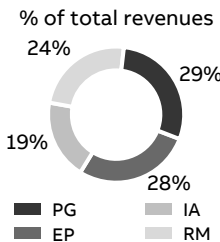


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APRIL 2018

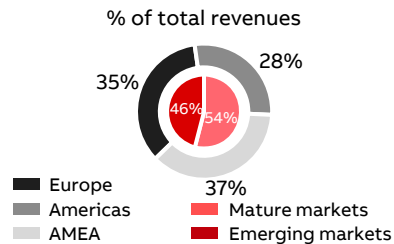
ABB Division Fact Sheets

ABB financial summary¹

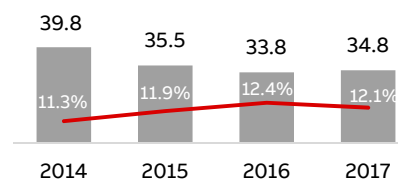
Revenues by division 2017



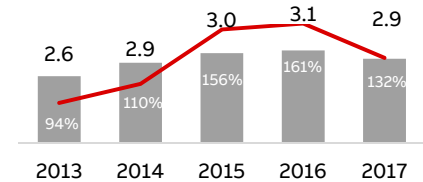
Revenues by region 2017



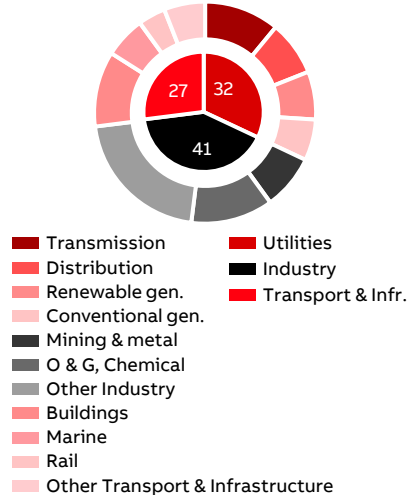
Revenues and Op. EBITA margin %
US\$ bn and %



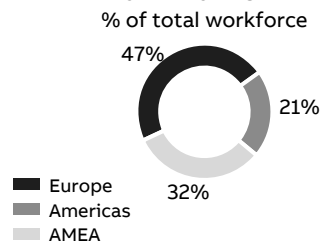
FCF and percentage of net income
US\$ bn and %



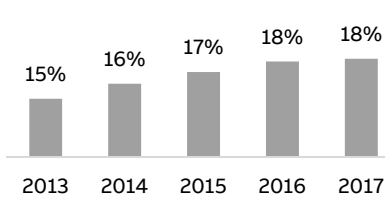
Revenues by end market²
% of total revenues, estimated



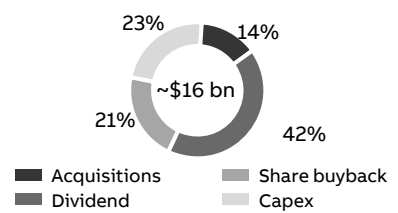
Employees by region 2017



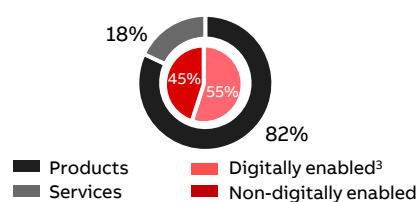
Service revenue percentage
% of total revenues



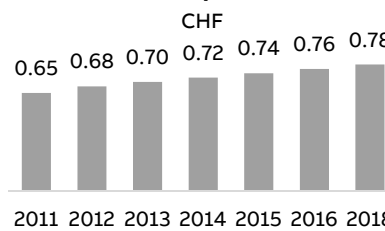
Capital allocation 2014 – 17
US\$ billions and % of total deployed



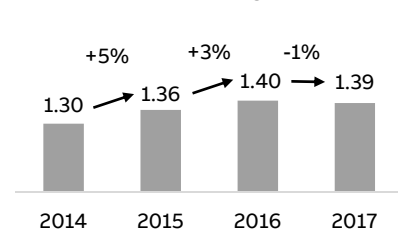
Revenues by product type 2017
% of total revenues, estimated



Dividend per share



Operational EPS growth⁴



Power Grids

Partner of choice for a stronger, smarter and greener grid

Market

~\$110 bn market in 2015²

Offering

Broadest offering of products systems, services and software for power transmission and distribution

