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August 10, 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 August 5, 2022, we are sending herewith a copy of presentation which will be made at the Analysts Call scheduled on August 11 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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AUGUST 11, 2022

# Solid performance with consistent execution

ABB India Analyst Call  
Q2 CY2022

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# 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 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.



## 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



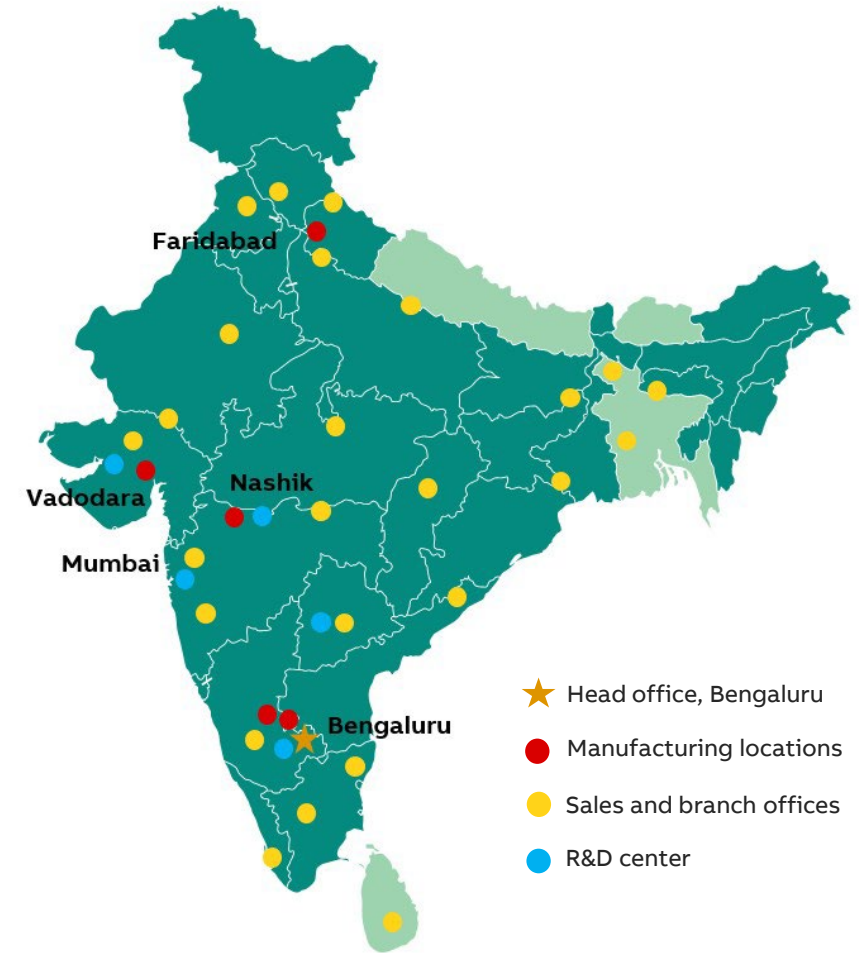
## Process Automation

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

25 Plants



21 Sales Offices

750+ Partners



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## Business highlights

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## Q2 2022 highlights



- **Operational efficiencies** and **customer connect** driving business momentum; Orders +64%<sup>1</sup>, Revenues +44%<sup>1</sup>, PAT +115%<sup>1</sup>
- Accredited by CII as a **‘Responsible Export Organisation’**
- Rated as **“Strong” ESG performer** by CRISIL
- Built on **solid cash position**

# Robust impetus to business growth



## Short-cycle

Growth driven across most businesses



## Market segments

Focus on channels & segments aid price realization



## Exports

Revenue +45%<sup>1</sup>



## Services

Revenue +14%<sup>1</sup>



## Discrete

Broad-based growth; orders coming from automotive, F&B, electronics segment

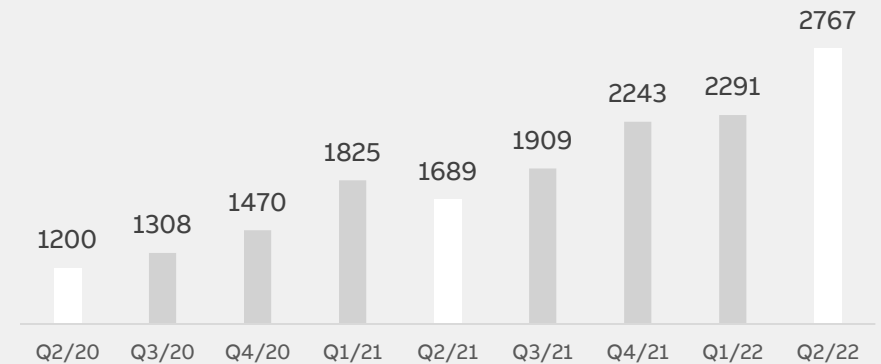


## Process industries and optimization

Improvement across segments led by customer activity in metals, paint, cement, etc.

