

ZÜRICH, JUNE 10, 2020

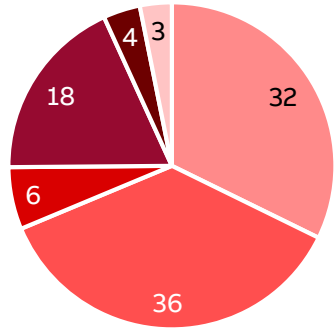
# ABB factsheet

Investor Relations



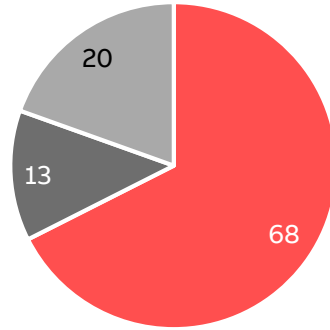
# ABB Group

## Channels



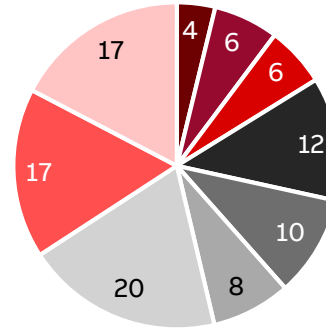
- Distributors
- Direct sales
- EPCs
- OEMs
- System integrators
- Panel builders

## Offering



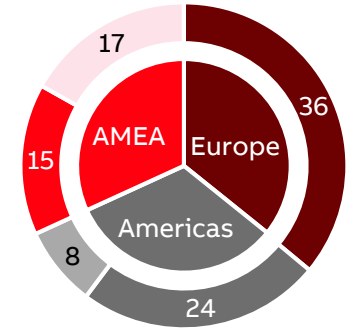
- Products
- Systems
- Services and other

## Customers



- Renewables
- Conv. generation
- Distribution
- O&G, Chemicals
- Automotive, 3C & Machinery
- Mining & Metals
- Other Industry
- Buildings
- Other T&I

## Geography



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

Approximation, % of revenues

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

# Electrification

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



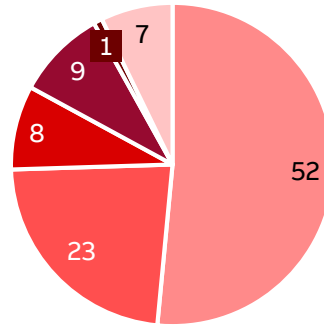
Electricity demand grows 2x faster than other energy sources

Digitalization accelerates demand for intelligent solutions

Urbanization and population growth

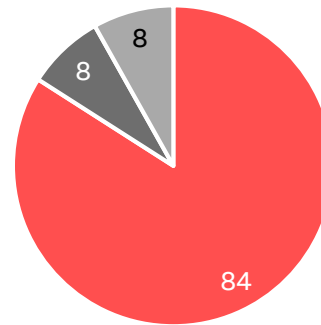
**Revenues: \$12.7 bn**  
**Employees: ~53k**

## Channels



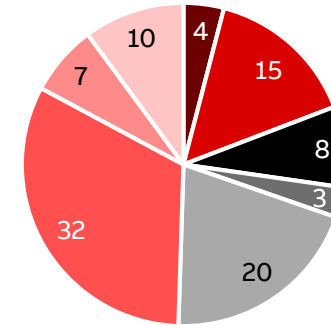
- Distributors
- Direct sales
- EPCs
- OEMs
- System integrators
- Panel builders

## Offering



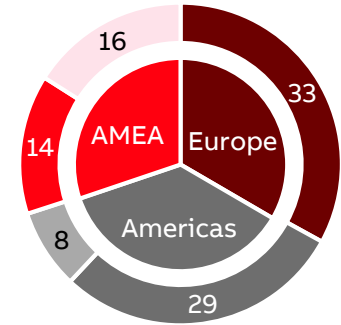
- Products
- Systems
- Services and other

## Customers<sup>1</sup>



- Renewables
- Distribution, Conv. generation
- O&G, Chemicals
- F&B
- Other Industry
- Buildings
- Data centers
- Other T&I

