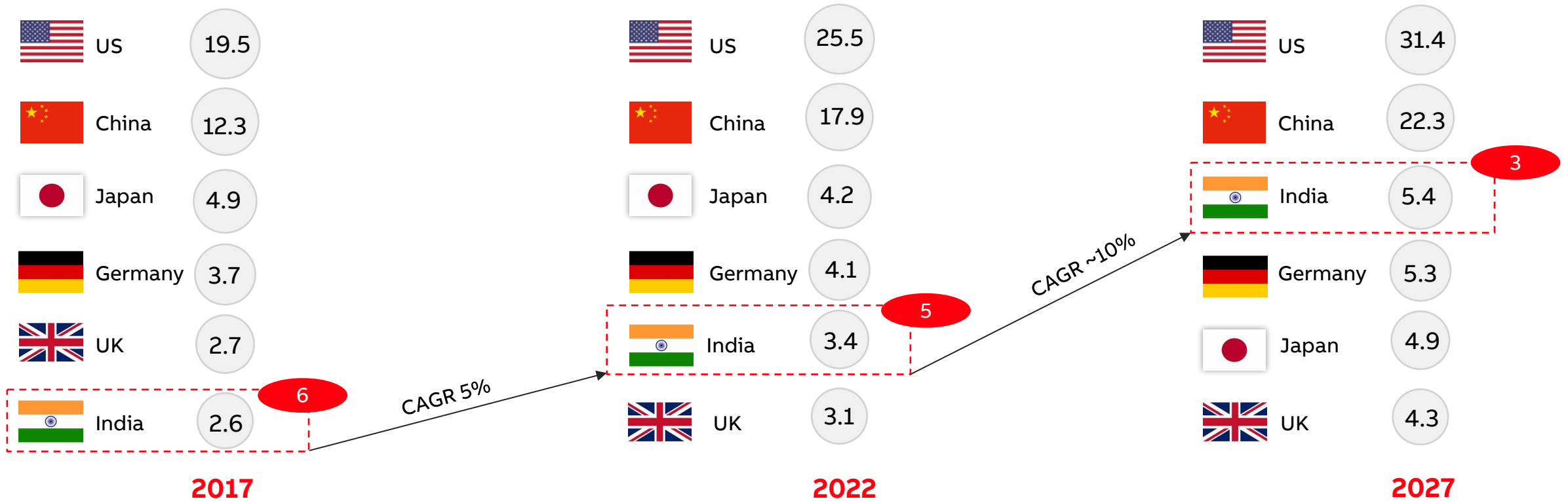
# MARKETS AND BUSINESS



# INDIA EXPECTED TO BECOME 3RD LARGEST ECONOMY BY 2027

Strong long term demand outlook with Services & Industry being growth drivers<sup>2</sup>

Figures are Nominal GDP in TUSD



Source: IMF Data (October 2023) <sup>2</sup> – Average Range: Services: 50-55% ; Industry: 27-32%; Agri: 18-19%



# SOLID GROWTH WITH OPTIMIZED PORTFOLIO

Budget rate \$1 = INR 80.7

**2019** **2023**



Orders

\$860mn



**\$1.5bn**

CAGR: 15.4%



Revenue

\$896mn

**\$1.3bn**



Op. EBITA

6.8%

**13.3%**



Cash Balance



















~\$200mn

**~\$590mn**



# DIVERSE BUSINESSES CATERING TO 23 MARKET SEGMENTS

Deep domain  
expertise and a  
commitment to  
customer value

HIGH	MODERATE	LOW
 Datacenter	 Renewables	 Textiles
 Railways & metro	 Automotive	 Rubber & plastics
 Electronics	 Water & wastewater	 Metals & mining
	 Warehouse & logistics	 Cement
	 Power distribution	 Food & beverage
	 Buildings & infrastructure	 Marine & ports
		 Oil, gas & chemicals
		 Pharma & healthcare
		 Pulp & paper

# ENERGY TRANSITION

Diverse portfolio to cater to various facets of transition from energy sources to processes and storage to distribution

**ABB's** offerings include MV & LV Switchgears, LV Components, BESS, Motors, Electrical drive train pkg, Rectifiers, Electrolyzer, Wind Turbine Controller, Automation & Instrumentation, Robotics & Digital Solutions

Source: CEA, PIB, IEA, BEE, CEEW, McKinsey, Deloitte, SAREP - Investment Landscape of Green Hydrogen in India, MOSPI, International Trade Administration, PRS India, NSO, IRENA, India Climate and Energy Dashboard



## Thrust on large scale RE integration

- 5500 GW of installed capacity by 2030
- Solar: ~>293 GW by 2030; PLI localization scheme for **mfg. of Solar PV** modules
- Offshore wind capacity projected @ ~30-35GW by 2030
- **Rise of biofuels and compressed biogas**
- Biomass program<sup>1</sup> (28GW); biogas plants<sup>2</sup> (3kW-250kW per day)

## Focus on energy efficiency and carbon markets

- 253 mn carbon Certified Emission Reduction issued in India; 850 projects in pipeline
- **Energy storage<sup>1</sup>**: 5 GW in Mar'24 - > 61 GW in 2030 (CAGR: 53%)
- Scheme for **4000 MWh BESS** projects by FY31
- **Green energy corridors** and enhancing T&D capacity



## Green hydrogen push in India

12-18 GT CO2e reduction by 2070 (India's Net Zero pathway)

- Green hydrogen value chain: 120bn+ MTPA projected in India by 2040
- Target to produce **5 MT of green hydrogen by 2030**
- INR 19,744cr approved under **National Green Hydrogen Mission**
- **Target industries:** Oil Refining, Natural gas blending, Fertilizers, Exports and others

