



Bazmi Husain, Managing Director

ABB Limited, India

Annual General Meeting 2012

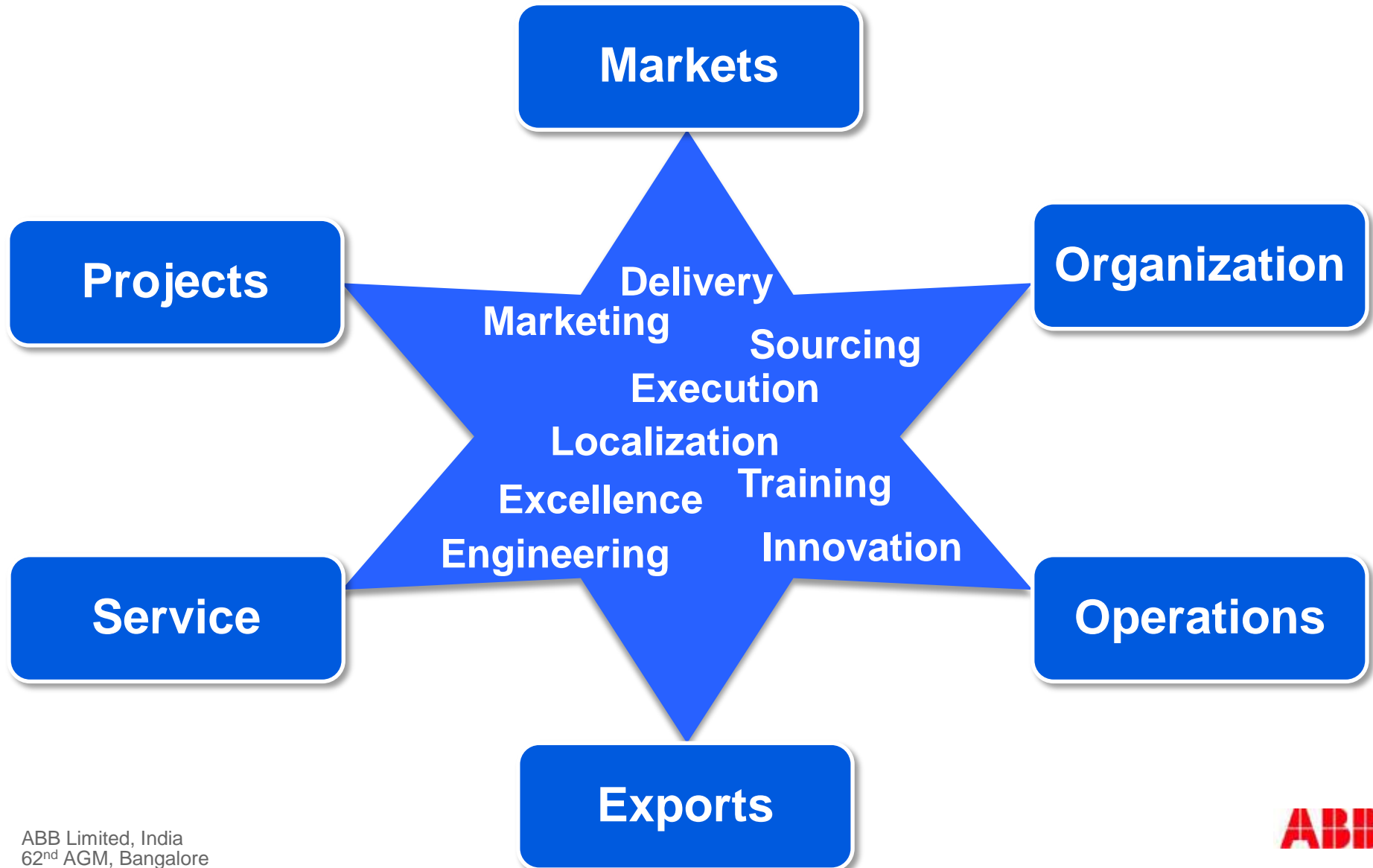
Global uncertainty continues India not isolated





Sustaining growth

Competitiveness and Relevance is critical



2011 Scorecard

Measurable and sustainable results

Fatalities in 2011

0

Revenues



17%

Orders



28%

Exports



33%



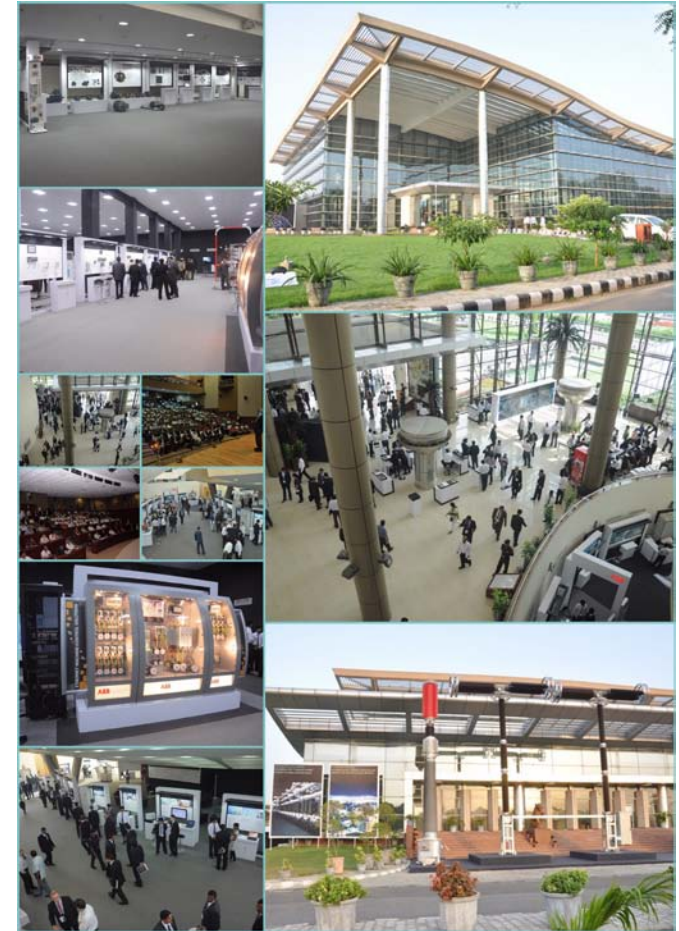
2011: Marketing initiative Automation and Power World

