

A short, solid red horizontal bar is positioned above the text 'ANNUAL REPORT 2017'.

ANNUAL REPORT 2017

Positioned for profitable growth

ABB

the pioneering technology leader

What
Offering

Pioneering technology



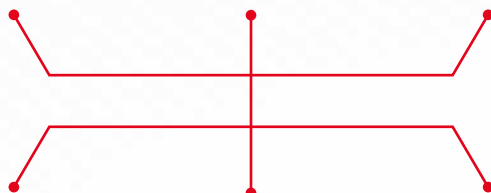
Products



Projects



**Services &
others**



For whom
Customers

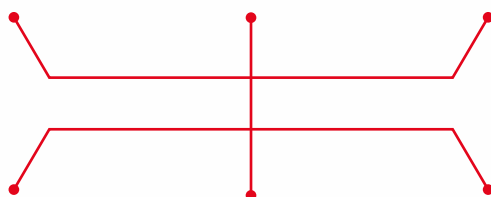
Utilities



Industry

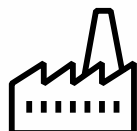


**Transport &
Infrastructure**



Where
Footprint

India



**47
factories**



**9
manufacturing
locations**



**22
sales and marketing
offices**



Revenue
INR 9,087 crore

Exporting to
> 100 countries

Employees
5,590

ABB in India

Partnering sustainable nation-building

ABB is a pioneering technology leader in electrification products, robotics and motion, industrial automation and power grids, serving customers in utilities, industry and transport & infrastructure globally. 2017 has been another year of our continued all round engagement in key nation-building discussions and projects.



ABB's technology ventilates Asia's longest road tunnel in Jammu & Kashmir and ensures safe and swift passage for commuters, even in adverse weather conditions.



At ABB we are committed to continuous dialogue with government officials, and being a key contributor to efforts that shape the future of India.



ABB participated in the India-Swiss business engagement, New Delhi, that was graced by Prime Minister Narendra Modi and President of Switzerland Doris Leuthard.



Technologists at the ABB Ability Innovation Center in Bengaluru collaborated with industry leaders on next generation digital solutions.

Annual Report 2017

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Highlights 2017

Steady growth in revenue in a mixed market

Consistent step up in profit after tax year-on-year

Make in India complemented by solid growth of exports

Continuous growth in base orders at 13 percent for the full year

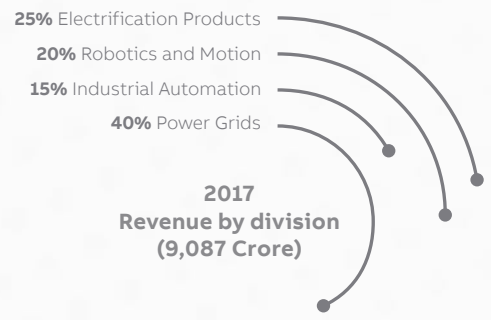
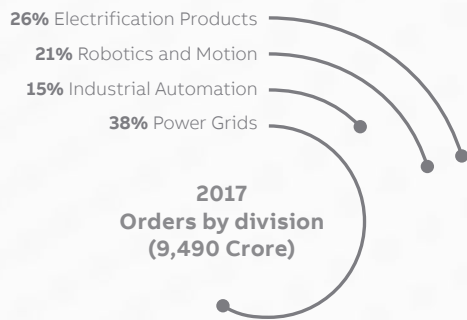
Business opportunities in digitalization and emerging sectors with ABB Ability™ solutions

