



REF:INABB:STATUT:LODR:PRESS REL:

November 9, 2023

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

Trivikram Guda
Company Secretary and Compliance Officer
ACS 17685

Encl: as above

BENGALURU, NOVEMBER 9, 2023

Strong margin expansion on back of revenue growth; robust increase in order backlog

ABB India Limited posts July-September quarter (Q3) CY2023 results

July-September Q3 CY2023 HIGHLIGHTS

- Strong order momentum underscores capex revival
- Step-up in revenue driven with efficient backlog execution
- Mix of effective capacity utilization with good revenue quality drive profitability
- Zero waste to landfill certification for manufacturing campus in Nelamangala, Bangalore

Commenting on the company's performance, Sanjeev Sharma, Managing Director, ABB India said,

"We are pleased to announce another strong quarter marked by double-digit revenue growth and continuity in order backlog buildup. We are seeing momentum in large orders intake that shows customers' preference for our energy-efficient and high-quality solutions in diverse market segments.

Central to our operations is a steadfast commitment to sustainability. A testament to this is our Nelamangala Bangalore campus, which has achieved a certification for zero waste to landfill. Aligned with ABB Group's sustainability strategy, we remain unwavering in our dedication to meeting our ESG objectives across our campuses, factories, products and suppliers while helping ABB customers to deploy energy efficient solutions to lower GHG emissions."

KEY FIGURES

INR Crores *(for continuing business)*

	Q3 2023	Q3 2022	Q2 2023	9M 2023	9M 2022	CY 2022
Orders	3,004	2,634	3,044	9,172	7,693	10,028
Order backlog	8,008	6,519	7,727	8,008	6,519	6,468
Revenues	2,769	2,120	2,509	7,689	6,141	8,568
PBT before exceptional / one off and tax	484	229	393	1,205	623	1,024
PBT before exceptional / one off and tax %	17.5	10.8	15.7	15.7	10.1	11.9
Exceptional Item		46		-	339	339
Profit before tax	484	275	393	1,205	963	1,363
Profit before tax %	17.5	13.0	15.7	15.7	15.7	15.9
Profit After Tax	362	203	296	903	720	1,026
Profit after tax %	13.1	9.6	11.8	11.7	11.7	12.0
Operational EBITA*	361	256	341	976	647	897
Operational EBITA%	13.0	12.1	13.6	12.7	10.5	10.5

Orders

Total orders for the quarter were at INR 3,004 crore, a 14 percent growth Y-o-Y. Electrification had a higher base order growth and strong conversion of opportunities from the renewable segment with higher penetration in the retail market. Motion's robust growth was led by good order intake in the railway segment. Process Automation witnessed some delay in the realization of a few large orders likely to fructify in the coming quarters. Robotics and Discrete Automation posted a significant growth Y-o-Y led by paints and electronics segments.

From the market side, the quarter witnessed orders from a diverse range of segments including metals, energy companies (downstream), railways, electronics, data centers, EVs, paints, etc.

Key orders include:

- Energy efficient systems drives solutions for steel major
- Robotics automation for painting and cleaning of EVs from a leading Indian auto major
- Robotics solutions for a leading electronics manufacturer
- Gas insulated switchgear for an energy company
- Power distribution solutions for a data center company
- Compact substations for a leading private power company
- Propulsion technology solutions for a railway transportation multinational company
- Rectifiers for a global natural resources company

ABB India continues to have a strong order backlog as of September 30, 2023, at INR 8,008 crore, an increase of 23 percent Y-o-Y, which provides good revenue visibility and is well aligned to support growth plans in the coming quarters.

Revenues and operations

The Company reported INR 2,769 crore revenue for the quarter an increase of 31 percent Y-o-Y. Revenue expansion was achieved through a strong emphasis on execution, enhanced visibility via a robust backlog, a diversified revenue mix, and optimal utilization of capacity. Robotics converted a large paint order during the quarter while Process Automation also registered solid growth Y-o-Y across multiple divisions supported by surge in service and export revenue.

The quarter also witnessed the commissioning of a diverse range of projects from a mega lift irrigation project in southern India with electrification distribution solutions and Motion starter offering with converter duty transformers and PLC Marshalling Panel and robotics solutions for a paints project.

Profit and cash flow from operating activities

The company reported a Profit before tax (before exceptional items and one-offs) of INR 484 crore for the quarter, an increase of 111 percent. This significant improvement in profitability was achieved due to the enhancement of operating efficiencies, utilization of capacity leverage, and implementation of effective pricing strategies.

Profit after tax reported at INR 362 crore for the quarter, up 79 percent Y-o-Y.

The company's cash position continues to remain robust at INR 4,356 crore at the end of Q3 2023.

The Company reported an EPS of INR 17.08 for the quarter reflecting the growth in profitability of the operations.

Sustainability in practice

In the third quarter, the Company achieved a waste recyclability of 95 percent and water recyclability of 50 percent. The smart manufacturing campus at Nelamangala achieved a zero waste to landfill certification from Intertek Sustainability. The Zero Waste to Landfill certification recognizes that the site has diverted 99 percent of its waste, including 4.93 percent of waste processed for energy recovery. A central priority of ABB's work to preserve resources and promote circularity is achieving zero waste to landfill.

Outlook

ABB India will continue leveraging increased market activity for base and large orders across segments. While doing so it will remain vigilant about fluctuating commodity prices and forex. The Company will closely monitor the impact of multiple global conflicts on global value chains and trade movement. With its extensive reach and diverse range of offerings, ABB India is poised to achieve even greater accomplishments as it integrates sustainability into all aspects of its operations. Its expertise spans a variety of sectors, including data centers, electronics, warehouse and logistics, railways and metros, pharma, food and beverage, building infrastructure, and energy companies.

ABB is a technology leader in electrification and automation, enabling a more sustainable and resource-efficient future. The company's solutions connect engineering know-how and software to optimize how things are manufactured, moved, powered and operated. Building on more than 130 years of excellence, ABB's ~105,000 employees are committed to driving innovations that accelerate industrial transformation.

—

For more information please contact:

Sohini Mookherjea

Phone: +91 9632726608

Email: sohini.mookherjea@in.abb.com

—

**Operational EBITA*

Operational EBITA margin is Operational EBITA as a percentage of Operational revenues. Operational EBITA is Operational earnings before interest, taxes and acquisition-related amortization. Operational EBITA represents income from operations excluding:

- acquisition-related amortization (as defined below),*
- restructuring, related and implementation costs,*
- changes in the amount recorded for obligations related to divested businesses occurring after the divestment date (changes in obligations related to divested businesses),*
- changes in estimates relating to opening balance sheets of acquired businesses (changes in pre-acquisition estimates),*
- gains and losses from sale of businesses,*
- acquisition- and divestment-related expenses and integration costs,*
- certain other non-operational items, as well as*
- foreign exchange/commodity timing differences in income from operations consisting of: (a) unrealized gains and losses on derivatives (foreign exchange, commodities, embedded derivatives), (b) realized gains and losses on derivatives where the underlying hedged transaction has not yet been realized, and (c) unrealized foreign exchange movements on receivables/payables (and related assets/liabilities).*

Certain other non-operational items generally include certain regulatory, compliance and legal costs, certain asset write downs/impairments as well as other items which are determined by management on a case-by-case basis.

Operational EBITA is our measure of segment profit but is also used by management to evaluate the profitability of the Company as a whole.

This detailed performance summary will be made available only post H1 and H2/full year. ABB India follows a calendar year of January to December as the accounting period.