



Date: April 02, 2020

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

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> floor  
Plot No. C/1, G Block  
Bandra-Kurla Complex, Bandra (E)  
Mumbai 400 051

**Atten: Listing Department**

Dear Sirs

**Subject: Disclosure under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Ref: BSE Scrip: POWERINDIA NSE Symbol: POWERINDIA**

We wish to inform you pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 that a Conference Call with Investors/Analysts is being organised on Friday, April 3, 2020 at 5:30 pm as per the details enclosed. Copy of the presentation material that would be presented at the said Conference Call is also enclosed.

You are requested to take the same on record.

Thanking you.

Yours faithfully,

ABB Power Products and Systems India Limited

AMMATANDA Digitally signed by  
AMMATANDA  
CHINNAPPA CHINNAPPA POOVANNA  
Date: 2020.04.02  
17:10:45 +05'30'

Poovanna Ammatanda

General Counsel, Company Secretary and Compliance Officer

Encl: as above



is pleased to invite you to the

## **Investor Conference Call**

of

# **ABB Power Products and Systems India Ltd**

(Scrip ID: POWERINDIA)

Represented by

**Frank Duggan – Chairman**

**Venu N – Managing Director**

**Ajay Singh – Chief Financial Officer**

**Manashwi Banerjee – Head-Communications**

**Poovanna Ammatanda – General Counsel, Company Secretary &  
Compliance Officer**

on

**Friday, April 03, 2020**

**At 17:30 hrs India Time**

### **Call-in Numbers**

**Universal Access:**

**+91 22 6280 1144 / +91 22 7115 8045**

**Local Access Number:**

**+91-7045671221**

Available all over India

### **International Toll Free Numbers:**

Hong Kong	:	800964448
Singapore	:	8001012045
UK	:	08081011573
USA	:	18667462133

### **International Toll Numbers:**

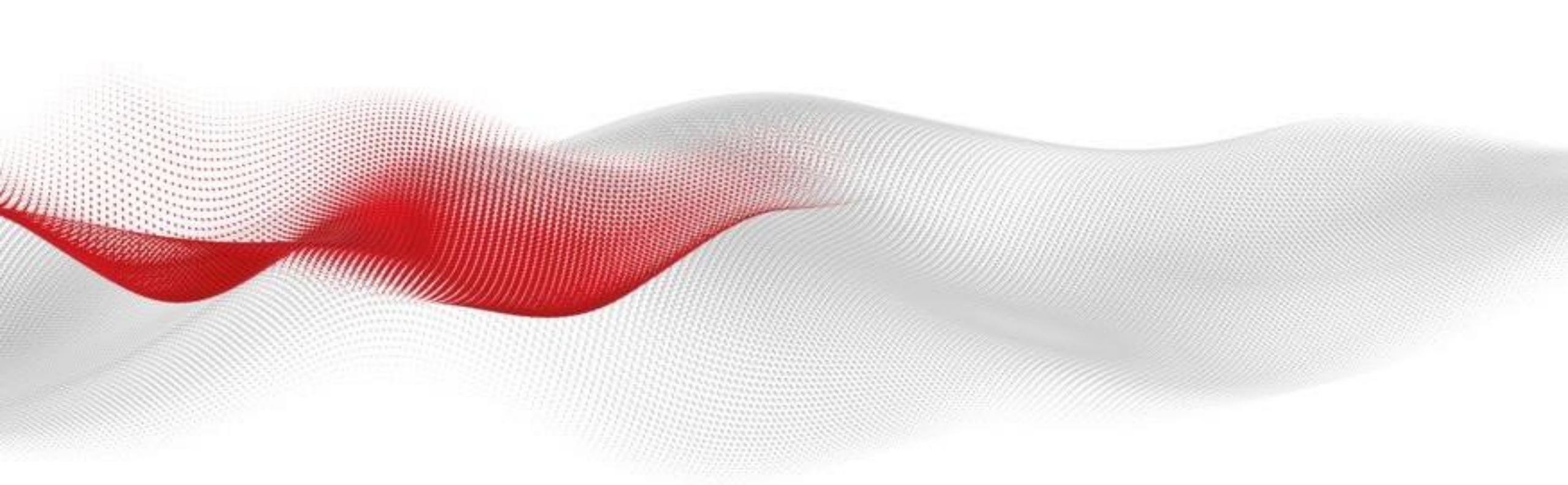
Hong Kong	:	85230186877
Singapore	:	6531575746
UK – London	:	442034785524
USA – Los Angeles	:	13233868721

*Call Co-ordinator*

**Mr. Rushad Kapadia:** Phone: +91 22 6637 7334, e-mail: rushad.kapadia@icicisecurities.com

*For any clarification, please contact:*

**Ms. Firohzi Dumasia:** Phone: +91 22 6637 7331, e-mail: firohzi.dumasia@icicisecurities.com



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APRIL 3, 2020

# **Shaping the future of sustainable energy**

ABB Power Products and Systems India Limited

N Venu, Managing Director



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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 Power Products and Systems India Ltd (referred to here on as the ‘Company’). 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:

- 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 for the Company’s filings with the Securities and Exchange Board of India (SEBI), including its Annual Report.

