



ANNUAL GENERAL MEETING, MAY 11, 2024, BENGALURU

2023: Solid finish to a record year

Sanjeev Sharma, Country Managing Director, ABB India Limited

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Megatrends shaping our economy

ABB purpose and customer offerings aligned with megatrends



Demographic & Social change

By 2030, India's overall consumption could more than double as income distribution in the country shifts



Energy Access & Transition

Energy demand expected to grow by ~50% over next decade; est. 2/3 of India's energy mix through renewables



Global offshoring

Manufacturing's share of GDP expected to increase from 15.6% currently to 21% by 2031; doubling India's export



Technological advancements

Robotics could reduce India's relative cost advantage over developed economies by 4 - 5% over a decade



Sustainability in practice

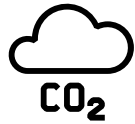


Sustainability journey and milestones achieved so far



100%

Green Certified Units by IGBC under green factory building rating



88%

Reduction of own scope 1 and 2 GHG emissions*



50%

Water positive units



28%

Increase in water recyclability*



100%

Single use plastic free campuses**



97%

Waste diverted away from landfill

*as compared to baseline 2019

**non process areas



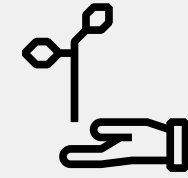
Education

- **>10k** students from **98** Govt. schools covered under Learning & environmental awareness program
- Education & IT skilling for youth



Diversity & Inclusion

- **>300** meritorious women covered under Holistic skilling & scholarship program for STEM education
- Nurturing **200** children with special needs



Communities & Environment

- **>10 Mn** users benefitted annually through public infrastructure upgrade
- Water shed management for drought prone villages helping **20,000** villagers



