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November 15, 2022

BSE Limited  
P.J. Towers  
Dalal Street  
Mumbai 400 001  
**(Attn : DCS CRD)**

National Stock Exchange of India Ltd  
Exchange Plaza, 5<sup>th</sup> 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 7, 2022, we are enclosing herewith a copy of presentation which will be made at the Analysts Call scheduled on November 15, 2022, 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  
Company Secretary and Compliance Officer  
ACS 17685

Encl: as above



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NOVEMBER 15, 2022

# Positive performance trend continues

## ABB India Analyst Call | Q3 CY2022

# Important notices

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 India Ltd. These expectations, estimates and projections are generally identifiable by statements containing words such as “expects,” “believes,” “estimates,” “targets,” “plans,” “outlook,” “on track,” “framework” 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:

- 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 ABB India Ltd’s filings with the Securities and Exchange Board of India (SEBI), including its Annual Report
- Impact of ongoing pandemic

Although ABB India Ltd 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.

Further, Information shared herein inter-alia contains some key financials pertaining to ABB India. ABB India being a listed entity is obliged by law not to share the said information to any one (other than those who are involved in the process and who are bound by Insider Trading Regulation) unless and until the financials are considered and approved by ABB India Board and thereafter announced to stock exchanges as per the listing obligations entrusted upon ABB India. Therefore, privity to this presentation should kindly ensure strict confidentiality of the information shared and discussed herein.

# ABB at a glance

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.

ABB has been present in India for over a century and manufacturing for more than 70 years.



## Electrification

Offers a wide-ranging portfolio of products, digital solutions and services, from substation to socket, enabling safe, smart and sustainable electrification



## Motion

Offers a range of electrical motors, generators, drives and services, as well as mechanical power transmission products and integrated digital powertrain solutions



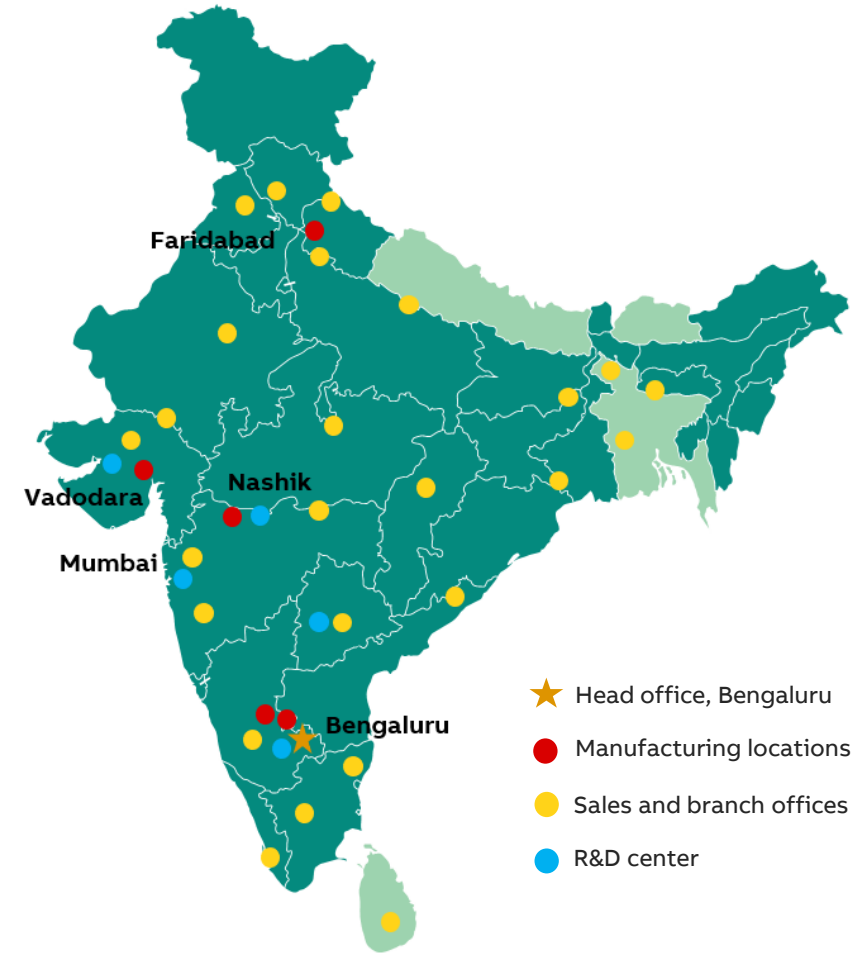
## Process Automation

Offers a broad range of solutions for process and hybrid industries, including industry-specific integrated automation, electrification and digital solutions, control technologies, software and advanced services, as well as measurement & analytics, and marine and turbocharging offerings



