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May 5, 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

We are sending herewith a copy of presentation which will be made at the Analysts Call scheduled on May 5, 2022, for the information of the Stock Exchanges.

Thanking you

Yours faithfully  
For ABB India Limited



Trivikram Guda  
Company Secretary and Compliance Officer  
ACS 17685

Encl: as above



MAY 5, 2022

# Solid performance in an uncertain environment

ABB India Analyst Call  
Q1 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, privy to this presentation should kindly ensure strict confidentiality of the information shared and discussed herein.

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# ABB at a glance

ABB is a leading global technology company that energizes the transformation of society and industry to achieve a more productive, sustainable future. By connecting software to its electrification, robotics, automation and motion portfolio, ABB pushes the boundaries of technology to drive performance to new levels. With a history of excellence stretching back more than 130 years, ABB's success is driven by about 105,000 talented employees in over 100 countries.

ABB has been present in India for over a century and manufacturing for more than 70 years. Today, ABB's operations in India are around one billion US dollars. ABB in India has 5 manufacturing locations with an extensive network of 21 sales office and a 750 strong partner network.





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# Business highlights



# Q1 2022 highlights

- **Strongest base order growth in the qtr**  
Orders +26%<sup>1</sup>, Revenues +21%<sup>1</sup>
- Improved value offerings and operational efficiencies led to **double digit PBT%** (before exceptional items)
- Published the first **Business Responsibility and Sustainability Report (BRSR) 2021** as early adopters
- **Solid cash position continued**

1. YoY comparable

# Strong business momentum



## Short-cycle

Growth driven across most businesses



## Market segments

Focus on channels & segments aid price realization



## Exports

Orders +33%<sup>1</sup>



## Services

Orders +19%<sup>1</sup>



## Discrete

Broad-based order growth in F&B, electronics, automotive



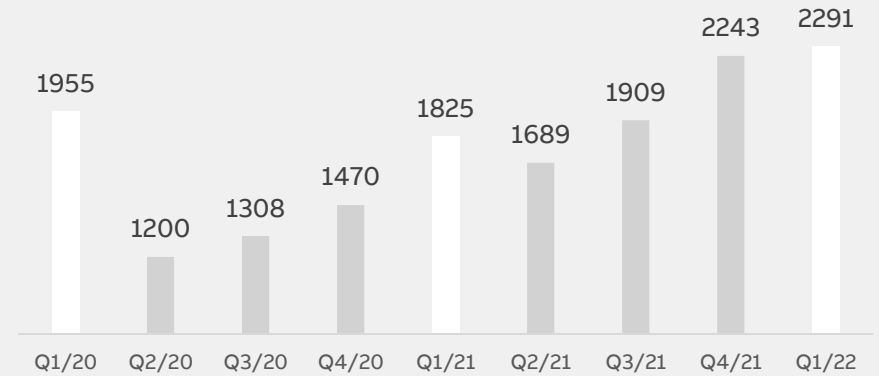
## Process industries and optimization

Energy efficiency, management and stabilization solutions led growth in core sectors

