



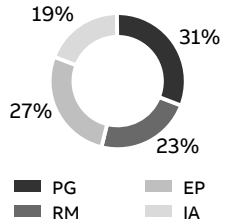
CAPITAL MARKETS DAY, OCTOBER 4, 2016

ABB Division Fact Sheets

ABB financial summary

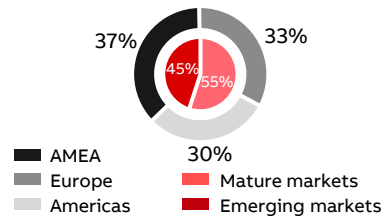
Revenues by division 2015¹

% of total revenues



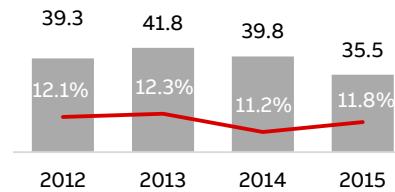
Revenues by region 2015

% of total revenues



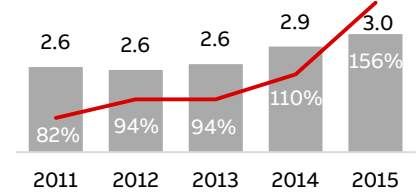
Revenues and Op. EBITA margin %

US\$ bn and %



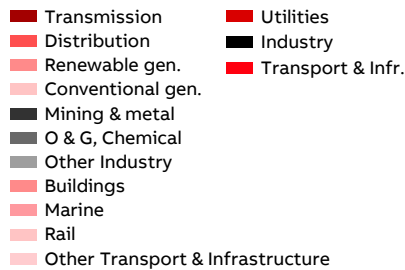
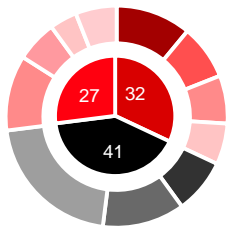
FCF and percentage of net income

US\$ bn and %



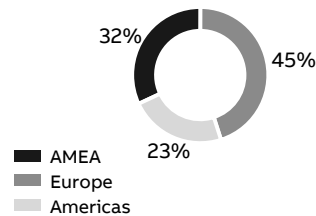
Revenues by end market 2015

% of total revenues, estimated



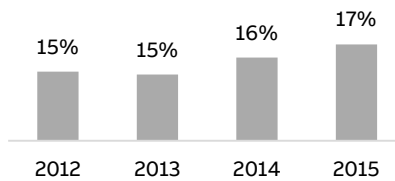
Employees by region 2015

% of total workforce



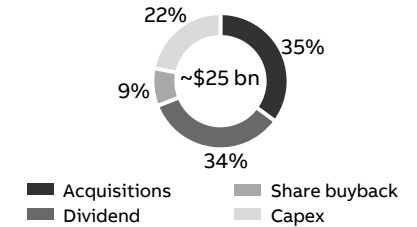
Service revenue percentage

% of total revenues³



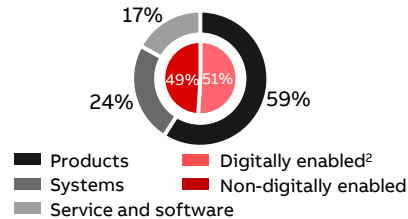
Capital allocation 2011 – 15

US\$ billions and % of total deployed



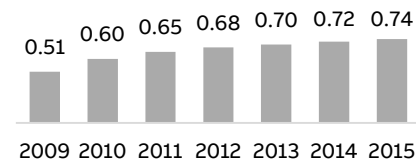
Revenues by product type 2015

% of total revenues, estimated

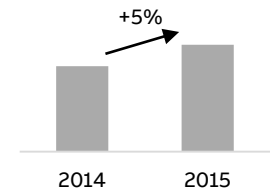


Dividend per share

CHF



Operational EPS growth⁴



Electrification Products¹

Partner of choice for electrification of all consumption points

Market

~\$140 bn market² in 2015

Offering

Broadest global portfolio of low- and medium-voltage products and solutions for intelligent protection and connection