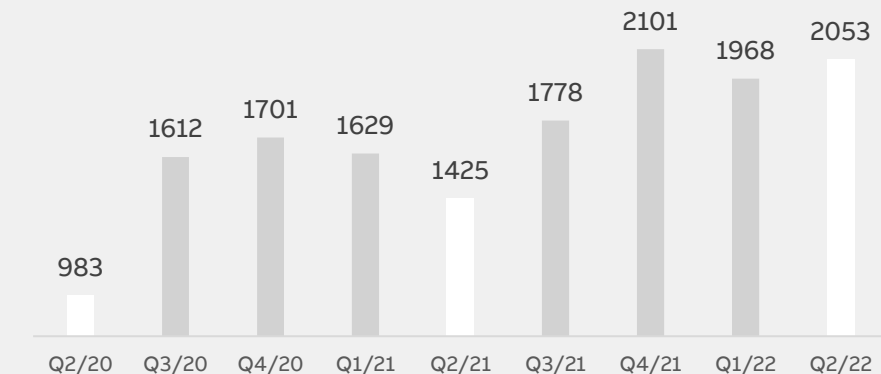
**Orders +64%<sup>1</sup>**

INR crores



**Revenues +44%<sup>1</sup>**

INR crores



1. YoY comparable

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# Key milestones in Q2 driving ABB India's growth story

**Continuous galvanizing line for cold rolling mills**



**Power handling system for paint shopfloor**



**Traction converters for loco companies**



**Compact substations for cities of Ahmedabad and Surat**



**Robotic lean palletizing for FMCG major**



**Continuous emission monitoring for Varanasi municipality project**





# Partnering India's industrial digitalization and decarbonization journey

Diverse portfolio with customer-centric solutions across market segments

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



## Digitalization

Enabling intelligent automation with visualizing the status of network, understanding consumption and demand, to manage the assets for CGD projects of **ThinkGas**



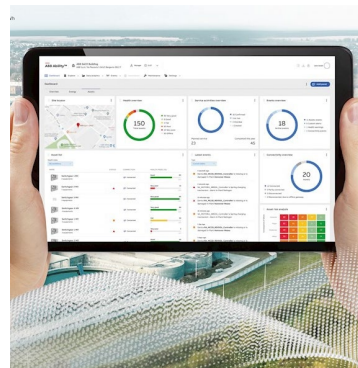
## Sustainability

Smart building and smart power equipment including low voltage breakers for solar, wind, and solar cell projects



## Energy Efficiency

Saving 30% energy at the luxury **Amanbagh** nestled in Aravallis with ABB drives for HAVC systems



## Agility

Swiftly upgrading drives for control technology for a leading petrochem major within maintenance shutdown time

### High

Electronics  
Data Center  
Warehouse & Logistics

### Moderate

Renewables  
Railways & Metro  
Food & Beverage  
Water & Wastewater  
Pharmaceuticals  
Automotive

### Moderate - low

Power Distribution  
Rubber & Plastics  
Buildings & Infra, Cement  
Oil, Gas & Chemicals Metals  
& Mining  
Marine & Ports  
Pulp & Paper,  
Rubber & plastics Textile  
Healthcare

# Integrating ESG to propel ABB India's growth

Moving towards sustainable business – Target set in 2022



**Green factories certification for all manufacturing units (3 nos. in 2022) and ESG rating**



**Becoming Water Positive/Neutral premises (in 2022)**



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



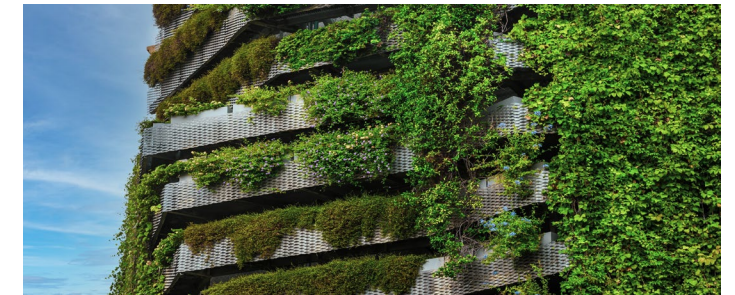
Say No to Single Use Plastics



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



**Realizing Zero waste to landfill goal at manufacturing unit**



**Enhancing waste recyclability across locations (96% by 2022)**

# Aligned to UN SDGs – with strong focus on community development

## Phase-2 Peenya external road infrastructure upgradation

Preparatory and scoping survey completed and approval to initiate project in Q3 as planned