1. YoY comparable

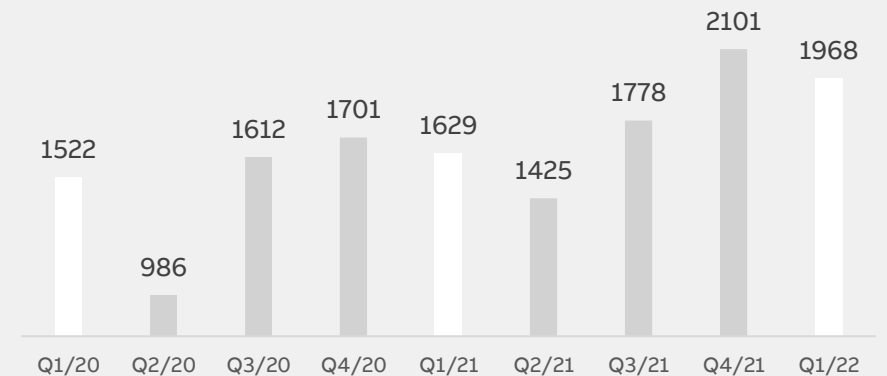
**Orders +26%<sup>1</sup>**

INR crores



**Revenues +21%<sup>1</sup>**

INR crores



# Key milestones in Q1 2022 to accelerate ABB India's growth

**Rectifiers for natural resources major**



**System drives and motor packages for tyre industry**



**Robotics order for electronics major**



**Electrification panels for IT campuses in Hyderabad**



**New, expanded facility for digital substation products and systems factory**



**LV motors for explosive atmospheres**



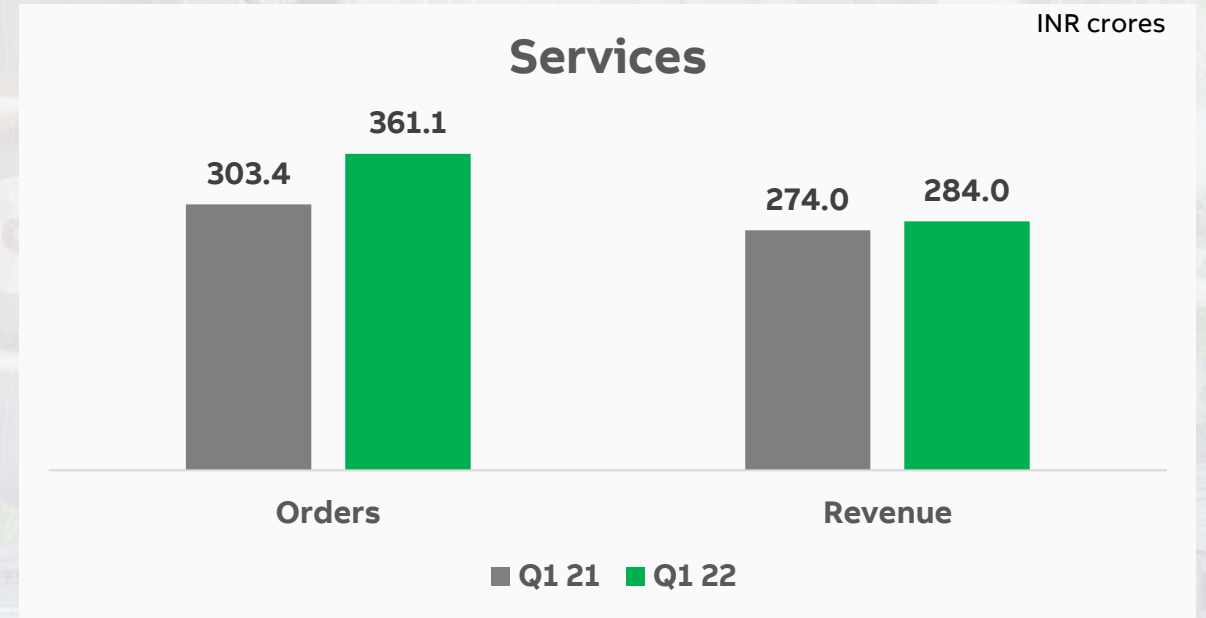


# Growing exports and service portfolio

Optimizing growth in times of uncertainty

Exports: Strong performance amidst global volatility

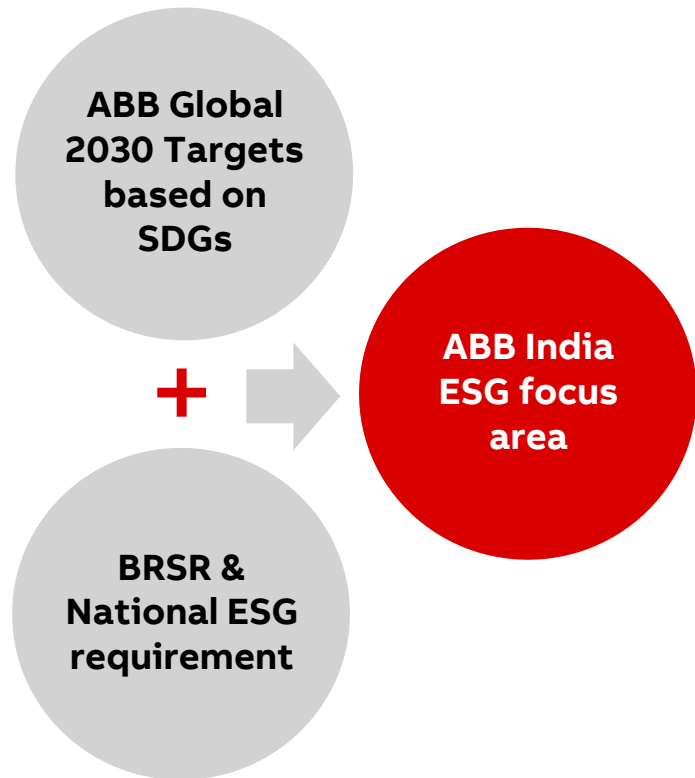
Services: A steady growth driver with transforming potential



