REF:INABB:STATUT:LODR:R30:ANLST-PPT: November 14, 2024

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

Dear Sirs

Sub: Presentation to Analysts

Ref: BSE: 500002 / NSE: ABB

In continuation to our letter dated November 8, 2024, we are enclosing herewith a copy of presentation of the Analysts Call dated November 14, 2024, for information of the Stock Exchanges.

The said presentation is also being uploaded on the Company's website.

Thanking you

Yours faithfully
For ABB India Limited

Trivikram Guda

Digitally signed by Trivikram Guda
DN: cn=Trivikram Guda, c=IN, o=Personal, email=trivikram.guda@in.abb.com
Date: 2024.11.14 14:02:01 +05'30'

Trivikram Guda
Company Secretary and Compliance Officer
ACS 17685

Encl: as above

ABB India Limited
Registered and Corporate Office
Disha - 3rd Floor, Plot No. 5 & 6, 2nd Stage
Peenya Industrial Area IV
Peenya, Bengaluru – 560 058
Karnataka, India

CIN: L32202KA1949PLC032923
GST: 29AAACA3834B1Z4

Phone: +91 80 2294 9150 – 54
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investor.helpdesk@in.abb.com

www.abb.com/in

ABB IN INDIA: OVERVIEW

NOVEMBER 14, 2024 | SANJEEV SHARMA, CMD & TK SRIDHAR, CFO

Partnering India’s growth trajectory

ENGINEERED
TO OUTRUN

FOOTPRINT AND PRESENCE

ABB IN INDIA: 100+ YEARS

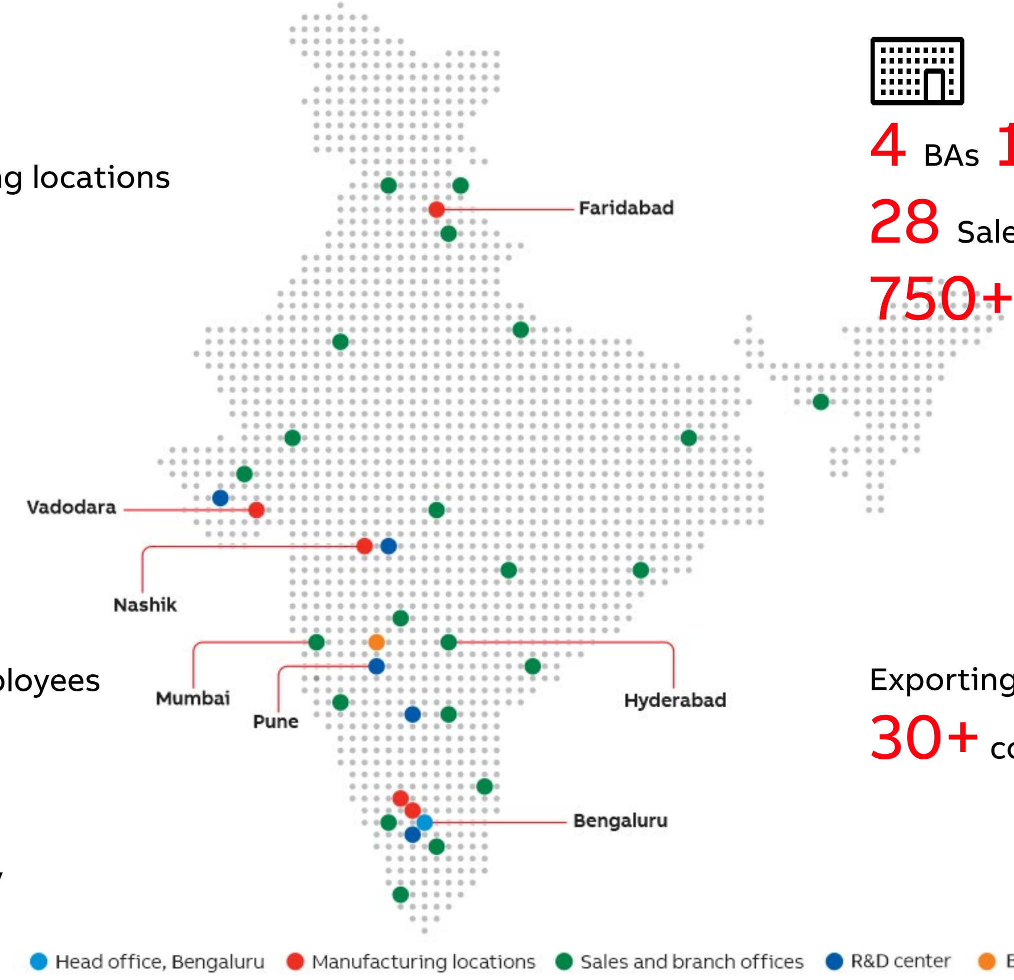
75th year of manufacturing with Global R&D and Business Services

5 Manufacturing locations
25 Plants

10,800+
Employees

5,500+
Third- party employees

18%
Gender Diversity



4 BAs 19 divisions
28 Sales offices
750+ Channel partners

Exporting to
30+ countries

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

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*

ABB WAY: ALL FOUR ABB BUSINESS AREAS WITH LOCAL PRESENCE IN INDIA

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	
	Service	System Drives		
		Service		
		Traction		

ABB WAY

BUSINESS AREAS HAVE GLOBAL RESPONISBILTY. STRONG LOCAL PRESENCE IN INDIA IN LINE WITH ABB'S LOCAL FOR LOCAL STRATEGY

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

ABB IN INDIA – LEGAL STRUCTURE

Four entities – one listed and the others fully owned

LISTED ENTITY: ABB INDIA LIMITED (INABB)

Shareholding Structure:

ABB Group[1] (75%) | Public (25%)

ABB IN

Board of Directors:

Adrian Guggisberg
Chairman

Sanjeev Sharma
Managing Director

Carolina Granat
Director

Gopika Pant
Independent Director

Shobinder Duggal
Independent Director

Monica Widhani
Independent Director

FULLY OWNED ENTITIES

- ABB Global Industries and Service Pvt. Ltd. (ABB Innovation Center INCRC)
- ABB Global Business Services and Contracting India Pvt. Ltd. (ABB Services Center Bengaluru INSUB)
- B&R Industrial Automation Pvt. Ltd.[2] (INBRA)

1 - ABB Group Share: ABBVA – 6%, ABBZH- 69% ; 2 – 100% owned by B&R Industrial Automation GMBH; 3 – 72% owned by ABB E-Mobility AG + 28% by 3rd party

MARKETS AND BUSINESS

INDIA EXPECTED TO BECOME 3RD LARGEST ECONOMY BY 2027

Strong long term demand outlook with Services & Industry being growth drivers[2]

