



# ABB Fact Sheet

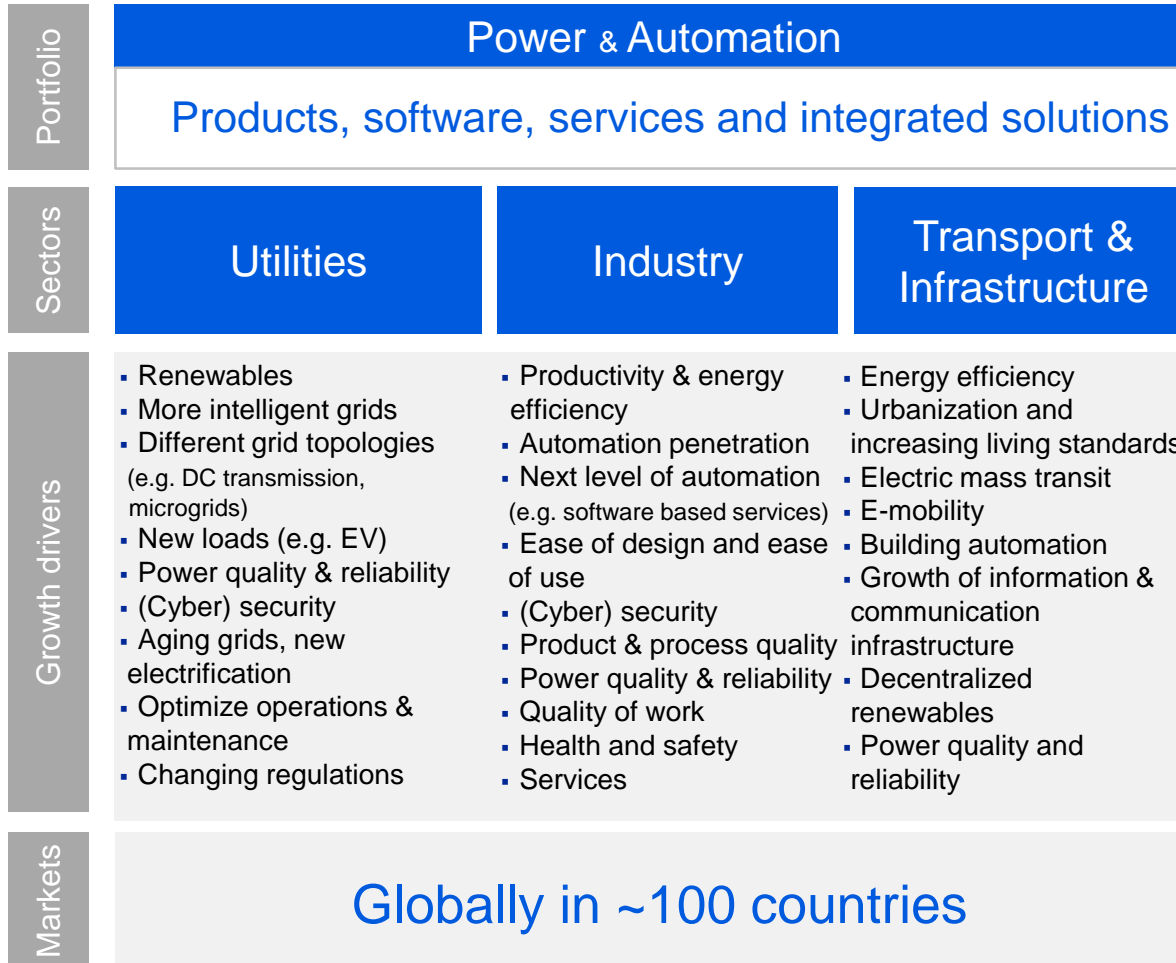
## Full-year 2014

# 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.



\$40bn  
2014 revenues

~100  
countries

~140,000  
employees

A S&P  
A2 Moody's  
credit ratings

Zurich  
HQ

## Listings

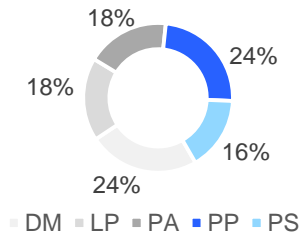
Zurich SIX

New York  
NYSE

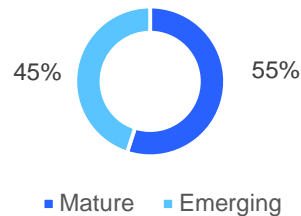
Stockholm  
Nasdaq  
OMX

# ABB financial summary

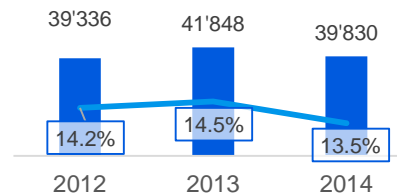
**Revenues by division 2014**  
% of total revenues, non-consolidated



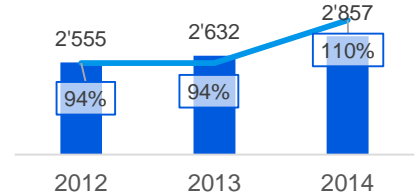
**Emerging vs. Mature markets 2014**  
% of total revenues



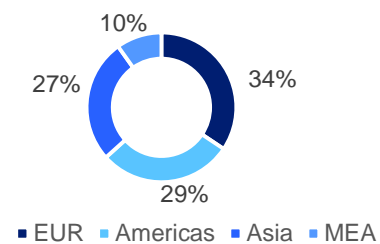
