REF:INABB:STATUT:LODR:R30:ANLST-PPT: November 4, 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 October 28, 2024, we are enclosing herewith a copy of presentation which will be made at the Analysts Call scheduled on Tuesday, November 5, 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
Digitally signed by Trivikram Guda
DN: cn=Trivikram Guda, c=IN, o=Personal, email=trivikram.guda@in.abb.com
Date: 2024.11.04 18:46:12 +05'30'

Trivikram Guda
Company Secretary and Compliance Officer
ACS 17685

Encl: as above

FARIDABAD, INDIA | NOVEMBER 4, 2024 | SANJEEV SHARMA, CMD & TK SRIDHAR, CFO

Q3, CY2024 results

Strong profitability with record backlog and growing demand across segments

ABB India Analyst Call | Q3 & 9M CY2024 | July – September 2024

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 global 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 more than 105,000 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 nearly 75 years. The manufacturing unit is a listed entity. It operates with the entire eco-system of ABB R&D and Services.

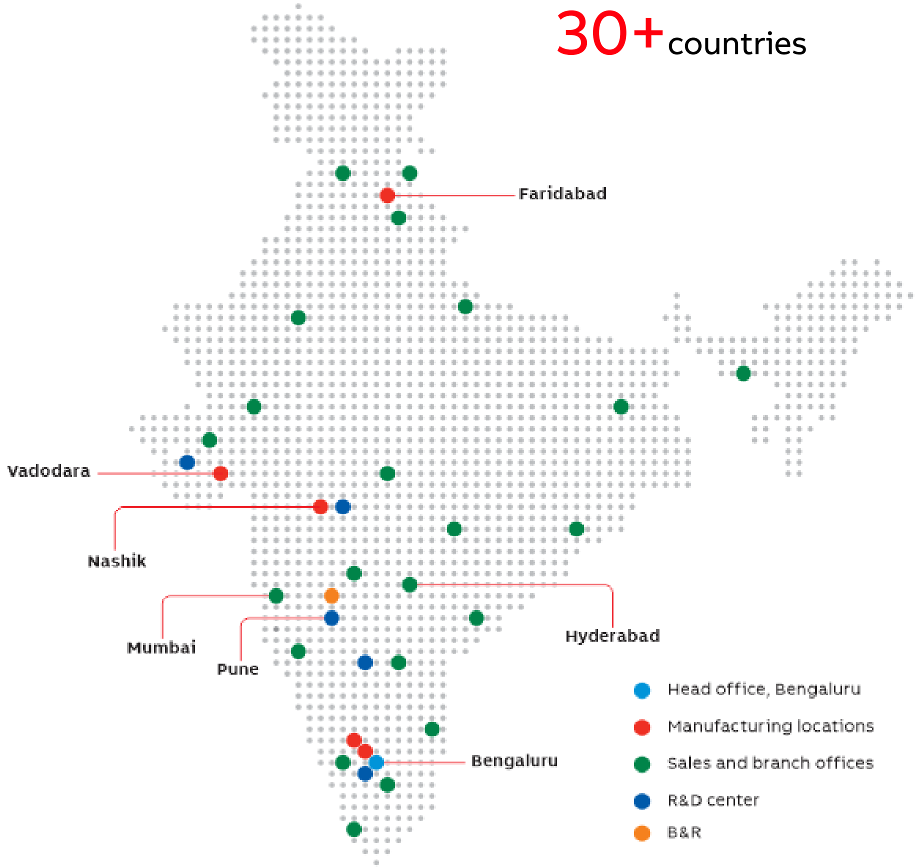
Electrification
Distribution Solutions
Smart Power
Smart Building
Installation Products
Power Conversion
Service

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

Process Automation
Energy Industries
Process Industries
Marine & Ports
Measurement &
Analytics

Robotics & Discrete Automation
Robotics
Machine automation[1]

Exporting to
30+ countries



5 Manufacturing locations

28 Sales Offices

25 Plants

750+ Partners

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

Business highlights

Q3 2024 highlights

01.

Solid performance

Orders **+11%**[1] ; increased share of large orders in overall basket

Revenue **+5%**[1] ; execution of base orders across segments

PAT **+22%**[1] due to revenue mix, superior margin orders, capacity leverage

Operational EBITA up **33%**[1] for the quarter

02.

Portfolio milestones

Electrification: Launched ABB-free@home® in India, a wireless home automation solution enhancing comfort, security, and energy efficiency

Motion Drive Products: Reached 10 GW milestone in renewable energy automation solutions, optimizing solar, wind, and battery storage systems

03.

Sustainability in practice

GHG Certification: Nelamangala campus in Bengaluru certified for eliminating Scope 1 and 2 GHG emissions

Green Factory: Nashik Plant 2 awarded “Platinum” rating by Indian Green Building Council under the green factory building system

Sustainability Ranking: Ranked 4th among top 5 sustainable companies in India, and 1st in electronics & hardware at the Sustainable World Conclave 2024 by BusinessWorld

1 YoY comparable

Positive market momentum across segments

Orders
Base orders grew 11%[1] led by both core and emerging segments

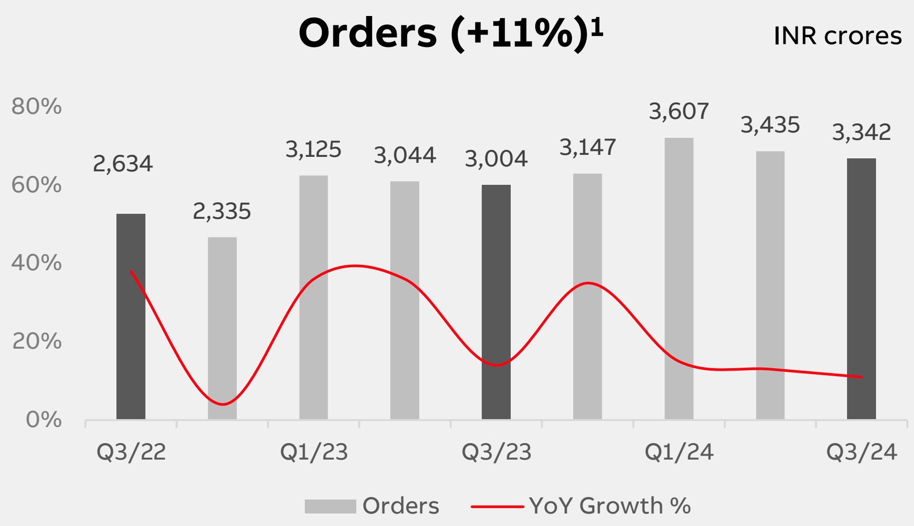
Services
Service order +11%[1]