Figures are Nominal GDP in TUSD

2017		2022		2027	
US	19.5	US	25.5	US	31.4
China	12.3	China	17.9	China	22.3
Japan	4.9	Japan	4.2	India (3)	5.4
Germany	3.7	Germany	4.1	Germany	5.3
UK	2.7	India (5)	3.4	Japan	4.9
India (6)	2.6	UK	3.1	UK	4.3

CAGR 5%

CAGR ~10%

Source: IMF Data (October 2023) **2** – Average Range: Services: 50-55% ; Industry: 27-32%; Agri: 18-19%

SOLID GROWTH WITH OPTIMIZED PORTFOLIO

Budget rate $1 = INR 80.7

	2019	2023
Orders	$860mn	$1.5bn
	CAGR: 15.4%	
Revenue	$896mn	$1.3bn
Op. EBITA	6.8%	13.3%
Cash Balance	~$200mn	~$590mn

All values are for INABB

DIVERSE BUSINESSES CATERING TO 23 MARKET SEGMENTS

Deep domain expertise and a commitment to customer value

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

ENERGY TRANSITION

Diverse portfolio to cater to various facets of transition from energy sources to processes and storage to distribution

ABB's offerings include MV & LV Switchgears, LV Components, BESS, Motors,
Electrical drive train pkg, Rectifiers, Electrolyzer, Wind Turbine Controller, Automation & Instrumentation, Robotics & Digital Solutions

Source: CEA, PIB, IEA, BEE, CEEW, McKinsey, Deloitte, SAREP - Investment Landscape of Green Hydrogen in India, MOSPI, International Trade Administration, PRS India, NSO, IRENA, India Climate and Energy Dashboard

Thrust on large scale RE integration

- 5500 GW of installed capacity by 2030
- Solar: ~>293 GW by 2030; PLI localization scheme for **mfg. of Solar PV** modules
- Offshore wind capacity projected @ ~30-35GW by 2030
- **Rise of biofuels and compressed biogas**
- Biomass program[1] (28GW); biogas plants[2] (3kW-250kW per day)

Focus on energy efficiency and carbon markets

- 253 mn carbon Certified Emission Reduction issued in India; 850 projects in pipeline
- **Energy storage[1]**: 5 GW in Mar'24 -> 61 GW in 2030 (CAGR: 53%)
- Scheme for **4000 MWh BESS** projects by FY31
- **Green energy corridors** and enhancing T&D capacity

Green hydrogen push in India
12-18 GT CO2e reduction by 2070 (India's Net Zero pathway)

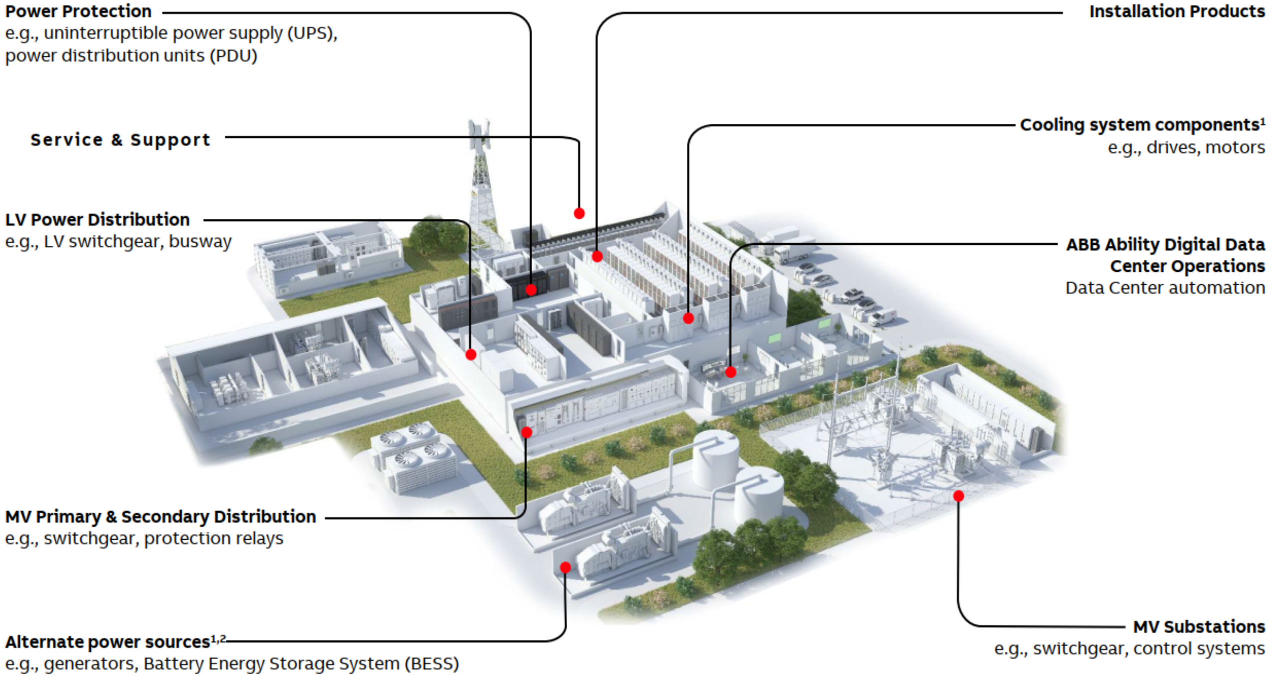
- Green hydrogen value chain: 120bn+ MTPA projected in India by 2040
- Target to produce **5 MT of green hydrogen by 2030**
- INR 19,744cr approved under **National Green Hydrogen Mission**
- **Target industries:** Oil Refining, Natural gas blending, Fertilizers, Exports and others

At ABB India some milestones we have achieved

- **~30%** installed wind and solar projects use ABB solutions
- **26 states** use ABB's power distribution technology
- Delivered **>10GW milestone** in delivering automation solutions for renewable energy plants in India

A BROAD PORTFOLIO TO COMPLEMENT DATA CENTER GROWTH IN INDIA

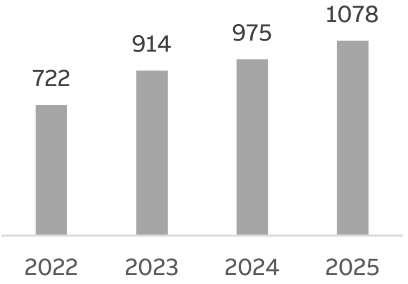
~30% of hyperscale data centers pan India use ABB solutions



1. ABB does not offer full scope for cooling and gensets, only components like motors, drives and generators; 2. Alternate power sources apart from gensets are not yet widespread but gaining traction due to sustainability; 3. ABB internal estimates.

