



# Capital Markets Day 2014

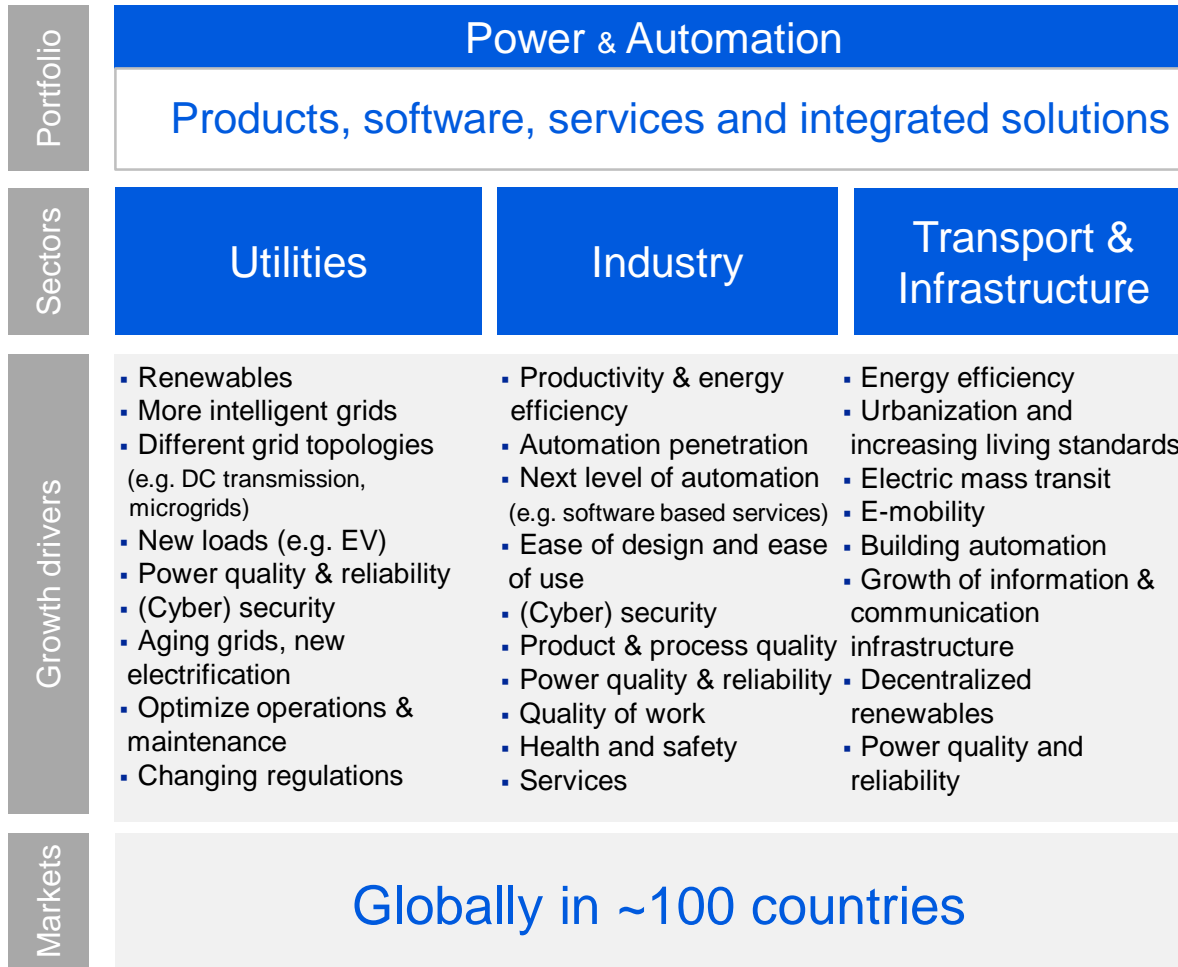
## ABB Fact Sheet

# ABB at a glance

ABB is a global leader in power and automation technologies with over 120 years of experience.

Our success has been driven by a strong focus on R&D in which we devote nearly 4% of revenues per year.

We deliver technologies that make our customers more competitive while minimizing their environmental impact.



