

October 22, 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, October 22, 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 nine months ended September 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, October 22, 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

ABB POWER PRODUCTS AND SYSTEMS INDIA LIMITED

Registered Office:

8th Floor, Brigade Opus, 70/401, Kodigehalli Main Road,
Bengaluru – 560 092, Phone: 080 22041800 , 080 68473700

Local Address: 8th Floor, Brigade Opus, 70/401 Kodigehalli Main Road, Bengaluru-560092

CIN: L31904KA2019PLC121597

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Q3 2021 – Analyst Conference Call

ABB Power Products and Systems India Ltd.

2021-10-13

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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 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.

Varied mix of HSE trainings through the quarter

COVID-19 awareness & engagement



World Heart Day – Virtual Session



Life Saving Rules



Workplace ergonomics awareness & Physiotherapy session





Session on defensive driving




Trainee Trainer program – 13 batches : 99 participants



Customer recognition

Certificate of Achievement



Contractor's Safety Award

Presented to


M/s.ABB Power Products & Systems India Ltd

for scoring


" Silver Category "

In the contractors safety management evaluation
@ 150MW TPCD Chhayan Rajasthan Loharki Project Site
 In recognition of their excellence in Safety Management Systems

29th Aug 2021
 Date



Mr. Shivram Mestry
 Head - HSE & Sustainability



DELHI TRANSCO
 (A Govt. of NCT of Delhi) (INC 10012010)
 Office of AMT/22049
 Near DDA SFS Flats, Sector 14
 Ph: 23125061

To: ABB Power & Product System India Limited
 Subject: > Appreciation Letter

This Letter of Appreciation is to acknowledge Mr. Krishan Kumar for his terms of Safety, Process, Careful planning, Dedication and Troubleshooting job of ABB-Make 66kV EDF SK1-1 FSA at Delhi Papan Kala Delhi

We thank you to Mr. P.C. SHARMA for supporting us in such a critical Krishan Kumar.


Krishan Kumar, as service engineer your Leadership, efficiency, excellent understanding of our vision; your expertise, advocacy, encouragement are highly evident in the manner way which you perform.

All companies would do well to emulate you and your team professional.

We wish you all the best for your professional career ahead.

For Delhi Transco Limited Papan Kala Delhi

Atul Gupta 16/08/2021
 Assistant Manager,
 (E: ATUL GUPTA)
 Area Manager (T) O&M
 22049 Branch-Substation Office,
 Delhi Transco Limited
 (A Govt. of NCT of Delhi Undertaking)



Regd. office : Shakti Sadan, Kirti Road, New Delhi - 110 002
 Corporate Identification No. (CIN) - U40103DL2001SGC111529
 Tel: 23133500 Fax: 23139054
 Website : www.dtl.gov.in

Marching on in high growth segments

Orders	INR 979.0 Cr	↑ 31.3% QoQ	↑ 10.0% YoY
Revenue	INR 850.6 Cr	↑ 6.8% QoQ	↓ (10.1)% YoY
PBT (after exceptional items)	INR 47.2 Cr	↑ 118.5% QoQ	↑ 604.5% YoY
PAT	INR 34.3 Cr	↑ 110.4% QoQ	↑ 614.6% YoY
Op EBITA margin	INR 55.6 Cr	↑ 20.9% QoQ	↓ (18.4)% YoY

~INR 73 crore of orders where ABB Power Products and Systems India Ltd. was L1 have been deferred by customers

~INR 64 crore of revenue impacted due to trade logjams, COVID-19

Constitution of Committee on Environment, Social and Governance

Propose to create ESG Committee of Directors

To oversee we steer towards our stated commitment

- **To be carbon-neutral** in our own operations by 2030
- **Diversity & Inclusion**

And thus drive increased shareholder value



Road to sustainability 2030

100% fossil free electricity at Mysore factory

Energy audit, SF6 Management plan & mass balancing completed across all factories

Champions of change

Common Apparatus Unit in Maneja ranked highest, amongst 33 global units for green factory initiative: waste recycling, reuse packaging, LED lighting, solar power generation