Indian data center market

India data center (DC) market capacity
MW, 2022 - 2025



Technical trends

- **SKID solution** – Less footprint & more capacity reduced go live time
- **Communicable breakers / Equipment**
- **Scalable & flexible** solutions on need basis

Key growth drivers

- Data Centers **classified as Infrastructure** facilities
- Data Center Parks:, **data localization & protection policy** & **local storage**
- Digital India; **5G roll out; e-comm**, fintech
- Development of Tier II and III cities
- **AI data center racks** consuming more energy; **hyperscale verticalization**
- Shift to renewable energy; 40% to 50% of data center costs is electricity
  - Emission reduction mandates
  - Green energy targets by data center companies

Source: CBRE India, GrantThornton Bharat, IBEF, Statista

ELECTRONICS AND DIGITAL ECONOMY

>60% of mobile phone manufacturing facilities deploy ABB Robotics solution

Sector target to reach USD 500bn by 2030 & currently estimated at USD 150bn; govt to create a semicon workforce of 85,000 technicians, engineers and R&D workforce, part of Chips 2 Startup program

ABB's offerings include LV & MV Switchgear, Building Automation, Switches, Distribution Boards, Digital Power Train, Robots, GIS, AIS, e-house, numerical relays, SCADA

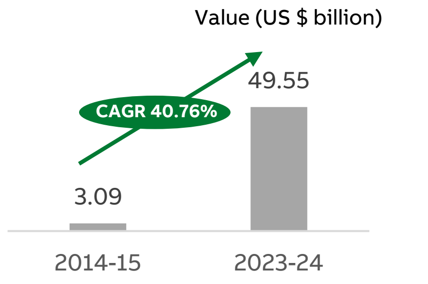
Electricity usage in fabs
- **HVAC for clean room** operations,
- **Efficient power management** for **wafer processing tools** and other energy intensive processes
- **Facility operations** and specialized **lighting**
- Small parts assembly, fluid dispensing, surface treatment

Renewable energy and sustainability to reduce env footprint
- Processes that use **lower global-warming inputs**, esp in process gases
- Investing in **advanced emissions abatement** technology
- Sensing, automating, and modeling to monitor and **reduce raw materials use**
- Manufacturing tech that **recycles inputs**; **use RE**, **reduce emissions** (Scope 1 and 2)

Key drivers
- Make in India and Digital India initiatives by Govt. of India
- Semicon India Program for setting up Semiconductor Fabs, Display Fabs, Compound Semiconductors, OSAT/ ATMP, Design Linked Incentive
- Schemes for Promotion of Electronics Manufacturing: PLI for Large Scale Electronics Manufacturing and IT Hardware, SPECS, EMC 2.0
- Rollout of 5G and Industrial use of IoT technology
- Large consumer base with increasing penetration of electronic products
- Third largest startup ecosystem in India

Mobile phones – Robotics applications

India produced 97% of its demand locally
- Motherboard assembly
- Packaging
- Testing
- Crafting the central circuit boards



Production, Exports, Import over a decades (21x in 10yrs)

MAKING MILLIONS MOVE SAFELY ACROSS THE COUNTRY

>80% of metro rail use ABB tech; >900 electric locos deploy ABB traction tech

ABB's offerings include Traction converter & motors, HVAC drives, LV components, DC circuit breaker, UPS, Digital Power Train

- India has **4th largest railway system** in the world
- Investments in Railways expected to grow at a **CAGR of ~15% for the next 2 years**
- Expected investment in **Rail infrastructure of $715 bn** by 2030
- Production & procurement of **electric locos >1000 annually**
- **45 tunnels** in Manipur rail bridge project
- **High speed trains – 8000km network by 2050**

- **746 km metro network** existing in 15 cities; 7 cities with 640 km have under-implementation projects
- Metro rail network to witness 2.7x growth in next 5 years
- **Regional Rapid Transit** System – **730km** by **2030**

Key drivers

- **Exponential rise** in passenger & Freight traffic
- National Rail Plan: **Increase the modal share of Railways in freight** to 45% by 2030 from existing 27%
- **Diamond Quadrilateral network** of high-speed rail
- Approved additional **metro rail network of 1032km** in 26 cities
- **Modernization of 1275 stations** across India
- **6 dedicated freight corridors**
- **100 PM Gati Shakti cargo terminals by 2025**
- **400 Vande Bharat Trains** to be manufactured in next 3 years

Source: PIB, IBEF, Statista, PRS India, PwC

REINFORCED AND ACCELERATED SUSTAINABILITY AGENDA IN NOVEMBER 2023 - ABB GROUP

2030 and 2050 emission targets approved by the Science Based Targets initiative (SBTi)

We enable a **low-carbon society**

- **Scope 1 and 2**
  CO_2e emissions reduction of 80% by 2030 - 1.5°C-aligned versus 2019 baseline and 100% by 2050; - 1.5°C-aligned
- **Scope 3**
  CO_2e emissions reduction of 25% by 2030 90% by 2050 versus 2022 baseline; 1.5°C-aligned
- **Avoided emissions**
  Ambition to enable our customers to avoid 600 megatons of CO_2e emissions throughout lifetime of products sold from 2022 to 2030

We preserve **resources**

- **80% of ABB products & solutions covered by circularity approach**
- **Zero waste to landfill from own operations wherever possible**

We promote **social progress**

- **Zero harm to our people and contractors**
- **25% women in senior management roles**
- **Top-tier employee engagement score in our industry**
- **Impactful support for community-building initiatives**

ABB Way

Sustainability embedded throughout the business

Board of Directors | Executive Committee | Sustainability Council | Division-level implementation

ABB ESG recognized in ratings

MSCI ESG RATINGS AAA

CCC B BB BBB A AA AAA

Corporate ESG Performance Prime RATED BY ISS ESG

GOLD | Top 5% ecovadis Sustainability Rating AUG 2024

Rated MORNINGSTAR | SUSTAINALYTICS

CDP DISCLOSURE INSIGHT ACTION

ABB Ltd Electrical Components & Equipment S&P Global CSA Score 2024 64 /100

CDP A LIST 2023 CLIMATE

CDP SUPPLIER ENGAGEMENT LEADER 2023

SUSTAINABILITY KEY HIGHLIGHTS TILL Q3'2024 – ABB INDIA

Green Certified Units (IGBC Green factory)