# ABB India's 10-point ESG Framework

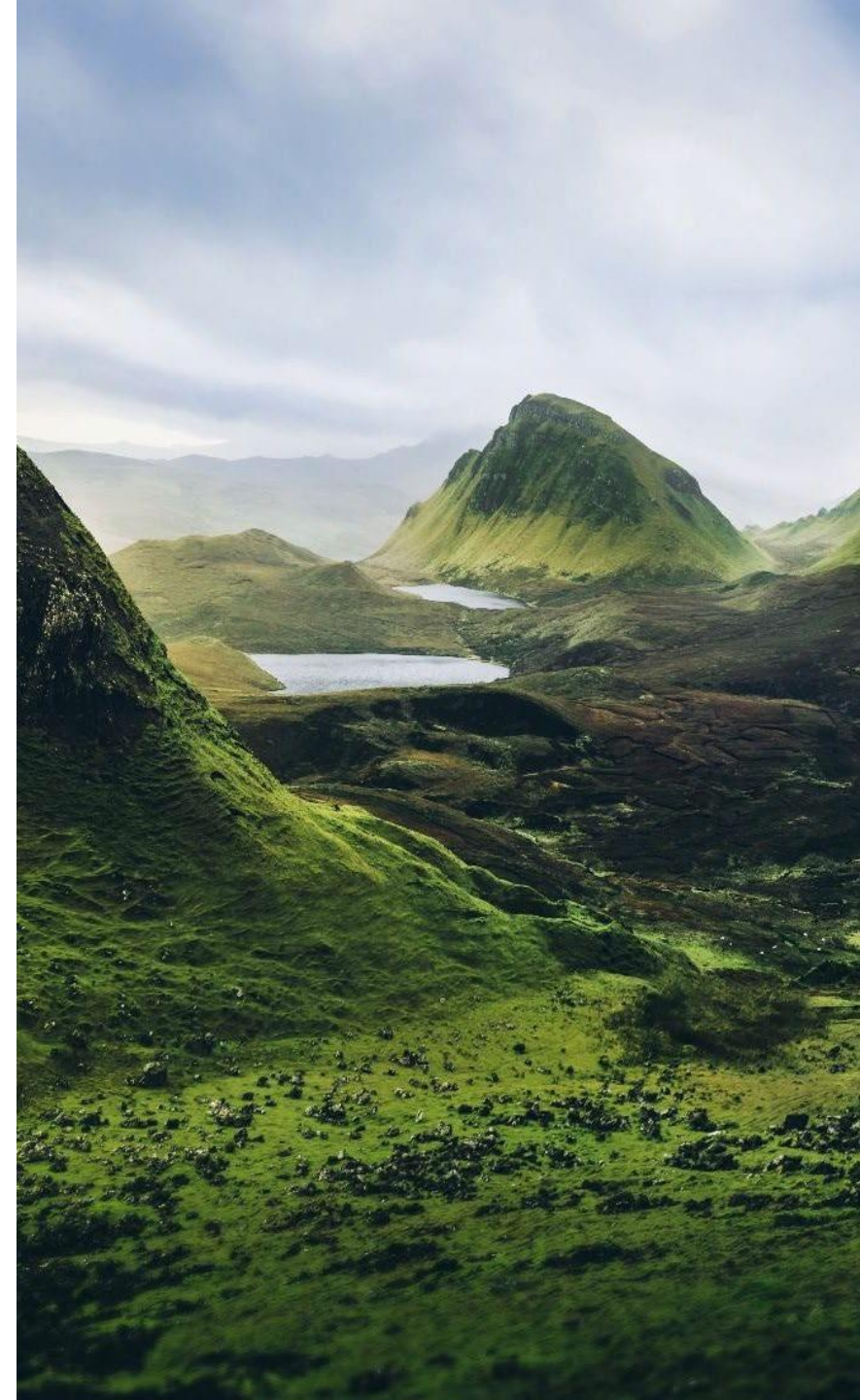
Aligned with Local & global sustainability commitment

## Evolution of the ESG framework



## 10 points ESG focus area

1. Green Infrastructure & site efficiency
2. Renewable Energy & Energy Efficiency Improvement
3. GHG Emission Reduction
4. Water Conservation
5. Product Stewardship & Lifecycle analysis
6. Material conservation, Waste & Circularity
7. Stakeholder engagement (Community, Supply Chain & Customer)
8. Innovation & Biodiversity
9. Safe & Healthy working environment
10. Diversity & inclusive workforce



# Green initiatives in our locations

	Nelamangala	Faridabad	Peenya	Nashik	Disha	Maneja
						
<b>Green Certification</b>						Applied for Gold
<b>100% Renewable Electricity (RE 100)</b>	100% Achieved	100% Achieved	100% Achieved	100% Achieved	100% Achieved	100% Achieved
<b>100% Energy Productivity (EP 100) target year</b>	2026	2026	2027	2026	2027	2027
<b>Waste Recyclability</b>	> 90%	> 98%	> 98%	> 97%	> 98%	> 87%
<b>Water Net Zero/ reduction target year</b>	Net Positive Certified	2023	2022	2023	5% by 2024	2024
<b>Special Initiatives</b>	Sustainable Packaging	Renewable Fuel Usage	Certified Single Use Plastic Free	SF6 Elimination for GHG Reduction	Certified Single Use Plastic Free	Bio-diversity with 60% green area

# Focus on infrastructure upgrade, education & skilling and healthcare for communities aligned to UN SDGs

**Peenya infrastructure upgradation** –Handed over to local Govt (BBMP and Traffic police)



**Continued operations across locations with the Mobile health care units for Peenya, Nelamangala, Vadodara, Nashik & Faridabad**