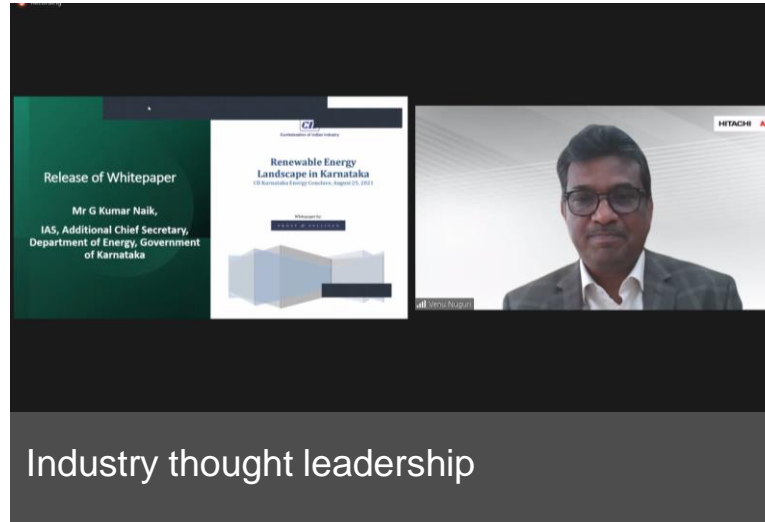


Advancing a sustainable energy future for all

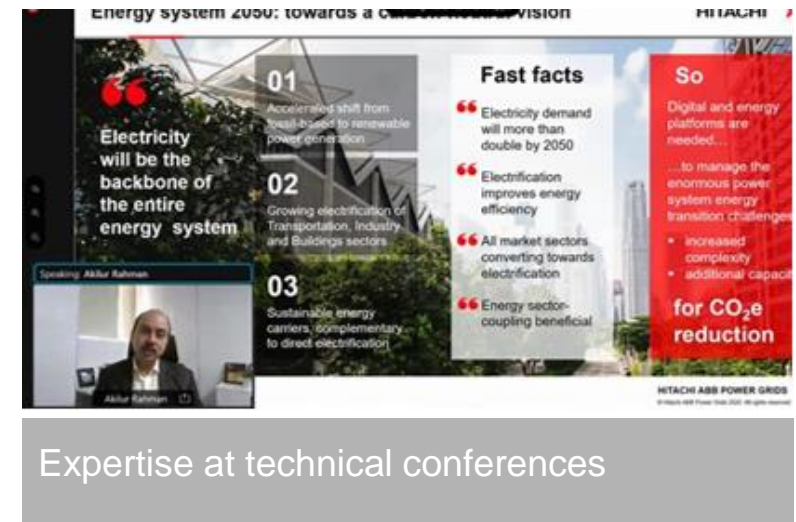
A full quarter on all fronts



Rail segment leading the order book



Industry thought leadership



Expertise at technical conferences



Women in engineering – laptop distribution



Mysore factory - 100% green electrification



Driving mindset change for inclusive growth

MoU with IIT Roorkee

To pilot smart energy management system and microgrid with battery energy storage; establish an Integrated Monitoring, Analytics and Control Center (energy, transport, water, and waste)



Inaugural of Smart Electric Grids lab at NIT Warangal

Creating the right educational framework and facilities to ensure talent that can facilitate reliable and clean power for all

राष्ट्रीय प्रौद्योगिकी संस्थान वारंगल
एन.आई.टी. - हिताची एनर्जी स्मार्ट इलेक्ट्रिक ग्रिड लेबोरेटरी
का उद्घाटन

श्री धर्मेन्द्र प्रधान,
माननीय शिक्षा मंत्री, शिक्षा मंत्रालय
भारत सरकार के कर कमलो

द्वारा दिनांक 9 अक्टूबर 2021 को
प्रो. एन. वी. रमणा राव,
निदेशक, एन.आई.टी. वारंगल
की उपस्थिति में सम्पन्न हुआ

NATIONAL INSTITUTE OF TECHNOLOGY WARANGAL
**NITW - HITACHI ENERGY
SMART ELECTRIC GRID LABORATORY**

Inaugurated
By
Shri DHARMENDRA PRADHAN
Hon'ble Education Minister, Ministry of Education,
Government of India.

