



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

May 9, 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

Dear Sirs

Sub: Presentation to Analysts

Ref: BSE: 500002 / NSE: ABB

In continuation to our letter dated May 2, 2025, we are enclosing herewith a copy of presentation which will be made at the Analysts Call scheduled on Monday, May 12, 2025, 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

BENGALURU, INDIA | MAY 12, 2025 | SANJEEV SHARMA, CMD & TK SRIDHAR, CFO

# Q1 CY2025 Results

## Solid start to the year

ABB India Analyst Call | Q1 CY2025 | January – March 2025

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 more than 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

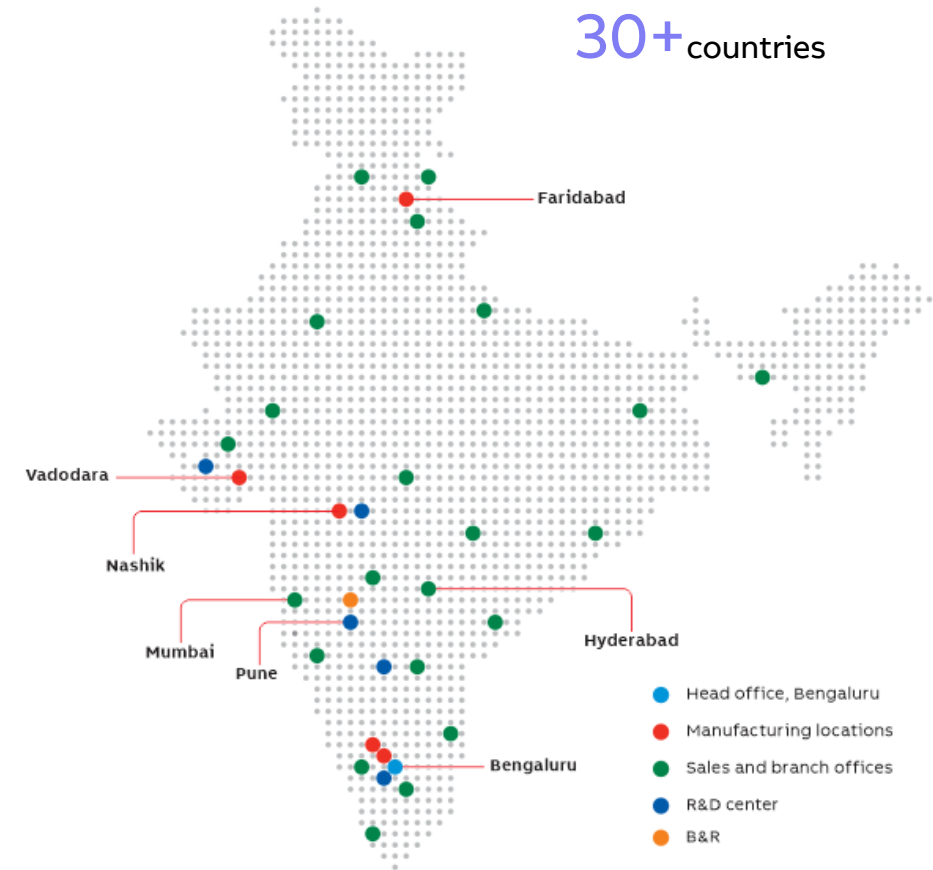


### Robotics & Discrete Automation

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** Shop floors

**750+** Partners



# Business highlights



# Q1 2025 highlights



## Financial performance

- Orders **+4%**<sup>1</sup>; significant share of base orders **+10%**<sup>1</sup>
- Revenue **+3%**<sup>1</sup>; consistent YoY uptrend despite high base
- PAT **+3%**<sup>1</sup>; journey of profitable growth continues
- Cash balance at INR 5,756 crore

1. YoY comparable.

## Portfolio

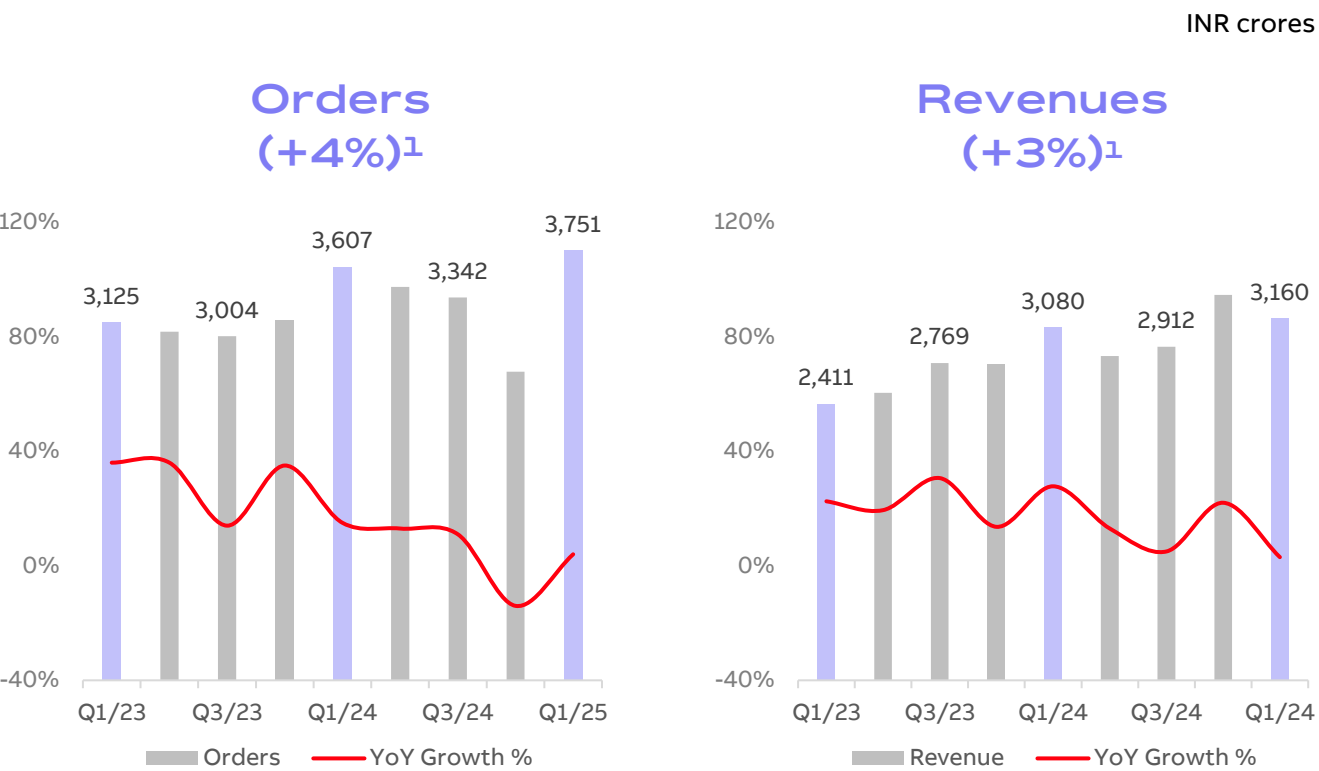
- Extension of range of **low voltage flameproof motors** in higher frame sizes, in IE2, IE3, and IE4 efficiency classes, for wide output and temperature ranges, offering safety, reliability, and efficiency.
- Launched special range of modular **LIORA switches** from Electrification Smart Buildings for commercial and residential spaces