Creating Success



ABB in India: 100+ years

74 years of manufacturing, Global R&D and Business Services



5 Manufacturing locations

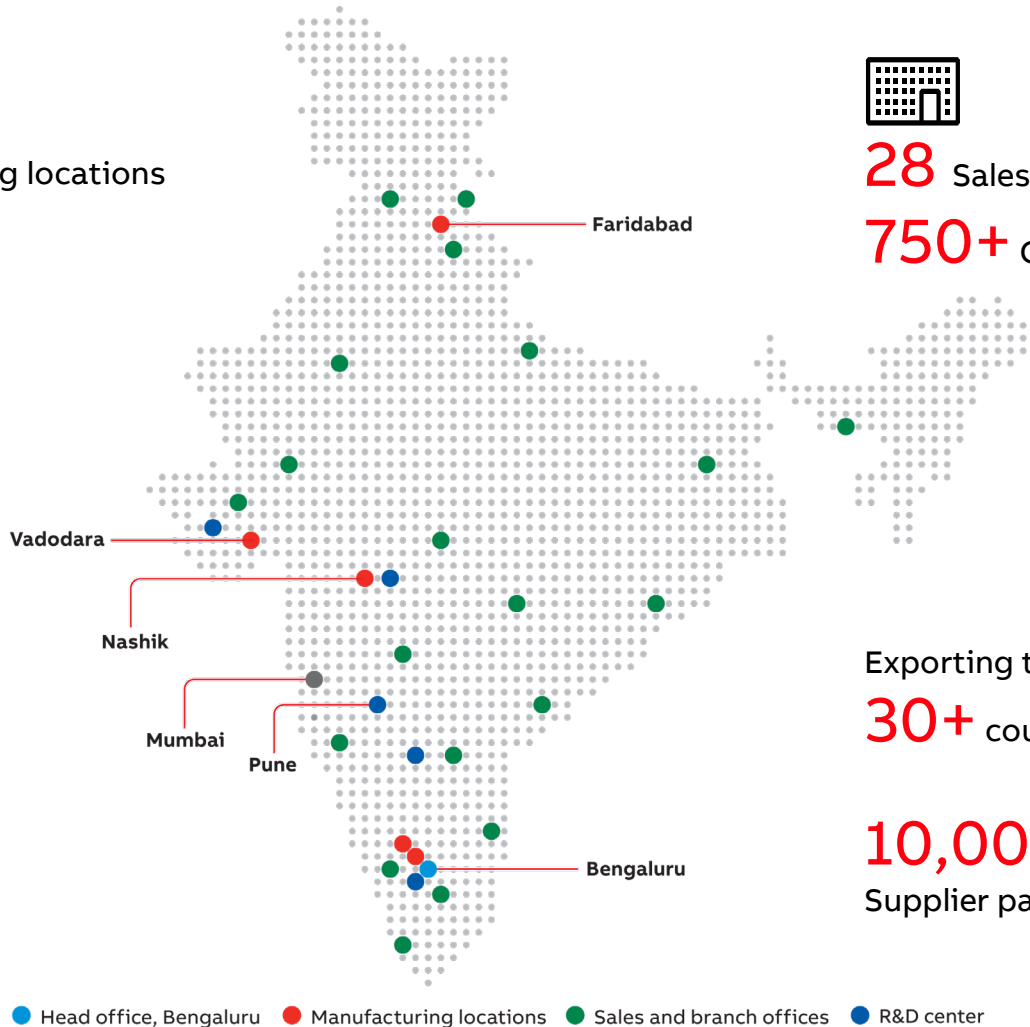
25 Plants



10,000+
Employees

5,500+
Third- party
employees

18%
Gender Diversity



28 Sales offices

750+ Channel partners

Exporting to
30+ countries

10,000+
Supplier partners



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*

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

ABB today: Four leading business areas with 19 divisions

BUSINESS AREA



Electrification



Motion



Process Automation



Robotics & Discrete Automation

DIVISION

| | | | |
|-------------------------------|--------------------------------------|------------------------------------|----------------------------|
