

INVESTOR RELATIONS, FEBRUARY 28, 2019

ABB fact sheets

Illustrative for reporting structure effective April 1, 2019 onwards



The new ABB



Pioneering technology leader in digital industries

\$410 bn market, growing at **3.5 – 4%** p.a.

Electrification

Industrial Automation

Motion

Robotics & Discrete Automation

33% Asia, Middle East and Africa

31% Americas

36% Europe

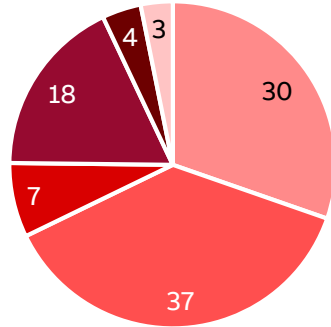
\$29 bn revenues, **110,000** employees



The new ABB Group

Channels

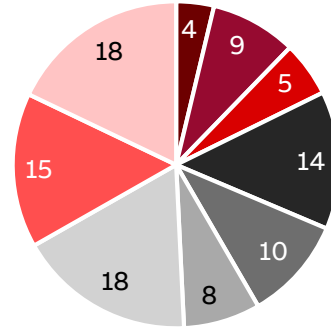
Approximation, % of revenues



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

Customers^{1, 2}

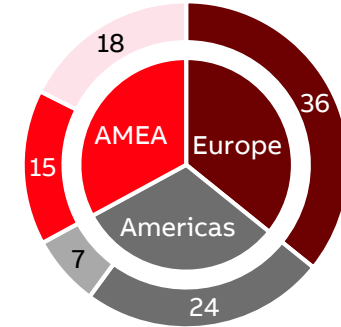
Approximation, % of revenues



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

Geography¹

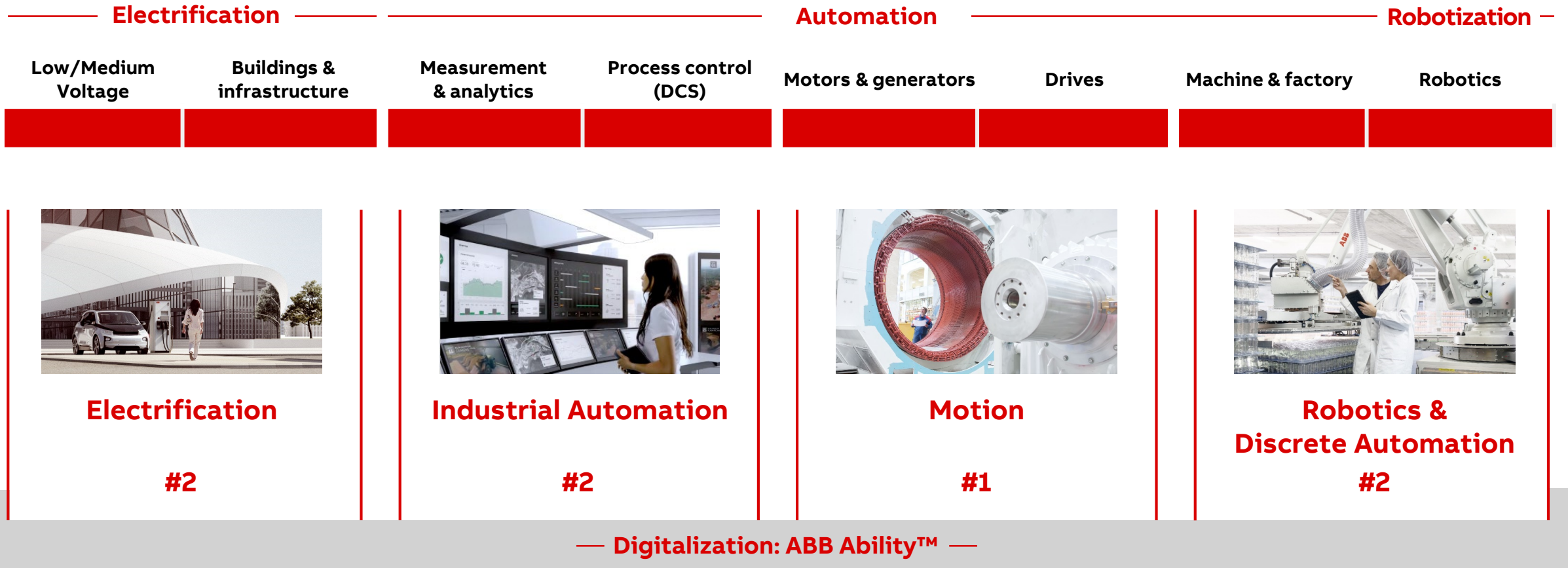
Approximation, % of revenues



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

Revenues: ~\$29 bn¹; Employees: ~110k

The new ABB operates through four focused leading businesses



Electrification

Writing the future of safe, smart and sustainable electrification

Market drivers and trends

Electricity demand grows 2x faster than other energy sources

Integration of distributed generation (renewables, storage)