## Sustainability

- Reduction of **~87%** in own GHG (Scope 1 & 2) emissions as compared to baseline in 2019
- Nelamangala campus achieved **Mission to Zero™ status**, a part of ABB's global sustainability journey to deliver net-zero emissions
- Awarded for **best sustainability and CSR practices** by Asian Center for Corporate Governance and Sustainability



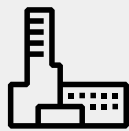
# Stronger momentum in core segments in Q1, complemented by few emerging segments



1. YoY comparable.



**Transport**  
Positive momentum of traction solutions for railways



**Buildings & Infrastructure**  
Encouraging growth trajectory for smart building solutions



**Discrete**  
Market uptake for industrial robotics applications in electronics segment



**Process**  
Demand from metals & mining, energy and chemical companies



**Exports**  
Export orders +40%<sup>1</sup>

**Order backlog +11%<sup>1</sup>  
at INR 9,958 crore**

# Proven capabilities leading to significant wins



Automation and digital solutions for Indian Oil's Centralized Pipeline Information Management System (CPIMS)



Sanding automation localized user language and industrial robotics applications for electronics industry major



Revamping distributed control systems, emergency maintenance solutions and flue gas desulfurization for a leading energy company



Service orders for remote terminal units, SCADA, PLC for a major offshore project of an integrated energy major



Power electronics sets from traction division for railways



Switchgears and other power distribution technology for a data center major



Smart Power solutions for a water treatment plant



Technology from System Drives for a tyre company



# Continuous customer engagement

## Diverse segments, deeper coverage



ABB Showcases cutting-edge technologies at ERECA 2025 at Kolkata



Mumbai ELSP & SB teams shine at EMA Conference in Indore



PAEN India at Allure 2025



ELECHEMA 2025



CII Datacenter Blueprint Summit 2025



ABB Technology Day at Mudhol




















Service campaign by MOSE for metals major



ACREX 2025

# 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	

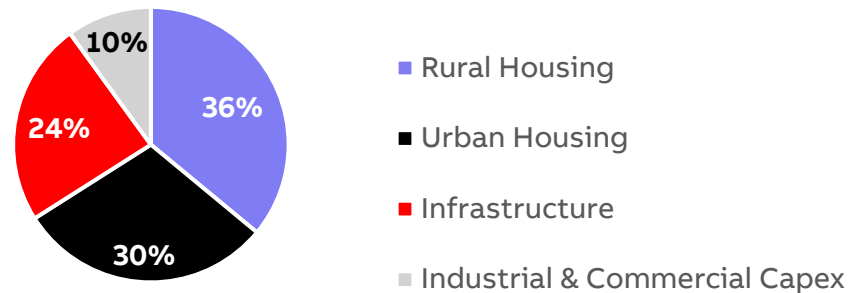
# Theme for the quarter

## Cement: a deep-dive

### Segment Insights

- India is the second-largest cement producer in the world and accounts for over 8% of the global installed capacity
- Cement volumes to increase by 6-7% YoY in FY2026: ICRA
- As of 2024, the Indian green cement market is valued at approx. USD 2.31 billion and is projected to grow at a CAGR of 5.85% through 2029

Cement Consumption by Sector in 2024



### Key Drivers & Trends

- ₹2.87 lakh crore allocated to Ministry of Road Transport and Highways; ₹11.2 lakh crore for infrastructure in Union Budget 2025–26
- ₹10,000 crore Urban Challenge Fund launched for city redevelopment
- SWAMIH 2.0 aims to complete 1,00,000 low/mid-income housing units
- Mumbai-Ahmedabad bullet train corridor, spanning 508 km with multiple stations and tunnels, equivalent to eight 10-story buildings, is boosting the cement industry
- Cement manufacturers focusing on cost efficiency, operational improvements, and green power adoption
- Green cement manufacturing requires ~20% less energy, uses recycled materials, reduces clinker production by up to 30% and significantly cuts down CO<sub>2</sub> emissions compared to traditional methods

ABB Ability™ Knowledge Manager, Advanced process control, Instrumentation, Electrification and plant engineering, remote assistance and predictive maintenance services, ABB Genix™ APM, ABB Ability™ Expert Optimizer