## Continued operations across locations with the Mobile health care units

for Peenya, Nelamangala, Vadodara, Nashik & Faridabad



## Women Engineering Scholarship program - wholistic development

including scholars visiting ABB Hyderabad facility, coordinated by the ABB HR and location teams



## Launch of the Paryavaran Mitra Programme (Friends of Environment)

program with Center for Environmental Education at 98 Govt schools Nelamangala



## Solar roof-top installation at Prabodhini Trust, Nashik an NGO

focused on disability. Project completed and project handed over to NGO by ABB Nashik team





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# Financial highlights

# Financial Performance

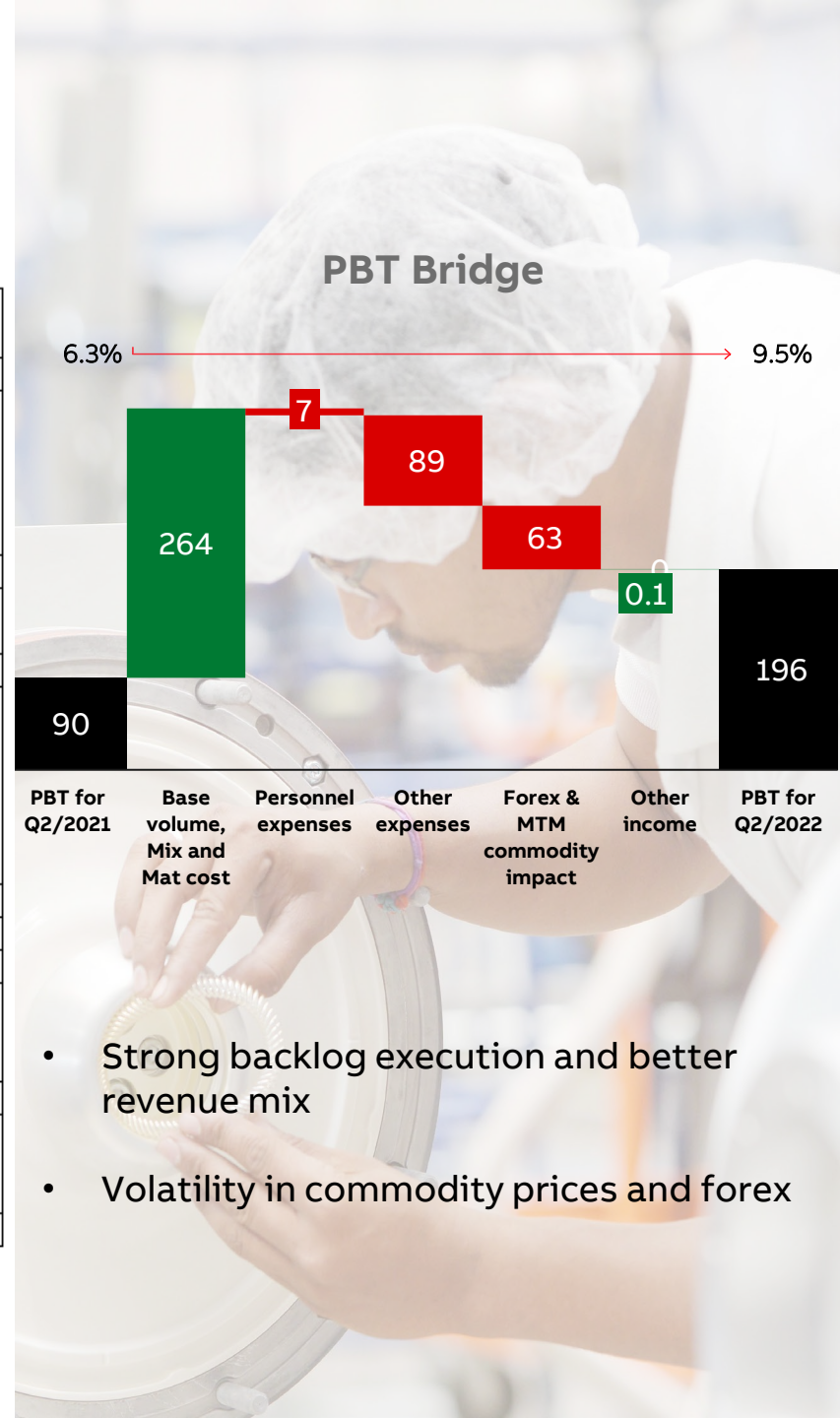
Consistent, solid performance

INR crores

