



REF:INABB:STATUT:LODR:R30:ANLST-PPT:

February 20, 2024

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

National Stock Exchange of India Ltd
Exchange Plaza, 5th 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 February 13, 2024, we are enclosing herewith a copy of presentation which will be made at the Analysts Call scheduled on February 21, 2024, 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



FEBRUARY 21, 2024

Solid finish to a record year

ABB India Analyst Call | Q4 & Full-year CY2023 | October – December 2023

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 technology leader in electrification and automation, enabling a more sustainable and resource-efficient future. The company's solutions connect engineering know-how and software to optimize how things are manufactured, moved, powered and operated. Building on more than 130 years of excellence, ABB's ~105,000 employees are committed to driving innovations that accelerate industrial transformation.

ABB has been present in India for over a century and manufacturing for more than 70 years.



Electrification

Distribution Solutions
Smart Power
Smart Building
Installation Products
Power Conversion
Service



Motion

IEC LV Motors
Large Motors & Generators
NEMA Motors
Drive Products
System Drives
Service
Traction



Process Automation

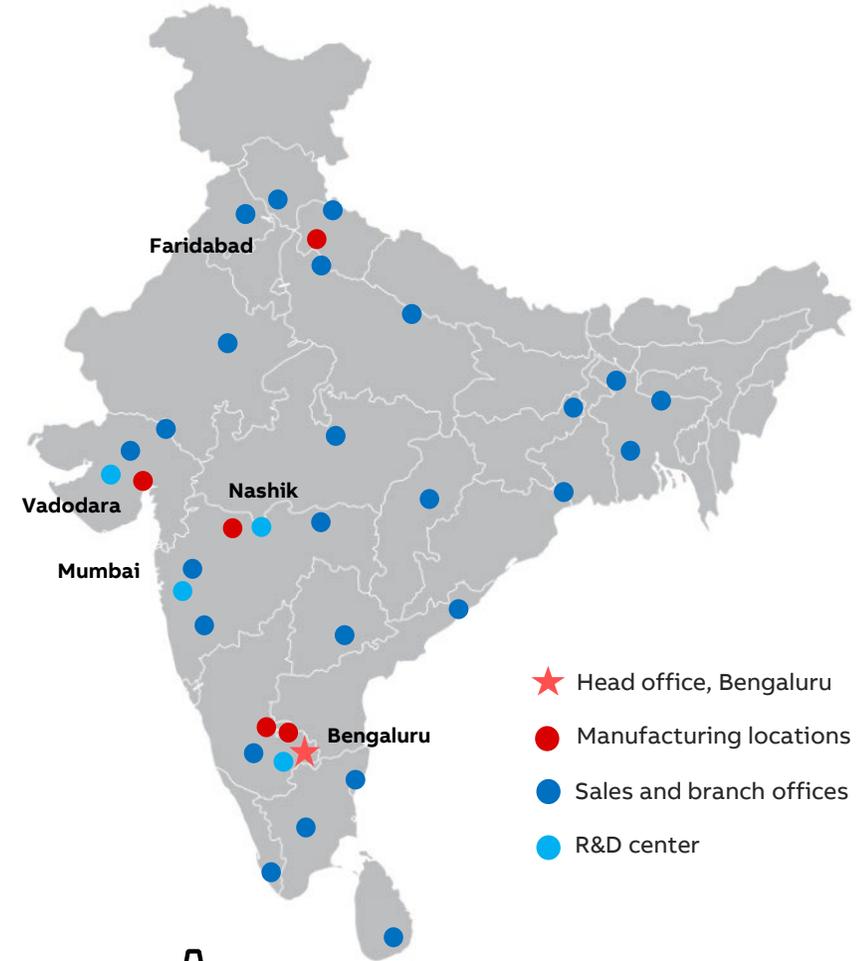
Energy Industries
Process Industries
Marine & Ports
Measurement & Analytics



Robotics & Discrete Automation

Robotics
Machine automation¹

1 – Machine Automation division is not part of ABB India & is run separately out of ABB B&R



- ★ Head office, Bengaluru
- Manufacturing locations
- Sales and branch offices
- R&D center



5 Manufacturing locations

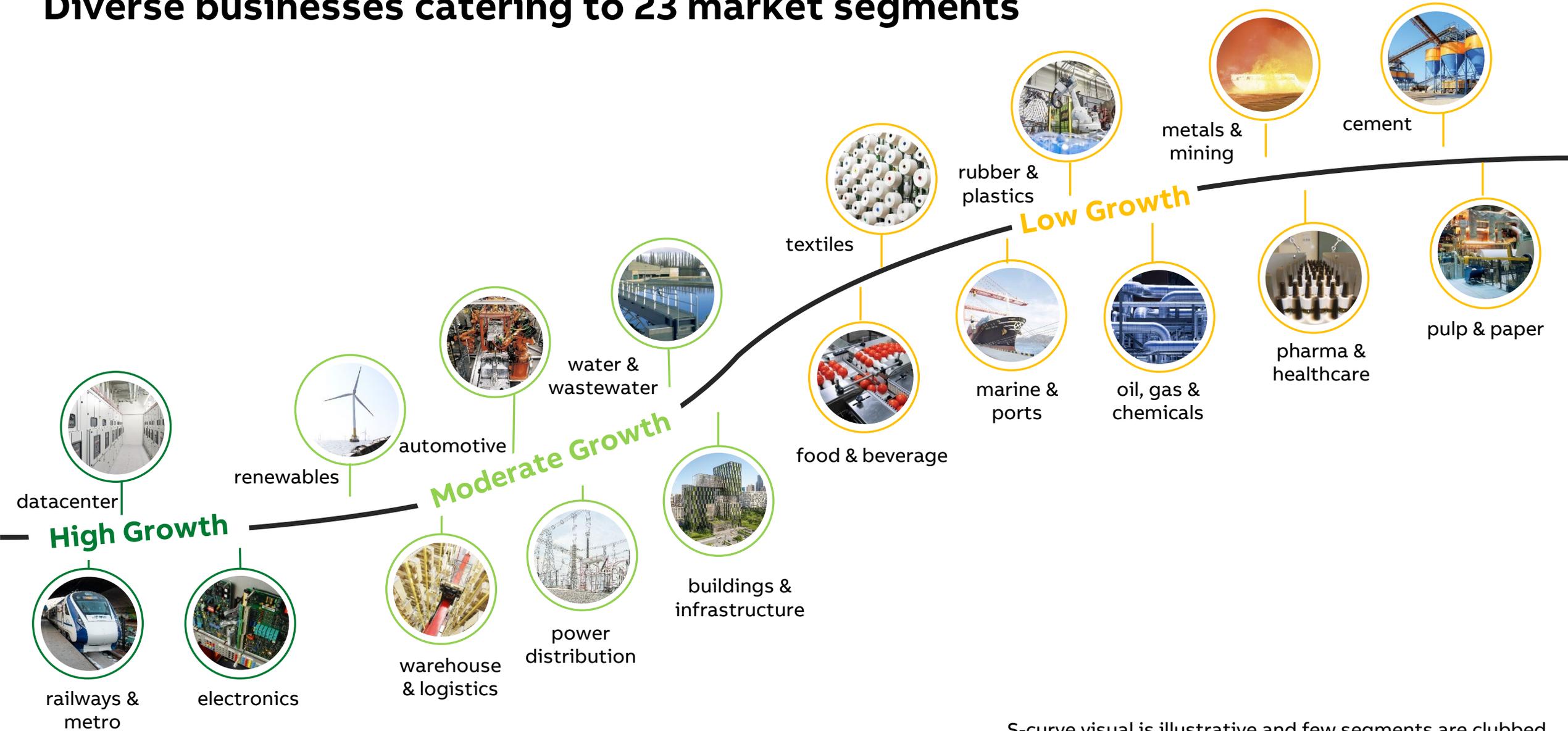


28 Sales Offices

25 Plants

750+ Partners

Diverse businesses catering to 23 market segments



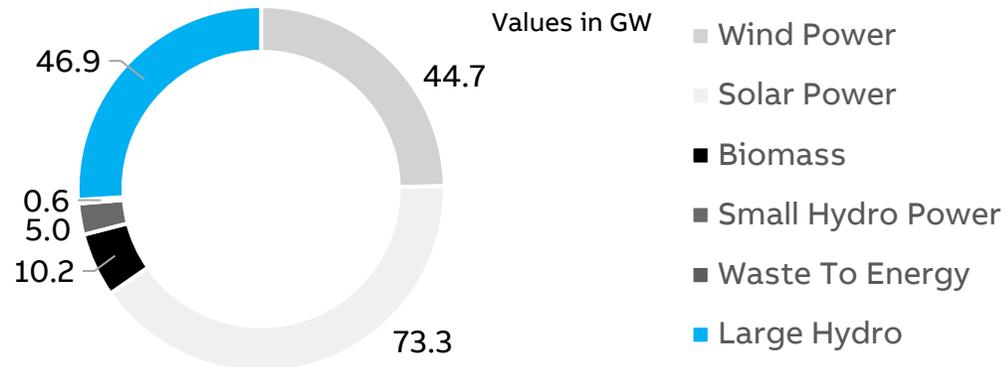
S-curve visual is illustrative and few segments are clubbed