# Sustainability in Practice

## Our green goals for 2025



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

**2025  
(plan)**

**87%**

**Q1  
2025  
(actual)**

**87%**



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

**4**

**3**



**Supplier engagement (awareness/assessment)**

**50%**

**41%**



# Performance with Purpose

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

## Education & Skilling



Climate change module and teachers training material to the Govt. teachers across 148 schools



Skilling 400 youth across locations; certification completed



Nashik external road project completed and inaugurated by NMC officials



Phase-2 Taluk Govt. Hospital, Nelamangala hand over completed

## Communities & Environment



Green school campus program and rainwater harvesting systems in 20 Govt schools



Special health camps including assistive devices distribution across locations



Phase-2 Waste management program at Kasol, Himachal – waste collection and recovery center

# 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 trade uncertainties:** tariff and non-tariff barriers (including quality / technical regulations), volatility in commodity pricing and currency, conflict situation with resultant impact on supply chains



# Financial highlights

# Performance Summary Q1 2025

Values in INR Crores

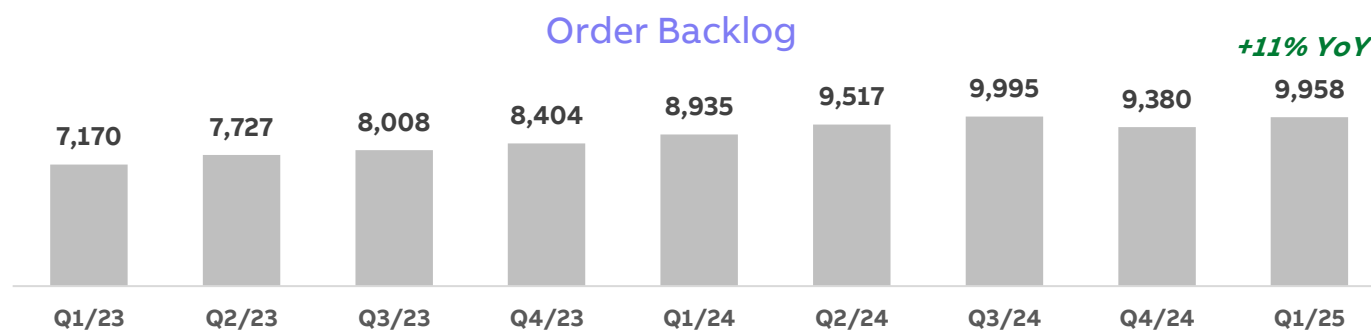
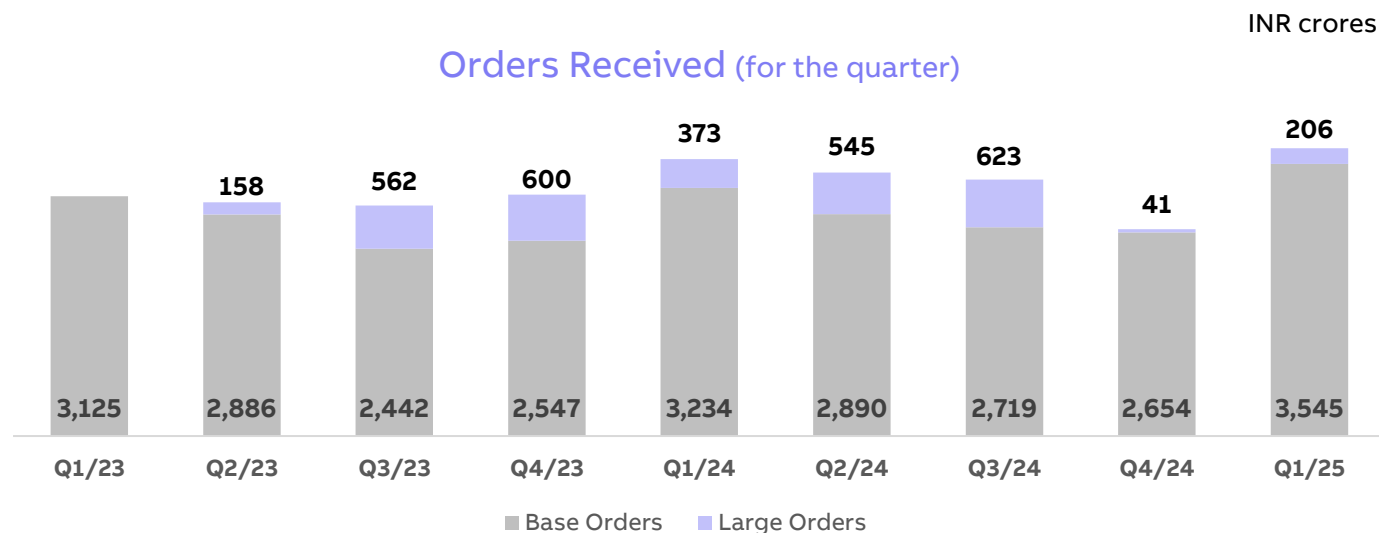
FY 24	Actual Q4 24	Actual Q1 24	Performance Indicator	Actual Q1 25	vs Q1 24	vs Q4 24
11,497	2,654	3,234	Base Orders Received	3,545		
1,582	41	373	Large Orders Received	206		
13,079	2,695	3,607	Total Orders Received	3,751	+4%	+39%
9,380	9,380	8,935	Order Backlog (end of period)	9,958	+11%	+6%
12,188	3,365	3,080	Revenue	3,160	+3%	-6%
2,513	705	617	Profit Before Tax (PBT)	636	+3%	-10%
20.6	21.0	20.0	PBT %	20.1		
1,875	532	460	Profit After Tax (PAT)	474	+3%	-11%
15.4	15.8	15.0	PAT %	15.0		
2,238	639	514	Operational EBITA	517	Flat	-19%
18.4	19.0	16.7	Operational EBITA%	16.4		
2,305	657	565	EBITDA	582		
18.9	19.5	18.3	EBITDA %	18.4		
5,390	5,390	5,036	Cash balance	5,756		

## Key Insights

- Orders:** Growth across all the business segments except Process Automation.  
Large order for propulsion equipment in Traction motors.
- Revenues:** Relatively flat. Higher volumes across business segments offset by shortfall in Process Automation
- Profitability:** Revenue mix, buying efficiencies, better price realization, favorable forex and operational efficiencies resulted in improvement in margin (%).
- Cash:** Improvement in overall cash position due to good collection.

