

May 17, 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 made to Analyst on Monday, May 17, 2021 as per Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref : BSE Scrip: 543187 (POWERINDIA) NSE Symbol: POWERINDIA

We are sending herewith a copy of presentation made to Analyst- ICICI Prudential MF on Monday, May 17, 2021 for the information of the Stock Exchanges.

The recording of the call has been uploaded on website of the Company at following link:
<https://www.hitachiabb-powergrids.com/in/en/investor-relations/other-communications>


We will shortly be sharing the transcript of the call.

Please take the above information on record.

Thanking you.

Yours faithfully,
For ABB Power Products and Systems India Limited

AMMATANDA
CHINNAPPA
POOVANNA

 Digitally signed by AMMATANDA
CHINNAPPA POOVANNA
Date: 2021.05.17 22:37:47 +05'30'

Poovanna Ammatanda
General Counsel and Company Secretary

Encl: As above

PUBLIC

HITACHI

ABB

ABB Power Products and Systems India Ltd.

Investor interaction

POWERING GOOD FOR SUSTAINABLE ENERGY

2021-05-17

HITACHI ABB POWER GRIDS

© Hitachi ABB Power Grids 2021. All rights reserved

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.

Focus area to tide through wave 2:

Drive vaccination for all employees

Continued mass testing to identify asymptomatic carriers

Ensuring safe business continuity by reinforcing COVID appropriate behavior



Aiding healthcare system:

- medical infrastructure ramp-up for hospitals, facilitating makeshift care units through over 100 extra beds (including ICU)
- supply of critical equipment such as infusion pumps, defibrillators, ECG machines, crash carts, and neo-natal resuscitation kits
- funds to address shortages of oxygen concentrators, essential drugs and consumables, and healthcare professionals such as doctors and nurses

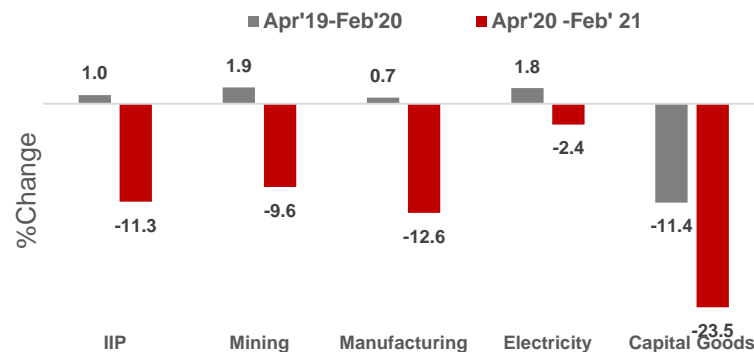
Protecting our people

- 90%+ of employees >45 years vaccinated
- 100+ Oxygen concentrators for employees across India

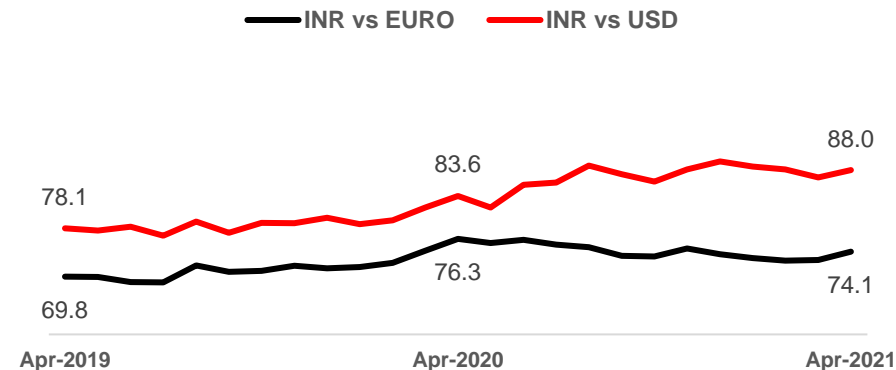
Macro-economic snapshot

- COVID-19 Second wave in the country. **Daily cases cross 380k mark and rising**
- Supply chain disruption** due to lockdown, night curfew and **restriction on use of Oxygen**
- Vaccination available for all above age 18 from May
- India's High-Frequency Indicators Plateau in 2021 after showing growth in Q4-20
- Oil prices remains high, and retail inflation rises to 5.52% in March
- Demand for electricity during evening peak hours rose 5% and overall demand continues to be strong**