Theme for the quarter

Renewables: a deep-dive

Segment Insights

- India aims for **500 GW** renewable energy installed capacity by 2030
- **180.8 GW installed capacity** for renewables as of Dec'23 (~42% of total installed power capacity)



- **30x** increase in Solar power & **2x+** increase in wind power capacity since 2014

Key Drivers & Trends

- India's commitments to achieve **net-zero** emissions by 2070
- India's **rising power demand** to reach 817 GW by 2030
- Favorable govt. policies and incentives
 - **National Green Hydrogen Mission** with outlay of INR 19,744 Cr by 2030
 - **PLI in Solar PV manufacturing** with outlay of INR 24,000 Cr
 - **Solar city** per state & 59 **solar parks** of 40 GW across nation
 - Target of **30 GW off-shore wind** power capacity addition by 2030
 - Wind-Solar Hybrid Policy
- Increasing investments, FDI inflows and M&As

ABB's offerings include MV & LV Switchgears, LV Components, Motors, Electrical drive train pkg, Wind Turbine Controller, Automation & Instrumentation, Robotics Solutions

Continuous customer engagement to serve 23 diverse segments

Engaged with 7,000+ customers across 30+ tier II & tier III markets in 2023



Customer Connect, **Mumbai** for cement, metal & paper industry by PAPI Digital



Technology Day for F&B segment, **Kochi** by MODP, MOIM



Road Show for Chemical segment, **Mahad** by PAMA



Technology Day, **Ludhiana** for OEM, Metals & Textile Industry



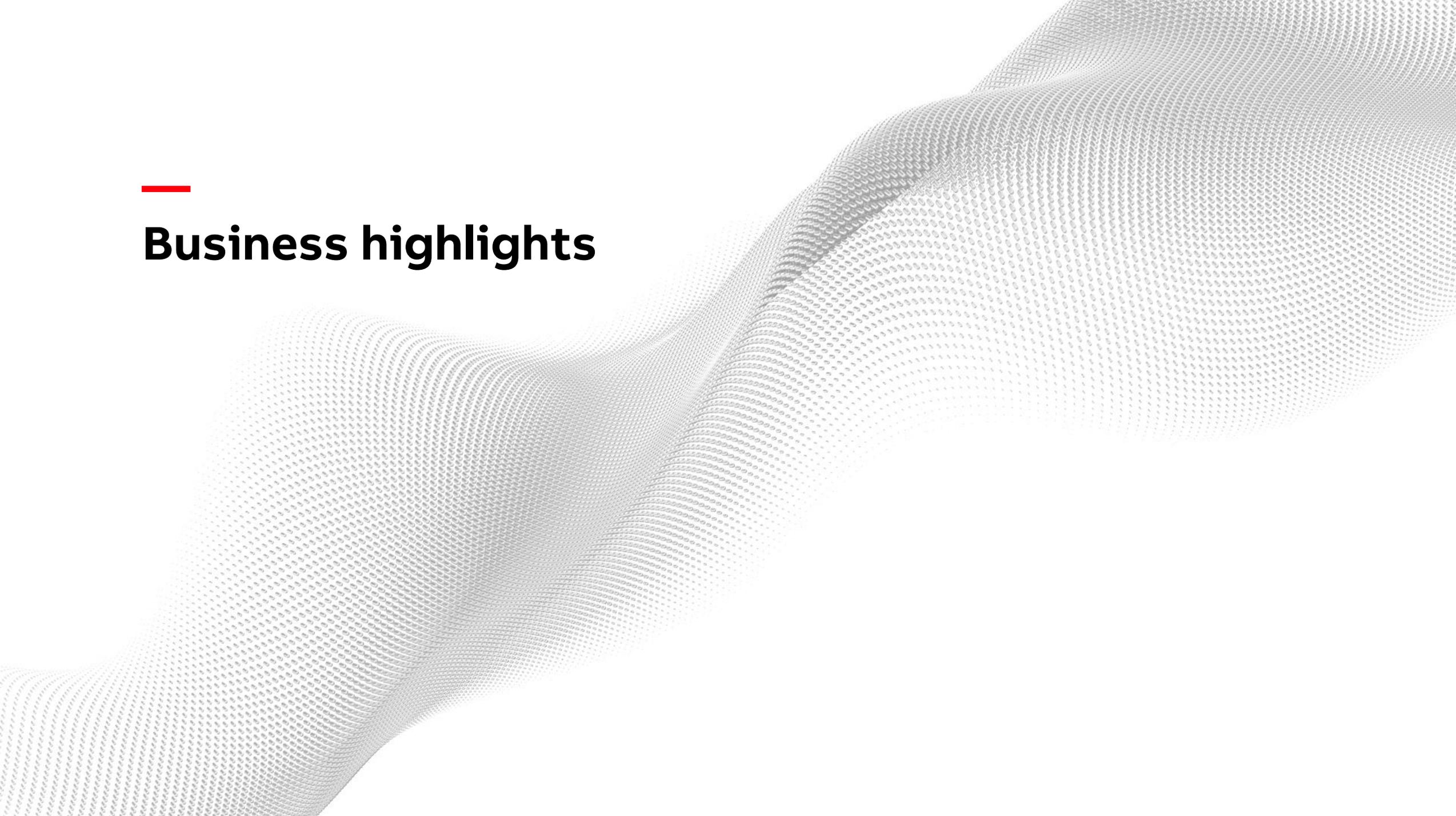
Technology Day for Building segment, **Lucknow** by ELSP/SB



Technology Day for Utilities industry, **Leh** by ELDS



Business highlights



Q4 2023 highlights

1 OPERATIONAL PERFORMANCE

Strong operational performance

Orders +35%¹ from both, emerging and traditional segments

Revenues +14%¹ achieved through seamless execution

PAT +13%¹, driven by operational efficiencies

Robust cash position at **INR 4,727 crore**

Board recommends a **final dividend of INR 23.8 per share**

(this is in addition to special dividend of INR 5.5 per share declared in Q2/23)

2 ESG & CUSTOMERS

50% of the company's manufacturing campuses certified as water positive

Achieved ~87.3*% reduction in own GHG (scope 1 and 2) emissions as compared to 2019 baseline, across all manufacturing locations

1. YoY comparable.



Positive market momentum across segments



Orders

Significant traction in large orders with steady base orders



Discrete

Continued momentum in automotive sectors



Process

Strong demand for integrated solutions in metal, mining, chemical, textile companies