In the presence of
Prof. N.V. RAMANA RAO
Director, NIT Warangal

On
October 09, 2021

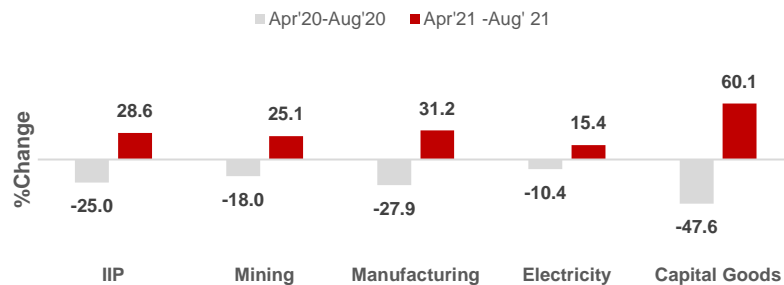


Indian economy on recovery path, IMF projects India to be fastest growing major economy in current FY

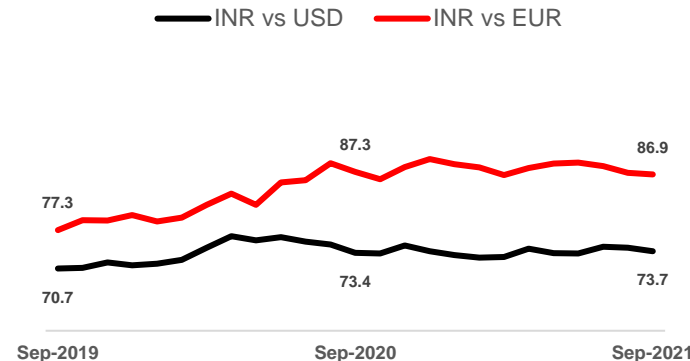
Macro-economic snapshot

- **COVID-19 Second wave on way down.** Daily cases ~20k. 20.2 % of population fully vaccinated. Risk remains with onset of festive season
- **RBI - GDP** growth likely to be **9.5% FY 21-22**
- **Moody's upgrades** India outlook to 'stable' from 'negative'
- **Fuel prices at all time high, retail inflation** likely to be **5.3% in current FY (RBI)**
- Local and global **supply chain disruptions** – due to COVID-19 outbreak
- India's **electricity demand** is expected to **grow 8-8.5%** in FY22 – ICRA, however risk of power crisis due to coal shortage can dampen the supply

Industry growth (IIP²) – All sectors show recovery compared to last year.

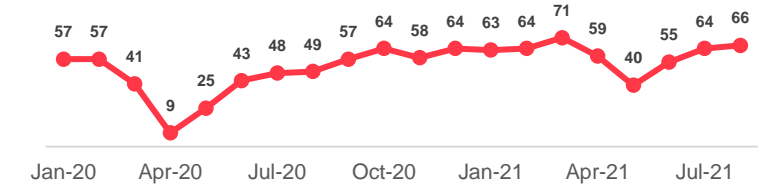


Rupee depreciates ~1% against the USD in CY 2021

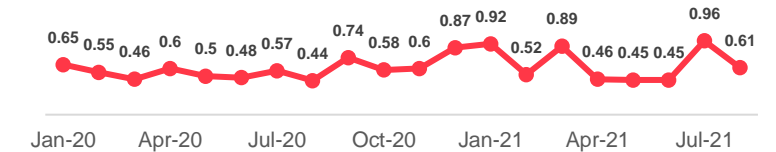


High Frequency Indicators *

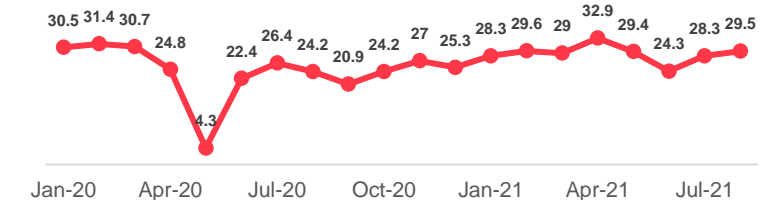
E-way bills generated (Mn) – recorded an uptick in Aug'21 vs Jul'21 & Aug'19