100%

Reduction of own scope 1 and 2 GHG emissions*

~83%

Water Positive Units

50%

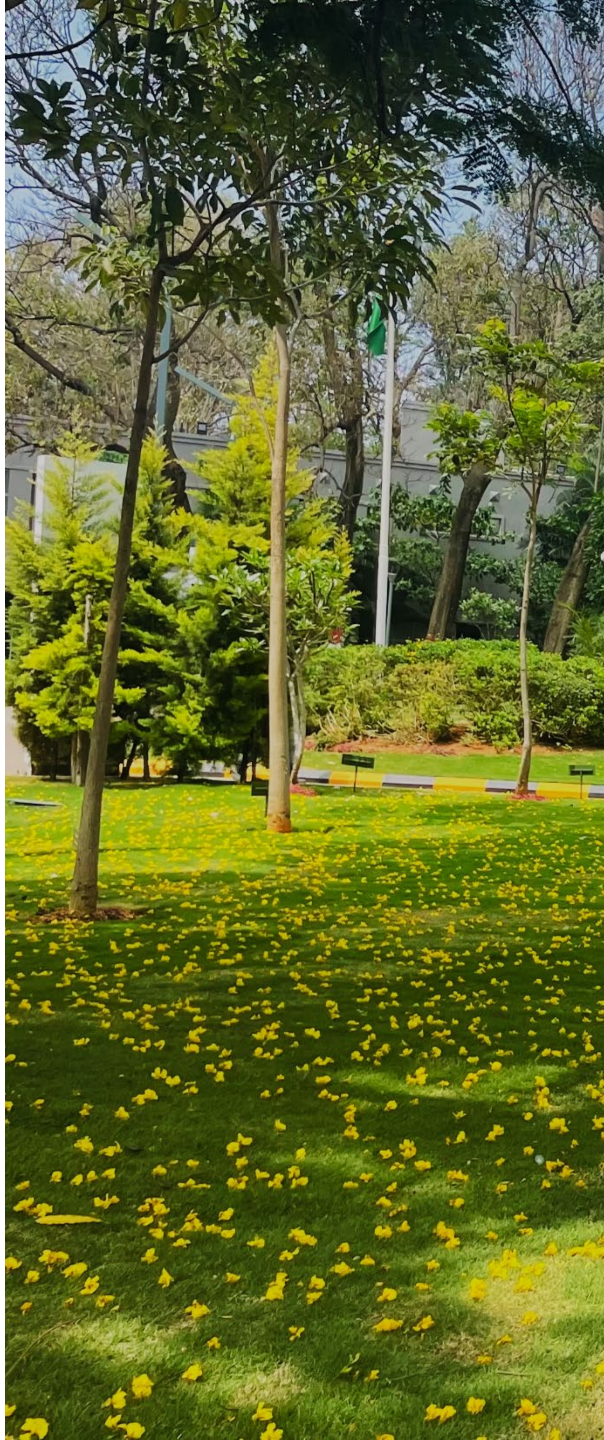
Zero Waste to landfill Certified Units

33%

Safety Hazard Resolution (aiming for zero harm)

98%

*as compared to baseline 2019

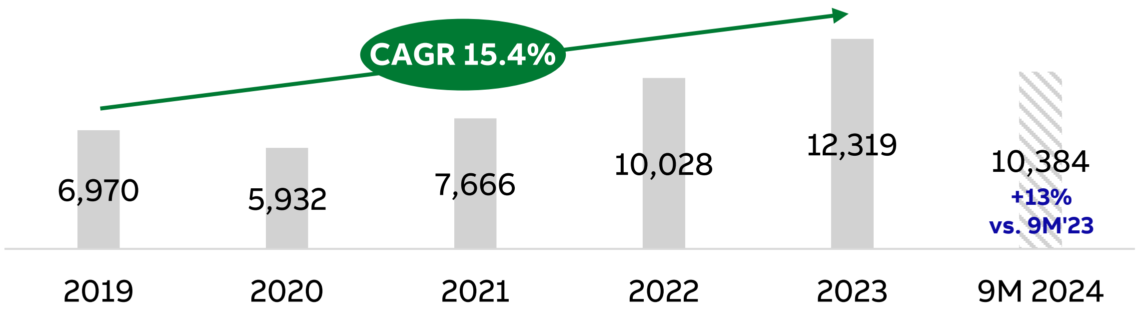


PERFORMANCE HIGHLIGHTS

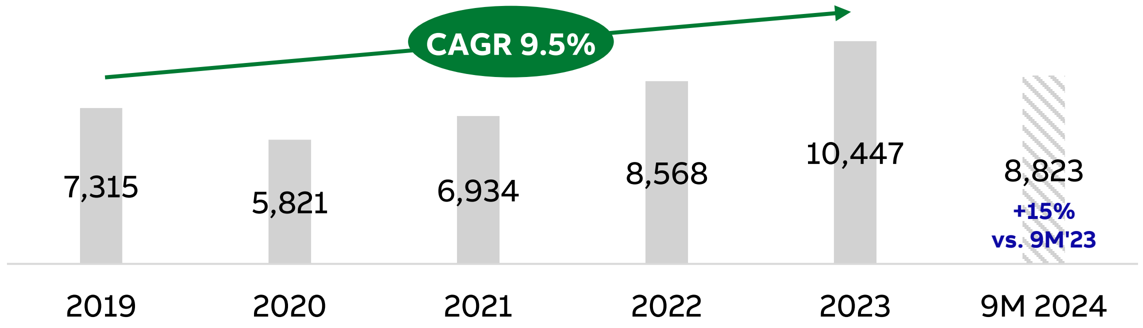
CONSISTENT PERFORMANCE IN THE LAST 5 YEARS