Transport

Demand for traction technology for railways and electrification for metros



High-growth sectors

High order inflow from data centers, electronics, railways & metro, renewables

Order backlog grew +30%¹ to INR 8,404 crore

¹YoY comparable

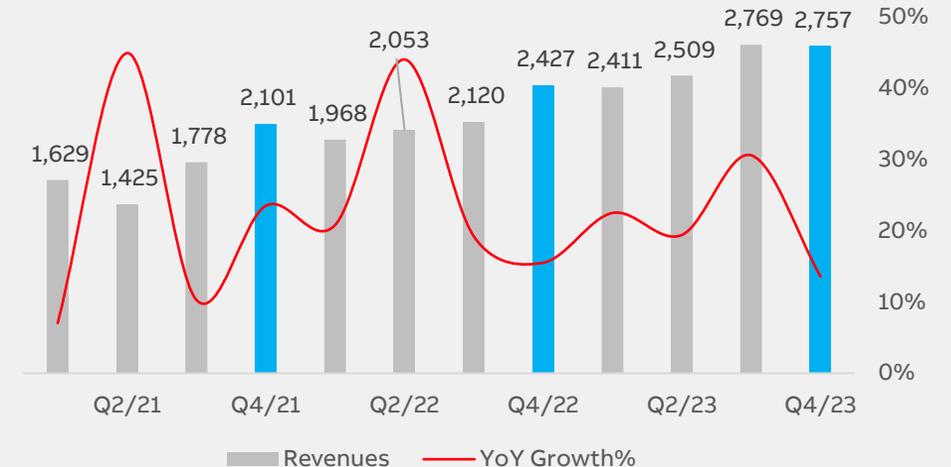
Orders (+35%)¹

INR crores

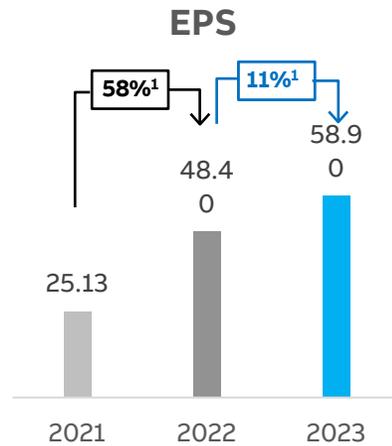
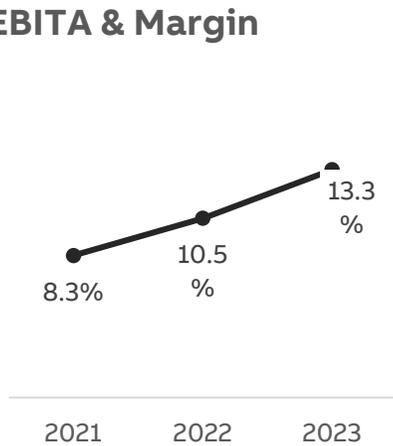
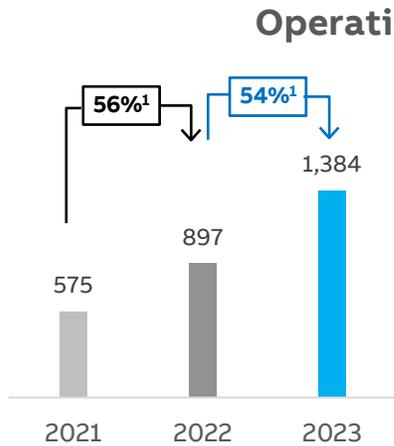
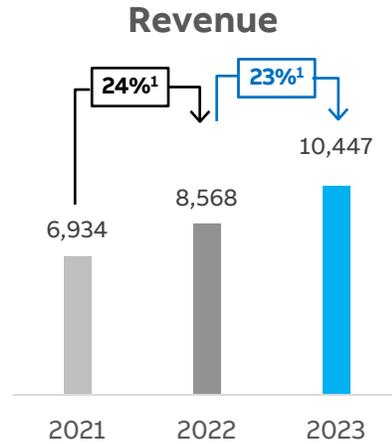
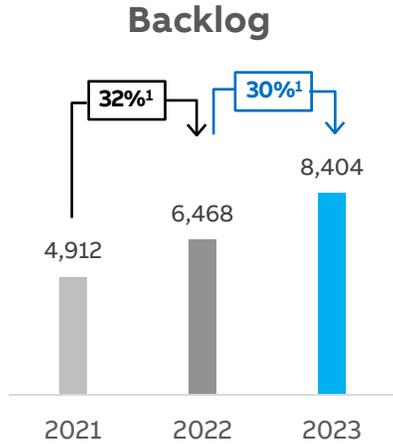
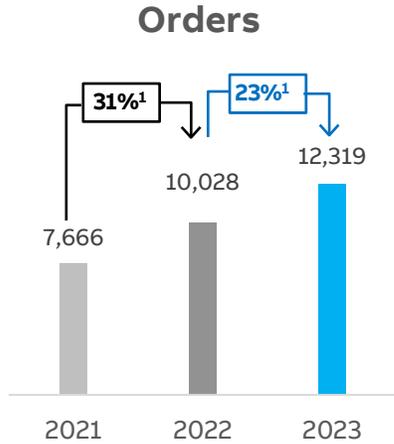


Revenues (+14%)¹

INR crores

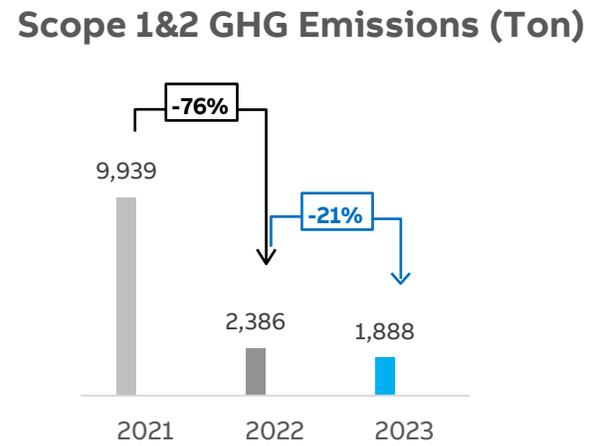
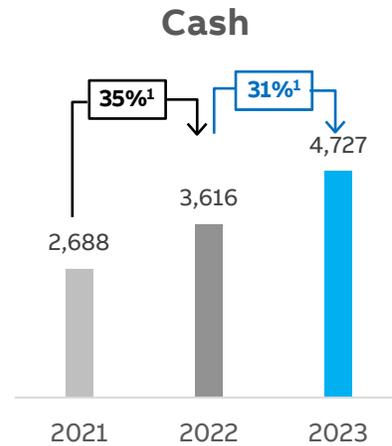


Robust execution driving growth



2023 highlights

- **Double-digit top-line growth** as ABB is well-positioned to benefit from megatrends
- **Record high profitability achieved**
- **New all-time high ROCE**
- Engaged with 7,000+ customers across 30+ tier II & tier III markets
- Strong cash position
- Achieved 2023 targets for reducing Scope 1&2 GHG Emissions



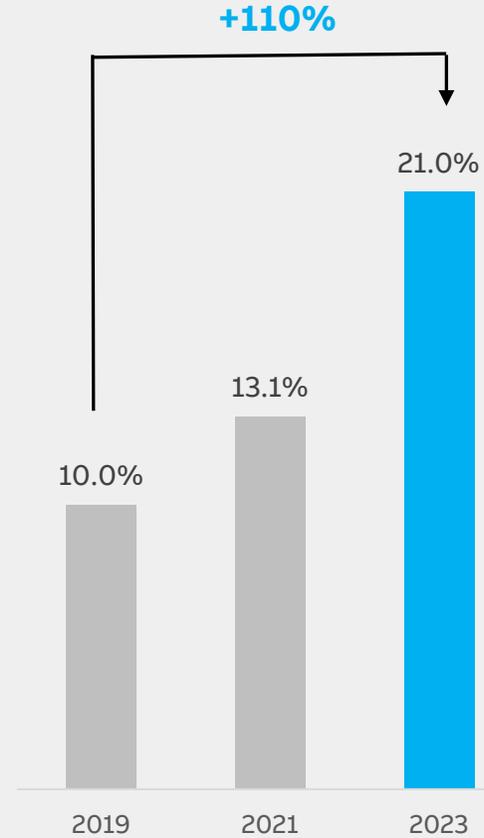
1. YoY comparable.