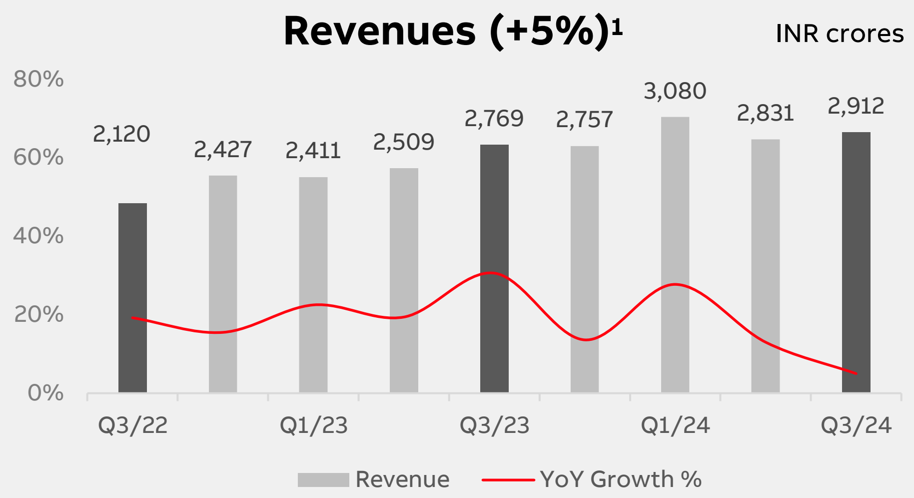
Data Centers
Market uptake for smart power distribution and energy efficient technology

Process
Demand for thyristor rectifiers for metals company and automation and blending solutions for energy majors

Transport
Propulsion equipment, battery chargers, composite converters for railways and metros

Robust order backlog at INR 9,995 crore





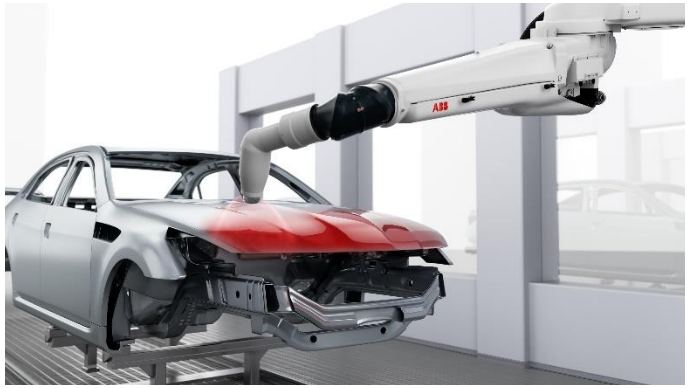
1 YoY comparable

Proven capabilities leading to significant wins

Smart power and distribution solutions for a data center major

Air Insulated Switchgear panels for a petrochemical company

Thyristor rectifiers for a large metal manufacturer



Robotics solutions for paint orders from automotive industry

Automation and blending solutions for energy majors

Propulsion equipment and composite convertors for Indian Railways

Continuous customer and partner engagement

Diverse segments, deeper coverage

Technology Day in **Guwahati** by **ELDS** with attendees from Government Utilities & Departments

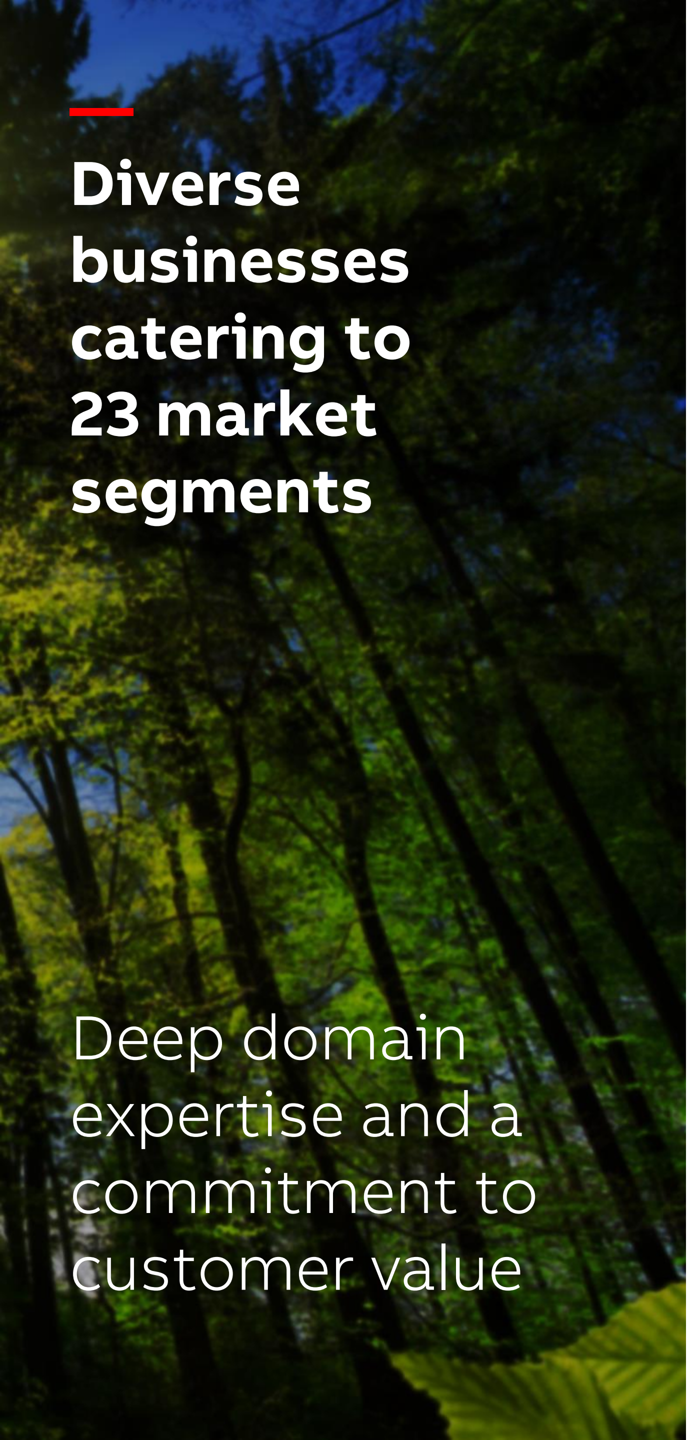
Technology Day by **MODP and MOSE** in **Hosapete** with customers from the metals industry