| 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 | |
| Power conversion | System Drives | | |
| Service | Service | | |
| | Traction | | |

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

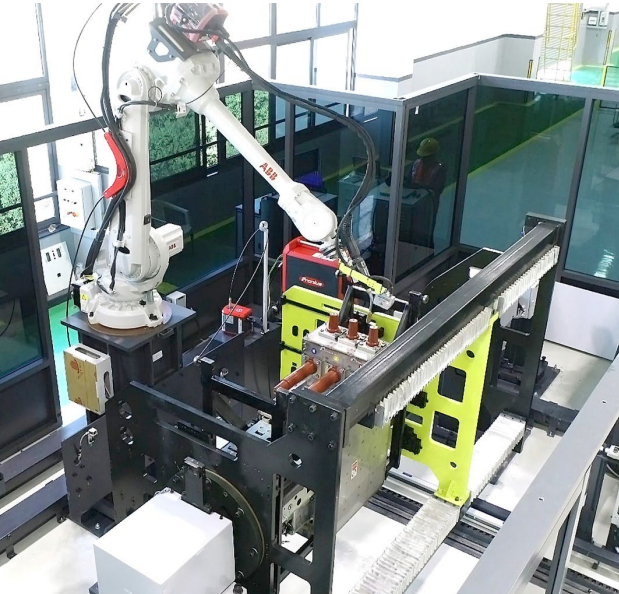


19 ABB divisions catering to 23 market segments

| 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 |

Legend:
High: >20% market growth
Moderate: 7-20% market growth
Low: <7% market growth

Continued investments for business expansion



Gas Insulated
Switchgear, Nashik



Variable Speed
Drive Modules,
Peenya, Bengaluru

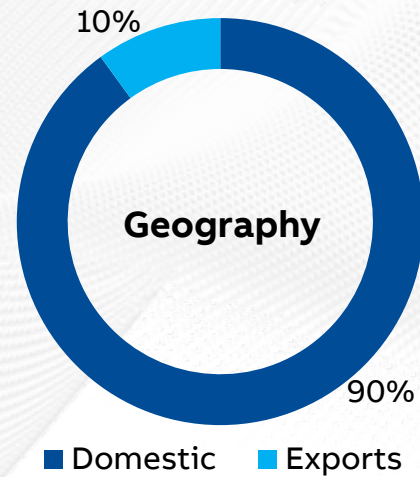
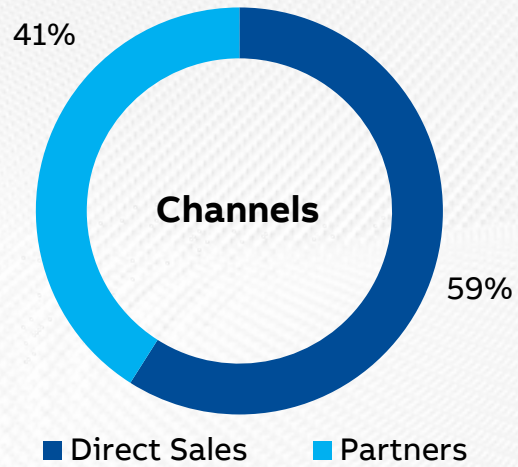
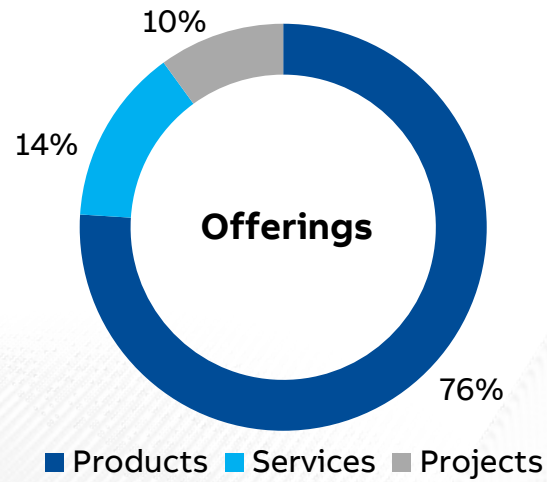
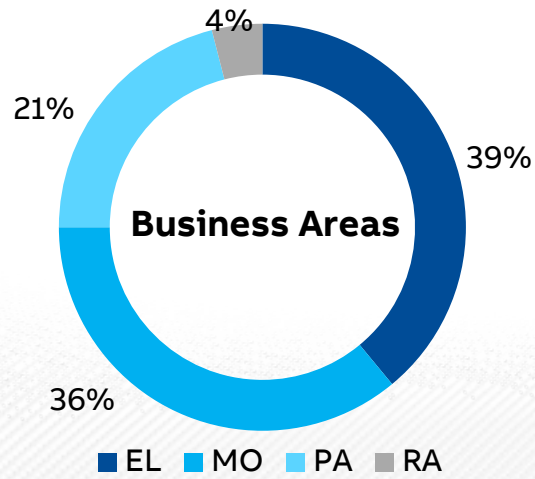