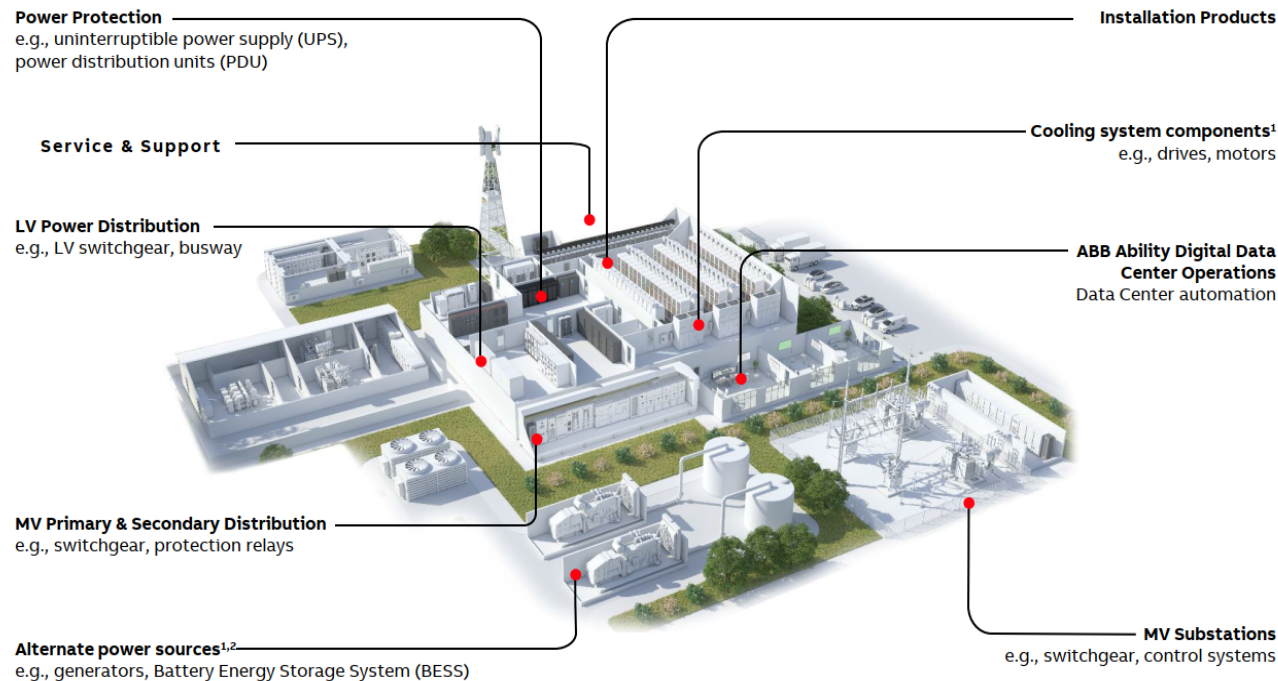


## At ABB India some milestones we have achieved

- **~30%** installed wind and solar projects use ABB solutions
- **26 states** use ABB's power distribution technology
- Delivered **>10GW milestone** in delivering automation solutions for renewable energy plants in India

# A BROAD PORTFOLIO TO COMPLEMENT DATA CENTER GROWTH IN INDIA

~30% of hyperscale data centers pan India use ABB solutions

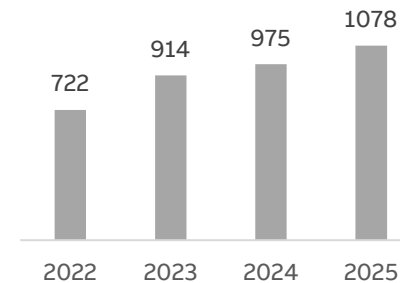


1. ABB does not offer full scope for cooling and gensets, only components like motors, drives and generators; 2. Alternate power sources apart from gensets are not yet widespread but gaining traction due to sustainability; 3. ABB internal estimates.

## Indian data center market

### India data center (DC) market capacity

MW, 2022 - 2025



### Technical trends

- **SKID solution** – Less footprint & more capacity reduced go live time
- **Communicable breakers / Equipment**
- **Scalable & flexible** solutions on need basis

## Key growth drivers

- Data Centers **classified as Infrastructure** facilities
- Data Center Parks; **data localization & protection policy & local storage**
- Digital India; **5G roll out; e-comm, fintech**
- Development of Tier II and III cities
- **AI data center racks** consuming more energy; **hyperscale verticalization**
- Shift to renewable energy; 40% to 50% of data center costs is electricity
  - Emission reduction mandates
  - Green energy targets by data center companies

# ELECTRONICS AND DIGITAL ECONOMY

>60% of mobile phone manufacturing facilities deploy ABB Robotics solution



**Sector target to reach USD 500bn by 2030 & currently estimated at USD 150bn; govt to create a semicon workforce of 85,000 technicians, engineers and R&D workforce, part of Chips 2 Startup program**

*ABB's offerings include LV & MV Switchgear, Building Automation, Switches, Distribution Boards, Digital Power Train, Robots, GIS, AIS, e-house, numerical relays, SCADA*

## Electricity usage in fabs

- **HVAC for clean room** operations,
- **Efficient power management** for **wafer processing tools** and other energy intensive processes
- **Facility operations** and specialized **lighting**
- Small parts assembly, fluid dispensing, surface treatment

## Renewable energy and sustainability to reduce env footprint

- Processes that use **lower global-warming inputs**, esp in process gases
- Investing in **advanced emissions abatement** technology
- Sensing, automating, and modeling to monitor and **reduce raw materials use**
- Manufacturing tech that **recycles inputs; use RE, reduce emissions** (Scope 1 and 2)

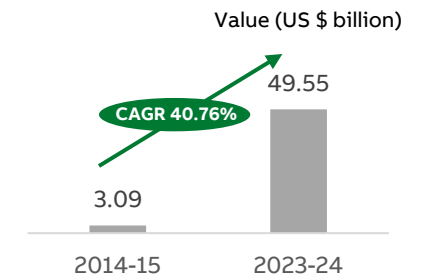
## Key drivers

- 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

## Mobile phones – Robotics applications

India produced 97% of its demand locally

- Motherboard assembly
- Packaging
- Testing
- Crafting the central circuit boards



Production, Exports, Import over a decades (21x in 10yrs)

# MAKING MILLIONS MOVE SAFELY ACROSS THE COUNTRY

>80% of metro rail use ABB tech; >900 electric locos deploy ABB traction tech

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



- India has **4<sup>th</sup> 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
- Production & procurement of **electric locos >1000 annually**
- **45 tunnels** in Manipur rail bridge project
- **High speed trains – 8000km network by 2050**

- **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
- **Regional Rapid Transit System – 730km by 2030**