# Evolving order backlog

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



## Key Takeaways

- **Backlog:** Order backlog continues to have a majority share of base orders with a seamless execution coverage over next 4 quarters
- **Large orders:** Large orders follow project milestone trajectory; consists of orders from railways, data centers, electronics, metals, and energy majors



# Demand vs Supply Q1'25

Growth for ABB in India is 4% while for ABB Group it is 1% in Q1'25

Fig in MUSD @ 1 \$ = 83.91 INR

## ABB Group India Orders

Indian 3 <sup>rd</sup> party customers served by	Q1/25	Q1/24	Change %
ABB India Ltd	388	388	-
Other ABB companies in India	8	5	+60%
ABB companies outside India	12	10	+20%
Group India Orders	408	403	+1%

## ABB India Ltd Reported Orders

Domestic and Export	Q1/25	Q1 24	Change %
3 <sup>rd</sup> party customers in India (Domestic)	388	388	-
ABB companies outside India and 3 <sup>rd</sup> party customers outside India	59	42	+41%
Orders from India	447	430	+4%

# Financial statement overview

INR Crores

	Quarter ended on 31.03.2025		Quarter ended on 31.12.2024		Quarter ended on 31.03.2024		Year ended 31.12.2024	
	Amount	%	Amount	%	Amount	%	Amount	%
<b>INCOME</b>								
Revenue from Operations	3,159.6	100.0	3,364.9	100.0	3,080.4	100.0	12,188.3	100.0
Interest income	92.3	2.9	86.2	2.6	82.9	2.7	343.3	2.8
Other Income	0.1	0.0	0.5	0.0	4.3	0.1	10.1	0.1
<b>Total Income</b>	<b>3,251.9</b>	<b>102.9</b>	<b>3,451.6</b>	<b>102.6</b>	<b>3,167.5</b>	<b>102.8</b>	<b>12,541.7</b>	<b>102.9</b>
<b>EXPENDITURE</b>								
Material cost	1,842.0	58.3	1,983.1	58.9	1,840.8	59.8	7,090.3	58.2
Personnel Expenses	245.2	7.8	194.7	5.8	221.1	7.2	821.9	6.7
Other Expenses	514.0	16.3	490.9	14.6	457.1	14.8	1,943.0	15.9
Exchange & comm(net)	(23.9)	(0.8)	38.8	1.2	(3.8)	(0.1)	27.9	0.2
Depreciation	33.8	1.1	33.7	1.0	31.4	1.0	128.9	1.1
Interest	4.7	0.1	5.1	0.2	3.8	0.1	16.5	0.1
<b>Total Expenditure</b>	<b>2,615.8</b>	<b>82.8</b>	<b>2,746.4</b>	<b>81.6</b>	<b>2,550.4</b>	<b>82.8</b>	<b>10,028.5</b>	<b>82.3</b>
<b>Profit before Tax</b>	<b>636.1</b>	<b>20.1</b>	<b>705.1</b>	<b>21.0</b>	<b>617.1</b>	<b>20.0</b>	<b>2,513.3</b>	<b>20.6</b>
Current tax	153.3	4.9	170.1	5.1	151.3	0.2	630.9	5.2
Deferred Tax	8.7	0.3	3.1	0.1	6.2	-	7.8	0.1
<b>Profit after tax</b>	<b>474.1</b>	<b>15.0</b>	<b>531.9</b>	<b>15.8</b>	<b>459.6</b>	<b>14.9</b>	<b>1,874.6</b>	<b>15.4</b>
<b>ETR - %</b>	<b>25.5%</b>		<b>24.6%</b>		<b>25.5%</b>		<b>25.4%</b>	