## Robotics & Discrete Automation

Offers value-added solutions in robotics, machine and factory automation



**5** Manufacturing locations



**21** Sales Offices


**25** Plants

**750+** Partners



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# Business highlights



## Q3 2022 highlights

- **Strong execution** driving top-line, aiding profitability & cash;
  - Orders **+38%**<sup>1</sup>,
  - Revenues **+19%**<sup>1</sup>
  - PBT before exceptional **+39%**<sup>1</sup>
  - PAT **+69%**<sup>1</sup>
- Inaugurated first **smart instrumentation factory** in Bangalore, aligned with the ‘Make in India’ initiative
- Recognised as a ‘**Pioneer in large scale adoption of Green Factory Buildings in India**’ by Indian Green Building Council

1. YoY comparable

# Multiple levers driving business growth



## Short-cycle

Strong growth across most business areas



## Market segments

Enhancing presence across channels & segments



## Order backlog

Order backlog +37%<sup>1</sup>; efficient execution capabilities to aid revenue realization



## Exports

Orders +53%<sup>1</sup>



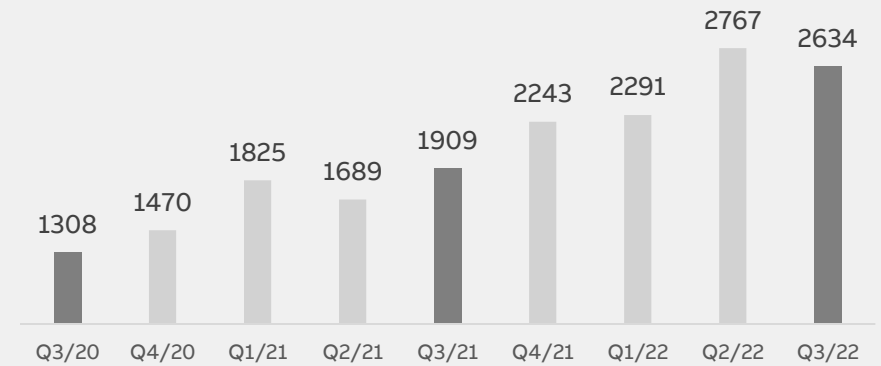
## Process industries and optimization

Control & instrumentation solutions led to key order wins from steel, cement, paper, oil & gas, F&B majors

1. YoY comparable

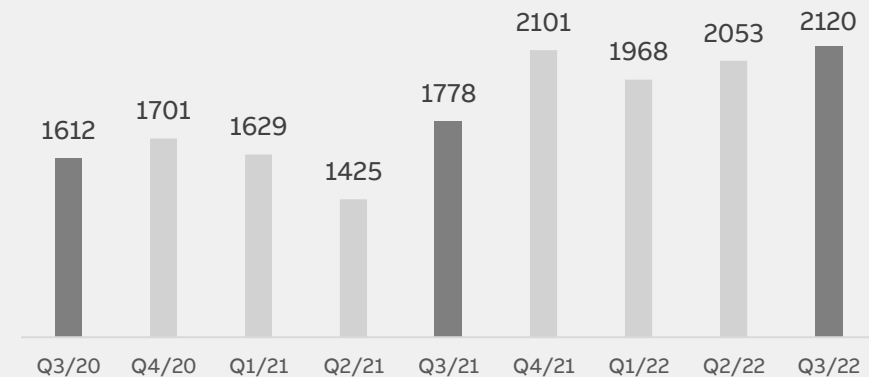
**Orders +38%<sup>1</sup>**

INR crores



**Revenues +19%<sup>1</sup>**

INR crores



# Key milestones in Q3 supporting ABB India's growth story



**Motors and drives package** for a hot strip mill with continuous galvanizing line of a major global steel manufacturer



**Electricals control and implementation package** for a cement clinker and waste heat recovery system



**Electric traction motors** for high-capacity electric multiple unit trains



**Smart control system** for a major chemical manufacture in Hyderabad



**Power distribution equipment** like switchgears for a leading metals major



**Advanced process control solution** to reduce the energy requirements of a highly interactive lime kiln production process








# Well-placed to offer sustainable, efficient solutions, across market segments

## Key actions to sustain and enhance market share



High	Moderate	Moderate - low
<b>Data Centre</b> Electronics Warehouse & Logistics	Automotive Food & Beverage Pharma & Healthcare Railways & Metro Renewables Water & Wastewater	Power Distribution Rubber & Plastics Buildings & Infra Cement Oil & Gas Metals & Mining Marine & Ports Pulp & Paper Textile

## Solutions depicting strength of portfolio

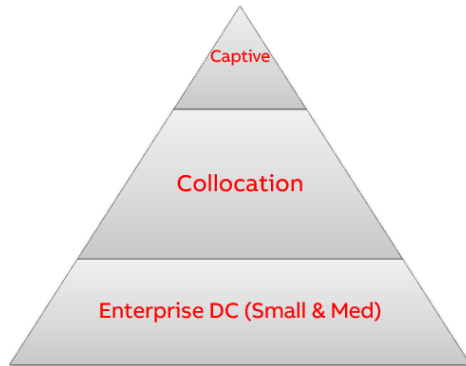
- 
 Low voltage MNS switchboards and low voltage Ar Tu boards for data centers and document management company
- 
 Electronics & Semiconductor order for a new plant of a leading white goods manufacturing company
- 
 Energy gap assessment & power system studies for a global F&B services major
- 
 Soft-starter technology for Varanasi water department to achieve uninterrupted water supply across the city
- 
 Medium voltage breakers for Solar, Smart Power solutions for OEMs including for renewable segments
- 
 Motors for corrosion resistant technology for pharma sector