Greenhouse gas emissions

Return on Capital employed reaching best in class level

Return on Capital employed (ROCE)

- More than doubled since pre-COVID levels
- Strong, consistent ROCE performance across the years
- Improvement driven by higher operational EBITA YoY



Proven capabilities leading to significant wins



Power distribution package for datacenter of IT major



Robotics solutions for electronics business of a conglomerate



Traction technology service/AMC offering for railways



Electrics, drives and automation for a leading integrated metals and mining company



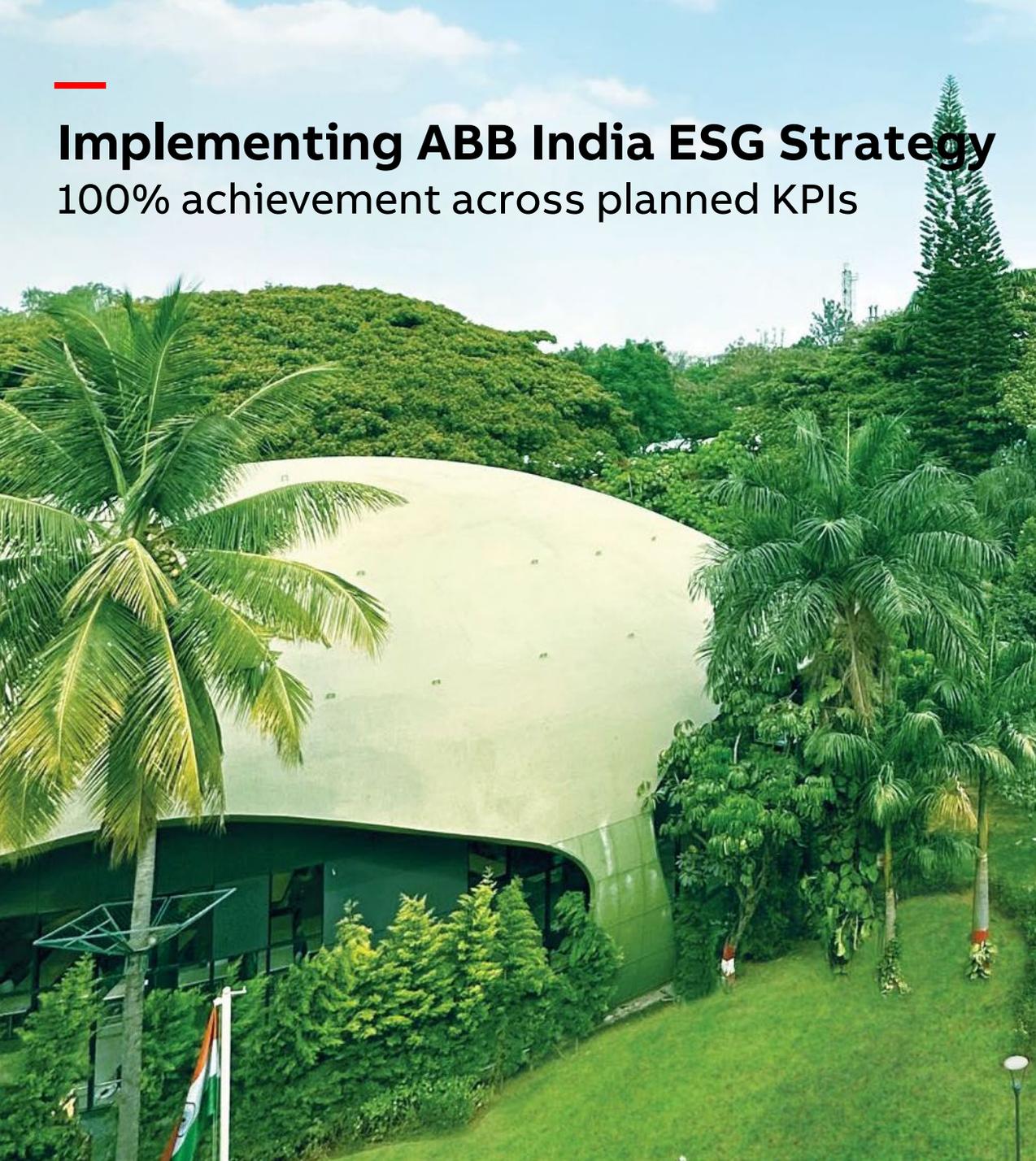
Distributed control systems for a specialty chemicals company



Vacuum circuit breakers for ~5GW of solar and wind projects in 2023

Implementing ABB India ESG Strategy

100% achievement across planned KPIs



By 2023



Green Certified unit

100%



Scope 1&2 GHG Emissions*

87%



Energy productivity*

~65%



Water recyclability

~45%



Water positive unit

50%



Zero Waste to Landfill unit (No.)

1

* Compared to 2019 baseline

Care: Performance with Purpose

Focus on local development, education, diversity & inclusion, and healthcare for communities



Phase-2 Nelamangala rural road infrastructure upgradation



Pilot project implementation on environmental resource conservation at Govt. schools including RHW, waste management



Additional 100 meritorious women engineering scholarships added in Bangalore location



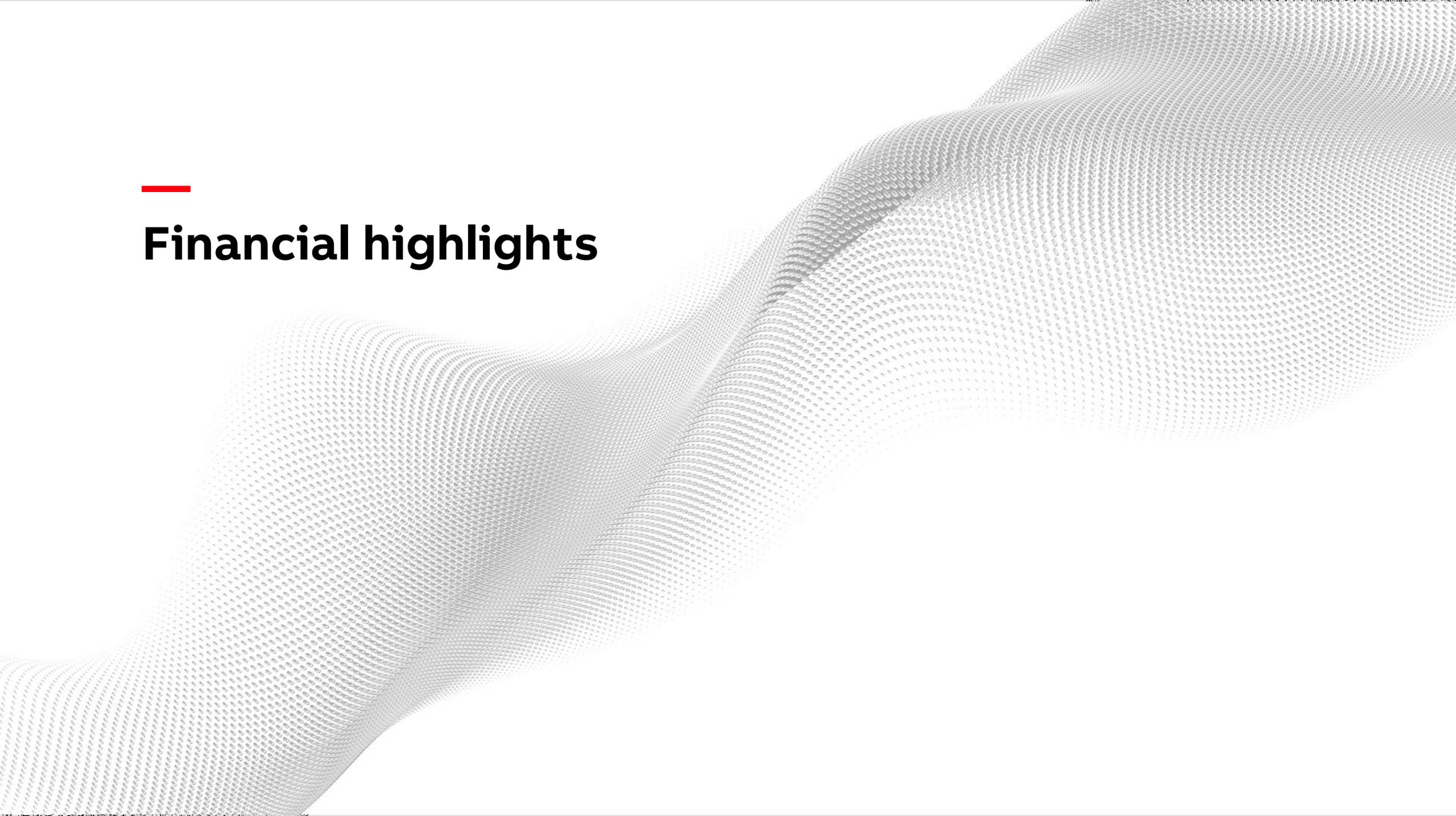
Additional support to 4,500 children midday meal program in Vadodara with Akshay Patra Foundation