Q1 2022	Performance Indicator	Q2 2022	Q2 2021	Change vs Q2 21	H1 2022	H1 2021	Change vs H1 21	Full year 2021
2,291	Total Orders Received	2,767	1,689	64%	5,066	3,514	44%	7,666
5,229	Order Backlog (end of period)	5,995	4,583	31%	5,995	4,583	31%	4,912
1,968	Revenue	2,053	1,425	44%	4,021	3,054	32%	6,934
198	Profit Before Exceptional and Tax (PBT)	196	90	118%	394	219	80%	603
10.1	PBT before Exceptional %	9.5	6.3		9.8	7.2		8.7
491	Profit After Exceptional and Before Tax (PBT)	196	90	118%	687	294	134%	724
25	PBT after Exceptional %	9.5	6.3		17.1	9.6		10.4
370	Profit After Tax (PAT)	147	68	115%	517	219	136%	532
18.8	PAT %	7.2	4.8		12.9	7.2		7.7
165	Operational EBITA	227	88		392	200		575
8.4	Operational EBITA%	11.1	6.2		9.7	6.5		8.3
2,707	Cash balance	2,787	2,364		2,787	2,364		2,688

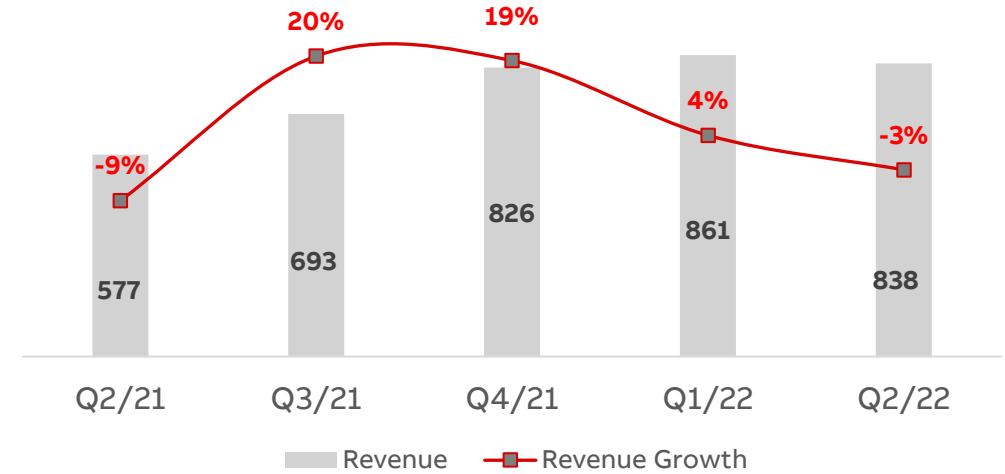
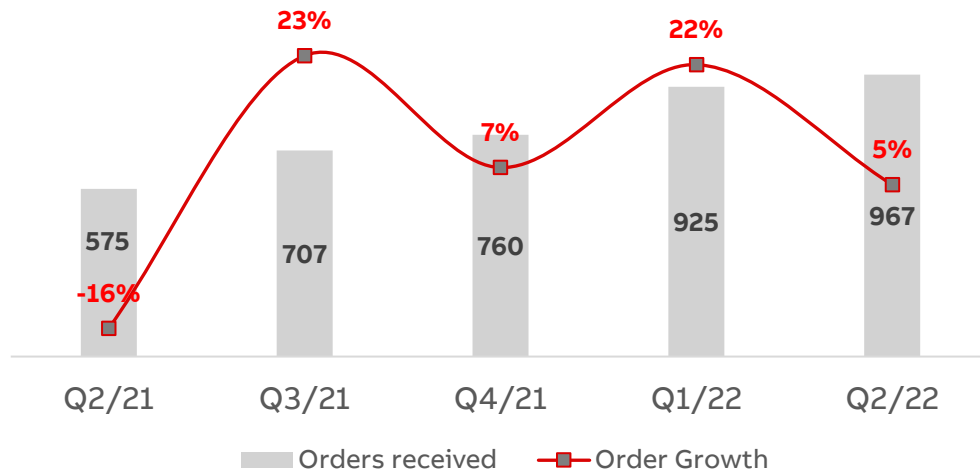
# Financial summary

