

July 23, 2021

BSE Limited
P.J. Towers
Dalal Street
Mumbai 400 001
(Atten: DCS Listing)

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra (E)
Mumbai 400 051
(Atten: Manager Listing Department)

Dear Sirs

Subject: Presentation to be made to Analysts/ Investors on Friday, July 23, 2021 as per Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 relating to Unaudited Financial Results of the Company for the quarter and half year ended June 30, 2021

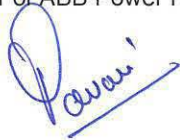
Ref : BSE Scrip: 543187 (POWERINDIA) NSE Symbol: POWERINDIA

We are sending herewith a copy of presentation to be made to Analysts today, Friday, July 23, 2021 for the information of the Stock Exchanges.

You are requested to take the same on record.

Thanking you.

Yours faithfully,
For ABB Power Products and Systems India Limited



Poovanna Ammatanda
General Counsel and Company Secretary



Encl: As above



HITACHI

ABB

Analyst presentation – Q2CY2021

ABB Power Products and Systems India Limited

POWERING GOOD FOR SUSTAINABLE ENERGY

HITACHI ABB POWER GRIDS

This presentation includes forward-looking information and statements including statements concerning the outlook for our businesses. These statements are based on current expectations, estimates and projections about the factors that may affect our future performance, including global economic conditions, and the economic conditions of the regions and industries that are major markets for ABB Power Products and Systems India Ltd (“APPSIL”). These expectations, estimates and projections are generally identifiable by statements containing words such as “expects,” “believes,” “estimates,” “targets,” “plans,” “outlook” or similar expressions.

There are numerous risks and uncertainties, many of which are beyond our control, that could cause our actual results to differ materially from the forward-looking information and statements made in this presentation and which could affect our ability to achieve any or all of our stated targets. The important factors that could cause such differences include, among others:

- COVID-19 crisis associated disruption risks
- business risks associated with the volatile global economic environment and political conditions
- costs associated with compliance activities
- market acceptance of new products and services
- changes in governmental regulations and currency exchange rates, and
- such other factors as may be discussed from time to time in APPSIL’s filings with the Securities and Exchange Board of India (SEBI), including its Annual Report.

Although APPSIL believes that its expectations reflected in any such forward-looking statement are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved.

Inculcating self-reliance

Enabling employees to contribute to a safe work environment



Customer appreciation



Ref: HERO/APPSIL/2021/05

Date-13.05.2021

TO WHOM SO EVER IT MAY CONCERN

This is certify that M/S ABB Power Products & Systems India Ltd. has been able to maintain the standard safety Practices in carrying out supply, erection and commissioning of electrical systems for HERO Future Bay PSS connection.

M/S ABB Power Products & Systems India Ltd. Has implemented safety practices at the site by adopting OHS plan, Safe work procedure, TBM, work permit system, different safety checklist, Method of statement and activity based risk assessment, as being a part of M/S APPSIL operational control to prevent/avoid accident at site. M/S ABB Power Products & Systems India Ltd. has put their best effort on regular safety training, safety inspection, demonstrati safety promotional/Motivational programs as part of pro environment. Also It is very nice observation that M/s AE all rules for social distancing as well as daily sanitizing th & tackles, working area, wash rooms etc. In this covid-1

Effort to work of M/S ABB Power Products & Systems India Ltd. dedication to carry out the work scope in compliances of appreciable.

We hope that M/S ABB Power Products & Systems India Ltd. successfully completion of the project.