\$42bn  
2013 revenues

~100  
countries

~145,000  
employees

A S&P  
A2 Moody's  
credit ratings

Zurich  
HQ

#### Listings

Zurich SIX

New York  
NYSE

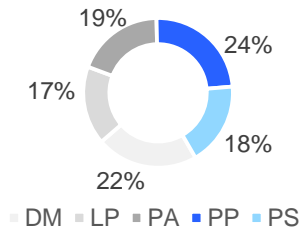
Stockholm  
Nasdaq  
OMX

Chart 1

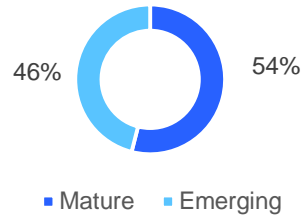


# ABB financial summary

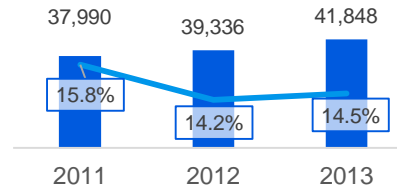
Revenues by division 2013  
% of total revenues, non-consolidated



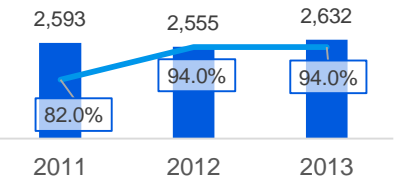
Emerging vs. Mature markets 2013  
% of total revenues



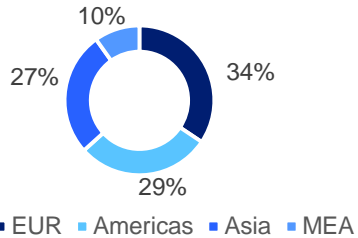
Revenues and Operational EBITDA margin 2011-13  
US\$ millions and %



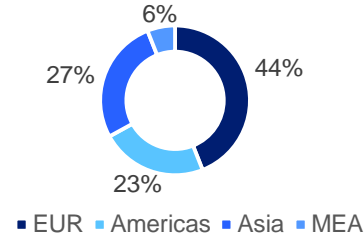
FCF & percentage of net income 2011-13  
US\$ millions



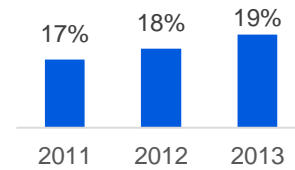
Revenues by region 2013  
% of total revenues



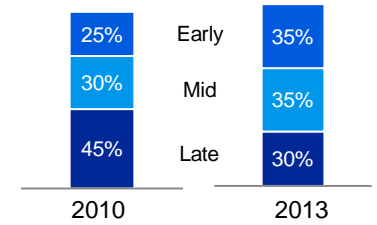
Employees by region 2013  
% of total workforce



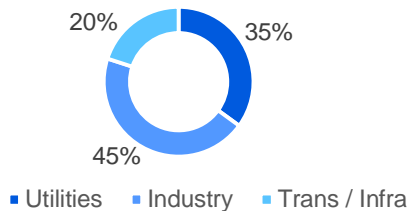
Service orders percentage<sup>1</sup> 2011-13  
% of total orders (approximate)



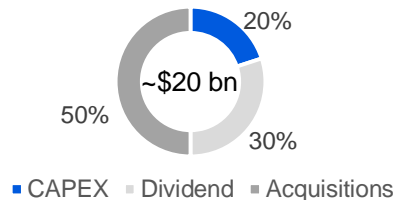
2013 Order by cycle estimated  
% of total orders



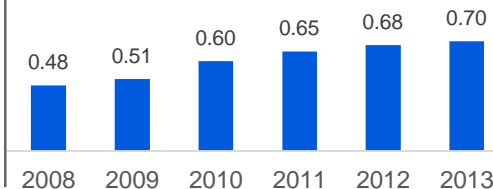
Revenues by end market  
% of total revenues (estimated)



Capital allocation 2010 - 13  
US\$ billions and % of total deployed



Dividend per share 2008 - 13  
CHF



Operational EPS 2011-13  
US\$ per share



<sup>1</sup>Percentages exclude Thomas & Betts and Baldor

# ABB divisional facts and figures

Discrete Automation & Motion		Low Voltage Products		Process Automation		Power Products		Power Systems	
<b>2013 Revenues &amp; Operational EBITDA margin</b>									
\$9.9 billion	18.0% margin	\$7.7 billion	19.0% margin	\$8.5 billion	12.9% margin	\$11.0 billion	14.8% margin	\$8.4 billion	5.0% margin
30,200 employees	34% emerging	31,700 employees	38% emerging	25,900 employees	49% emerging	35,600 employees	51% emerging	20,300 employees	51% emerging

