

March 22, 2022

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

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: Manager Listing Department)

Dear Sirs

**Subject: Presentation made at the Analyst / Institutional Investors Meeting 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**

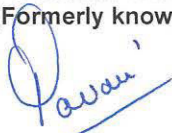
Further to our communication dated 22<sup>nd</sup> March, 2022, we are enclosing herewith the copy of the Presentation made to the Analysts/ Institutional Investors during the virtual meeting held today. This is pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to take the same on record.

Thanking you.

Yours faithfully,

**For Hitachi Energy India Limited  
(Formerly known as ABB Power Products and Systems India Limited)**



**Poovanna C Ammatanda  
General Counsel and Company Secretary  
FCS 4741**

*Encl: As above*



**Hitachi Energy India Limited**

(Formerly known as ABB Power Products and Systems India Limited)

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PUBLIC

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Inspire the Next

**Hitachi Energy India Ltd.**

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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 Hitachi Energy India Limited (formerly known as ABB Power Products and Systems India Ltd) (“Hitachi Energy India”). 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 Hitachi Energy India’s filings with the Stock Exchanges and Securities and Exchange Board of India (SEBI), including its Annual Report.

Although Hitachi Energy India 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.

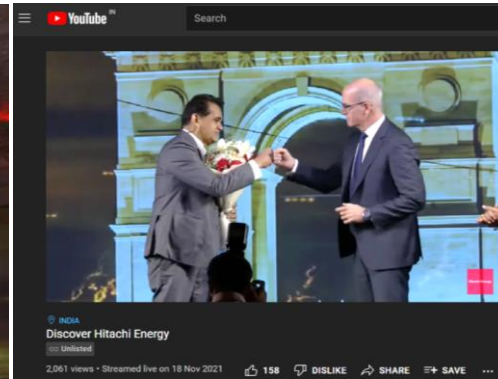


# Hitachi Energy India went live on November 18, 2021



**Hitachi Energy India was launched by Claudio Facchin, N Venu & Amitabh Kant**

**Legal name change effective November 12, 2021**





# Recent milestones in our journey to carbon neutral operations by 2030

## 2030 Carbon Neutral Targets: India Actions

### Switched to 100% green electricity in our own operations

- ESG Committee meetings and action initiated
- Ongoing energy efficiency programs at sites
- Developing carbon neutrality plans for sites with highest energy use and largest carbon footprint
- Minimizing SF6 leaks and striving for zero loss within our operations

**7 AFFORDABLE AND CLEAN ENERGY**

**Action #1**

- CO<sub>2</sub>e 65,301 Tons
- Fossil free electricity FY 2022 will ease out 43,783.67 Tons
- 70% of target will be achieved by the Fossil free electricity FY 2022

**Action #2**

- Electrified, efficient and decarbonized operations
- Electricity is the backbone - electrify utilities / forklift / DG's
- Electrified own transportation fleet
- Perform Energy Efficiency improvement programs (audit & actions)
- Increase circularity (50% waste reduction disposal)

**Action #3**

- Implement Energy management standard
- Implement SF6 management standard
- Implement Green House Gas management standard
- Implement Waste management standard
- Project Electricity and Heavy equipment's (Cranes/ trucks) 14.2% of CO<sub>2</sub>e

## Reducing our carbon footprint at our project site

### Rooftop solar for the electrification of a project site office

- Designed by our engineers; first deployed on 27 Dec 2021
- Plug and play 5.8kW (DC) with off-grid inverter system
- Battery stores the solar energy and provides backup during non-generation hours
- Each unit negates carbon footprint of 4,000 liters of diesel/year

