

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

Power and productivity
for a better world™



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Who we are

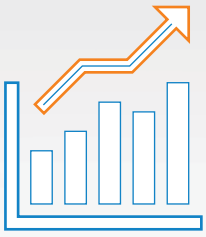
ABB is one of the world's leading power and automation technology companies.

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

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

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

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

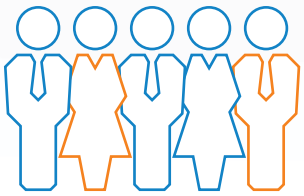
7th largest
contributor
to Group
business volumes



12
manufacturing sites

21
marketing offices

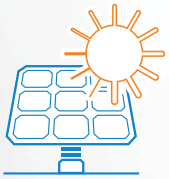
8
service centers



More than
6,000
employees in India



1 company delivering power and productivity for a better world



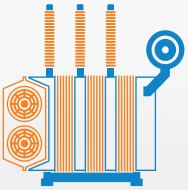
450 MW
of solar power
inverters supplied in 2014



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

Continuous investments, addition of new production lines

Export orders increase to an all-time high

Serving customer better – higher Net Promoter Score achieved

Disciplined execution helps steadily grow profitability

Relentless execution results in capital efficiency

Five-year highlights

(₹ in Crores)

Description	2014	2013	2012	2011	2010
Sources of funds					
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
Income and profits					
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
Other data					
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%**

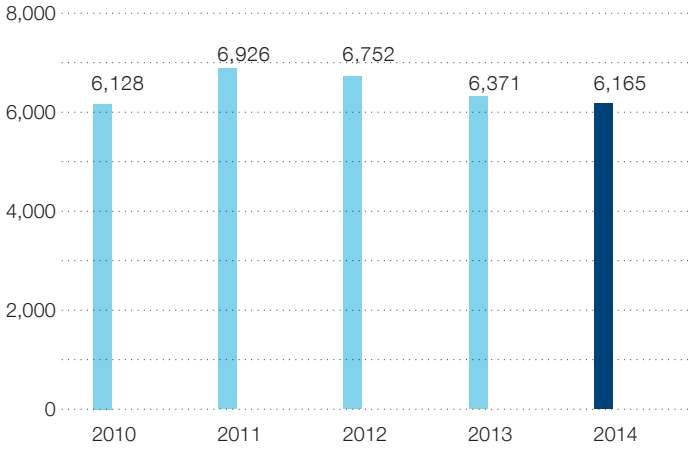


Revenues 2014 by division

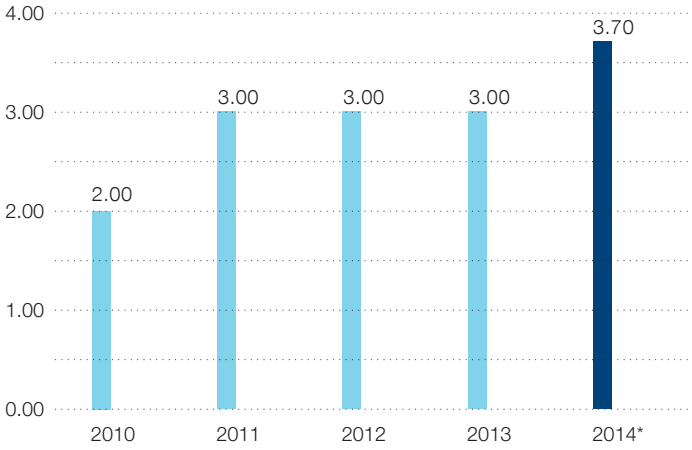
- Power Products, **27%**
- Power Systems, **26%**
- Discrete Automation and Motion, **23%**
- Low Voltage Products, **9%**
- Process Automation, **15%**



Number of employees



Dividend (₹ per share)



(*proposed)

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