## Key drivers

- **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

# REINFORCED AND ACCELERATED SUSTAINABILITY AGENDA IN NOVEMBER 2023 - ABB GROUP

2030 and 2050 emission targets approved by the Science Based Targets initiative (SBTi)

## We enable a low-carbon society

- Scope 1 and 2  
CO2e emissions reduction of 80% by 2030 - 1.5°C-aligned versus 2019 baseline and 100% by 2050;  
- 1.5°C-aligned
- Scope 3  
CO2e emissions reduction of 25% by 2030 90% by 2050 versus 2022 baseline; 1.5°C-aligned
- Avoided emissions  
Ambition to enable our customers to avoid 600 megatons of CO2e emissions throughout lifetime of products sold from 2022 to 2030

## We preserve resources

- 80% of ABB products & solutions covered by circularity approach
- Zero waste to landfill from own operations wherever possible

## We promote social progress

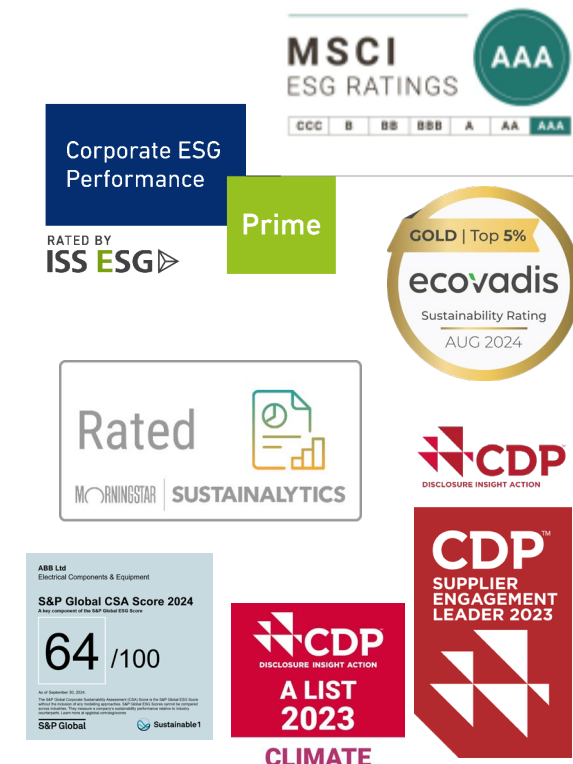
- Zero harm to our people and contractors
- 25% women in senior management roles
- Top-tier employee engagement score in our industry
- Impactful support for community-building initiatives

## ABB Way

Sustainability embedded throughout the business

Board of Directors | Executive Committee | Sustainability Council | Division-level implementation

ABB ESG recognized in ratings

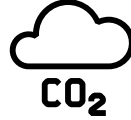


# SUSTAINABILITY KEY HIGHLIGHTS TILL Q3'2024 - ABB INDIA



Green Certified Units  
(IGBC Green factory)

**100%**



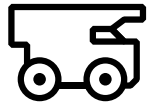
Reduction of own scope  
1 and 2 GHG emissions\*

**~83%**



Water Positive Units

**50%**



Zero Waste to landfill  
Certified Units

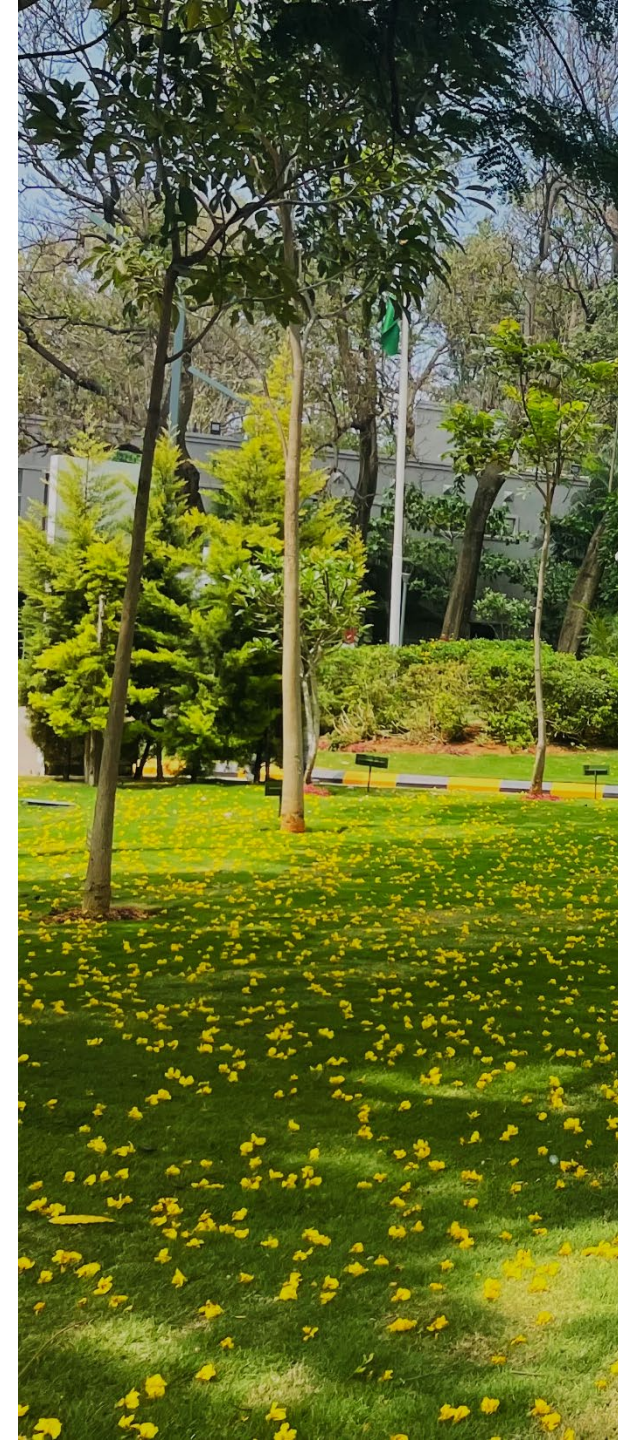
**33%**



Safety Hazard Resolution  
(aiming for zero harm)