Main competitors

SIEMENS



HYUNDAI

Position of strength

Market and technology leader

Unrivalled application know-how

Truly global player with largest installed base

Leading software and automation solutions

Industry leading margins

Key figures¹

Orders and revenues

\$ bn

■ Orders
■ Revenues



Op. EBITA

\$ bn, margin %



Employees

Thousand



2016

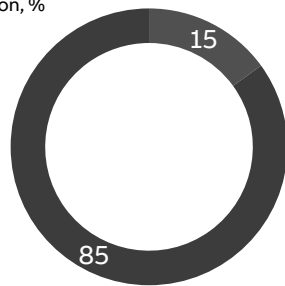
2017

Power Grids

Business breakdown and trends

Offering

Approximation, %



■ Products
■ Services

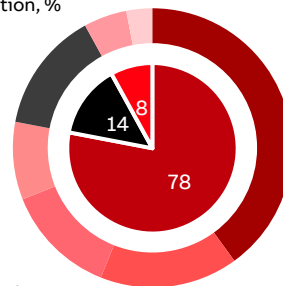
Digital equipment: Real time supervision, higher reliability, maintenance optimization

Digitally enhanced systems: Faster installation, more configurable power quality, higher penetration of renewables, managing less predictable supply & demand

Software & operations: More real-time control, smart asset mgmt., planning optimization

Customers¹

Approximation, %



■ Transmission
■ Distribution
■ Renewable generation
■ Conventional generation
■ Industry
■ Rail
■ Other Transport & Infrastructure
■ Utilities
■ Transport & Infr.

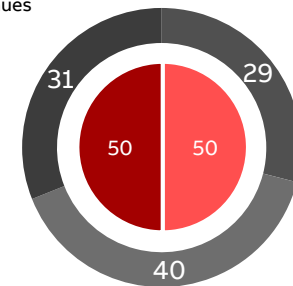
Transmission & distribution: Increasing complexity, more take-out and feed-in points, interconnections, aging infrastructure, physical cyber security

Integrating renewables: Long distance transmission, storage, bi-directional flow, power stability, microgrids

Connecting consumers: Rail electrification, datacenters, EVs, industry

Geography

% of revenues



■ Europe
■ Americas
■ AMEA
■ Emerging markets
■ Mature markets

Emerging markets:
















Grid build out, renewable integration, interconnections, electrification of society

Mature markets:

Renewable integration, interconnections, aging infrastructure, power quality, security of supply, electrification of transport

Power Grids

Partner of choice for a stronger, smarter and greener grid

	Products & components	System & automation	Consultancy, services & software
Main offerings	Distribution transformers Power transformers HV gas / air insulated switchgear Power quality components	Substations Grid automation FACTS HVDC Microgrids	Consulting, planning services Network control, operation services Asset & workforce mgmt. Asset performance mgmt. Maintenance services
Competitive position	 <p>#1</p>	 <p>Automation HVDC #1</p>	 <p>#1</p>
Major competitors	    	   	  

Electrification Products

Partner of choice for electrification of all consumption points

Market

~\$140 bn market¹ in 2015

Offering

Broadest global portfolio of low- and medium-voltage products and solutions for intelligent protection and connection

Pre-engineered, packaged solutions and services tailored to customers' needs

Main competitors



Position of strength

Complete portfolio for electrification of “the site”

Strong distributor relationships

Geographically balanced production and R&D footprint

Strong growth segments renewables, data centers

Innovative products and solutions

Intelligent solutions for smarter buildings

Key figures

Orders and revenues

\$ bn

■ Orders
■ Revenues



Op. EBITA

\$ bn, margin %



Employees

Thousand

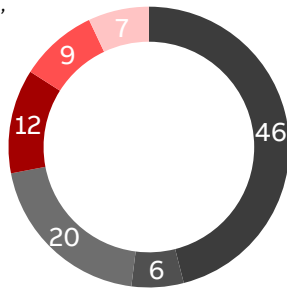


Electrification Products

Business breakdown and key end-market growth trends

Channels¹

Approximation,
% of revenues



- Distributors
- Internal
- Utilities
- EPC
- OEM
- Panel builders

Digitalization:

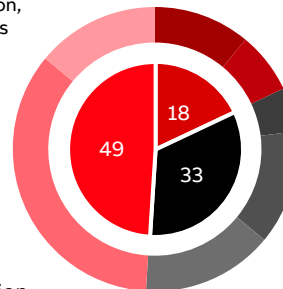
Connectivity and communication, digital models and configurators

Services:

Condition monitoring and diagnostics, cloud connection and cyber security, collect, provide and process data

Customers¹

Approximation,
% of revenues



- Distribution
- Renewable gen.
- Mining & Metal
- O&G, Chemical
- Other Industry
- Buildings
- Other Transport & Infrastructure
- Utilities
- Industry
- Transport & Infr.