Industry growth (IIP²) – Contraction in the first two months of the year



Rupee appreciates ~3% against the USD in last 12 months



High Frequency Indicators*

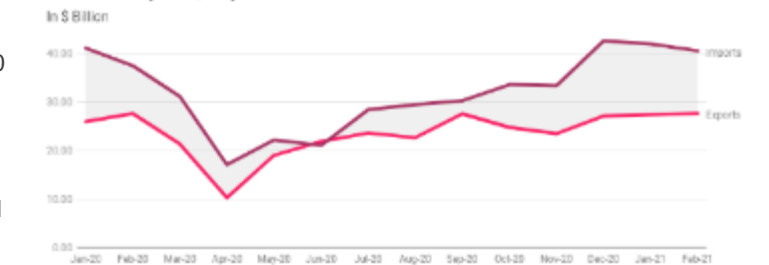
Manufacturing PMI Holds Steady



E-Way Bill Collections Plateau



Level Of Exports, Imports Flatten



* Source: Bloomberg, PMI – Purchase Manager Index; 2-IIP – Index of Industrial Production;



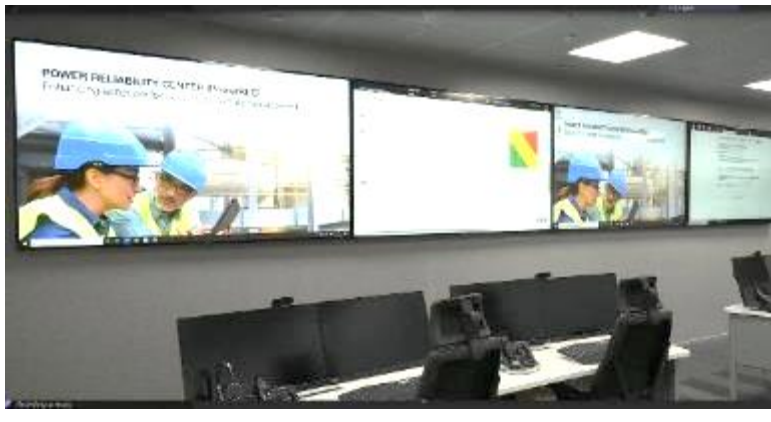
Energy & Digital World: Working through the energy transition by collaboration