2800 Sqmt.+ of Display

90+ seminars

35+ Verticals

3000+ Customers



2011: Customer Focus Strategic Accounts

4 new accounts



Leverage existing ones



2011: Customer Focus New Products



MoCon Robust® Crane Drives

1.9 MW Wind Generators



SafeLink Circuit Breaker



Surge Capacitors,



User Friendly Switches



Double Fed Wind Generators



Fuse base ranges



Switch disconnectors for PV Applications



Partnering India

Addressing the Megatrends

Urbanization

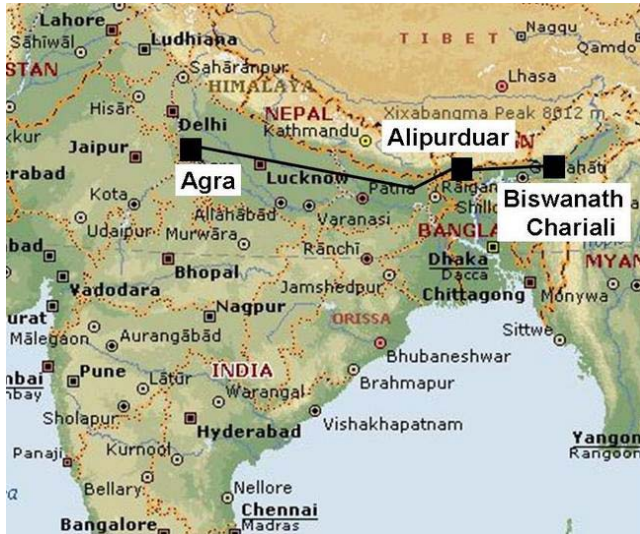
Renewables

Electrification

Mobility

Partnering India: Grid Reliability

NE - AGRA Ultra HVDC Transmission



7.5 Million GJ

=

1.5 Million Air conditioners

=

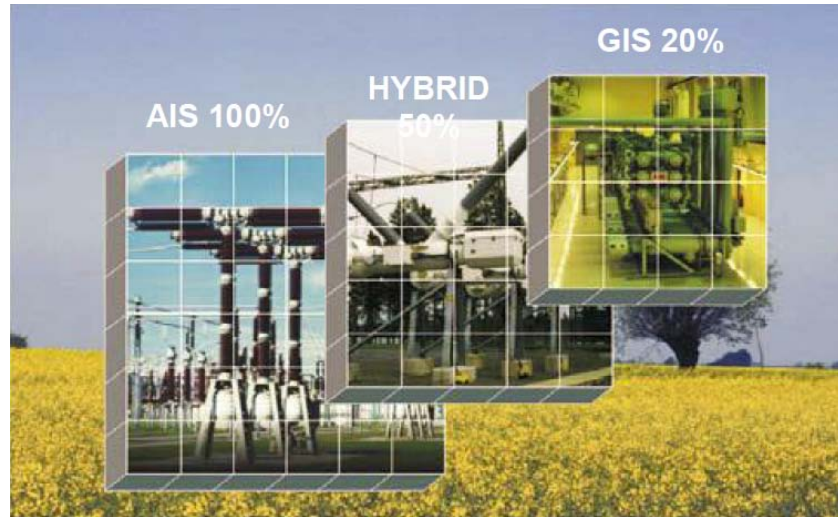
320 million CFL bulbs (60W)

=

7 Lakh Kilos of Coal each day

Partnering India: Grid Reliability

Investment in GIS Technology



CRITERIA TO DECIDE FOR THE MOST ECONOMIC SUBSTATION SOLUTION			
Criteria	AIS	Hybrid	GIS
Space requirements	100 %	40–70%	10–40%
Investment cost for Substation without Land	100%	95 – 110%	110–150%
Environmental influence refer to IEC 71-2	high	middle	low
Maintenance requirements	high	low	low

Partnering India: Urbanization

Bangalore & Delhi Metro Electrification



DMRC gets Carbon Credits from UN body for reducing Green House Emissions



Carbon credits worth about
Rs. 47 crore annually for
the next seven years

Reduction in pollution levels:
6.3 lakh tons
annually



Number of people expected to
use the Metro in Bangalore
daily after completion of the
four phases: **1 lakh**



Reduction of traffic in
Bangalore after completion of
all corridors: **18-20%**



Jaipur on the way!

Partnering India: Energy Efficiency

EBOP, JSW Bellary and Ratnagiri



Partnering India: Industrial Productivity

Cold Rolling Mill, JSW Steel Ltd. Bellary



Environment tomorrow Emerging Segments



ENERGY EFFICIENCY THE ALTERNATE FUEL

PAT: Huge opportunities



SMART GRIDS INTELLIGENT & RELIABLE GRIDS

Smart Cities: Reliability and reduced theft



CYBER SECURITY REDUCE VULNERABILITY

Industry and Utility: Increasing demand

ABB Strategy: Looking Ahead

The Broad Framework

- 1 Stay competitive**
- 2 Leading mega-trends**
- 3 Core business expansion**
- 4 Disciplined M&A**
- 5 Disruptive opportunities**

Power and productivity
for a better world™