Although the Company 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.

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# Who we are

ABB Power Products and Systems India Ltd

# Our heritage in India

## Six decades pioneering innovation

1949

Hindustan Electric Company is incorporated and later acquired by Brown Boveri Cie (BBC). ASEA and BBC merge to form ABB in 1988

1989

Commissioned the first back-to-back HVDC transmission link for NTPC at Vindhyachal, connecting the northern and western grids



2015

Installed end-to-end power solutions for Delhi Metro, and SCADA to monitor and control the power network



2017

Commissioned the world's first multi-terminal UHVDC link - the 6,000MW, 800kV DC link connecting North-East India to Agra



2018

Partnering Indian Railways' electrification ambitions with extensive traction equipment orders



1965

First manufacturing facility in India is set up in Maneja, Vadodara - the circuit breaker factory



2002

India Operations Center - the second largest base of HVDC engineers - launched in Chennai



2016

Energized the world's highest rated 1,200kV transformer



2017

First digital substation for reliable, round the clock power to serve the 350 companies for India's largest Information Technology park



We are invested in India – developing world class manufacturing base, commissioning landmark projects, shaping future talent

# About us

Deeply entrenched in the market, well-networked with customers



~3,230 cr revenues (9M)



**1000+ customers**



17 sales offices



~2,244 employees



Maneja



Savli



Peenya



Halol



Mysore

**16 manufacturing units in 5 locations**

# Most comprehensive grid portfolio, across the value chain

Partner of choice for enabling a stronger, smarter and greener grid

## Products and components

Broadest portfolio and footprint



## Software and automation

Deepest application know-how



## Systems

Technology and innovation leader



## Service

Largest installed base



## Planning and building solutions



## Global Technology and Market Leader

Digital grid pioneer

## Operations and maintenance solutions





# Management team



**Venu Nuguri**  
Managing Director



**Ajay Singh**  
Chief Financial Officer



**Raja Radhakrishnan**  
Country HR Director



**Akilur Rehman**  
Chief Technology Officer



**Karthik  
Krishnamurthi**  
Head Sales & Marketing



**Poovanna A**  
General Counsel,  
Company Secretary &  
Compliance Officer



**Manjit S Sethi**  
Head of Transformers



**Rupinder Singh**  
Head of High Voltage  
Products



**Ahmad Khan**  
Head of Grid Automation



**Ramkumar D**  
Head of Grid Power  
Quality Solutions



**Saji S**  
Head of HVDC



**Manashwi Banerjee**  
Head of  
Communications

A strong team with rich industry experience, dedicated to delivering value

# Board of Directors

## Frank Duggan



**Chairman, Non-Executive Director**

## Venu Nuguri



**Managing Director  
And Head of Power  
Grids business in  
South Asia region**

## Sanjeev Sharma



**Non-Executive Director  
Managing Director of  
ABB India Ltd**

## Mukesh Butani



**Independent Director  
Founder of BMR Legal  
Advocates, a tax law  
firm in India**

## Akila Krishnakumar



**Independent Director  
Former President –  
Global Technology  
and Country Head of  
SunGard (now Fiserv)  
in India**

## Nishi Vasudeva



**Independent Director  
Former Chairman and  
Managing Director of  
Hindustan Petroleum  
Corporation Limited**

Leveraging diversity in thought and experience to help us shape the future of energy

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# Our world in 2050

Global trends impacting markets and customers

# Our world in 2050

Major global trends impacting our customers

limit global warming

# 1.5°C

hit net zero by 2050

# 9 billion

People on our planet

# 1 billion

without reliable  
electricity

# 80%

more energy  
consumed

# 50%

power sourced from  
wind and solar

global economic shift

# E7

 countries

Economies double G7

# 68%

people living in cities

Rapid growth of

# EVs

250MN stock by 2030

# 500 BN

IOT connected devices

predicting everything

# AI, MR

 digital  
twins...

Social media boom

# TRUST

is more important

## Our purpose

**“Shaping the future of sustainable energy, with pioneering technologies, as the partner of choice for a stronger, smarter and greener grid.”**