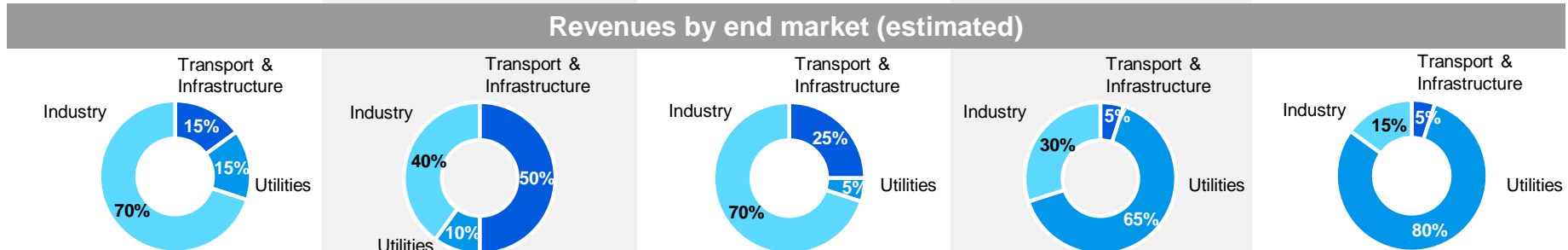
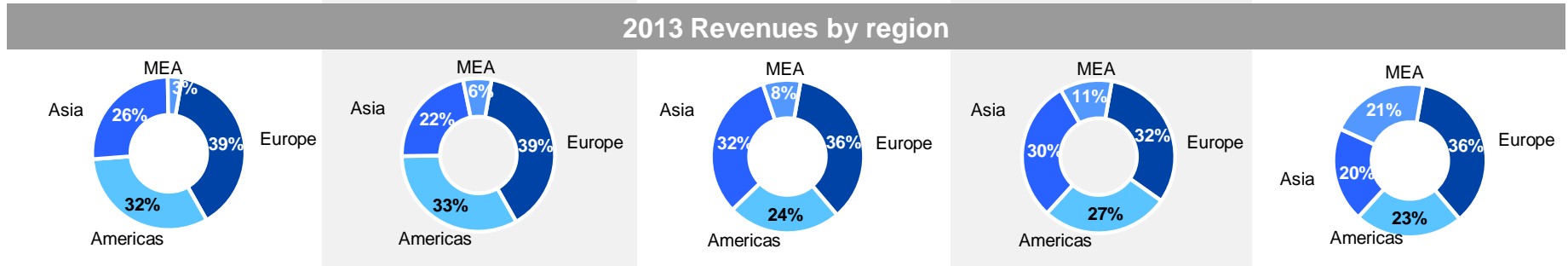


Chart 3



# ABB divisional facts and figures

Discrete Automation & Motion	Low Voltage Products	Process Automation	Power Products	Power Systems
<b>Product Offering</b>				
Products and integrated solutions for discrete manufacturing, industrial motion and power quality	Products, systems and services to protect, control and measure electrical installations	Engineered products and solutions for automation, control and energy management in process industries	Products to switch, protect, transform and measure electrical power transmission and distribution	Engineered solutions to secure safe, efficient, reliable and high-quality transmission and distribution of electrical power
<b>ABB Advantage</b>				
Ability to deliver application-specific solutions, broad product portfolio, technology leadership, global scope, large installed base	Broad geographic presence and channels to market, product innovation, economies of scale in sourcing, design and logistics	Technology leadership in distributed control systems, deep industry knowledge in many process industries, large installed base	Broad product and geographic scope, market and technology leadership, global economies of scale in design and cost, large installed base	Innovation and engineering pioneer, global presence, reliable and bankable project partner
<b>Division Highlights</b>				
<ul style="list-style-type: none"> <li>▪ Robotics leader</li> <li>▪ Generators &amp; converters for renewables</li> <li>▪ #2 in solar inverters</li> </ul>	<ul style="list-style-type: none"> <li>▪ Strong partner for distributors, installers</li> <li>▪ Vast distribution network</li> </ul>	<ul style="list-style-type: none"> <li>▪ Large installed base, ~30% service revenues</li> <li>▪ Global leader in DCS</li> </ul>	<ul style="list-style-type: none"> <li>▪ Fast growing service business</li> <li>▪ Industry benchmark profitability</li> <li>▪ Global leader</li> </ul>	<ul style="list-style-type: none"> <li>▪ Channel to market for ABB products</li> <li>▪ Domain expertise</li> <li>▪ Large global installed base</li> </ul>