**Revenues and Operational EBITDA margin 2012-14**  
US\$ millions and %



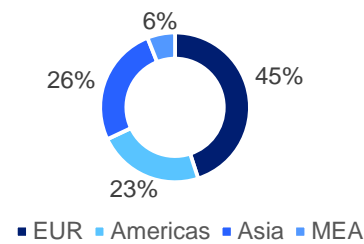
**FCF & percentage of net income 2012-14**  
US\$ millions



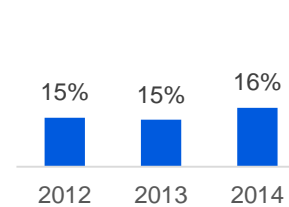
**Revenues by region 2014**  
% of total revenues



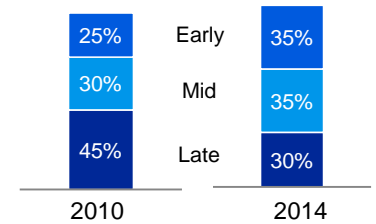
**Employees by region 2014**  
% of total workforce



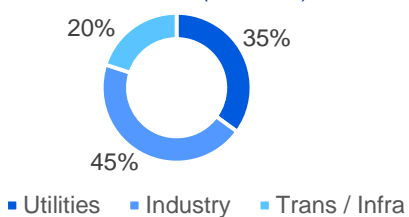
**Service revenue percentage<sup>1</sup> 2012-14**  
% of total revenues



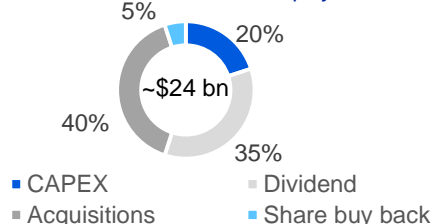
**2014 Order by cycle estimated**  
% of total orders



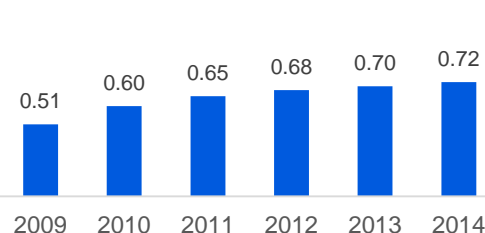
**Revenues by end market**  
% of total revenues (estimated)