	(INR Crores)											
	Quarter ended on 30.06.2022		Quarter ended on 31.03.2022		Quarter ended on 30.06.2021		Half year ended 30.06.2022		Half year ended 30.06.2021		Year ended 31.12.2021	
	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%
<b>INCOME</b>												
Revenue from Operations	2,052.5	100.0	1,968.4	100.0	1,425.0	100.0	4,020.9	100.0	3,054.1	100.0	6,934.0	100.0
Other Income	25.3	1.2	37.3	1.9	25.2	1.8	62.6	1.6	50.5	1.7	119.1	1.7
<b>Total Income</b>	<b>2,077.8</b>	<b>101.2</b>	<b>2,005.6</b>	<b>101.9</b>	<b>1,450.2</b>	<b>101.8</b>	<b>4,083.5</b>	<b>101.6</b>	<b>3,104.6</b>	<b>101.7</b>	<b>7,053.1</b>	<b>101.7</b>
<b>EXPENDITURE</b>												
Material cost	1,309.6	63.8	1,299.8	66.0	946.0	66.4	2,609.4	64.9	2,032.1	66.5	4,626.3	66.7
Personnel Expenses	145.7	7.1	175.0	8.9	139.1	9.8	320.7	8.0	292.9	9.6	588.2	8.5
Other Expenses	341.7	16.6	313.3	15.9	250.8	17.6	655.0	16.3	536.5	17.6	1,162.7	16.8
Exchange & commodity variation (net)	56.8	2.8	(7.6)	(0.4)	(5.7)	(0.4)	49.2	1.2	(34.4)	(1.1)	(40.6)	(0.6)
Depreciation	25.3	1.2	25.7	1.3	28.4	2.0	51.0	1.3	53.7	1.8	102.7	1.5
Interest	2.8	0.1	1.5	0.1	1.6	0.1	4.3	0.1	4.8	0.2	10.7	0.2
<b>Total Expenditure</b>	<b>1,881.9</b>	<b>91.7</b>	<b>1,807.6</b>	<b>91.8</b>	<b>1,360.2</b>	<b>95.5</b>	<b>3,689.6</b>	<b>91.8</b>	<b>2,885.6</b>	<b>94.5</b>	<b>6,450.1</b>	<b>93.0</b>
<b>Profit before Tax and exceptional</b>	<b>195.9</b>	<b>9.5</b>	<b>198.0</b>	<b>10.1</b>	<b>90.0</b>	<b>6.3</b>	<b>393.9</b>	<b>9.8</b>	<b>219.0</b>	<b>7.2</b>	<b>602.9</b>	<b>8.7</b>
Exceptional item	-	-	293.4	-	-	-	293.4	-	74.5	-	121.3	-
<b>Profit before Tax and after exceptional</b>	<b>195.9</b>	<b>9.5</b>	<b>491.3</b>	<b>25.0</b>	<b>90.0</b>	<b>6.3</b>	<b>687.3</b>	<b>17.1</b>	<b>293.6</b>	<b>9.6</b>	<b>724.3</b>	<b>10.4</b>
Tax Expense	48.9	2.3	121.2	6.1	21.7	1.5	170.0	4.2	74.6	2.4	191.8	2.8
<b>Profit after tax</b>	<b>147.1</b>	<b>7.2</b>	<b>370.1</b>	<b>18.8</b>	<b>68.3</b>	<b>4.8</b>	<b>517.2</b>	<b>12.9</b>	<b>218.9</b>	<b>7.2</b>	<b>532.5</b>	<b>7.7</b>



# Electrification

Continued execution momentum on the back of healthy order book



**Orders Rs 967 crore**

**Order Backlog Rs 1,559 crore**

- Good order booking across all divisions; increase in export orders
- Segment focus and customer connect aided growth

**Revenues Rs 838 crores**

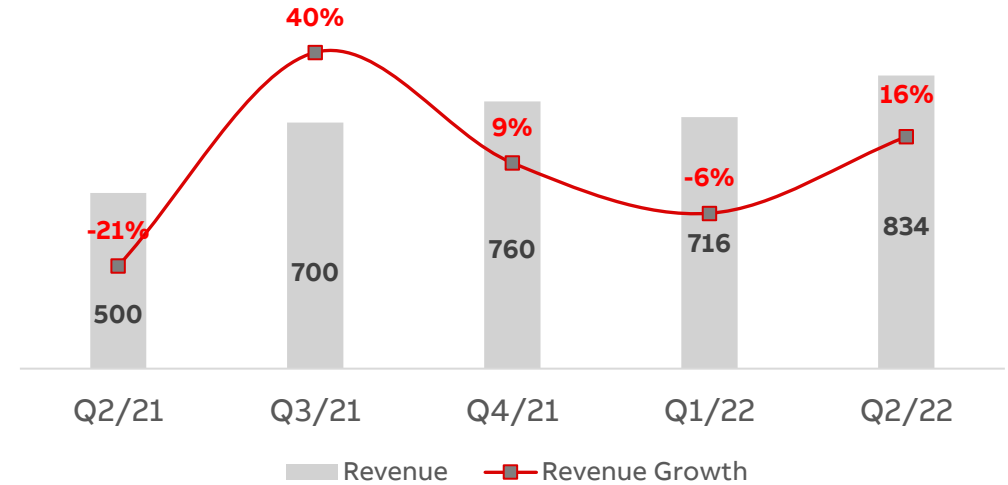
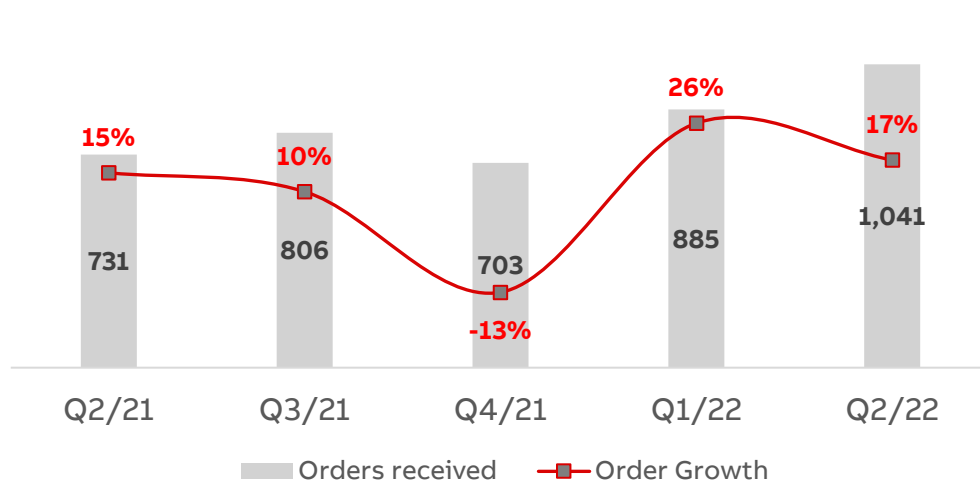
- Strong backlog execution
- Uninterrupted operations and efficient supply chain management supporting revenue performance

