

August 18, 2022

BSE Limited
P.J. Towers
Dalal Street
Mumbai 400 001
(Atten: DCS Listing)

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra (E)
Mumbai 400 051
(Atten: Manager Listing Department)

Dear Sirs

Subject: Information pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref: BSE Scrip: 543187 (POWERINDIA) NSE Symbol: POWERINDIA

Pursuant to Regulation 30, 46 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Presentation made at the Investors/Analysts meet held today i.e. August 18, 2022.

The said presentation is also available on the website of the Company at <https://www.hitachienergy.com/in/en/investor-relations/analyst-section>

You are requested to take the same on record.

Thanking you,

Yours faithfully,

For Hitachi Energy India Limited
(Formerly known as ABB Power Products and Systems India Limited)



Poovanna C Ammatanda
General Counsel and Company Secretary
FCS 4741



Hitachi Energy India Limited

(Formerly known as ABB Power Products and Systems India Limited)

Registered and Corporate Office:
8th Floor, Brigade Opus, 70/401,
Kodigehalli Main Road, Bengaluru – 560 092,
Phone: 080 68473700, 080 22041800
CIN: L31904KA2019PLC121597
www.hitachienergy.com/in



HITACHI
Inspire the Next



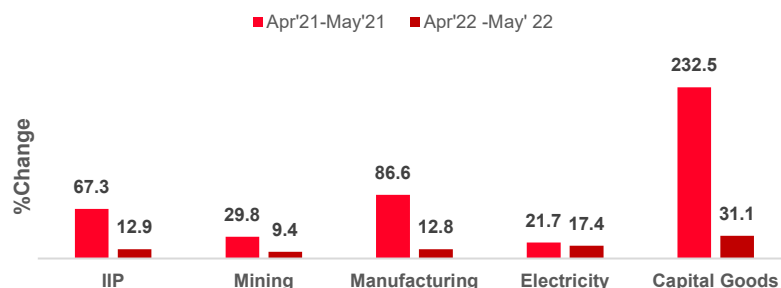
Investor interaction

N Venu, Managing Director & CEO

Macro-economic snapshot

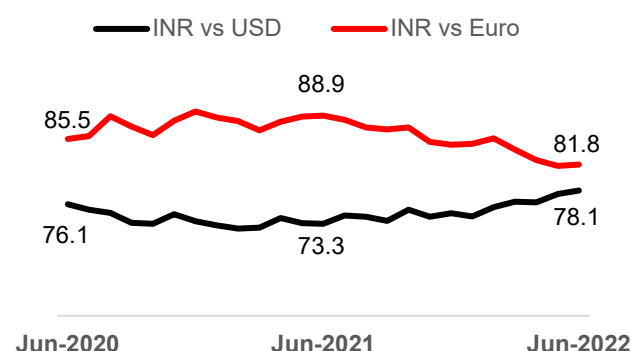
- **COVID-19** daily cases have remained under 20k in Apr-Jun'22.
- Analysts estimate **India GDP in FY22-23 to be 7- 8%** ; Growth boost expected from normal monsoon, increased consumption but also expected to be impacted by geopolitical tensions, high commodity prices
- **Inflation** remains **high above 6%** primarily due to adverse supply shocks and high inflation globally. **Inflation projected at 6.7% for FY22-23** by RBI
- **India's power demand touches all-time high of 210 GW**, government taking steps to ensure uninterrupted coal supply – CIL plans to import 2.4 MT coal
- **Semiconductor shortage** effects felt across industries – from auto to power

Industry growth (IIP²) – All sectors show positive growth



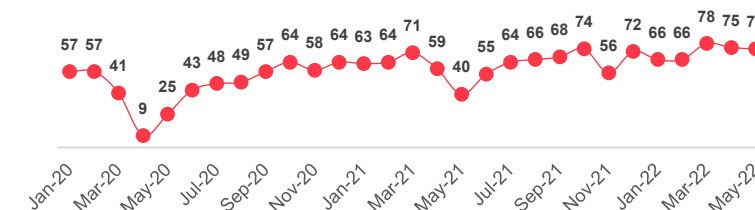
The growth rates over corresponding period of previous year are to be interpreted considering the unusual circumstances on account of COVID 19 pandemic since March 2020

