INVESTOR RELATIONS, FEBRUARY 27, 2020

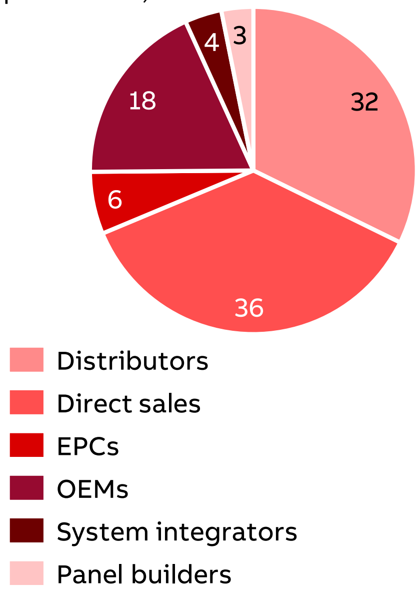
ABB fact sheets

February 2020 update

ABB Group

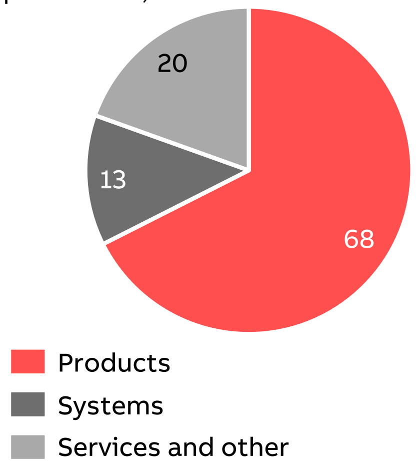
Channels

Approximation, % of revenues



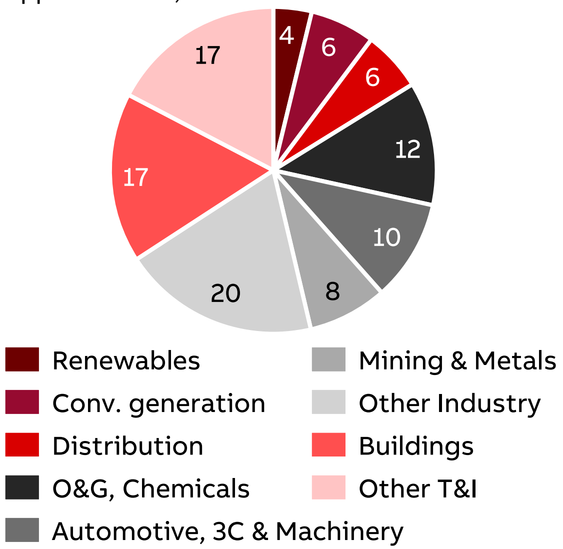
Offering

Approximation, % of revenues



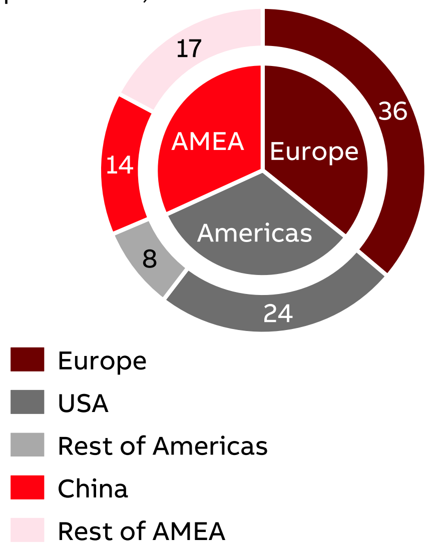
Customers[1]

Approximation, % of revenues



Geography

Approximation, % of revenues

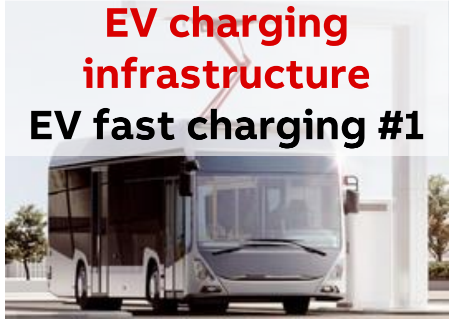


Revenues: ~$28 bn; Employees: ~110k

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



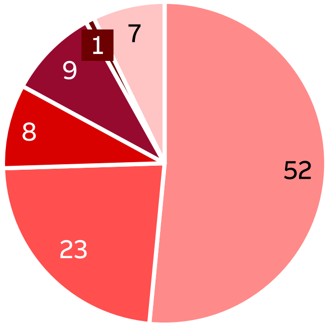
Writing the future of safe, smart and sustainable electrification