New consumption (data centers, electric vehicles, emerging markets)

Growing need for intelligent solutions

E-commerce sales channel expanding

Global #2

Competitors

Schneider Electric

SIEMENS

CHNT

FAT•N

HUBBELL

legrand

Market: \$160 bn
Market growth: ~3% p.a.¹

Selected customer segments

Commercial buildings
~4%+ p.a.



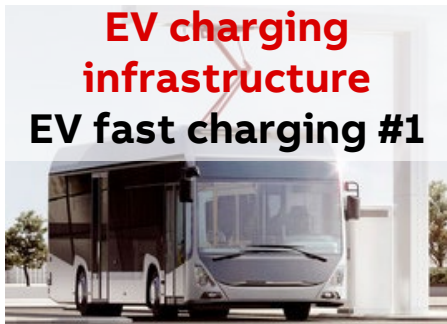
Data centers
~6%+ p.a.



EV charging
~8%+ p.a.



Electrification



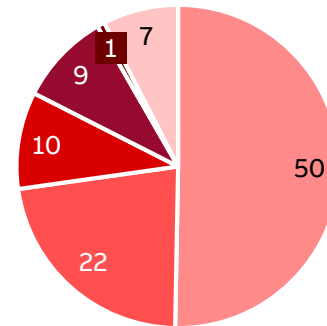
Writing the future of safe, smart and sustainable electrification

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

Revenues: \$13.0 bn¹
Employees: ~55k

Channels

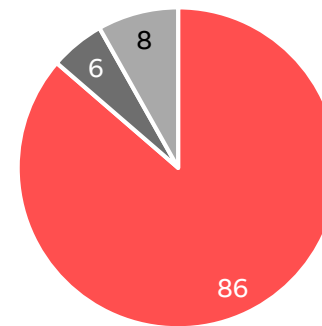
Approximation, % of revenues



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

Offering

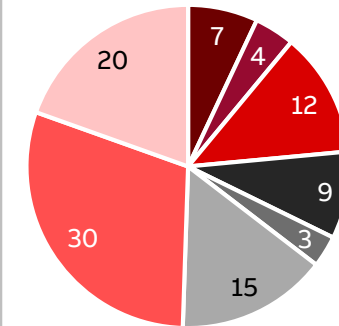
Approximation, % of revenues



- Products
- Systems
- Services and other

Customers^{1,2}

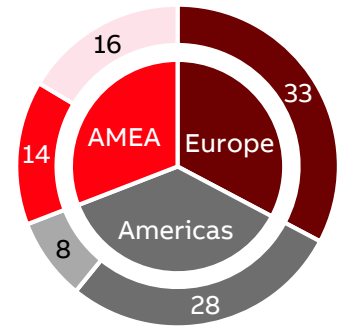
Approximation, % of revenues



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

Geography¹

Approximation, % of revenues



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

Industrial Automation

Writing the future of safe and smart operations

Market drivers and trends

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

Increasing demand for applications to drive autonomous operations

Competitive differentiation through deep domain knowledge, process expertise and domain specific offerings

Global #2

Competitors

Honeywell



Schneider Electric

SIEMENS

Rockwell Automation

Market: \$90 bn
Market growth: ~3% p.a.¹

Selected customer segments

Oil & Gas
~4% p.a.



Chemicals & Refinery
~3% p.a.



Mining
~4% p.a.