**PBIT Rs 96 crore (11.5% vs. 6.8% YoY)**

- Higher capacity utilization
- Better price realization offsetting commodity volatility

# Motion

Exports sustain upward trajectory



**Orders Rs 1,041 crore**

**Order Backlog Rs 2,169 crore**

- Exports, package orders from motors & drives contributed to growth
- Bagged large traction convertor orders from Railways

**Revenues Rs 834 crore**

- Higher growth in HV Motors business
- Significant jump in exports

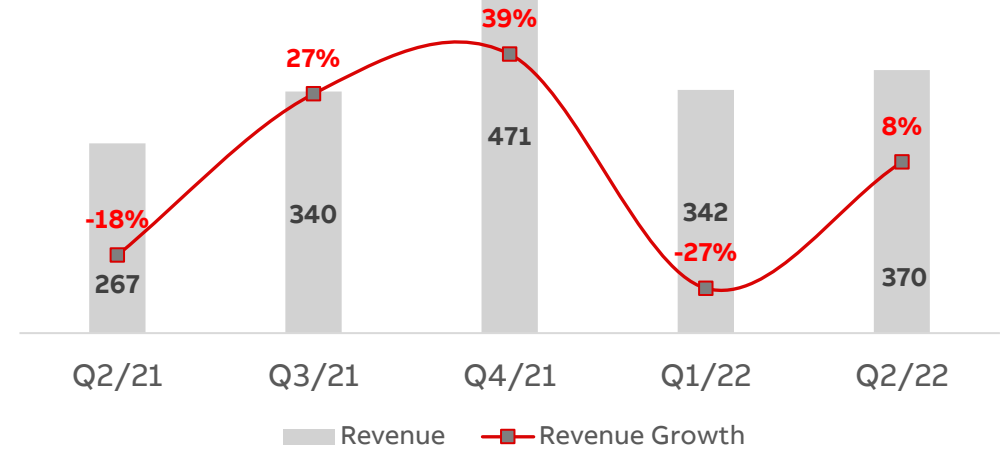
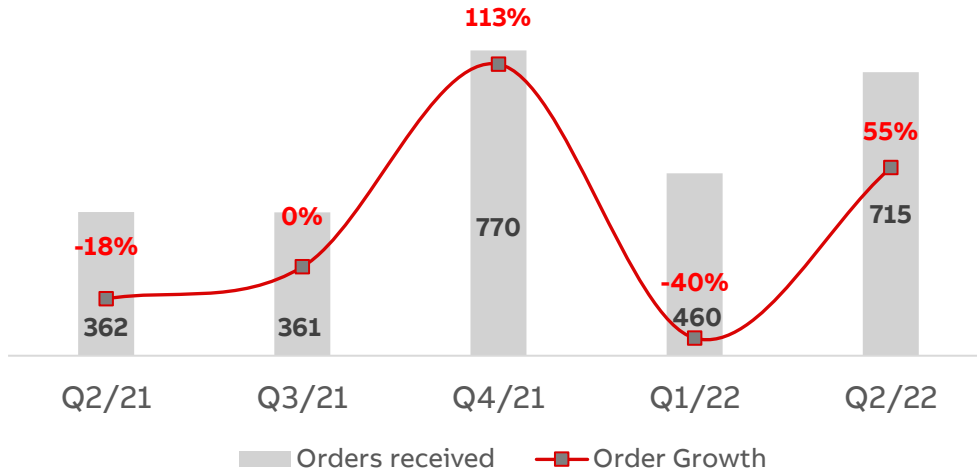
**PBIT Rs 74 crore (8.9% vs. 11% YoY)**

