ABB fact sheets
Illustrative for reporting structure effective April 1, 2019 onwards
The new ABB

Pioneering technology leader in digital industries

$410 bn market, growing at 3.5 – 4% p.a.

<table>
<thead>
<tr>
<th>Electrification</th>
<th>Industrial Automation</th>
<th>Motion</th>
<th>Robotics &amp; Discrete Automation</th>
</tr>
</thead>
<tbody>
<tr>
<td>33% Asia, Middle East and Africa</td>
<td>31% Americas</td>
<td></td>
<td>36% Europe</td>
</tr>
</tbody>
</table>

$29 bn revenues, 110,000 employees
The new ABB Group

<table>
<thead>
<tr>
<th>Channels</th>
<th>Customers</th>
<th>Geography</th>
</tr>
</thead>
<tbody>
<tr>
<td>Approximation, % of revenues</td>
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</tr>
<tr>
<td>Distributors</td>
<td>Renewables</td>
<td>Europe</td>
</tr>
<tr>
<td>Direct sales</td>
<td>Conv. generation</td>
<td>USA</td>
</tr>
<tr>
<td>EPCs</td>
<td>Distribution</td>
<td>Rest of Americas</td>
</tr>
<tr>
<td>OEMs</td>
<td>O&amp;G, Chemicals</td>
<td>China</td>
</tr>
<tr>
<td>System integrators</td>
<td>Automotive, 3C &amp; Machinery</td>
<td>Rest of AMEA</td>
</tr>
<tr>
<td>Panel builders</td>
<td>Mining &amp; Metals</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other Industry</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Buildings</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other T&amp;I</td>
<td></td>
</tr>
</tbody>
</table>

Revenues: ~$29 bn\(^1\); Employees: ~110k

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\(^1\)Including annualized GEIS based on H2-2018; \(^2\)ABB estimate

Note: Pie charts are ABB estimates and cover full year 2018; T&I stands for Transport and Infrastructure throughout the document; Conv. generation stands for conventional sources of power such as fossil fuels, nuclear energy, and hydro generation; Renewables include wind, solar, and biomass
The new ABB operates through four focused leading businesses

Electrification
- Low/Medium Voltage
- Buildings & infrastructure

Industrial Automation
- Measurement & analytics
- Process control (DCS)

Automation
- Motors & generators
- Drives

Robotization
- Machine & factory
- Robotics

Digitalization: ABB Ability™

Electrification #2
Industrial Automation #2
Motion #1
Robotics & Discrete Automation #2
Electrification
Writing the future of safe, smart and sustainable electrification

Market drivers and trends
Electricity demand grows 2x faster than other energy sources
Integration of distributed generation (renewables, storage)
New consumption (data centers, electric vehicles, emerging markets)
Growing need for intelligent solutions
E-commerce sales channel expanding

Selected customer segments

<table>
<thead>
<tr>
<th>Market: $160 bn</th>
<th>Market growth: ~3% p.a.¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selected customer segments</td>
<td></td>
</tr>
<tr>
<td>Commercial buildings</td>
<td>Data centers</td>
</tr>
<tr>
<td>~4%+ p.a.</td>
<td>~6%+ p.a.</td>
</tr>
</tbody>
</table>

Global #2

Competitors

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¹2017 – 2025 forecast CAGR
Electrification

Revenues: $13.0 bn\textsuperscript{1}
Employees: ~55k

Channels
Approximation, % of revenues

Offering
Approximation, % of revenues

Customers\textsuperscript{1,2}
Approximation, % of revenues

Geography\textsuperscript{1}
Approximation, % of revenues

Writing the future of safe, smart and sustainable electrification

Leading portfolio of products, services and ABB Ability™ digital solutions

MV products & solutions
Global #1

LV products & solutions
Global #2

EV charging infrastructure
EV fast charging #1

Installation products
Global #2

MV products & solutions
Global #1

LV products & solutions
Global #2

Notes:
\textsuperscript{1}Including annualized GEIS based on H2-2018; \textsuperscript{2}ABB estimate
Note: Pie charts cover full year 2018
Industrial Automation
Writing the future of safe and smart operations

Market drivers and trends
Increasing demand for end-to-end integrated, connected solutions and advanced services
Increasing demand for applications to drive autonomous operations
Competitive differentiation through deep domain knowledge, process expertise and domain specific offerings

Market: $90 bn
Market growth: ~3% p.a.\(^1\)

Selected customer segments

- **Oil & Gas**
  - ~4% p.a.