## Q1 2025 vs Q1 2024

**Other income: 92 Cr (83 Cr)**  
Comprises interest on fixed deposits and interest on tax refunds

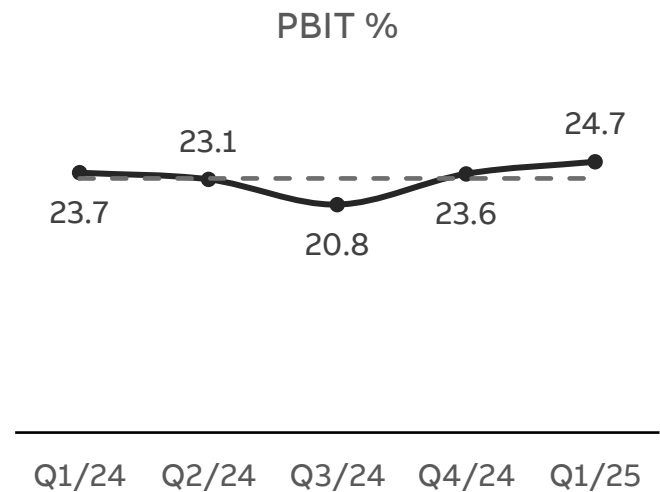
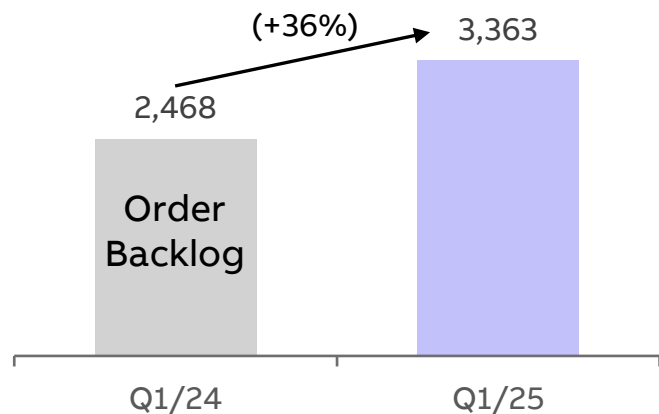
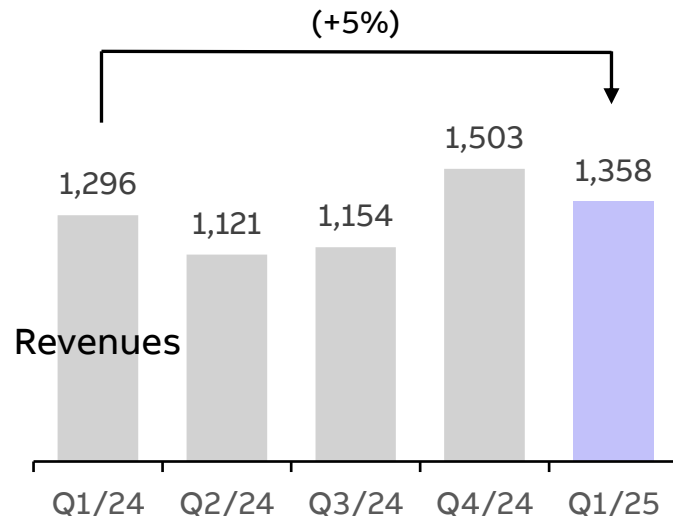
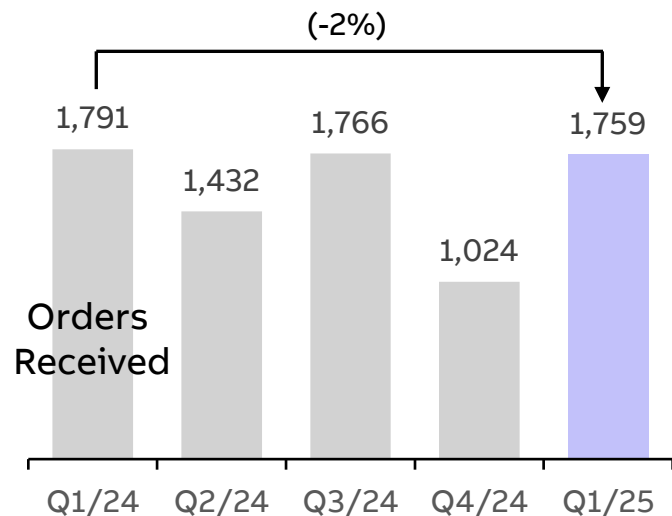
**Material cost: 58.3% (59.8%)**  
Revenue mix, better margin orders and price revision

**Personnel expenses: 245 Cr (221 Cr)**  
Salary revision and headcount increase

**Other expenses: 514 Cr (457 Cr)**  
Increase in revenue linked costs, IT costs etc.

# Electrification

INR crores



## Orders Received

- Demand for smart building solutions
- One time large order in Q1/24

## Revenues

- Growth across business segments with strong backlog execution
- Higher service revenues

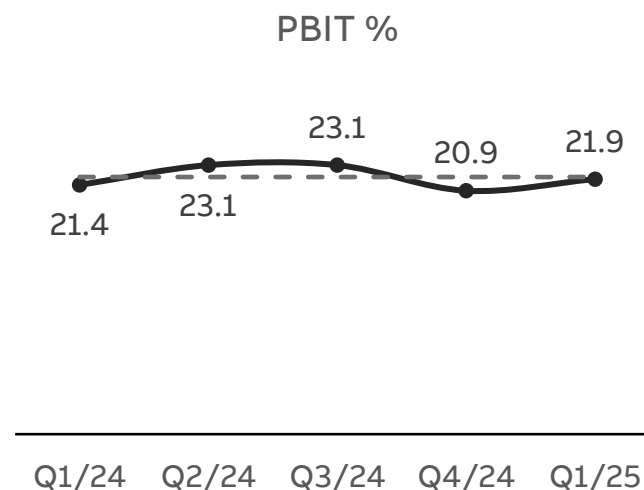
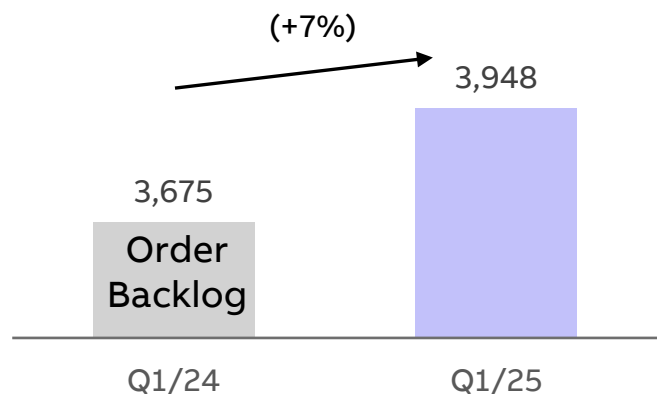
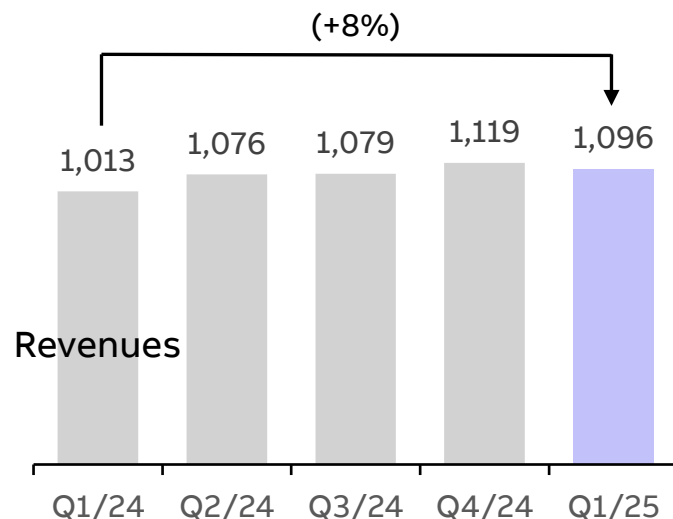
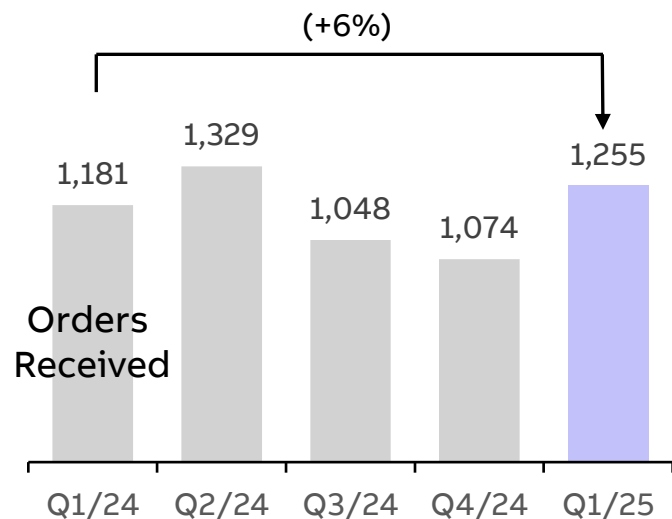
## PBIT

