

July 25, 2023

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)

Ref: BSE Scrip Code: 543187, NSE Scrip Symbol: POWERINDIA

Dear Sirs,

Subject: Analysts/Investors' Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of presentation to be made during the conference call with Analysts/Investors as scheduled today i.e., July 25, 2023 for the information of the Stock Exchanges.

The above information is also hosted on the website of the Company at <https://www.hitachienergy.com/in/en/investor-relations>

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For Hitachi Energy India Limited
(formerly known as ABB Power Products and Systems India Limited)

Poovanna Ammatanda
General Counsel and Company Secretary

Encl: as above

Hitachi Energy India Limited

(Formerly known as ABB Power Products and Systems India Limited)

Registered and Corporate Office:

8th Floor, Brigade Opus, 70/401,
Kodigehalli Main Road, Bengaluru – 560 092,
Phone: 080 68473700
CIN: L31904KA2019PLC121597
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Q1FY24 Analyst Presentation

N Venu, Managing Director & CEO

Hitachi Energy India Limited

25.07.2023

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 **Hitachi Energy**

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 Hitachi Energy India Limited (formerly known as ABB Power Products and Systems India Ltd) (“Hitachi Energy India”). 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 Hitachi Energy India’s filings with the Stock Exchanges and Securities and Exchange Board of India (SEBI), including its Annual Report.

Although Hitachi Energy India 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.

License to operate: Safety, Integrity & Quality

Reinforce through training

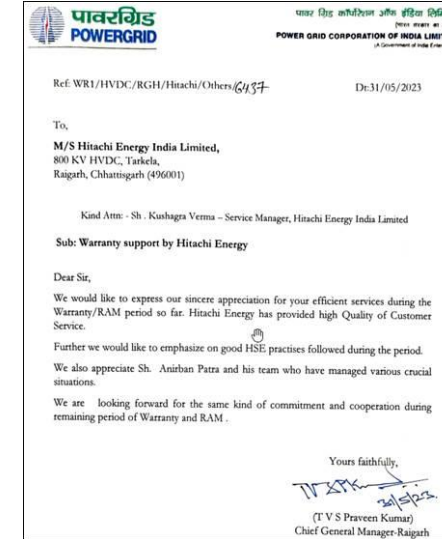
Employees, trainees & contractors trained on:

First Aid

Operating machinery

Working at height and fall protection

Defensive driving



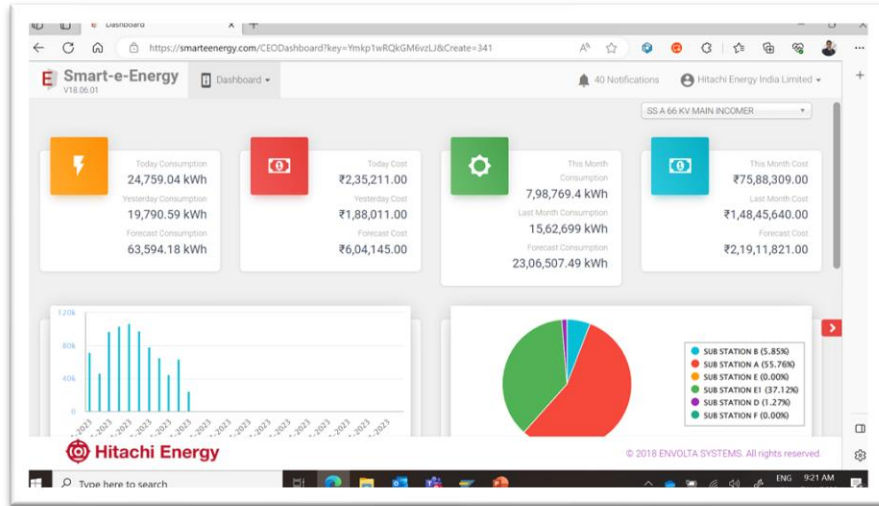
Customer recognition

For superlative OHS culture through and customer service through project lifecycle across plan-build-operate phases



Maneja: Advanced Energy Monitoring System

The monitoring system integrates, 7 power substations, 63 energy, water and gas flow meters



Green initiatives at HVDC project sites



Sustainability Master Class at Maneja; developing specialists who can advance net zero in our operations