# Theme for the quarter

## Datacenters – a deep-dive

### Market segment

- A data center is a physical facility that organizations utilize to house their critical application & data
- Comprises routers, switches, firewalls, servers, storage systems, controllers

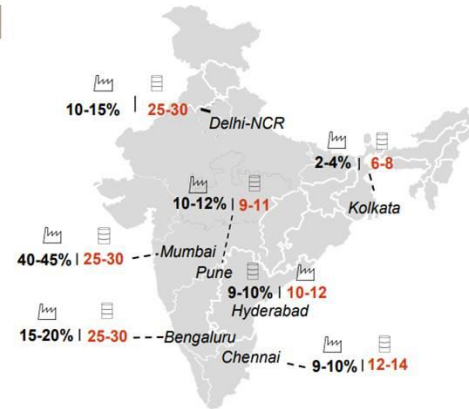


*ABB's offerings include UPS, MV & LV Switchgear, LV components, Automation & Instrumentation, Motors, Drives, Digital Power Train*

### Growth areas

Majority of data centres concentrated in top four cities due to infrastructure availability

India	
No of data centers	150-155
Total installed capacity (MW)	360-380
Total installed capacity in FY25P (MW)	1000-1200



Note: 1) Data as of fiscal 2020E  
Source: CRISIL Research, Industry

### Future trends

#### Technical Trends

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

#### Growth drivers

- Data Centers classified under Infrastructure facilities by Govt & Tax incentives for CAPEX
- Data Center Parks: RBI's data localization norms & Data Protection policy: Bill for local data storage
- Digital India
- 5G Rollout
- Development of Tier II and III cities

# Implementing ABB India ESG Strategy

Moving towards sustainable business



**Green factories certification for all manufacturing units (4 out of 6 Units)**



**Becoming Water Positive/Neutral premises (2 nos. by 2022)**



**RE100 goal realization from 2022 (Goal realized from Q1'22)**



**Enhancing waste recyclability with Zero waste to landfill goal (96% by 2022)**



**Establishing single use plastic free premises beyond compliance (all units)**



**Engagement with suppliers on Climate change actions**



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# Financial highlights

# Financial Performance

Formidable performance, sustained growth

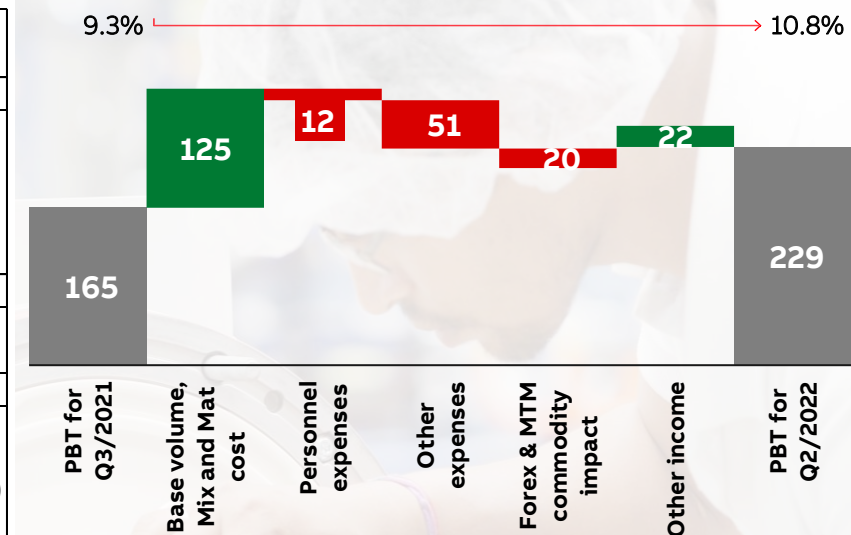
INR crores

Q2 2022	Performance Indicator	Q3 2022	Q3 2021	Change vs Q3 21	YTD 2022	YTD 2021	Change vs YTD 21	Full year 2021
2,767	<b>Total Orders Received</b>	2,634	1,909	+38%	7,693	5,423	+42%	7,666
5,995	Order Backlog (end of period)	6,519	4,765	+37%	6,519	4,765	+33%	4,912
2,053	Revenue	2,120	1,778	+19%	6,141	4,833	+27%	6,934
196	Profit Before Exceptional and Tax (PBT)	229	165	+39%	623	384	+62%	603
9.5	PBT before Exceptional %	10.8	9.3		10.1	8.0		8.7
196	Profit After Exceptional and Before Tax (PBT)	275	165	+66%	963	459	+110%	724
9.5	PBT after Exceptional %	13.0	9.3		15.7	9.5		10.4
147	Profit After Tax (PAT)	203	120	+69%	720	339	+112%	532
7.2	PAT %	9.6	6.7		11.7	7.0		7.7
227	Operational EBITA	256	168	+53%	647	366	+77%	575
11.1	Operational EBITA%	12.1	9.4		10.5	7.6		8.3
2,787	Cash balance	3,181	2,481		3,181	2,481		2,688