Dharmendra Agrawal
Chief Manager



World Environment Day

Employee awareness building – tree plantation, Managed environmental aspects, Eco-system restoration, Minimizing carbon footprint



Protecting our people

>90% of employees vaccinated

>100 oxygen concentrators, PPEs arranged for employees and families

>6,000 RTPCR voluntary tests conducted – helps identify asymptomatic carriers

Medical service provider Connect and Heal for home isolation guidance, kits, medicine, ambulance arrangement, etc

Isolation facility in hotels for employees having constraints at home

Tie-up with MediAssist, a third-party administrator for **employee insurance coverage**

Protecting our communities

Partnering with a convoy of private and government hospitals

Facilitating makeshift care units through **over 100 extra beds and medical infrastructure**; including those for intensive care

Supply of **critical equipment** such as infusion pumps, defibrillators, ECG machines, crash carts, and neo-natal resuscitation kits

Funding R&D and deployment of portable refrigerated containers for **last mile transportation of COVID19 vaccines** to remote areas

Funding medical /surgical support to under-privileged children through NGO 'Child Help foundation'



Workplaces for the new norm

Team of doctors across key locations activated and strengthened

New work-flow protocols developed to ensure social distancing, reduced contact

Space allocation in offices redesigned, rotas for those working from office

Adding **extra shifts** to the week to space out work, ensuring safety and productivity go hand in hand

COVID Marshalls empowered for groups of 20 to build a sense of ownership

Impact of Covid restrictions on operations in Q2

Staggered lockdown across various states:

- Peenya **factory closed during lockdown** – for 13 working days
- **>20 project sites** partially/fully closed
- **Supply chain** & logistics disruptions
- **Customer delays** in pick-up



Q2 CY2021 - highlights

Orders	INR 745.6 Cr	↓ (12.2)% QoQ	↑ 31.4% YoY
Revenue	INR 796.8 Cr	↓ (22.2)% QoQ	↑ 24.8% YoY
PBT	INR 21.6 Cr	↓ (59.8)% QoQ	↑ 51.0% YoY
PAT	INR 16.3 Cr	↓ (58.7)% QoQ	↑ 49.5% YoY
OP EBITA margin	5.7%	↓ (160) bps QoQ	↑ 520 bps YoY

Company remains debt-free at close of Q2-21

H1 CY2021 - highlights

Orders	INR 1,594.5 Cr	↑ 6.2% YoY
Revenue	INR 1,820.6 Cr	↑ 25.6% YoY
PBT	INR 75.3 Cr	↑ 39.4% YoY
PAT	INR 55.7 Cr	↑ 38.9% YoY
Op EBITA margin	6.7%	↑ 250 bps YoY

~INR 100 crore of orders where ABB Power Products and Systems India Ltd. was L1 have been deferred by customers

~INR 200 crore of revenue impacted due to COVID-19

Key order wins in the quarter

Rail electrification orders, with a focus on transformers

Data center orders of AIS S/S, dry type transformers

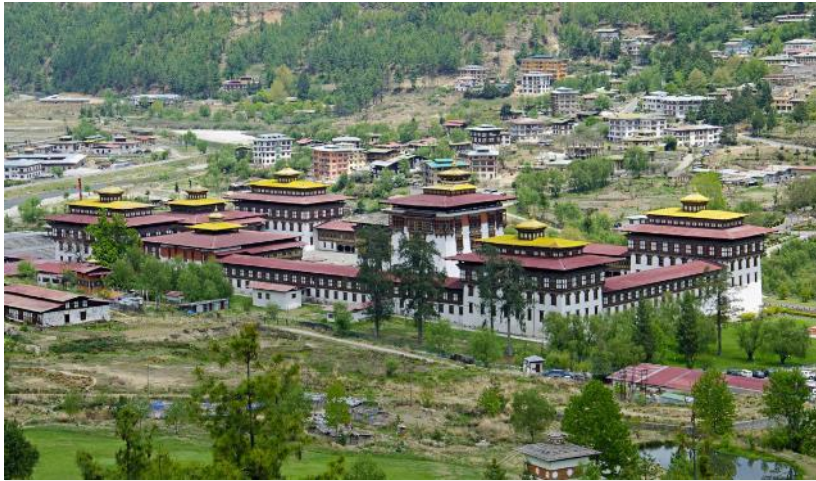
Renewable studies for utilities and private generators & **digitalized protection** for hybrid lines

First 400kV GIS order from South America

Service orders from industries and utilities like for switchgear upgrades, circuit breakers, PASS, etc.