Drives Service
Workshop,
Vadodara, Gujarat



24/7 Warehouse for
Motion Services,
Peenya, Bengaluru

Resilient business model



Based on 2023 revenues

EL –Electrification; MO – Motion; PA – Process Automation; RA: Robotics & Discrete Automation



Solid growth year on year



Market- aligned portfolio & localization



Expansion of manufacturing facilities



Penetration in Tier 2, Tier 3 markets

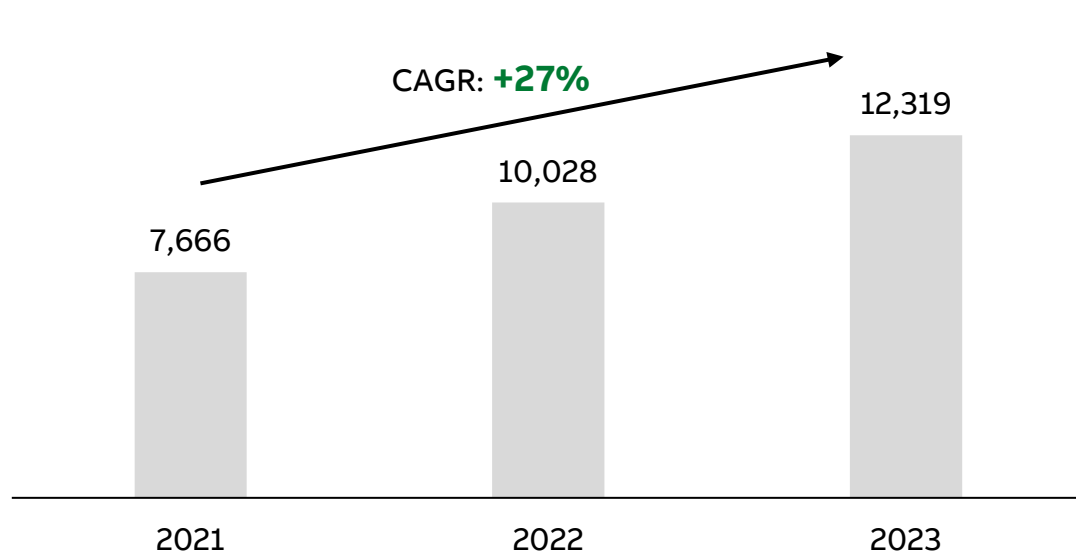


Growth in export markets



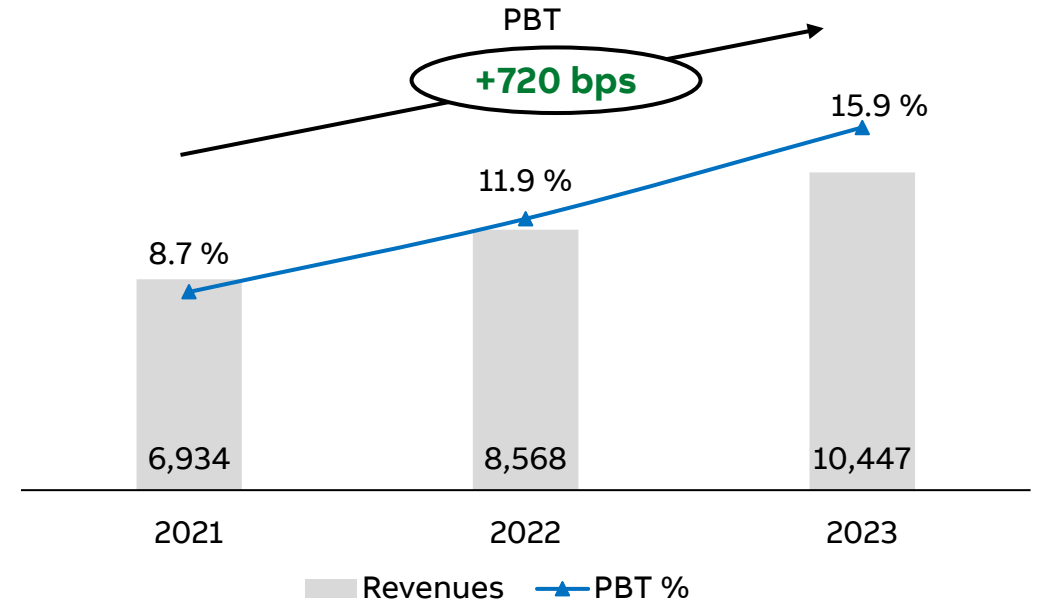
Focused people development

Orders



Revenues & PBT% (before exceptional)

Values in INR crores



Revenue

(INR crores)

10,447

(+22% Y-o-Y)

Profit after tax

(INR crores)

1,248

(+22% Y-o-Y)

Earnings per share

(INR)

59

(+22% Y-o-Y)

Delivering record-breaking returns for shareholders

Share price

(INR per share)

4,675

(+74% Y-o-Y)

as on Dec 29, 2023

Final dividend

(INR per share)

23.8

(+50% Y-o-Y)

Dividend payout ratio

50%

(+100% Y-o-Y)

Partnering Nation building



Taking pride in associating with landmark projects of 2023



Reliable electrification solutions for India's new parliament



Electrification of one of the World's highest rail bridges



Reliable electrification solutions for Bharat Mandapam

Taking pride in associating with landmark projects of 2023



Safe ventilation for India's first under-sea tunnel in Mumbai with ABB Drives package

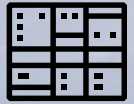


Electrification of Mumbai trans harbor link with 11kV Substation

Electrification solutions for Ayodhya City



Partnering Nation building



~30% of hyperscale data centers Pan-India use ABB solutions



14 TWh of energy saved by ABB's motors and drives in a decade



>90% of cement companies use ABB systems



>65% of cars made in India painted by ABB Robots



>80% of metros deploy ABB technology



>900 Indian Railways electric locomotives use ABB traction converters



60% of oil and gas produced in India monitored by ABB systems



>50% pharma companies use ABB drives



26 states use ABB's power distribution technology



~30% installed wind and solar projects use ABB solutions



>60% of airports in India use ABB electrification solutions



More than **9,000+** connected robots across **40** countries remotely monitored

Addressing India's energy challenges



Partnering India's energy transition

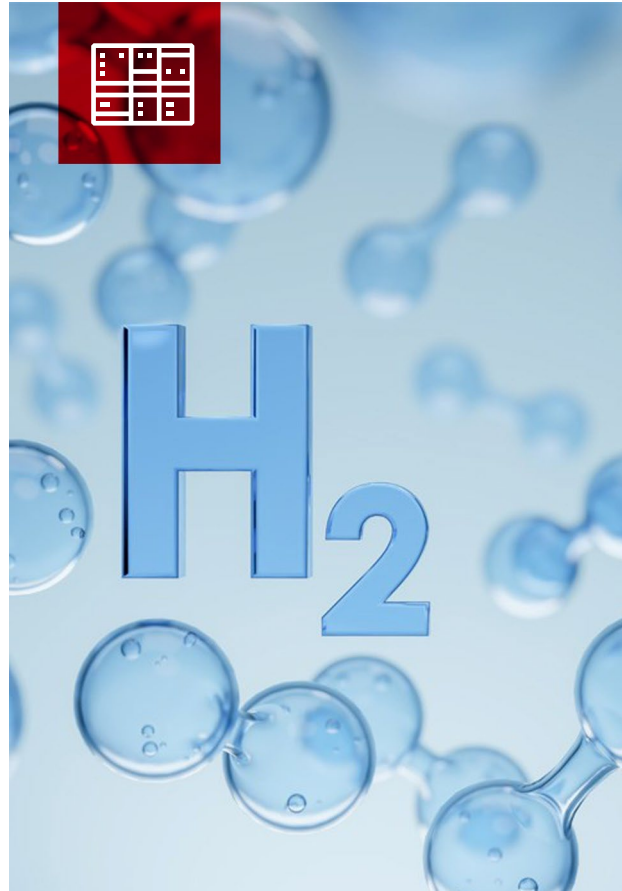
~9 GW SCADA automation
for solar project