## Geography



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

Approximation, % of revenues

# Electrification

## Divisions

### Distribution Solutions

Revenues: \$4,250 – 4,750 mn



Medium and low voltage control & protection products, systems & switchgear, automation & services

~30% through distributors; ~50% engineered to order products; majority of utility exposure in EL Business Area

### Smart Power

Revenues: \$2,750 – 3,250 mn



Low voltage breakers & switches, enclosures, motor starter application, power protection, electric vehicle charging infrastructure & service

~50% through distributors; ~75% manufactured to order products; ~50% buildings and other transport & infrastructure

### Smart Buildings

Revenues: \$2,250 – 2,750 mn



Miniature breakers, distribution enclosures, wiring accessories, building automation

~75% through distributors; mostly manufactured to order products; ~75% buildings and construction

Key competitors



# Electrification

## Divisions

### Installation Products

Revenues: \$1,250 – 1,750 mn



Wire & cable management, termination, fittings & other accessories

~75% through distributors; mainly manufactured to order products; >75% in Americas

### Power Conversion

Revenues: \$250 – 750 mn



Power conversion products including embedded power products, DC power solutions and services

~75% direct to service providers and OEMs; >75% to telecoms and data centers; >75% in Americas



Key competitors



# Industrial Automation

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

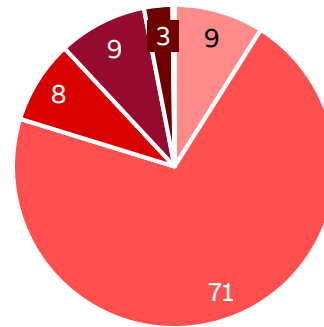


Increasing demand for end-to-end integrated, connected solutions and advanced services

Increasing demand for applications to drive autonomous operations

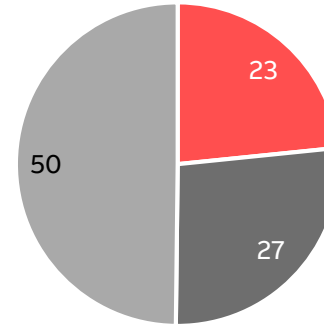
**Revenues: \$6.3 bn**  
**Employees: ~22k**

## Channels



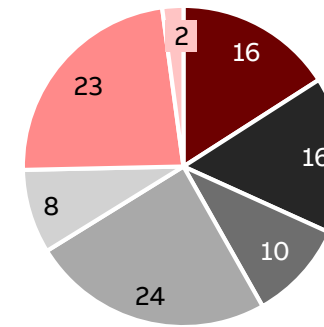
- Distributors
- Direct sales
- EPCs
- OEMs
- System integrators

## Offering



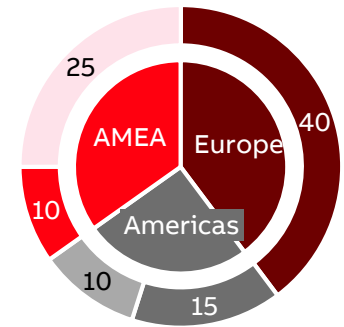
- Products
- Systems
- Services and other

## Customers



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

## Geography



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

Approximation, % of revenues

# Industrial Automation

## Divisions

### Energy Industries

Revenues: \$1,750 – 2,250 mn



Integrated systems, control platforms, safety, service and digital solutions

~50% service; end-markets O&G, chemicals & refinery, conv. generation & water

### Process Industries

Revenues: \$1,250 – 1,750 mn



Control platforms, mine hoists, gearless mill drives, QCS<sup>2</sup>, electromagnetic stirrers, high power rectifiers, service and digital

~60% service; end-markets mining, metals, pulp & paper, F&B, data centers; ~40% in Americas

### Marine & Ports

Revenues: \$750 – 1,250 mn



Azipod propulsion, ship electrification and automation, port automation and electrification, digital

~50% marine, ~15% ports, ~35% services to ship owners and terminal operators; geographically balanced

