



Creating the future

ABB India Limited - Annual Report 2015



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This is ABB

ABB is a pioneering technology leader in the fields of power and automation. We help our customers address the challenges of changing markets, technologies and regulations.

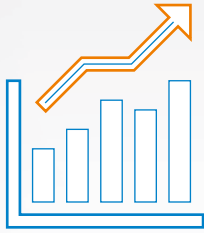
We deliver solutions that raise productivity and reduce environmental impacts for utilities, industry, transport and infrastructure.

Our operations are globally balanced and distinguished by strong positions in all of the world's principal markets.

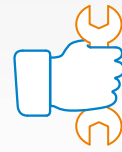
We build long-lasting, value-creating partnerships with customers, suppliers, business partners, employees and the communities in which we operate.

Innovation and quality are the hallmarks of our offering, which ranges from switches to industrial robots to engineering and expert service, from transmission and distribution networks to software that manages entire factories.

With roots in power and automation that go back to the 19th century, our innovations have shaped the world we know today, and are helping to create the future.



₹ 8,140
crores
in revenue
in 2015



Service orders post
double digit growth to
₹ 1,000
crores

Making in India for 60 years across

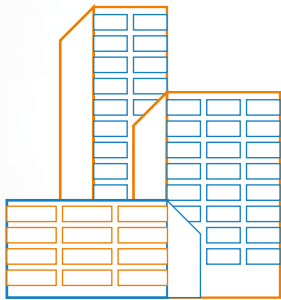
12
manufacturing
locations



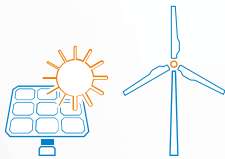
21
marketing
offices

39
factories

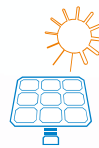
8
service centers



1 company delivering
power and productivity
for a better world



Pilot of first urban multisource
microgrid
in the heart of Delhi



50%
of solar power generated
in India passes through
ABB equipment



52%
of diesel locomotives
in India run on
ABB turbochargers



70%
of India's oil production
is monitored by
ABB solutions

Highlights

Base orders support steady revenue increase in a market awaiting recovery

Customer appreciation reflected in improving Net Promoter Score, with enhanced focus on quality

Sustained focus on operational efficiencies drive profitability expansion

Earnings per share surges year on year

Investments in local production capacities continue

New technologies and emerging markets provide avenues of growth

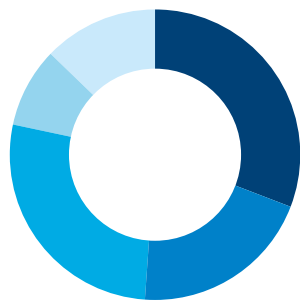
Relentless execution spurs double digit growth in service orders

Five-year highlights

(₹ in Crores)					
Description	2015	2014	2013	2012	2011
Sources of Funds					
Share capital	42.38	42.38	42.38	42.38	42.38
Reserves	2,966.17	2,769.60	2,635.18	2,555.67	2,492.14
Net worth	3,008.55	2,811.98	2,677.56	2,598.05	2,534.52
Borrowings	600.00	371.07	620.11	327.68	0.0
Funds employed	3,608.55	3,183.05	3,297.67	2,925.73	2,534.52
Income and Profits					
Revenue from operations	8,140.27	7,733.27	7,721.99	7,564.99	7,448.97
Operating profit before Interest and depreciation	712.50	555.69	469.92	336.49	361.78
Profit before tax	474.59	355.21	272.47	206.21	267.74
Profit after tax	299.88	228.51	179.31	137.41	184.54
Dividend/Dividend tax	94.37	94.09	74.87	73.88	73.72
Retained earnings	205.51	134.42	102.02	63.53	110.82
Other data					
Gross fixed assets	2,070.99	2,003.77	1,910.22	1,702.63	1,536.38
Debt equity ratio	0.20:1	0.13:1	0.23:1	0.13:1	0.00:1
Net worth per equity share-₹	141.97	132.70	126.36	122.61	119.61
Earnings per equity share-₹	14.15	10.78	8.46	6.48	8.71
Dividend per equity share-₹	3.70	3.70	3.00	3.00	3.00
Profit after taxes as % to average net worth	10.30	8.33	6.80	5.35	7.44
Orders received	8,099.73	7,908.41	6,716.51	6,966.20	8,188.80
Orders backlog	7,945.56	7,925.53	7,709.02	8,672.50	9,128.80
Number of permanent employees	5,839	6,165	6,371	6,752	6,926

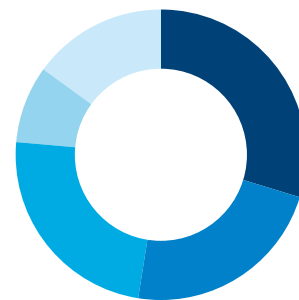
Orders 2015 by division

- Power Products, **31%**
- Power Systems, **20%**
- Discrete Automation and Motion, **27%**
- Low Voltage Products, **9%**
- Process Automation, **13%**