**98%**

\*as compared to baseline 2019



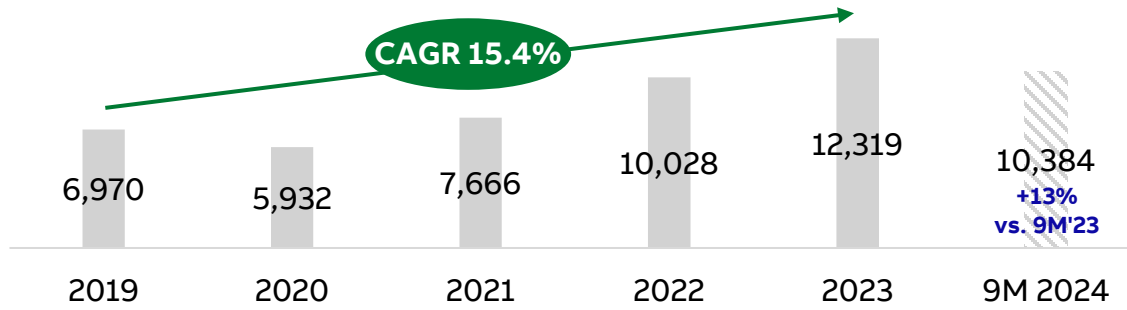


# PERFORMANCE HIGHLIGHTS



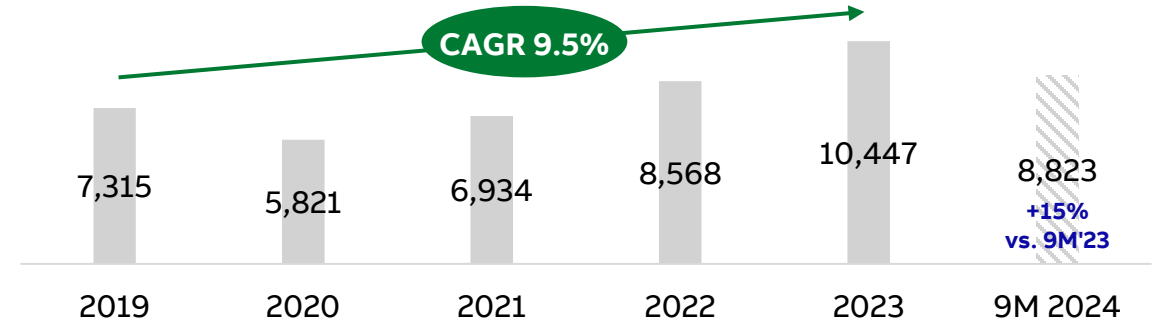
# CONSISTENT PERFORMANCE IN THE LAST 5 YEARS