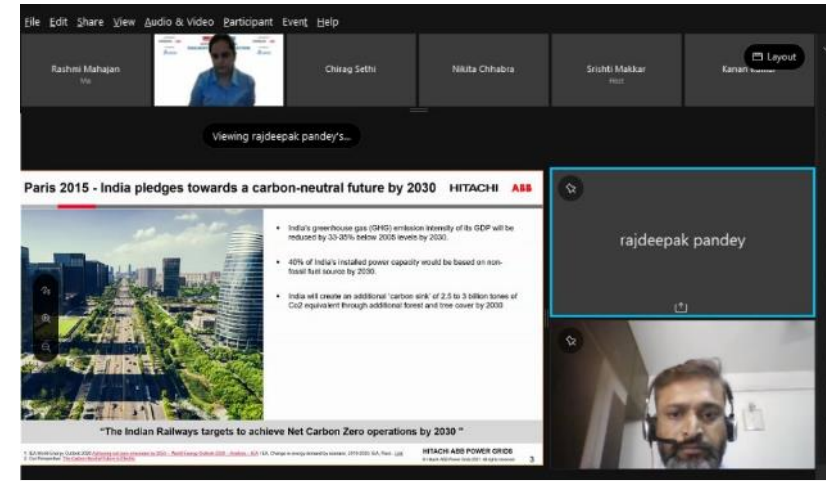
Strengthening fundamentals for future growth



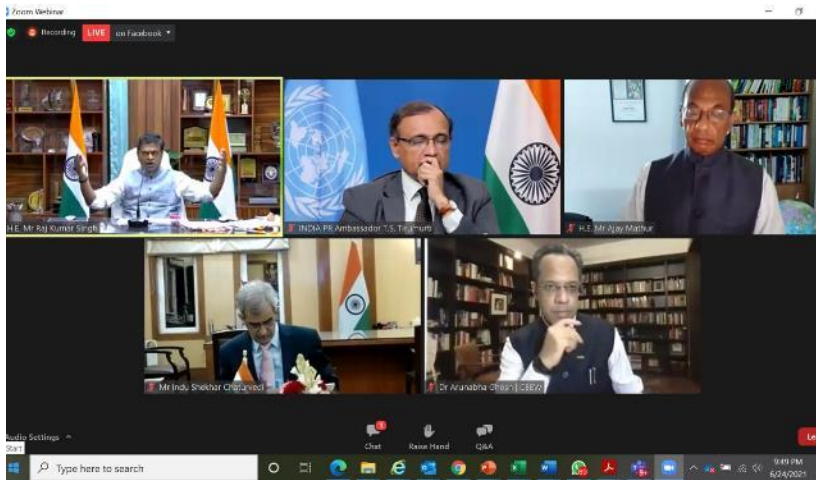
Remote commissioning of transformer at Dechencholing s/s



Rihand Dadri HVDC link upgrade; first remote FAT



Industry thought leadership (EDW, Rail conference)



UN High Level Discussion on Energy Transition



Diversity-focused hiring campaign



Waste elimination: Insulation dust to boiler bio-fuel briquette

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Action #1

- **CO₂e 65,301 Tons**
- Fossil free electricity March 2022 will ease out **43,783.67 Tons**
- **70%** of target will be achieved by conversion to fossil free electricity by March 2022

Action #2

- Electrified, efficient and decarbonized operations
- Electricity is the backbone - electrify utilities / forklift / DG's
- Electrified own transportation fleet
- Perform Energy Efficiency improvement programs (**audit & actions**)
- Increase circularity (**50% waste reduction disposal**)