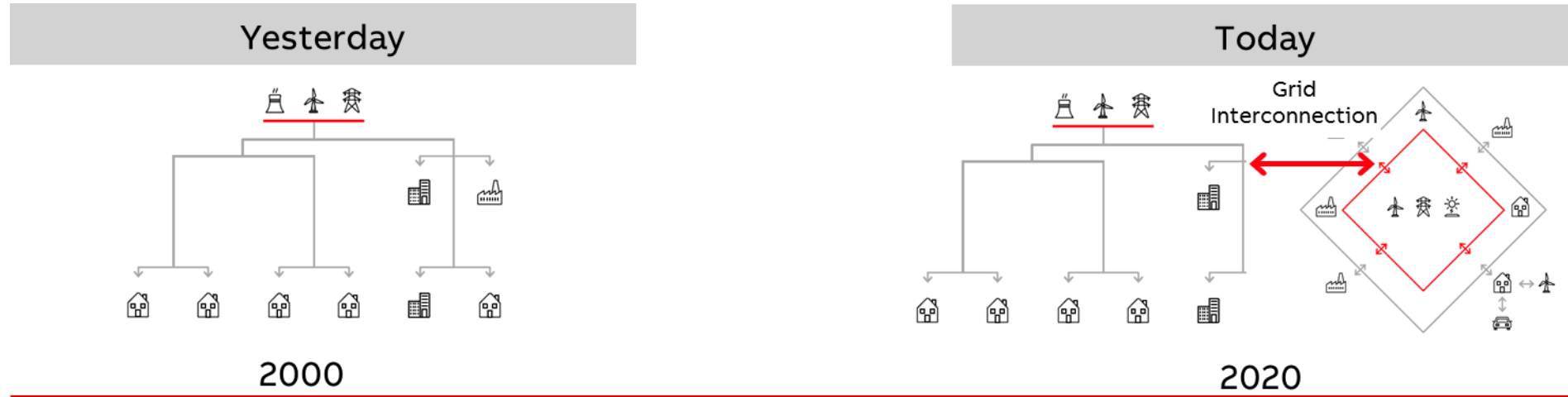
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# Market Overview

Big shift in power and energy

# Grid Evolution

Today and in the near future

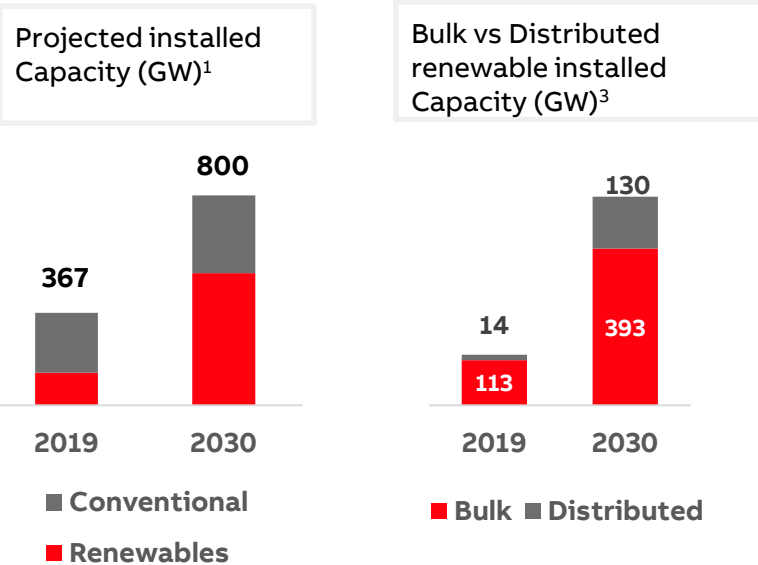


## Factors:

- Global warming – ecological threats
- Stimulated, regional introduction of renewables
- Exponential reduction of photovoltaics & battery storage costs
- Consumer to Prosumer development
- Digitalization trend
- Interconnection technology development

# Power sector transformation – center of energy & industry revolution

## Shift in growth of electricity sources



## Customers & consumers: more diverse, more grid feed-in & take-out points

Utilities



Industry, developers, new players<sup>1</sup>...



## Suppliers: shift in differentiation

Power Infrastructure  
enabling flow of electrons



Automation, design control, optimization,  
digitalization – enabling the flow of bits & bytes



Shift in generation mix, customer diversification and supplier differentiation

<sup>1</sup> Source CEA Draft Report

<sup>2</sup> Renewable category includes hydro and flexible capacity, conventional category includes nuclear plus all fossil fuel capacity

<sup>3</sup> 40% capacity additions considered in rooftop solar, Distributed includes, biomass, geothermal, onshore wind, small solar, small scale batteries, demand response



# Long-term market opportunities

Supply/demand evolution and grid complexity will result in new markets

## Power supply evolution



Shift from centralized conventional to mix of bulk and distributed renewables  
Additional flexible storage and interconnections

## shifting demand



Increasing electrification of Transport & Industry  
EV charging creating new demand patterns  
New consumer types: prosumers, demand management, data-centers

## digitalization across the value chain



Big data enabled analytics, real time control and electricity markets  
Digitalization of infrastructure, rising importance of cyber and physical security  
New business models for collaboration across the value chain

## all driving robust power grid market growth



Increasing complexity: supply volatility, bi-directional flows, more feed-in points, transmission over larger distances  
Market deregulation: unbundling, new investors, new business models

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# Creating value for customers

ABB Power Products and Systems India Ltd

# Strong customer focus

Key customers of ABB Power Products & Systems India Ltd

## Utilities

PGCIL	GETCO	BHEL
KPTCL	Tata Power	CESC
Torrent Power	ACME	Ceylon Electricity Board

## Industries

Adani	Reliance	Indian Oil
JSW	Tata Group	Aditya Birla Group
ONGC	Vedanta	HPCL

## Transportation & Infrastructure

Indian Railways	Bombardier	Larsen & Toubro
Delhi Metro Rail	Kochi Metro	Alstom
KEC	Bangalore Metro	Kolkata Metro