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

Revenues: $12.7 bn
Employees: ~53k

Channels

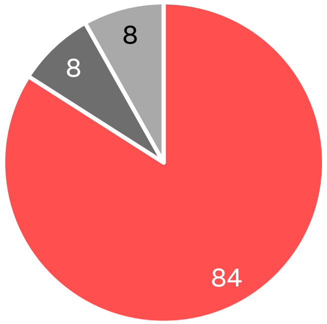
Approximation, % of revenues



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

Offering

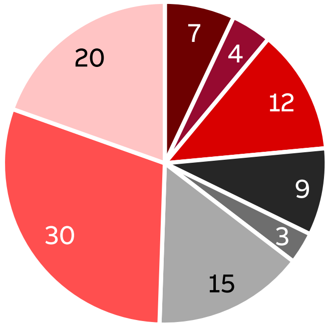
Approximation, % of revenues



- Products
- Systems
- Services and other

Customers[1]

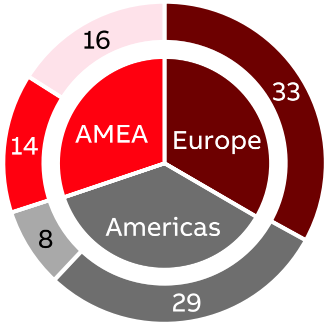
Approximation, % of revenues



- Renewables
- Conv. generation
- Distribution
- O&G, Chemicals
- Mining & Metals
- Other Industry
- Buildings
- Other T&I

Geography

Approximation, % of revenues



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

[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

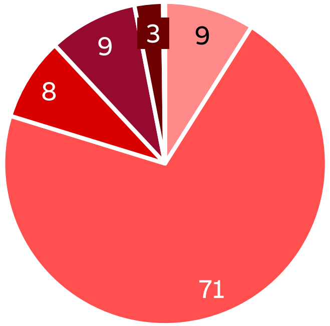
Leading supplier of integrated automation solutions across process, electrical, motion and digital industries

Revenues: $6.3 bn

Employees: ~22k

Channels

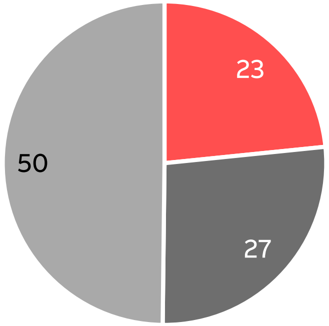
Approximation, % of revenues



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

Offering

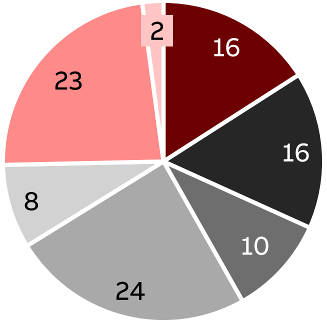
Approximation, % of revenues



- Products
- Systems
- Services and other

Customers[1]

