



Ready for the Next Level  
ABB India Limited - Annual Report 2014  
(formerly known as ABB Limited)





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# Who we are

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**ABB is one of the world's leading** power and automation technology companies.

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**Our portfolio** ranges from light switches to robots, and from huge electrical transformers to control systems that manage entire power networks and factories.

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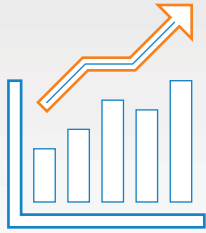
**We provide solutions** for secure, energy-efficient generation, transmission and distribution of electricity, and for increasing productivity in industrial, commercial and utility operations.

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**We help our customers** meet their challenges with minimum environmental impact. That's why ABB stands for "Power and productivity for a better world".

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**We are present** throughout the entire renewables value chain, from renewable power generation to efficient power transport and electric mobility.



₹ 7,733  
crores  
in revenue  
in 2014

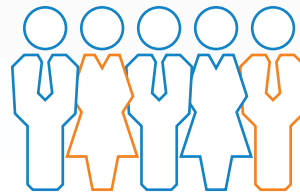
7<sup>th</sup> largest  
contributor  
to Group  
business volumes



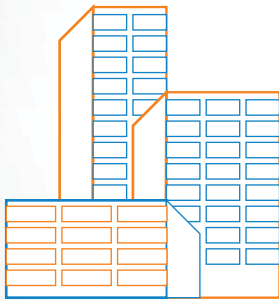
12  
manufacturing sites

21  
marketing offices

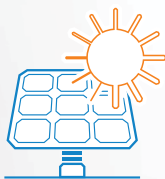
8  
service centers



More than  
6,000  
employees in India



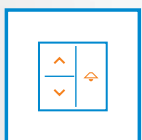
1 company delivering  
power and productivity  
for a better world



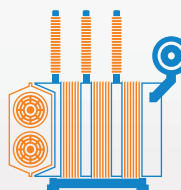
450 MW  
of solar power  
inverters supplied in 2014



52 percent  
of Indian diesel locomotives  
run on ABB turbochargers



Launched new line of  
luxury switches -  
**Premio**



Rolled out the first locally produced  
**420 kV**  
GIS and dry  
type transformer



# Highlights

Growth in orders in a challenging environment – healthy mix of base and large orders

Export orders increase to an all-time high

Disciplined execution helps steadily grow profitability

Continuous investments, addition of new production lines

Serving customer better – higher Net Promoter Score achieved

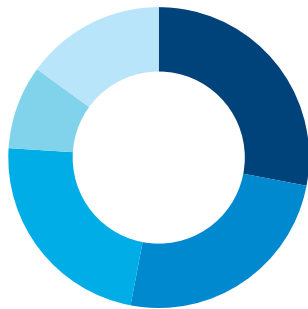
Relentless execution results in capital efficiency

## Five-year highlights

(₹ in Crores)					
Description	2014	2013	2012	2011	2010
<b>Sources of funds</b>					
Shares capital	42.38	42.38	42.38	42.38	42.38
Reserves	2,769.60	2,635.18	2,555.67	2,492.14	2,381.32
Net worth	2,811.98	2,677.56	2,598.05	2,534.52	2,423.70
Borrowings	371.07	620.11	327.68	0.0	0.0
Funds employed	3,183.05	3,297.67	2,925.73	2,534.52	2,423.70
<b>Income and profits</b>					
Revenue from operations	7,733.27	7,721.99	7,564.99	7,448.97	6,359.33
Operating profit before Interest and depreciation	555.69	469.92	336.49	361.78	155.98
Profit before tax	355.21	272.47	206.21	267.74	100.23
Profit after tax	228.51	179.31	137.41	184.54	63.23
Dividend/Dividend tax	94.09	74.87	73.88	73.72	49.26
Retained earnings	134.42	102.02	63.53	110.82	13.97
<b>Other data</b>					
Gross fixed assets	2,003.77	1,910.22	1,702.63	1,536.38	1,045.34
Debt equity ratio	0.13:1	0.23:1	0.13:1	0.00:1	0.00:1
Net worth per equity share-₹	132.70	126.36	122.61	119.61	114.38
Earnings per equity share-₹	10.78	8.46	6.48	8.71	2.98
Dividend per equity share-₹	3.70	3.00	3.00	3.00	2.00
Profit after taxes as % to average net worth	8.33	6.80	5.35	7.44	2.62
Orders received	7,908.41	6,716.51	6,966.20	8,188.80	6,349.60
Orders backlog	7,925.53	7,709.02	8,672.50	9,128.80	8,436.20
Number of permanent employees	6,165	6,371	6,752	6,926	6,128