Industrial Automation



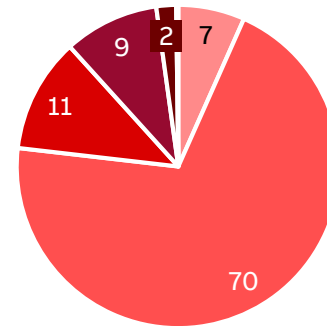
Writing the future of safe and smart operations enabling customers to lead in safety, productivity and energy efficiency

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

Revenues: \$6.5 bn
Employees: ~21k

Channels

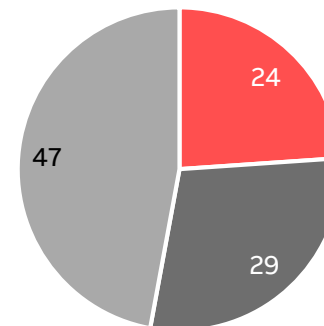
Approximation, % of revenues



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

Offering

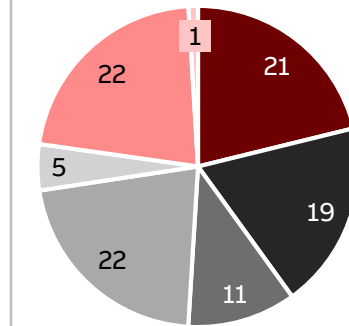
Approximation, % of revenues



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Customers¹

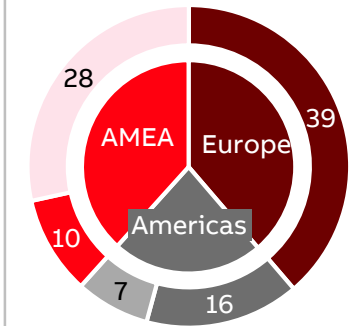
Approximation, % of revenues



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

Geography

Approximation, % of revenues



- Europe
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Motion

Writing the future of smart motion

Market drivers and trends

Today 1/3 of the worlds electricity is converted by electrical motors into motion

Motion's market growth is driven by growing population, urbanization and digitization

Energy efficiency, automation of industrial processes and electric mobility will drive growth for Motion

Global #1

Competitors

WOLONG

Danfoss

WEG

**Rockwell
Automation**

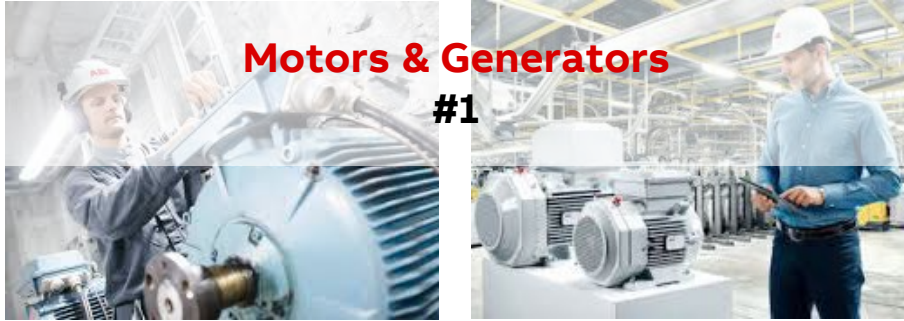
SIEMENS

Market: \$80 bn
Market growth: ~3% p.a.¹

Selected customer segments



Motion



Motors & Generators

#1



Drives

#1

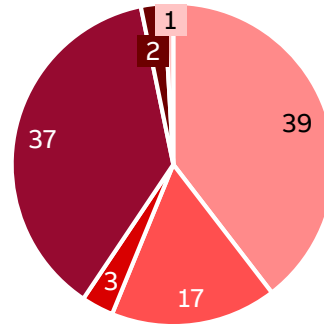
Writing the future of smart motion

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

Revenues: \$6.5 bn
Employees: ~20k

Channels

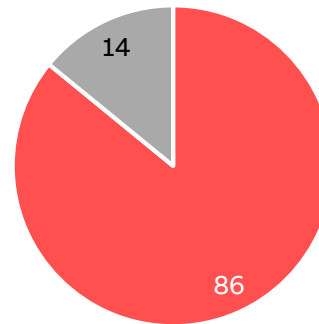
Approximation, % of revenues



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Offering

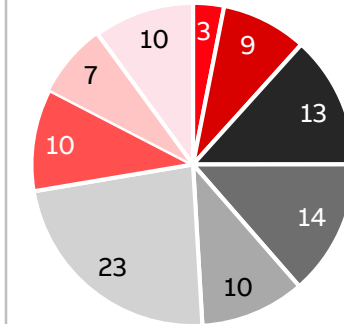
Approximation, % of revenues



- Products
- Services and other

Customers¹

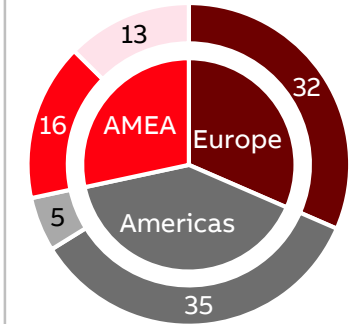
Approximation, % of revenues



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

Geography

Approximation, % of revenues



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Robotics & Discrete Automation