Powering the energy revolution for over 1,000 customers across verticals

# Our portfolio

Pioneering technologies for a stronger, smarter and greener grid

## Products, systems, services and software across the value chain



### Grid Automation

- Communication Networks
- Enterprise Software
- Grid Edge Solutions
- Grid Automation Products
- Grid Automation Systems
- Asset Management Solutions
- Energy Portfolio Management
- Workforce Management Solutions
- Services



### Grid Integration

- System Integration
- HVDC - Grid interconnectors; city infeeds
- Power Consulting
- FACTS & Power Quality
- e-Bus charging systems (TOSA)
- Substations & Services - Digital substations; Hybrid and mobile solutions



### High Voltage Products

- Live Tank Breakers
- HV Instrument Transformers
- Disconnectors
- Capacitor & Filters
- GIS
- Hybrid switchgear - PASS
- Service



### Transformers

- Power Transformers
- Reactors
- Traction Transformers
- I&C (Insulation & Bushings)
- Dry Transformer
- I&C (Insulation & Bushings)
- Service

# Investing in our future

Experience centers for engineers; pilot programs for society

**Institute & experience center for customers & future engineers to understand core and digital power technologies**




**Pilots to develop and test new electric buses using ABB's world's fastest flash-charging technology - TOSA**




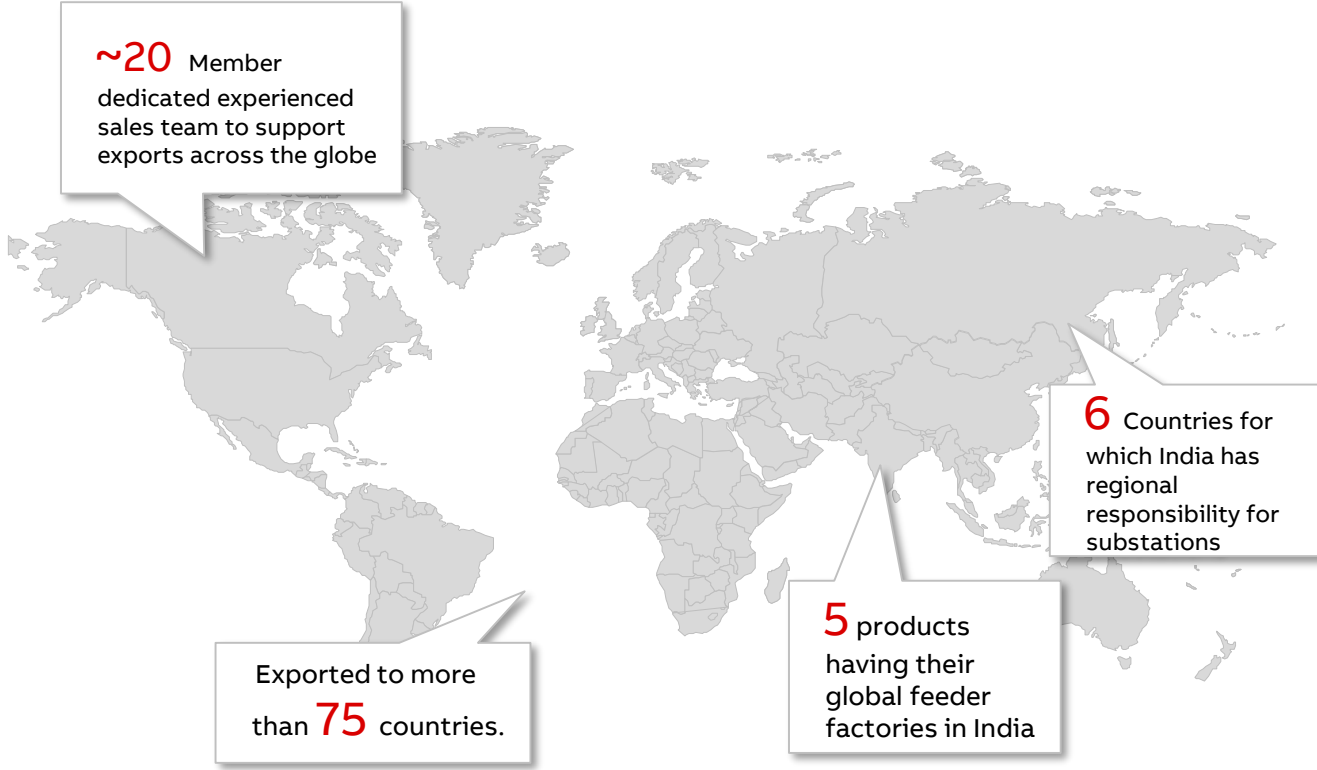
# Delivering across countries and economies

“Make in India, for India and the world”