Pre-engineered, packaged solutions and services tailored to customers' needs

Main competitors



Position of strength

Complete portfolio for electrification of “the site”

Strong distributor relationships

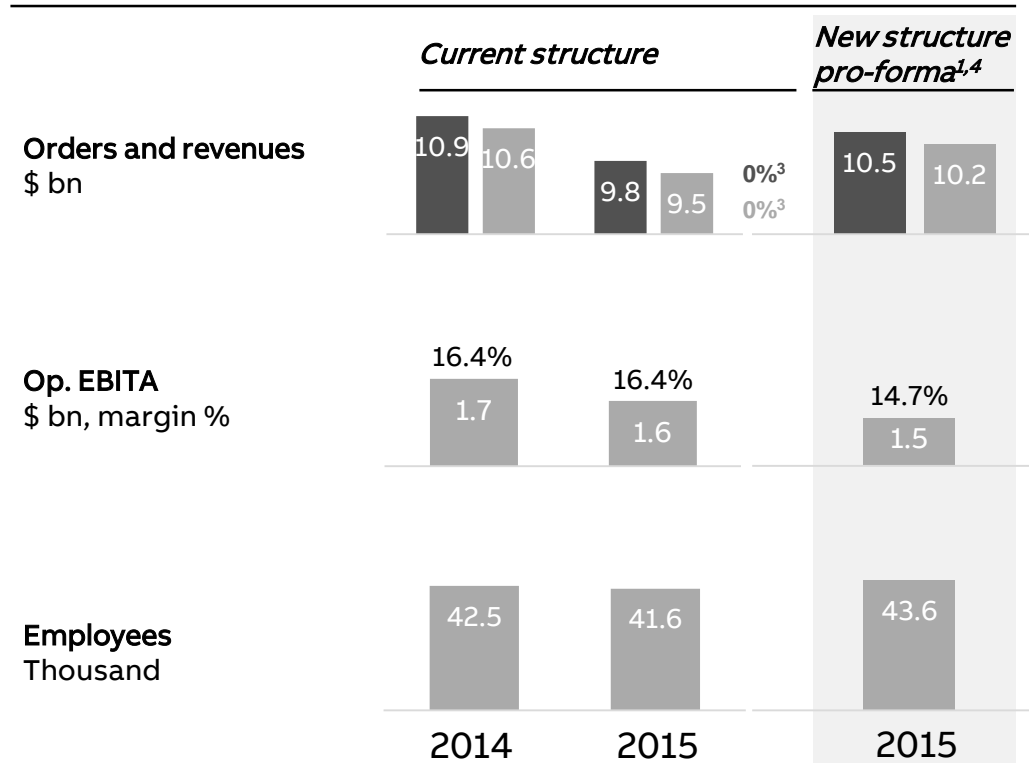
Geographically balanced production and R&D footprint

Strong growth segments renewables, data centers

Innovative products and solutions

Intelligent solutions for smarter buildings

Key figures

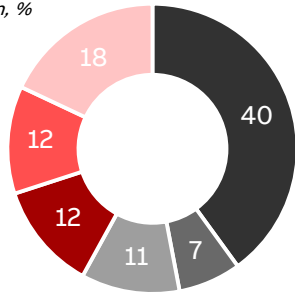


Electrification Products¹

Business breakdown and key end-market growth trends

Channels

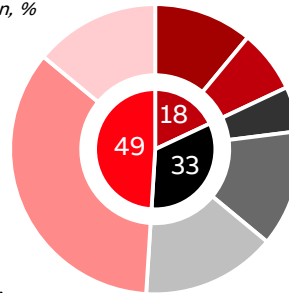
Approximation, %



- Distributors
- Internal
- Utilities
- EPC
- OEM
- Panel builders

Customers

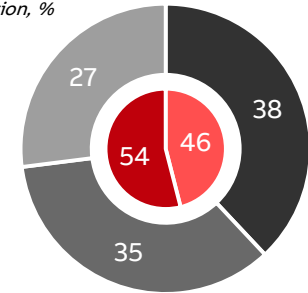
Approximation, %



- Distribution
- Renewable gen.
- Mining & Metal
- O&G, Chemical
- Other Industry
- Buildings
- Other Transport & Infrastructure
- Utilities
- Industry
- Transport & Infr.