Hands-on Technical Training by **ELSE** for MV and LV Service Channel Partners

Technology Day **by MODP** in tier-4 city of **Bhimavaram** with attendees from the seafood industry

Technology Day by **MODP and MOIM** in **Delhi** with attendees from HVAC industry

MOIM participated in **All Odisha Rice Millers Conclave** (AORMA) to connect with major rice millers in the state



Diverse businesses catering to 23 market segments

Deep domain expertise and a commitment to customer value

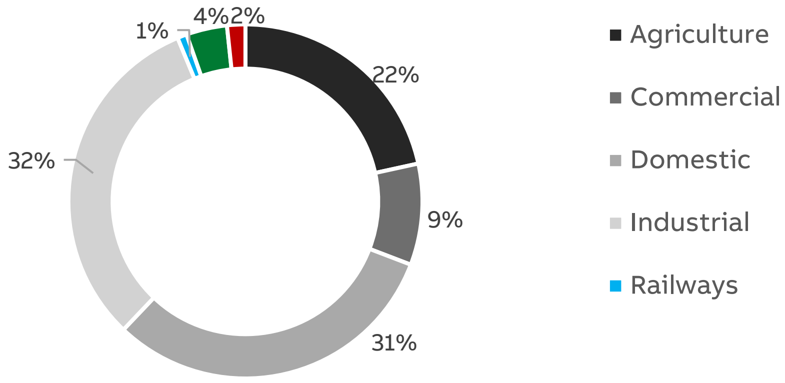
High	Moderate	Low
Datacenter	Renewables	Textiles
Railways & metro	Automotive	Rubber & plastics
Electronics	Water & wastewater	Metals & mining
	Warehouse & logistics	Cement
	Power distribution	Food & beverage
	Buildings & infrastructure	Marine & ports
		Oil, gas & chemicals
		Pharma & healthcare
		Pulp & paper

Theme for the quarter

Power Distribution: a deep-dive

Segment Insights

- India is the third-largest producer and consumer of electricity worldwide, with an installed power capacity of 442.85 GW as of April 30, 2024
- India's power requirement may almost double to 817 GW by 2030, as per Central Electricity Authority estimates
- The segmentation of electricity consumption as per customer category for 2022-23 was as follows:



Key Drivers & Trends

- The Union Budget 2024 has allocated a 50% increase in funding for government power sector initiatives, reinforcing efforts to enhance energy infrastructure
- Programs like the RDSS (Revamped Distribution Sector Scheme) are set to drive nationwide electrification
- The Government of India's target to put 500 GW of renewables continues to provide impetus to growth in Green sector
- The PM-Surya Ghar: Muft Bijli Yojana, with a substantial budget of Rs. 75,021 crore, is dedicated to installing rooftop solar systems
- Growing demand for energy efficiency, and critical infrastructure monitoring is shaping the sector
- Digital transformation with smart grids, sensors, and smart meters, is enabling accurate, real-time monitoring to improve power efficiency

ABB's offerings include compact substations, electrification monitoring and control solutions, reclosers, vacuum interrupters, circuit breakers, ring main units, fuse, switchgear, smart power distribution solutions, smart metering

Source: iCED, Niti Ayog; IBEF, EY Research

Sustainability in practice

Tracking our green goals

	By 2024 (plan)	YTD (actual)
Scope 1&2 GHG Emissions*	**80%**	**84%**
Water recyclability*	**45%**	**~42%**
Water positive unit*	**4**	**3**
Zero Waste to Landfill unit (No.)*	**2**	**1**

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

Performance with purpose

Focus on education, skilling, local development, and healthcare

Education & Skilling

Smart Center for providing Electrician training in Faridabad

Livelihood training on horticulture for People with special needs initiated

Rainwater harvesting and storage for use as part of Green Campus program

Environment & sustainability modules initiated in 148 schools

Communities & Environment

Phase-2 Waste management, material recovery center at Kasol - in progress

Awareness screening & treatment for children with congenital heart diseases

Set up state-of-the-art electrical machines and drives lab at IIT-B Program initiated

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

Factors to watch out for

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 and central bank policies. Rising interest rates across economies

Financial highlights

Performance Overview Q3 2024 & YTD 2024

All figures in INR Crores

FY 23	YTD 23	Actual Q3 23	Actual Q2 24	Performance Indicator	Actual Q3 24	vs Q3 23	vs Q2 24	YTD 24	Vs YTD 23
10,999	8,452	2,442	2,890	Base Orders Received	2,719	*+11%*	*-6%*	8,843	*+5%*
1,320	720	562	545	Large Orders Received	623			1,541	
12,319	**9,172**	**3,004**	**3,435**	**Total Orders Received**	**3,342**	*+11%*	*-3%*	**10,384**	*+13%*
8,404	8,008	8,008	9,517	**Order Backlog (end of period)**	**9,995**	+25%	+5%	**9,995**	+25%
10,447	7,689	2,769	2,831	**Revenue**	**2,912**	*+5%*	*+3%*	**8,823**	*+15%*
1,659	1,205	484	594	**Profit Before Tax (PBT)**	**597**	*+23%*	*+1%*	**1,808**	*+50%*
15.9	15.7	17.5	21.0	PBT %	20.5			20.5	
1,248	903	362	443	**Profit After Tax (PAT)**	**440**	+22%	Flat	**1,343**	+49%
11.9	11.7	13.1	15.6	PAT %	15.1			15.2	
1,384	976	361	558	Operational EBITA	**478**	*+33%*	*-14%*	**1,550**	*+59%*
13.3	12.7	13.0	19.7	Operational EBITA%	16.4			17.6	
1,489	1,073	439	542	EBITDA	**540**			**1,648**	
14.3	13.9	15.8	19.2	EBITDA %	18.6			18.7	
4,727	4,356	4,356	4,872	Cash balance	**5,001**			**5,001**	

