March 22, 2022

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 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 22nd 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)
Registered and Corporate Office:
8th Floor, Brigade Opus, 70/401,
Kodigehalli Main Road, Bengaluru – 560 092,
Phone: 080 68473700, 080 22041800
CIN: L31904KA2019PLC121597
www.hitachienergy.com/in
Hitachi Energy India Ltd.
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

**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

Hitachi Energy power technology will advance India’s mission to bring reliable and clean power for all.
Q4 Order distribution: Utilities contribute to ~50% of orders

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

Transmission
Green Energy Corridors
HVDC

2021 vs 2020: +10%

Datacenters
India privacy laws
Remotely connected economy
Advent of 5G

Railways & Metros
Urbanization
Freight corridors
Net zero ambitions

2021 vs 2020: +88%

Direct Sales
EPC
OEM
Distributor

Products
Projects
Services

Utilities
Industries
Transport & Infra

0% 20% 40% 60% 80% 100%

Q4-2020
Q4-2021

0% 20% 40% 60% 80% 100%

Q4-2020
Q4-2021

0% 20% 40% 60% 80% 100%

Q4-2020
Q4-2021

All figures in INR crore
### Q4 Financial performance – Profit & Loss Statement

<table>
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<tr>
<th></th>
<th>Q4 2021</th>
<th>Q4 2020</th>
<th>yoy%</th>
<th>Q3 2021</th>
<th>qoq%</th>
<th>12M 2021</th>
<th>12M 2020</th>
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<tbody>
<tr>
<td>Orders</td>
<td>931</td>
<td>826</td>
<td>12.7</td>
<td>979</td>
<td>-4.9</td>
<td>3,504.5</td>
<td>3,217.7</td>
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<td>Revenue</td>
<td>1,137.6</td>
<td>1,043.7</td>
<td>9.0</td>
<td>850.6</td>
<td>33.7</td>
<td>3,808.8</td>
<td>3,438.9</td>
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<td>PBT (before exceptional item)</td>
<td>47.5</td>
<td>46.1</td>
<td>3.0</td>
<td>47.2</td>
<td>0.6</td>
<td>170</td>
<td>171.8</td>
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<tr>
<td>Exceptional item</td>
<td>(35.9)</td>
<td>-29.5</td>
<td>21.7</td>
<td>(35.9)</td>
<td></td>
<td>35.5</td>
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<tr>
<td>PBT (after exceptional item)</td>
<td>83.4</td>
<td>75.6</td>
<td>10.3</td>
<td>47.2</td>
<td>76.7</td>
<td>205.9</td>
<td>136.3</td>
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<tr>
<td>PBT % before exceptional item</td>
<td>4.2%</td>
<td>4.40%</td>
<td>5.5%</td>
<td>4.5%</td>
<td>5.0%</td>
<td></td>
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<tr>
<td>PBT % after exceptional item</td>
<td>7.3%</td>
<td>7.20%</td>
<td>5.5%</td>
<td>5.4%</td>
<td>4.0%</td>
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<tr>
<td>PAT</td>
<td>61.7</td>
<td>55</td>
<td>12.2</td>
<td>34.3</td>
<td>79.9</td>
<td>151.7</td>
<td>99.8</td>
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<tr>
<td>PAT %</td>
<td>5.4%</td>
<td>5.3</td>
<td>4.0%</td>
<td>4.0%</td>
<td>2.9%</td>
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<td>Op EBITA</td>
<td>89.5</td>
<td>65.9</td>
<td>35.8</td>
<td>55.6</td>
<td>61.0</td>
<td>267</td>
<td>194.5</td>
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<td>Op EBITA %</td>
<td>7.9%</td>
<td>6.3%</td>
<td>6.5%</td>
<td>7.0%</td>
<td>5.7%</td>
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</tbody>
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Current financial year to be of five quarters – from 1 Jan 2021 to 31 Mar 2022
Priorities for 2022-23

**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