# Financial summary

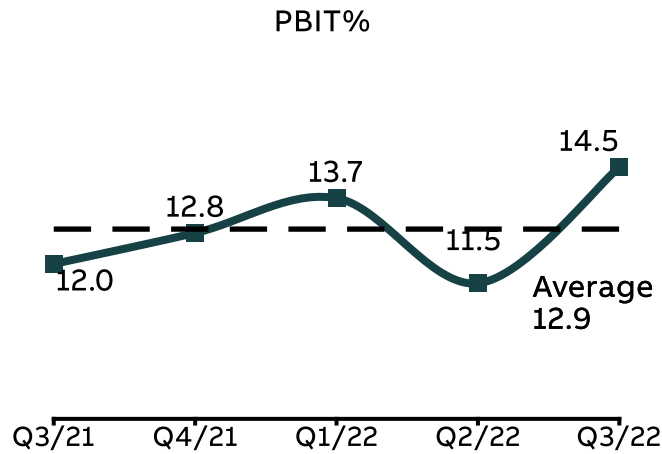
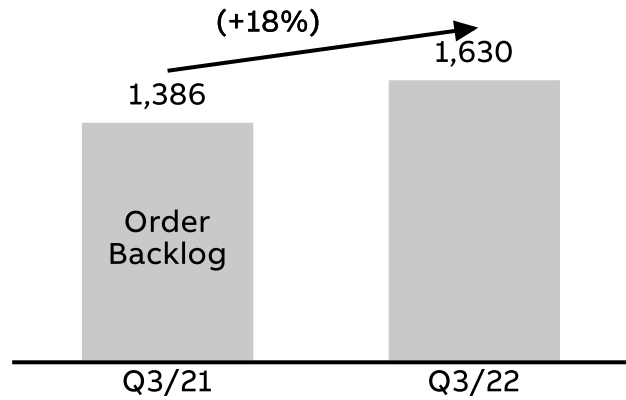
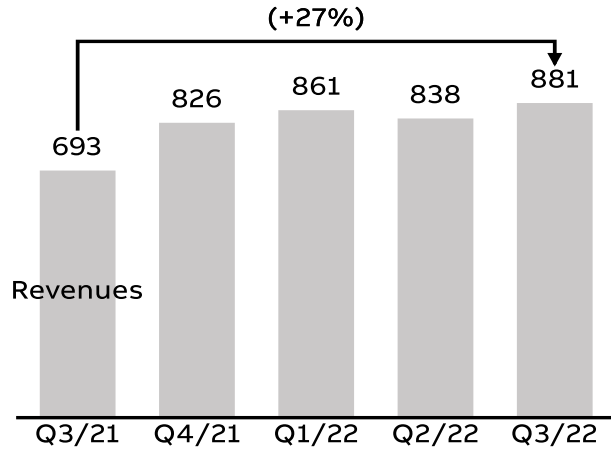
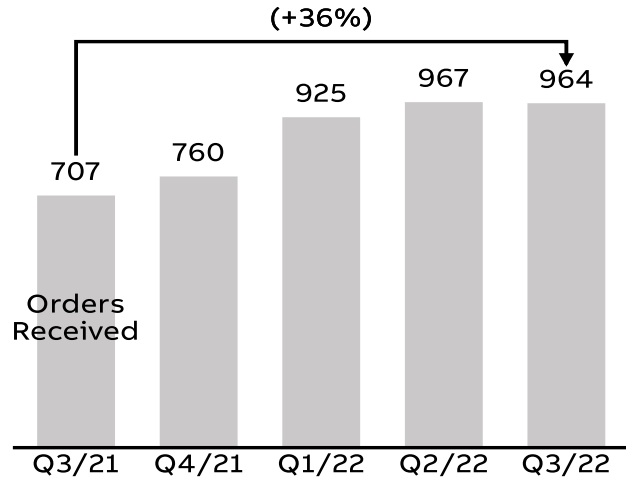
	(INR Crores)											
	Quarter ended on 30.09.2022		Quarter ended on 30.06.2022		Quarter ended on 30.09.2021		Nine months ended 30.09.2022		Nine months ended 30.09.2021		Year ended 31.12.2021	
	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%
<b>INCOME</b>												
Revenue from Operations	2,119.7	100.0	2,052.5	100.0	1,778.4	100.0	6,140.6	100.0	4,832.5	100.0	6,934.0	100.0
Other Income	46.9	2.2	25.3	1.2	24.8	1.4	109.5	1.8	75.3	1.6	119.1	1.7
<b>Total Income</b>	<b>2,166.6</b>	<b>102.2</b>	<b>2,077.8</b>	<b>101.2</b>	<b>1,803.2</b>	<b>101.4</b>	<b>6,250.1</b>	<b>101.8</b>	<b>4,907.8</b>	<b>101.6</b>	<b>7,053.1</b>	<b>101.7</b>
<b>EXPENDITURE</b>												
Material cost	1,381.9	65.2	1,309.6	63.8	1,165.4	65.5	3,991.3	65.0	3,197.5	66.2	4,626.3	66.7
Personnel Expenses	156.1	7.4	145.7	7.1	144.1	8.1	476.8	7.8	436.9	9.0	588.2	8.5
Other Expenses	340.6	16.1	341.7	16.6	290.1	16.3	995.6	16.2	826.6	17.0	1,162.7	16.8
Exchange & commodity variation (net)	30.2	1.4	56.8	2.8	9.9	0.6	79.4	1.3	(24.4)	(0.5)	(40.6)	(0.6)
Depreciation	26.9	1.3	25.3	1.2	26.3	1.5	77.9	1.3	80.0	1.7	102.7	1.5
Interest	1.6	0.1	2.8	0.1	2.0	0.1	5.9	0.1	6.8	0.1	10.7	0.2
<b>Total Expenditure</b>	<b>1,937.2</b>	<b>91.4</b>	<b>1,881.9</b>	<b>91.7</b>	<b>1,637.8</b>	<b>92.1</b>	<b>5,626.8</b>	<b>91.6</b>	<b>4,523.4</b>	<b>93.6</b>	<b>6,450.1</b>	<b>93.0</b>
Profit before Tax and exceptional	229.4	10.8	195.9	9.5	165.4	9.3	623.3	10.2	384.4	8.0	602.9	8.7
Exceptional item	45.9	-	-	-	-	-	339.3	-	74.5	-	121.3	-
Profit before Tax and after exceptional	275.3	13.0	195.9	9.5	165.4	9.3	962.6	15.7	459.0	9.5	724.3	10.4
Tax Expense	72.8	3.4	48.9	2.3	45.5	2.6	242.9	3.9	120.1	2.5	191.8	2.8
<b>Profit after tax</b>	<b>202.5</b>	<b>9.6</b>	<b>147.1</b>	<b>7.2</b>	<b>120.0</b>	<b>6.7</b>	<b>719.7</b>	<b>11.7</b>	<b>338.9</b>	<b>7.0</b>	<b>532.5</b>	<b>7.7</b>