Geography

Approximation, %



- AMEA
- Europe
- Americas
- Emerging markets
- Mature markets

Digitalization:

Connectivity and communication, digital models and configurators

Service / software:

Condition monitoring and diagnostics, cloud connection and cyber security, collect, provide and process data

Buildings:

Up globally, shift to smart buildings

Industry:

Solid growth from digitalization as well as safety

Renewables:

Double digit growth

Emerging markets:

Slowdown in China; uncertainty in Turkey
Moderate growth in Saudi Arabia & Russia
Strong growth India

Mature markets:

Pockets of growth USA & Canada
Growth slowdown in Germany, Italy & Finland; uncertainty in UK

Electrification Products¹

Partner of choice for electrification of all consumption points

Main offerings

Competitive position

Major competitors

Electrical distribution

LV/MV switchgear
Distribution boards
Circuit breakers
Solar inverters, UPS



MV #1

Automation/Control

MV grid automation
Motor control centers
Intelligent breakers



Electrification #2

Installation

Enclosures
DIN-rail products
Wire and cable mgmt.



Building solutions

EV charging
Wiring accessories
Intelligent building / smart home products



EV charging #1



Robotics and Motion¹

Partner of choice for robotics and intelligent motion solutions

Market
~\$100 bn in 2015²

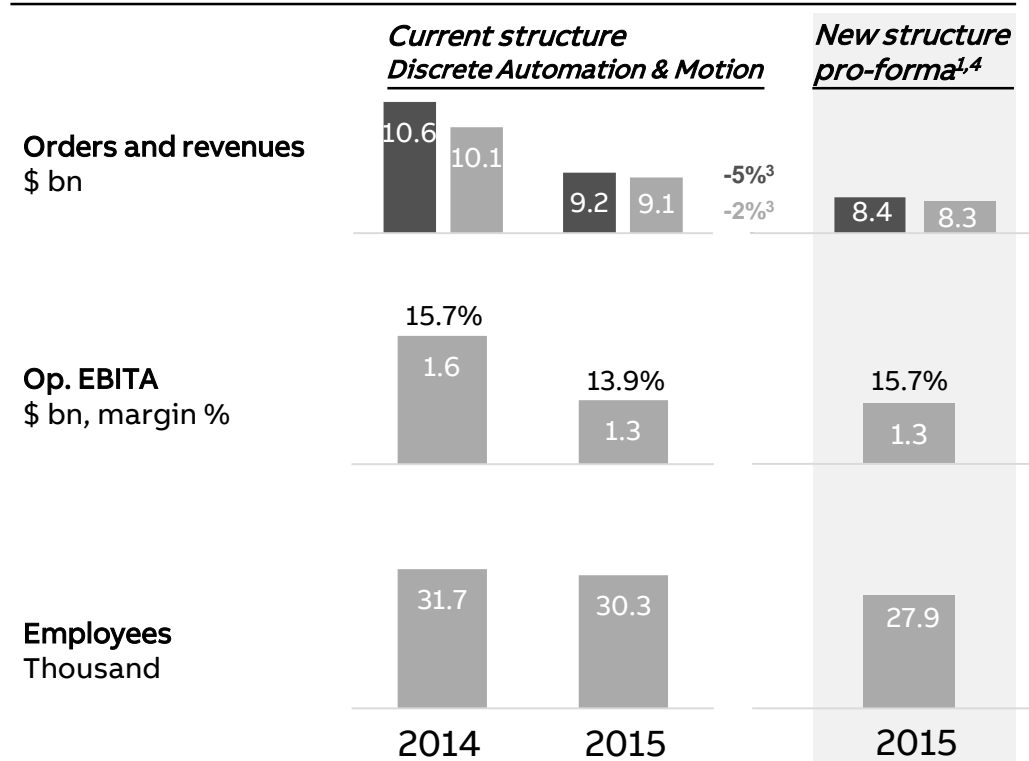
Offering
Robotics and intelligent motion solutions

