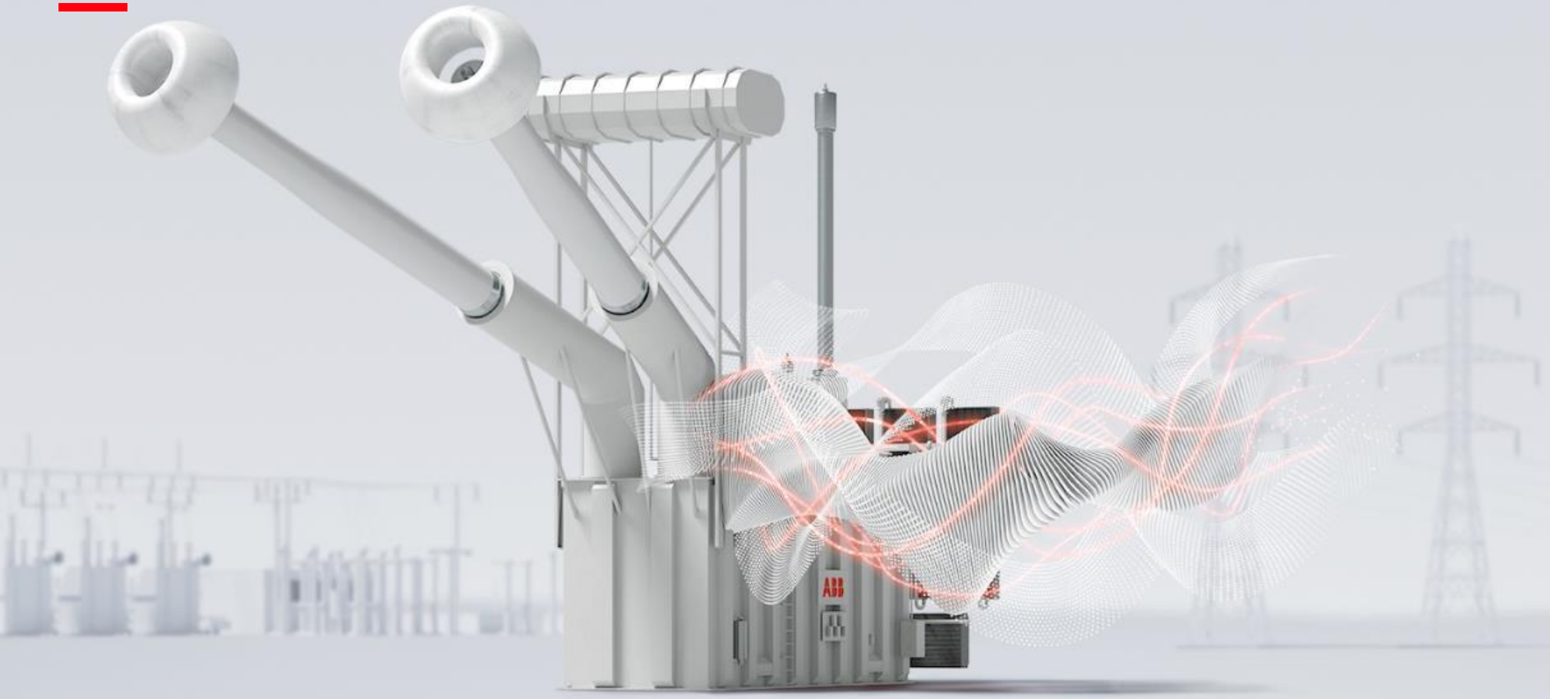

ANALYST CALL, JUL 20, 2018

ABB India Ltd.

Q2 2018

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 Ltd’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.

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 InsiderTrading 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, privy to this presentation should kindly ensure strict confidentiality of the information shared and discussed herein.

