



REF:INABB:STATUT:LODR:2025

February 17, 2025

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

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

Attn: Listing Dept.

Dear Sirs,

Sub: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations)  
Ref: BSE - 500002 / NSE - ABB / ISIN - INE1 17A01022

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In continuation to our letter dated February 11, 2025, we are enclosing herewith a copy of presentation which will be made at the analyst/ investors call scheduled on Tuesday, February 18, 2025 at 10:30 am (IST), to discuss the audited financial results for the fourth quarter and financial year ended December 31, 2024.

The said presentation is also being uploaded on the Company's website.

Kindly take the above information on record.

Thanking you,

Yours faithfully,  
For ABB India Limited

Trivikram Guda  
Company Secretary and Compliance Officer  
ACS-17685

NEW DELHI, INDIA | FEBRUARY 17, 2025 | SANJEEV SHARMA, CMD & TK SRIDHAR, CFO

# Q4 2024 RESULTS

Solid finish with record high revenue and profitability

ABB India Analyst Call | Q4 & full-year CY2024 | October – December 2024

75

YEARS OF  
**MANUFACTURING  
& INNOVATION  
IN INDIA**

# 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 Ltd. 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 ABB India Limited’s filings with the Securities and Exchange Board of India (SEBI), including its Annual Report.

Although ABB 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.

# ABB in India at a glance

## ABB Group

ABB is a technology leader in electrification and automation, enabling a more sustainable and resource-efficient future. By connecting its engineering and digitalization expertise, ABB helps industries run at high performance, while becoming more efficient, productive and sustainable so they outperform. At ABB, we call this 'Engineered to Outrun'. The company has over 140 years of history and around 110,000 employees worldwide. ABB's shares are listed on the SIX Swiss Exchange (ABBN) and Nasdaq Stockholm (ABB).

## ABB in India

ABB is present in India for over a century and manufacturing for 75 years. The manufacturing unit is a listed entity. It operates with the entire eco-system of ABB R&D, Engineering, and Services.



### Electrification

Distribution Solutions  
Smart Power  
Smart Building  
Installation Products  
Service



### Motion

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



### Process Automation

Energy Industries  
Process Industries  
Marine & Ports  
Measurement & Analytics

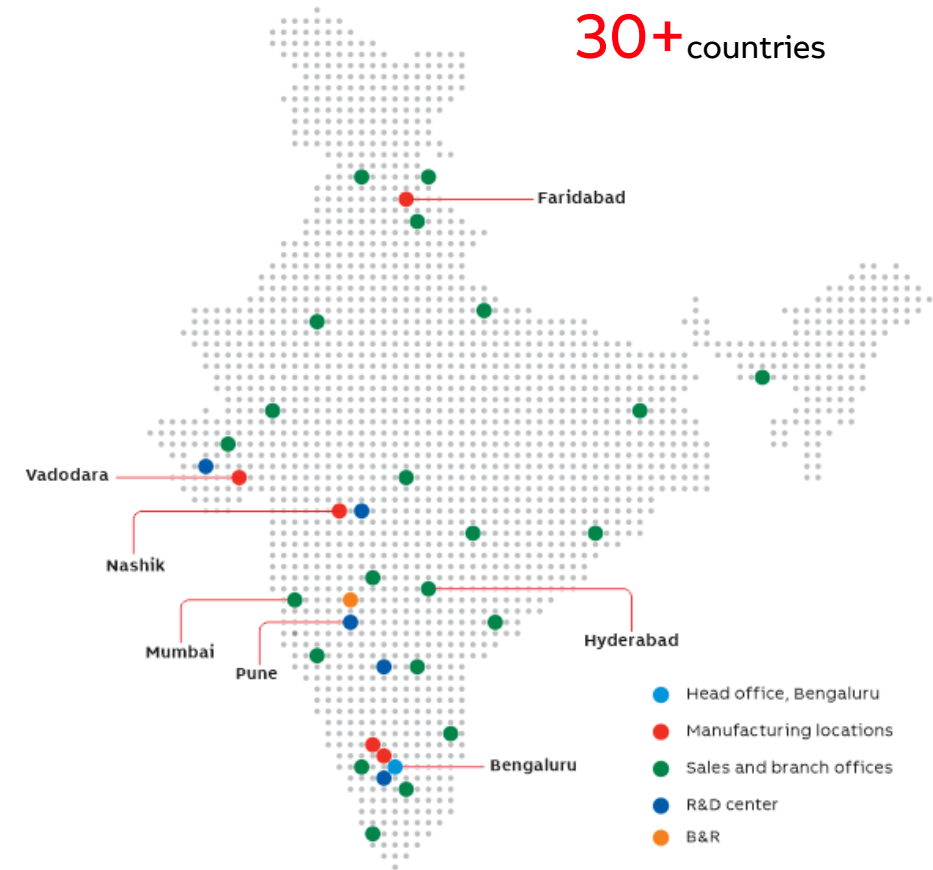


### Robotics & Discrete Automation

Robotics  
Machine automation<sup>1</sup>

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

Exporting to  
**30+** countries



**5** Manufacturing locations



**28** Sales Offices

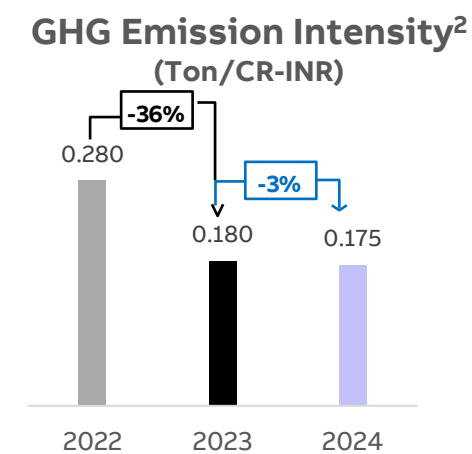
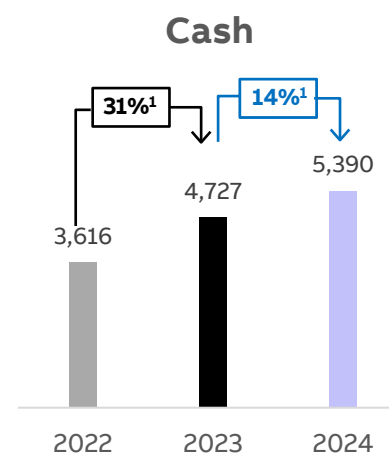
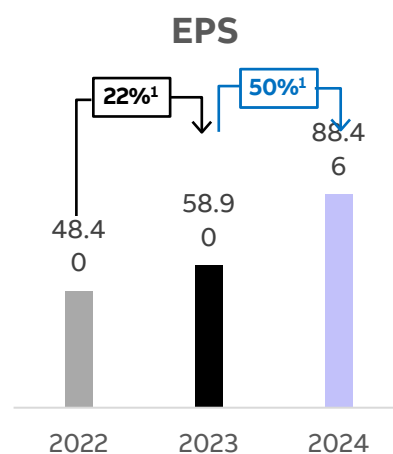
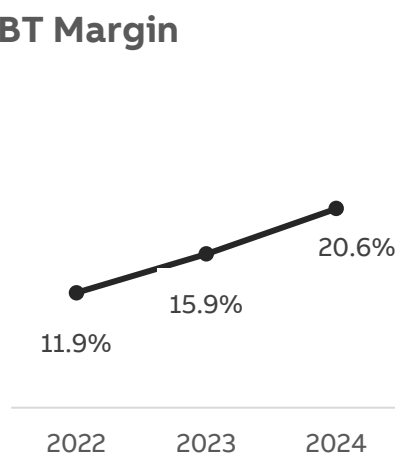
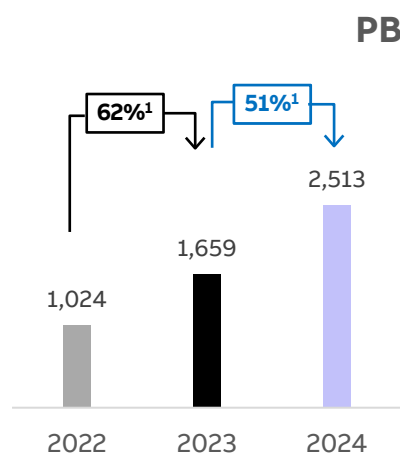
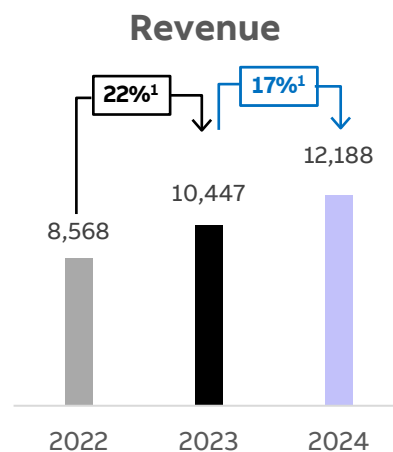
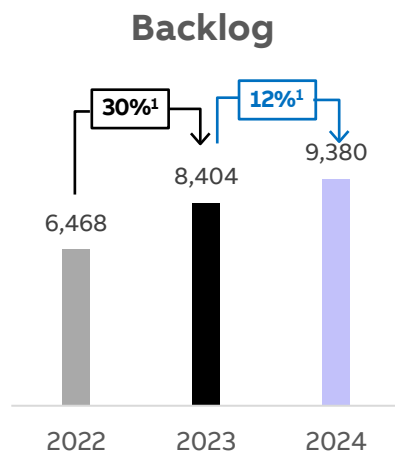
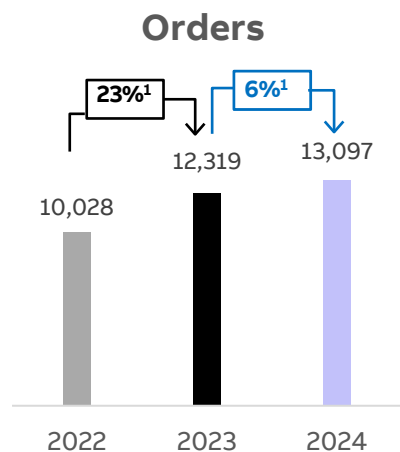
**25** Plants