Key competitors



# Industrial Automation

## Divisions

### Turbocharging

Revenues: \$750 – 1,250 mn

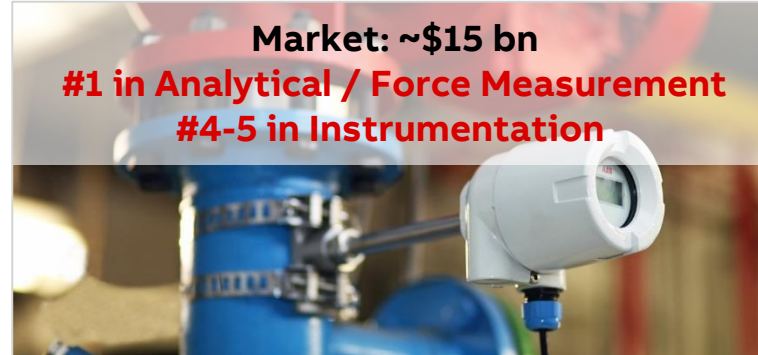


Low, medium and high speed turbochargers, service, digital solutions

~75% service; ~50% marine, remainder in O&G, conv. generation, traction; ~50% in Europe

### Measurement & Analytics

Revenues: \$750 – 1,250 mn



Field instrumentation, flow, analytical and force measurement, service

~25% service, mostly products to diverse industrial sector base; geographically balanced



Key competitors

Garrett

MITSUBISHI HEAVY INDUSTRIES

Wabtec CORPORATION

MAN

Cummins

EMERSON

SIEMENS

KROHNE

ThermoFisher SCIENTIFIC

Endress+Hauser

ZH

YOKOGAWA

# Motion

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

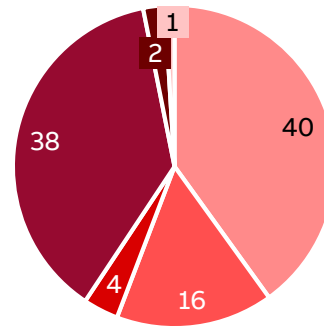


Market growth is driven by mega-trends such as growing population, urbanization and digitalization

This requires further automation of industrial processes, energy efficiency and electric mobility

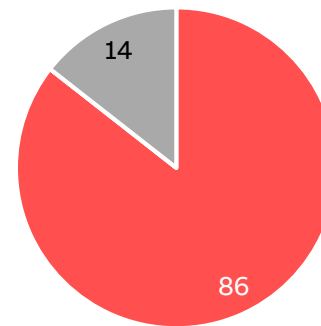
**Revenues: \$6.5 bn**  
**Employees: ~20k**

## Channels



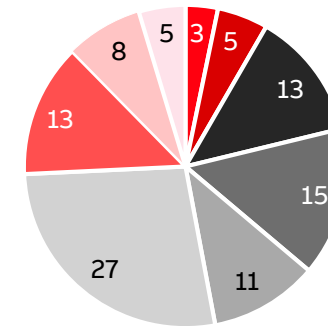
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- Direct sales
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- OEMs
- System integrators
- Panel builders

## Offering



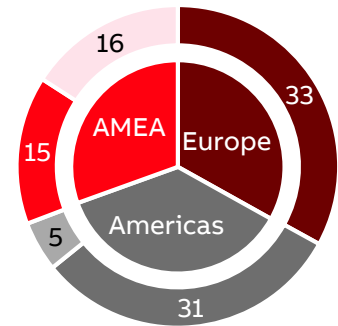
- Products
- Services and other

## Customers



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

## Geography



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

Approximation, % of revenues

# Motion

## Divisions

### Motors & Generators

Revenues: \$2,250 – 2,750 mn



Comprehensive product portfolio of low, medium and high voltage electric motors and synchronous generators

Majority direct to OEMs; all major industries and applications served; ~50% in North America

### Drive Products

Revenues: \$1,250 – 1,750 mn



Comprehensive product portfolio of low voltage AC drives and soft starters

Majority through channel partners; HVAC largest segment; all major industries and applications served; globally balanced, strength in China

### System Drives

Revenues: \$750 – 1,250 mn



Low and medium voltage AC drives and modules, wind converters

HPD<sup>2</sup> and powertrain packages for process industry and high-power infrastructure applications, power conversion technology to renewable energy equipment OEMs

Key competitors



SIEMENS

WOLONG

SIEMENS



Danfoss

Schneider Electric

SIEMENS



Danfoss

# Motion Divisions

## Service

Revenues: \$750 – 1,250 mn



Base services and spare parts, upgrades & replacements, smart solutions

Service activities varying depending on the product and application; significant regional differences in channels to market