Value of tenders announced by central & state govt (INR, TN) – fell in Aug'21 after spiking in July'21

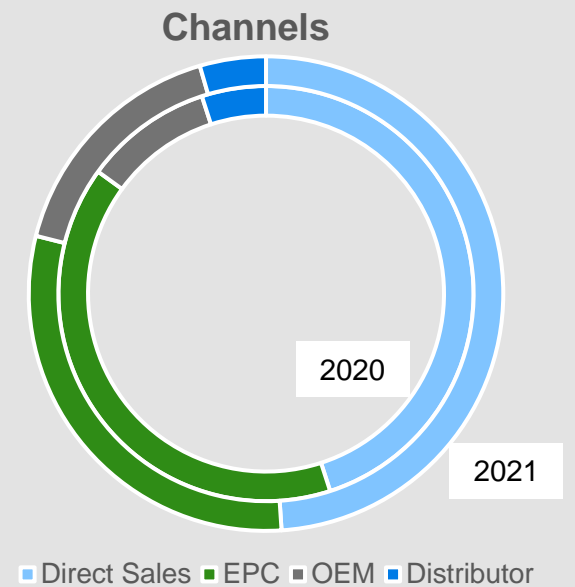
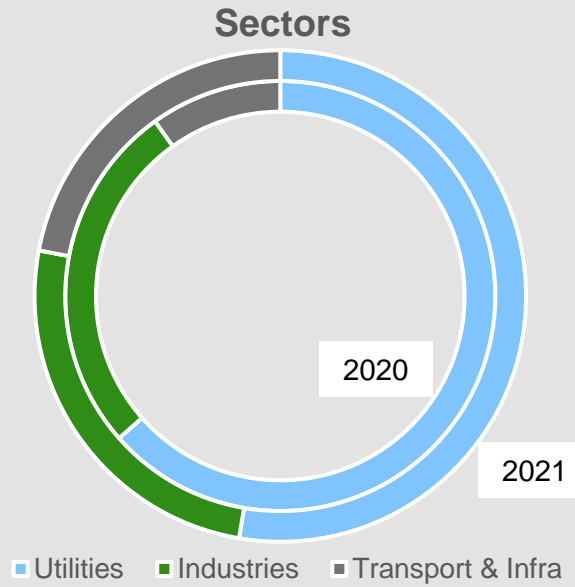
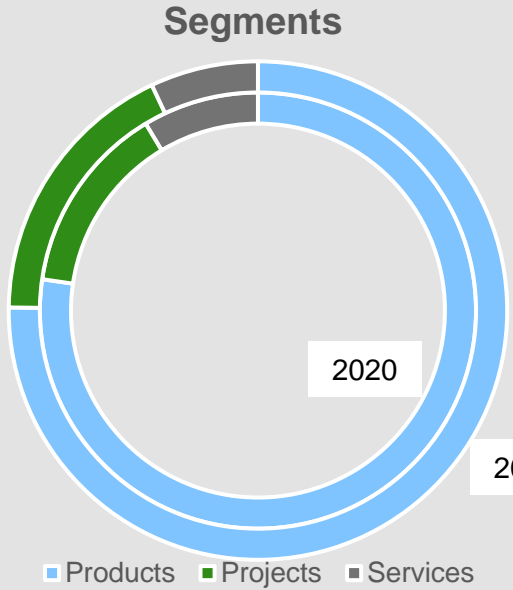


Cement Consumption (MMT) – Showing signs of recovery



Transport & Industries contribute to ~50% of orders

Order distribution (Q3 2021 vs Q3 2020)

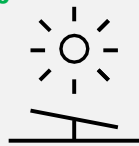


Performance in Vision 2025 focus areas

Renewables (Solar + Wind)

~1GW of cumulative solar/wind orders catered for in Q3-21 with major export order