Gas distribution solutions for
north-east and eastern states



Redundant systems for
hydrogen blending



Low Voltage Switchgear
panels for ethanol production

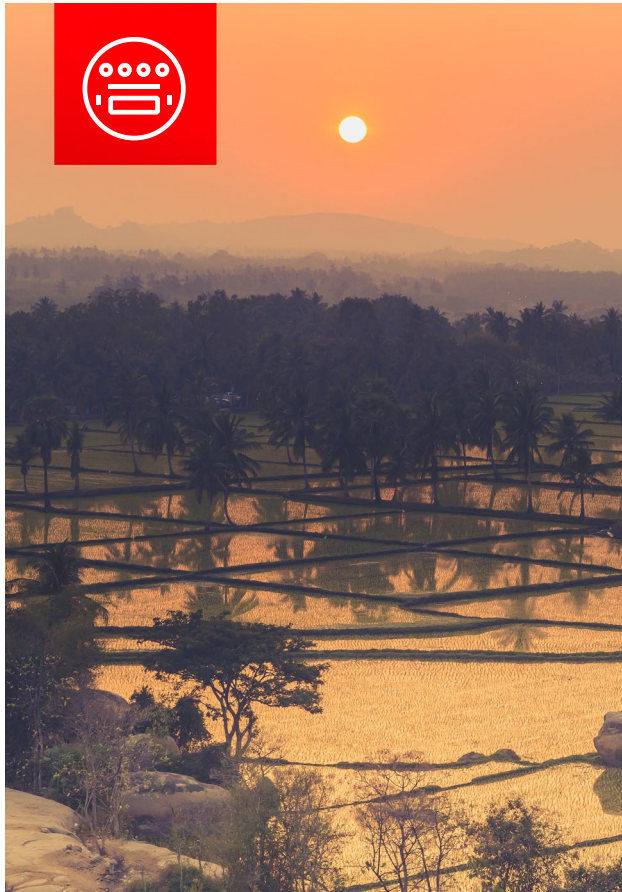


Accelerating resource efficiencies

Energy efficient drives for edible oil companies



End-to-end automation for rural water supply across states



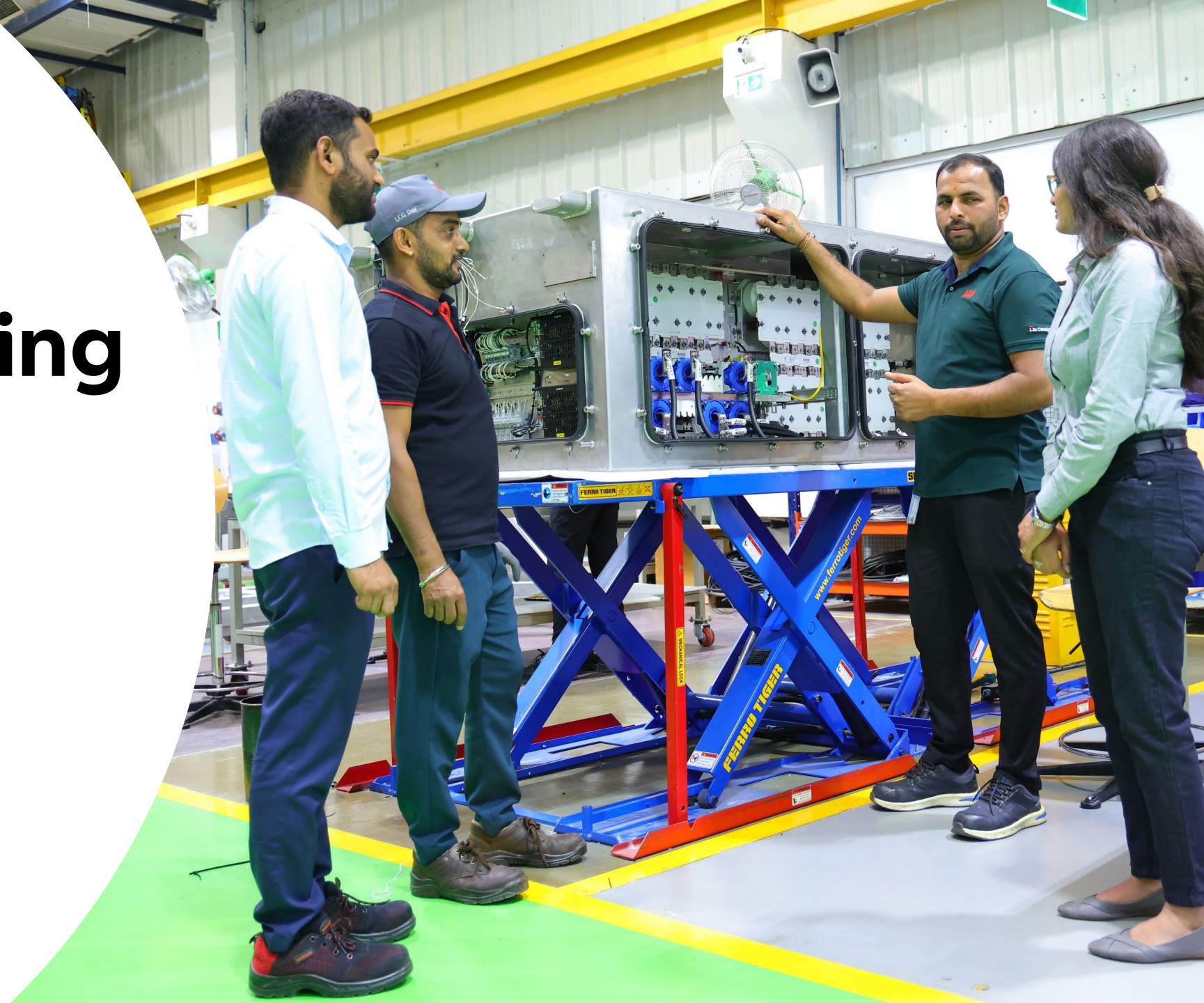
First eco-GIS for a chemical plant in India