**Launch and award of ABB - LPF Women engineering scholarship program for deserving women- Bangalore**



**Technology, need based educational program for 98 govt. schools in Nelamangala. National Science Day 2022 conducted as a part of the program**



**Infrastructure upgradation – Govt. Taluk Hospital, Nelamangala Project under way**





## Focused growth segments contribute 85% of our business

High	Moderate	Moderate - low
Renewables	Food & Beverage	Marine & Ports
Water & Wastewater	Pharmaceuticals	Cement
Warehouse & Logistics	Data Centers	Oil, Gas &
Electronics	Railways & Metro	Chemicals Metals &
	Power Distribution	Mining Pulp &
	Automotive	Paper
	Buildings & Infra	Rubber & plastics
		Textile
		Healthcare



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# Financial highlights

# Financial Performance

Resilient performance in a challenging period

INR crores

Q4 2021	Performance Indicator	Q1 2022	Q1 2021	Change	CY 2021
1,936	Base Orders	2,291	1,825	+26%	7,359
2,243	Total Orders Received	2,291	1,825	+26%	7,666
4,912	Order Backlog (end of period)	5,229	4,328		4,912
2,101	Revenue	1,968	1,629	+21%	6,934
219	Profit Before Exceptional and Tax (PBT)	198	129	+53%	603
10.4	PBT before Exceptional %	10.1	7.9		8.7
265	Profit After Exceptional and Before Tax(PBT)	491	204	+141%	724
12.6	PBT after Exceptional %	25.0	12.5		10.4
194	Profit After Tax (PAT)	370	151	+146%	532
9.2	PAT %	18.8	9.2		7.7
2,688	Cash balance	2,707	2,528		2,688

# Financial summary

(Rs. In Crores)

	Quarter ended on 31.03.2022		Quarter ended on 31.12.2021		Quarter ended on 31.03.2021		Year ended 31.12.2021	
	Crs	%	Crs	%	Crs	%	Crs	%
<b>INCOME</b>								
Revenue from Operations	1,968.4	100.0	2,101.5	100.0	1,629.2	100.0	6,934.0	100.0
Other Income	37.3	1.9	43.8	2.1	25.3	1.6	119.1	1.7
<b>Total Income</b>	<b>2,005.6</b>	<b>101.9</b>	<b>2,145.3</b>	<b>102.1</b>	<b>1,654.4</b>	<b>101.6</b>	<b>7,053.1</b>	<b>101.7</b>
<b>EXPENDITURE</b>								
Material cost	1,299.8	66.0	1,428.8	68.0	1,086.1	66.7	4,626.3	66.7
Personnel Expenses	175.0	8.9	151.3	7.2	153.8	9.4	588.2	8.5
Other Expenses	313.3	15.9	336.1	16.0	285.7	17.5	1,162.7	16.8
Exchange & commodity variation (net)	-7.6	-0.4	-16.2	-0.8	-28.7	-1.8	-40.6	-0.6
Depreciation	25.7	1.3	22.7	1.1	25.3	1.6	102.7	1.5
Interest	1.5	0.1	3.9	0.2	3.2	0.2	10.7	0.2
<b>Total Expenditure</b>	<b>1,807.6</b>	<b>91.8</b>	<b>1,926.8</b>	<b>91.7</b>	<b>1,525.3</b>	<b>93.6</b>	<b>6,450.1</b>	<b>93.0</b>
<b>Profit before Tax and exceptional</b>	<b>198.0</b>	<b>10.1</b>	<b>218.5</b>	<b>10.4</b>	<b>129.1</b>	<b>7.9</b>	<b>602.9</b>	<b>8.7</b>
Exceptional item	293.4	-	46.8	-	74.5	-	121.3	-
<b>Profit before Tax and after exceptional</b>	<b>491.3</b>	<b>25.0</b>	<b>265.3</b>	<b>12.6</b>	<b>203.6</b>	<b>12.5</b>	<b>724.3</b>	<b>10.4</b>
Tax Expense	121.2	6.1	71.7	3.4	52.9	3.2	191.8	2.7
<b>Profit after tax</b>	<b>370.1</b>	<b>18.8</b>	<b>193.6</b>	<b>9.2</b>	<b>150.6</b>	<b>9.2</b>	<b>532.5</b>	<b>7.7</b>