Key Insights

Q on Q

- **Orders** – Strong inflow of both base & large orders. Data center & railway segments major contributors. EL leads the growth
- **Revenue** – Growth coming from execution of base orders; large order execution still to gain momentum aligning with project schedules
- **Profitability** – Revenue mix, price advantage & capacity utilization drive profitability
- **Cash** – Even though inflows remained strong, increase in inventory to cater to backlog execution

Sequential

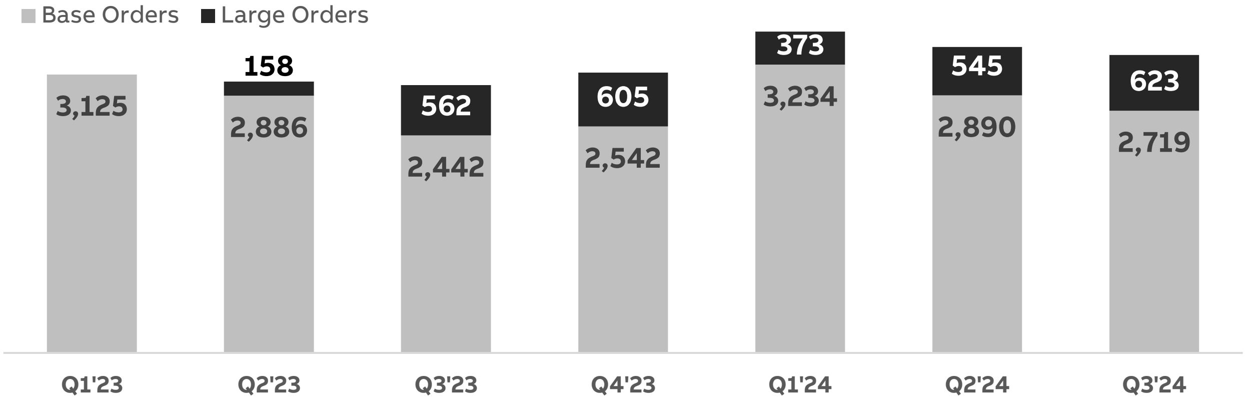
- **Orders & Revenue** – Momentum maintained
- **Profitability** – Stable cost structures, capacity utilization
- **Cash** – Cash inflows steady, outflows for dividends, capex & inventory buildup during Q3

Evolving order backlog driven by capex revival

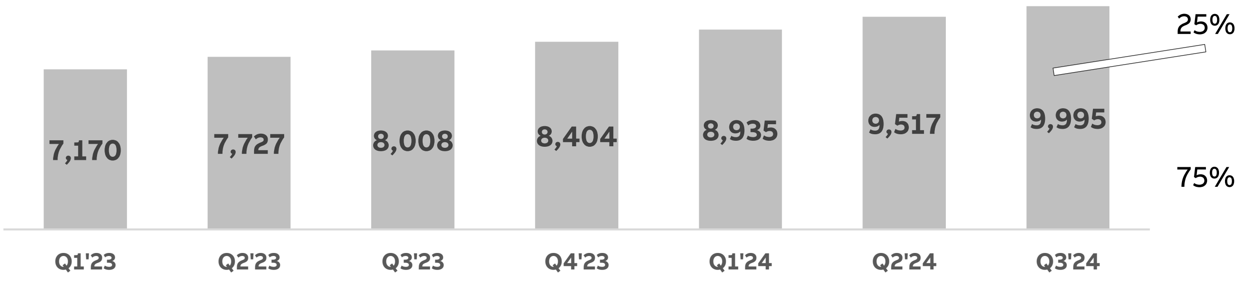
Base orders maintain pace of execution, large orders align with project scope

Amounts in INR Cr.

Orders Received (for the quarter)



Order Backlog



Base orders and large orders include service orders

Key Takeaways

- Order backlog continues to have a majority share of base orders with a seamless execution coverage over next 4 quarters
- Large orders have grown reflecting the presence of
  - Government spend for capex revival especially from transportation segment
  - Private investment in emerging sectors like data centers in addition to core segments
- Large orders follow project milestone trajectory; consists of system orders from transportation, data center, and metal segments as well as long term service & maintenance contract from transportation sector

Financial statement overview

Values are in INR Crores

	Quarter ended on 30.09.2024		Quarter ended on 30.06.2024		Quarter ended on 30.09.2023		Nine months ended 30.09.2024		Nine months ended 30.09.2023		Year ended 31.12.2023	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
INCOME												
Revenue from Operations	2,912.2	100.0	2,830.9	100.0	2,769.2	100.0	8,823.4	100.0	7,689.0	100.0	10,446.5	100.0
Interest income	92.1	3.2	82.2	2.9	70.9	2.6	257.1	2.9	203.9	2.7	277.0	2.7
Other Income	0.8	0.0	4.6	0.2	6.0	0.2	9.6	0.1	20.2	0.3	24.7	0.2
Total Income	3,005.0	103.2	2,917.6	103.1	2,846.0	102.8	9,090.2	103.0	7,913.1	102.9	10,748.2	102.9
EXPENDITURE												
Material cost	1,648.5	56.6	1,617.9	57.2	1,752.2	63.3	5,107.2	57.9	4,879.8	63.5	6,602.5	63.2
Personnel Expenses	203.1	7.0	203.0	7.2	178.0	6.4	627.2	7.1	533.9	6.9	715.2	6.8
Other Expenses	517.9	17.8	477.1	16.9	403.6	14.6	1,452.1	16.5	1,175.1	15.3	1,600.9	15.3
Exchange & comm(net)	2.4	0.1	(9.5)	(0.3)	(3.1)	(0.1)	(10.9)	(0.1)	27.6	0.4	38.1	0.4
Depreciation	32.8	1.1	31.0	1.1	30.3	1.1	95.2	1.1	87.0	1.1	119.9	1.1
Interest	3.0	0.1	4.5	0.2	0.9	0.0	11.3	0.1	4.5	0.1	12.7	0.1
Total Expenditure	2,407.8	82.7	2,323.9	82.1	2,361.8	85.3	7,282.0	82.5	6,708.0	87.2	9,089.3	87.0
Profit before Tax	597.3	20.5	593.8	21.0	484.2	17.5	1,808.1	20.5	1,205.2	15.7	1,658.9	15.9
Current tax	147.6	5.1	161.8	5.7	130.5	4.7	460.7	5.2	309.1	4.0	423.2	4.1
Deferred Tax	9.2	0.3	(10.6)	(0.4)	(8.3)	(0.3)	4.7	0.1	(6.9)	(0.1)	(12.5)	(0.1)
Profit after tax	440.5	15.1	442.6	15.6	362.0	13.1	1,342.7	15.2	903.0	11.7	1,248.2	11.9
ETR - %	26.3%		25.5%		25.2%		25.7%		25.1%		24.8%	