**750+** Partners



# **BUSINESS HIGHLIGHTS**

# Record year-end revenue and profitability



## 2024 highlights

- **21.9% CAGR** in orders over last 4 years
- **Double-digit top-line** growth
- **Record high profitability** achieved
- New **all-time high ROCE**
- Strong cash position
- Engaged with 5,000+ customers across 30+ tier II & tier III markets
- Participation in **supplier sustainability awareness** and assessment increased by 33% YoY

1. YoY comparable

2. Emission intensity metric in line with BRSR reporting standards

# Q4 2024 highlights



## 01. Financial performance

- Revenues **+22%**<sup>1</sup>
- PAT **+54%**<sup>1</sup> aided by revenue mix, price advantage, and capacity utilisation
- Operational EBITA **+56%**<sup>1</sup> for the quarter
- Board approves final dividend of INR 33.50 per share in addition to interim dividend of INR 10.66 per share declared in Q2 CY2024; total dividend higher by 51% Y-o-Y

1. YoY comparable.

## 02. Portfolio

- Expansion of Faridabad IEC LV motor manufacturing unit; adoption of solar power and renewable electricity
- ABB launched ChloroStar™ family of analyzers for accurate and stable measurements for effective chlorine control
- Secured projects for advanced control & monitoring in PV & hybrid PV-wind plants (>1 GW capacity)
- ~6GW of solar supported through vacuum circuit breakers

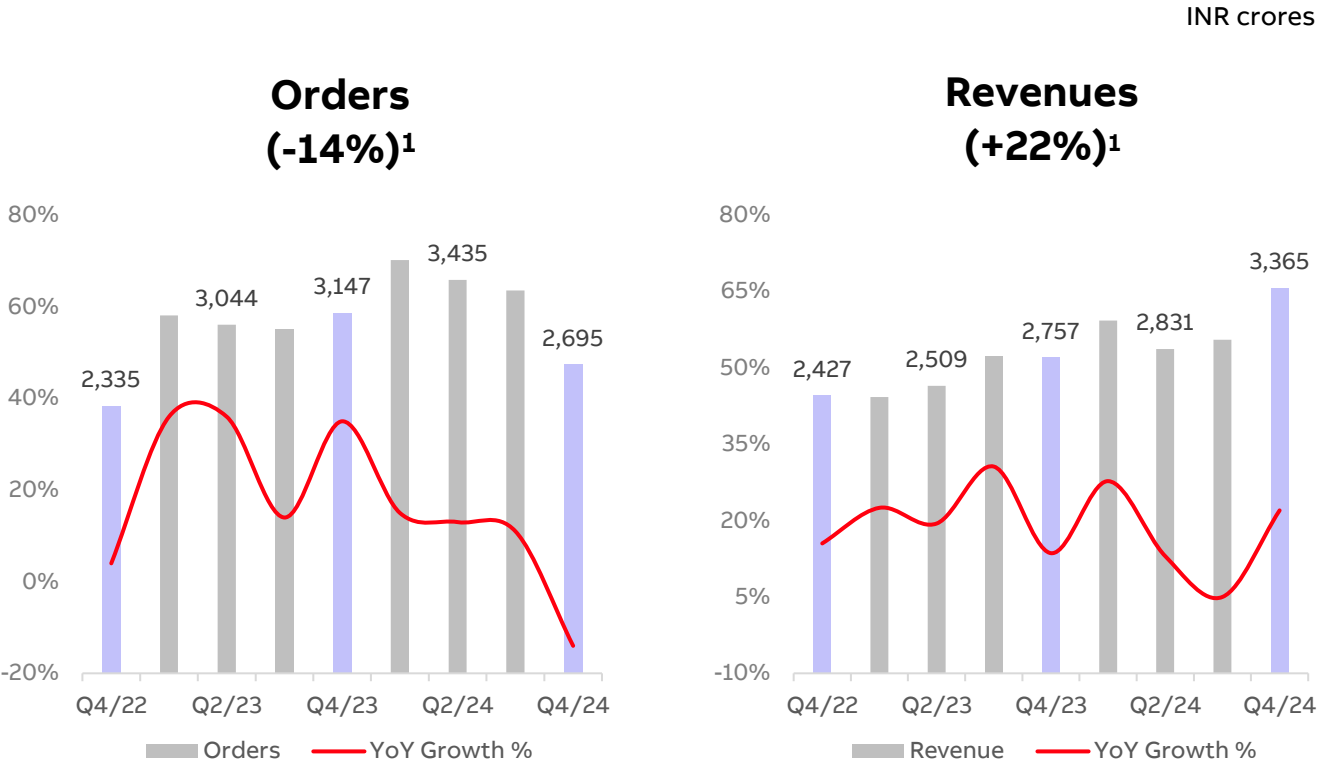


## 03. Sustainability

- Reduction of **~86%**<sup>2</sup> in own GHG (Scope 1 & 2) emissions in 2024 as compared to baseline in 2019
- **40.5%**<sup>2</sup> of suppliers enrolled in the ESG awareness and assessment program; **+33%** over 2023

2. Figures are on cumulative basis

# Stronger momentum in core segments in Q4, complemented by few emerging segments



### Data centers

Market uptake for smart power distribution and energy efficient technology



### Infrastructure

- Distribution solutions for engineering and construction company
- Analyzer shelters for LNG company



### Discrete

Positive in electronics segment with innovation in robotics



### Process

Demand from metals & mining



### Transport

Composite converters for railways



### Exports

Export orders +33%<sup>1</sup>

Order backlog +12%<sup>1</sup>  
at INR 9,380 crore



## Proven capabilities leading to significant wins



ArTuK panels for India's largest food service company and a global frozen foods company



Modernization and capacity enhancement solutions for a power distribution and automation company



Solar pump drives for solar energy-based pumps supplying water in parts of northern India



Automation solutions for electrification for expansion project of a metals manufacturing company



Robotics standing cells for electronics major



Composite converters for railways



Distribution and control systems for a data center major



Robotics paint solutions for leading Indian auto major



# Continuous customer engagement

Diverse segments, deeper coverage



Technology Day for electronics major by ELSP & SB



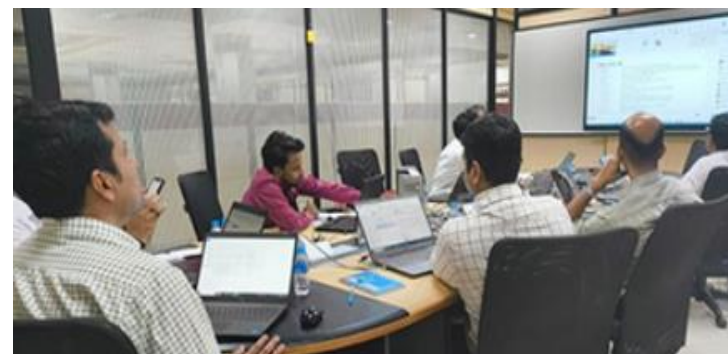
Safety Technology exposition by EL, MO & PA