Buildings:

Up globally, shift to smart buildings

Industry:

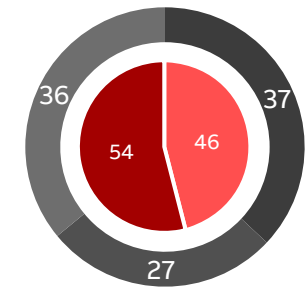
Solid growth from digitalization as well as safety

Renewables:

Double digit growth

Geography

% of revenues



- Europe
- Americas
- AMEA
- Emerging markets
- Mature markets

Emerging markets:












Construction and infrastructure trends in key markets such as China and India. Urbanization and renewable integration

Mature markets:

Smart and energy efficient buildings. Intelligent power distribution. Growing datacenter and EV fast-charging infrastructure

Electrification Products

Partner of choice for electrification of all consumption points

	Electrical distribution	Automation/Control	Installation	Building solutions
Main offerings	LV/MV switchgear Distribution boards Circuit breakers Solar inverters, UPS	MV grid automation Motor control centers Intelligent breakers	Enclosures DIN-rail products Wire and cable mgmt.	EV charging Wiring accessories Intelligent building / smart home products
				
Competitive position	MV #1	Electrification #2	EV fast charging #1	
Major competitors	 	 	 	

Industrial Automation

Partner of choice for industrial automation

Market

~\$120 bn market in 2015²

Offering

Control systems, software, measurement & analytics
Industry-specific power & automation solutions,
products (e.g. electric ship propulsion) and services

Main competitors



Position of strength

Integrated control product, system and service offering
Advanced process control & optimization software and know-how
Integrated power and automation solutions
Largest installed base, advanced services
Deep domain and process expertise

Key figures¹

Orders and revenues

\$ bn

■ Orders
■ Revenues



Op. EBITA

\$ bn, margin %



Employees

Thousand

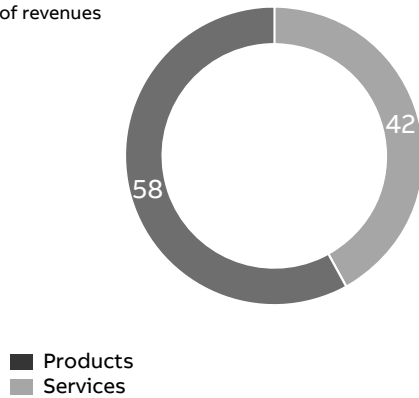


Industrial Automation

Business breakdown and key end-market growth trends

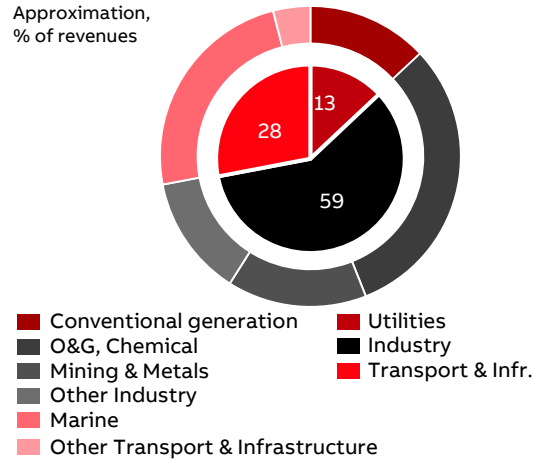
Offering

% of revenues



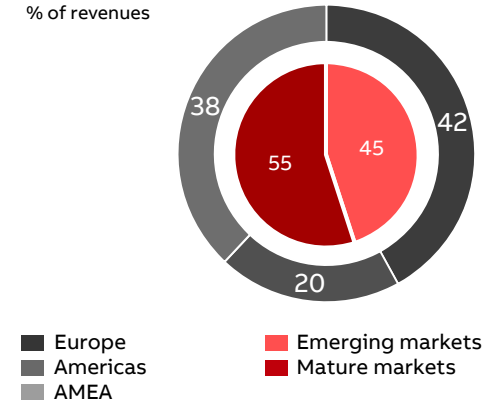
Customers¹

Approximation, % of revenues



Geography

% of revenues



Digitalization:

Growth opportunity building on largest installed base in power generation and process industry

Services:

Supporting customers remotely with advanced services and optimization

Chemicals:

Positive fundamentals

F&B, pharma & discrete industries:

Population growth, increasing disposable income

Cruise ships:

Strong demand from Asian and North American operators

Emerging markets:









Penetration of basic automation still rising, aging installed base provides upgrade opportunities

Mature markets:

Leveraging digital to achieve next level of productivity, energy efficiency and safety