Rupee weakened nearly by 6% vs USD so far in 2022

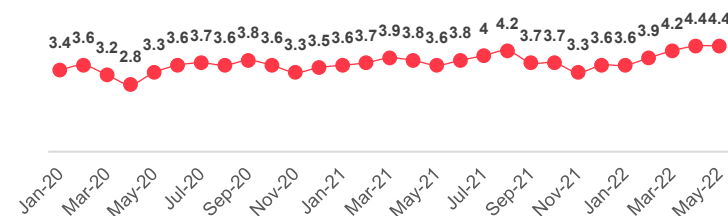


High Frequency Indicators *

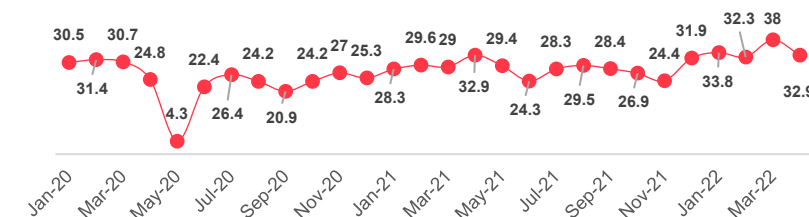
E-way bills generated (Mn) – lower in May'22 than the peak in Mar'22 but higher than pre-covid May'19 levels



Daily Average Power Consumption Volume ('000s Mus) – Power consumption steady since Apr'22



Cement production (MMT) – fell in Apr'22 vs Mar'22



Root cause: Growing and competing demand from other industries

Large and growing volumes required by consumer electronics, automotive

Semiconductor market grew 7.3% in 2020, 9% in 2021 and 10+% 2022e

Reorganization of supply chains due to political shifts

Actions: Redesign and revisit value chain

Manufacture escalation: Collaborate with manufacturers, distributors and contract manufacturers

Open market scanning: Leverage scale of Hitachi Group

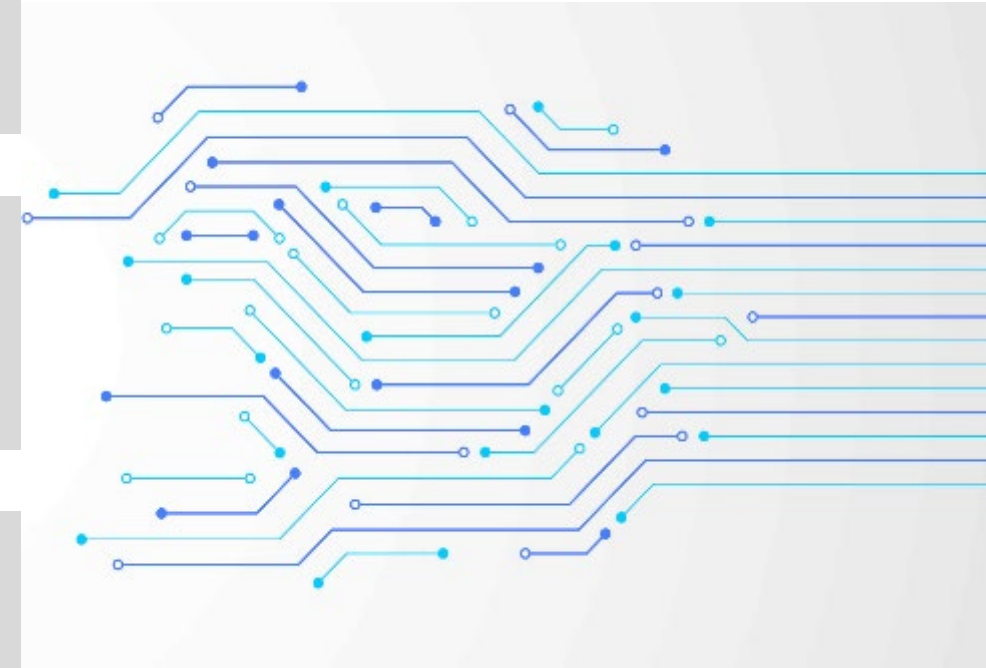
Redesign products to reduce dependency on semi conductors