Additional support for equipment and patient management for cancer patients



Financial highlights



Consistent track record

YoY comparison

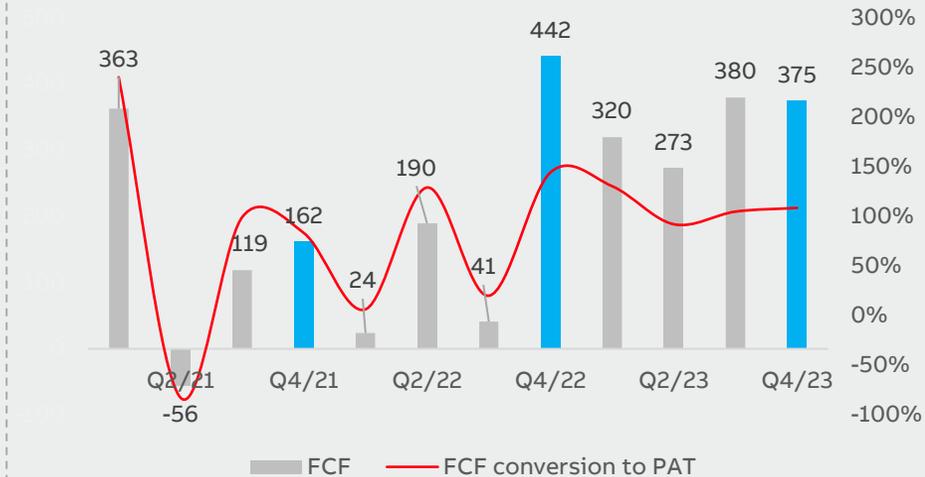
(₹ in Crores)



Earnings per share



FCF conversion to net income



- Consistent double-digit order growth over the last quarters
- Double digit revenue and profitability growth maintained across most business divisions
- Free cash flow conversion in line with PAT after considering dividend payout in Q4

Executive summary

Steady gains: charting growth trajectory

INR crores

Q3 2023	Change vs Q3 23	Performance Indicator	Q4 2023	Q4 2022	Change vs Q4 22	CY 2023	CY 2022	Change vs CY 22
3,004	+5%	Total Orders Received	3,147	2,335	+35%	12,319	10,028	+23%
8,008	+5%	Order Backlog (end of period)	8,404	6,468	+30%	8,404	6,468	+30%
2,769	Flat	Revenue	2,757	2,427	+14%	10,447	8,568	+22%
484	-6%	Profit Before Exceptional and Tax (PBT)	454	400	+13%	1,659	1,024	+62%
17.5		PBT before Exceptional %	16.5	16.5		15.9	11.9	
484	-6%	Profit After Exceptional and Before Tax (PBT)	454	400	+13%	1,248	1,363	+22%
17.5		PBT after Exceptional %	16.5	16.5		11.9	15.9	
362	-5%	Profit After Tax (PAT)	345	306	+13%	1,384	1,026	+22%
13.1		PAT %	12.5	12.6		13.3	12.0	
361	13%	Operational EBITA	409	301	+36%	1,489	897	+54%
13.0		Operational EBITA%	14.8	12.4		14.3	10.5	
4,356		Cash balance	4,727	4,237		4,727	3,616	

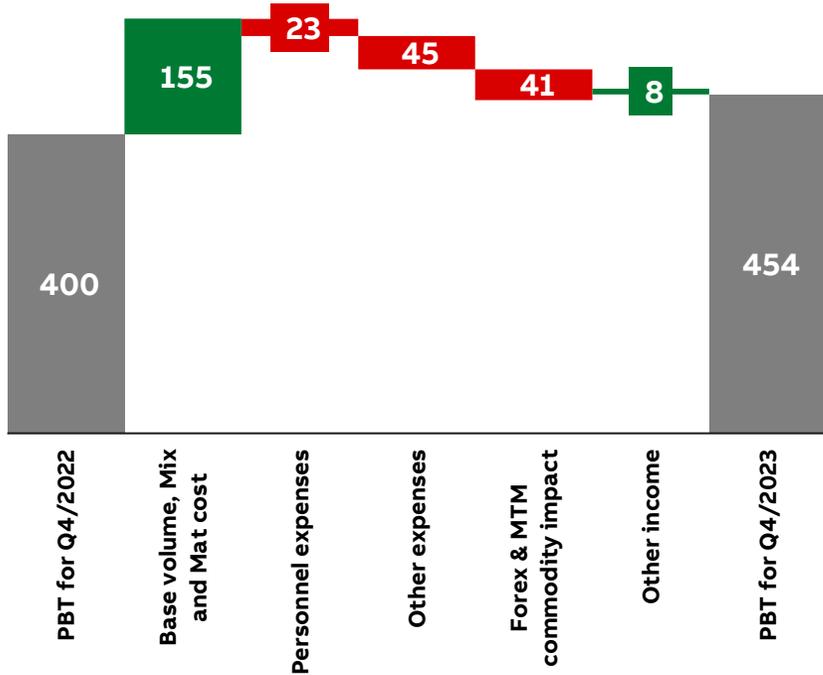
Financial summary

(INR Crores)

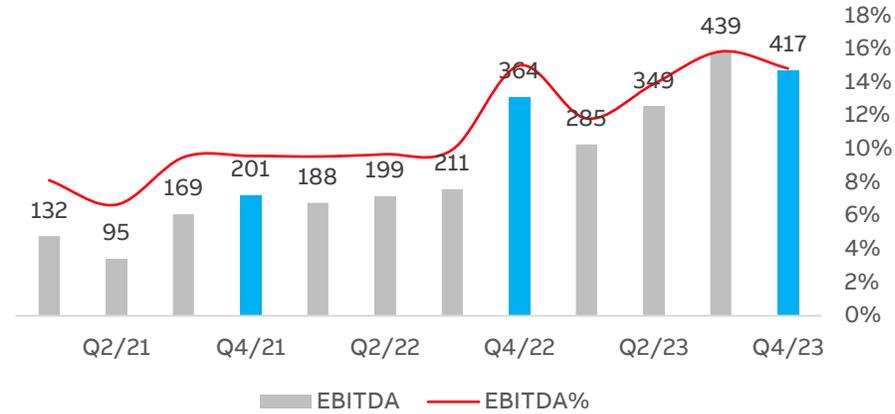
	Quarter ended on 31.12.2023		Quarter ended on 30.09.2023		Quarter ended on 31.12.2022		Year ended 31.12.2023		Year ended 31.12.2022	
	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%
INCOME										
Revenue from Operations	2,757.5	100.0	2,769.2	100.0	2,426.9	100.0	10,446.5	100.0	8,567.5	100.0
Other Income	77.6	2.8	76.8	2.8	70.0	2.9	301.7	2.9	179.5	2.1
Total Income	2,835.1	102.8	2,846.0	102.8	2,496.9	102.9	10,748.2	102.9	8,747.0	102.1
EXPENDITURE										
Material cost	1,727.5	62.6	1,752.2	63.3	1,551.3	63.9	6,607.3	63.2	5,542.6	64.7
Personnel Expenses	181.3	6.6	178.0	6.4	158.5	6.5	715.2	6.8	635.3	7.4
Other Expenses	421.0	15.3	403.6	14.6	383.3	15.8	1,596.1	15.3	1,378.9	16.1
Exchange & commodity variation (net)	10.5	0.4	(3.1)	(0.1)	(30.6)	(1.3)	38.1	0.4	48.8	0.6
Depreciation	32.9	1.2	30.3	1.1	26.8	1.1	119.9	1.1	104.7	1.2
Interest	8.2	0.3	0.9	0.0	7.2	0.3	12.7	0.1	13.1	0.2
Total Expenditure	2,381.4	85.3	2,361.8	85.3	2,096.7	86.4	9,089.3	87.0	7,723.5	90.1
Profit before Tax and exceptional	453.7	16.5	484.2	17.5	400.2	16.5	1,658.9	15.9	1,023.5	11.9
Exceptional item	-	-	-	-	-	-	-	-	339.3	4.0
Profit before Tax and after exceptional	453.7	16.5	484.2	17.5	400.2	16.5	1,658.9	15.9	1,362.8	15.9
Tax Expense	108.5	3.9	122.2	4.4	94.3	3.8	410.7	3.9	337.2	3.9
Profit after tax	345.2	12.5	362.0	13.1	305.9	12.6	1,248.2	11.9	1,025.6	12.0