Q3 2024 vs Q3 2023

Interest and Other income: 93 Cr (77 Cr)
Interest income: Higher due to interest on tax refund Rs. 9 Cr and increase in fixed deposits
Other income: TSA arrangement with PG ended in June quarter.

Material cost: 56.6% (63.3%)
- Revenue mix, better margin orders and price revision, provision reversal
- Other impacting factors – currency appreciation, commodity price increase, embedded derivatives

Personnel expenses: 203 Cr (178 Cr)
Salary revision & actuarial valuation impact

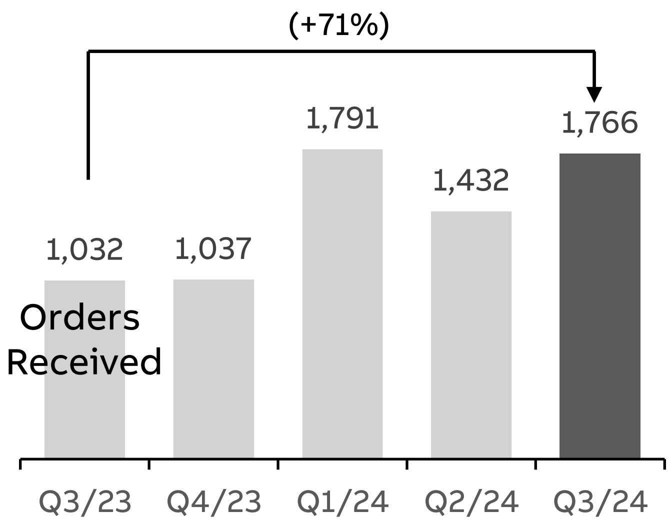
Exchange and commodity: 2.4 Cr (3.1 Cr)
No significant variance

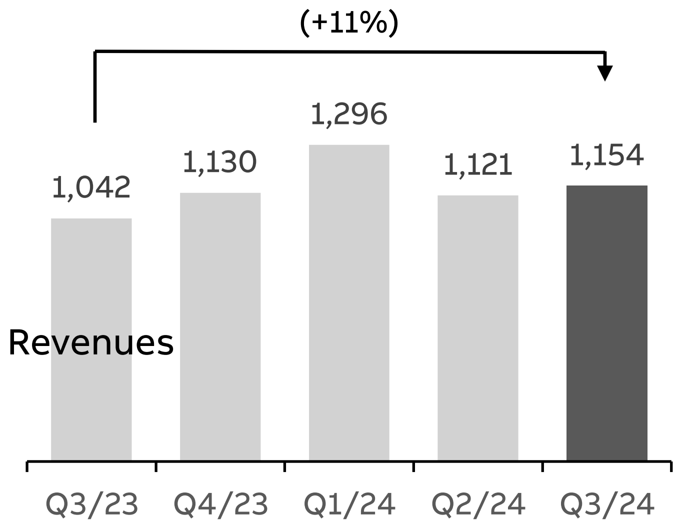
Other expenses: 518 Cr (404 Cr)
Increase in revenue linked costs and group management fees. Specific warranty costs arising out of remeasurement

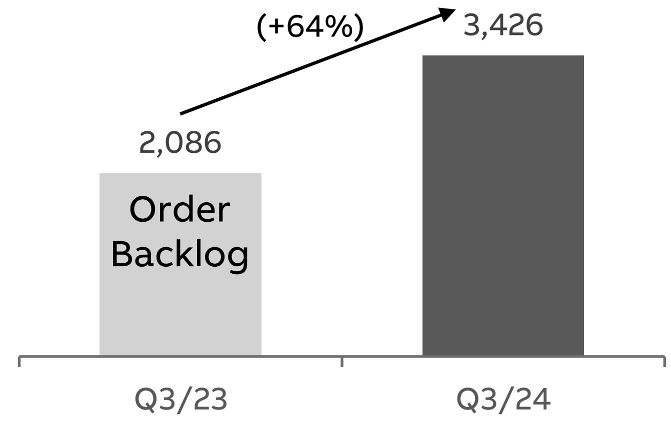
Interest costs: 3.0 Cr (INR 0.9 Cr)
Comprises IND AS Notional interest, MSMED interest etc.

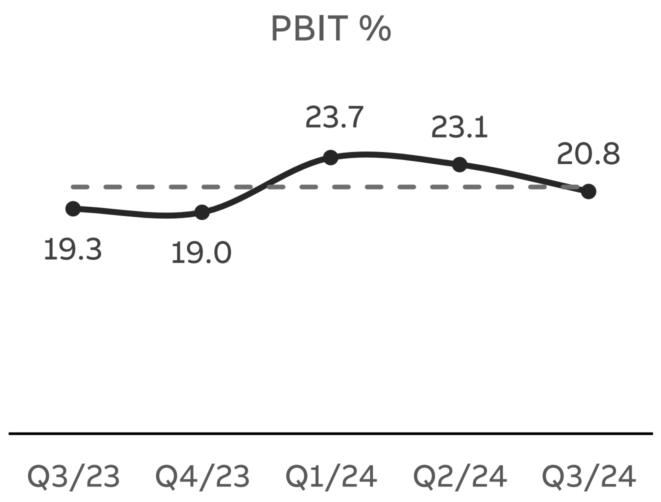
Electrification

INR crores









Orders Received

- Growth from data centres, railway segments and export orders
- Base orders execution momentum maintained, large orders follow project milestones