INR 124 crore project win from BALCO – for reliable power performance



Cyber security audit and implementation across distribution network in Mumbai



Established Power Reliability Center – accelerating digital adoption

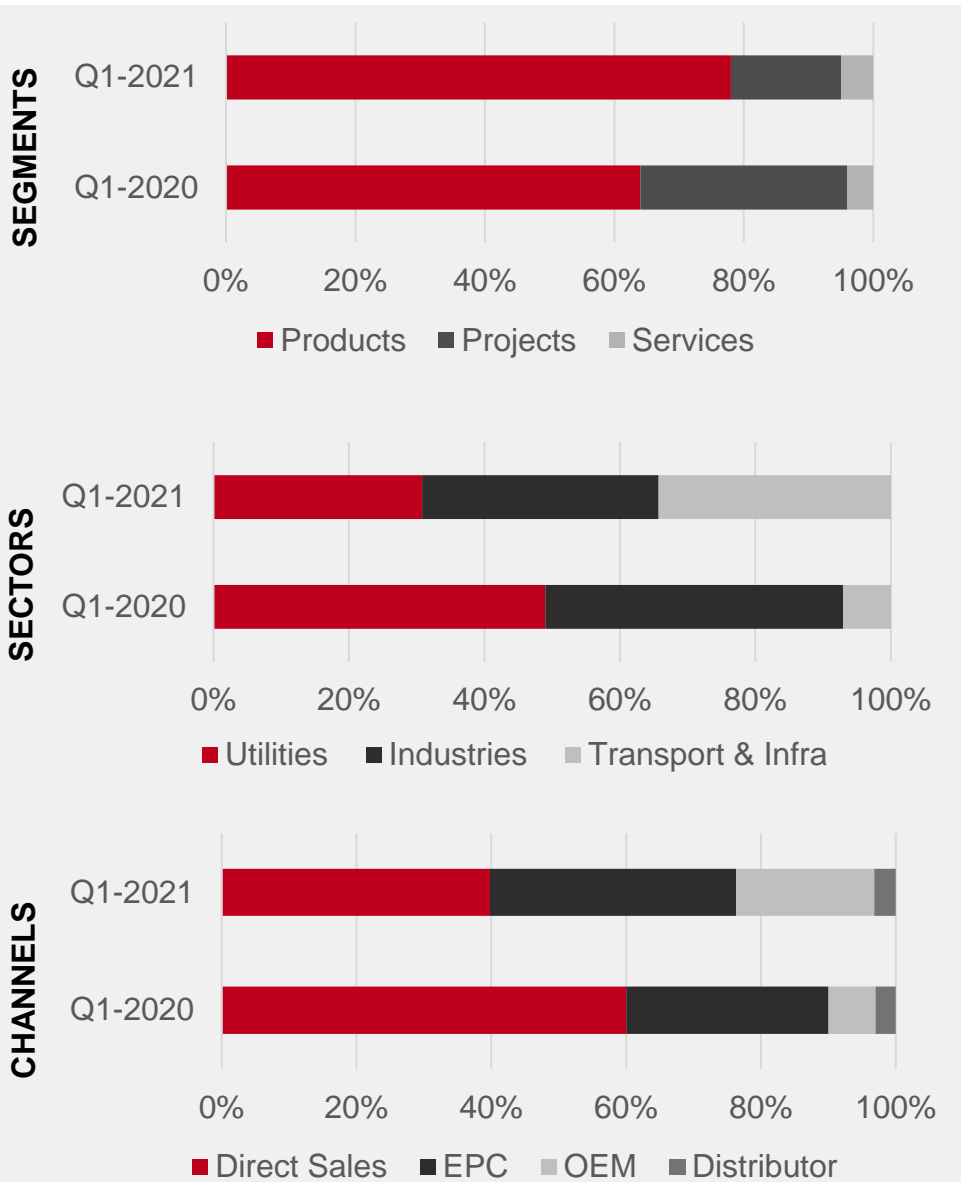


Ester-filled transformer commissioned for Tata Power – delivering environmental value



Social ecosystem partnerships like Sikshana – Women in engineering

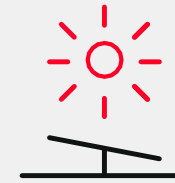
Order distribution: Balanced across segments and channels



Performance in Vision 2025 focus areas

Renewables (Solar + Wind)

~1 GW of cumulative solar orders catered for in Q1-21 with major order from JSW



2021 vs 2020: ↓

Power Quality

Reliable power for all
Increased electrification of industries & transportation



2021 vs 2020: ↑

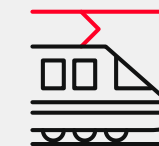
2021 vs 2020: ↑↑



Datacenters

India privacy laws
Remotely connected economy
Advent of 5G

2020 vs 2020: ↑



Railways & Metros

Urbanization
Freight corridors
Net zero ambitions



Datacenters

High voltage s/s: Air-/gas-insulated s/s; engineered packages; Grid connection studies; Digital substations; Dry type transformers

Electrification: Power distribution; Back-up power; Data center automation; Battery storage; Power quality; Power consulting; cybersecurity



Electric Mobility

- Grid-eMotion™ Fleet: Large-scale EV charging
- Grid-eMotion™ Flash: Flash-charging
- e-mesh™: Energy Mgmt System; Network Automation; Protection & Control; Grid-eMotion™ Fleet and PowerStore™
- Charging and power Infrastructure; Stationary Energy Storage



Renewable energy

- Preconstruction services: advisory services and FEED
- Fit for purpose products and components
- Grid connection: product and engineered packages
- Grid code compliance and power quality
- HVDC
- BESS
- Monitoring, Control and automation
- Asset management and service



Power Quality

- FACTS
- Fixes Series Compensators
- Stasis Frequency Convertors
- Phase shifting transformers
- Reactors and inductors
- Transformers with Transient Voltage Protection Technology
- Capacitors and filters
- Power Consulting

Making in India for India and the world, for over six decades. More than 80% of portfolio today is locally manufactured

EconIQ in action – Eco-efficient High Voltage Products



Game changing technology for SF₆ alternatives to reduce environmental impact

Pioneered the world's first high-voltage eco-efficient GIS as an alternative to SF₆