Technical Seminar for steel PSU by ELSP/SB in Asansol



Technology Day for cold storage industry, Aligarh by MODP




















PAMA Product training at customers for Flow Computer



MoU with NAMTECH to establish a School of Robotics, advancing robotics skills and industry integration in India

# Diverse businesses catering to 23 market segments

Deep domain expertise and a commitment to customer value

High	Moderate	Low
 Data Center	 Water & wastewater	 Power distribution
 Electronics	 Railways & Metro	 Cement
 Renewables	 Buildings & infrastructure	 Metals & Mining
	 Oil, gas & chemicals	 Pulp & Paper
	 Food & beverage	 Marine & Ports
	 Pharma & healthcare	 Textiles
	 Automotive	
	 Rubber & plastics	



# Theme for the quarter

## Metals & Mining: a deep-dive

### Segment Insights

- Global industry valued at US\$1.3 trillion in 2024
- By 2047, the industry could help India become a USD 30 trillion economy, create 25 million jobs, and add USD 500 billion to the GDP
- 1% uptick in mining increases industrial production by 1.3% and GDP by 0.3%



Steel melt shop



Control room

### Key Drivers & Trends

- The **Mines and Minerals (Development & Regulation) Act 2023** and the **National Mineral Policy, 2019** streamline operations, increase transparency, reduce import dependence, and promote sustainable practices
- Mine planning combined with digital technologies and automation can reduce operational costs by 20-30%
- Zero waste mining and improved waste management will align with global sustainability standards and mitigate the environmental impact
- Make in India, NIP, PLI schemes to fuel growth in end-use industries
- Renewable electricity, clean fuels, use of recycled material for steel generation estimated to cut emissions by 41-50%
- Zinc-coated steel can reduce corrosion and save INR 1,000 crore annually in coastal areas

Analyzers, rectifiers, distributed control system, drives and PLCs, cold rolling, hot rolling, processing lines, ABB Ability™ Smart melt shop, measurement and analytical products, electromagnetic stirrers and braking technologies, service



# Sustainability in Practice

Tracking our green goals:  
progress during 2024



**Scope 1&2 GHG Emissions\***

**2024  
(plan)**

**2024  
(actual)**

**80%**

**86%**



**Water recyclability\***

**45%**

**45%**



**Water positive unit (No.)\***

**4**

**3**



**Zero Waste to Landfill unit (No.)\***

**2**

**3**



**Supplier engagement (awareness/assessment)**

**25%**

**40%**

\* Compared to 2019 baseline and all figures are on a cumulative basis



## Performance with Purpose

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



Phase-2 Nelamangala rural road infrastructure upgradation project



Skill Development Initiative across communities in Nashik, Faridabad, Bangalore, and Vadodara for 400 youth



Special school to mainstream children with special needs



Medical support for hospital equipment patient management in cancer care



Nashik Road infrastructure upgradation project is underway



Module on environment, sustainability and climate change across 148 Govt schools



Skiing – creating potential horticultural career prospects for people with special needs



Health awareness camps and medical intervention for children with congenital heart diseases, Delhi, Faridabad

# India Union Budget 2025: Relevant highlights for ABB

Consumption, innovation and sustainability are the key focus areas



## Infrastructure & Investment

- Capex outlay at **+10.1% YoY**
- **50-year interest-free loans to states** for capital expenditure
- Development of a **3-year pipeline of PPP** projects by each infrastructure-related ministry
- Extension of the **Jal Jeevan Mission until 2028**
- **Urban Challenge Fund** of **INR 1 lakh crore**



## Manufacturing

- Impetus to **MSMEs in the manufacturing** sector with increased credit guarantee cover
- Basic **customs duty exempted** for EV battery manufacturing and mobile phone battery production
- To set up **Five National Centres of Excellence (CoEs)** with global expertise and partnerships



## Green Energy

- **Clean Tech Manufacturing Mission**
- **Nuclear Energy Mission** with **INR 20,000 crore**



## Research & Innovation

- **National AI Mission** with **INR 2,000 crore**



# Factors to watch out for in 2025



**Consumption:** Improving rural demand and measures announced in budget to boost domestic consumption



**Investments:** As back-end fiscal spending of the government continues with rationalized capex outlays; private sector capex has limited traction in select sectors



**Premiumization:** Demand for higher-end premium products, higher spending and asset movements with rising affluence



**Domestic economic strain:** slightly easing inflation, monetary easing is underway and likely to continue; climate risks



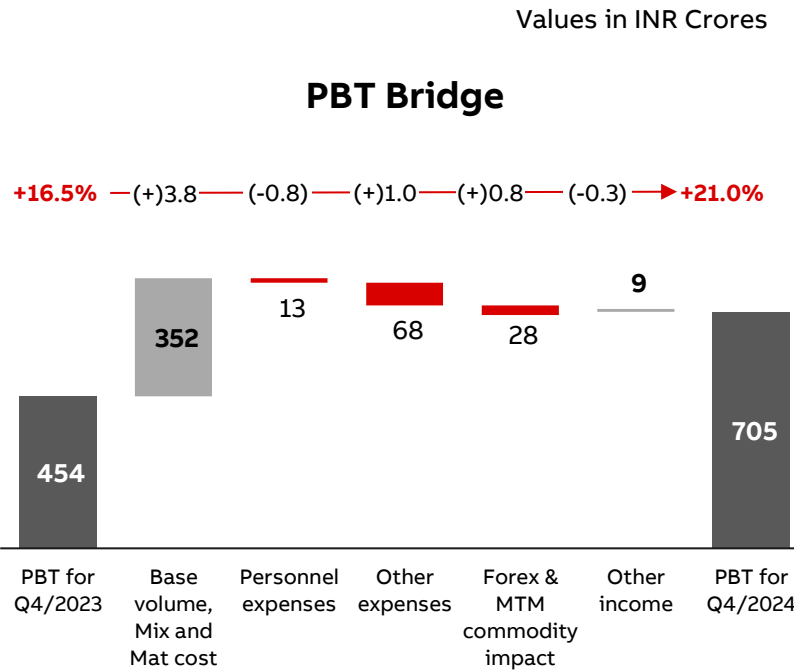
**Global drag:** geopolitical uncertainties, conflict situation, volatility in commodity pricing and currency, tariff and other trade barriers with resultant impact on supply chains



# FINANCIAL HIGHLIGHTS

# Performance Summary Q4 2024 & FY 2024

FY 23	Actual Q4 23	Actual Q3 24	Performance Indicator	Actual Q4 24	vs Q4 23	vs Q3 24	FY 24	vs FY 23
10,999	2,547	2,719	Base Orders Received	2,654			11,497	
1,320	600	623	Large Orders Received	41			1,582	
12,319	3,147	3,342	Total Orders Received	2,695	-14%	-19%	13,079	+6%
8,404	8,404	9,995	Order Backlog (end of period)	9,380	+12%	-6%	9,380	+12%
10,447	2,757	2,912	Revenue	3,365	+22%	+16%	12,188	+17%
1,659	454	597	Profit Before Tax (PBT)	705	+55%	+18%	2,513	+51%
15.9	16.5	20.5	PBT %	21.0			20.6	
1,248	345	440	Profit After Tax (PAT)	532	+54%	+21%	1,875	+50%
11.9	12.5	15.1	PAT %	15.8			15.4	
1,384	409	478	Operational EBITA	639	+56%	+34%	2,238	+62%
13.3	14.8	16.4	Operational EBITA%	19.0			18.4	
1,489	417	540	EBITDA	657			2,305	
14.3	15.1	18.6	EBITDA %	19.5			18.9	
4,727	4,727	5,001	Cash balance	5,390			5,390	

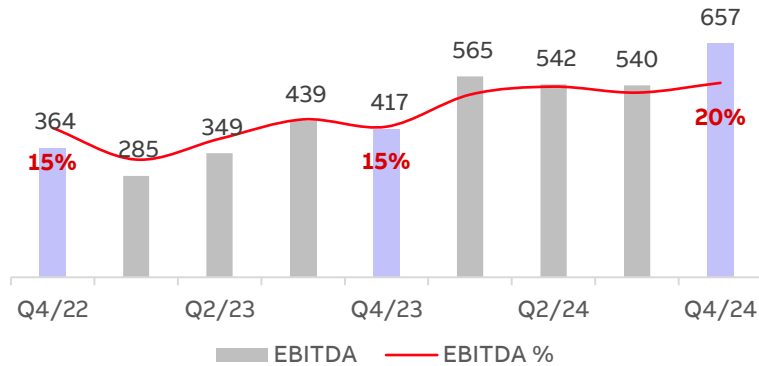


- Seamless execution or both base and large orders driving revenues
- Cost optimisation and pricing power resulting in superior margins
- Steady cash inflows, increase in inventory to cater to backlog execution