Values are in INR Crores

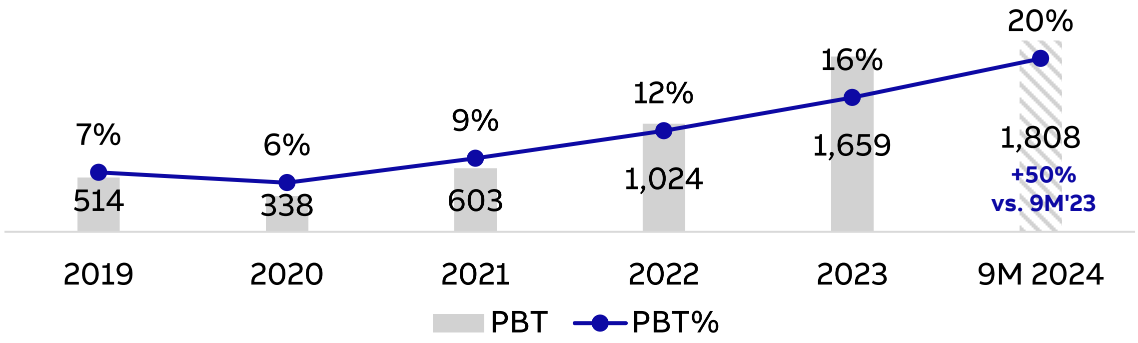
ORDERS RECEIVED



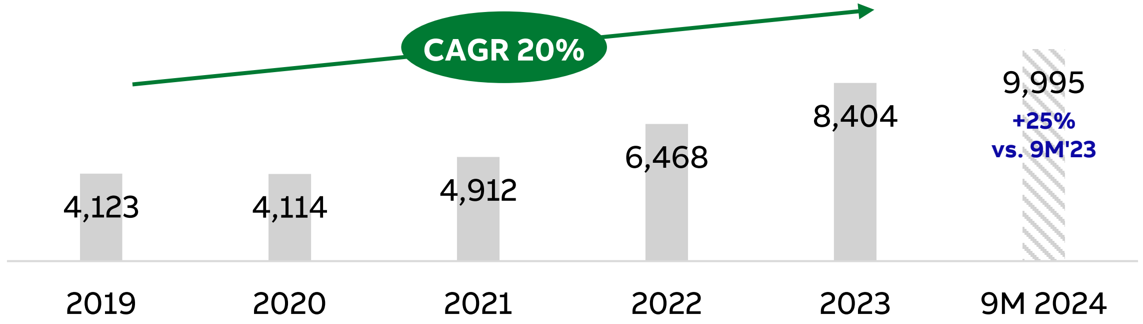
REVENUE



PBT BEFORE EXCEPTIONAL



ORDER BACKLOG

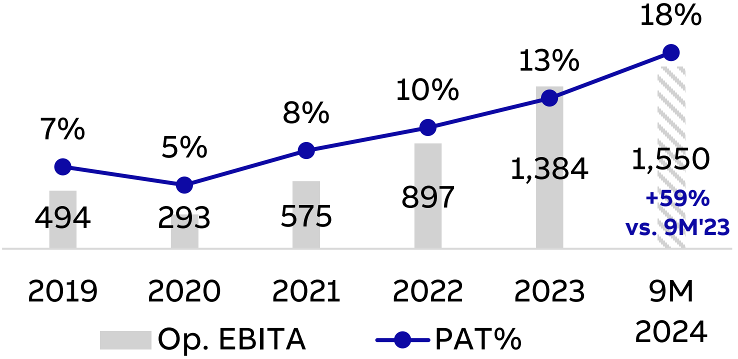


PBT before exceptional CAGR is for absolute value

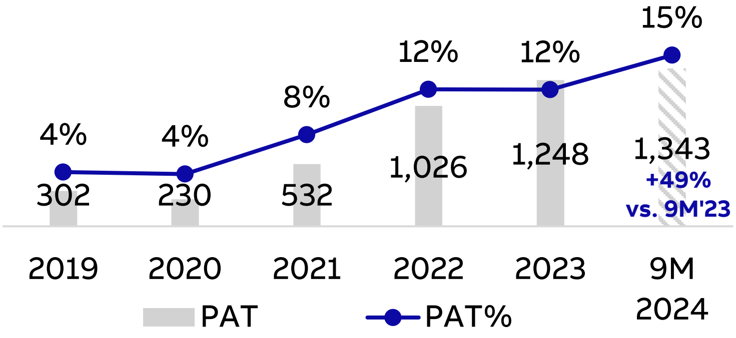
UPWARD MOMENTUM FOR PROFITABILITY

Values are in INR Crores

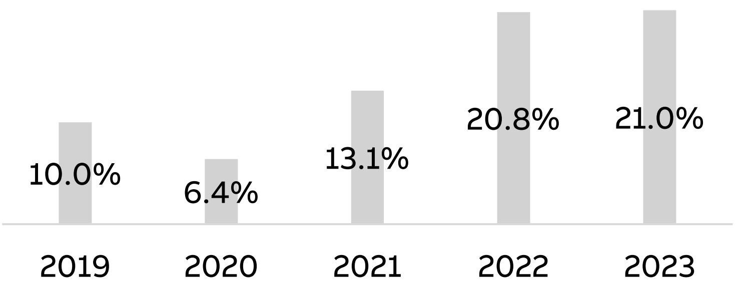
OPERATIONAL EBITA



PAT



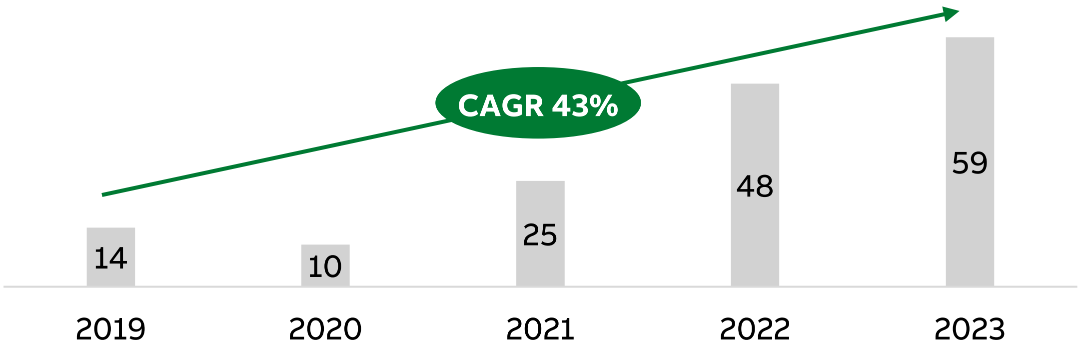
ROCE



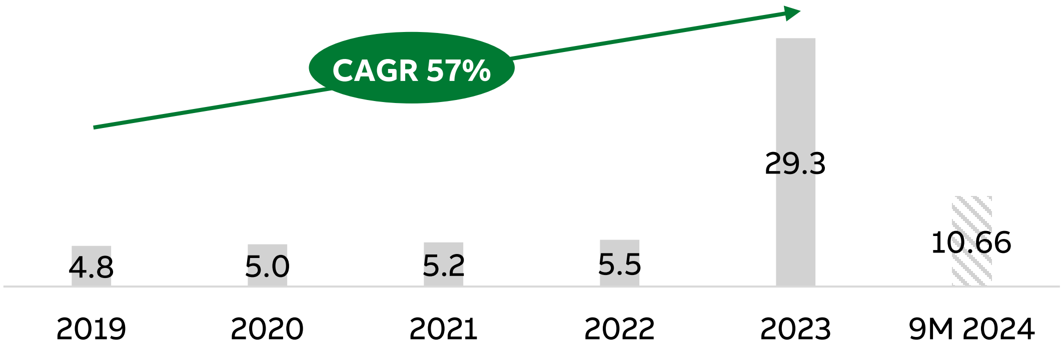
CREATING VALUE FOR STAKEHOLDERS

Values are in INR

EARNINGS PER SHARE (INR)