- Revenue mix, better price realization



# Motion

INR crores



## Orders Received

- High-value order for traction solutions from railways
- Uptick in demand for drive products and services

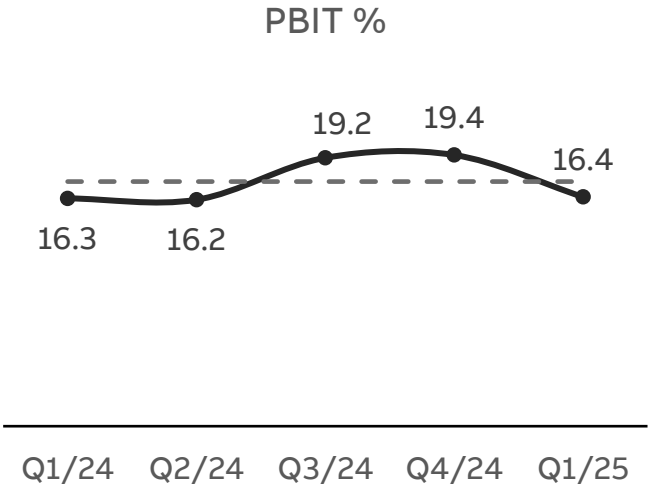
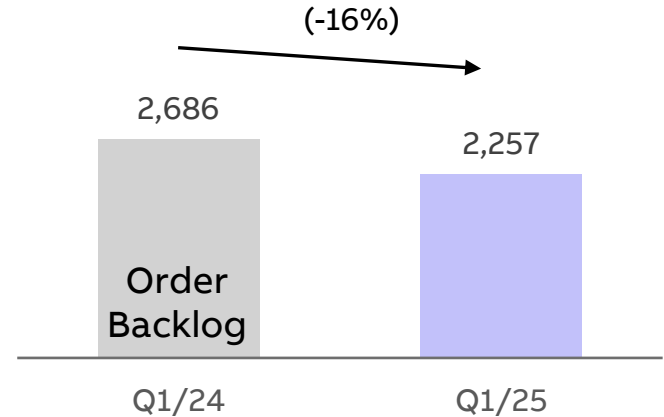
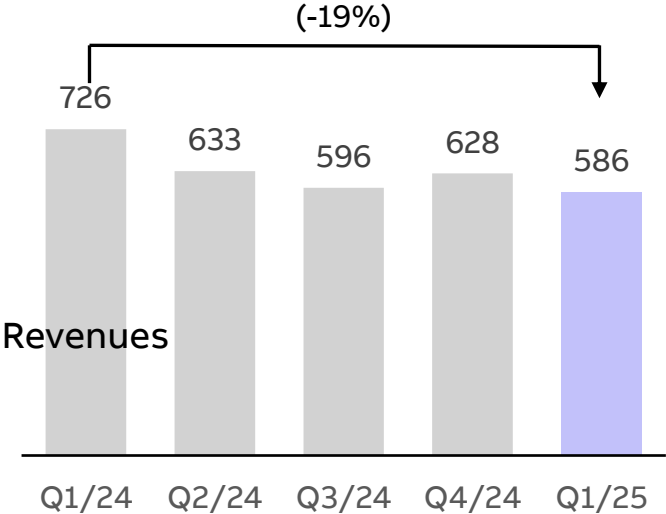
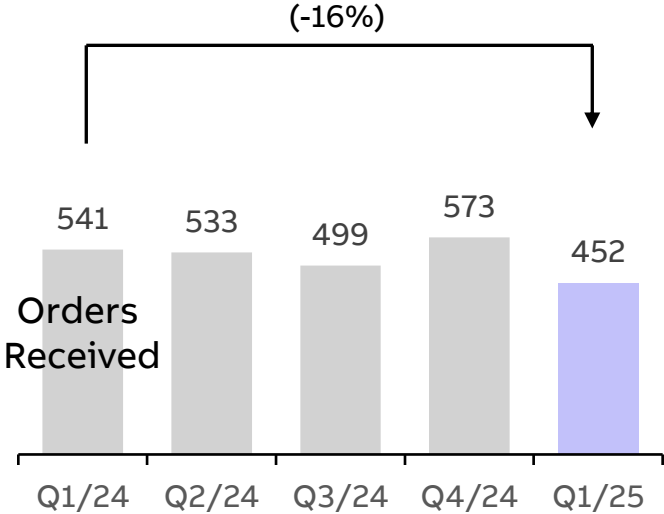
## Revenues