Revenues

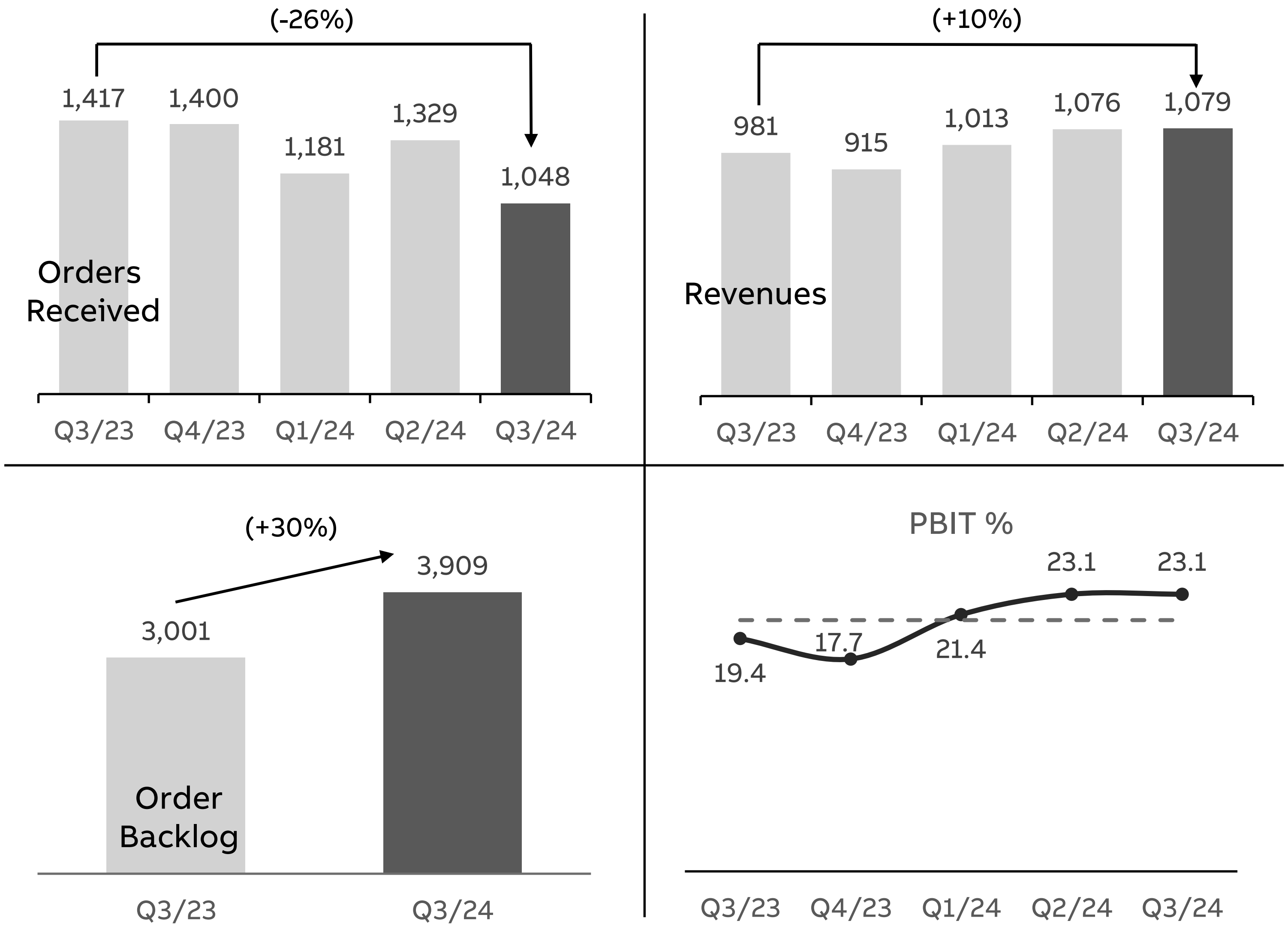
- Higher revenues across all divisions
- Contribution from exports and services

PBIT

- Revenue mix and execution of high margin orders
- Capacity utilization

Motion

INR crores



Orders Received

- Base orders take precedence as compared to previous quarters from transportation segment

Revenues

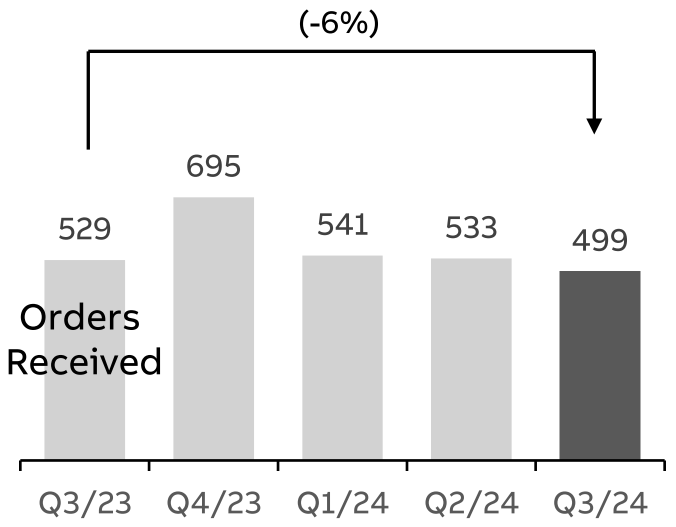
- Higher revenues from traction motors, system drives and drives product
- Contribution from exports and services