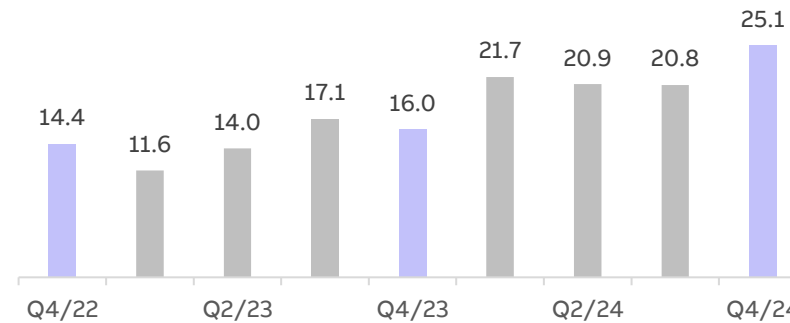
# Record-high profitability achieved during the quarter

Figures in INR Crores

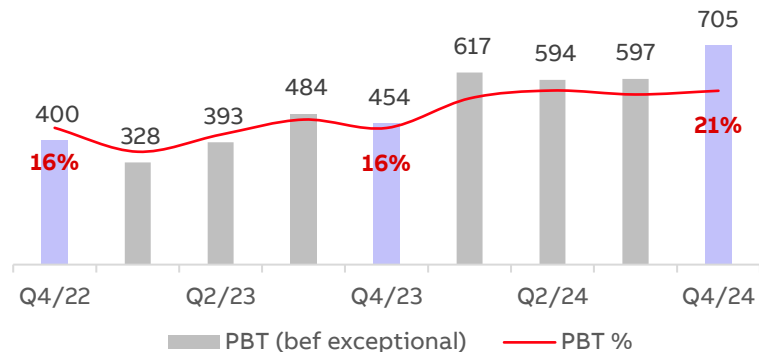
## EBITDA



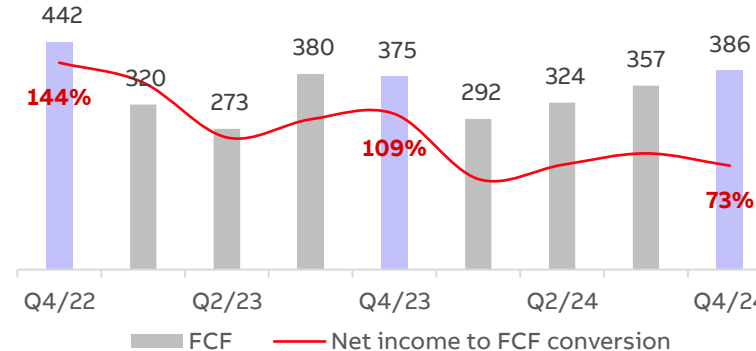
## Earnings per share (INR)



## PBT (before exceptional)



## Net income to FCF conversion

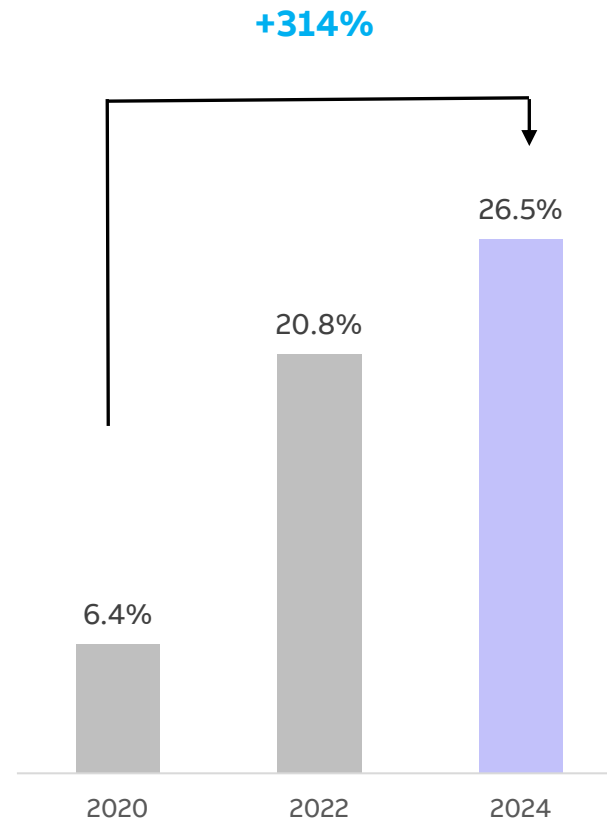


### Growth catalysts:

- Diversified revenue mix, customer segments, exports
- Better margin orders
- Positive price movements
- Steady material and commodity prices



## Return on Capital Employed reaching best in class level



### ROCE

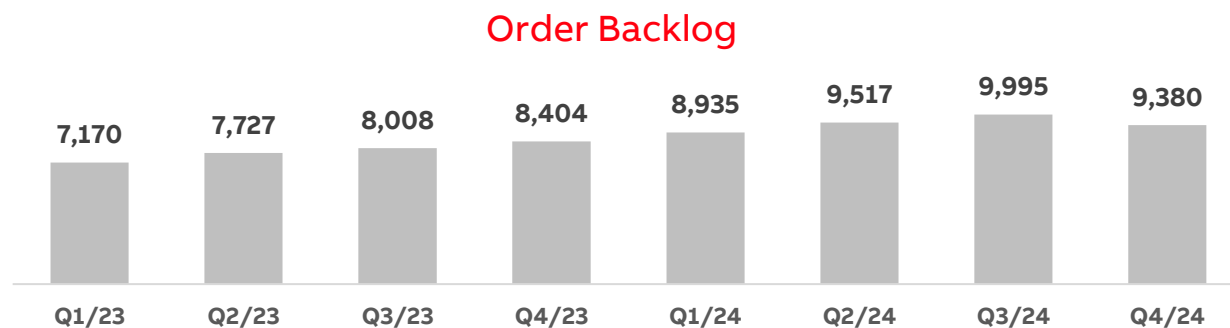
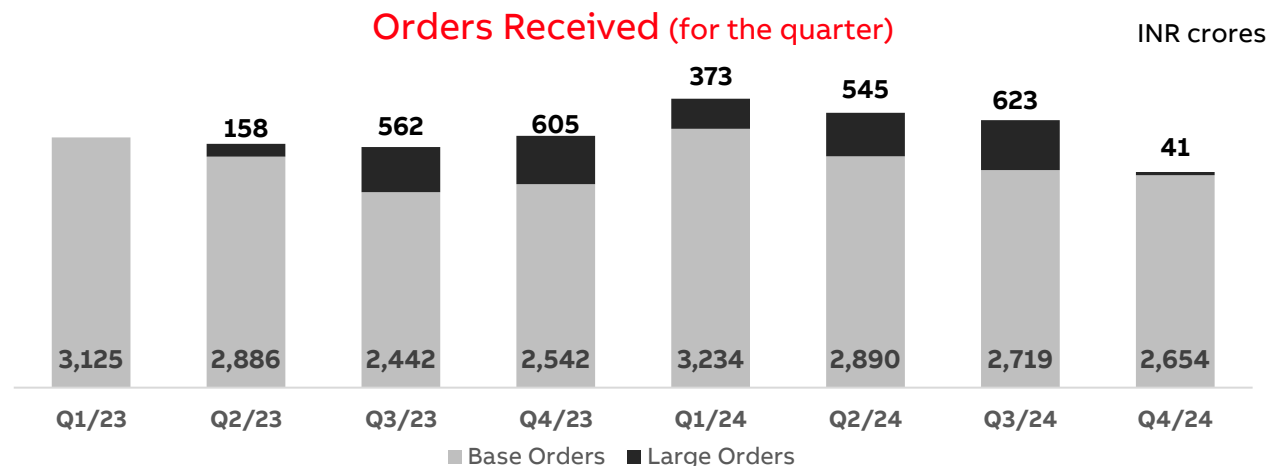
(26.5%, +560 bps YoY)

- More than doubled since pre-COVID levels
- Strong, consistent ROCE performance across the years
- Improvement driven by favourable business mix and operational efficiencies