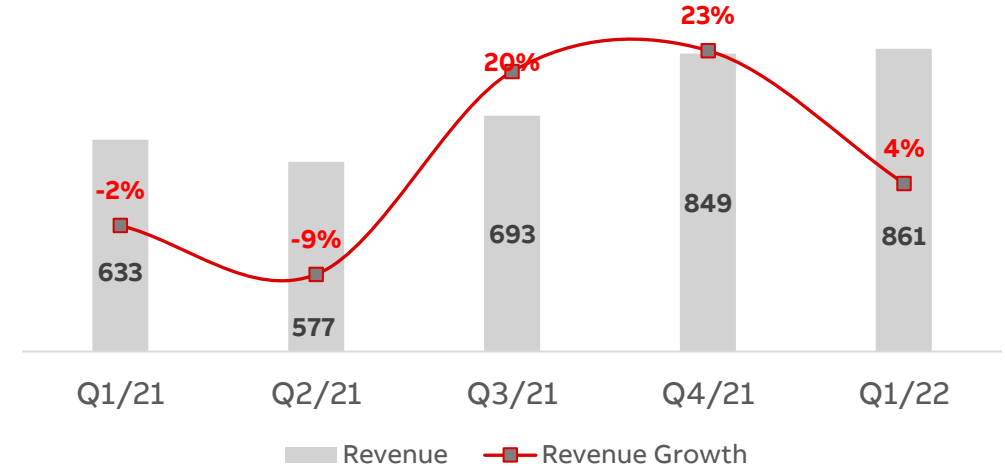
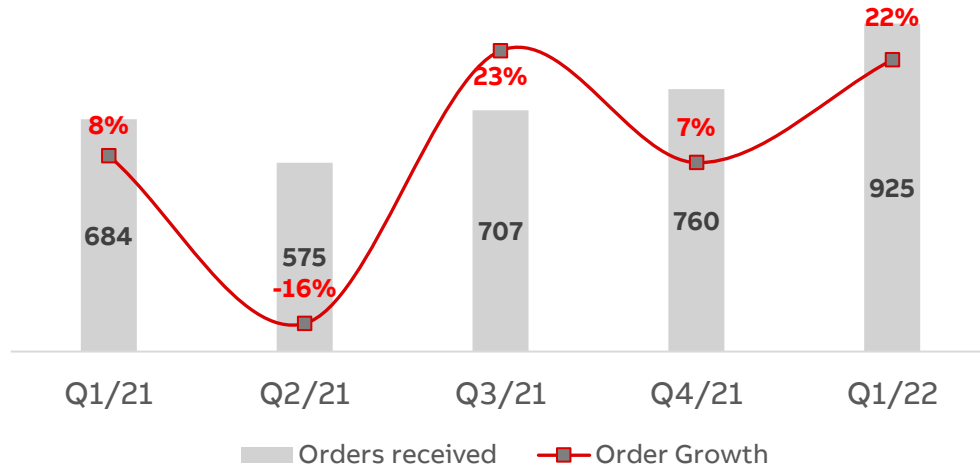
- Uptick in exports and service business along with strong backlog execution, led to the positive movement in revenue
- Commodity prices remain on rise due to steady demand and disruptions to global supply
- Increase in personnel expense on account of salary revision
- Other expenses go up relative to revenue
- Improved profitability, margin growth supported by quality execution
- Exceptional item pertains to profit on sale of Turbocharger business





# Electrification

Improving on a solid track record



**Orders Rs 925 crore**

**Order Backlog Rs 1,403 crore**

- Strong customer connect & segment focus resulted in solid order booking across all divisions
- Penetration in Tier II & Tier 3 markets

**Revenues Rs 861 crores**

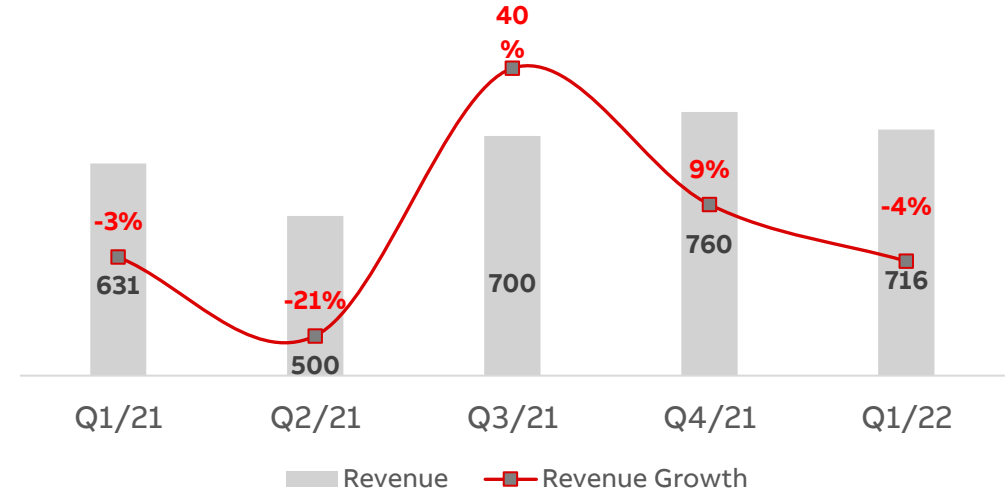
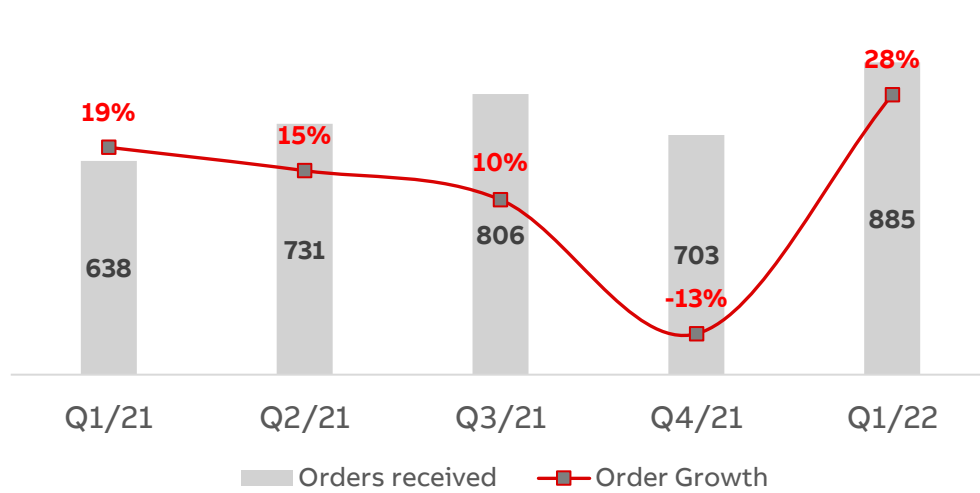
- Higher revenues across divisions
- Strong backlog execution