Main competitors



Position of strength
Technology leader in fast-growing robotics market
Broadest robotics portfolio and large installed base
Largest motion player with unmatched global reach
At the cutting edge of power electronics and quality, renewables, and electric transportation

Key figures

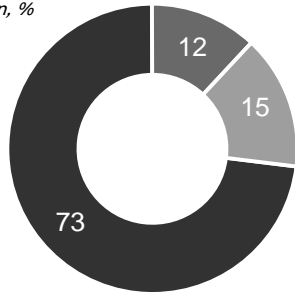


Robotics and Motion¹

Business breakdown and key end-market growth trends

Offering

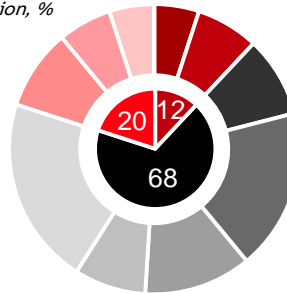
Approximation, %



- Products
- Systems
- Service and software

Customers

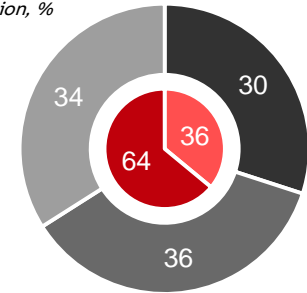
Approximation, %



- Renewable gen.
- Conventional gen.
- O&G, Chemical
- Automotive
- Mining & Metal
- F&B
- Other Industry
- Rail
- Buildings
- Marine
- Utilities
- Industry
- Transport & Infr.

Geography

Approximation, %



- AMEA
- Europe
- Americas
- Emerging markets
- Mature markets

Digitalization: will continue gaining relevance and will drive customer expectations

Service / software: growing reliance on data management and statistical productivity

Automotive: growing specifically in emerging markets like Asia

3C & semicon: robotization of manufacturing processes







Food & Beverage: population & income growth; lifestyle changes

Emerging markets: China and India driving global growth

Mature markets: US growing
Europe mixed; impact of Brexit still unknown

Robotics and Motion¹

Partner of choice for robotics and intelligent motion solutions

	Robotics	Drives	Motors & Generators
Main offerings	Industrial robots, software and IoTSP connected services Robotic applications and systems for diverse industries	LV AC drives up to 5600 kW MV drives to 100 MW Wind converters Digital services and software tools Propulsion converters	LV motors to 1'200 kW HV motors to 80 MW Power generators to 80 MW Mechanical power transmission
Competitive position	 #2	 #1	 #1
Major competitors			

¹Reflects portfolio changes as of January 2017



Industrial Automation¹

Partner of choice for industrial automation

Market

~\$120 bn market in 2015²

Offering

Control systems, software, measurement & analytics
Industry-specific power & automation solutions, products (e.g. electric ship propulsion) and services