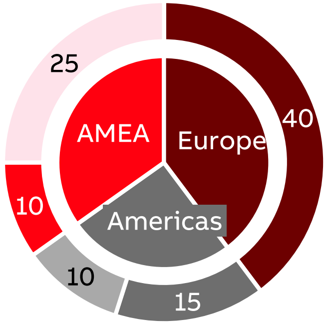
Approximation, % of revenues



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

Geography

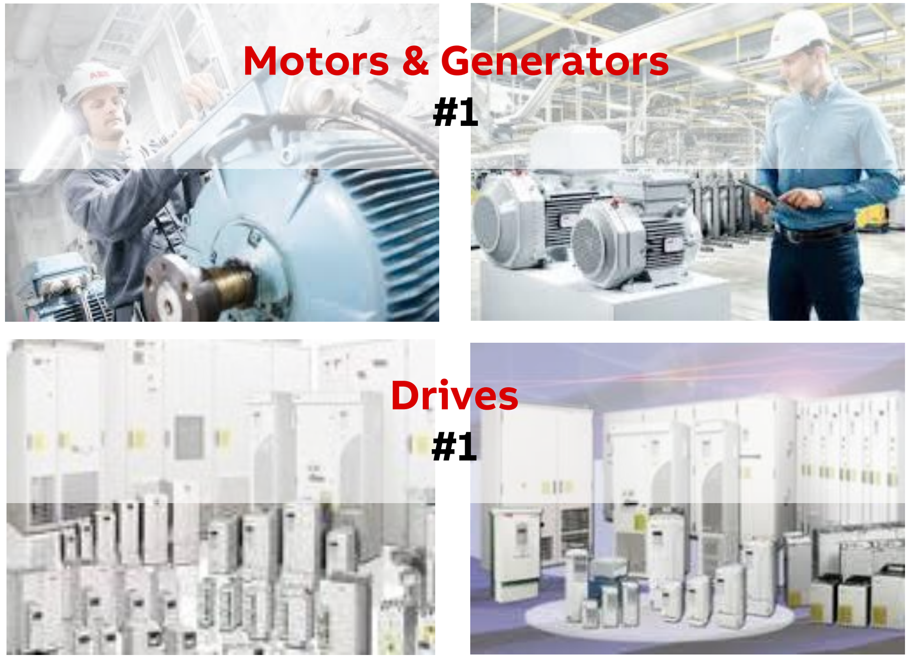
Approximation, % of revenues



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

[1]ABB estimate
Note: Pie charts cover full year 2019

Motion



Writing the future of smart motion

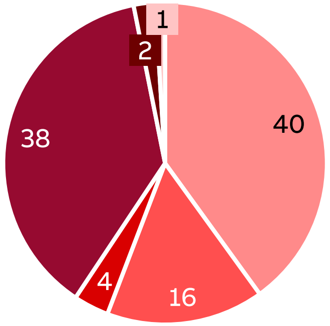
Most comprehensive portfolio of drives, electric motors, generators and motion control with ABB Ability™ digital powertrain solutions

Revenues: $6.5 bn

Employees: ~20k

Channels

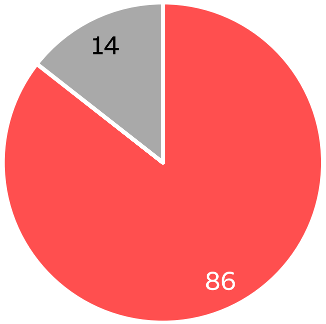
Approximation, % of revenues



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

Offering

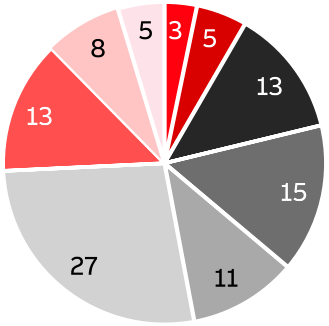
Approximation, % of revenues



- Products
- Services and other

Customers[1]

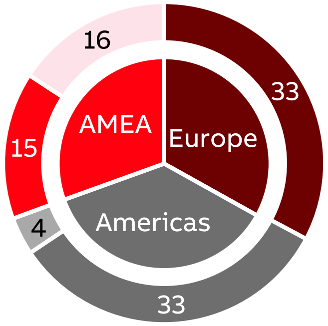
Approximation, % of revenues



- Renewables
- Conv. generation
- O&G, Chemical
- Mining & Metals
- F&B, Pharma
- Other industry
- Buildings
- Rail
- Other T&I

Geography

Approximation, % of revenues



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

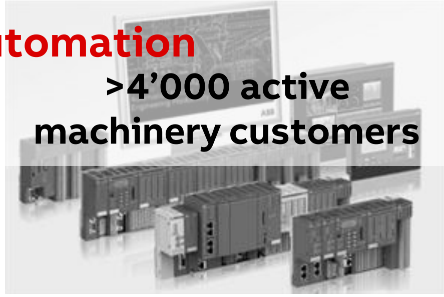
[1]ABB estimate

Note: Pie charts cover full year 2019

Robotics & Discrete Automation

Robotics

Machine Automation



Writing the future of flexible manufacturing and smart machines

Market-making combination of robotics and machine automation

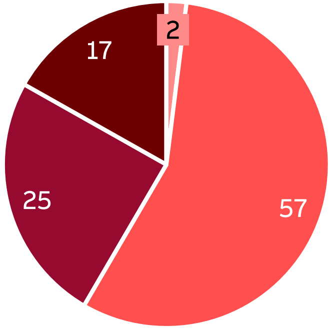
Clear growth leader with track record of double digit growth

Revenues: $3.3 bn

Employees: ~10k

Channels

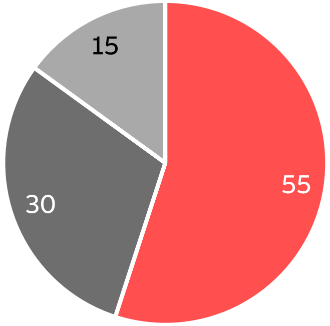
Approximation, % of revenues



- Distributors
- Direct sales
- OEMs
- System integrators

Offering

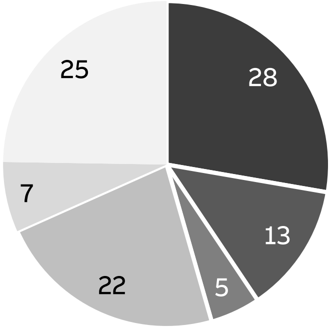
Approximation, % of revenues



- Products
- Systems
- Services

Customers[1]

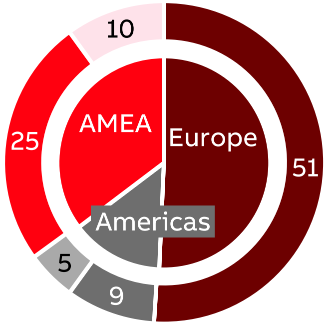
Approximation, % of revenues



- Auto OEM
- Auto Tier 1
- Electronics
- General Industry
- CSSR[2]
- Machine Automation

Geography

Approximation, % of revenues



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

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

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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