Power distribution solutions for data center majors



Transforming Industries



Automating and digitalizing industries

Automation and control for a biotech company



Intelligent motor control center for metal major



Robotics solutions for cell phone assembly



Distributed Control Systems for specialty chemicals



Transforming transportation systems

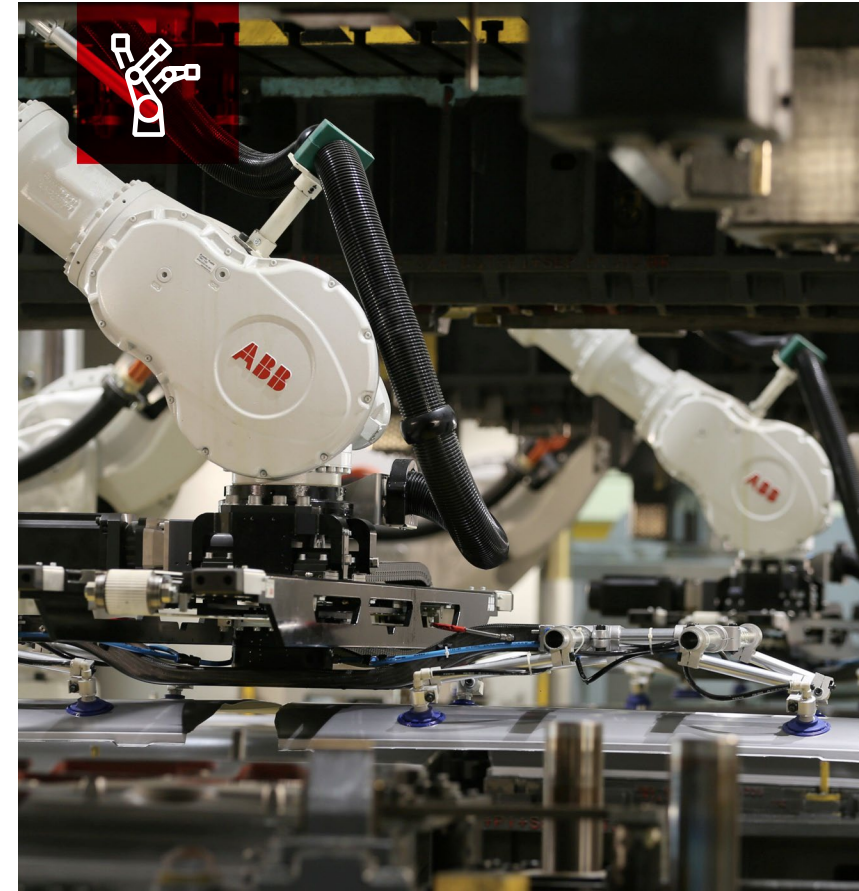
Low and medium voltage solutions for airports in north and west India