Industrial Automation

Partner of choice for industrial automation

	Industry-specific solutions & services	Control systems & software	Measurement & analytics	Propulsion
Main offerings	<p>Integrated electrification & automation solutions Systems and advanced services</p> 	<p>Process and discrete control (DCS, PLC) Adv. process control & manufacturing execution systems</p> 	<p>Pressure, temperature, flow, level, force measurement Analyzers</p> 	<p>Electric propulsion systems for ships Large turbochargers >500kW</p> 
Competitive position	<p>Process industries #1-5 Marine #1</p>	<p>DCS #1; PLC top 5 APC/MES software #1/2</p>	<p>Measurement & analytics top 3-5¹</p>	<p>Electric marine propulsion #1 Turbocharging #1</p>
Major competitors				

Robotics and Motion

Partner of choice for robotics and intelligent motion solutions

Market

~\$100 bn in 2015²

Offering

Robotics and intelligent motion solutions

Main competitors



Position of strength

Technology leader in fast-growing robotics market
 Broadest robotics portfolio and large installed base
 Largest motion player with unmatched global reach
 At the cutting edge of power electronics and quality, renewables, and electric transportation

Key figures¹

Orders and revenues

\$ bn

■ Orders
 ■ Revenues



Op. EBITA

\$ bn, margin %



Employees

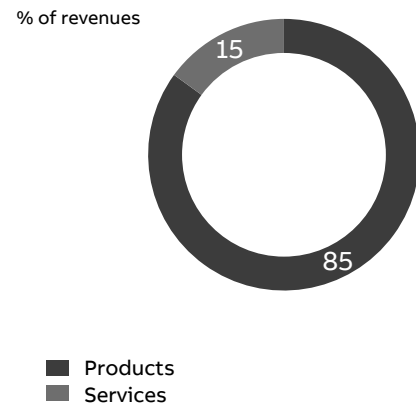
Thousand



Robotics and Motion

Business breakdown and key end-market growth trends

Offering



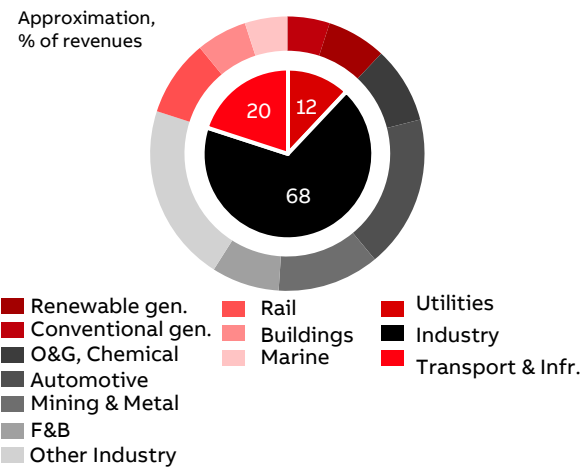
Digitalization:

Will continue gaining relevance and will drive customer expectations

Services:

Growing reliance on data management and statistical productivity

Customers¹

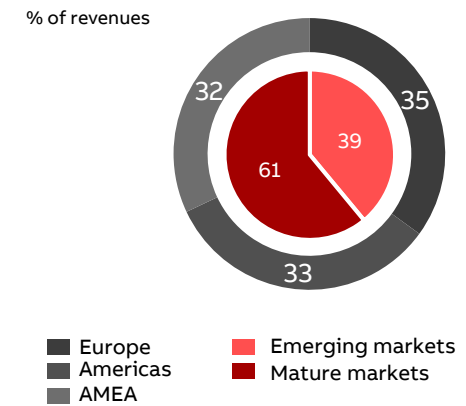


Automotive: Growing specifically in emerging markets like Asia

3C & semicon: Robotization of manufacturing processes

Food & Beverage: Population and income growth, lifestyle changes

Geography



Emerging markets:



















Automation and productivity driving robotization, key market China

Mature markets:

US and European macro-economic trends and digitalization supporting growth, political risks

Robotics and Motion

Partner of choice for robotics and intelligent motion solutions

	Robotics	Drives	Motors & Generators
Main offerings	<p>Industrial robots, software and IoTSP connected services Robotic applications and systems for diverse industries</p>	<p>LV AC drives up to 5600 kW MV drives to 100 MW Wind converters Digital services and software tools Propulsion converters</p>	<p>LV motors to 1'200 kW HV motors to 80 MW Power generators to 80 MW Mechanical power transmission</p>
Competitive position	 <p>#2</p>	 <p>#1</p>	 <p>#1</p>
Major competitors	   	     	    

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