## ORDERS RECEIVED

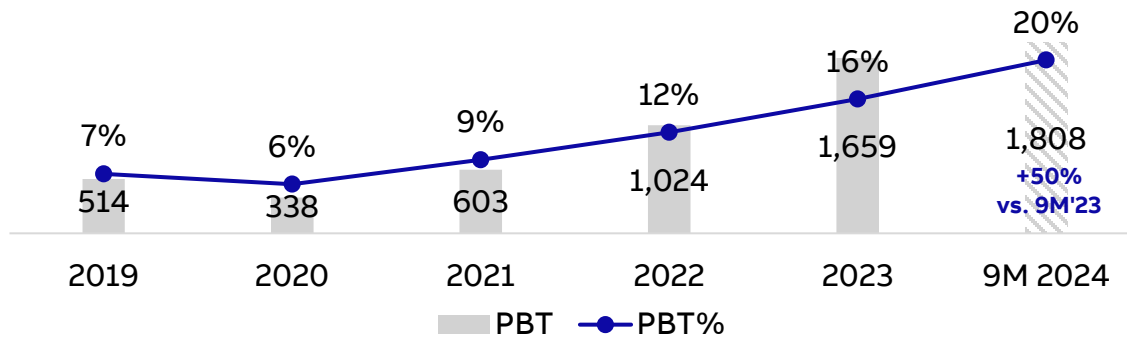


## REVENUE

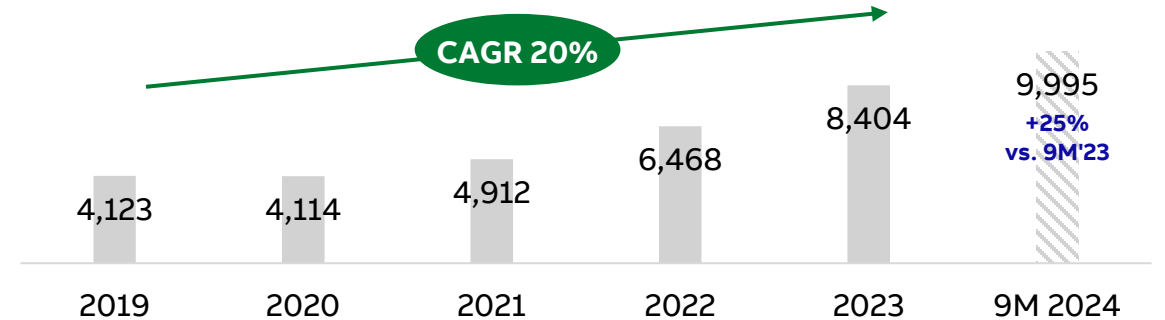
Values are in INR Crores



## PBT BEFORE EXCEPTIONAL



## ORDER BACKLOG

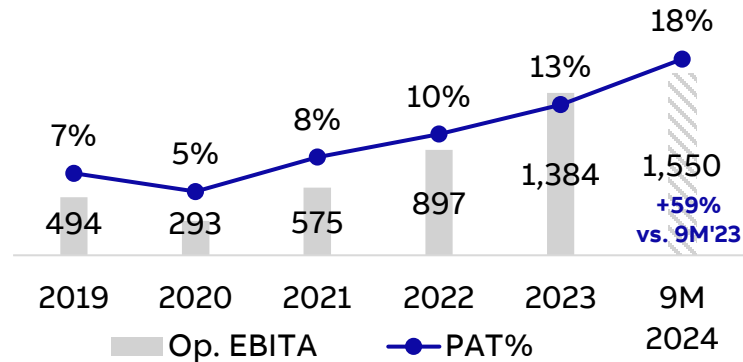


PBT before exceptional CAGR is for absolute value

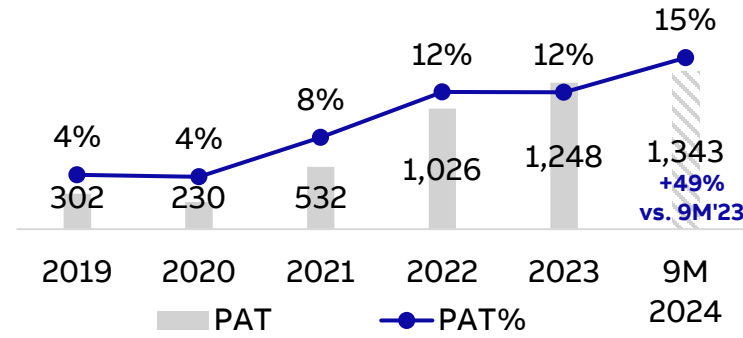
# UPWARD MOMENTUM FOR PROFITABILITY

Values are in INR Crores

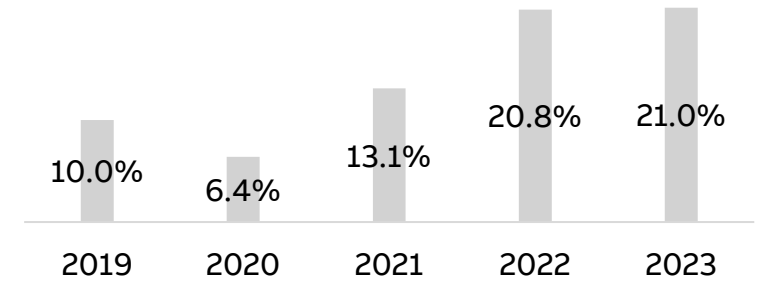
## OPERATIONAL EBITA



## PAT



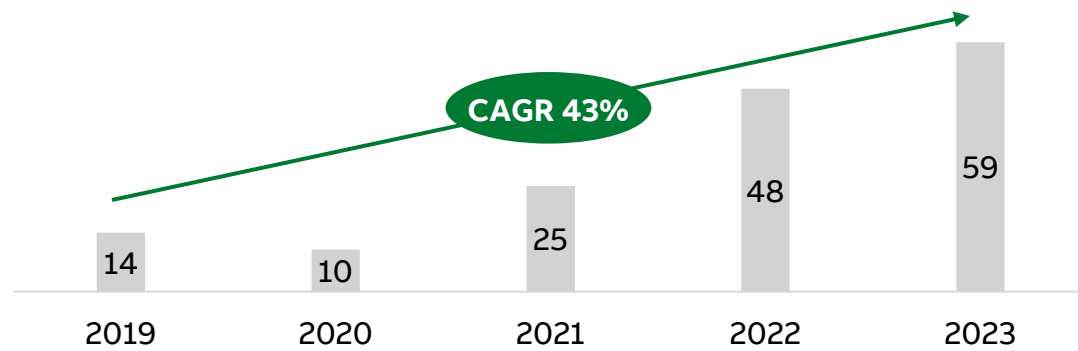
## ROCE



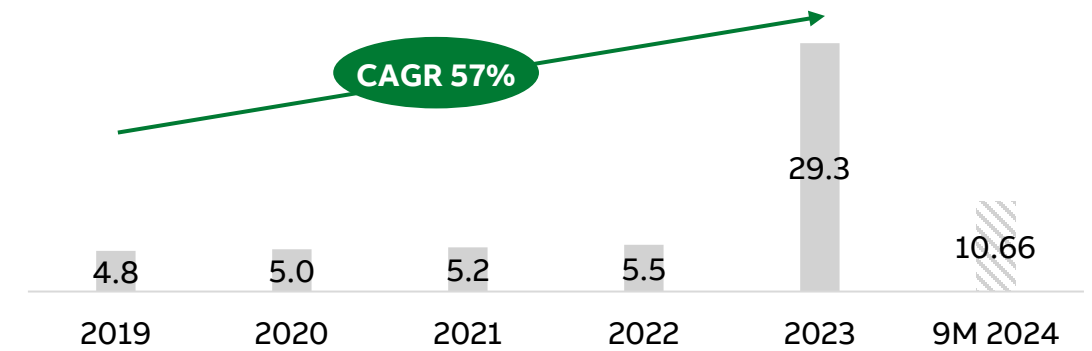