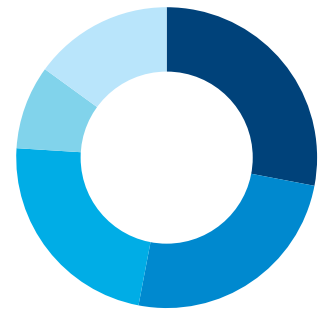
#### Orders 2014 by division

- Power Products, **28%**
- Power Systems, **25%**
- Discrete Automation and Motion, **23%**
- Low Voltage Products, **9%**
- Process Automation, **15%**

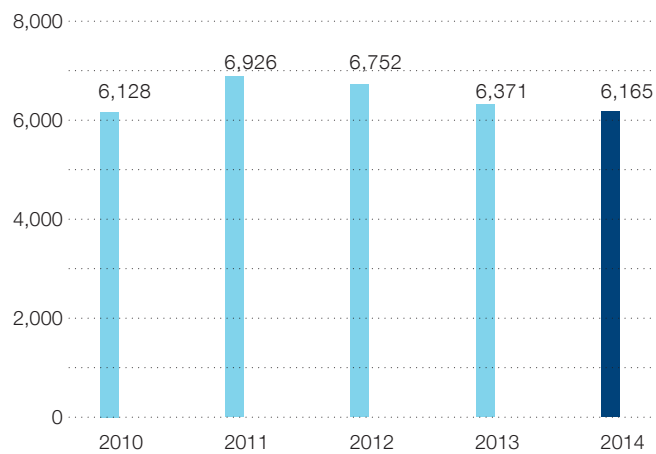


#### Revenues 2014 by division

- Power Products, **27%**
- Power Systems, **26%**
- Discrete Automation and Motion, **23%**
- Low Voltage Products, **9%**
- Process Automation, **15%**



#### Number of employees



#### Dividend (₹ per share)



# Key Achievements of 2014

We stand for “Power and productivity for a better world”. Here, we highlight some of our technologies and achievements, which are contributing to the economic success of our customers, the development of society, and the minimization of environmental impact.

## 1 Making India's grid reliable

More than five state utilities, including those of Bihar and West Bengal, opted for ABB India's gas insulated switchgear and plug and switch systems



## 2 Make in India

The first locally manufactured 420 kV gas insulated switchgear and dry type transformer rolled out of new facilities at Savli



## 3 Solutions to reduce transmission losses

Commissioned the circuit breaker with the world's highest voltage rating (1,200 kV) at PGCIL's test station at Bina

## 4 Leading the charge in solar energy

ABB India recorded sales of 450 MW of solar inverters, accounting for around a third of the market; it also is a key technology provider in the world's largest canal top PV project



## 5 Elevating efficiency

Electric balance of plant executed across sectors, including 2x660 MW thermal power plant and 6x170 MW hydro power plant in Bhutan



## 6 Enabling big savings

ABB India motors, drives and control products are optimizing some of the largest energy intensive steel mills in India







## 7 Developing the grid in the subcontinent

ABB India reached its highest ever export order growth in 2014, significantly supported by projects from Sri Lanka and Bangladesh

## 8 Increasing local footprint

New production lines were set up for Combiflex relays and air circuit breaker families in low voltage products; launched a line of luxury switches, Premio



## 9 Across the seas

First marine order for supply of locally made turbo chargers



## 10 Strategic operations partner

High quality service, unique upgrades and retrofits increased ABB's value proposition for India's largest cement manufacturers



## 11 Helping sustain local communities

ABB India Foundation provided aid for areas in J&K, Andhra Pradesh and Odisha affected by natural calamities



# Country Management Committee

From left to right

**N Venu** Division Manager, Power Systems

**Pitamber Shivnani** Division Manager, Power Products

**Raja Radhakrishnan** Head, Human Resources

**Raimondo Salandra** Division Manager, Low Voltage Products

**Amlan Datta Majumdar** Chief Financial Officer

**Tajinder Vohra** Country Operations Officer

**Bazmi R Husain** Managing Director

**Ralph Schultheiss** Head, Legal and Integrity

**Madhav Vemuri** Country Service Manager

**Giandomenico Testi** Chief Technology Officer

**Priteesh Mahajan** Division Manager, Process Automation

**Subir K Pal** Division Manager, Discrete Automation and Motion