Successful cost savings and strong net working capital management

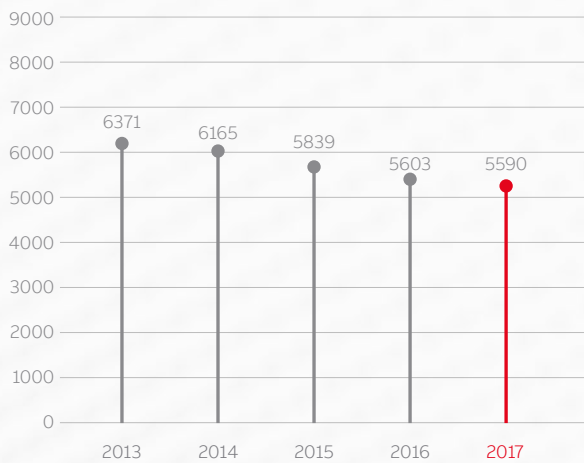
Five-year highlights

(₹ in Crores)					
Description	2017	2016	2015	2014	2013
Sources of funds					
Share capital	42	42	42	42	42
Reserves	3,565	3,244	2,966	2,770	2,635
Net worth	3,607	3,287	3,008	2,812	2,677
Borrowings	608	600	600	371	620
Funds employed	4,215	3,887	3,608	3,183	3,297
Income and profits					
Revenue from operations (net of excise duty)	9,087	8,642	8,140	7,733	7,722
Operating profit before interest and depreciation	857	816	713	556	470
Profit before tax	622	573	475	355	272
Profit after tax	420	374	300	229	179
Dividend/Dividend tax	102	94	94	94	75
Retained earnings	318	280	206	135	102
Other data					
Gross fixed assets	1,642	1,474	2,071	2,004	1,910
Debt equity ratio	0.17:1	0.18:1	0.20:1	0.13:1	0.23:1
Net worth per equity share-₹	170	155	142	133	126
Earnings per equity share-₹	20	18	14	11	8
Dividend per equity share-₹	4.4*	4.0	3.7	3.7	3.0
Profit after taxes as % to average net worth	12	12	10	8	7
Orders received	9,490	12,466	8,100	7,908	6,717
Orders backlog	11,534	11,821	7,946	7,926	7,709
Number of permanent employees	5,590	5,603	5,839	6,165	6,371

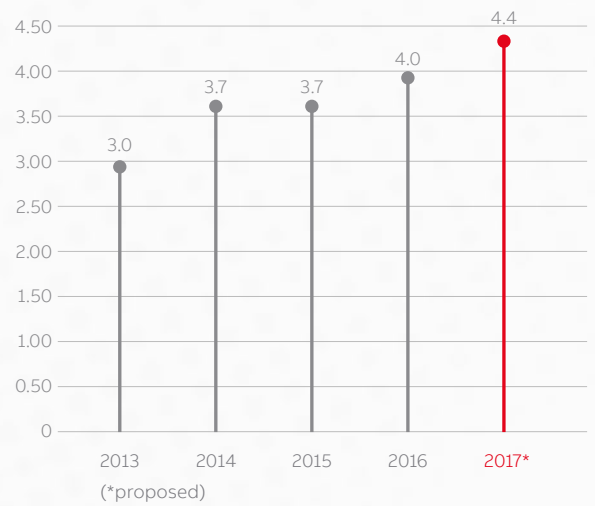
Note: Figures for 2017 and 2016 are as per IND AS and for earlier periods as per IGAAP and hence not directly comparable. *proposed dividend



Number of employees



Dividend (₹ per share)



Key achievements of 2017



In 2017, the global average robot density in manufacturing is at 74 robotic units per 10,000 employees

01

First digital substation

Delivered 110 kilovolt (kV) digital substation to for India's largest IT park, serving 350 companies and their 50,000 employees.

02

Future proofing 20 substations in Himachal

Upgraded power infrastructure in Himachal Pradesh, making it future ready with substations featuring latest control and protection technologies.

03

Best in class technologies for Make in India

Expanded our traction transformer manufacturing capabilities to serve growing market, enhance customer proximity and support the 'Make in India' initiative.

04

Advantage automation

As the transformation in Indian industry picks up its pace, ABB recorded sales of 500 robots in the country.

05

Remote monitoring for drives across India

Launched Drives Remote Monitoring Center and a new line of AC500 drives with Hindi language interface to enhance customer experience.

06

Reducing downtime by 70%, safely and efficiently

ABB received 25 Smart Sensors orders, bringing internet of things with service and people.





— Leading the digital transformation in collaboration with industry leaders in segments like cement, food and beverage, oil and gas, etc.

07

Efficient solar power conversion for Indian Railways

ABB India will install solar inverters at 750 railway stations in northern India, supporting the drive towards reducing carbon emission.

08

Leading the clean energy revolution

Partnering in the country's renewable dream, ABB touched the milestone of 10 GW of clean power; delivering 5 GW of wind generators and 5 GW of solar inverters.

— All eight operational metros in India use ABB technology solutions



09

Technologies for sustainable mass transportation

Ensuring a safe and convenient commute to millions of passengers of all the new metro rails, including Lucknow, Kochi and Bengaluru.

10

Strong advocate of safety

ABB India won 46 awards and appreciation letters for adhering to and propagating safety at customer sites and across its operations.

11

Driving the fourth industrial revolution in India

Collaborating with India's largest cement producer, to increase energy efficiency and system reliability by double-digit percentages using ABB Ability™

12

Inclusive skill development in rural India

Programs to educate adolescent girls and encourage them to return to school, and vocational training for women in the villages of Gujarat.

Country Management Committee

From left to right

Madhav Vemuri President, Industrial Automation and Country Service Manager

Karthik Krishnamurthi Head, Country Sales & Marketing

T. K. Sridhar Chief Financial Officer

Subir K Pal President, Robotics and Motion

Peter Stierli Head, Communications

Akilur Rahman Chief Technology Officer

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

Raman Kumar Singh Head, Human Resources

C. P. Vyas President, Electrification Products

Sanjeev Sharma Managing Director

Ralph Schultheiss Head, Legal and Integrity

Pitamber Shivnani President, Power Grids

