ABB Group

Channels
Approximation, % of revenues
- Distributors: 36%
- Direct sales: 32%
- EPCs: 18%
- OEMs: 6%
- System integrators: 4%
- Panel builders: 3%

Offering
Approximation, % of revenues
- Products: 68%
- Systems: 20%
- Services and other: 12%

Customers¹
Approximation, % of revenues
- Renewables: 17%
- Conv. generation: 20%
- Other Industry: 17%
- Mining & Metals: 12%
- O&G, Chemicals: 10%
- Other T&I: 8%
- Automotive, 3C & Machinery: 6%

Geography
Approximation, % of revenues
- Europe: 36%
- Americas: 24%
- Rest of AMEA: 14%

Revenues: ~$28 bn; Employees: ~110k

¹ ABB estimate
Note: Pie charts are ABB estimates and cover full year 2019; 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
Electrification

Writing the future of safe, smart and sustainable electrification

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

Channels
Approximation, % of revenues

- Distributors: 23%
- Direct sales: 8%
- EPCs: 9%
- OEMs: 7%
- System integrators: 8%
- Panel builders: 1%

Offering
Approximation, % of revenues

- Products: 52%
- Systems: 20%
- Services and other: 8%

Customers
Approximation, % of revenues

- Renewables: 16%
- Conv. generation: 14%
- Distribution: 33%
- O&G, Chemicals: 29%
- Mining & Metals: 15%
- Other Industry: 6%
- Buildings: 7%
- Other T&I: 4%

Geography
Approximation, % of revenues

- Europe: 16%
- Americas: 33%
- Rest of AMEA: 29%
- USA: 8%
- Rest of Americas: 14%
- Other Industry: 12%

Revenues: $12.7 bn
Employees: ~53k

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1 ABB estimate
Note: Pie charts cover full year 2019, except customer split covering full year 2018
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

Revenues: $6.3 bn
Employees: ~22k

Channels
Approximation, % of revenues

Offering
Approximation, % of revenues

Customers¹
Approximation, % of revenues

Geography
Approximation, % of revenues

- Process automation solutions #1
- Distributed Control Systems #1
- Measurement & analytics #3
- Marine & turbocharging #1

- Distributors
- Direct sales
- EPCs
- OEMs
- System integrators

- Products
- Systems
- Services and other

- Conv. generation
- O&G
- Chemicals & refinery
- Mining, Metals, Pulp & Paper
- Other Industry
- Marine & Ports
- Other T&I

- Europe
- Americas
- Rest of AMEA
- USA
- Rest of Americas
- China

¹ABB estimate
Note: Pie charts cover full year 2019
Writing the future of smart motion
Most comprehensive portfolio of drives, electric motors, generators and motion control with ABB Ability™ digital powertrain solutions
Robotics & Discrete Automation

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: $3.3 bn
Employees: ~10k

Channels
Approximation, % of revenues

Offering
Approximation, % of revenues

Customers¹
Approximation, % of revenues

Geography
Approximation, % of revenues

Robotics
Global #2
>400'000 installed robots

Machine Automation
Top 5
>4'000 active machinery customers

Distributors
Direct sales
OEMs
System integrators

Products
Systems
Services

Auto OEM
Auto Tier 1
Electronics
General Industry
CSSR²
Machine Automation

Europe
USA
Rest of Americas
China
Rest of AMEA

¹ABB estimate
²Consumer Segment & Service Robotics
Note: Pie charts cover full year 2019

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>4'000 active machinery customers
Contact us

ABB Ltd
Investor Relations
P.O. Box 8131
CH-8050 Zürich
Phone: +41 (0) 43 317 71 11
E-mail: investor.relations@ch.abb.com
www.abb.com/investorrelations

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