Action #3

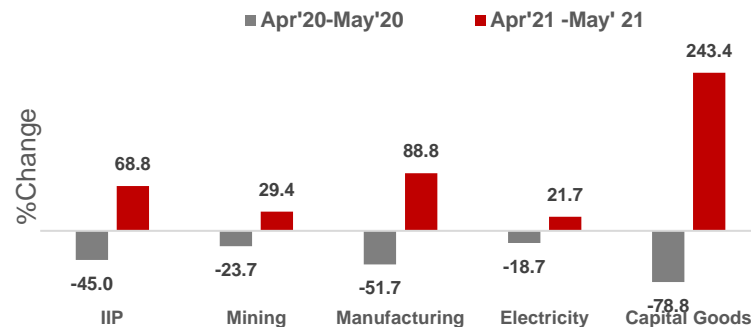
- Implement **Energy** management standard
- Implement **SF6** management standard
- Implement **Green House Gas** management standard
- Implement **Waste** management standard
- Project **Electricity** and Heavy equipment's (Cranes/ trucks) **14.2%** of CO₂e

Markets & performance

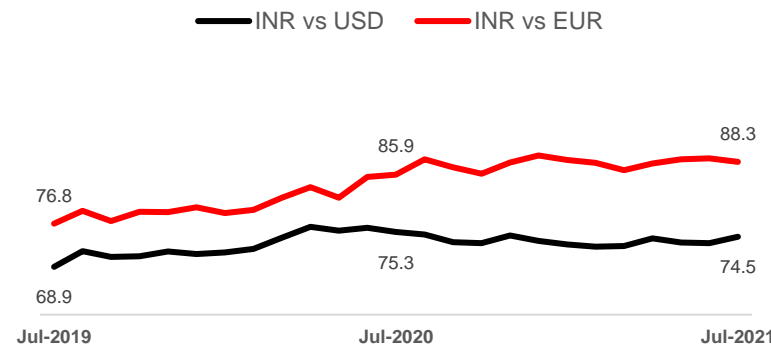
Macro-economic snapshot

- COVID-19 Second wave on way down. Risk of 3rd Wave remains.
- GDP growth likely to be negative in Apr-June qtr., growth for FY22 expected to be 9-10% (revised downwards)
- Oil & commodities prices remains high, retail inflation rises to 6.26% in June
- Local and global supply chain disruptions – due to COVID-19 outbreak
- Commodity price escalation increases input costs in a market with tight liquidity
- Power consumption grows nearly 10% to 115.39 BU in June
- Delays in decision making, but opportunities pipeline strong

Industry growth (IIP²) – Core sectors show YoY growth on low base (lockdown) in 1st two months of FY 21-22

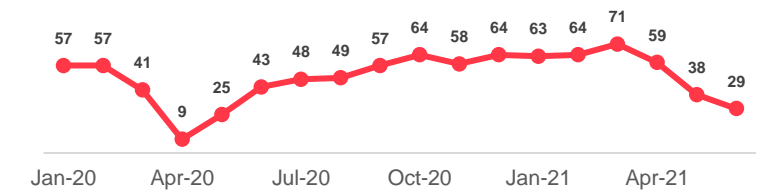


Rupee depreciated ~2% against the USD in last 6 months

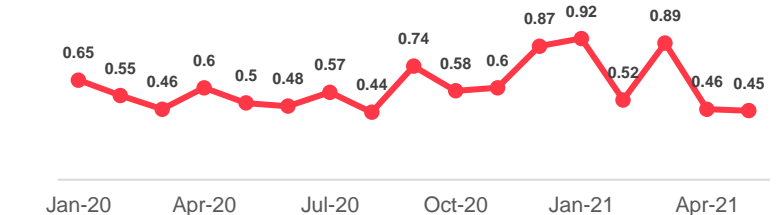


High Frequency Indicators *

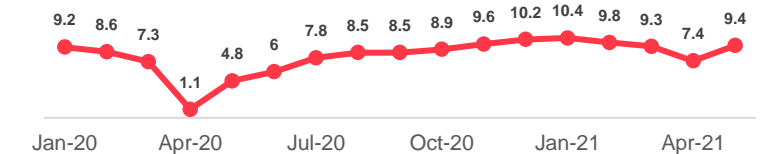
E-way bills generated (Mn) – declines in Apr-June qtr.



