

**Bazmi Husain, Managing Director** 

### ABB Limited, India Annual General Meeting 2012





#### Global uncertainty continues India not isolated

Steve Jobs Passes Away

RBI-13 times hike of policy rate **Arab Spring** 

Sensex closes lowest since Aug 2009

**2G Spectrum** Scam

Sikkim Earthquake

**Akash the Cheapest** tablet in the world, launched in India

IIP falls – ve

Coal Linkage issues

Corporate investments nearly stalls

Anna

first time since 2009

Manufacturing sector declines by 6%

**KV Kamath Takes over** Hazare from Narayan Murthy

RIL signed a \$7.2-billion deal with BP, the biggest FDI into the country.

Japan Tsunami and Earthquake

Capital goods decline

by 25.5% Tata Group finds a leader to succeed Ratan Tata in Cyrus Pallonji Mistry

The rupee fell to a record low of 54.17- First

time in History

Worst performance of Rupee against **Asian Currencies** 

**Eurozone Crisis** 

\$450bn retail markets open up to FDI- Decision NOW suspended

Inflation stays above the 9% mark for almost a year

**India Wins Cricket World** Cup





#### Sustaining growth Competitiveness and Relevance is critical

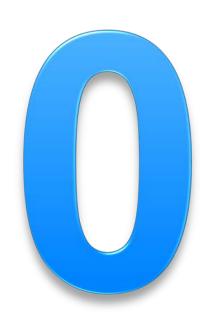


62<sup>nd</sup> AGM, Bangalore

## 2011 Scorecard Measurable and sustainable results

**Fatalities in 2011** 









**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





















## 2011: Customer Focus New Products







**MoCon Robust® Crane Drives** 





**Surge Capacitors,** 





**User Friendly Switches** 



**Fuse base ranges** 





**Switch disconnectors for PV Applications** 



#### Partnering India Addressing the Megatrends

**Urbanization** 

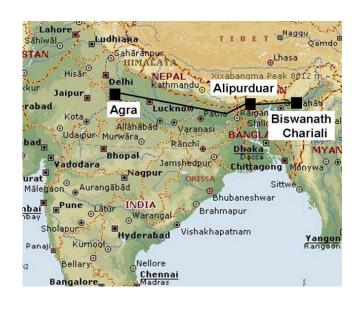
Renewables

Electrification

**Mobility** 



## Partnering India: Grid Reliability NE - AGRA Ultra HVDC Transmission



7.5 Million GJ

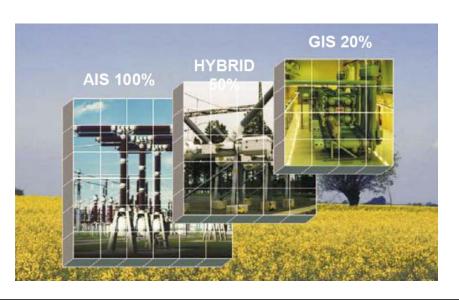
1.5 Million Air conditioners

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

CO<sub>2</sub>

Carbon credits worth about

Rs. 47 Crore annually for the next seven years

Reduction in pollution levels:

6.3 lakh tons



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™