 **15-20% of orders**

 **Products, systems, services & expertise**

 **Supplied to** more than 75 countries across the world



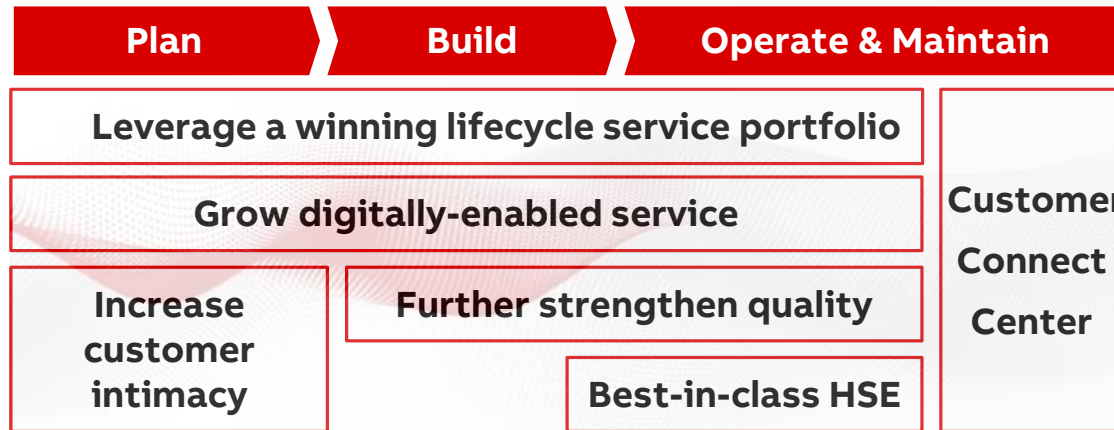
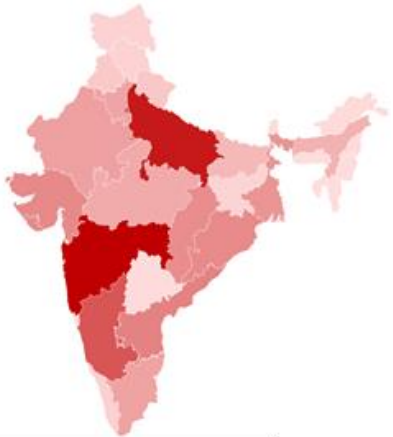
# Service: a lever for profitable growth

Paving the way for PG to build trusted relationships, and become a partner of choice

## Power Grids Service:

- 10-15% of orders
- Largest installed base
- Employees: **500+**
- Service centers close to customers

ABB-PG Installed Base Heatmap



## The Service Commitment

- › Build **sustainable lifecycle partnerships** by growing **long-term service agreements** and providing a **valuable business foundation**
- › Enable customers to boost system **reliability** applying **digital solutions**
- › Drive customer business impact through **advanced services and innovative O&M strategies**
- › Leverage an **industry-leading installed base, footprint and expertise**

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# Contributing to India's sustainable development

Landmark projects – making the grid stronger, smarter and greener



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# Shaping the future of sustainable energy

Integration: A critical element in achieving the government's renewable ambitions