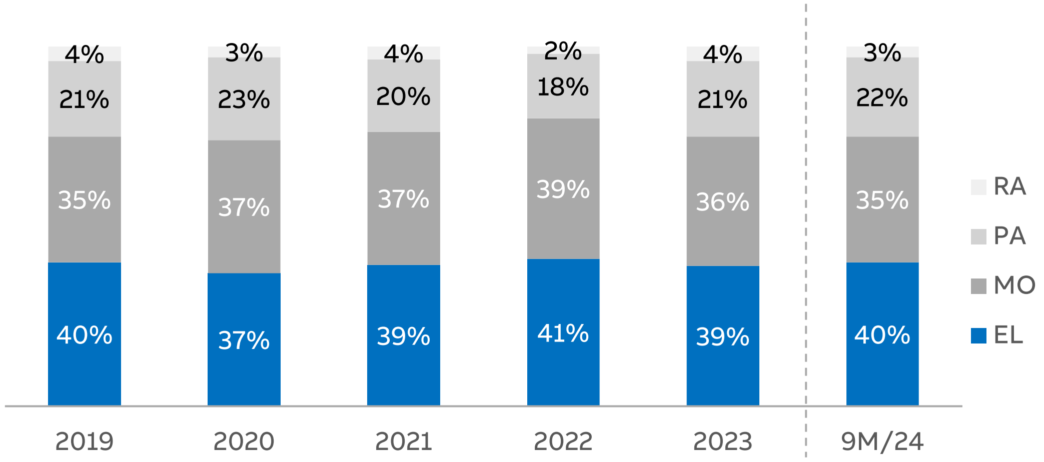


DIVIDEND PER SHARE (INR)

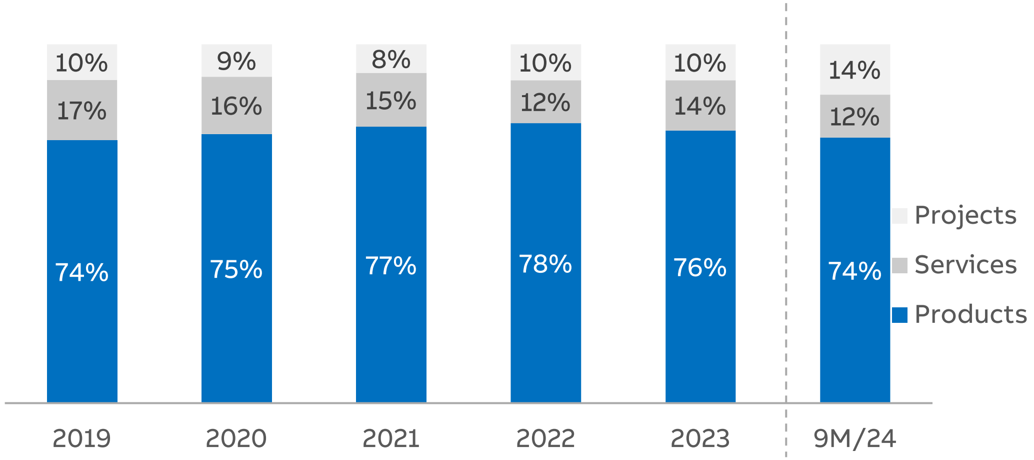


RESILIENT AND DIVERSIFIED BUSINESS MODEL (BY REVENUE)