# CREATING VALUE FOR STAKEHOLDERS

Values are in INR

## EARNINGS PER SHARE (INR)

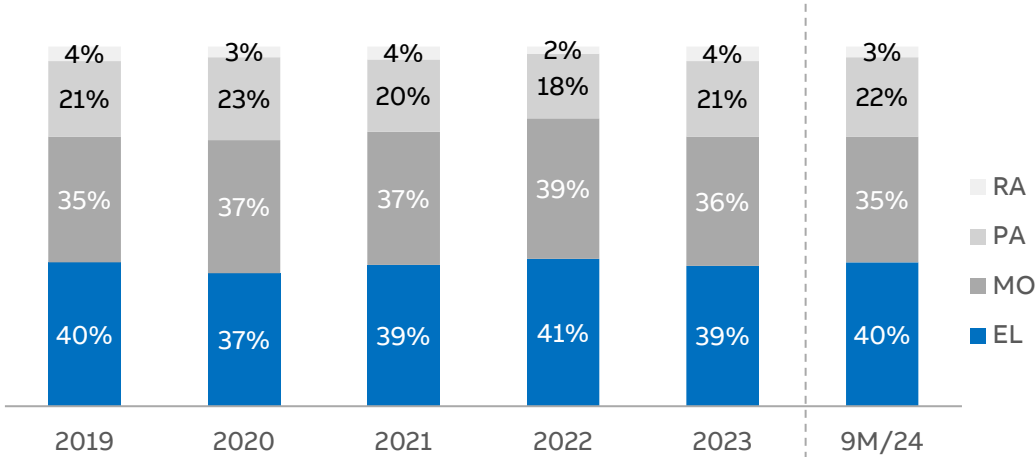


## DIVIDEND PER SHARE (INR)

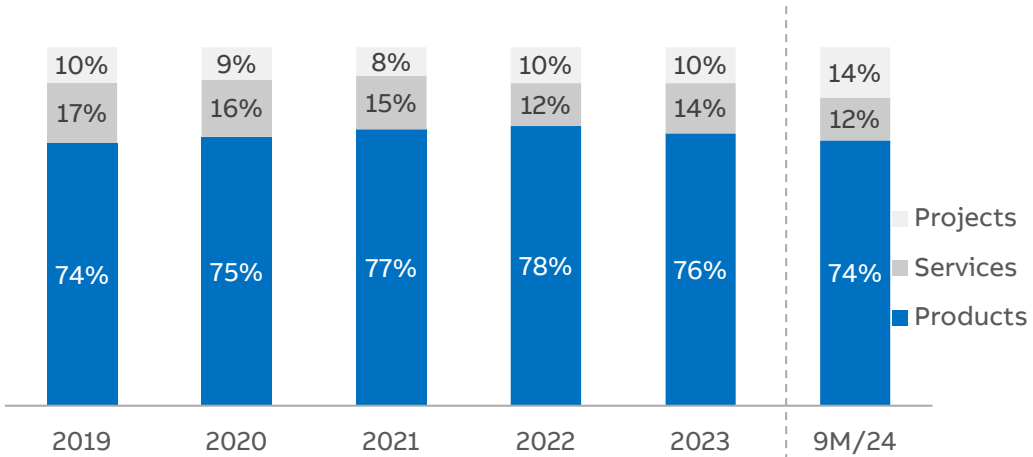


# RESILIENT AND DIVERSIFIED BUSINESS MODEL (BY REVENUE)

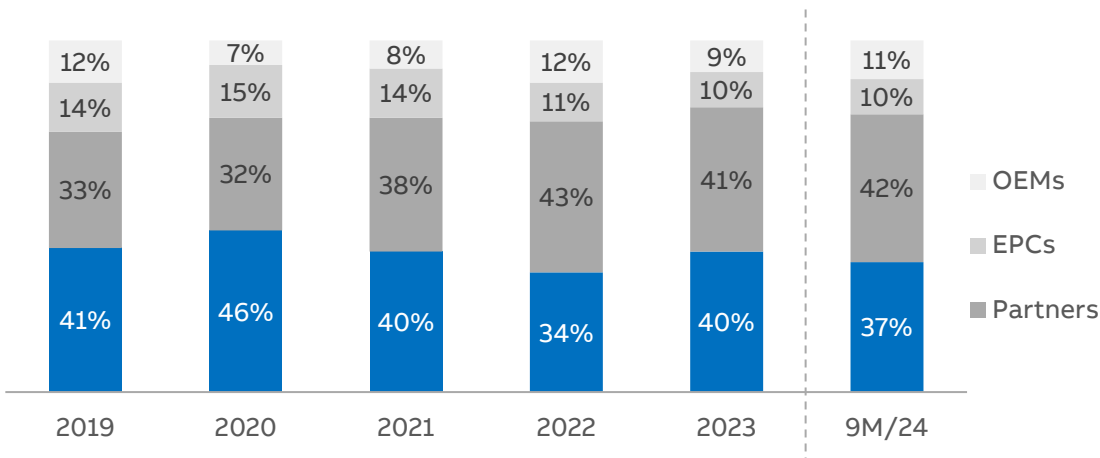
## BUSINESS AREAS



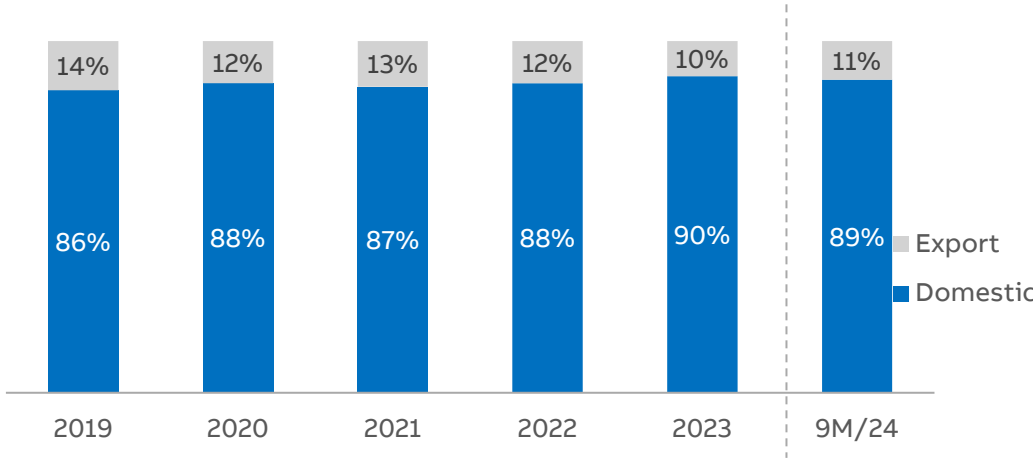
## OFFERINGS



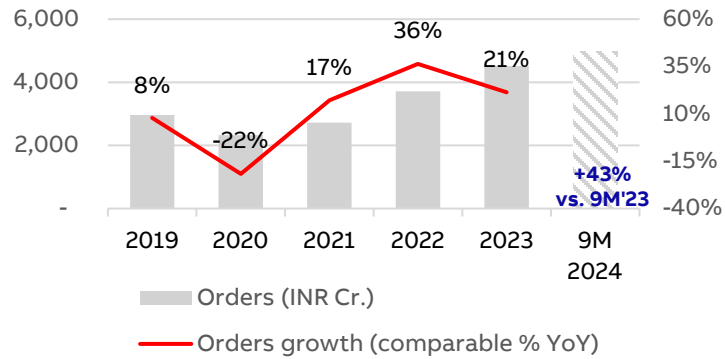
## CHANNELS



## GEOGRAPHY



# ELECTRIFICATION



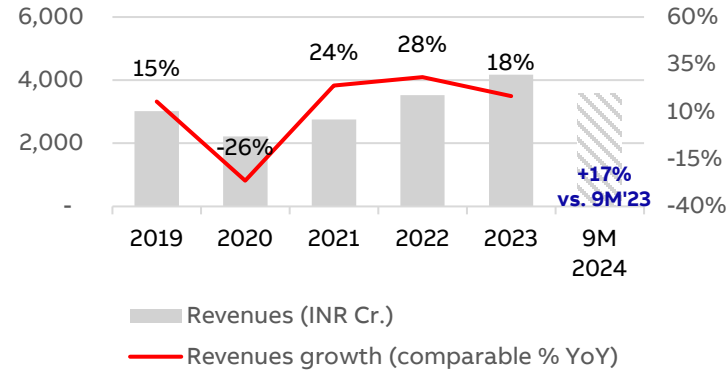
**Orders (YTD CY2024 INR 4,989 Cr.)**  
**Order backlog at INR 3,426 Cr.**