Solar based mobile charging facilities for workforce that can power multiple devices at a time
Installed in rest sheds and workforce colony



Moving to EV cab service providers



45% reduction of CO2 emissions in our own operation

Energy transition drives broad-based order momentum

INR CR	Q1FY24 (Apr-Jun'23)	Growth YoY	Growth QoQ
Orders (incl HVDC)	1,147.5	↑ +6% (w/o HVDC)	↓ -9.1%
Revenue	1,043	↑ +5.2%	↓ -21.9%
PBT	3.4	↑ +60.2%	↓ -94.8%
PAT	2.4	↑ +79.9%	↓ -95.3%
OBL	7,024		

- Chips & electronics shortage, delays in conversion impact revenue
- Fixed costs on low revenue base reflects in lower profitability

Key order wins

- Multiple orders totalling over 200 **traction transformers** by BLW, CLW
- Utilities and new industries lead orders for various ratings of **GIS and dry-type transformers** in India and the region
- **Power transformer** orders from datacenter and other EPCs
- Traditional power and renewable integration utilities continue driving orders for **AIS substations**

In tandem with the energy transition



Digital services pick up



Successfully type tested prototype unit for 765kV according to new CEA specification



Commissioned 132/11KV GIS Sub-Station for auto major in Rhotak, Haryana



ITI students visit, training and experience at our largest location



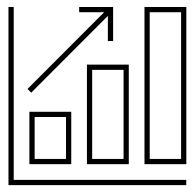
Export customer interactions and factory tours



Industry recognition continues to pour in

Macro-economic snapshot

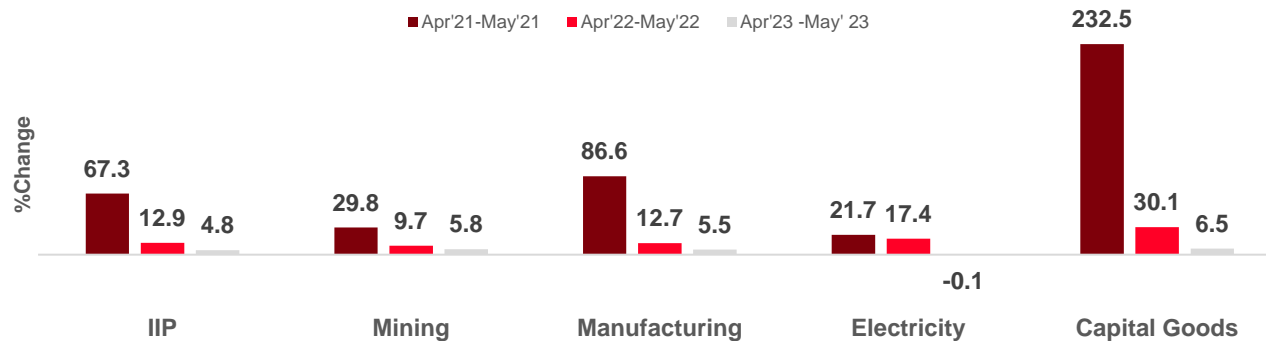
- India's GDP expected to grow at 6.5% (RBI*) for FY23-24
- Inflation dropped to a 2-year low in May'23
- Manufacturing PMI hit a 31-month high in May'23
- GST collection for June rises 12% YoY to INR 1.6 lakh Crore
- Government to provide ~INR 1.5 lakh crore worth incentives to 12 states for power sector reforms



Growth drivers remain intact; tracking upwards

Sector	Trend
Renewables	30 GW annually to be added to reach 290 GW solar target by 2030 Module prices coming down, stalled projects getting started.
Transmission	1.4 X growth in MVA capacity expected by 2030 (ISTS network) One HVDC project expected every year
Industry	Revival of private CAPEX Hydrogen, Steel, O&G and Cement have aggressive expansion plans.
Rail	Metro, High-Speed Rail, Rail Electrification, Rolling stock Upgrade
Datacenters	Doubling of capacity by 2025. Investment from major players like AWS, Adani, NTT
Distribution	Discom upgradation & modernization. RDSS scheme

Industry growth (IIP²) – Electricity shows decline



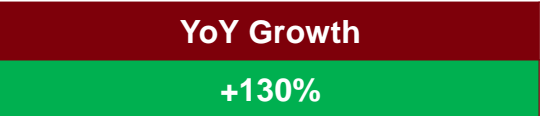
The growth rates over corresponding period of previous year are to be interpreted considering the unusual circumstances on account of COVID 19 pandemic since March 2020

