



REF:INABB:STATUT:LODR:PRESS REL:

March 1, 2019

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

Attn: Listing Dept.

Dear Sirs

Sub: Press Release

We are sending herewith a copy of Press Release, which is being issued by the Company today to the media, for the information of the Stock Exchanges, as required under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking you

Yours faithfully
For ABB India Limited

B Gururaj
General Counsel & Company Secretary
FCS 2631

Encl: as above

BENGALURU, INDIA, MARCH 1, 2019

ABB India: Solid all-round double-digit growth

ABB India Limited fourth quarter (Oct – Dec) and full year CY2018 results

FOURTH-QUARTER HIGHLIGHTS

- Strong quarter with revenue up 15 percent YoY on swift order backlog conversion
- Orders grew 17 percent across products and services
- Milestone orders for ABB Ability™ in process industries
- Operating EBITA increased by 37 percent YoY
- ABB Group announced the focus of portfolio on digital industries through divestment of Power Grids

FULL-YEAR HIGHLIGHTS

- Total orders grew by 16 percent YoY, led by infrastructure, transportation and urbanization
- 2018 witnessed successes with ABB Ability™ digital offerings for customers in Indian cement, steel and tyre industries
- Revenue up 10 percent YoY on focused portfolio offerings and digital leadership of ABB Ability™
- Operational EBITA increased by 12 percent YoY
- Consistent growth in profit after tax by 13 percent YoY
- Board recommends full-year dividend of 240%

Shaping a future focused on digital industries

On December 17, 2018, ABB announced fundamental actions to focus, simplify and lead in digital industries for enhanced customer value and shareholder returns. These actions are: focusing the portfolio on digital industries through divestment of the Power Grids division, the simplification of the business model and structure and the shaping of four leading businesses aligned with customer patterns.

- **Focus** of portfolio on digital industries through divestment of Power Grids (PG) to Hitachi, which expands the existing partnership and strengthens Power Grids as a global infrastructure leader
- **Simplification** of ABB's business model and structure: Implementation of a new operating model that will provide each business with full operational ownership of products, functions, R&D and territories.
- Shaping four **leading** businesses aligned with customer patterns. All businesses are global #1 or #2 businesses in attractive growth markets with strong drivers: Electrification, Industrial Automation, Motion and Robotics & Discrete Automation.

KEY FIGURES**INR Crores (without Power Grid)**

	Q4 2018	Q4 2017	2018	2017
Orders	1900	1618	6729	5784
Revenue	1966	1709	6690	6094
Profit before tax	202	121	395	334
Profit before tax %	10.3	7.1	5.9	5.5
Profit after tax	129	82	254	225
Profit after tax %	6.5	4.8	3.8	3.7
Operational EBITA**	180	131	377	337
Operational EBITA%	9.1	7.7	5.6	5.5

On December 17, 2018, ABB announced an agreed sale of its Power Grids division. Consequently, the results of the Power Grids business are presented as discontinued operations. The company's results for all periods have been adjusted accordingly.

**The Company evaluates the profitability of its segments based on Operational EBITA. Operational EBITA represents income from operations excluding: (i) amortization expense on intangibles, (ii) restructuring and restructuring-related expenses, (iii) non-operational pension cost, (iv) gains and losses from sale of businesses, acquisition-related expenses and certain non-operational items, as well as (v) foreign exchange/commodity timing differences in income from operations consisting of: (a) unrealized gains and losses on derivatives (foreign exchange, commodities, embedded derivatives), (b) unrealized foreign exchange movements on receivables/payables (and related assets/liabilities).

Orders

Total orders in the fourth quarter of CY2018 grew 17 percent YoY to INR 1900 crore across products and services. Full year 2018 witnessed 10 percent YOY growth in base orders, with total orders up 16 percent YOY to INR 6,729 crore.