Chart 4



# Power & Automation across all divisions

## Portfolio examples

	Utilities		Industry		Transportation & Infrastructure	
	Power	Automation	Power	Automation	Power	Automation
Power Products	 <p>Gas Insulated Switchgear</p>	 <p>Remote transformer monitoring</p>	 <p>Smart grid enabled MV switchgear</p>	 <p>MV Distribution Relays</p>	 <p>Traction transformers</p>	 <p>Intelligent MV switchgear (marine)</p>
Power Systems	 <p>HVDC</p>	 <p>Power plant automation</p>	 <p>Industrial substation</p>	 <p>Software solutions (Ventyx)</p>	 <p>Railway Substation</p>	 <p>Substation automation</p>
Low Voltage Products	 <p>Low-voltage power distribution equipment</p>	 <p>Fieldbus controls for utility applications</p>	 <p>Low-voltage power distribution systems</p>	 <p>Intelligent switches for industrial control</p>	 <p>Open-source, intelligent LV switches</p>	 <p>Building automation products and solutions</p>
Discrete Automation and Motion	 <p>Generators for wind power applications</p>	 <p>Automatic voltage regulators and static excitation systems</p>	 <p>High power rectifiers for industrial power quality</p>	 <p>Robot for consumer goods packaging</p>	 <p>EV charging infrastructure</p>	 <p>ACS drives for marine applications</p>
Process Automation	 <p>Turbocharging for diesel power plants</p>	 <p>Measurement Products</p>	 <p>Subsea electrification</p>	 <p>800xA DCS</p>	 <p>Electric propulsion Azipod</p>	 <p>Crane Control</p>

# Power & Automation across our customer sectors

## Offering highlights

	Utilities	Industry	Transportation & Infrastructure
Power	<ul style="list-style-type: none"> <li>▪ Power transmission and distribution products, solutions, systems</li> <li>▪ Electrical balance-of-plant for conventional and renewable power generation</li> <li>▪ Microgrids</li> <li>▪ Services</li> </ul>	<ul style="list-style-type: none"> <li>▪ Industrial electrification</li> <li>▪ Grid connections</li> <li>▪ Power quality, availability and reliability products and solutions</li> <li>▪ Services</li> </ul>	<ul style="list-style-type: none"> <li>▪ Power supply to and in buildings, data centers and infrastructure</li> <li>▪ Wayside and rolling stock electrification for rail</li> <li>▪ EV charging infrastructure</li> <li>▪ Ship and port electrification</li> <li>▪ Services</li> </ul>
Automation	<ul style="list-style-type: none"> <li>▪ Power plant control</li> <li>▪ Actuation products and solutions<sup>1</sup></li> <li>▪ Grid/Network management</li> <li>▪ Substation automation</li> <li>▪ Billing and trading systems</li> <li>▪ Asset management</li> <li>▪ Services</li> </ul>	<ul style="list-style-type: none"> <li>▪ Design/engineering software</li> <li>▪ Process automation systems</li> <li>▪ Integrated process and electrification control</li> <li>▪ Actuation products and solutions<sup>1</sup></li> <li>▪ Robotics</li> <li>▪ Energy/process efficiency solutions</li> <li>▪ Services</li> </ul>	<ul style="list-style-type: none"> <li>▪ Building automation and control</li> <li>▪ Crane automation</li> <li>▪ Ship propulsion systems</li> <li>▪ Electrical drivetrain products and solutions for trains</li> <li>▪ EV infrastructure software solution</li> <li>▪ Services</li> </ul>

<sup>1</sup>Motors, drives and mechanical power transmission

## Contact us

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