## PBT Bridge



- Strong backlog execution, revenue mix, and cost optimisation aiding systematic profitability improvement
- Higher interest income on deposits & one time interest income from refund of income tax
- Volatility in commodity prices and forex continues

# Electrification



## Orders Received

- Growth across channels, divisions, segments & exports
- Strong customer connect and segment focus

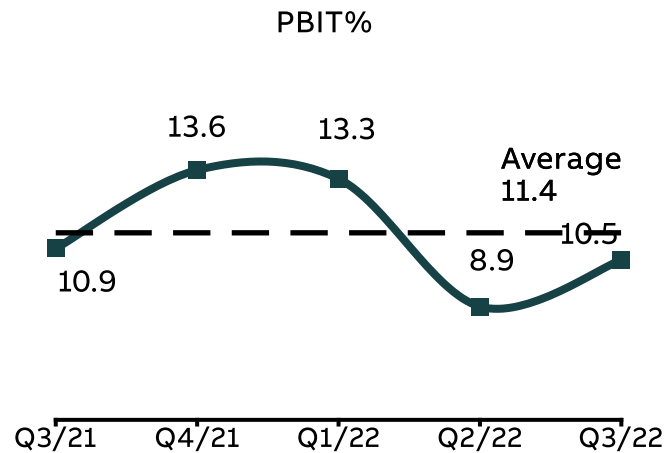
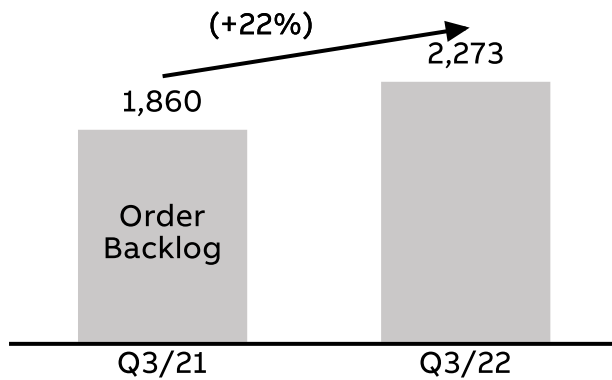
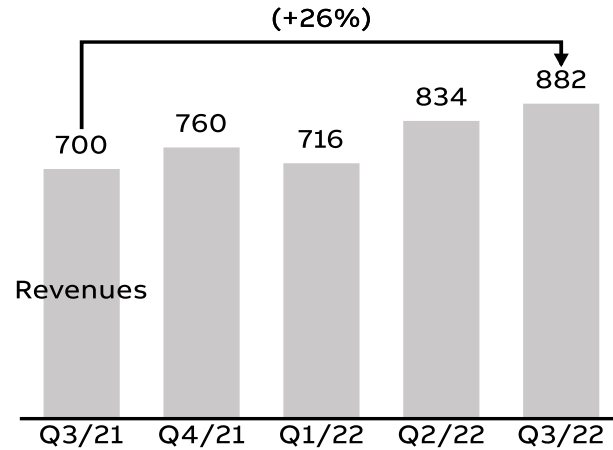
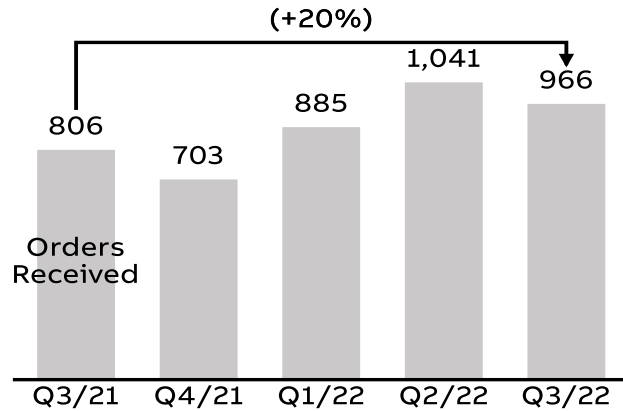
## Revenues