**PBIT Rs 118 crore**

- Capacity utilization efficiencies due to higher volume
- Better product mix and improved price realization helped offset increase in commodity prices

# Motion

Significant step up in exports



**Orders Rs 885 crore**

**Order Backlog Rs 1,970 crore**

- Short cycle orders and growth through customer engagement and penetration to tier II & III markets
- Good contribution from Channel business, Exports & Packaging

**Revenues Rs 716 crore**

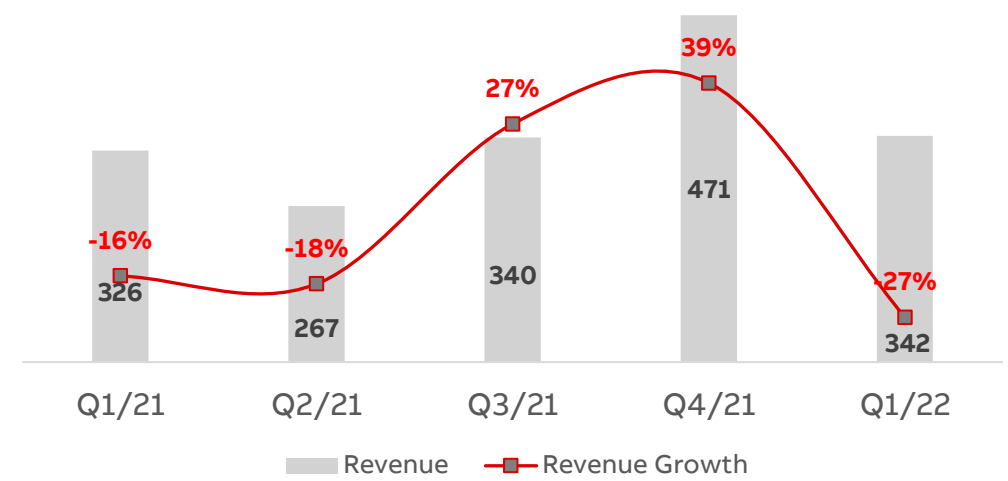
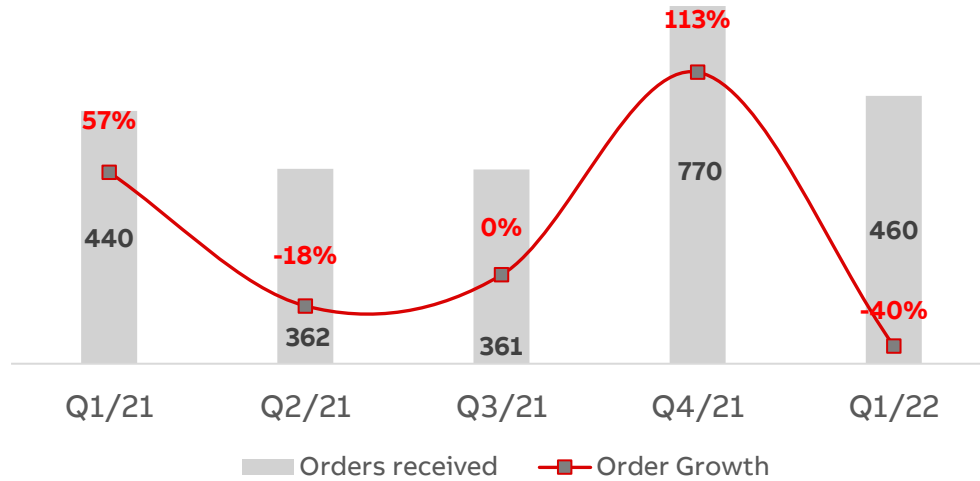
- Solid conversion of order backlog
- Growth in all major divisions