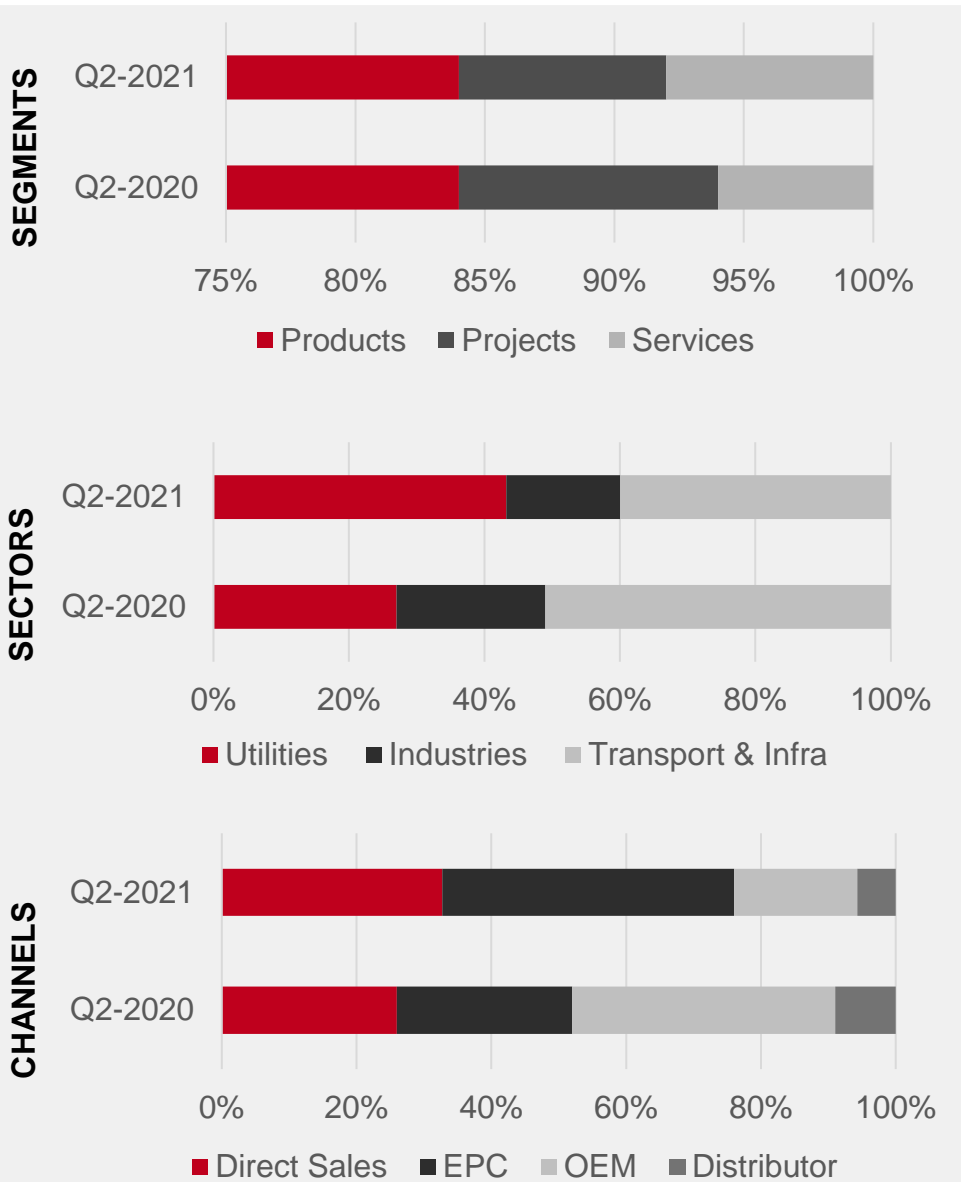
Value of tenders announced by central & state govt (INR, TN) – fell after spiking early in 2021