Outlook

Semiconductor demand will exceed supply in coming quarters

Cost increases will likely average more than general inflation

Risk and cost in supply chains remain elevated due to geopolitics



Supply constraints such a semiconductors may hamper revenue in short term

		Growth vs Corr Qtr.	Growth QoQ
Orders	INR 3,054.6 cr	↑ 309.7%	↑ 192.7%
Revenue	INR 991.3 cr	↑ 24.4%	↓ (13.2%)
PBT	INR 2.1 cr	↓ (90.2%)	↓ (97%)
PAT	INR 1.3 cr	↓ (91.8%)	↓ (97.4%)
Order backlog	INR 6,777 cr		

Revenue slippage due to various issues; half contributed by semiconductor shortage

Following impacted PBT:

- commodities price, freight and logistics cost increase
- semiconductor shortage
- loss on exchange & commodity fluctuation

Key order wins

- **Adani, AEML:** 1000MW Mumbai Infeed HVDC
- **PGCIL:** 500MVA 400kV transformers
- **Oil & gas major:** 174 MVA 220 / 33kV and 500 MVA 400/22kV digital transformers
- **Private rail equipment manufacturer:** Tractions transformers for EMUs
- **Indian Railways:** 57 nos. LOT 6500 traction transformers for electric locomotives
- **Datacenter:** CRP-SAS, FOTE, among other substation automation system orders

360 degrees of sustainable growth

Mumbai 1000 MW HVDC link – to increase power inflow by 50%



High voltage switchyards for industrial and infrastructure segments



Plantation drive by employees results in ~1300 saplings at Vadodara location



Strengthening export demand for made in India high voltage offering



Sustained industry thought leadership; technology seminars



Nurturing talent: Inauguration of NIT Warangal Smart Electric Grid Lab



Transmission, industries and power quality drive orders

Key Segments



Transmission

Green Energy Corridors II notified by government.
Bagged orders from public and private, national & state utilities

Yoy % growth

+1706%



Industry

Growth boost in Q1 in domestic market with orders from O&G major and export orders from Azerbaijan, Saudi Arabia

Yoy % growth

+100%



Power Quality

Capacitor orders, especially those from feeder factory, and reactors for state grids

Yoy % growth

28.6%



Railways & Metros

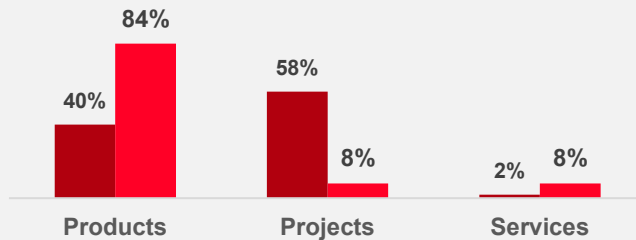
Indian Rail target net zero by 2030
2 X 25kV Electrification of High-Density Corridors
8-10 metro projects to be awarded in current FY