**Connecting 648MW of reliable solar power to the grid**

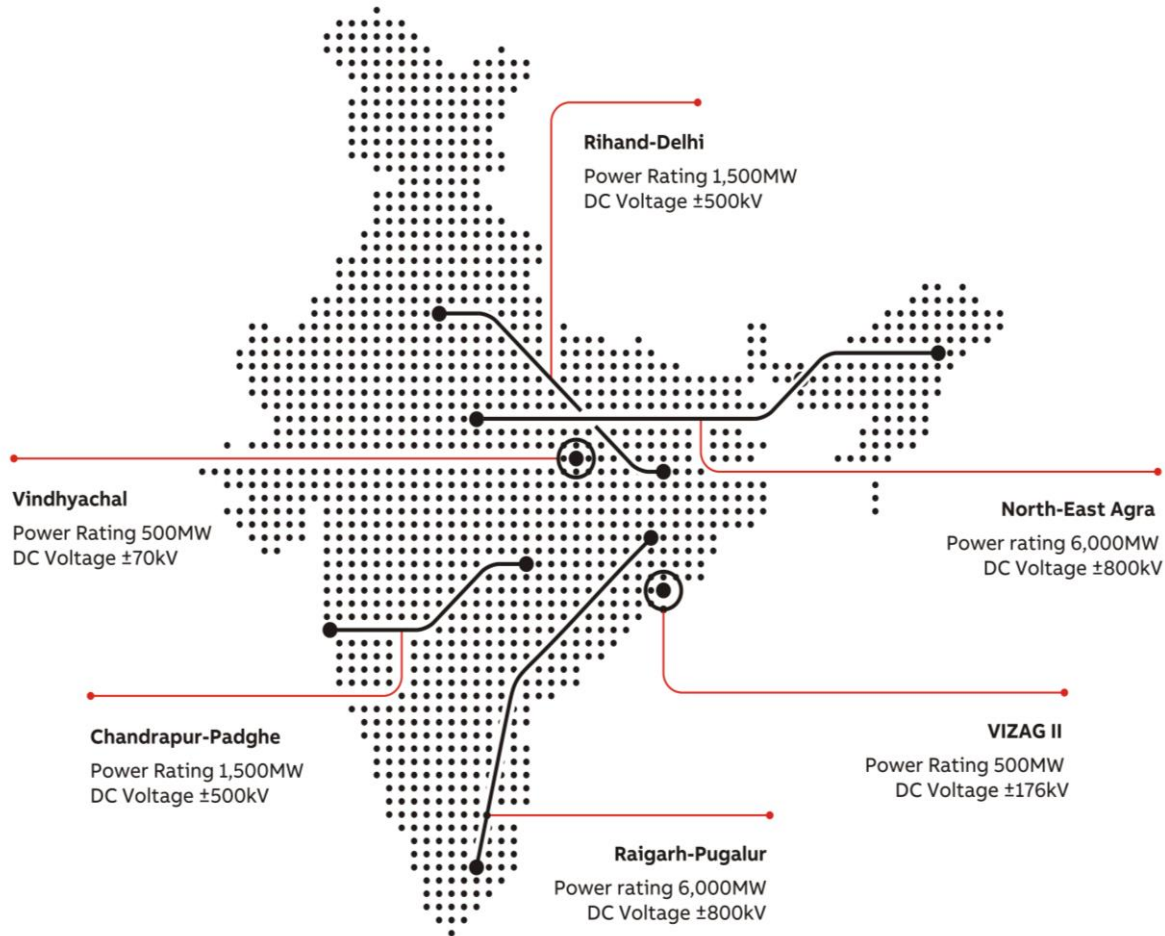


**100% of dry-type transformers in Gamesa's wind turbines**

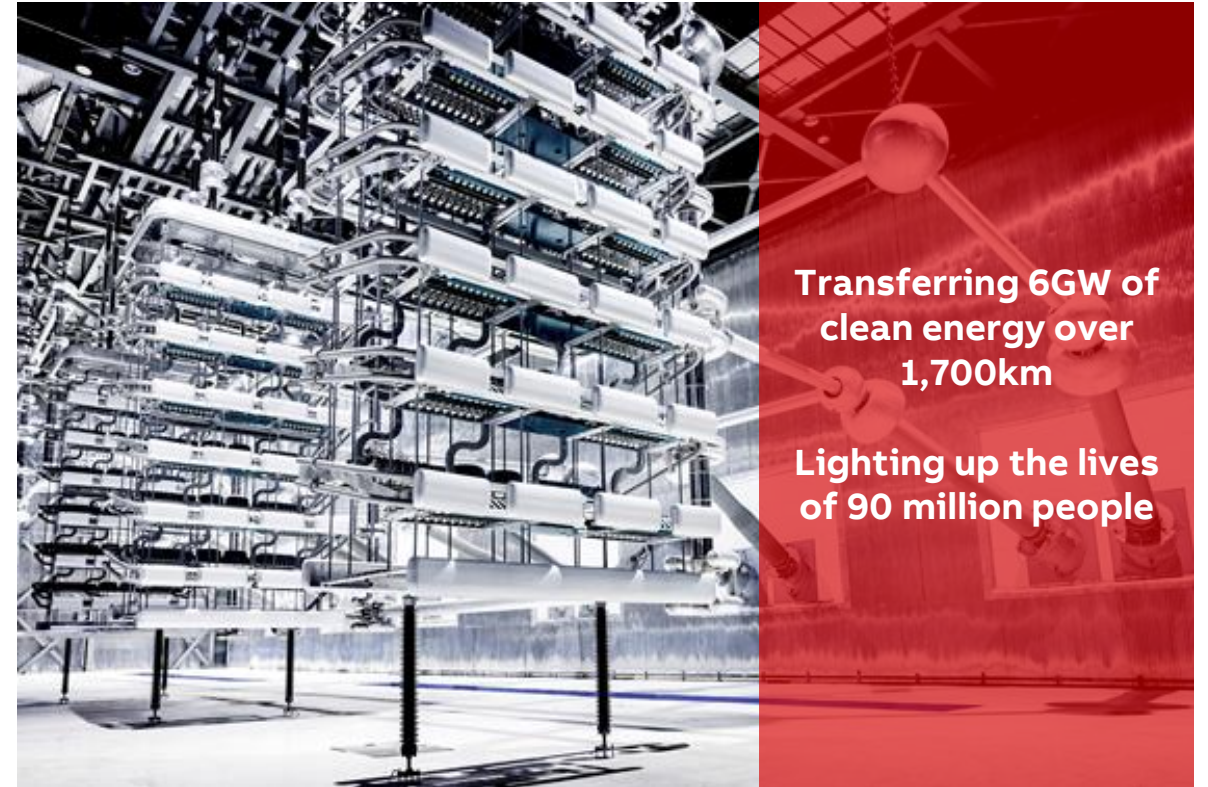


# Pioneering HVDC technology in India

50% of HVDC links in India by ABB



## North-East Agra – world's first multi-terminal UHVDC link



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# Ensuring reliable power for quality industry output

Reducing the environmental footprint of 'Make in India'