>50% reduction of CO₂-equivalent emissions throughout the total lifecycle

Over a decade of innovation in eco-efficient technologies

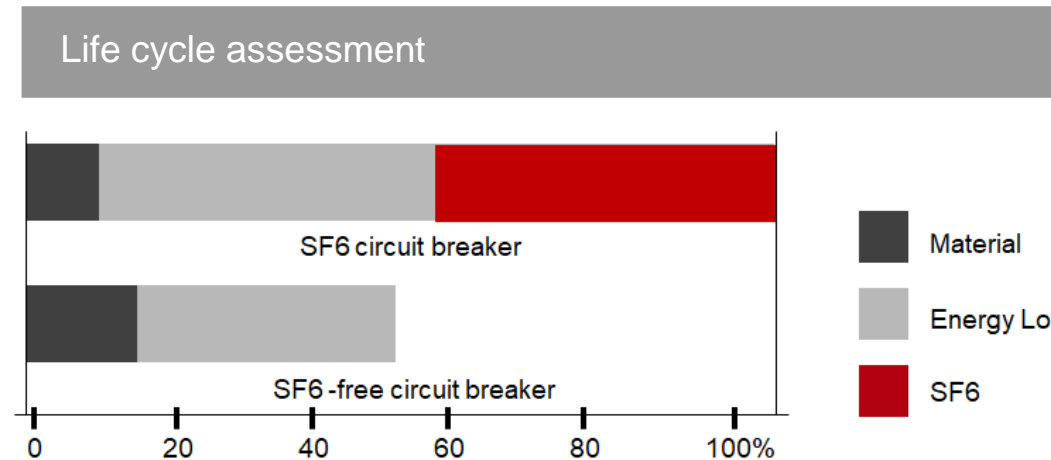
Based on reliable technology for gas circuit-breaker

Longest field experience worldwide

Scalable to ultra-high voltage for both interruption and insulation

Standard solution for the industry

Future proof compliant to future environmental regulations



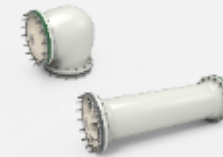
Gas-insulated switchgear (GIS) ELK-04, 145 kV



