



# ABB Fact Sheet

## Full-year 2014

# ABB at a glance

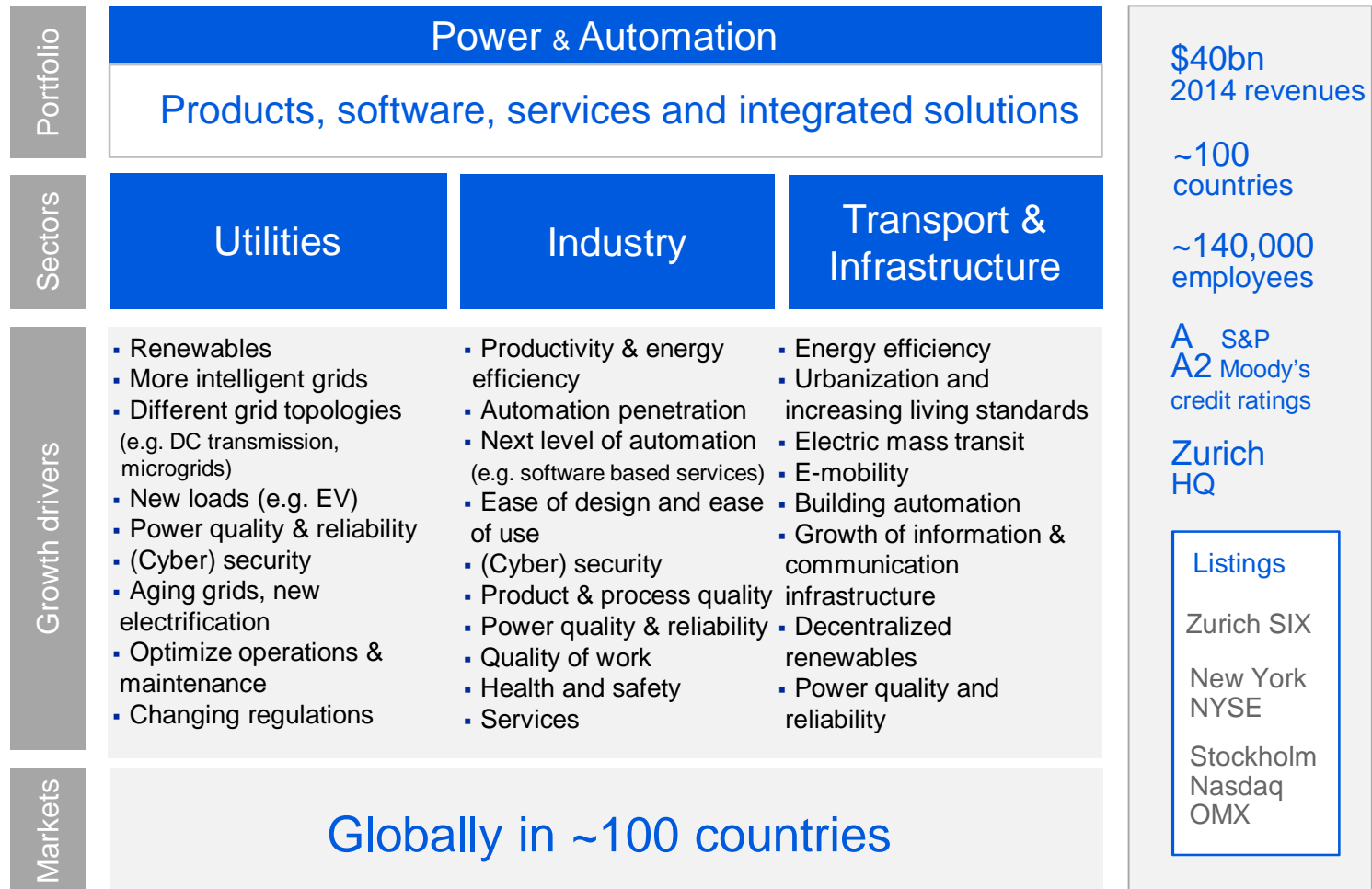
ABB is a global leader in power and automation technologies with over 120 years of experience.