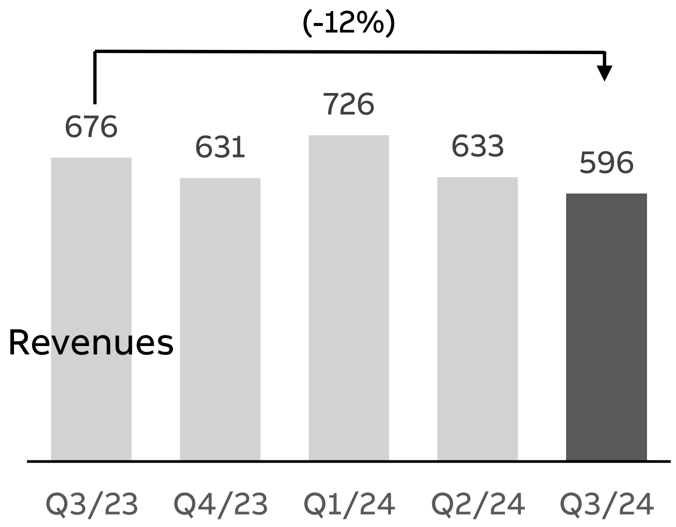
PBIT

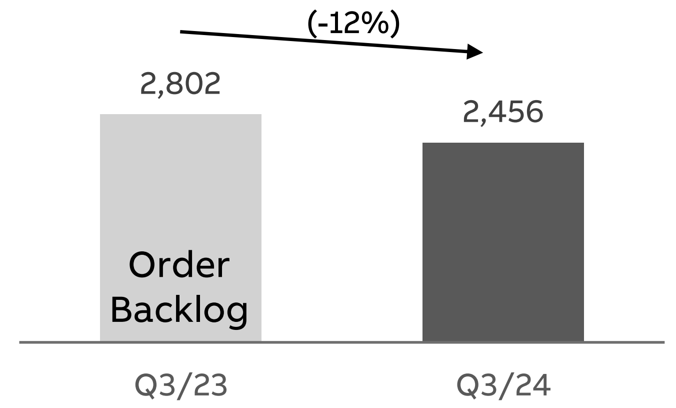
- Better margin orders executed in system drives and drives product divisions
- Superior price realization

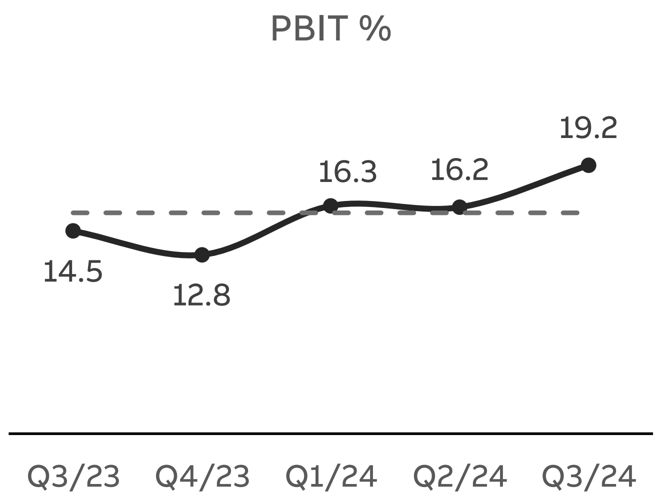
Process Automation

INR crores









Orders Received

- Demand uptick from process industry and energy industry
- Two major system orders in Q3/23

Revenues

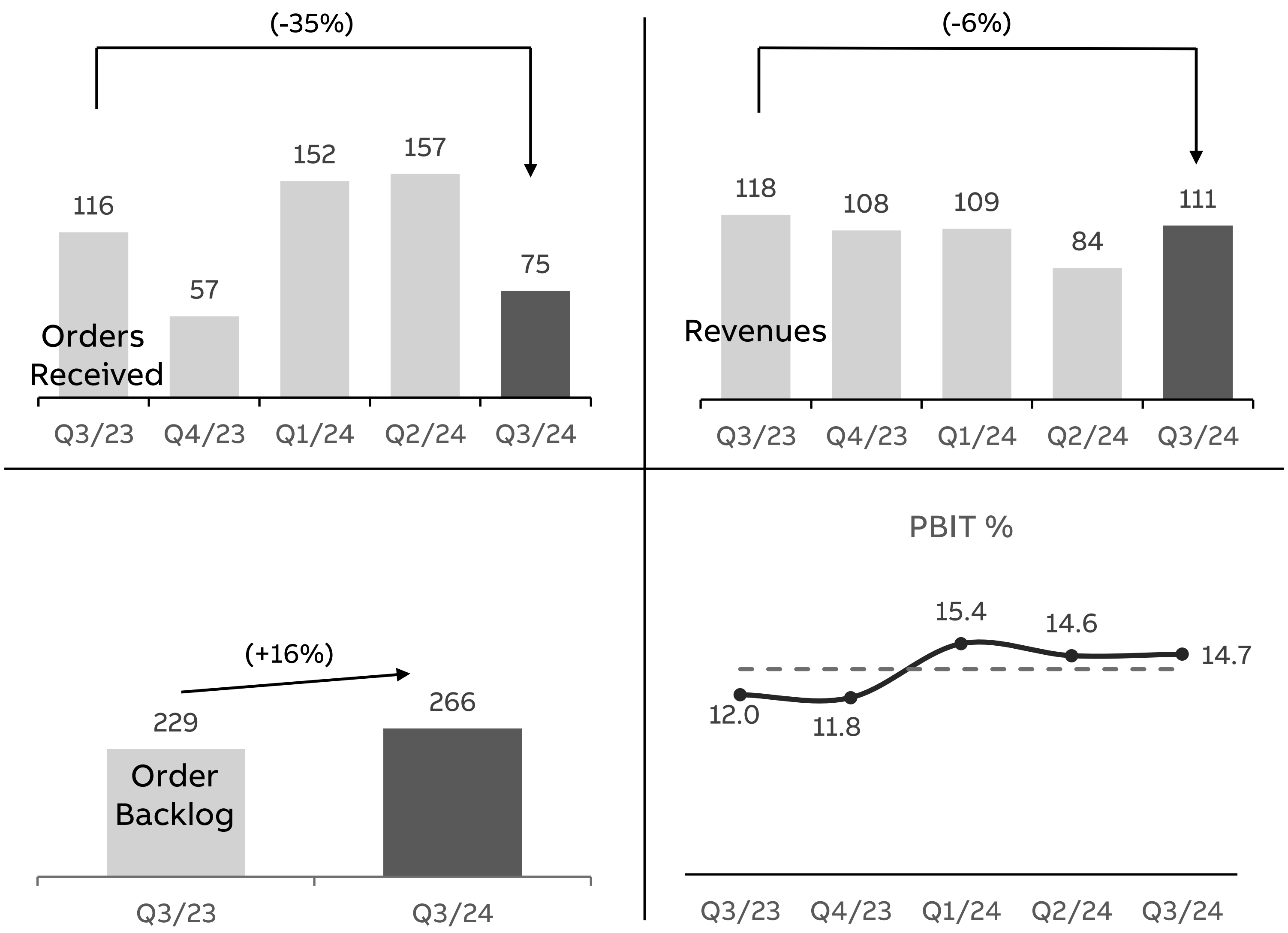
- Q3/23 witnessed execution of a large system order