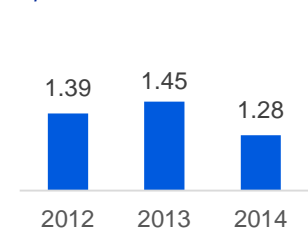
**Capital allocation 2010 - 14**  
US\$ billions and % of total deployed



**Dividend per share 2008 - 14**  
CHF



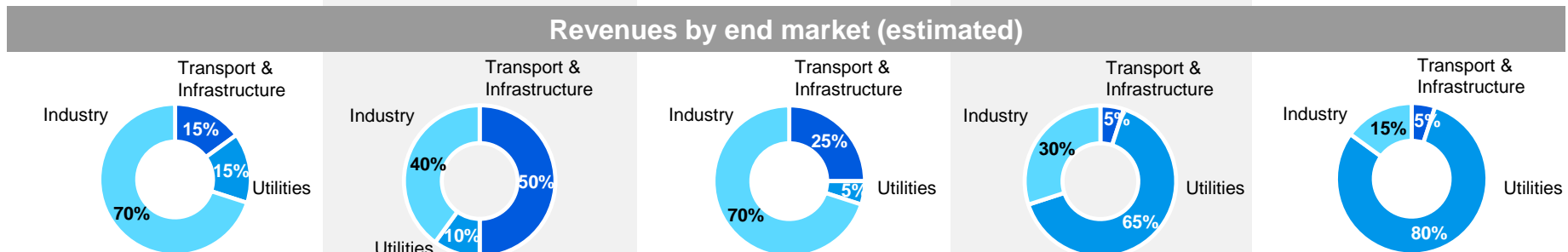
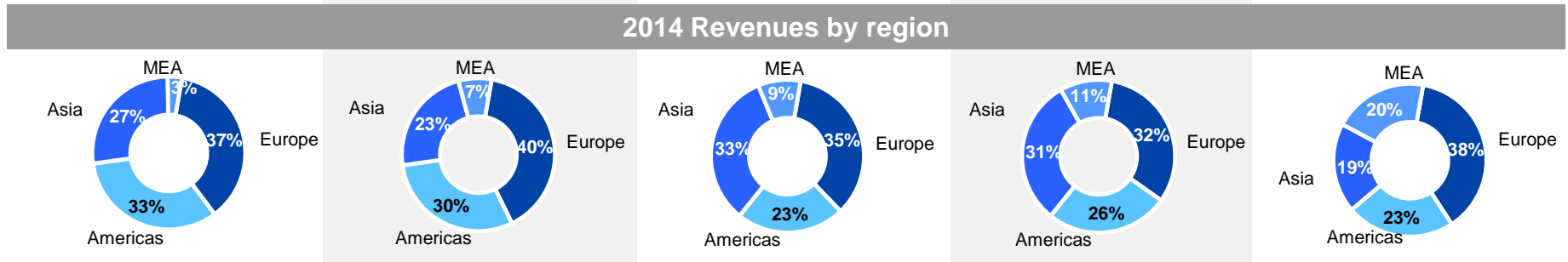
**Operational EPS 2012-14**  
US\$ per share



<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
2014 Revenues & Operational EBITDA margin				
\$10.1 billion	\$7.5 billion	\$7.9 billion	\$10.3 billion	\$7.0 billion
17.4% margin	18.9% margin	12.9% margin	14.7% margin	0.1% margin
35% emerging	40% emerging	50% emerging	51% emerging	48% emerging
31,100 employees	29,900 employees	23,100 employees	35,400 employees	18,900 employees



# ABB divisional facts and figures

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

**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](mailto:investor.relations@ch.abb.com)

**[www.abb.com/investorrelations](http://www.abb.com/investorrelations)**

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)