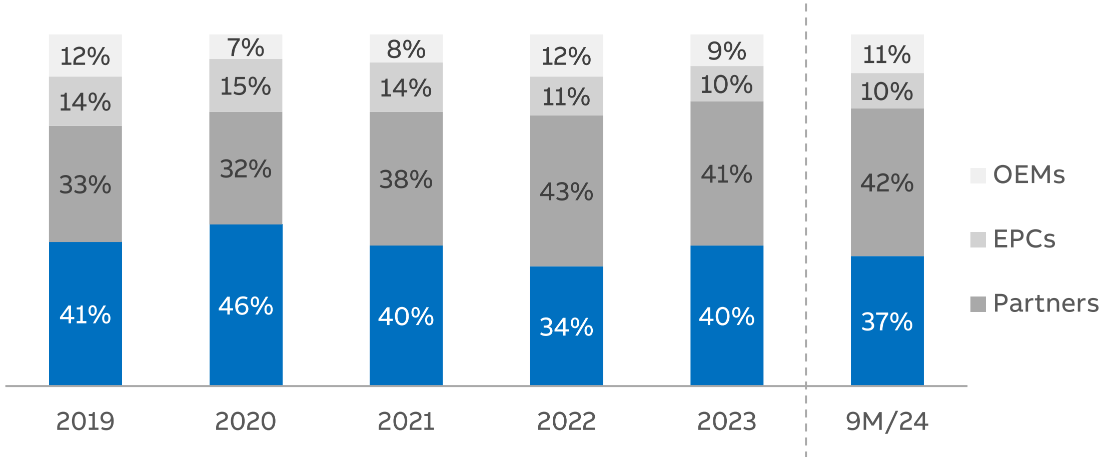
BUSINESS AREAS



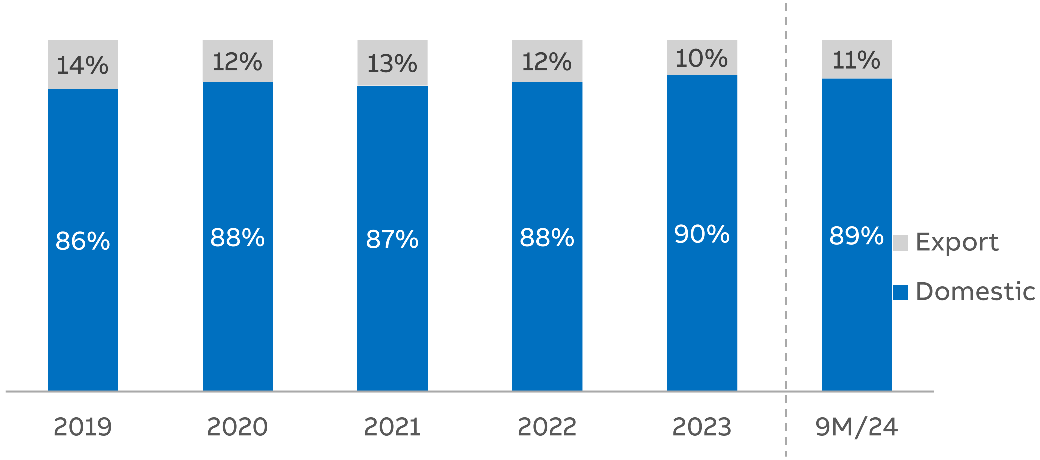
OFFERINGS



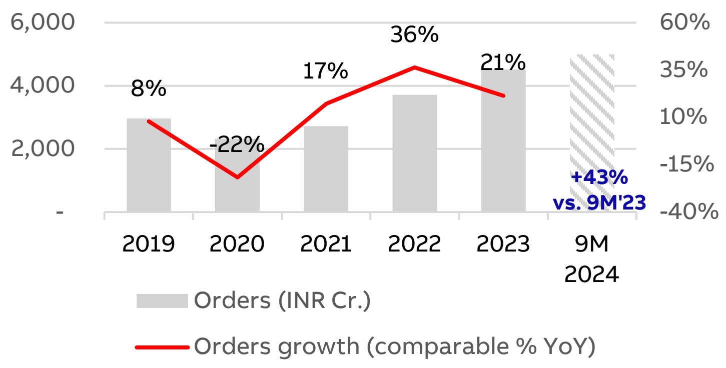
CHANNELS

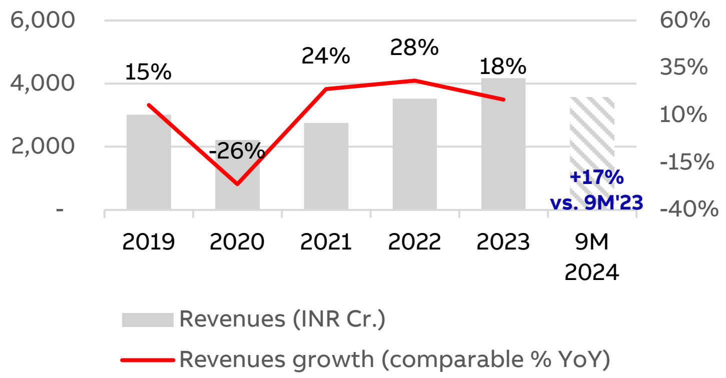


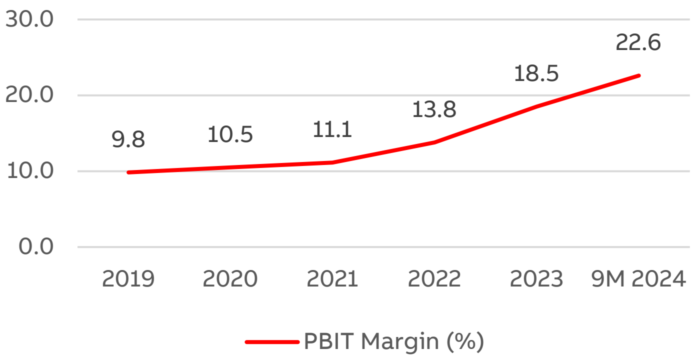
GEOGRAPHY



ELECTRIFICATION







Orders (YTD CY2024 INR 4,989 Cr.)
Order backlog at INR 3,426 Cr.

Growth in market share

Strategic approach through appropriate channels and product offerings

Contribution from exports

Strong growth in Data Centers, Railways, F&B

Revenues (YTD CY2024 INR 3,572 Cr.)

Higher revenue across all divisions

Contribution to revenue from exports and services

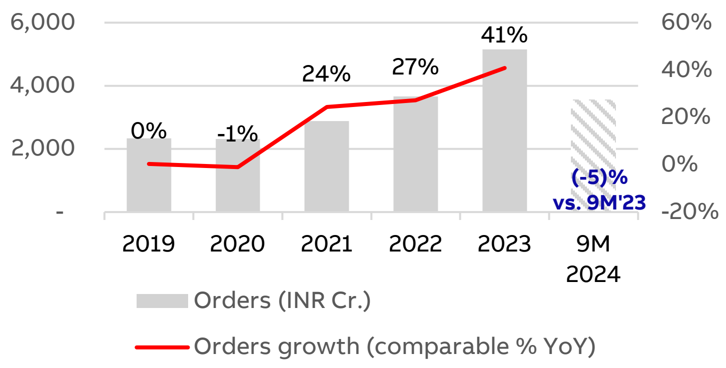
PBIT Margin (YTD CY2024 – 22.6%)

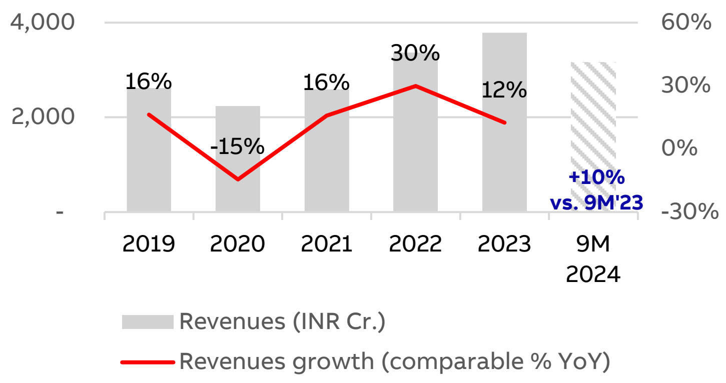
Revenue mix and pricing advantage

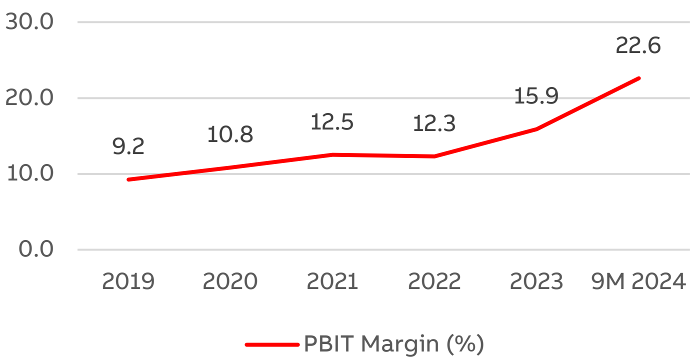
Cost stabilization

Capacity utilization

MOTION







Orders (YTD CY2024 INR 3,557 Cr.)
Order backlog at INR 3,909 Cr.

Demand for energy efficiency products and ongoing transition towards clean energy sources

Robust growth in channel partner business

Traction and propulsion equipment for Railways

Positive momentum in system drives and motors

Revenues (YTD CY2024 INR 3,168 Cr.)