Growth in market share

Strategic approach through appropriate channels and product offerings

Contribution from exports

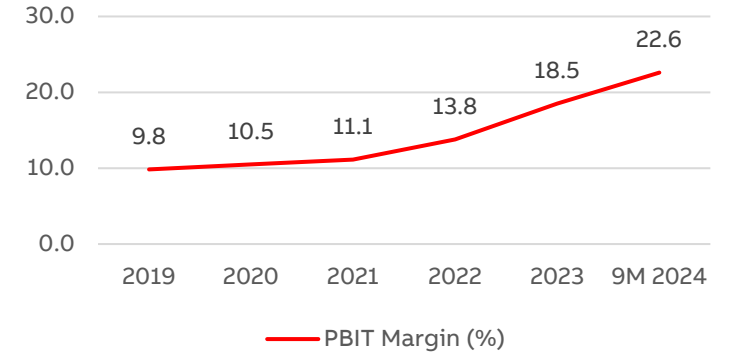
Strong growth in Data Centers, Railways, F&B



**Revenues (YTD CY2024 INR 3,572 Cr.)**

Higher revenue across all divisions

Contribution to revenue from exports and services



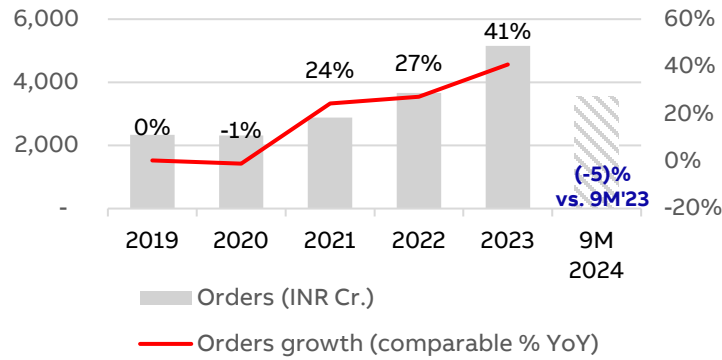
**PBIT Margin (YTD CY2024 – 22.6%)**

Revenue mix and pricing advantage

Cost stabilization

Capacity utilization

# MOTION



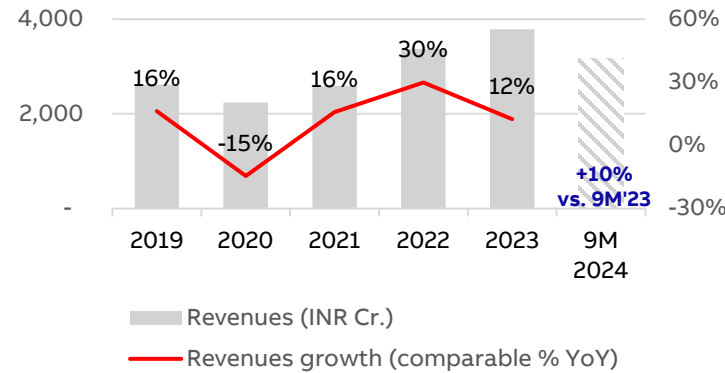
**Orders (YTD CY2024 INR 3,557 Cr.)**  
**Order backlog at INR 3,909 Cr.**

Demand for energy efficiency products and ongoing transition towards clean energy sources

Robust growth in channel partner business

Traction and propulsion equipment for Railways

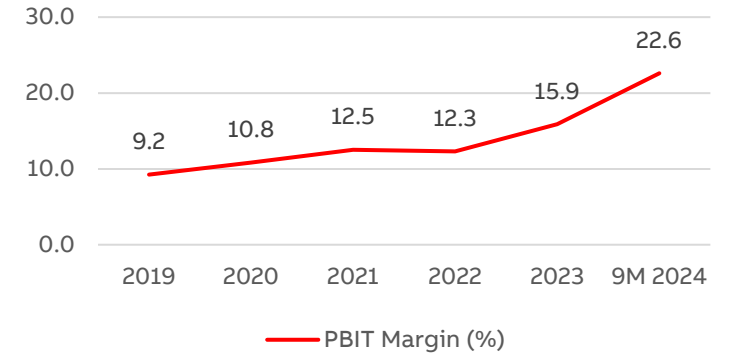
Positive momentum in system drives and motors