- Higher volume with better product mix and price realization
- MTM impact of commodities



# Process Automation

Positioned to gain on strong adoption trend



**Orders Rs 715 crore**

**Order Backlog Rs 2,172 crore**

- Significant orders from a steel, paint and cement major

**Revenues Rs 370 crore**

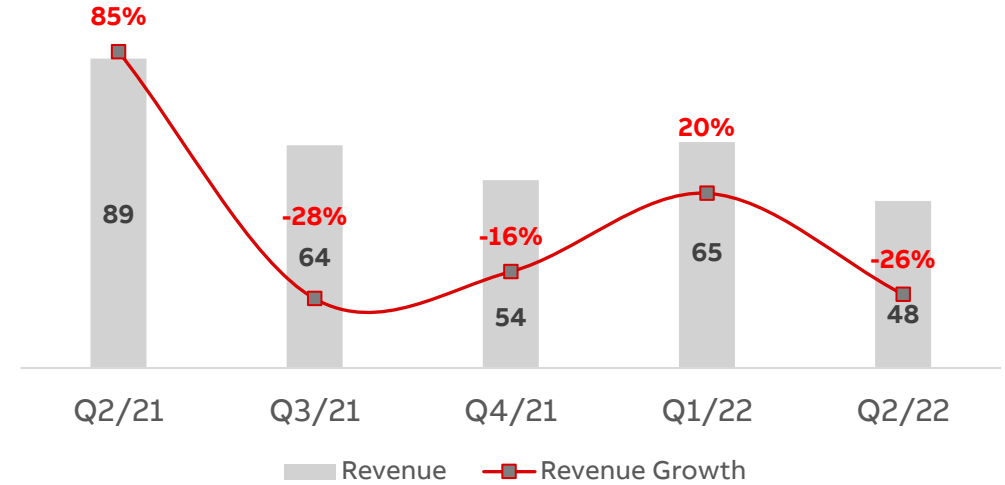
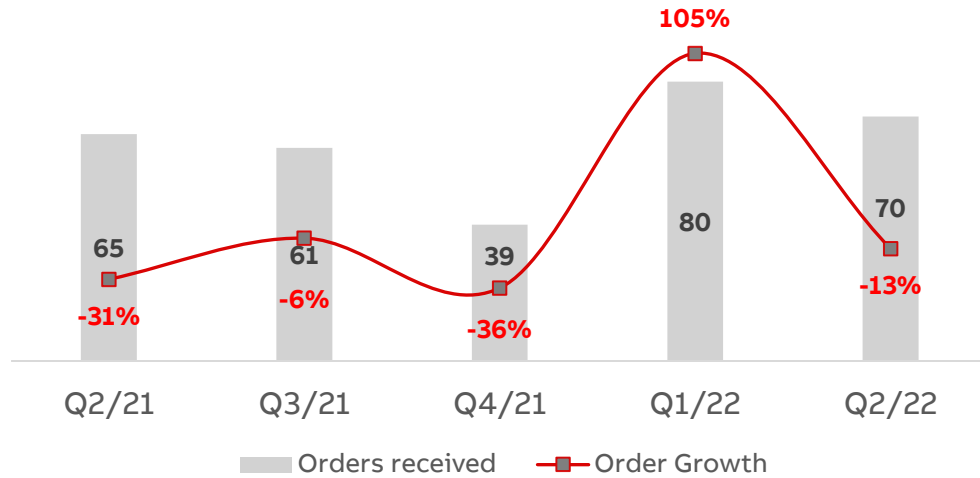
- Strong backlog execution across all business
- Service revenues contributed 28%

**PBIT Rs 40 crore (10.8% vs. 6.0% YoY)**

- Volumes and higher service revenues resulted in better profitability

# Robotics and Discrete Automation

Growth in orders, but deliveries remain impacted



**Orders Rs 70 crore**

**Order Backlog Rs 171 crore**

- Service orders led by system upgrades
- Automotive segments showing signs of investments
- Higher paint related orders