Agenda

Key highlights

Market overview

Financials

Solid fundamentals keep driving growth first half

Profit After Tax **Rs 205 Cr** 24% YoY	Profit Margin **3.9%** 10bps YoY	Orders **Rs 5056 Cr** 8.9% YoY
Operational EBITA **Rs 321 Cr** 49% YoY	Operational EBITA Margin **6.1%** 120bps YoY	Revenue **Rs 5238 Cr** 19.4% YoY

Key highlights

Expanding partnerships for sustainable growth in India

ABB sign MoU with NITI Aayog to make India Artificial Intelligence ready

ABB & IIT-R sign MoU for technical cooperation on smart network pilot

Largest planned digital substation project in India, MSETCL

Partnership with Cochin Shipyard and SCI to deploy automation solutions

Breakthrough traction motor order from rail transport company

Robot sales double in first half of 2018; led by automotive sector

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Market overview - utilities

Digital solutions are key for seamless integration of renewables and distribution losses reduction

Sector outlook

- **EV push and railways electrification** focus will drive the demand in mid to long term – Karnataka, Maharashtra, AP & Telangana, rolled out their EV policies
- **Sub-transmission (state level) & distribution strengthening** will drive growth in short term – digital substations, smart network management
- **Amendment to Electricity Act** will realign focus on - public sector cos, PPAs, financial and technological health of distribution cos
- Energy generation and consumption patterns open new opportunities in new customer segments

From cross-country ultra high voltage links, to state digital substations and rural microgrids

Market overview - industries

Micro and medium size industries are buoyant while core sector players are consolidating

Sector outlook

- **Macro**:
  - GDP growth spurt in Q2 CY18 suggested that **demonization & GST impact has faded**
  - Beginning of next private capex cycle in 2019
  - Successful NPA resolution key for next growth cycle
- **Automobiles:** Investments led by passenger vehicles, good monsoon should give a boost to rural demand
- **Cement**: Long term outlook positive; large players to continue capacity additions in anticipation of demand pickup due to govt. infra push (such as affordable housing)
- **Steel industry** CAPEX to remain weak due to poor financial profile of several players.
- **F&B**: Investment in processing sector; est industry growth at 14% pa

Upgrading technologies, improving efficiency across segments – steel, cement, oil & gas

Market overview – infrastructure and transport

Growth drivers in the near future

Sector outlook

- **Airports:** 2.3BUSD total estimated investment in 18-19 upgrades & new terminals
- **Rail:** Focus on electrification - +ve for ABB offerings in both electrification & rolling stock.
- **Metro:** 25 metro rail projects in various levels of planning and ordering
- **Water:** As ground water reach the lowest ever, estimated 56.2BUSD of capex by 2020
- **Smart cities:** Working with partner ecosystem and gearing up on integrated offerings. Capex outlay ~ $31.5B in next 4 years
- **Datacenters**: Digital India initiative; est $7.5B investment by 2020

Indian Railways: Building on large installed base from propulsion equipment to trackside equipment