PBIT

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

Robotics and Discrete Automation

INR crores



Orders Received

- Strong inflows from automotive sector and electronics in Q3/23; opportunity pipeline robust

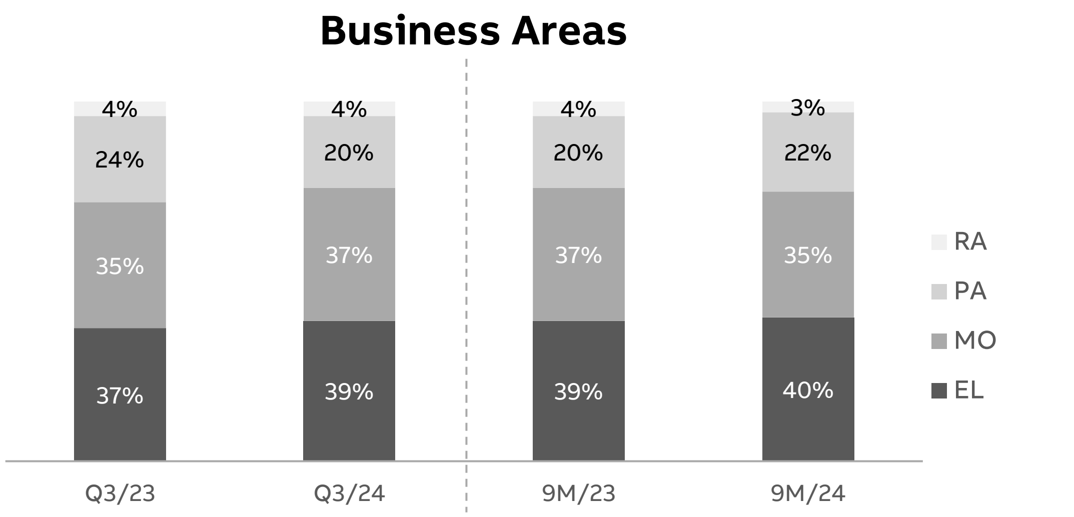
Revenues

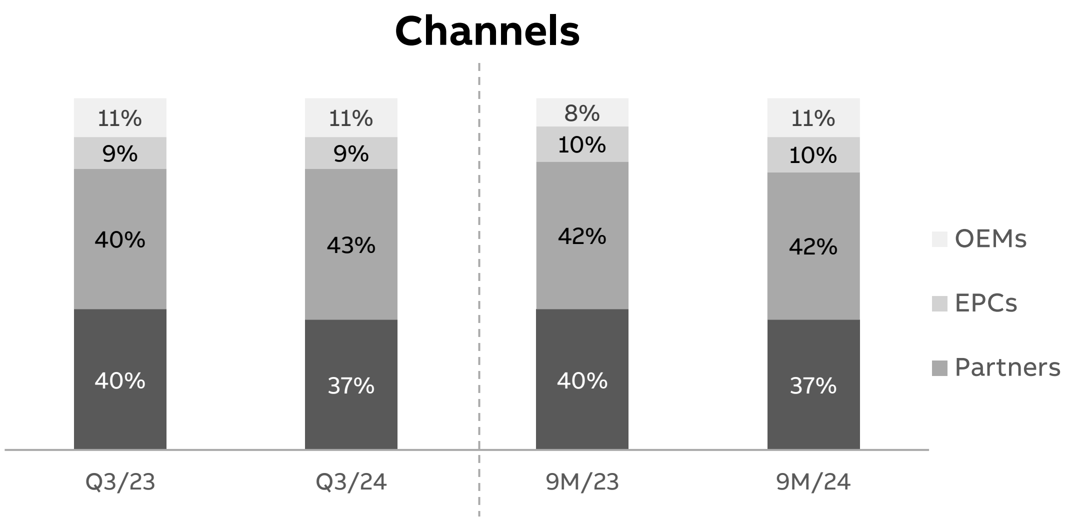
- Higher revenues in Q3/23 was due to execution of automotive sector orders

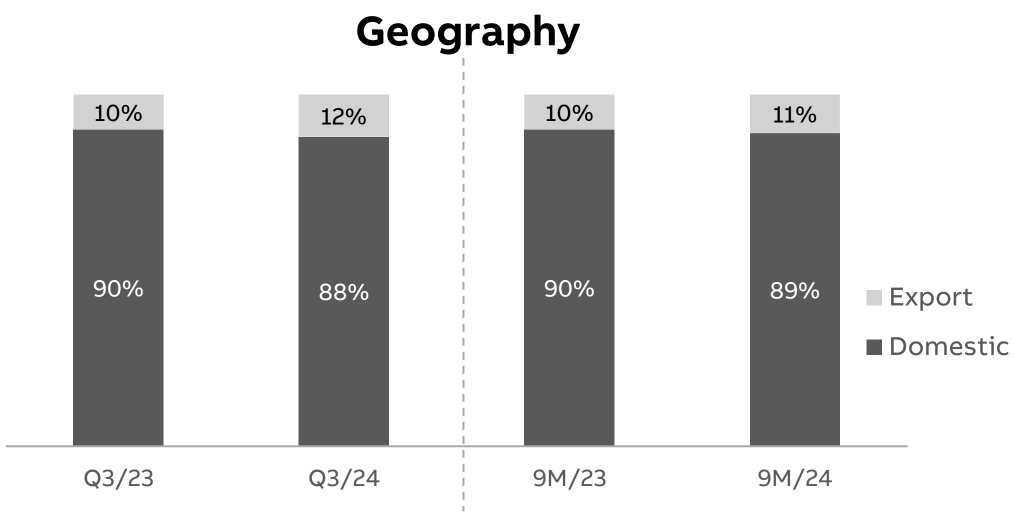
PBIT

- Better margins from automotive sector orders

Resilient and diversified business model (by revenues)







ABB