**PBIT Rs 95 crore**

- Better product mix and improved price realization helped offset increase in commodity prices

# Process Automation

Navigating headwinds with increased focus on service revenue and profitability



**Orders Rs 460 crore**

**Order Backlog Rs 1,813 crore**

- Traction in steel and paint industry and downstream units
- System orders starting to make a comeback
- Higher focus around resource efficiency, new renewable energy models and energy transition
- Utilities focusing on energy management and grid integration stability with advanced process controls and digitalization

**Revenues Rs 342 crore**

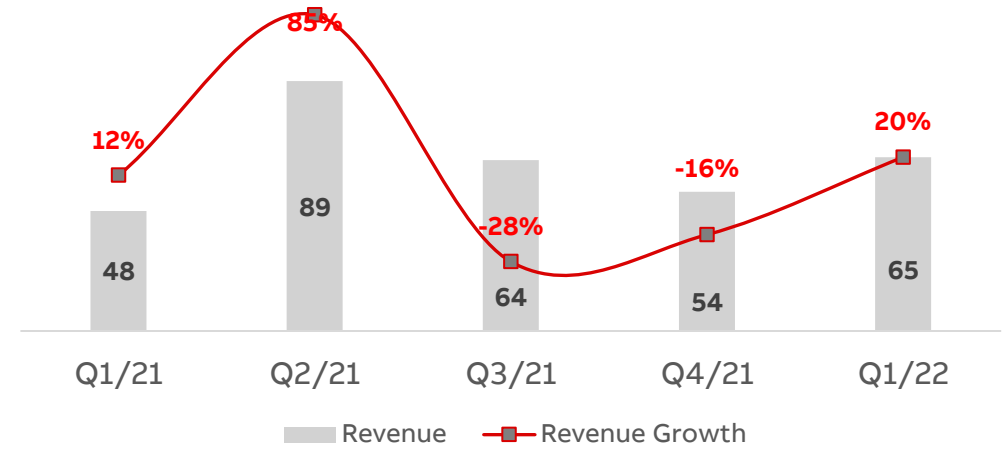
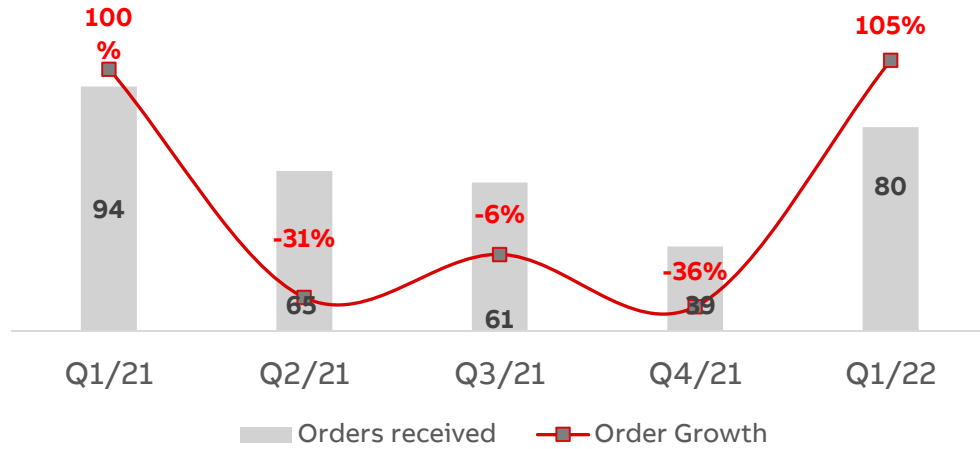
- Strong backlog execution across all business
- Service revenues supported overall growth

**PBIT Rs 35 crore**

- Revenue mix, capacity utilization & high-quality execution

# Robotics and Discrete Automation

Strong orders, closely monitoring supply chain stresses



**Orders Rs 80 crore**

**Order Backlog Rs 151 crore**

- Service orders led by system upgrades
- Automotive segments showing signs of recovery