# Evolving order backlog

Base orders maintain pace of execution, large orders align with project scope



## Key Takeaways

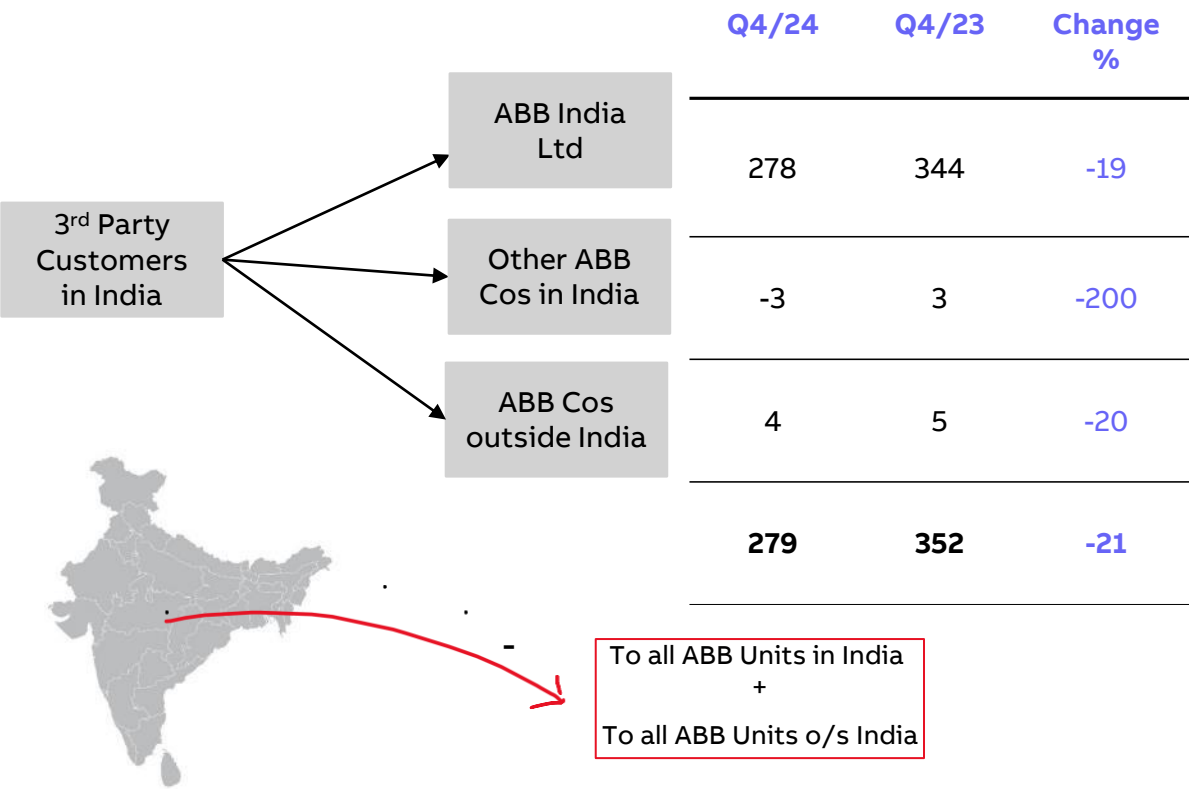
- Order backlog continues to have a majority share of base orders with a seamless execution coverage over next 4 quarters
- Large orders follow project milestone trajectory; consists of orders from railways, metals, and power distribution segments
- Recent Union budget to provide impetus to automobiles, metals, steel, renewables segments

# Demand vs Supply Q4 FY24

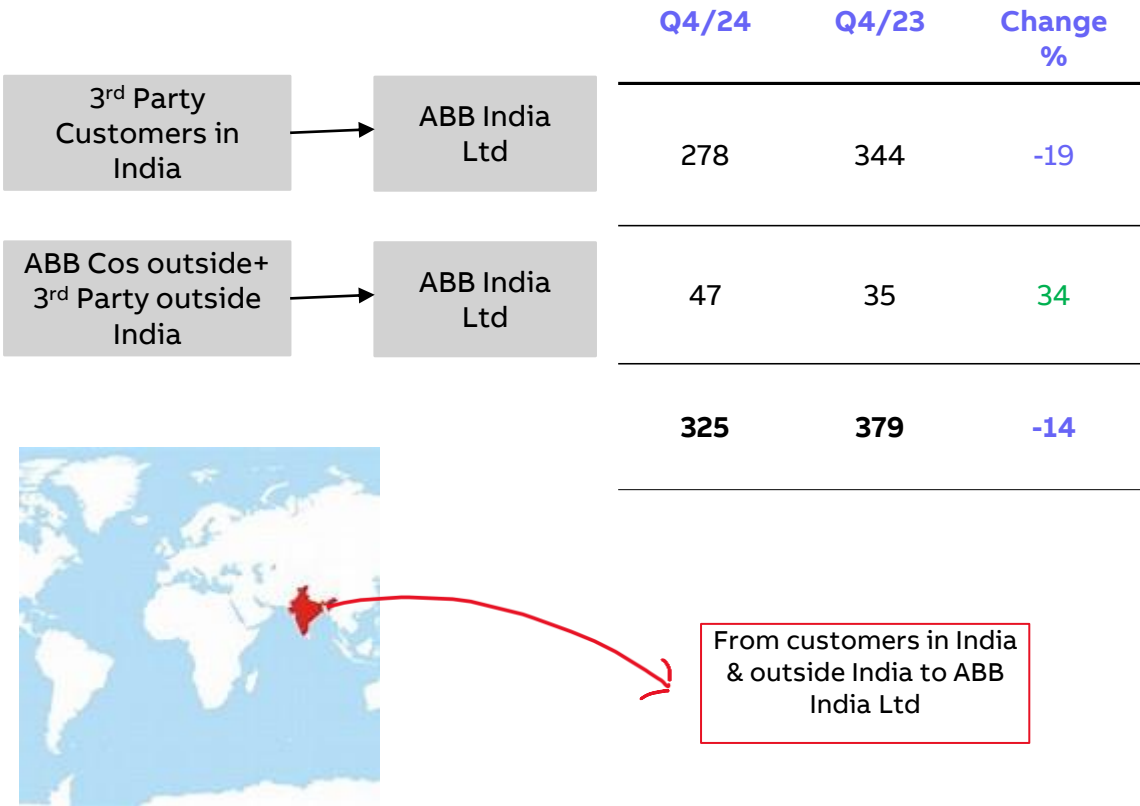
Orders for ABB in India is -14% while for ABB Group it is -21% in Q4 FY24

Fig in MUSD @ 1 \$ = 83.02 INR

## Orders originating from India (as seen by Group)



## Orders as reported by local entity (ABB India Ltd)



# Financial statement overview

INR Crores

	Quarter ended 31.12.2024		Quarter ended 30.9.2024		Quarter ended on 31.12.2023		Year ended 31.12.2024		Year ended 31.12.2023	
	Crs	%	Crs	%	Crs	%	Crs	%	Crs	%
<b>INCOME</b>										
Revenue from Operations	3,364.9	100.0	2,912.2	100.0	2,757.5	100.0	12,188.3	100.0	10,446.5	100.0
Interest Income	86.2	2.6	92.1	3.2	73.2	2.7	343.3	2.8	277.0	2.7
Other Income	0.5	0.0	0.8	0.0	4.4	0.2	10.1	0.1	24.7	0.2
Total Income	3,451.6	102.6	3,005.0	103.2	2,835.1	102.9	12,541.7	102.9	10,748.2	102.9
<b>EXPENDITURE</b>										
Material cost	1,983.1	58.9	1,648.5	56.6	1,727.5	62.6	7,090.3	58.2	6,602.5	63.2
Personnel Expenses	194.7	5.8	203.1	7.0	181.3	6.6	821.9	6.7	715.2	6.8
Other Expenses	490.9	14.6	517.9	17.8	421.0	15.3	1,943.0	15.9	1,600.9	15.3
Exchange & commodity variation (net)	38.8	1.2	2.4	0.1	10.5	0.4	27.9	0.2	38.1	0.4
Depreciation	33.7	1.0	32.8	1.1	32.9	1.2	128.9	1.1	119.9	1.1
Interest	5.1	0.2	3.0	0.1	8.2	0.3	16.5	0.1	12.7	0.1
Total Expenditure	2,746.4	81.6	2,407.8	82.7	2,381.4	86.4	10,028.5	82.3	9,089.3	87.0
Profit before Tax	705.1	21.0	597.3	20.5	453.7	16.5	2,513.3	20.6	1,658.9	15.9
Tax Expense	173.2	5.2	156.8	5.4	108.5	3.9	638.7	5.3	410.7	4.0
Profit after tax	531.9	15.8	440.5	15.1	345.2	12.5	1,874.6	15.4	1,248.2	11.9
ETR %	24.6%		26.3%		23.9%		25.4%		24.8%	