Steady profits, delivering growth

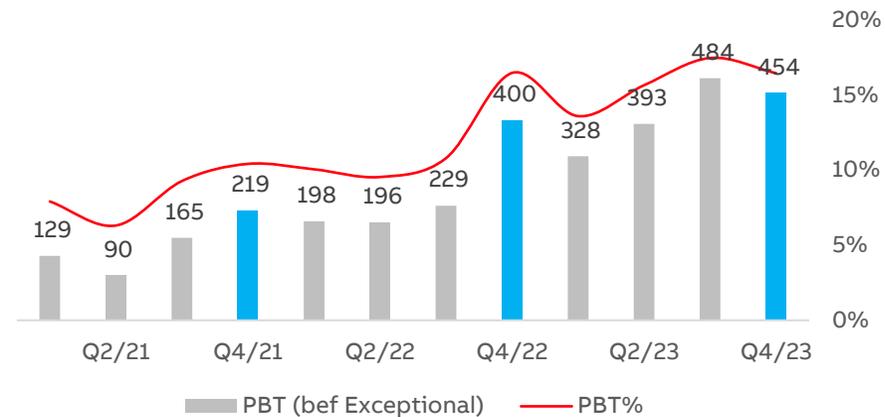
PBT Bridge



EBITDA



PBT (before Exceptional)

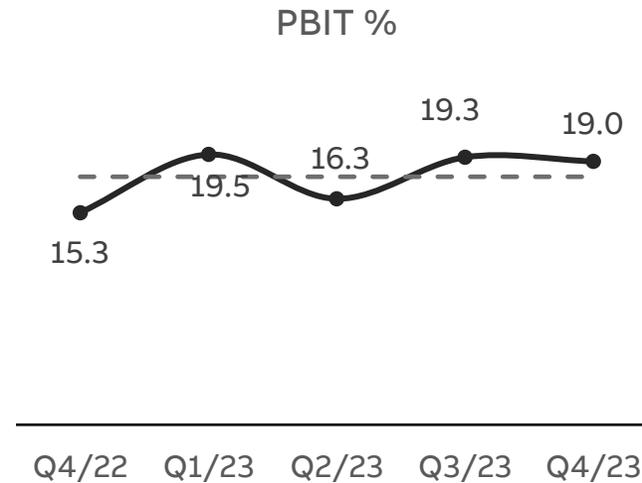
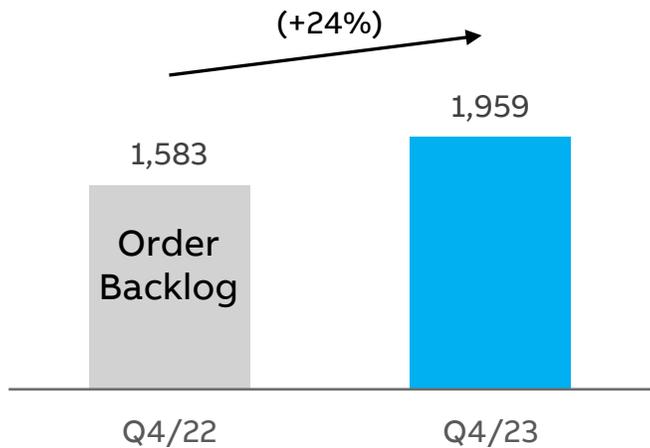
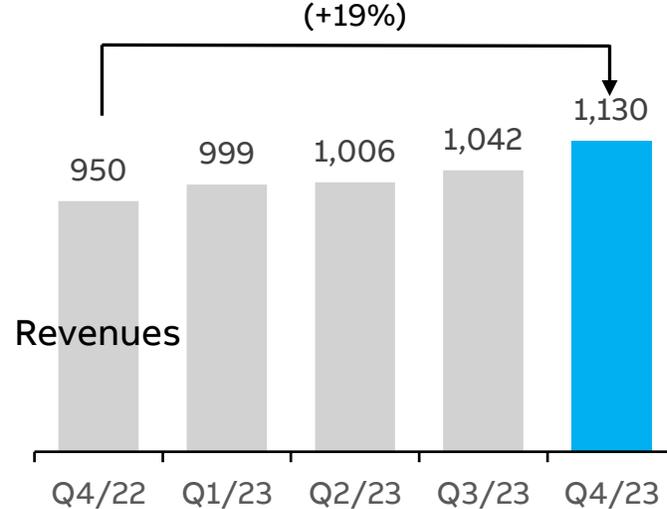
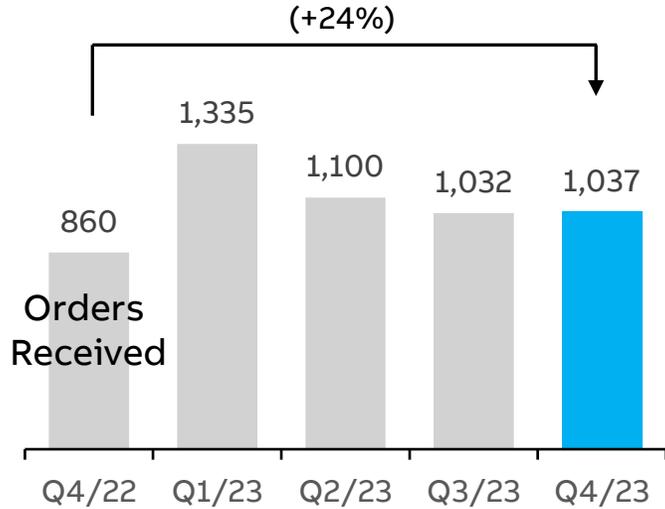


Higher profitability driven by :

- capacity utilization
- revenue mix
- price realization
- higher volumes
- softening of commodity prices

Electrification

INR crores



Orders Received

- Growth across major segments and channels
- Project and system related orders
- Key orders from data centers, OEMs, major metals and energy players

Revenues

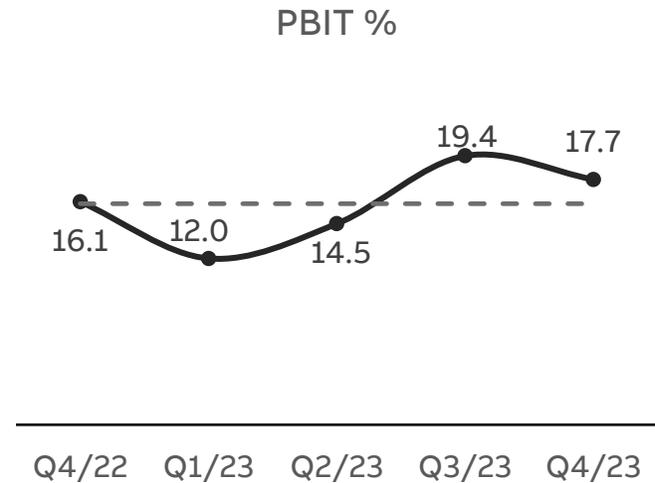
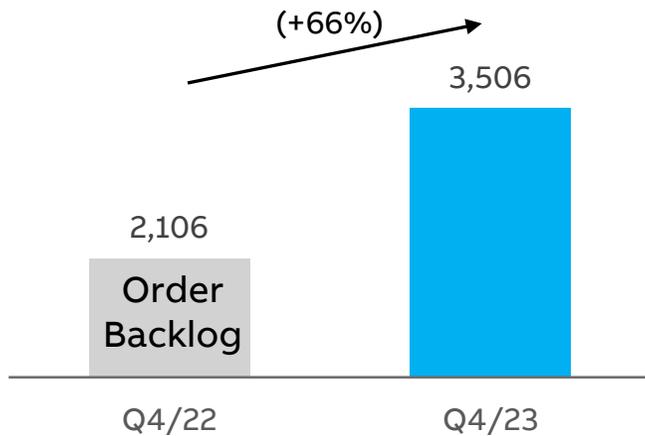
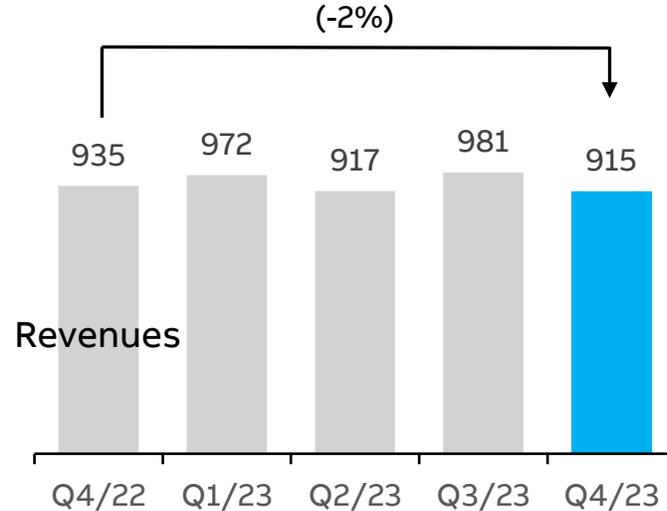
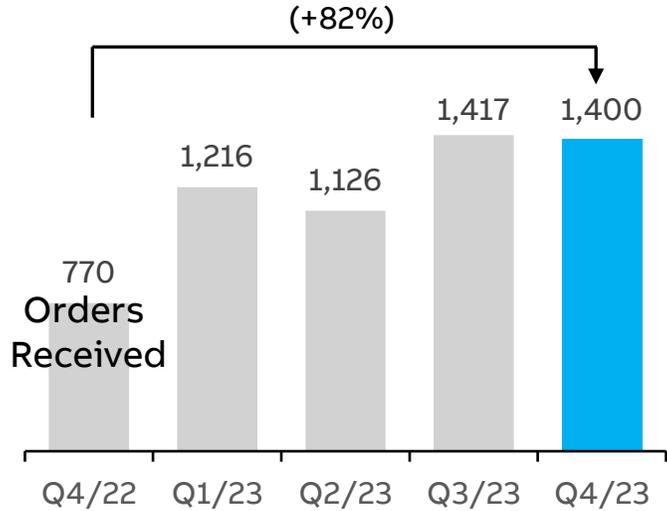
- Superior margin orders
- Seamless execution of backlog

