

Demand vs Supply

Growth for ABB in India is 15% while for ABB Group it is 5%

Fig in MUS\$ @ 1\$ = 83.02 INR

Orders originating from India (Demand view as per Group)

| | Q1/24 | Q1/23 | Change % |
|--|------------|------------|-----------|
| 3 rd Party Customers in India | | | |
| ABB India Ltd | 392 | 342 | 15% |
| Other ABB Cos in India | 5 | 7 | -28% |
| ABB Cos outside India | 10 | 40 | -75% |
| Total | 407 | 389 | 5% |

To all ABB Units in India + To all ABB Units o/s India

Orders as reported by local entity (Supply view relevant for ABB India Ltd)

| | Q1/24 | Q1/23 | Change % |
|--|------------|------------|------------|
| 3 rd Party Customers in India | 392 | 342 | 15% |
| ABB Cos outside+ 3 rd Party outside India | 61 | 51 | 20% |
| Total | 453 | 393 | 15% |

From customers in India & outside India to ABB India Ltd

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first time, I thought of giving more clarity to this topic so that we could establish this clarity for all of you once and for all.

Orders which emanate out of India, right, so this is the view, what a group looks at it. So, it consists of customers in India placing orders on ABB India Limited, which is the listed entity what we are talking for. And also, basically, there are other companies in India which also can get some orders, like the B&R Automation sort of stuff. And also, we have other ABB companies outside India. So, this looks at what are the orders which the Indian customers have placed on different ABB entities globally and locally. So, if you look at it, so last year, the order intake was \$389 million, and this year it was \$407 million. So, therefore, it gives a 5%. And this was exactly what was captured by the group in its press release. But when you now look into how do we report orders, it's basically what orders we get, ABB India Limited gets from customers in India, also customers outside India and from the ABB group companies within India. So, this is basically and absolutely an opposite situation of this. So, here we look at \$453 million, the same basically Rs. 3,607 crores. If we convert it, it becomes \$453 million at the exchange rate of Rs. 83 per dollar. So, therefore, this is 15%. I think this picture should give you enough clarity. So, my request to you is before you start to write, give predictions, I think we need to wait for the ABB India results to come to get the real view of it.