## Q4 2024 vs Q4 2023

### Interest and Other income:

Interest income: Increase in fixed deposits.  
Other income: TSA arrangement with PG ended in June quarter

### Material cost: 58.9% (62.6%)

Revenue mix, better margin orders and operational efficiencies

### Personnel expenses: 195 Cr (181 Cr)

Salary revision & actuarial valuation impact

### Exchange and commodity: 39 Cr (10.5 Cr)

Higher commodity and forward contract MTM loss mainly due to falling commodity prices and appreciation of rupee against CHF and EURO

### Other expenses: 491 Cr (421 Cr)

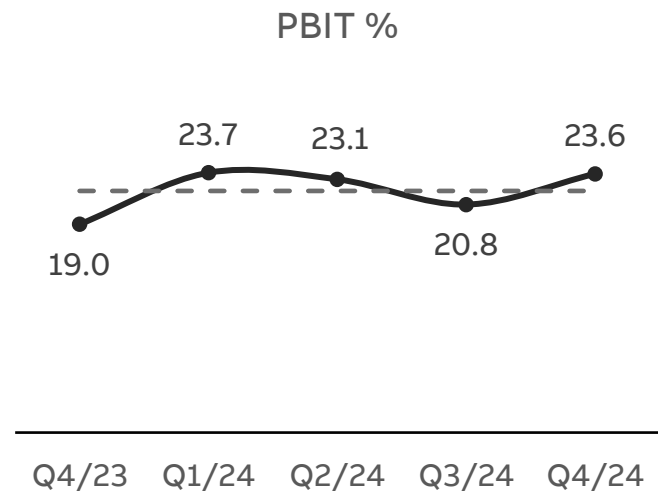
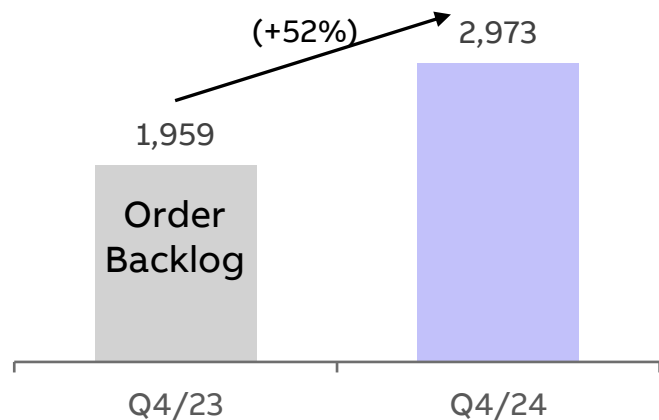
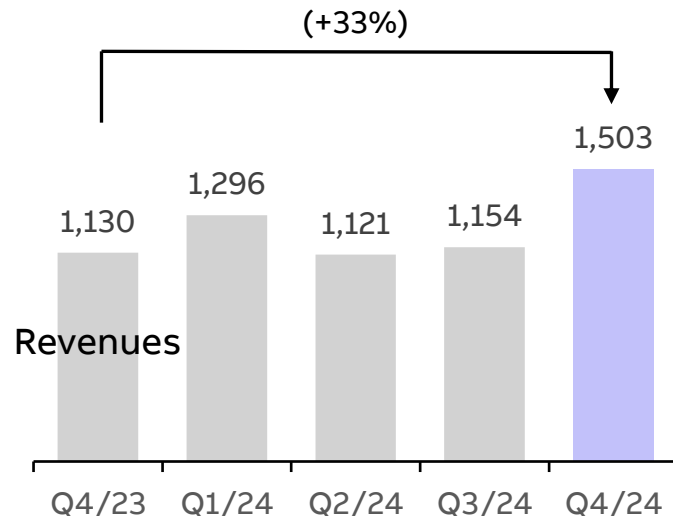
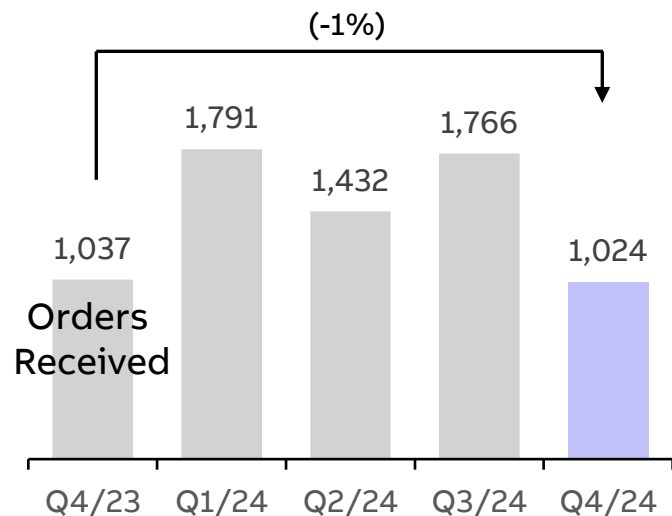
Increase in revenue linked costs, group fees, IT costs and provision for receivables

### Interest costs: 5 Cr (INR 8 Cr)

Comprises IND AS Notional interest, MSMED interest etc.

# Electrification

INR crores



## Orders Received

- Traction in buildings, renewables, power distribution segments
- Q3/24 included large order data centre order

## Revenues

- Higher revenues across all divisions
- Contribution from exports

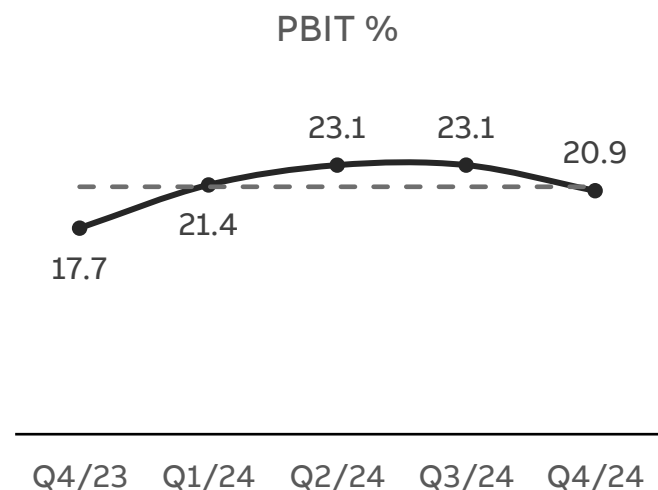
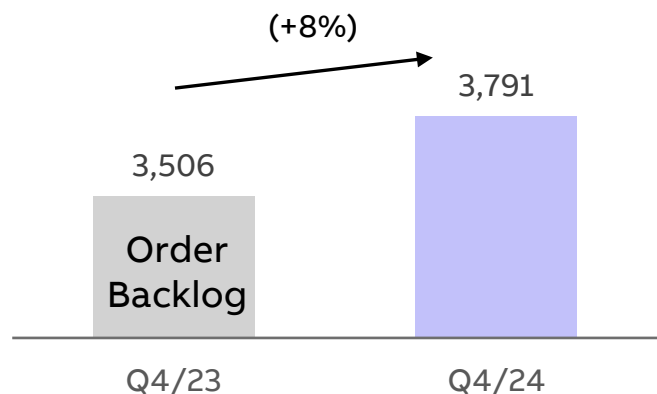
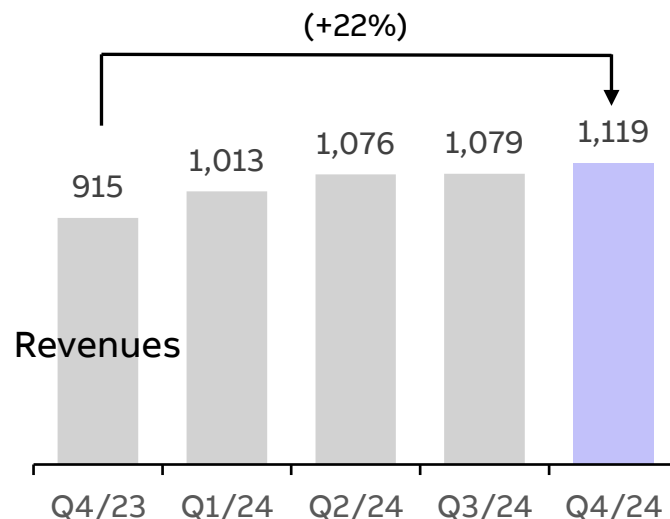
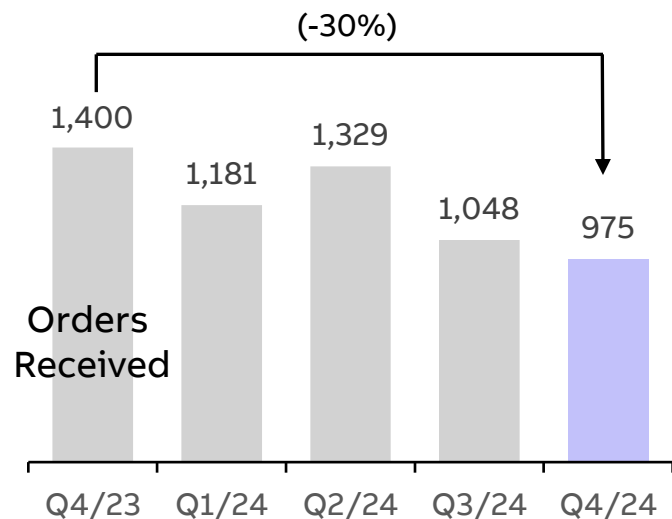
## PBIT