- Higher revenues from drives products and system drives
- Execution of high-value projects

## PBIT

- Revenue mix
- Forex gain

# Process Automation



INR crores

## Orders Received

- Lower system orders
- High-value orders from energy and utilities companies in Q1/24

## Revenues

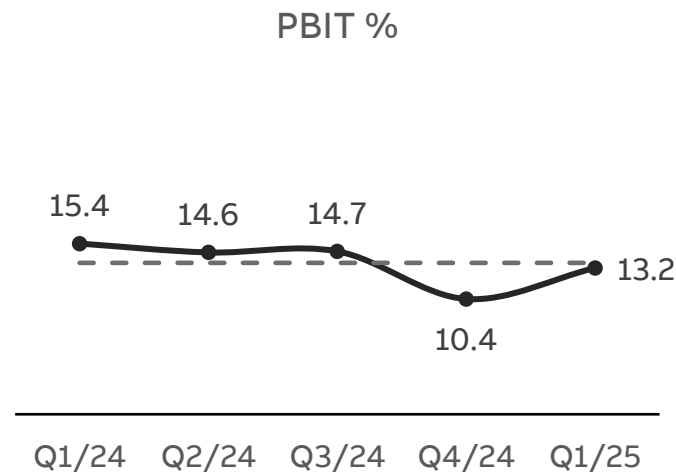
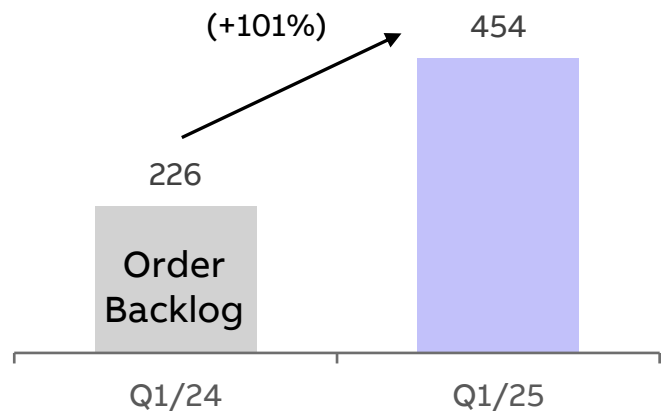
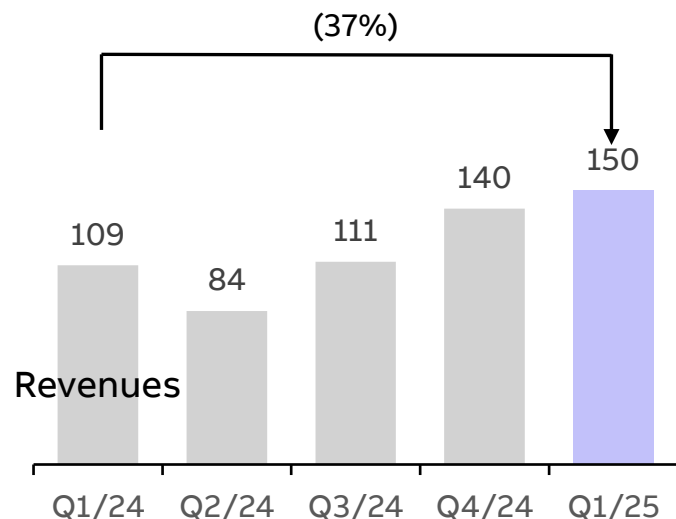
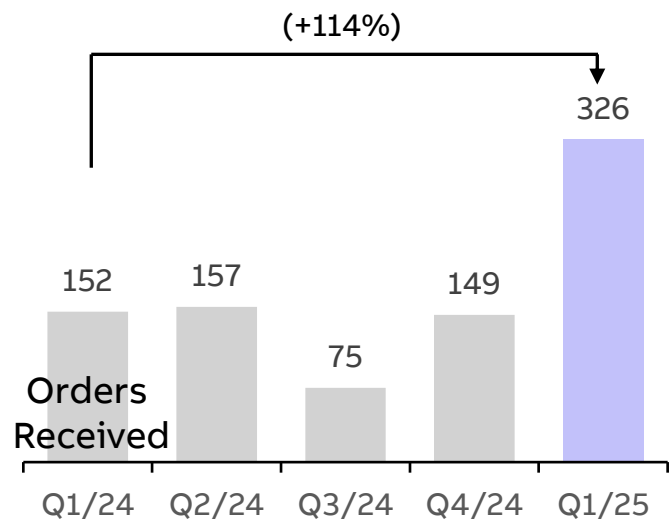
- Change in delivery schedule of customers