**Islanding solution for the world's largest oil refinery**



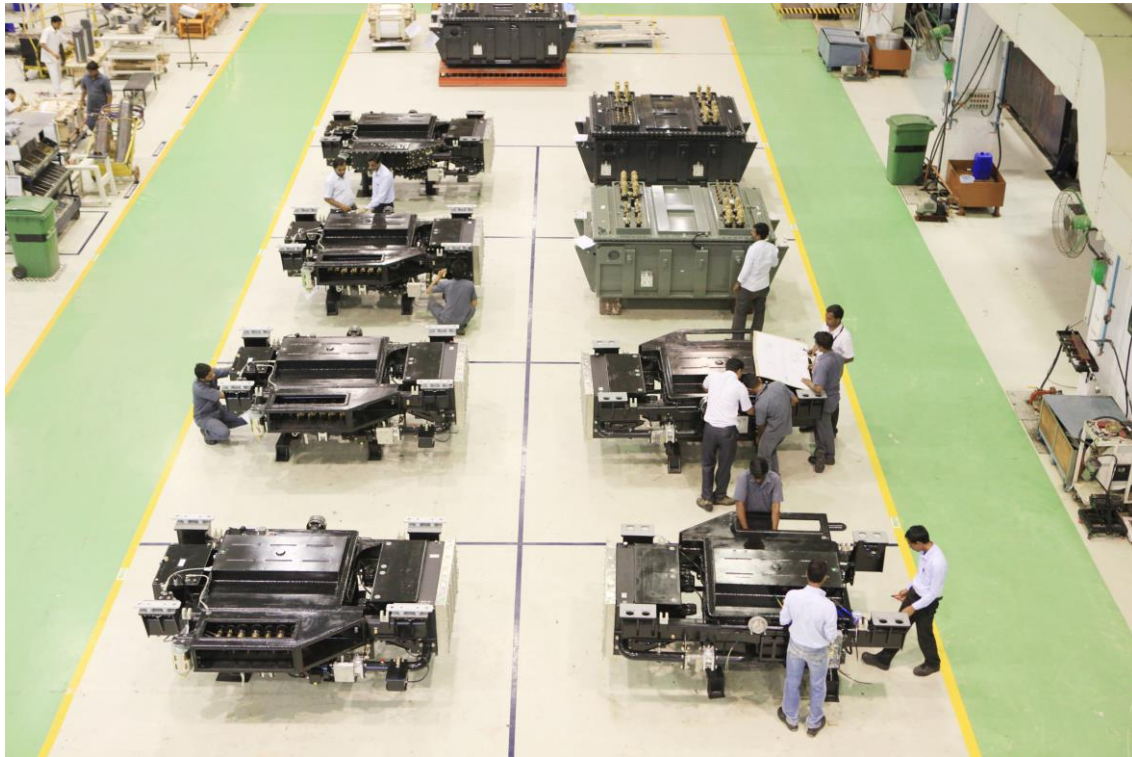
**Substations & asset management for energy intensive industries like mining, cement, steel**



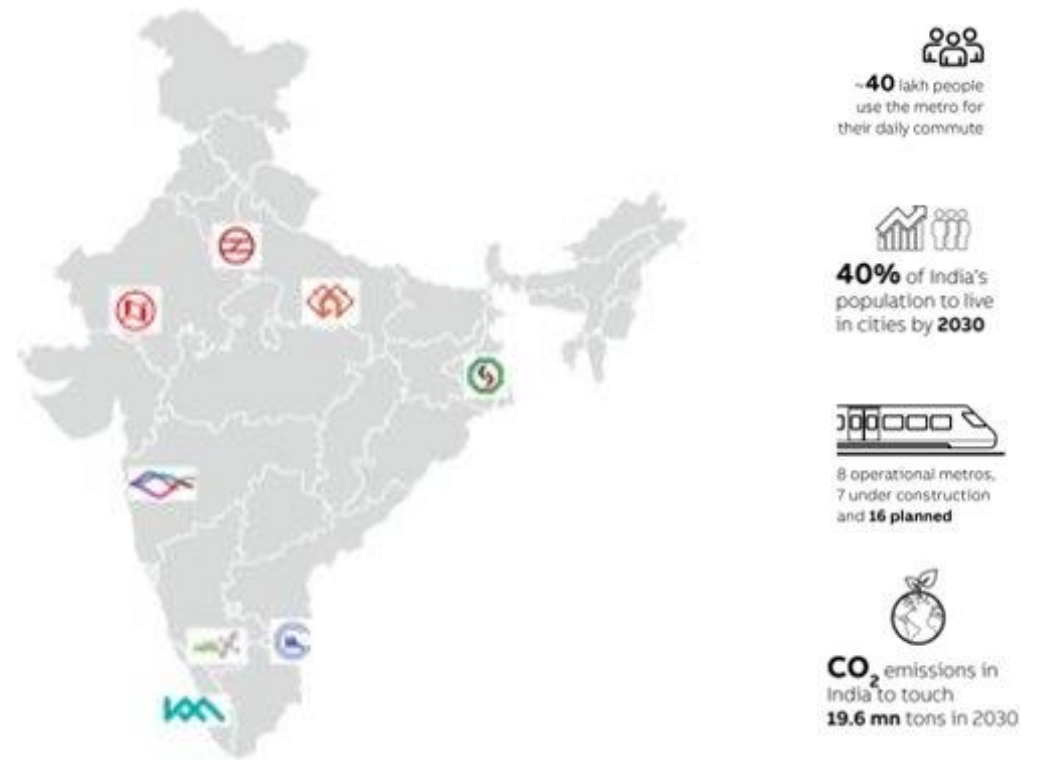
# Powering the future of mobility

From railways to digitalized metro rail

**Modernizing Indian Railways – 1600 traction transformers for 800 new electric freight locomotives in India**



**All metro rail services in India use ABB SCADA systems to monitor and control their networks**



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# Smart data needs smart power