Yoy % growth

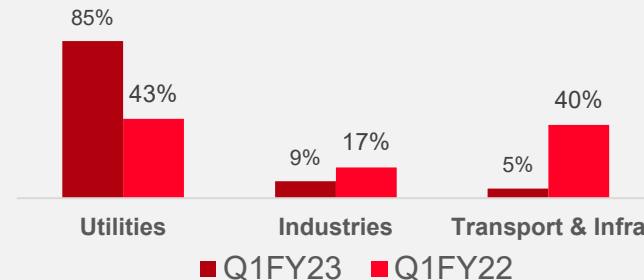
+1%*

Order Mix

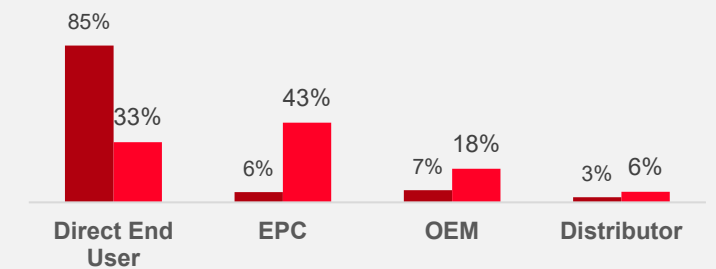
SEGMENTS



SECTORS



CHANNELS

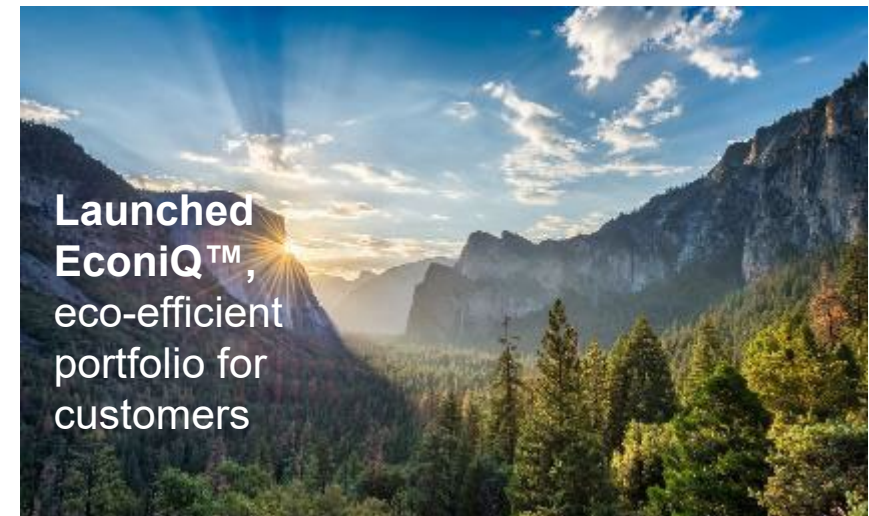


Carbon neutral by 2030: Major milestones

Sustainability 2030

Launched carbon neutral journey to on May 6, 2021:

- Carbon neutral (CO₂e) in own operations by 2030
- 50% reduction in CO₂e emissions along the value chain
- 50% reduction of waste disposed
- 25% reduction of freshwater use