The company's pioneering technology leadership in digital industries with ABB Ability™ offerings was a major catalyst in the quarter and during the year. Highlights include the first order of its kind for ABB Ability MyRemoteCare digital solution, used in remote monitoring of medium voltage power distribution for reliability, while minimizing downtime in the manufacturing processes for the largest tyre manufacturer in the country. During the quarter, a service order was won for ABB OPTIMAX®, which is a part of the Ability Energy Management portfolio, for a large energy-intensive cement company to reduce energy costs and site emissions. Additionally, orders were received to develop special software for barge movement for steel handling at port and for tracking, scheduling and thermal modelling of ladles in steel melting shops for one of the largest steel companies in Asia.

Transportation continued to be a focus area with orders received for customized ABB traction solutions and propulsion systems for new-age electric locos made in India during the quarter. ABB's traction solution is based on the latest technology to bring more reliable trains to passengers, while increasing sustainable transport use by moving from diesel trains to electric. This helps rail companies achieve significant operational efficiencies.

A few examples of widening scope of ABB applications in 2018 include robotics orders for food and beverage packaging, drives for temperature control in buildings and metros, as well as instrumentation and electrification solutions for water distribution for smart cities.

The order backlog as of December 31, 2018 stands at INR 4227 crore, an increase by 10 percent YoY, and reflects the strong drivers of the economy and provides support to future revenue development.

Revenue and operations

Revenue for the fourth quarter stood at INR 1,966 crore, up 15 percent year on year. For the year 2018, ABB India's revenue grew to INR 6,690 crore, up 10 percent YoY on successful execution of the order backlog. Commissioning milestones include the compact power distribution substations for the landmark infrastructure project Bogibeel bridge in the north east, technology solutions for temperature control at the world's tallest Statue of Unity and the electrification of the country's first inland waterway container handling terminal on the River Ganga. Buoyed by the government push in infrastructure, ABB's 24x7 power distribution technology helped light up cricket and hockey stadiums in Lucknow and Bhubaneswar.

During the year, ABB opened two smart factories in Nashik and Bengaluru for power distribution products. State of the art IE4 motors were launched during the year for the first time in the country. Expanding its offering in the food and beverage sector, ABB commissioned the first of its kind motors and drives for re-oxygenation in a large aquaculture project in the country.

Profit

The Company reported a Profit before tax (PBT) of INR 202 crore and profit after tax (PAT) of INR 129 crore during the fourth quarter on improving operating performance. For the full year 2018, PBT rose by 18 percent YoY to INR 395 crore. The PAT for the year was INR 254 crore, an increase of 13 percent YoY.

Dividend

The Board of Directors has recommended a dividend of Rs 4.8 per share (240 percent), subject to the approval of shareholders at the forthcoming Annual General Meeting.

Outlook

Structural and economic reforms are likely to continue, albeit at a slower pace because of the impending elections. Growth will likely be led by consumption and infrastructure spending by the government. The company's pioneering technology leadership in digital industries positions ABB to take advantage of opportunities arising in industries, utilities, as well as in transportation & infrastructure.

"We have delivered another quarter and year of profitable growth. It has been a year of solid double-digit step-up of fundamentals - orders, revenue, and operating profits creating greater value for all our stakeholders. ABB India enjoys tremendous goodwill with the customers based on its world-class technology footprint. We have a well-entrenched installed base with a good forward visibility in emerging businesses," said Sanjeev Sharma, Managing Director, ABB India. "The fundamental shift in ABB Group's business model and go-to-market strategy, led by a strong global management team, towards digital automation, industrial motion and electrical equipment will further improve the speed, agility and subsequent return ratios of the company. ABB India's commitment to customers and ongoing engagement with growing and newer segments is stronger than ever. We will continue to focus on the multitude of opportunities in a rapidly growing and evolving India," he added.

ABB (ABBN: SIX Swiss Ex) is a pioneering technology leader in power grids, electrification products, industrial automation and robotics and motion, serving customers in utilities, industry and transport & infrastructure globally. Continuing a history of innovation spanning more than 130 years, ABB today is writing the future of industrial digitalization with two clear value propositions: bringing electricity from any power plant to any plug and automating industries from natural resources to finished products. As title partner in ABB Formula E, the fully electric international FIA motorsport class, ABB is pushing the boundaries of e-mobility to contribute to a sustainable future. ABB operates in more than 100 countries with about 147,000 employees. www.abb.com

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