Globally, data centers will account for 25% of total energy consumption by 2025

**100kV GIS substation to power data center in the heart of Mumbai**



**Digital substation to ensure quality power for India's largest IT park**



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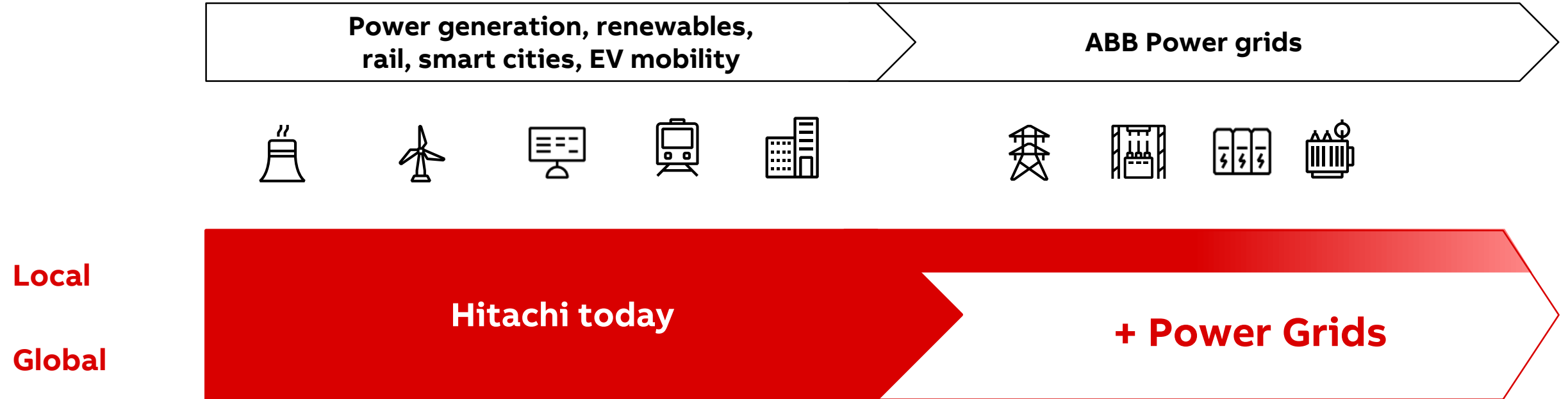
# Joint Venture (JV) with Hitachi\*

Investing in and strengthening a global leader in power grids

\*Subject to the satisfaction of various conditions precedent including receipt of customary regulatory approvals such as antitrust clearances, including from the Competition Commission of India, and other governmental approvals and the successful completion of the conditions set out in the SPA

# Hitachi investing in and strengthening a global leader in power grids

Acquiring\* a majority stake in Power Grids



**ABB Power Grids to bring significant scale and value to Hitachi**

# Attractive future for customers and employees

Compelling combination of complementary strengths\*



## Hitachi

Energy infrastructure core

Large project financing

Global reach with strength in Japan

## Power Grids

Global #1 for a stronger, smarter and greener grid

Digitalization leader

Industry leader for profitability





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# ABB Power Products & System India Ltd

Financial Overview

# Performance highlights

April-December 2019\*

## Performance summary

	INR Crore
Performance indicator	Apr-Dec 2019
Total Orders Received	2,642
Order Backlog (end of period)	5,101
Revenue	3,231
Profit Before Tax (PBT) before exceptional item	261
Exceptional Item (Demerger Expenses)	41
Profit Before Tax (PBT) after exceptional item	221
PBT % before exceptional item	8.1%
PBT % after exceptional item	6.8%
Profit After Tax (PAT)	165
PAT %	5.1%
Operational EBITA margin	9.0%

\*for the nine month period ended December 31, 2019. All figures in INR Crore

## Key ratios

Effective tax rate	25.0%
Earning per share (INR)	44.7
Debtors Turnover	2.02
Inventory Turnover	6.71
Current Ratio	1.07

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# Vision and Strategy

ABB Power Products and Systems India Ltd

# Power Grids Vision 2025

## \*Growth and portfolio shift



- Consultancy, Service, Software
- Digitalized products and systems (incl. automation)
- Conventional products and systems

## Ambition

Expand revenue from service  
Fully digitalized portfolio  
#1 Grid planning, Grid automation and software  
Renewables integration and storage  
Best-in-class, quality, delivery and operations

## Perform

Strengthen #1 market position  
Grow faster than market  
Predictable earnings and cash returns  
Embed UN Sustainable Development Goals



**“Shaping the future of sustainable energy, with pioneering technologies, as the partner of choice for a stronger, smarter and greener grid.”**

**ABB**