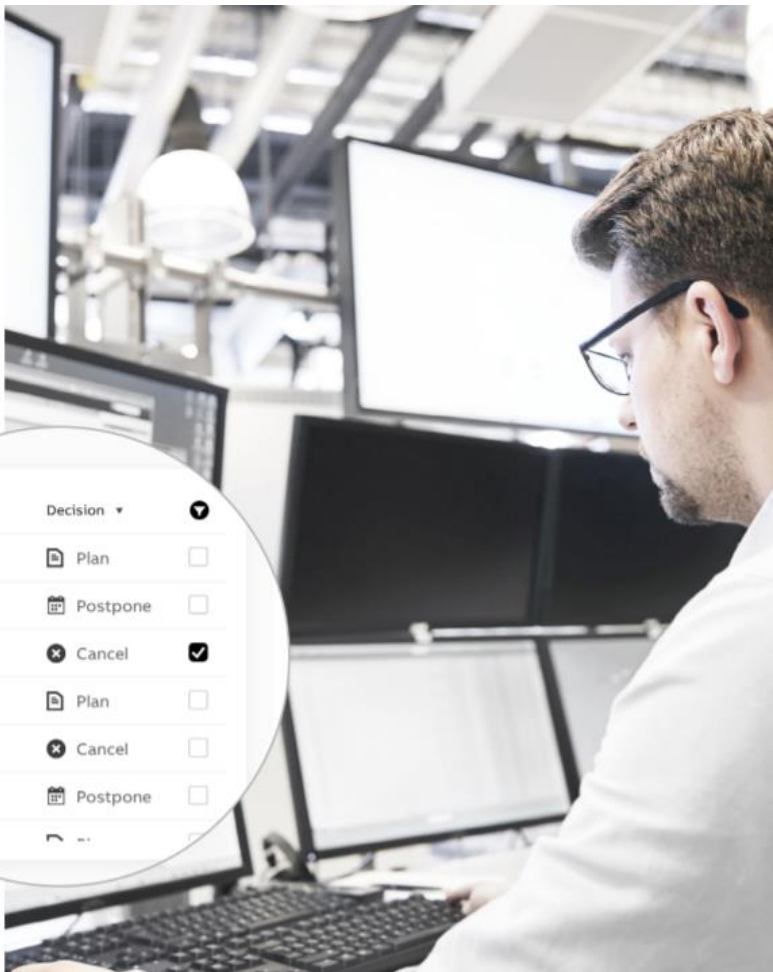


Committed to contribute to India's ambition of net zero carbon emissions by 2070

# Expanding value through digitalization



150+ RFATs conducted



RelCare for industrial houses



Remote Operations and Nerve Centre



# Q4: Hitachi Energy demonstrates leadership on all fronts



Commissioned nation building projects

Thought leadership in emerging technologies



Jointly addressing evolving energy landscape with customers



Renewable studies for private utilities



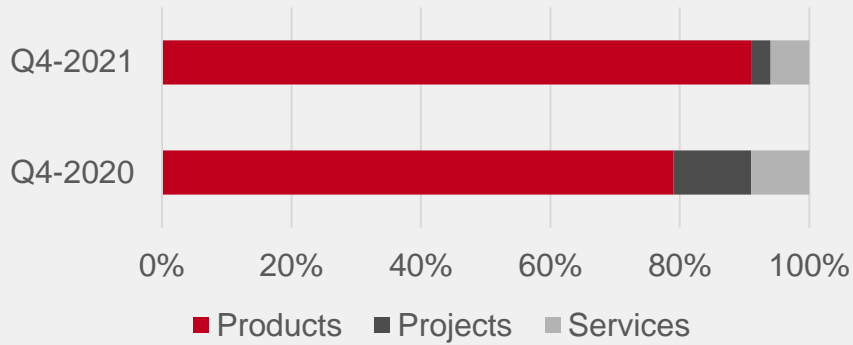
Partnerships to shape future talent



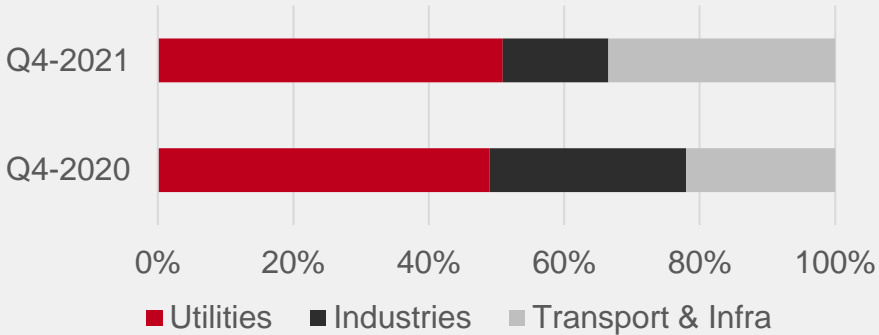
Building community healthcare

# Q4 Order distribution: Utilities contribute to ~50% of orders

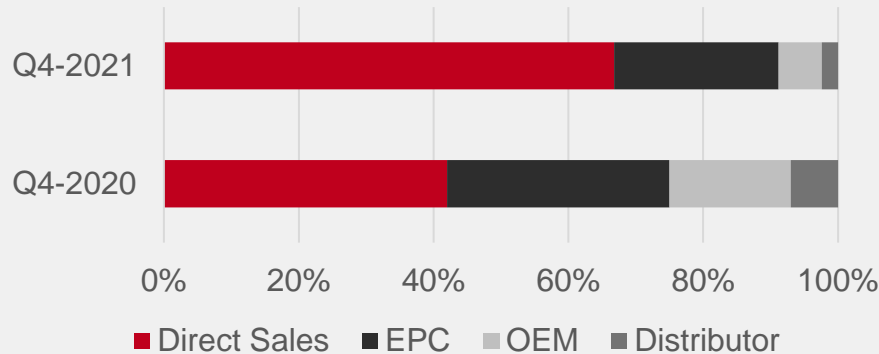
SEGMENTS



SECTORS



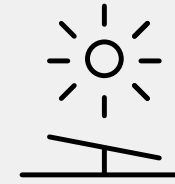
CHANNELS



## Performance in Vision 2025 focus areas

### Renewable (Solar + Wind)

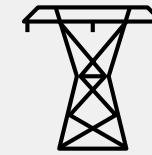
~1.8 GW of cumulative solar/wind orders catered for in Q4-21 with major export order



2021 vs 2020: **+31%**

### Transmission

Green Energy Corridors  
HVDC



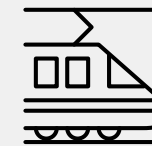
2021 vs 2020: **+10%**

2021 vs 2020: **-69%**



### Datacenters

India privacy laws  
Remotely connected economy  
Advent of 5G



2021 vs 2020: **+88%**

### Railways & Metros

Urbanization  
Freight corridors  
Net zero ambitions



# Q4 Financial performance – Profit & Loss Statement

(INR crore)

	Q4 2021	Q4 2020	yoy%	Q3 2021	qoq%	12M 2021	12M 2020