Live Tank Breaker LTA 72.5 kV



Live Tank Breaker LTA 145 kV



Eco-passive elements for GIS 420 kV

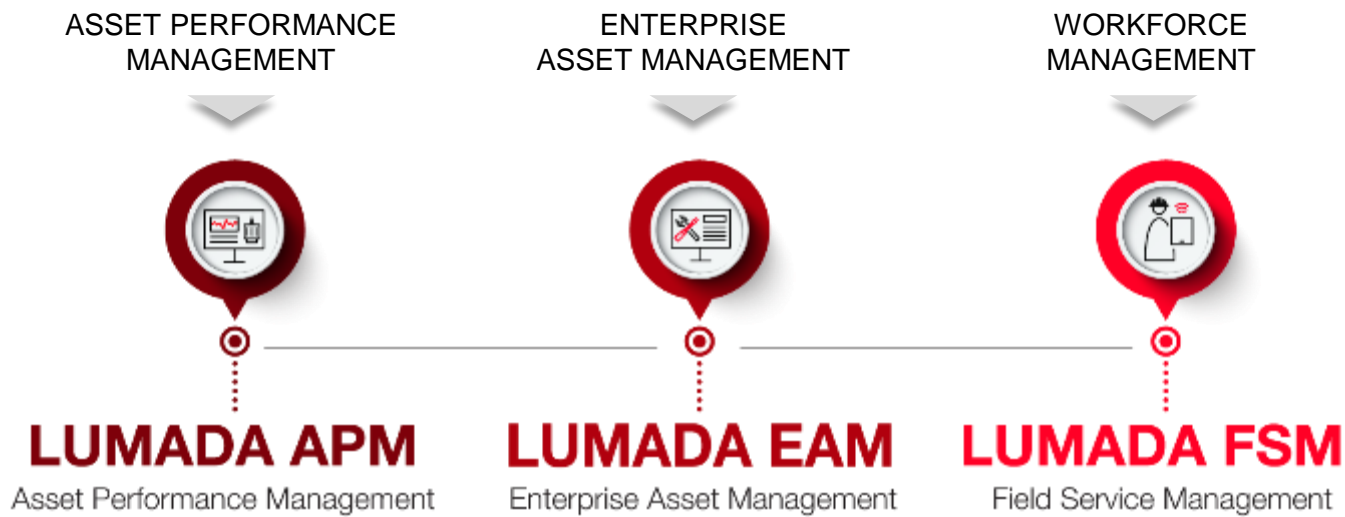


Disconnecting Circuit Breaker (DCB) LTA, 72.5 kV and 145 kV

¹Lifecycle Assessment Lifetime of equipment: 30 years. Assumed gas leakage rate: 0.1 percent p.a. accumulated over a period of 30 years, 1 percent loss during handling, 1 percent loss during decommissioning.

Digital Enterprise joins Lumada ecosystem

On January 27, 2021, Digital Enterprise software solutions became flagship applications within Hitachi's Lumada ecosystem and have been rebranded as Lumada Enterprise Asset Management (EAM), Lumada Asset Performance Management (APM), and Lumada Field Service Management (FSM).



SYNERGIES IN ACTION

- Similar DNA: modern software architecture
- Interoperability
- Cloud, on-premises, hybrid deployment options

CUSTOMERS WILL BE ABLE TO:

- Leverage Hitachi's industry-leading IoT platform, analytics, data capabilities, and more...
- While retaining all the capabilities of our proven solutions...
- With no impact to current installed base but a clear migration path when they are ready



Traction Transformer expansion, Savli¹
Transformer Bushing expansion,
Maneja



Capacitor expansion, Bangalore
Increased localization in AIS & GIS feeder
factories, Savli



PowerREC - Remote reliability care
center, Bangalore



Making in India for India, and the world



Growth levers

Rail, renewables, data centers

Industries undertaking green transition

Government infrastructure investment; green corridors

Digitalization of grid

Increased power consumption, including from shift to virtual



Strategy

Focus on high growth segments

Accelerate growth through services, digital solutions and exports growth

Targeted customer engagement – CXO meets, customer/industry focus EDW



Execution

Continuous quality improvement

Sustained cash focus

Lower carbon footprint of own operations

Greater share of localized content



People

Safety – drive vaccination, reiterate COVID19 appropriate behavior

Build diversity and integrity

Balance mix of competencies with strategy:

- Digital & software
- Services
- Energy automation

“
Electricity
will be the
backbone
of the
entire
energy
system

01

Accelerated shift from fossil-based to renewable power generation

02

Growing electrification of Transportation, Industry and Buildings sectors

03

Sustainable energy carriers, complementary to direct electrification

Fast facts

- “ Electricity demand will more than triple by 2040*
- “ Electrification improves energy efficiency
- “ All market sectors converting towards electrification
- “ Energy sector-coupling beneficial

So what?

Digital and energy platforms are needed...

...to manage the enormous power system energy transition challenges:

- increased complexity
- additional capacity

for CO₂e
reduction

Profit & Loss Statement

INR crore

12M 2020	Performance Indicator	Q1, 2021	Q4, 2020	QoQ %	Q1, 2020	YoY%
3,217.7	Total Orders Received	848.9	826	2.77	934.2	-9.13
4,954.8	Order Backlog (end of period)	4,777.7	4,954.8		5,192.2	
3,438.9	Revenue	1,023.8	1043.7	(1.91)	811	26.24
171.8	Profit Before Tax (PBT) before exceptional item	53.74	46.1	16.57	41.5	29.49
28.1	Exceptional Item (customer receivables provision)		(32.41)		0	
7.4	Exceptional Item (demerger expenses)		2.93		1.8	
136.3	Profit Before Tax (PBT) after exceptional item	53.74	75.58	(28.9)	39.7	35.37
5.0%	PBT % before exceptional item	5.2	4.4		5.1	
4.0%	PBT % after exceptional item	5.2	7.2		4.9	
99.8	Profit After Tax (PAT)	39.44	55	(28.3)	29.2	34.9
2.9%	PAT %	3.9	5.2		3.6	
194.5	Operational EBITA	75.89	65.9	15.16	56.6	34.08
5.7%	Operational EBITA%	7.4	6.3		7.0	

Zero-debt company as of March 31, 2020

CRISIL rating in January 2021

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

HITACHI