Key Segments



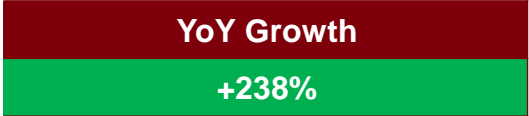
Renewables (Solar & Wind)

500GW Renewables by 2030
Cumulative orders for ~1GW of solar integration



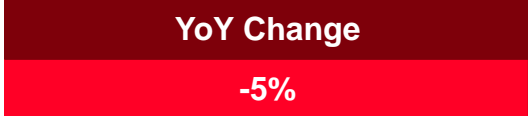
Datacenters

5G launched in India
 Data Localization Regulation
 Datacenter Policies



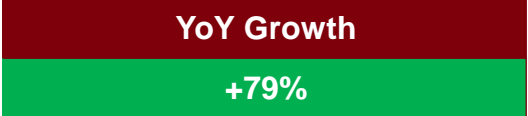
Industry

Revival in private CAPEX
 PLI Scheme



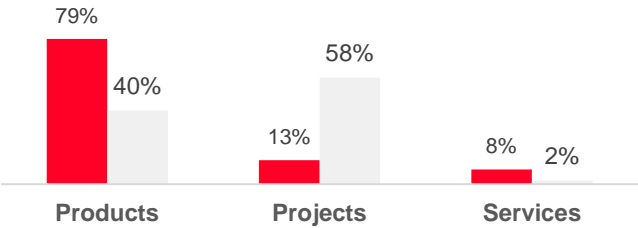
Railways & Metros

Indian Rail target **net zero by 2030**
2 X 25kV Electrification of High-Density Corridors

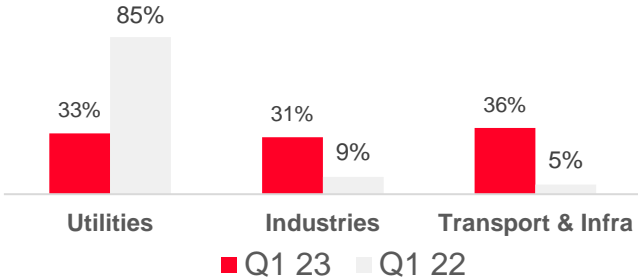


Order Mix

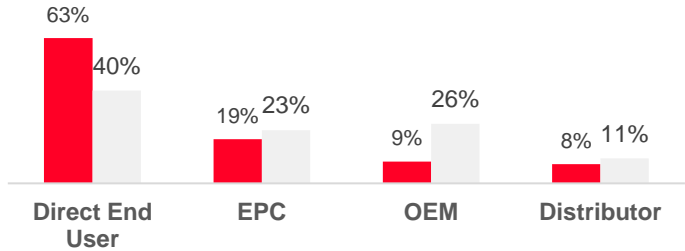
SEGMENTS



SECTORS



CHANNELS



Services post ~40% YoY growth

- FEED Study Order- 1 for upcoming Leh-Kaithal HVDC 2x2500 MW Symmetrical Monopoles
- HVDC spares order from state utility
- GCB Spare orders from mining giant
- 1st order for digital surge counter and leakage current monitoring system from steel major
- Enabling business continuity: 520 man-days of customer trainings to ensure smooth operations and maximize asset efficiencies

Export contribute >30% of total orders in Q1FY24

- 400kV GIS order from power utility in Singapore
- 400kV GIS order from agri-tech manufacturer in Greece
- 245kV AIS switchgear order for Tanzania Rail
- Transformers order for wind farm in Morocco
- Newly established factories – HV Power Quality and HVDC – are expanding their export order contribution

Enabling the many pathways to energy transition across geographies and segments

Financial performance – Profit & Loss Statement

(INR crore)