<b>Orders</b>	931	826	12.7	979	-4.9	3,504.5	3,217.7
<b>Revenue</b>	1,137.6	1,043.7	9.0	850.6	33.7	3,808.8	3,438.9
<b>PBT (before exceptional item)</b>	47.5	46.1	3.0	47.2	0.6	170	171.8
<b>Exceptional item</b>	(35.9)	-29.5	21.7			(35.9)	35.5
<b>PBT (after exceptional item)</b>	83.4	75.6	10.3	47.2	76.7	205.9	136.3
<b>PBT % before exceptional item</b>	4.2%	4.40%		5.5%		4.5%	5.0%
<b>PBT % after exceptional item</b>	7.3%	7.20%		5.5%		5.4%	4.0%
<b>PAT</b>	61.7	55	12.2	34.3	79.9	151.7	99.8
<b>PAT %</b>	5.4%	5.3		4.0%		4.0%	2.9%
<b>Op EBITA</b>	89.5	65.9	35.8	55.6	61.0	267	194.5
<b>Op EBITA %</b>	7.9%	6.3%		6.5%		7.0%	5.7%

**Current financial year to be of five quarters – from 1 Jan 2021 to 31 Mar 2022**

## Pandemic

**Protect our people:** Ensure continued healthcare infrastructure for employees and community

### Preserve business continuity:

- Focus on strengthening digital capabilities
- Shaping an agile supply chain
- Cash over revenue
- Migrating to Hitachi Energy – a seamless experience for customers & stakeholders

## 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 **Service:** Sustain momentum, RELCARE, HVDC Upgrades

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

## Investing in ourselves

**Carbon neutral** operations

Strengthen **diversity and inclusion** – double gender diversity

**Learning** and talent development

Shape **future talent** through partnerships with academia & government

Expanding our **manufacturing footprint**

**Grow the organization to be sustainable, flexible and secure**





**HITACHI**  
Inspire the Next 