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.

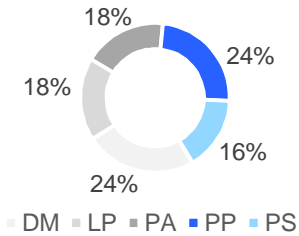
FTSE4  
Good

ETHISPHERE  
GOOD. SMART. BUSINESS. PROFIT.

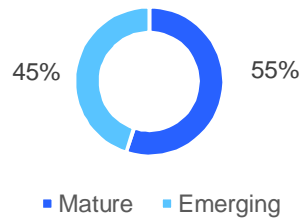


# ABB financial summary

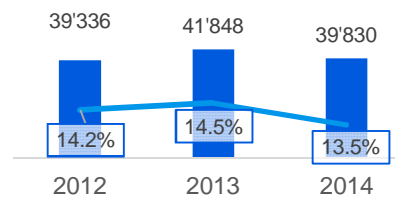
Revenues by division 2014  
% of total revenues, non-consolidated



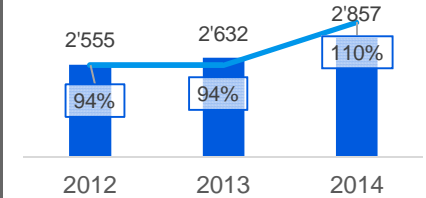
Emerging vs. Mature markets 2014  
% of total revenues



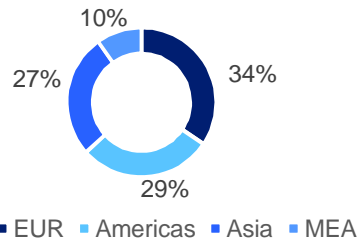
Revenues and Operational EBITDA margin 2012-14  
US\$ millions and %



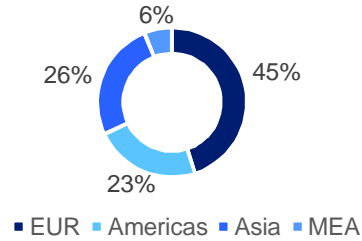
FCF & percentage of net income 2012-14  
US\$ millions



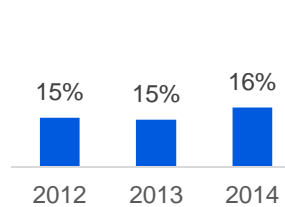
Revenues by region 2014  
% of total revenues



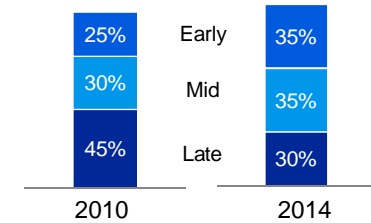
Employees by region 2014  
% of total workforce



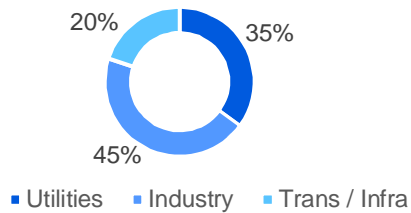
Service revenue percentage<sup>1</sup> 2012-14  
% of total revenues



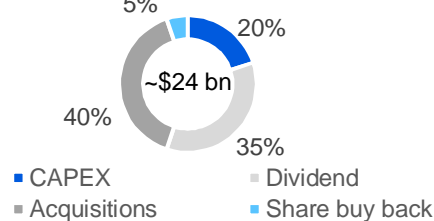
Order by cycle estimated  
% of total orders



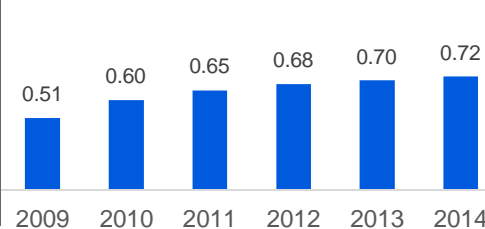
Revenues by end market  
% of total revenues (estimated)