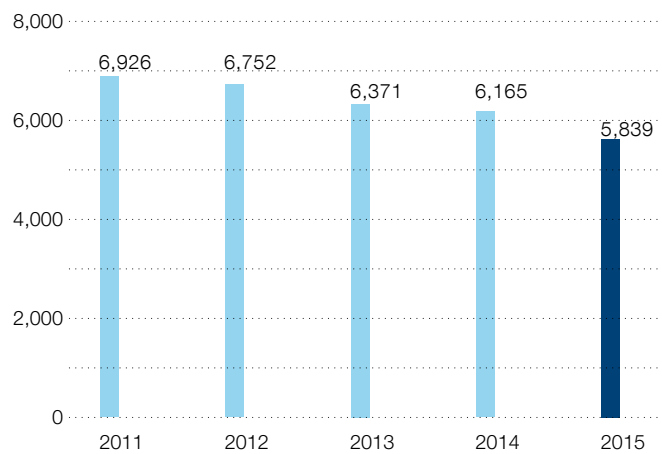


Revenues 2015 by division

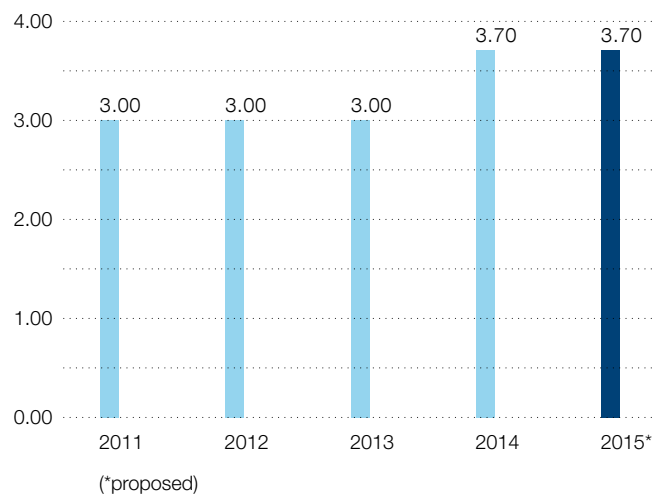
- Power Products, **30%**
- Power Systems, **22%**
- Discrete Automation and Motion, **24%**
- Low Voltage Products, **9%**
- Process Automation, **15%**



Number of employees



Dividend (₹ per share)



Key achievements of 2015

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.

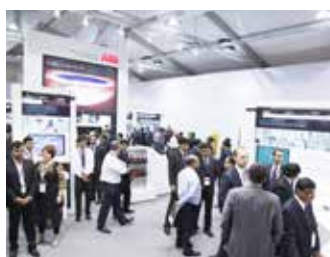
1 The next level of grid infrastructure

Energized the first phase of the world's first multi terminal 6,000 MW ultra high voltage direct current link connecting the north east to Agra, across 1,728 km



2 Creating a safer work environment

Automated the paint line in one of India's largest automotive company increasing efficiency and safety



3 Automation and Power World 2015

ABB India organized its flagship customer engagement exposition in New Delhi, attracting over 4,000 customers, policy makers and partners

4 Powering the core of India's solar vision

Connected 1.2 GW solar inverters in India in 2015 to reach cumulative installed capacity of 2.25 GW



5 Energizing mass transportation

Large order of traction transformers and converters for Indian Railways



6 Strengthening the grid in the subcontinent

ABB awarded a contract to build a 400/220 kilovolt (kV) substation at Bhulta and also commissioned 230 kV AIS switching station at Bibiyana, Bangladesh





7 A healthy future

ABB India conducted awareness campaigns on sanitation and hygiene and constructed over 120 toilets across 42 schools in Bhawanipur, Bihar

8 Running the world without consuming the earth

The solar powered aircraft, Solar Impulse, stopped over at Ahmedabad and Varanasi, during its attempted round the world flight



9 Make in India

Inaugurated the state of the art, large capacitor production lines to tap evolving markets



10 Recognition from industry

ABB India's supply chain management team felicitated by Union Minister for Heavy Industries and Public Enterprises



11 Minimizing losses, reducing costs

Modernized India's first cross country gas pipeline with minimal downtime



12 A culture of safety

12,859 safety observation tours across sites and locations



Country Management Committee

From left to right

GNV Subba Rao Head, India Centre for Global R&D

Raja Radhakrishnan Head, Human Resources

Giandomenico Testi Chief Technology Officer

Raimondo Salandra Division Manager, Electrification Products

Sanjeev Sharma Managing Director

Ralph Schultheiss Head, Legal and Integrity

T. K. Sridhar Chief Financial Officer

Subir K Pal Division Manager, Discrete Automation and Motion

Pitamber Shivnani Division Manager, Power Grids

Madhav Vemuri Division Manager, Process Automation and Country Service Manager