## PBIT

- Revenue mix with high contribution from services business

# Robotics and Discrete Automation

INR crores



## Orders Received

- Strong inflows in electronics; robust opportunity pipeline

## Revenues

- Seamless execution of orders in emerging segments

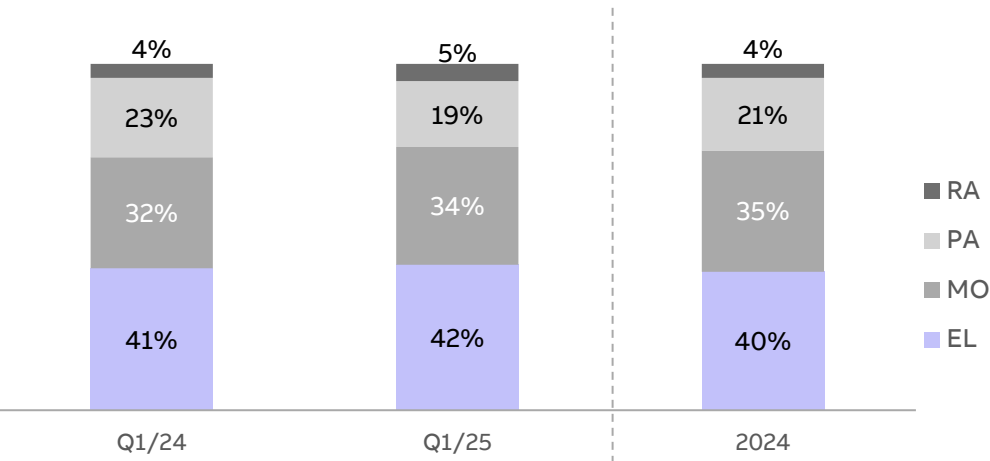
## PBIT

- Better margins from service orders

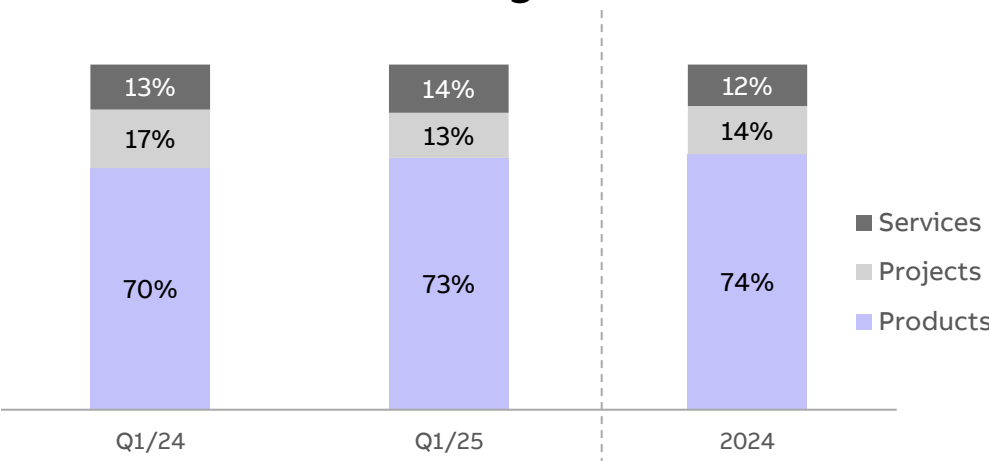
# Resilient and diversified business model

(by revenues)

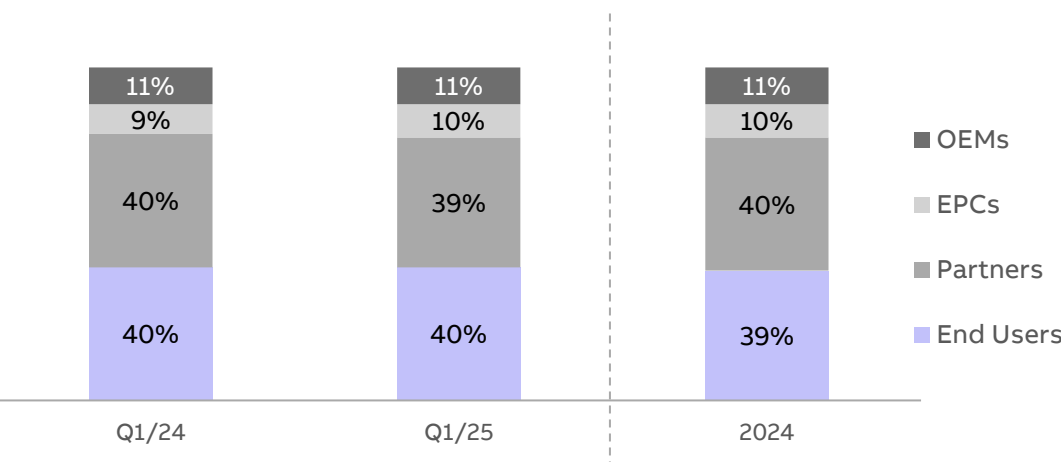
Business Areas



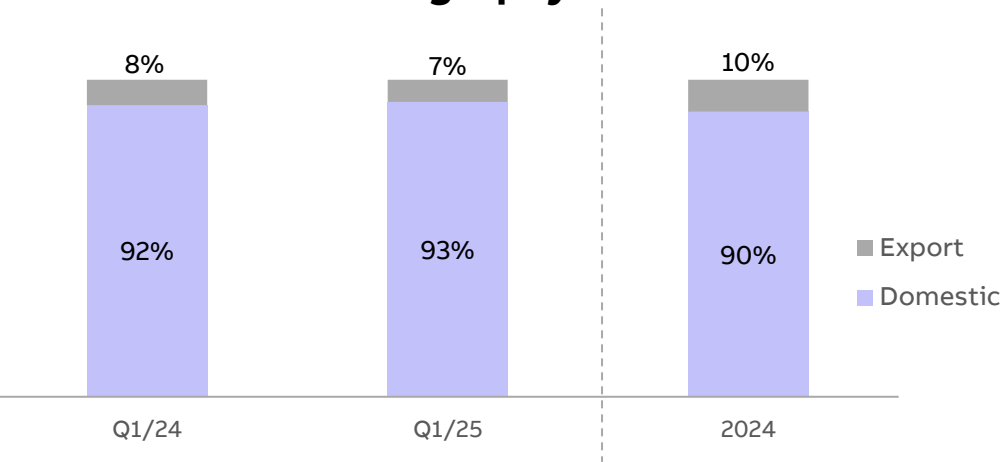
Offerings



Channels



Geography





**ABIB**