- Focused backlog execution
- Efficient supply chain management

## PBIT

- Effective capacity utilization
- Better price realization

# Motion



## Orders Received

- Exports, package orders from motors & drives contributed to growth
- High-value orders from railways

## Revenues

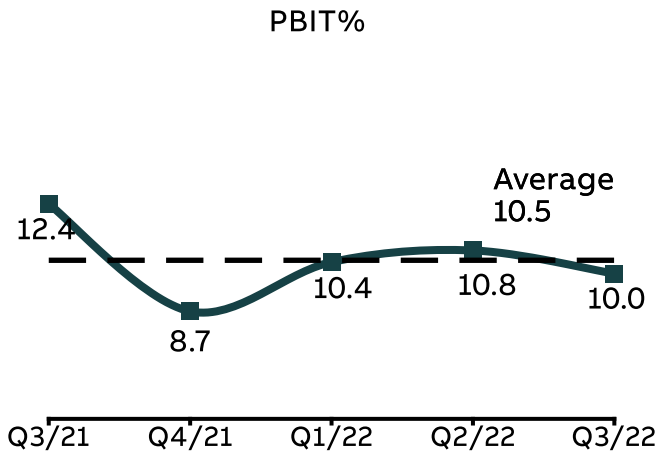
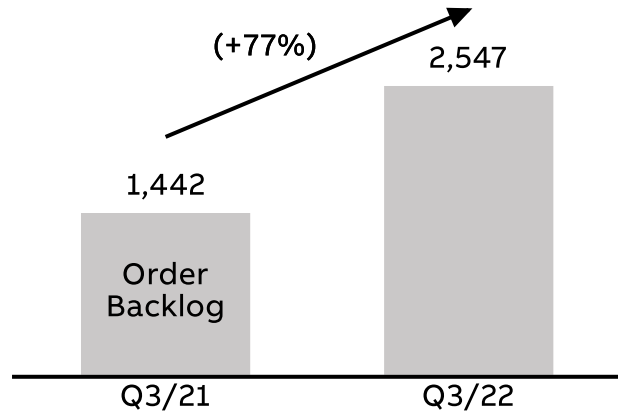
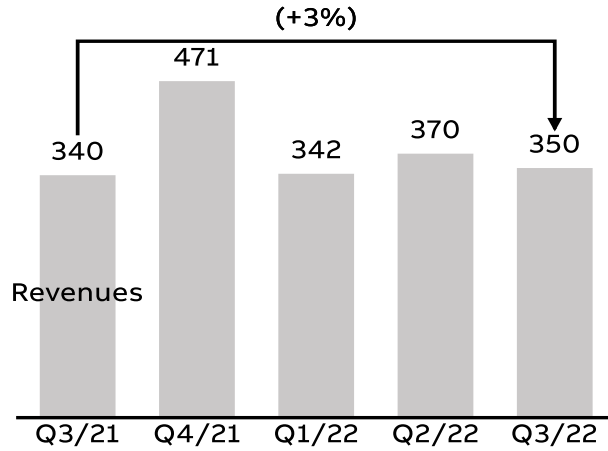
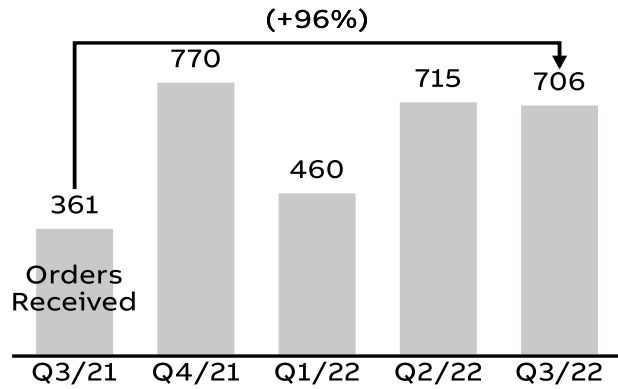
- Strong growth in large motor business due to export market allocation
- High focus on customer engagement, segment focus and penetration to Tier II & III cities