Traction technology and electrification for Indian railways & metro



Robotics solutions for battery assembly of EVs



Leading with Technology



Introducing new technologies for expanded needs local markets



Eco-efficient switchgear
PrimeGear™ ZX0



Energy efficient UPS
MegaFlex DPA



Compact **ACS180**
variable speed drive
(VSD)



IRB 6700 family of
robots



ABB Ability™
SmartMaster
asset management
platform

Introducing new technologies for expanded needs local markets



ACQ80 low voltage
solar pump drives



GoFa10™ GoFa™
cobots

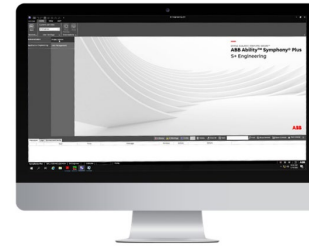
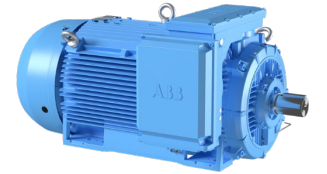


ABB Ability™ Symphony® Plus and
The Symphony® Plus SPR2023



AMI 5800
NEMA motor

Strategic Direction



Propelling growth in 2024

Growth trend expected to remain healthy, fueled by capital and efficiency



Key growth drivers



Investment growth in private and public sector



Increased focus on local manufacturing



Shift towards higher spending & asset investments

Factors to watch out for



Inflation & higher lending rates



Factors driving consumption growth



Interest rates across economies

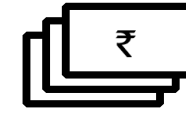
Our Focus



Sustainability
in Practice



High growth, profitable
markets aligned with
mega trends



Organic and inorganic
investments

ABB India in the spotlight

INDIA'S BOOST FOR MFG

NEWS 18 RISING INDIA - REAL HEROES

Sanjeev Sharma
MD & CEO, ABB India

TV 18

CFO TALK

DIGITALISATION SUBSTANTIALLY ENHANCES OPERATIONAL EFFICIENCY

SANJEEV ARORA
PRESIDENT, MOTION BUSINESS, ABB INDIA.

Interview

Mr. Kiran Dutt G
President - Electrification India &

LOCAL PLAYER REJIGING THEIR PLANTS WITH BETTER TECH

BQ PRIME

GUEST COLUMN

Harnessing the Power of AI for Predictive Maintenance

G BALAJI
SVP, Head of Energy Industries
ABB India

CHEMICAL ENGINEERING WORLD

Q&A UPDATE

22nd December 2022 | 04.00 pm

MANUFACTURING 2023 SHAPING FACTORIES OF THE FUTURE

TAKING SHAPE WITH INDUSTRY 4.0. MANUFACTURING IS ADVANCING TOWARDS INDUSTRY 5.0 ESG

Mr. Saji S.R.
Head-Product & Process Engg.
Smart Power Division,
ABB India Limited.

Register Now!

'Flexibility and the ease of use have become strategic necessities'

Subrata Karmakar,
President, Robotics and Discrete Automation, ABB India Limited.

SWITCHGEAR

ABB India's Nashik GIS factory to enrich local manufacturing and contribute to a low-carbon society

Sudesh Kulkarni
Senior Vice President and Head
Distribution Solutions Division,
Electrification Business, ABB India

ABB looks to step up manufacturing

WHEAT SUDAN PHOTO
Mumbai, 12 February

Capital goods maker ABB proposes to expand the number of factories it has in India as growing public and private-capital expenditure (capex) in the country pushes up demand for industrial goods.

At the same time, the export market is also growing, explains ABB India's Country Head and MD Sanjeev Sharma in a conversation with Business Standard, prompting the move to enhance capacity, since the Indian unit of the Zurich-based multinational company caters to international markets.

ABB India derives 87 per cent of its annual turnover from the domestic market and 13 per cent from the export market. The plan is to position India as a global hub for exports as the order momentum from international markets, explains Sharma, remains high. ABB's export markets include countries in West Asia, Africa, South East Asia, South America and the US.

"At the moment, we have 27 factories in four cities in the country. This includes plants at Nashik, land near our existing plants as well as cash on our books to undertake further expansion of our manufacturing units. At least one or two more plants should come up in the near future," Sharma said without giving further details about these new units.

For the accounting year ended December 31, 2022, ABB India had a topline of ₹8,568 crore, a growth of 24 per cent versus the previous year. Net profit for the 2022 accounting year almost doubled to ₹1,026 crore from ₹532 crore reported in the previous year.