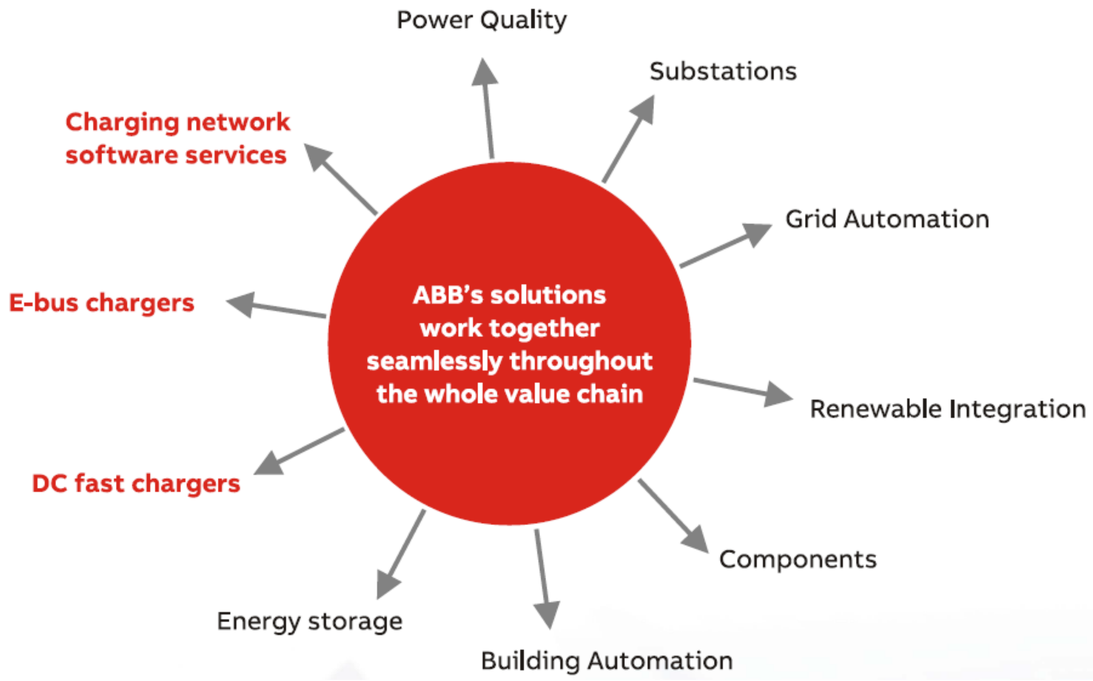
Technologies that will shape tomorrow

Fast-track awareness, create business model prototypes

Digital transformation of utilities, industries and infra

- Currently running **370 projects in 80 countries from India** across industries like F&B, cement, paint, o&g, etc
- Post vetting these pilots, customers place orders and then enterprise level projects
- Digital market is very **fragmented with players from IT & OT** space. ABB's historical strength is in OT and we are building new solution for IT space with ABB Ability Platform
- Customer expected to make incremental investment with ROI focus rather than one big investment

Charging the future of mobility



Macro outlook

- GDP growth likely to bounce back in FY19 to 7-7.5% due to strong global growth and possible rebound in private investment in consumer led industries and infrastructure spending by government
- Utility growth will be driven by renewables, sub-transmission and distribution spend at state level
- The growth will likely be driven by consumer led sectors and long term growth will be determined by the time taken to complete the NPA resolution process in metal, especially steel
- Bank credit growth improved in FY’18 to 8.2% due to high growth in retail credit and better industrial credit demand due to ongoing NPA resolution
- Investment in railway expansion and modernization, high speed rail, metro and ports to drive ABB’s transportation business

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Financial summary

21% yoy revenue growth

INR Crores

Q1, 2018	Performance Indicator	Q2, 2018	Q2 2017	Change	YTD, 2018	YTD, 2017	Change
2,582	Total orders received	2,474	2,302	*7%*	5,056	4,644	*9%*
11,628	Order backlog (end of period)	10,717	12,094		10,717	12,094	
2,525	Revenue	2,713	2,233	*21%*	5,238	4,390	*19%*
157	Profit Before Tax (PBT)	161	119	*36%*	318	252	*26%*
6.2	PBT %	5.9	5.3		6.1	5.8	
102	Profit After Tax (PAT)	102	75	*36%*	205	166	*24%*
4.1	PAT %	3.8	3.4		3.9	3.8	
166	Operational EBITA	155	94	*65%*	321	215	*49%*
6.6	Operational EBITA%	5.7	4.2		6.1	4.9	