## Traction

Revenues: <\$1,000 mn



Traction systems incl. converters and motors, battery energy storage systems, auxiliary converters

Customers are mainly rail OEMs, also bus OEMs and rail operators

## Mechanical Power Transmission

Revenues: \$250 – 750 mn



Mounted bearings, enclosed gearing, conveyor components, power transmission components

Mainly through distributors; end-markets include mining, aggregates, cement, F&B, warehousing; >90% in Americas

Key competitors

Local service providers  
Motion OEMs  
New entrants for smart solutions

**Ingeteam**

**MEDCOM**

**MITSUBISHI ELECTRIC**

**MEDHA**

**SKF**

**SEW EURODRIVE**

**REXNORD**

# Robotics & Discrete Automation

Broadest portfolio of robotics and discrete automation, providing flexible automation solutions from individual machines to whole plants

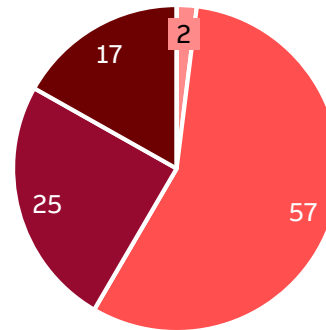


Market growth driven by mega-trends of individualized consumers, labor shortage, digitalization and uncertainty

Resulting in need for automation solutions for increased productivity, highest flexibility, improved quality and maximum simplicity

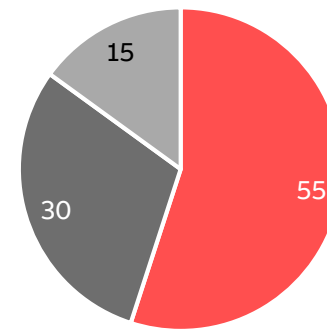
**Revenues: \$3.3 bn**  
**Employees: ~10k**

## Channels



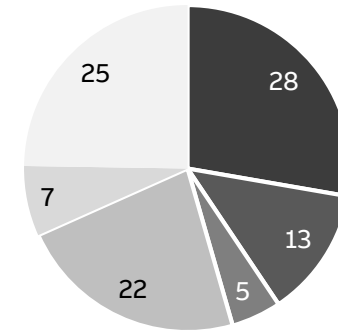
- Distributors
- Direct sales
- OEMs
- System integrators

## Offering



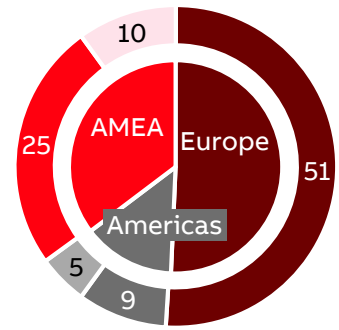
- Products
- Systems
- Services and other

## Customers



- Auto OEM
- Auto Tier 1
- Electronics
- General Industry
- CSSR¹
- Machine Automation

## Geography



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

Approximation, % of revenues

# Robotics & Discrete Automation

## Divisions

### Robotics

Revenues: \$2,250 – 2,750 mn



Industrial robots, software, robotics solutions and systems, field services, spare parts, digital services

~75% direct sales; ~50% non-auto, early entry into logistics, healthcare; majority in Europe and AMEA

### Machine Automation

Revenues: \$750 – 1,250 mn



Solutions based on PLCs<sup>1</sup>, IPCs<sup>2</sup>, servo motion, industrial transport systems and vision, software

Mainly sales to machinery OEMs; end-markets e.g. packaging, metals, plastics and printing; ~75% in Europe



Key competitors

FANUC

KUKA

YASKAWA

TERADYNE

SIEMENS

Rockwell Automation

BECKHOFF

MITSUBISHI ELECTRIC

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# Contact us

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This presentation contains non-GAAP measures of performance. Definitions of these measures and reconciliations between these measures and their US GAAP counterparts can be found in the “Supplemental reconciliations and definitions” section of “Financial Information” under “Quarterly results and annual reports” on our website at [www.abb.com/investorrelations](http://www.abb.com/investorrelations)

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