**Revenues (YTD CY2024 INR 3,168 Cr.)**

High revenues from traction motors, system drives and drives product

Contribution from exports and services

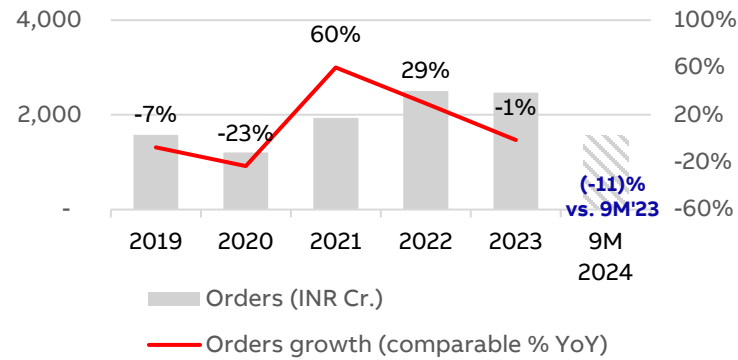


**PBIT Margin (YTD CY2024 – 22.6%)**

Superior price realization

Capacity utilization

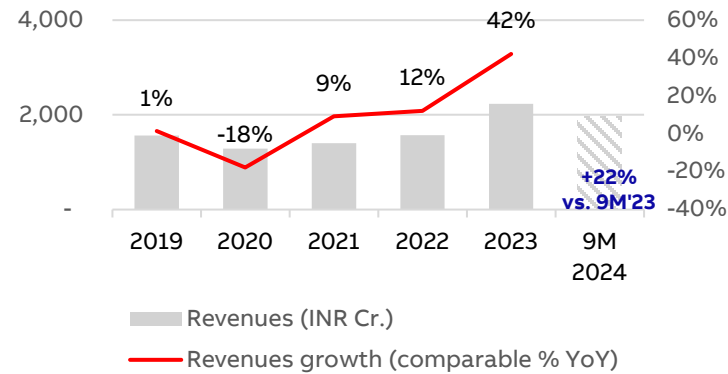
# PROCESS AUTOMATION



**Orders (YTD CY2024 INR 1,573 Cr.)**  
**Order backlog at INR 2,456 Cr.**

Demand from Energy industry and Process industry

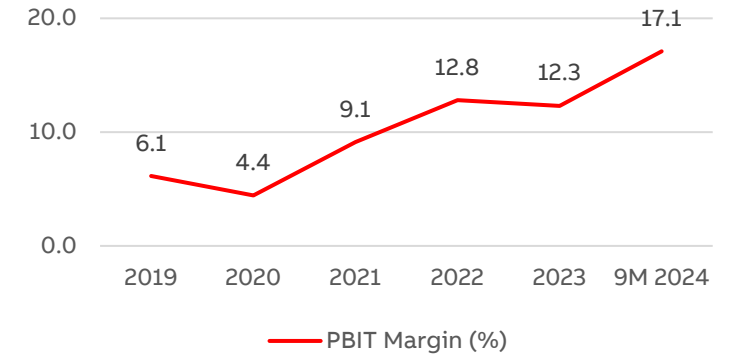
Good demand for customer offerings like instrumentation packages, analyzers



**Revenues (YTD CY2024 INR 1,955 Cr.)**

Strategic approach, focusing on milestone-based execution and value-based selling

Service and exports played a pivotal role in driving the segment's growth trajectory



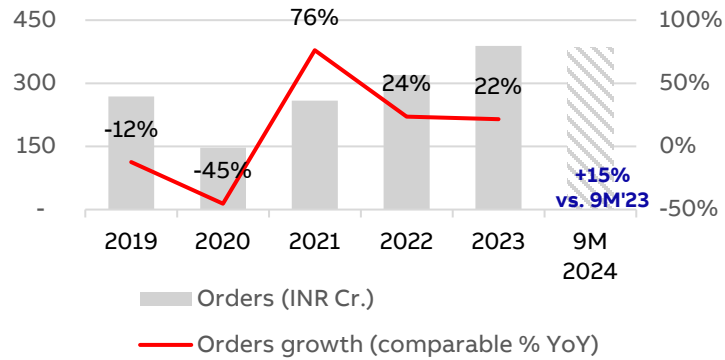
**PBIT Margin (YTD CY2024 – 17.1%)**

Revenue mix with high contribution from services business

Operational improvements in projects



# ROBOTICS AND DISCRETE AUTOMATION

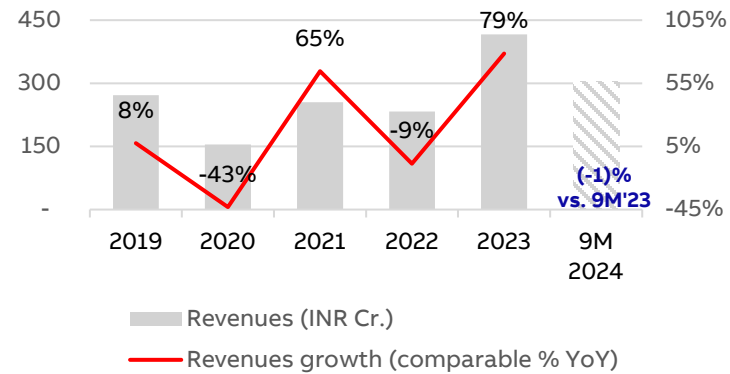


## Orders (YTD CY2024 INR 384 Cr.) Order backlog at INR 266 Cr.

Increasing customer demand for flexible automation solutions

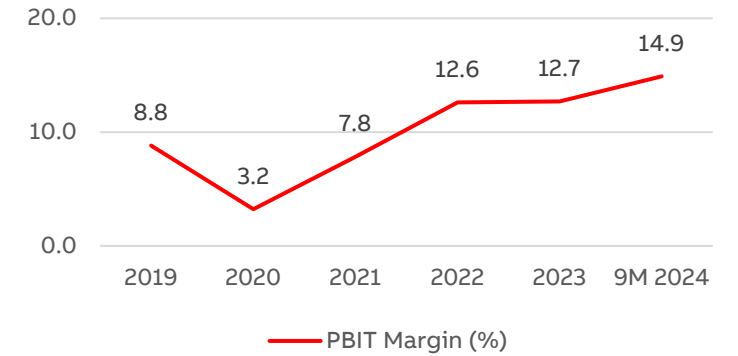
Automotive segment accounts for major share of the business;

Electronics, F&B, Chemicals, Pharmaceuticals contributed positively



## Revenues (YTD CY2024 INR 305 Cr.)

High contribution to revenue from execution of pain orders and service orders



## PBIT Margin (YTD CY2024 – 14.9%)

Better margins from automotive sector orders

Revenue mix

# FACTORS PROPELLING GROWTH IN NEAR TERM

Growth trend expected to remain healthy;  
fueled largely by investments in capacity and  
efficiency



## Key growth drivers



**Investments** growth hinges on private sector uptick alongside public sector



**Make in India** campaign with increased focus on local content



**Premiumization** leading to shift towards higher spending & asset investments. Rising affluence

## Factors to watch out for



**Domestic Strain** due to high inflation & higher lending rates, commodity prices



**Consumption Growth** depends on revival of informal sector and rural demand



**Global drag** from geopolitical stress, central bank policies, high interest rates across economies, forex instability

**ABB**