Main competitors

SIEMENS

EMERSON

◆ YOKOGAWA

Honeywell

Schneider Electric

Position of strength

Integrated control product, system and service offering

Advanced process control & optimization software and know-how

Integrated power and automation solutions

Largest installed base, advanced services

Deep domain and process expertise

Key figures

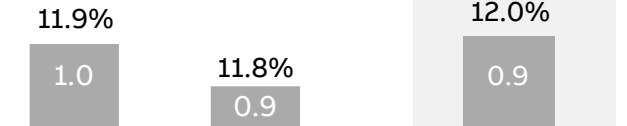
Orders and revenues
\$ bn

*Current structure
Process Automation*

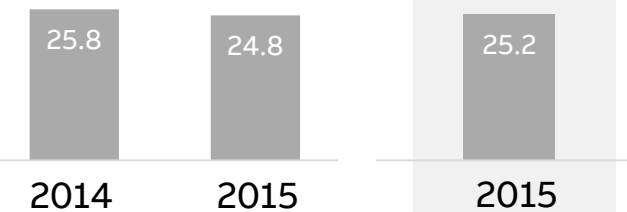
*New structure
pro-forma^{1,4}*



Op. EBITA
\$ bn, margin %



Employees

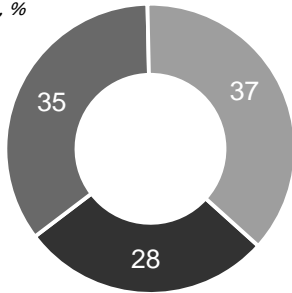


Industrial Automation¹

Business breakdown and key end-market growth trends

Offering

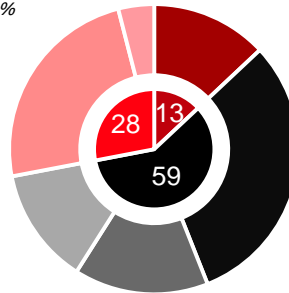
Approximation, %



- Products
- Systems
- Service and software

Customers

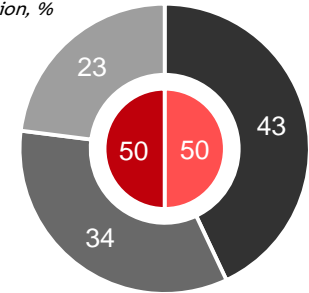
Approximation, %



- Conventional generation
- O&G, Chemical
- Mining & Metals
- Other Industry
- Marine
- Other Transport & Infrastructure
- Utilities
- Industry
- Transport & Infr.

Geography

Approximation, %



- AMEA
- Europe
- Americas
- Emerging markets
- Mature markets

Digitalization: growth opportunity building on largest installed base in power generation and process industry

Services and software: supporting customers remotely with advanced services and optimization

Chemicals: positive fundamentals

F&B, pharma & discrete industries: population growth, increasing disposable income

Cruise ships: strong demand from Europe & Asia

Emerging markets: penetration of basic automation still rising, aging installed base provides upgrade opportunities

Mature markets: leveraging digital to achieve next level of productivity, energy efficiency and safety

Industrial Automation

Partner of choice for industrial automation

Main offerings

Industry-specific solutions & services

Integrated electrification & automation solutions
Systems and advanced services



Control systems & software

Process and discrete control (DCS, PLC)
Adv. process control & manufacturing execution systems



Measurement & analytics

Pressure, temperature, flow, level, force measurement
Analyzers



Propulsion

Electric propulsion systems for ships
Large turbochargers >500kW



Competitive position

Process industries #1-5
Marine #1

DCS #1; PLC top 10
APC/MES software #1/2

Measurement & analytics top 3-5¹

Electric marine propulsion #1
Turbocharging #1

Major competitors



Power Grids

Partner of choice for a stronger, smarter and greener grid

Market

~\$110 bn market in 2015¹

Offering

Broadest offering of products systems, services and software for power transmission and distribution

Main competitors

SIEMENS



HYUNDAI
HEAVY INDUSTRIES CO.,LTD.