**Revenues Rs 65 crore**

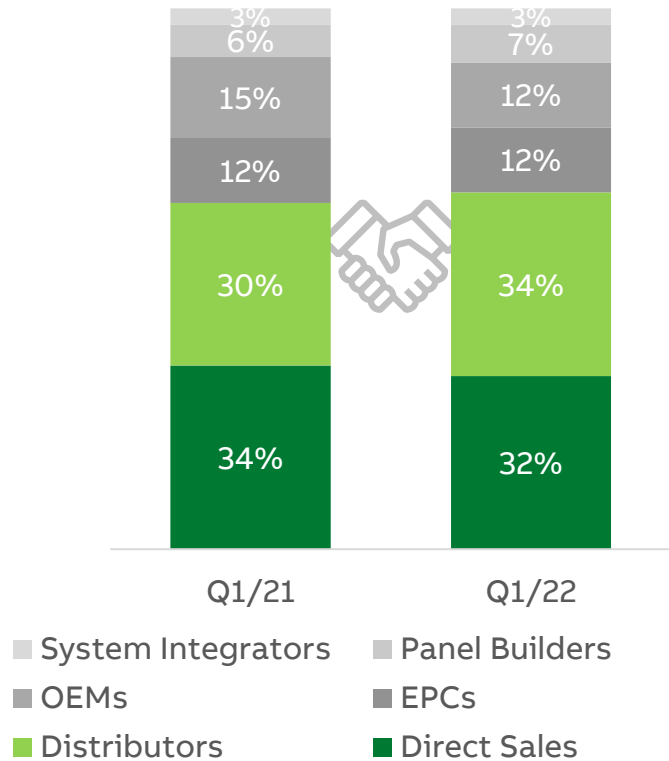
- Strong backlog execution
- Supply chain headwinds

**PBIT Rs 6 crore**

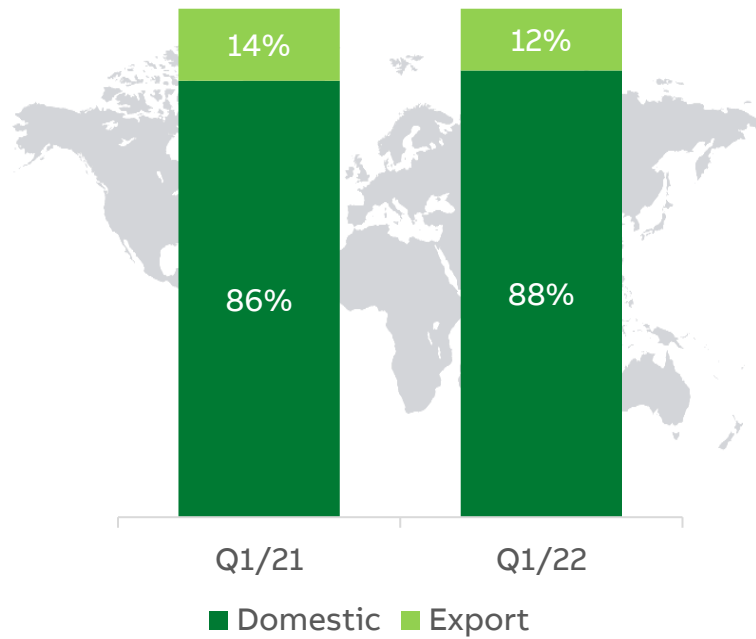
- Better revenue mix
- Increase in input cost

# Well diversified business model

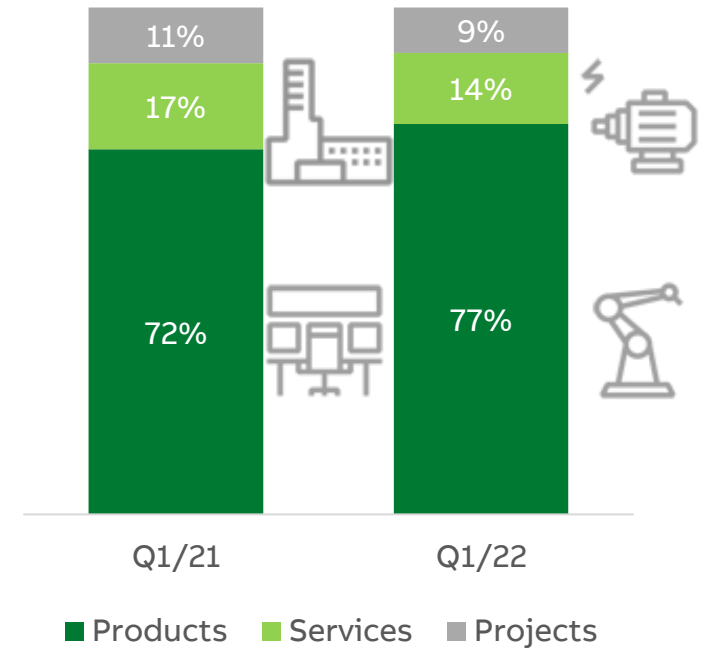
## Channels



## Geography



## Offerings



Note: Category distribution by Revenue



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# Outlook and priorities

- Flawless execution of strong Order book
- Mitigation of sensitivities on demand/supply imbalances, elevated commodity prices, forex volatility and geo-political uncertainties
- Leverage positive market momentum
- Consolidate cash position
- Enhance stakeholder and customer engagement



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# Writing the future: together