**Revenues Rs 48 crore**

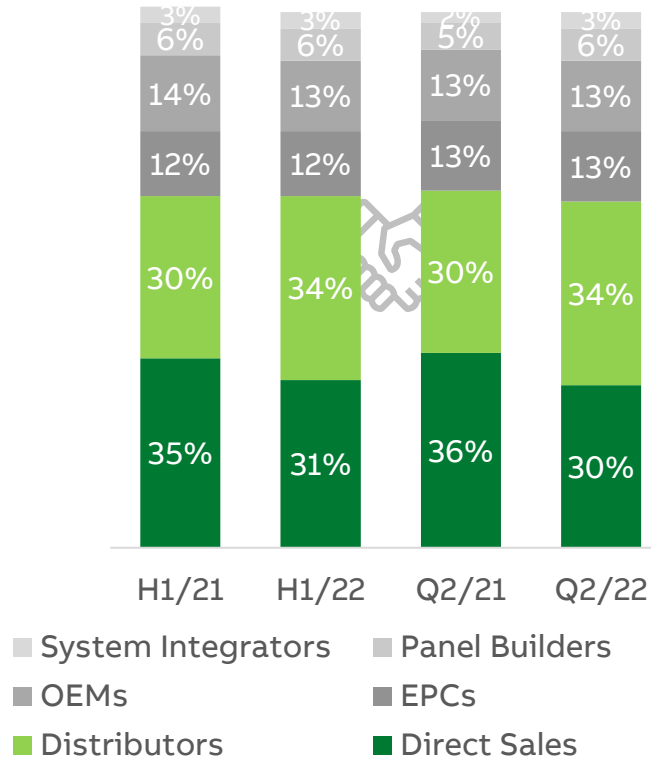
- High contribution from service revenue
- Supply chain headwinds impacting lead time

**PBIT Rs 6 crore (12.5% vs. 5.1% YoY)**

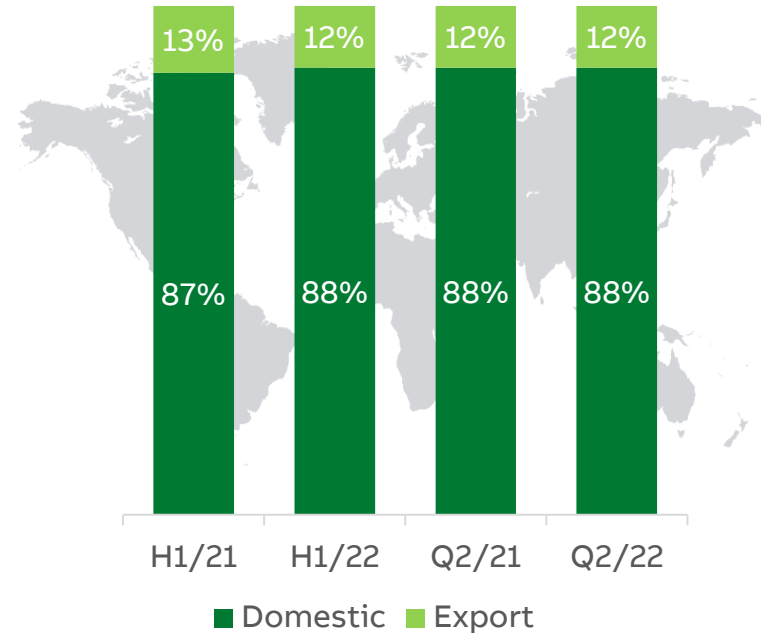
- Higher service revenue mix
- Increase in input cost

# Diversified, well-structured business model

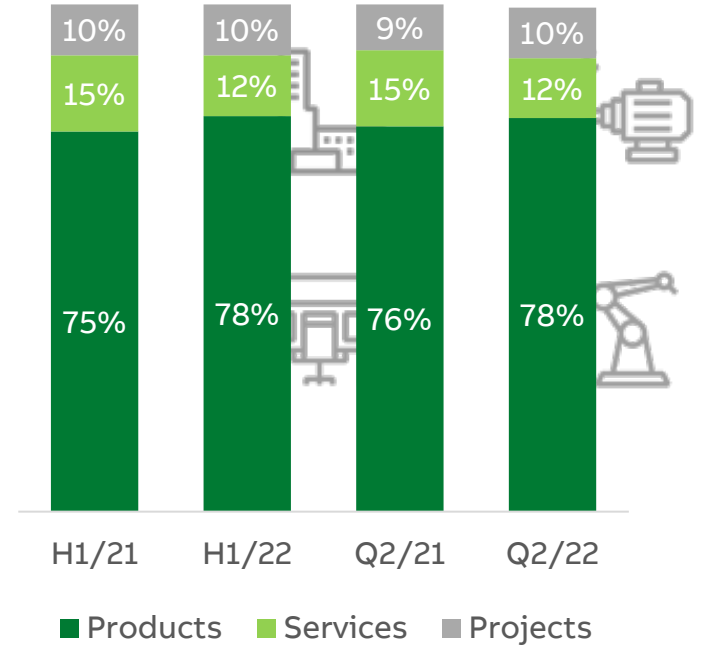
## Channels



## Geography



## Offerings



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# Writing the future: together