- Revenue mix and better price realization
- Capacity utilization



# Motion

INR crores



## Orders Received

- Base orders take precedence as compared to previous quarters from transportation segment
- Q4/23 had a large traction equipment order

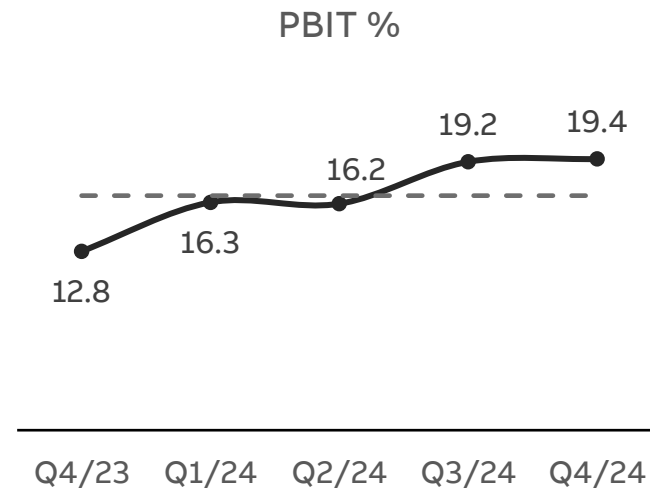
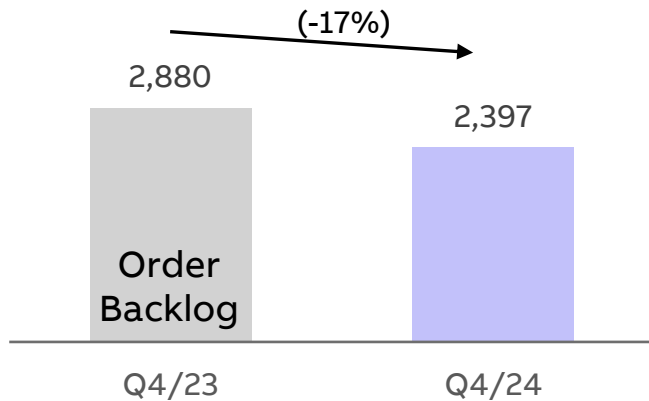
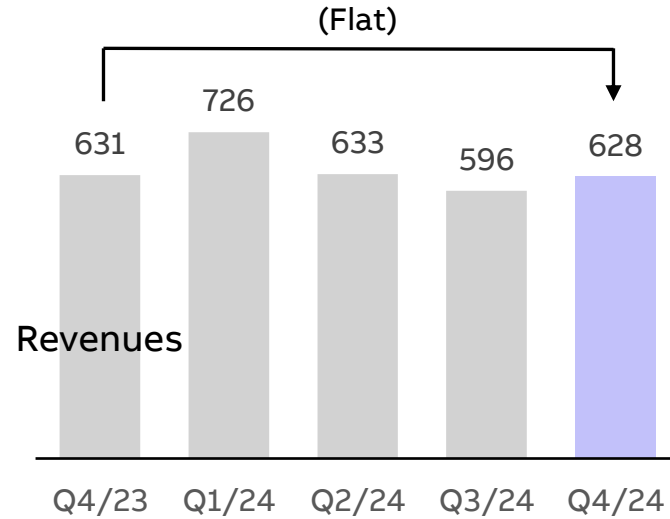
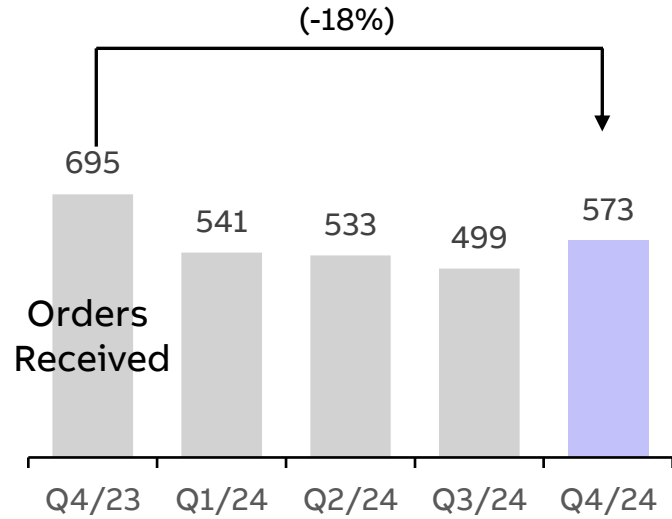
## Revenues

- High revenues from traction drives, composite converters

## PBIT

- Better margin orders
- Operational efficiencies

# Process Automation



INR crores

## Orders Received

- Orders for rectifiers from metals majors
- High-value orders from energy industry in Q4/23

## Revenues

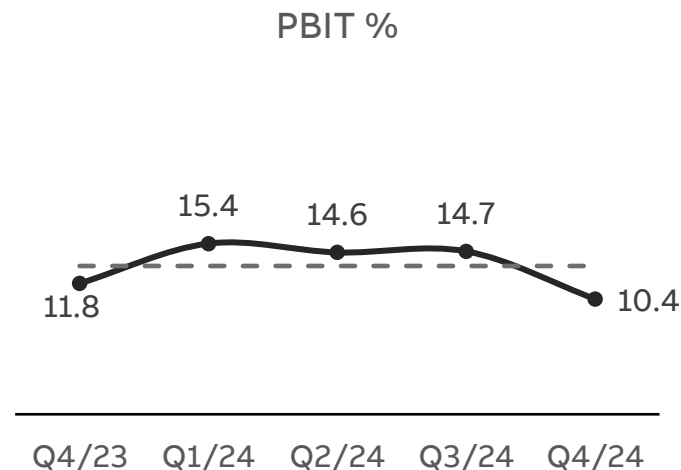
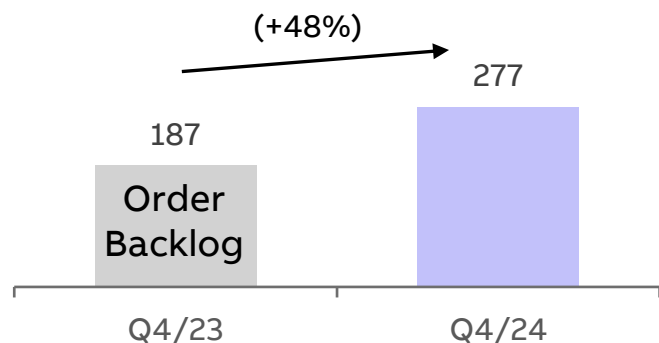
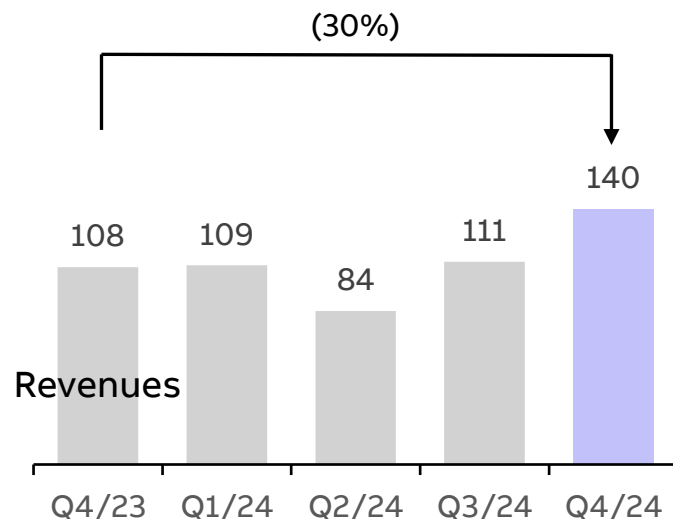
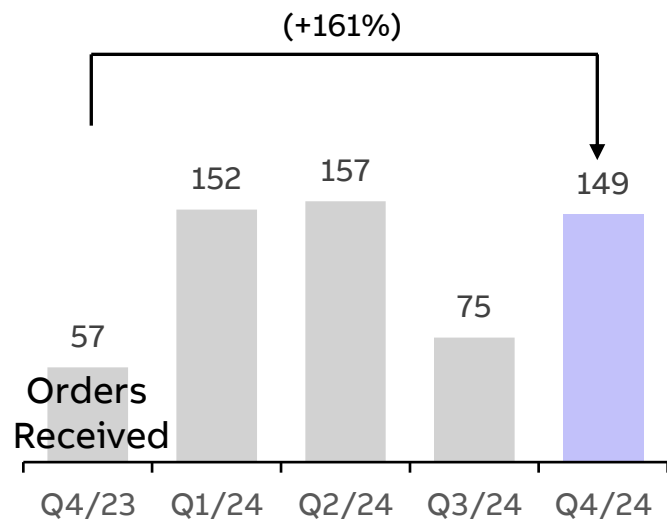
- Flat revenues