Position of strength

Market and technology leader

Unrivalled application know-how

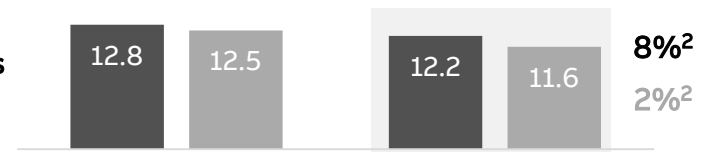
Truly global player with largest installed base

Leading software and automation solutions

Industry leading margins

Key figures

Orders and revenues
\$ bn

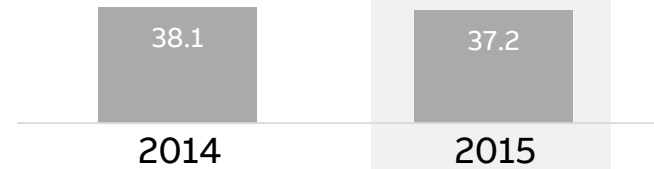


8%²
2%²

Op. EBITA
\$ bn, margin %



Employees

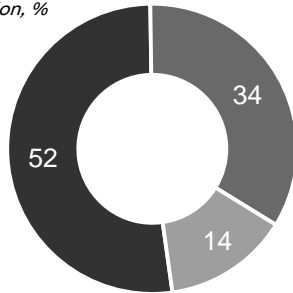


Power Grids

Business breakdown and trends

Offering¹

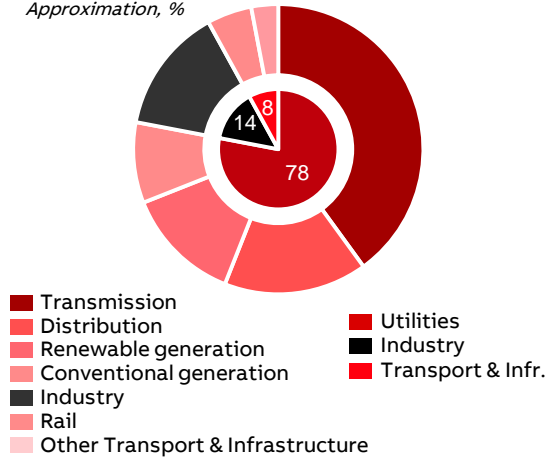
Approximation, %



- Products
- Systems
- Service and software

Customers¹

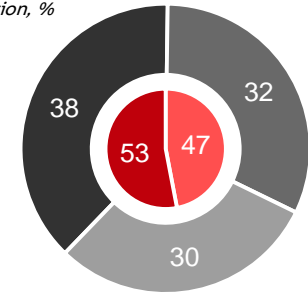
Approximation, %



- Transmission
- Distribution
- Renewable generation
- Conventional generation
- Industry
- Rail
- Other Transport & Infrastructure
- Utilities
- Industry
- Transport & Infr.

Geography¹

Approximation, %



- AMEA
- Europe
- Americas
- Emerging markets
- Mature markets

Digital equipment: real time supervision, higher reliability, maintenance optimization

Digitally enhanced systems: faster installation, more configurable power quality, higher penetration of renewables, managing less predictable supply & demand

Software & operations: more real-time control, smart asset mgmt., planning optimization

Transmission & distribution: increasing complexity, more take-out and feed-in points, interconnections, aging infrastructure, physical cyber security

Integrating renewables: long distance transmission, storage, bi-directional flow, power stability, microgrids

Connecting consumers: rail electrification, data centers, EVs, industry

Emerging markets: Grid build out, renewable integration, interconnections, electrification of society

Mature markets: Renewable integration, interconnections, aging infrastructure, power quality, security of supply, electrification of transport

Power Grids

Partner of choice for a stronger, smarter and greener grid

Main offerings

Competitive position

Major competitors

Products & components

Distribution transformers
Power transformers
HV gas / air insulated switchgear
Power quality components



#1



TBEA

SIEMENS

HYUNDAI
HEAVY INDUSTRIES CO., LTD.

XD 中国西电集团
CHINA XD GROUP

System & automation

Substations
Grid automation
FACTS
HVDC
Microgrids



Automation
HVDC

#1

SIEMENS

SEL SCHWEITZER
ENGINEERING
LABORATORIES



Schneider
Electric

NARI

Consultancy, services & software

Consulting, planning services
Network control, operation services
Asset & workforce mgmt.
Asset performance mgmt.
Maintenance services



#1

SIEMENS

IBM



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