High revenues from traction motors, system drives and drives product

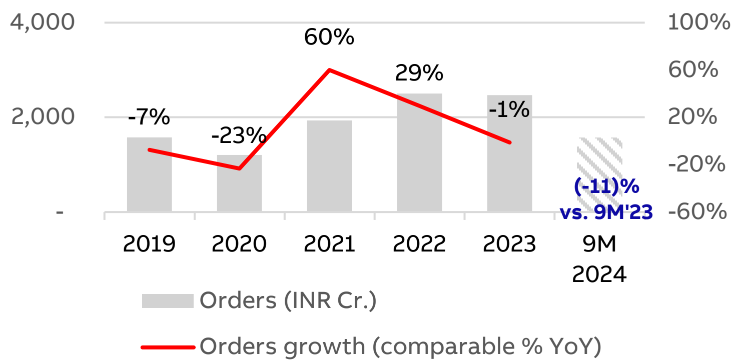
Contribution from exports and services

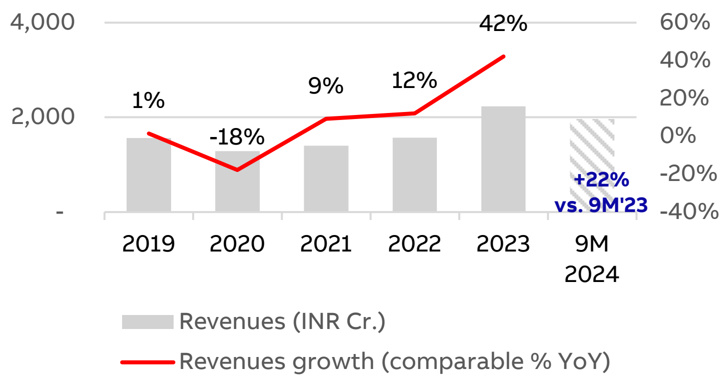
PBIT Margin (YTD CY2024 – 22.6%)

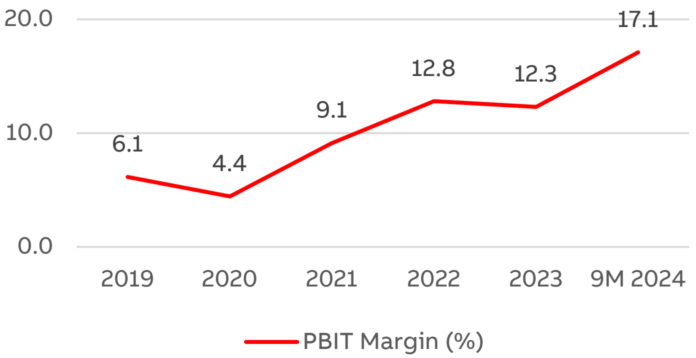
Superior price realization

Capacity utilization

PROCESS AUTOMATION







Orders (YTD CY2024 INR 1,573 Cr.) Order backlog at INR 2,456 Cr.

Demand from Energy industry and Process industry

Good demand for customer offerings like instrumentation packages, analyzers

Revenues (YTD CY2024 INR 1,955 Cr.)

Strategic approach, focusing on milestone-based execution and value-based selling

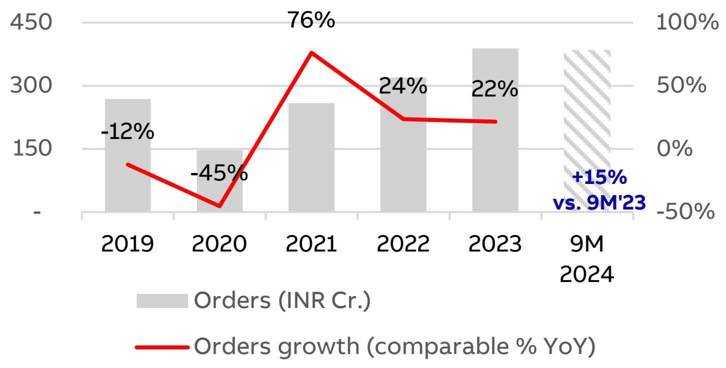
Service and exports played a pivotal role in driving the segment's growth trajectory

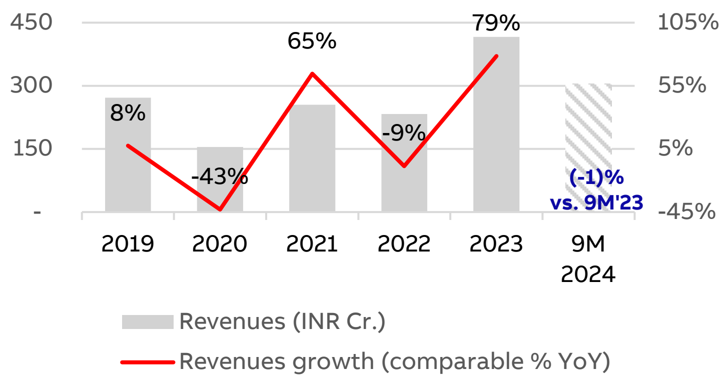
PBIT Margin (YTD CY2024 – 17.1%)

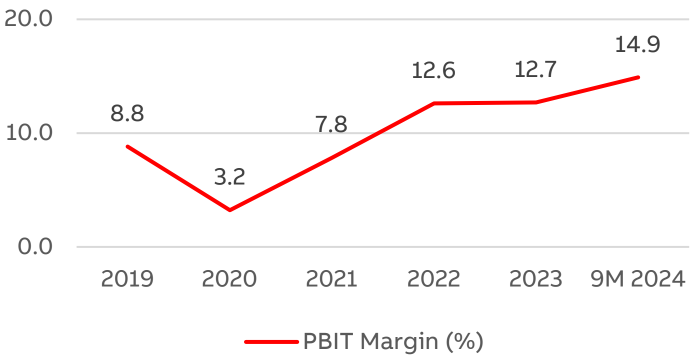
Revenue mix with high contribution from services business

Operational improvements in projects

ROBOTICS AND DISCRETE AUTOMATION







Orders (YTD CY2024 INR 384 Cr.)
Order backlog at INR 266 Cr.

Increasing customer demand for flexible automation solutions

Automotive segment accounts for major share of the business;

Electronics, F&B, Chemicals, Pharmaceuticals contributed positively

Revenues (YTD CY2024 INR 305 Cr.)

High contribution to revenue from execution of pain orders and service orders

PBIT Margin (YTD CY2024 – 14.9%)

Better margins from automotive sector orders

Revenue mix

FACTORS PROPELLING GROWTH IN NEAR TERM

Growth trend expected to remain healthy; fueled largely by investments in capacity and efficiency

Key growth drivers

Investments growth hinges on private sector uptick alongside public sector

Make in India campaign with increased focus on local content

Premiumization leading to shift towards higher spending & asset investments. Rising affluence

Factors to watch out for

Domestic Strain due to high inflation & higher lending rates, commodity prices

Consumption Growth depends on revival of informal sector and rural demand

Global drag from geopolitical stress, central bank policies, high interest rates across economies, forex instability

ABB