2021 vs 2020: **+4%**



Power Quality

Reliable power for all
Increased electrification of industries & transportation

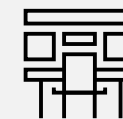
2021 vs 2020: **-13%**



Industries

Increased manufacturing for renewables, rising commodity demand, automobiles

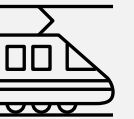
2021 vs 2020: **+4.6%**



Railways & Metros

Urbanization
Freight corridors
Net zero ambitions

2021 vs 2020: **+150%**



Exports: Steady performance despite restrictions

220kV/132kv transformers to **Nepal**

LTB 170kV SPO Breakers to **Uruguay**

2 X 40 MVA 132/33kV Trafo to Yurmoo S/S in **Bhutan**

66/145/245kv breakers order from KPLC, **Kenya**

RELION 670 IEDs orders for Powerlink Queensland, **Australia**

Service: Mix of traditional & digital offering

Remote support for PWC600 commissioning, **Saudi Arabia**

Biggest order for single gas online DGA from **Coastal Gujarat**

HVPNL Dhanonda SCADA upgrade – 1st of its kind composite upgrade with integration

Overhauling spares for three General Circuit Breakers at Purulia Pump Storage Power Plan

Order for 3 x 66kV Hybrid Bay for **BRPL**

Renewables studies as per POSOCO/CEA guidelines form private generation customers

Revenue contribution holds steady

Profit & Loss Statement

INR Crores

Performance Indicator	Q3, 2021	Q2, 2021	QoQ%	Q3, 2020	YoY%	9M 2021	9M 2020	YoY%
Orders Received	979.0	745.6	31.3%	890.2	10.0%	2,573.5	2,391.7	7.6%
Order Backlog (end of period)	4,896.5	4,770.8		5,175.3		4,896.5	5,175.3	
Revenue	850.6	796.8	6.8%	946.3	-10.1%	2,671.2	2,395.2	11.5%
Profit Before Tax (PBT) before exceptional item	47.2	21.6	118.5%	69.3	-31.9%	122.5	125.7	-2.5%
Exceptional Item (reversal/ prov of cust rec)	-	-		60.5		-	60.5	
Exceptional Item (demerger expenses)	-	-		2.1		-	4.5	
Profit Before Tax (PBT) after exceptional item	47.2	21.6		6.7		122.5	60.7	
PBT % before exceptional item	5.5%	2.7%		7.3%		4.6%	5.2%	
PBT % after exceptional item	5.5%	2.7%		0.7%		4.6%	2.5%	
Profit After Tax (PAT)	34.3	16.3	110.4%	4.8	614.6%	90.0	44.8	100.7%
PAT %	4.0%	2.0%		0.5%		3.4%	1.9%	
Operational EBITA	55.6	46.0	20.9%	68.1	-18.4%	177.5	128.6	38.0%
Operational EBITA%	6.5%	5.8%		7.2%		6.6%	5.4%	

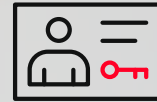
CRISIL rating: **A1+** short-term facilities; **AAA/Stable** long-term banking facilities



People

Promote Covid appropriate behavior to ensure safety of employees during festive season

Strengthen diversity and inclusion, internalize global Diversity 360 efforts



Processes

Flexible and agile supply chain

Timely order conversion

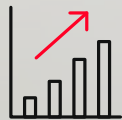
100% green electrification of operations



Partnerships

Collaboration between government, academia and industry to accelerate the energy transition

Seamless brand migration experience for customers



Growth drivers

High growth segments

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

Digitalization: drive adoption through platform agnostic, modular solutions while providing maintenance & Cyber Security

Exports: continued investment in footprint to Make in India for India & the world



Our Purpose

Hitachi Energy – Advancing a sustainable energy future for all.

We are advancing the world's energy system to be more sustainable, flexible and secure. As the pioneering technology leader, we collaborate with customers and partners to enable a sustainable energy future – for today's generations and those to come.



Globally, Hitachi Energy went live on October 13, 2021

In India, we are in the process of securing approval for local name change of Ministry of Corporate Affairs, Central Government of India

We are excited to start this new chapter in our history