- **Chemicals & Refinery**
  - ~3% p.a.

- **Mining**
  - ~4% p.a.

Global #2

Competitors
- Honeywell
- EMERSON
- Schneider Electric
- SIEMENS
- Rockwell Automation
Industrial Automation

Writing the future of safe and smart operations enabling customers to lead in safety, productivity and energy efficiency

Leading supplier of integrated automation solutions across process, electrical, motion and digital industries

Notes:
- Pie charts cover full year 2018
- ABB estimate
Motion

Writing the future of smart motion

Market drivers and trends

Today 1/3 of the world’s electricity is converted by electrical motors into motion.

Motion’s market growth is driven by growing population, urbanization and digitization.

Energy efficiency, automation of industrial processes and electric mobility will drive growth for Motion.

Market: $80 bn
Market growth: ~3% p.a.¹

Selected customer segments

Motors
~2-3% p.a.

Drives
~4% p.a.

Digital powertrain
~8-10% p.a.

Global #1

Competitors

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¹2017 – 2025 forecast CAGR
Writing the future of smart motion
Most comprehensive portfolio of drives, electric motors, generators and motion control with ABB Ability™ digital powertrain solutions

Revenues: $6.5 bn
Employees: ~20k

Channels
Approximation, % of revenues
- Distributors: 37%
- Direct sales: 17%
- EPCs: 10%
- OEMs: 9%
- System integrators: 14%
- Panel builders: 17%

Offering
Approximation, % of revenues
- Products: 86%
- Services and other: 14%

Customers¹
Approximation, % of revenues
- Renewables: 14%
- Conv. generation: 10%
- O&G, Chemical: 10%
- Mining & Metals: 9%
- F&B, Pharma: 7%
- Other industry: 13%
- Buildings: 39%
- Rail: 14%
- Other T&I: 10%

Geography
Approximation, % of revenues
- Europe: 35%
- Rest of Americas: 13%
- Rest of AMEA: 32%
- Americas: 16%
- USA: 5%
Robotics & Discrete Automation
Writing the future of flexible manufacturing and smart machines

Market drivers and trends
Underlying sector growth, e.g. from more manufactured and packaged goods
Demand for more variants and customization in addition to increased productivity requires new flexible automation solutions
New market opportunities for end-to-end flexible factory automation, e.g. in logistics

Market: $80 bn
Market growth: ~6% p.a.¹

Selected customer segments

- Machinery and factory automation solutions
  ~5% p.a.
- Robotics / flexible manufacturing
  ~6% p.a.
- Digital solutions and software
  up to 10%

Global #2

Competitors
- KUKA
- YASKAWA
- FANUC
- Rockwell Automation
- SIEMENS

¹2017 – 2025 forecast CAGR
Robotics & Discrete Automation

Global #2
>400,000 installed robots

Writing the future of flexible manufacturing and smart machines
Market-making combination of robotics and machine automation
Clear growth leader with track record of double digit growth

Revenues: $3.6 bn
Employees: ~11k

Channels
Approximation, % of revenues

Offering
Approximation, % of revenues

Customers¹
Approximation, % of revenues

Geography
Approximation, % of revenues

Robotics

Machine & Factory Automation

Top 5

>4'000 active machinery customers

1ABB estimate
Note: Pie charts cover full year 2018

Distributors 55%
Direct sales 19%
OEMs 24%
System integrators 2%

Robot products 32%
Robot systems 15%
Machine automation 29%
Service 2%

Automotive 45%
3C & Semiconductor 11%
Metalworking 6%
F&B, Pharma 10%
Others 4%

Europe 49%
AMEA 28%
Americas 28%
China 4%
Rest of AMEA 9%
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