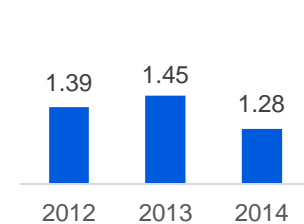
Capital allocation 2010 - 14  
US\$ billions and % of total deployed



Dividend per share 2009 - 14  
CHF



Operational EPS 2012-14  
US\$ per share

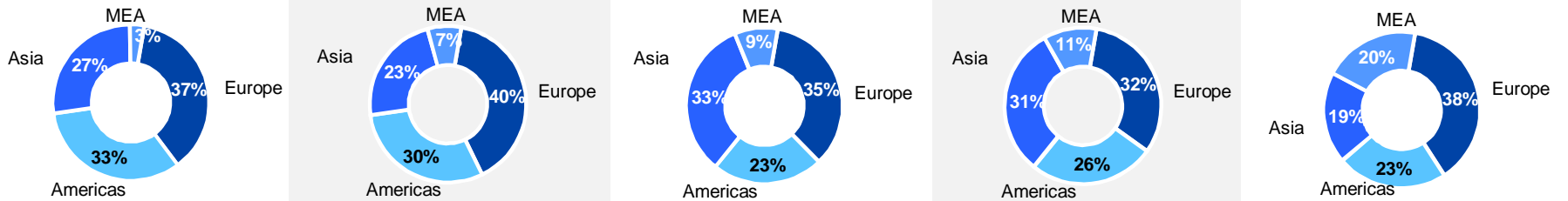


<sup>1</sup>Percentages exclude the Full Service business, that was disposed as of 30 December 2014

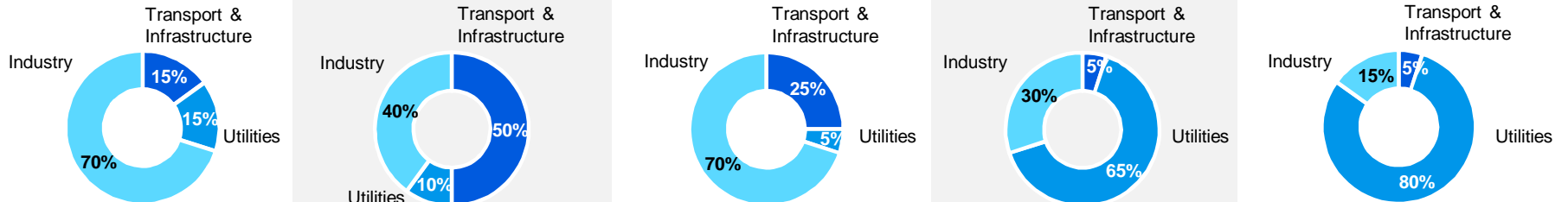
# ABB divisional facts and figures

| Discrete Automation & Motion                         |                  | Low Voltage Products |                  | Process Automation |                  | Power Products |                  | Power Systems |                  |
|--|------------------|----------------------|------------------|--------------------|------------------|----------------|------------------|---------------|------------------|
| <b>2014 Revenues &amp; Operational EBITDA margin</b> |                  |                      |                  |                    |                  |                |                  |               |                  |
| \$10.1 billion                                       | 17.4% margin     | \$7.5 billion        | 18.9% margin     | \$7.9 billion      | 12.9% margin     | \$10.3 billion | 14.7% margin     | \$7.0 billion | 0.1% margin      |
| 35% emerging   | 31,100 employees | 40% emerging         | 29,900 employees | 50% emerging       | 23,100 employees | 51% emerging   | 35,400 employees | 48% emerging  | 18,900 employees |

## 2014 Revenues by region



## Revenues by end market (estimated)



# 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 and services 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, global footprint   | 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>▪ Large installed base enables 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> |

# Power & Automation across all divisions

## Portfolio examples

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

# 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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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 “Supplemental Financial Information” under “Financial results & presentations” – “Quarterly results & annual reports” on our website at [www.abb.com/investorrelations](http://www.abb.com/investorrelations)