Writing the future of flexible manufacturing and smart machines

Market drivers and trends

Underlying sector growth, e.g. from more manufactured and packaged goods

Demand for more variants and customization in addition to increased productivity requires new flexible automation solutions

New market opportunities for end-to-end flexible factory automation, e.g. in logistics

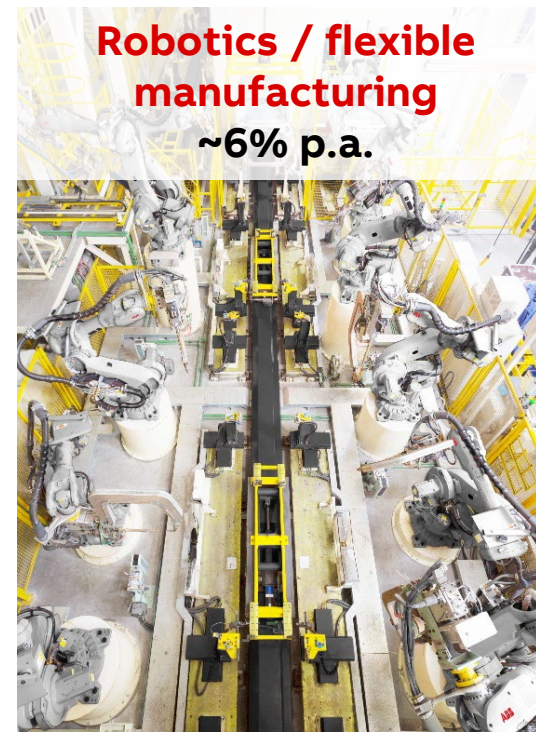
Global #2

Competitors



Market: \$80 bn
Market growth: ~6% p.a.¹

Selected customer segments



Robotics & Discrete Automation



Writing the future of flexible manufacturing and smart machines

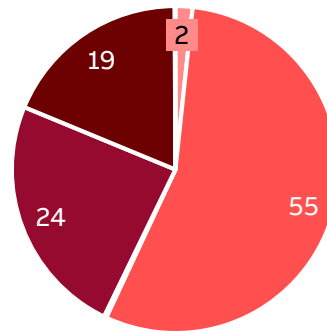
Market-making combination of robotics and machine automation

Clear growth leader with track record of double digit growth

Revenues: \$3.6 bn
Employees: ~11k

Channels

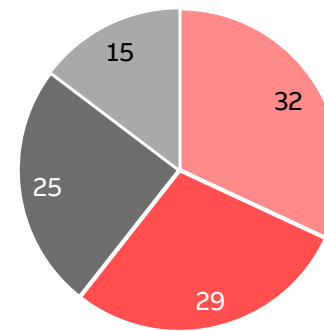
Approximation, % of revenues



- Distributors
- Direct sales
- OEMs
- System integrators

Offering

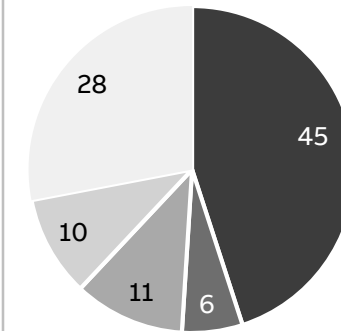
Approximation, % of revenues



- Robot products
- Robot systems
- Machine automation
- Service

Customers¹

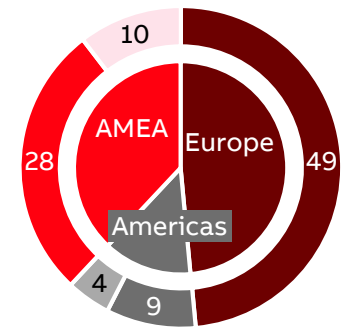
Approximation, % of revenues



- Automotive
- 3C & Semiconductor
- Metalworking
- F&B, Pharma
- Others

Geography

Approximation, % of revenues



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

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