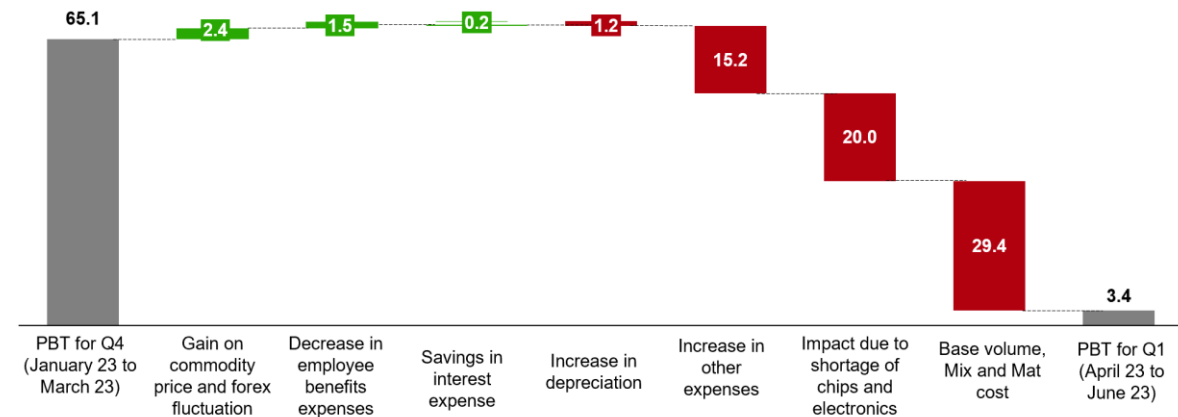
Performance Indicator	Q1FY24 (Apr to Jun 23)	Q4FY23 (Jan to Mar 23)	QoQ %	Q1FY23 (Apr to Jun 22)	YoY %
Orders	1,147.5	1,262.0	-9.1%	3,054.6	-62.4%
Order Backlog (end of period)	7,024.0	7,070.9		6,777.2	
Revenue	1,043.0	1,336.3	-21.9%	991.3	5.2%
Profit Before Tax (PBT)	3.4	65.1	-94.8%	2.1	60.2%
PBT %	0.3%	4.9%		0.2%	
Profit After Tax (PAT)	2.4	50.8	-95.3%	1.3	79.9%
PAT %	0.2%	3.8%		0.1%	
Operational EBITA	9.4	76.5	-87.7%	15.3	-38.6%
Operational EBITA%	0.9%	5.7%		1.5%	
Operational EBITDA	31.5	97.6	-67.7%	35.7	-11.6%
Operational EBITDA%	3.0%	7.3%		3.6%	

6% yoy order growth (excl HVDC last year)
Order backlog at INR 7,024 crore providing revenue visibility of >20 months

Financial performance – expenses overview

Particulars	3 Months ended 30/06/2023		3 Months ended 31/03/2023		3 Months ended 30/06/2022	
	Crs	%	Crs	%	Crs	%
Income						
Revenue from operations	1,040.1	100.0	1,334.0	100.0	986.0	100.0
Other income	0.2	0.0	2.3	0.0	5.3	0.0
Exchange and commodity variance	2.7	0.2	0.3	0.0	-	0.0
Total income	1,043.0	100.0	1,336.6	100.0	991.3	100.0
Expenses						
Material cost	634.7	60.9	881.3	65.9	613.3	61.9
Personnel expenses	111.7	10.7	113.2	8.5	97.6	9.8
Other expenses	260.0	24.9	244.7	18.3	236.1	23.8
Exchange and commodity variance	-	0.0	-	0.0	13.3	1.3
Depreciation	22.2	2.1	21.1	1.6	20.5	2.1
Interest	11.0	1.1	11.2	0.8	8.4	0.8
Total expenses	1,039.6	99.7	1,271.5	95.1	989.2	99.8
Profit before tax	3.4	0.3	65.1	4.9	2.1	0.2
Tax expense	1.0	0.1	14.3	1.1	0.8	0.1
Profit for the period	2.4	0.2	50.8	3.8	1.3	0.1

PBT bridge (QoQ) by items



01.

High growth segments

- Focused investments in talent and capacity for high growth segments
- Leverage newly established factories to strengthen footprint
- Grow market for service & digital through pilots, adoption and familiarity

02.

Operational excellence

- Continue reinforcing culture of health, safety and environment
- Build in agile supply chain management
- Focus on cash

03.

Sustainable progress

- Profitable and sustainable growth initiatives
- Optimize order backlog execution
- Partner with customers and suppliers for sustainable energy transition

Advancing a sustainable energy future for all



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