P&L Statement

	Quarter ended on 30.06.2018		Quarter ended on 30.06.2017		Quarter ended 31.03.2018		Half year ended 30.06.2018		Half year ended 30.06.2017		Period ended 31.12.2017	
	Amount	**%**	Amount	%	Amount	%	**Amount**	**%**	Amount	%	Amount	%
INCOME												
Revenue from Operations	**2,712.7**	**100.0**	2,233.3	100.0	2,525.5	100.0	**5,238.2**	**100.0**	4,384.5	100.0	9,087.3	100.0
Other Income	**23.6**	**0.9**	32.6	1.5	26.9	1.1	**50.5**	**1.0**	64.4	1.5	121.0	1.3
Total Operating Income	**2,736.3**	**100.9**	2,265.9	101.5	2,552.4	101.1	**5,288.7**	**101.0**	4,449.0	101.5	9,208.3	101.3
EXPENDITURE												
Cost of Materials and Services	**1,847.5**	**68.1**	1,424.7	63.8	1,717.1	68.0	**3,564.5**	**68.0**	2,849.3	65.0	5,956.1	65.5
(Increase)/Decrease in WIP/FG	**(44.5)**	**(1.6)**	0.5	0.0	6.0	0.2	**(38.5)**	**(0.7)**	(51.1)	(1.2)	(65.5)	(0.7)
Total Material Cost	**1,803.0**	**66.5**	1,425.3	63.8	1,723.1	68.2	**3,526.1**	**67.3**	2,798.2	63.8	5,890.6	64.8
Personnel Expenses	**223.1**	**8.2**	216.7	9.7	218.4	8.6	**441.5**	**8.4**	410.0	9.4	796.3	8.8
Other Expenses	**490.8**	**18.1**	444.06	19.9	395.1	15.6	**885.8**	**16.9**	868.1	19.8	1,664.4	18.3
Depreciation	**35.6**	**1.3**	38.3	1.7	35.6	1.4	**71.2**	**1.4**	75.9	1.7	158.0	1.7
Interest	**23.2**	**0.9**	23.1	1.0	23.2	0.9	**46.3**	**0.9**	44.2	1.0	77.3	0.9
Total Expenditure	**2,575.6**	**94.9**	2,147.4	96.2	2,395.3	94.8	**4,970.9**	**94.9**	4,196.5	95.7	8,586.5	94.5
Profit / (Loss) Before Tax	**160.7**	**5.9**	118.5	5.3	157.1	6.2	**317.8**	**6.1**	252.5	5.8	621.8	6.8
Current tax	**72.8**	**2.7**	24.6	1.1	44.0	1.7	**116.8**	**2.2**	85.2	1.9	189.9	2.1
Deferred Tax	**(14.3)**	**(0.5)**	18.9	0.8	10.6	0.4	**(3.6)**	**(0.1)**	2.2	0.1	11.9	0.1
Profit / (Loss) After Tax	**102.2**	**3.8**	75.1	3.4	102.5	4.1	**204.6**	**3.9**	165.0	3.8	420.0	4.6

Division performance

INR Crores

	For Q2, 2018			For Q2, 2017		
Divisions	Sales	PBIT	PBIT %	Sales	PBIT	PBIT %
EP	646	58	*9.0*	601	65	*10.8*
IA	377	39	*10.3*	335	32	*9.6*
PG	1061	108	*10.2*	705	75	*10.6*
RM	615	51	*8.3*	426	31	*7.3*

	For H1, 2018			For H1, 2017		
Divisions	Sales	PBIT	PBIT %	Sales	PBIT	PBIT %
EP	1,297	125	*9.6*	1,243	143	*11.5*
IA	679	78	*11.5*	617	43	*7.0*
PG	2,030	212	*10.4*	1,342	138	*10.3*
RM	1,212	94	*7.8*	887	69	*7.8*

Sales is net of excise duty

Strong cash generation despite 21% revenue growth

DSO in Q2	Net Working Capital (adj) – H1
112	**1,516**
↑ from 121 in Q2-2018	↑ 23% yoy
Cash – H1	**Earnings per share in Q2**
~ Rs 1,000 Cr	**4.82**
↔ flat yoy	↑ 36% yoy

ABB