Steel Consumption (MMT) – Showing signs of recovery



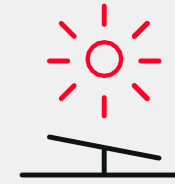
* Source : BCG India Monitor, 2-IIP – Index of Industrial Production;



Performance in Vision 2025 focus areas

Renewables (Solar + Wind)

~2 GW of cumulative solar/wind orders catered for in Q2-21 with major export order



2021 vs 2020: ↑

Power Quality

Reliable power for all
Increased electrification of industries & transportation



2021 vs 2020: ↑

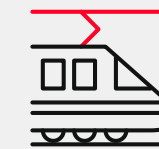
2021 vs 2020: ↑↑



Datacenters

India privacy laws
Remotely connected economy
Advent of 5G

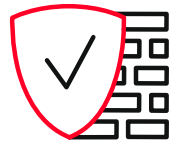
2021 vs 2020: ↓



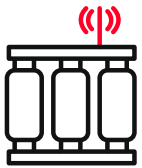
Railways & Metros

Urbanization
Freight corridors
Net zero ambitions

Service orders grow YoY by >50%



Cyber security implementation order from a leading distribution utility

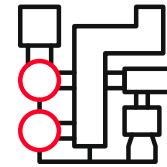


Successive order from leading steel manufacturer for **digitally enabling its transformers**



Remote commissioning support provided for a hydro project – charging of 400kV GIS substation

Exports contribute >30% of orders



First GIS export order to South America



HV Switchgear & Automation orders from Africa



Digital Connect - Virtual instructor led training conducted for customers across the regions

Making in India for the world; leveraging our installed base to expand in exports & service

Profit & Loss Statement

INR crore

Performance indicator	Q2, 2021	Q1, 2021	QoQ%	Q2, 2020	YoY%	H1, 2021	H1, 2020	YoY%
Orders	745.6	848.9	(12.2)	567.3	31.4	1,594.5	1,501.5	6.2
Order Backlog (end of period)	4,770.8	4,777.7		5,133.9		4,770.8	5,133.9	
Revenue	796.8	1,023.8	(22.2)	638.6	24.8	1,820.6	1,449.5	25.6
Profit Before Tax	21.6	53.7	(59.8)	14.3	51.0	75.3	54	39.4
PBT %	2.7%	5.2%		2.2%		4.1%	3.7%	
Profit After Tax (PAT)	16.3	39.4	(58.7)	10.9	49.5	55.7	40.1	38.9
PAT %	2.0%	3.9%		1.7%		3.1%	2.8%	
Operational EBITA	46.0	75.9	(39.4)	3.9	1,079.5	121.9	60.5	101.5
Operational EBITA%	5.8%	7.4%		0.6%		6.7%	4.2%	

Zero-debt company as of June 30, 2021

CRISIL rating:
A1+ short-term facilities; **AAA/Stable** long-term banking facilities



People

Prioritize people welfare – drive vaccination, provide medical infra support

Reiterate COVID appropriate behaviour

Strengthen diversity and inclusion, internalize global Diversity 360 efforts

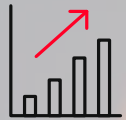


Execution

Make supply chain and processes flexible to swiftly adapt to market changes / disruptions

Focus on cash

Lower carbon footprint of own operations



Growth drivers

High growth segments

- **Rail:** In line with Indian Railways' 2030 Net Zero ambitions
- **Data centers:** Enhanced by govt's focus on data privacy
- **Renewables:** 450 GW target
- **HVDC:** New links to spur renewable integration

Digitalization

- **Thought leadership**
- **Collaboration:** Develop solutions with customers to address their requirements
- **Adoption:** Platform agnostic, modular
- Maintenance & Cyber Security

Exports

- Continued strengthening of **local footprint** – to make in India for India and the world
- **Expansion & penetration** of markets/geographies

HITACHI