## PBIT

- Stronger backlog conversion
- Revenue mix, MTM impact of forex & commodities



# Process Automation



## Orders Received

- Significant uptick in order booking across channels with large wins from steel, cement, oil & gas majors
- Export orders grew at a robust pace

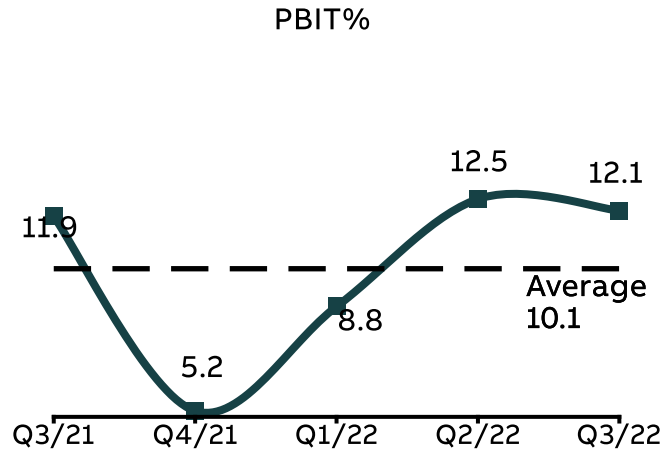
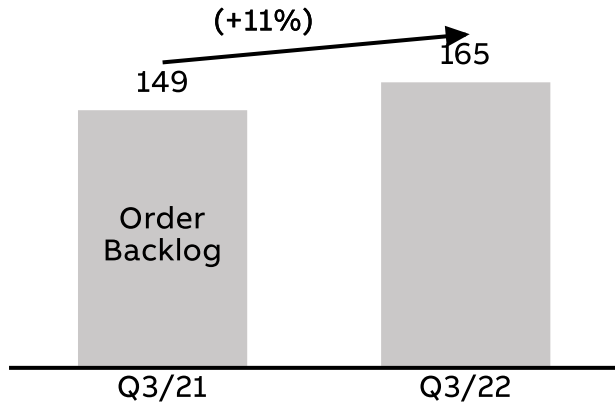
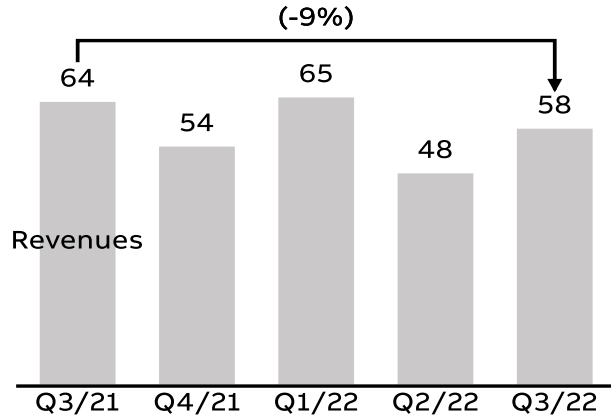
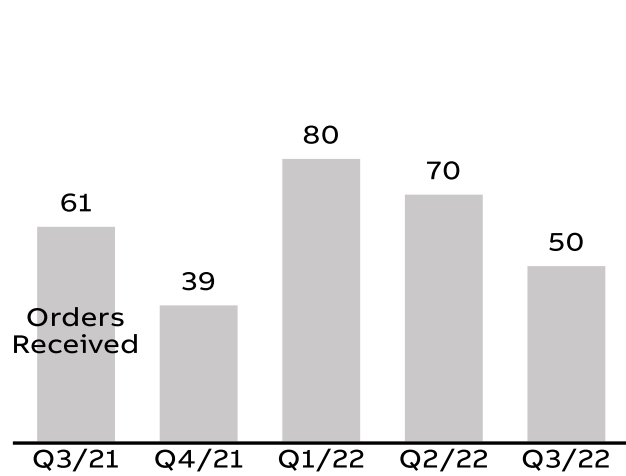
## Revenues

- Sustained backlog execution across all business
- Milestone based execution for project orders

## PBIT

- Revenue mix
- MTM impact for forex
- Q3 2021 included turbocharger business

# Robotics and Discrete Automation



## Orders Received

- Service orders led by system upgrades
- Automotive segments showing signs of investments
- Electronics market looking to gain momentum
- Higher paint related orders in Q3/21