This strategy has seen ABB move away from the power grids business, both locally and internationally, following the sale of the business globally to Hitachi in July 2020. In India, ABB Power Products & Systems India, which was listed on the stock exchanges, was rebranded in 2021 as Hitachi Energy India in line with the change in ownership globally. It continues to trade on the bourses in India.

The company's cash position, according to its financial results, remains strong at ₹3,616 crore at the end of fiscal 2022 versus ₹2,688 crore at the end of 2021. This has given the company the confidence, Sharma says, to consider acquisitions with the intention of filling capacity gaps.

"WE HAVE ENOUGH LAND NEAR OUR EXISTING PLANTS AS WELL AS CASH ON OUR BOOKS TO UNDERTAKE FURTHER EXPANSION OF OUR MANUFACTURING UNITS"

SANJEEV SHARMA
Country Head and MD, ABB India

GENDER DIVERSITY IN MFG SPACE

We have cut emissions by 82%

Through our multiple initiatives, we have realised cumulative reduction in Scope 1 and Scope 2 Greenhouse Gas (GHG) emissions by 81.6% versus our 2019 baseline. We have also enhanced water recyclability by about 12% versus the 2019 baseline, and aim towards becoming water neutral/positive across all locations by 2025. We also recycle about 95% of the waste generated across all our facilities to realise the company-wide long-term sustainability targets of zero waste to landfill. Today, all our owned manufacturing campuses in the country, some of them decades old, are powered by 100% renewable electricity and certified green. We have deployed over 5,000 of our sustainable, technology-led products, along with remote monitoring and other digital technologies leading to enhanced energy optimisation by 15% to 20%.

Dhenuka Srinivasan
Environment and Sustainability Affairs Lead,
ABB India

Muneesh Ghuge - President,
Traction Division, Motion Business, ABB India Ltd.

ABB, a multinational company, has been instrumental in Indian Railways' transformation. With a presence in the traction business for over two decades, ABB's traction equipment now powers over 800 electric locomotives used for passenger and freight services. They also collaborate with Indian and global OEMs to provide complete traction solutions for high-speed trains.

Amidst collaborations with numerous MNCs, Indian Railways' transformative journey has also seen the partnership of several Indian organisations, including MSL, a JCBL group company. MSL's commitment to innovation shines through its extensive manufacturing capabilities, which have played a crucial role in various Indian railways projects. They have

ABB'S GENDER INCLUSION DRIVE

"The cement industry has been emphasising on digitalisation."

Anoop Anand, Motion System Drives Division President, ABB India. Anoop has pioneered technologies and solutions for cement plants overcome the challenges related to efficiency.

Anoop Anand
Motion System Drives Division President, ABB India

Did you know the rate of steel in a cement plant is 100%?

The cement industry is undergoing a digital transformation. The digital technologies are helping the industry to improve its operational efficiency and reduce its carbon footprint. The digital technologies are also helping the industry to improve its safety and security. The digital technologies are also helping the industry to improve its customer experience. The digital technologies are also helping the industry to improve its supply chain management. The digital technologies are also helping the industry to improve its financial performance. The digital technologies are also helping the industry to improve its environmental performance. The digital technologies are also helping the industry to improve its social performance. The digital technologies are also helping the industry to improve its governance performance. The digital technologies are also helping the industry to improve its overall performance.

Indumathi S
Production Supervisor

CEMENT REVIEW

'ABB Digital Powertrain dramatically helps in reducing CO2 emissions'

Amrit Gupta,
President, Motion Services Division, ABB India Ltd.

Industry recognition of sustainable practices and performance



The MNC of the Year - AIMA



Most Outstanding Company in India – Industrials Sector



The top supplier for 2023 by Tata Steel India & UK



Top Value Creator 2023: Power Equipment by D&B India



Responsible Export Organization recognition by CII for Distribution Solution



Acrex Award for Motion Services



Engineering Excellence Award for IE5 SynRM motors



Excellence Award for Green Built Environment for Nelamangala location



India Manufacturing Excellence Awards: Smart Power Factory won 3 awards



Best Allyship and ERG Practices Award for D&I

Country Management



Sanjeev Sharma
Managing Director



TK Sridhar
Chief Financial Officer



Raman Kumar Singh
Country Human
Resources Officer



Trivikram Guda
Regional General Counsel
& Company Secretary



Kiran Dutt
President –
Electrification Products



Ganesh Kothawade
President – Electrification
Distribution Solutions



Sanjeev Arora
President – Motion Markets



G Balaji
President – Energy Industries
Process Automation



Subrata Karmakar
President – Robotics



Sohini Mookherjea
Head of Corporate
Communications

A B B