PBIT

- Superior price realization
- Efficient capacity utilization

Motion

INR crores



Orders Received

- Large order for traction converter
- Increasing penetration to Tier II & III cities

Revenues

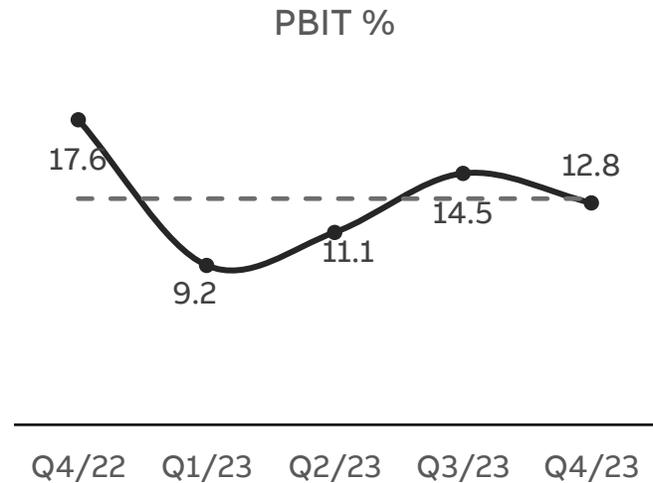
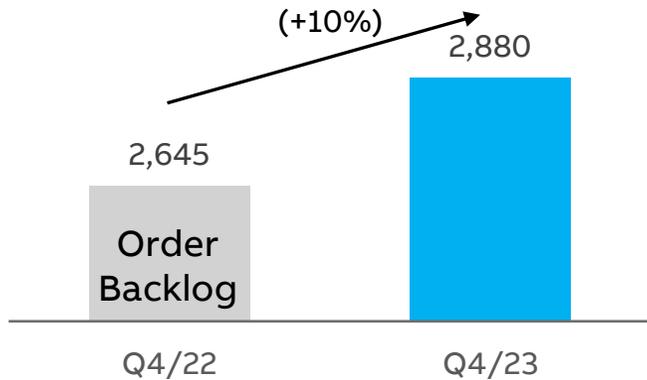
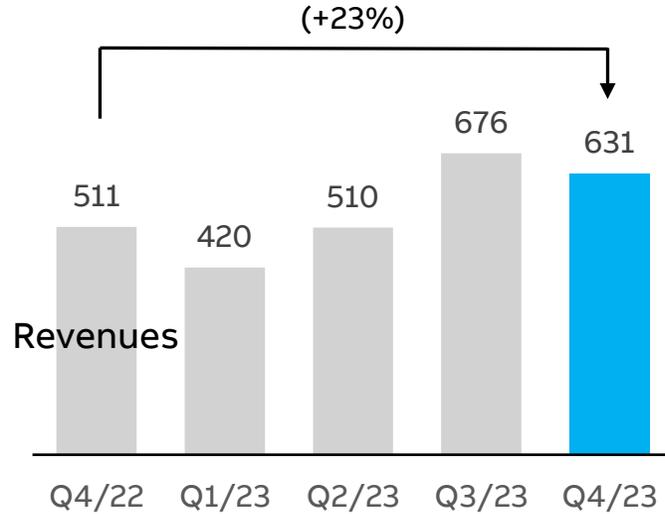
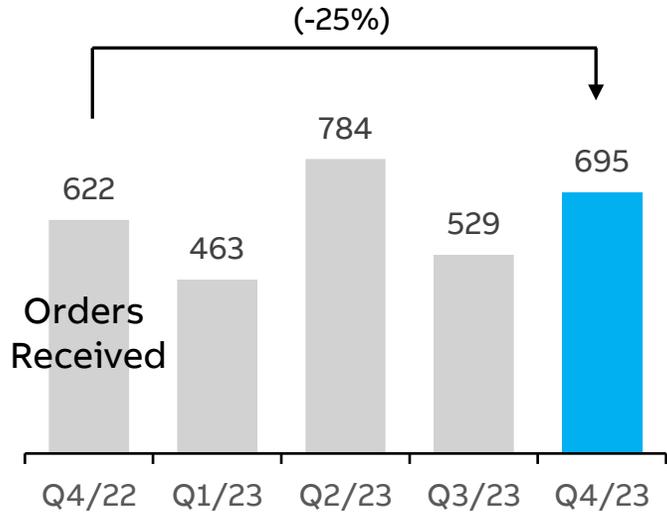
- Efficient capacity utilisation
- Strong backlog conversion in drives systems & products as well as service

PBIT

- Revenues mix and better cost absorption from increased volumes
- Negative forex impact