## Revenues

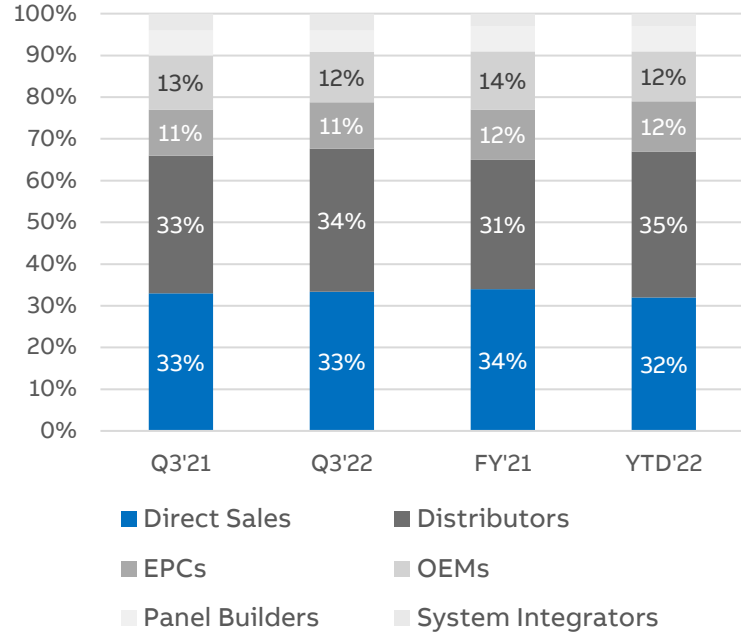
- Supply chain headwinds impacting lead time
- Higher contribution from service revenue

## PBIT

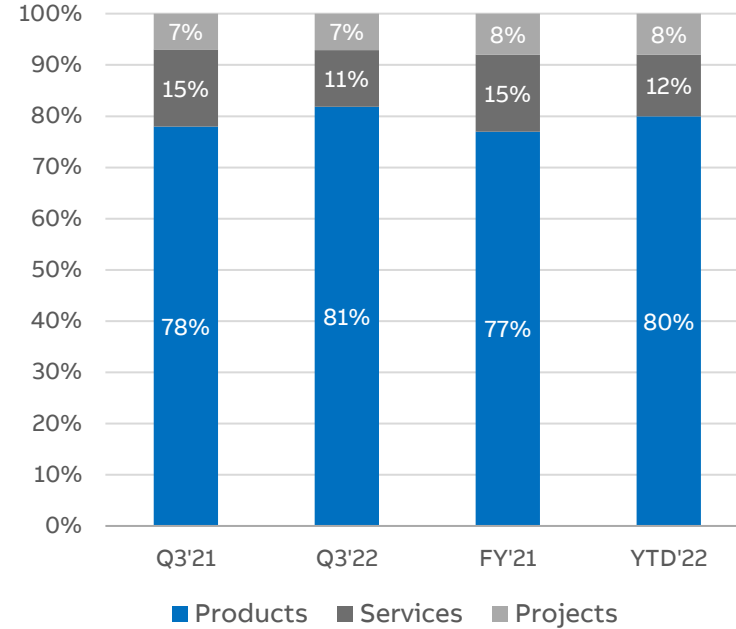
- Higher service revenues bolster profit levels and help offset material cost headwinds

# Well diversified business model

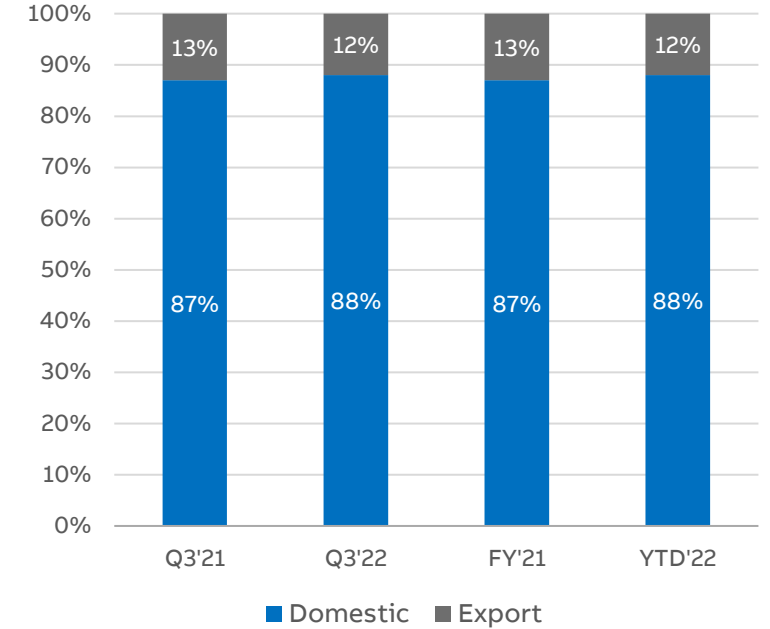
## By Channels



## By offering



## By Geography



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**Writing the future: together**

**ABB**