Unflinching commitment to Vision 2025 through transition

Well entrenched in India

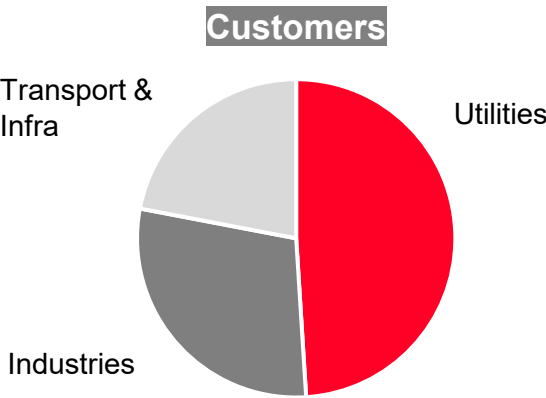
INR 6,722 crore order backlog*

2,200+ employees

17 factories in six manufacturing locations

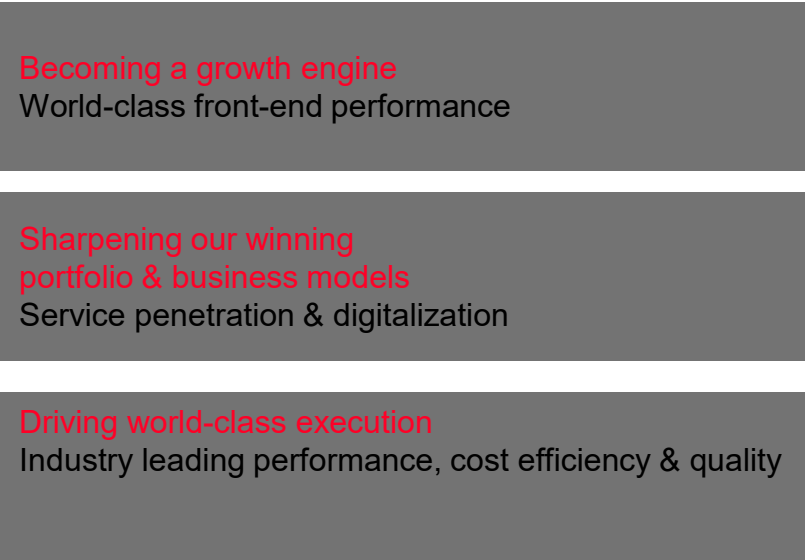
12 sales offices and 7 sales touch points

Huge installed base

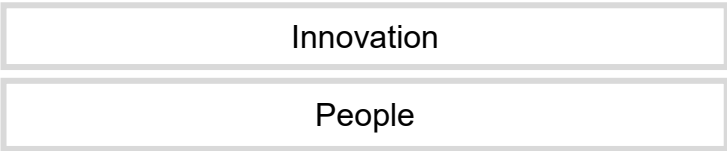


Transformation underway...

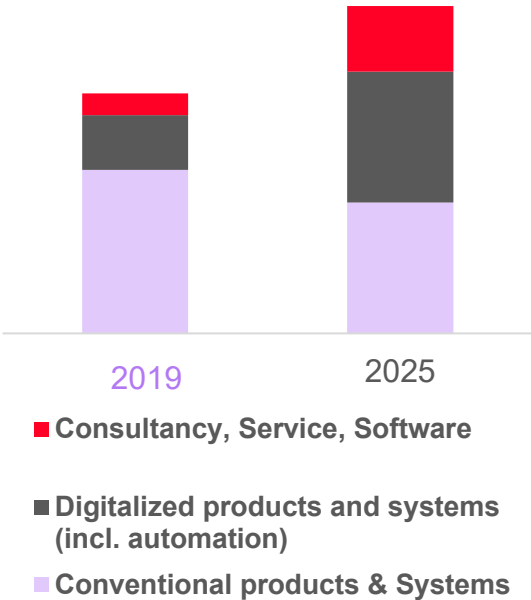
3 pillars



2 foundations



... to deliver profitable and sustainable growth



Strengthen leadership position & grow faster than the market



HITACHI
Inspire the Next 

People and well being

Ensure continued healthcare infrastructure for employees and community

Living Sustainability

Strengthen **diversity and inclusion** -

- Double gender diversity
- **Learning** and talent development
- Shape **future talent** through partnerships with academia & government

Meet milestones on **2030 carbon neutral** journey

New **business partnerships and models** for high growth segments

Expand our **manufacturing footprint**

Overcoming short term turbulence

- Innovate business models
- Reassess supply chains to manage and mitigate semi conductor crunch & commodities super cycle
- Cash over revenue

Focus areas in the future energy system

Service: Sustain momentum, RELCARE, HVDC Upgrades

Digitalization: Led by industrial adoption

Exports: Continued investment in footprint to Make in India for India & the world

Rail: In line with Indian Railways' 2030 Net Zero ambitions

Renewables: 450 GW target

HVDC: New links to spur renewable

Data centers: Enhanced by govt data privacy focus