Process Automation

INR crores



Orders Received

- Orders from power, metal, logistics
- Surge in service orders

Revenues

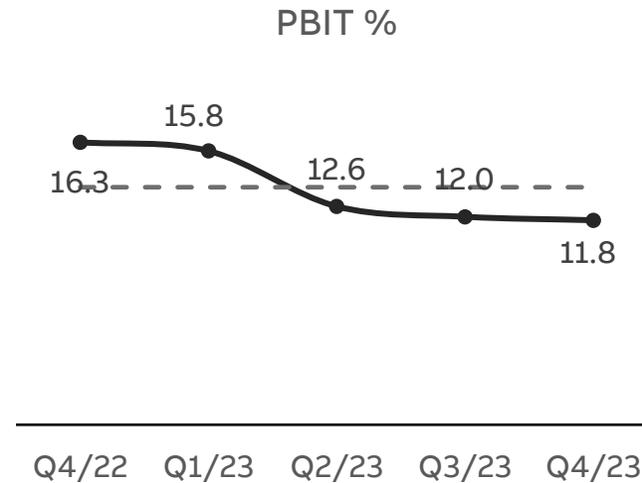
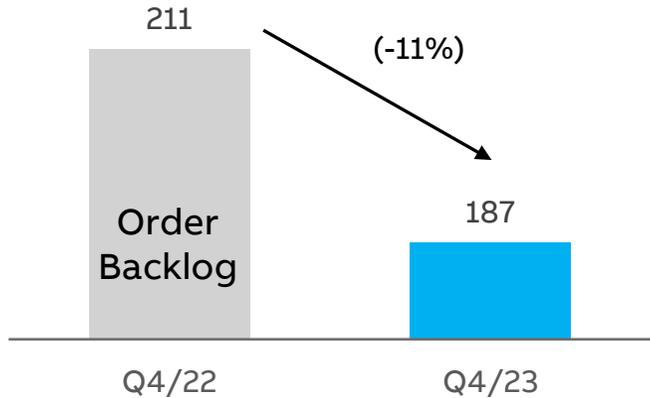
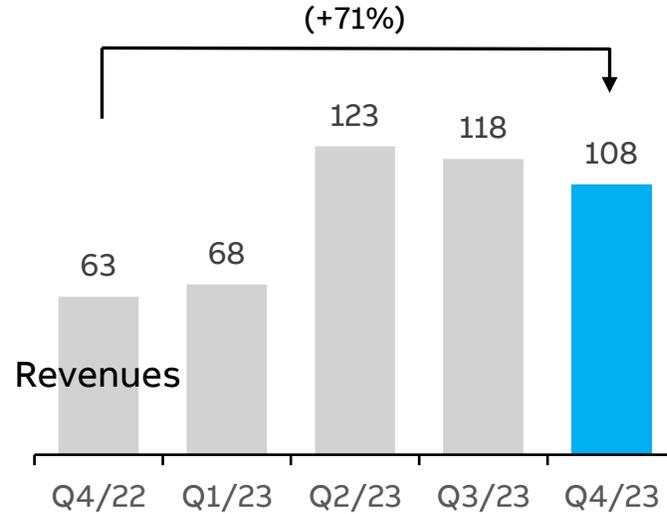
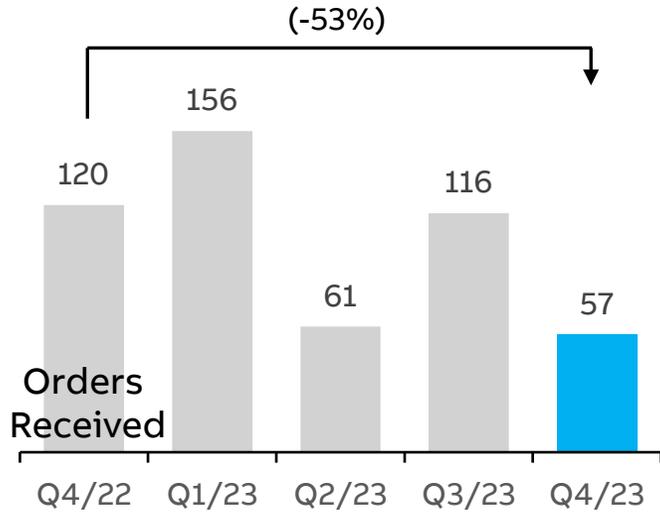
- Higher execution of order backlog
- Continued contribution from export revenue

PBIT

- Revenue mix and volume impact
- Positive forex impact in Q4 CY22 compared to negative in Q4 CY23

Robotics and Discrete Automation

INR crores



Orders Received

- Strong inflow from automotive sector, electronics, along with service orders

Revenues

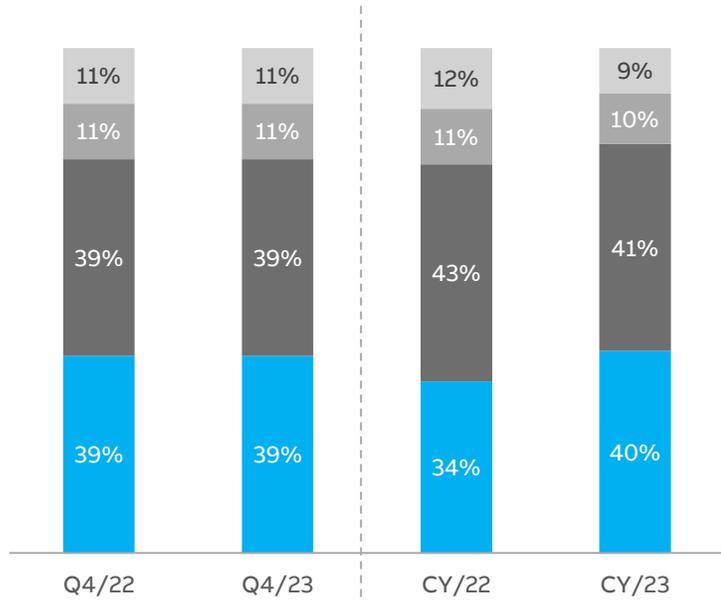
- Higher revenue from execution of paints order

PBIT

- Better margins from services from automotive offset by general industry and consumer segments

Well-structured, diversified business model

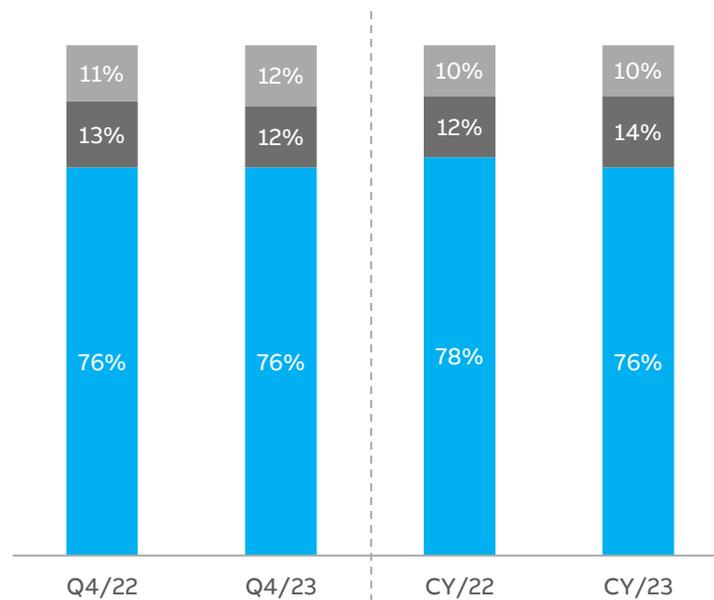
Channels



■ Direct Sales ■ Partners ■ EPCs ■ OEMs

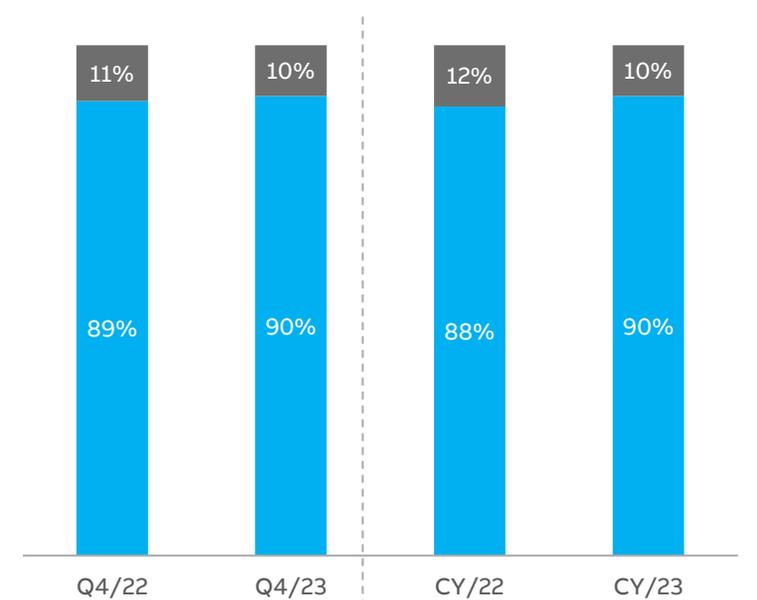
Partners include Panel Builders, Distributors & System Integrators

Offering



■ Products ■ Services ■ Projects

Geography



■ Domestic ■ Export

Note: Category distribution by Revenue

Factors propelling growth in 2024

Growth trend expected to remain healthy; fueled largely by capital and efficiency

Key Growth Drivers



Investments growth hinges on private sector uptick alongside public sector

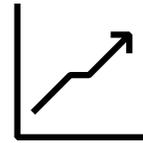


Make in India campaign with increased focus on local content



Premiumization leading to shift towards higher spending & asset investments. Rising affluence

Key factors to monitor



Domestic Economic Strain due to high inflation & higher lending rates



Consumption Growth depends on revival of informal sector and rural demand



Global drag from geopolitical stress & elections in 40+ economies. Rising interest rates across economies

ABB