## PBIT

- Revenue mix with high contribution from services business
- Operational improvements in projects

# Robotics and Discrete Automation

INR crores



## Orders Received

- Strong inflows electronics; robust opportunity pipeline

## Revenues

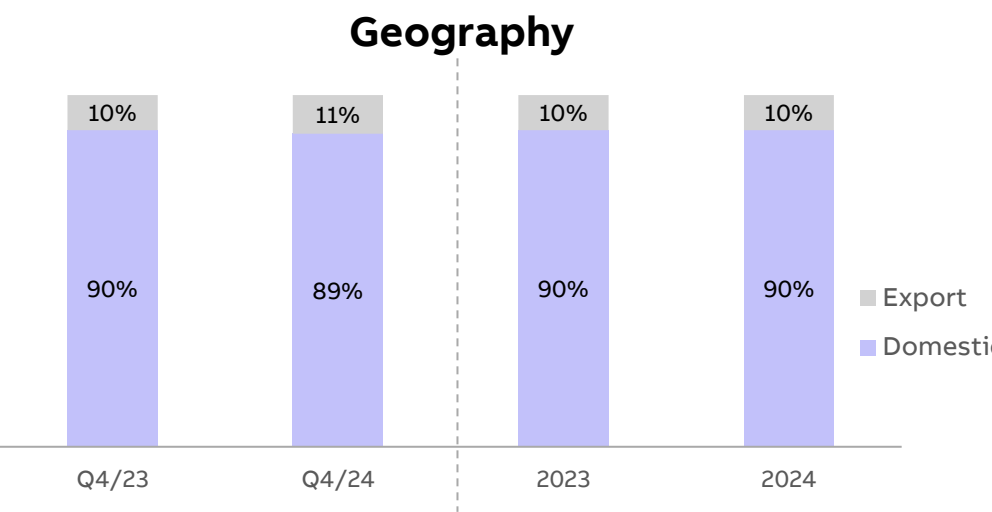
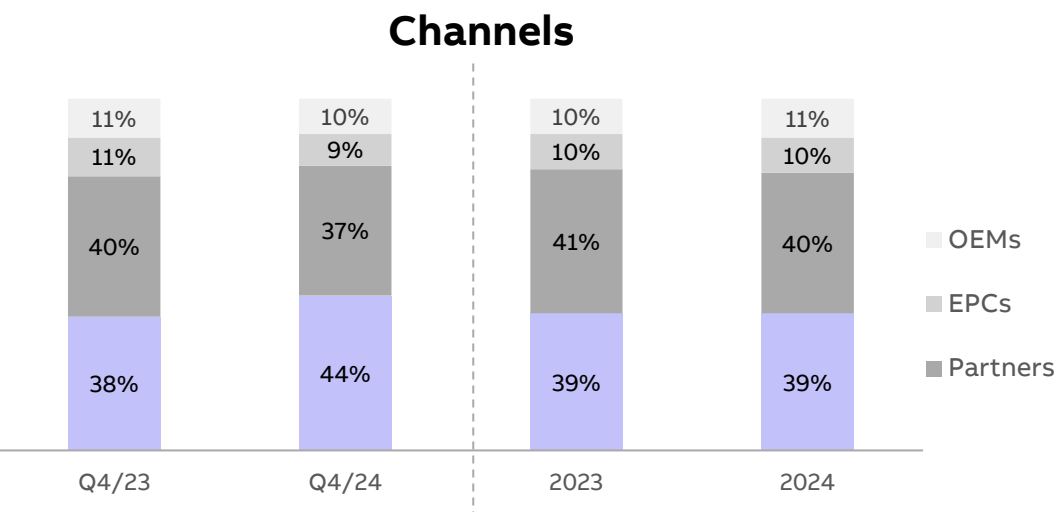
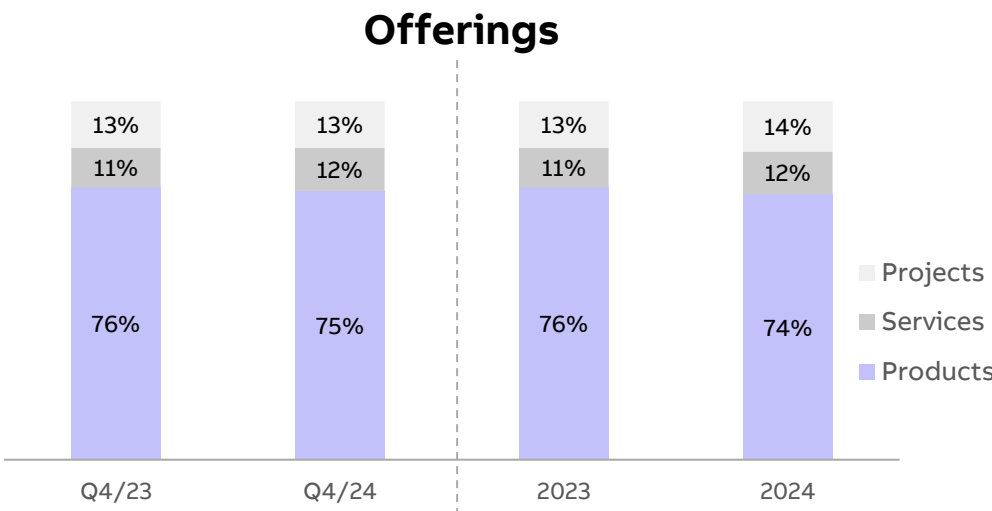
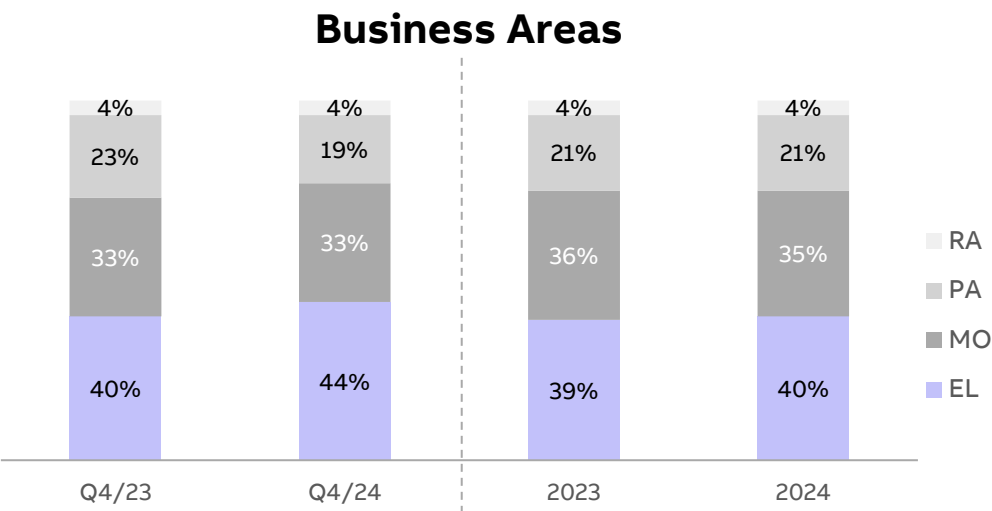
- Higher revenues from execution of major orders from automotive and electronics segments
- Contribution from exports and services

## PBIT

- Operational efficiencies and actualization of margins

# Resilient and diversified business model

(by revenues)





**ABB**