

Introducing ABB in Norway

Driving the digital transformation of industries



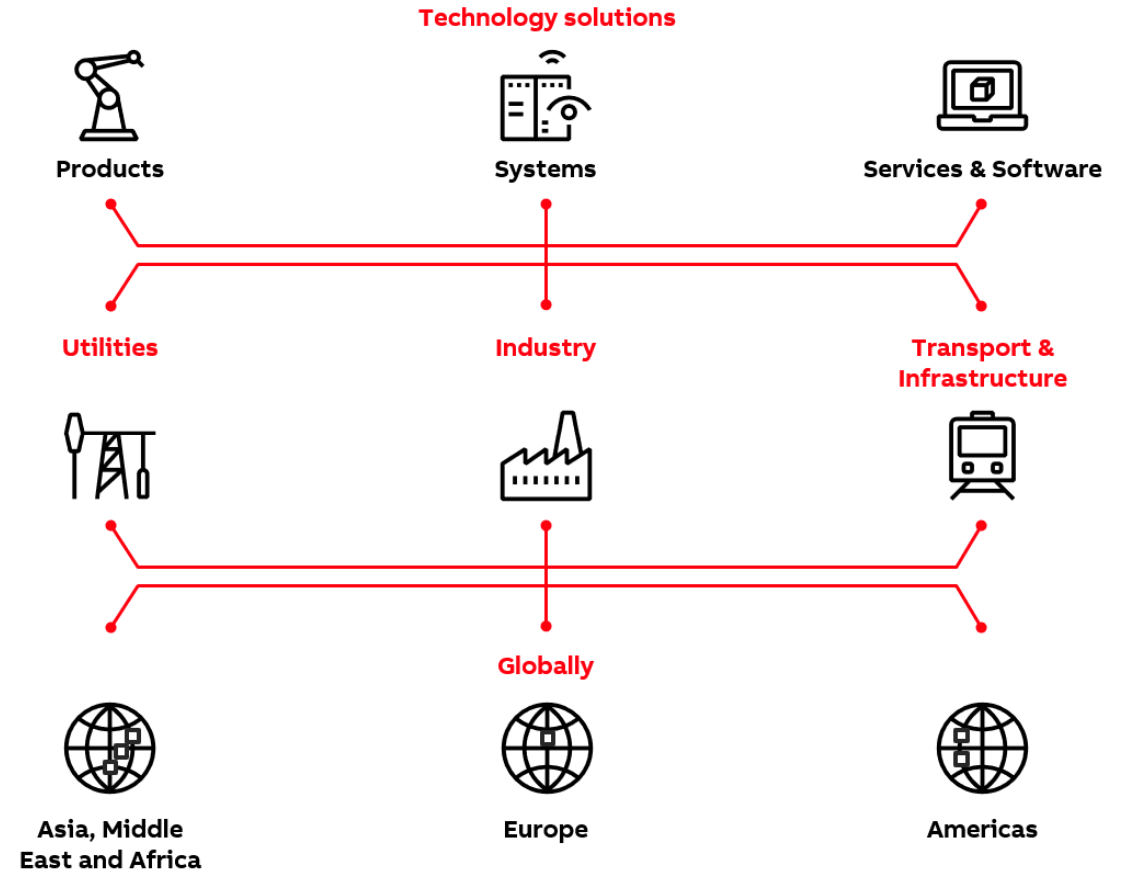
This is what we do

ABB is a leading global engineering company that energizes the transformation of society and industry to achieve a more productive, sustainable future. By connecting software to its electrification, robotics, automation and motion portfolio, ABB pushes the boundaries of technology to drive performance to new levels. With a history of excellence stretching back more than 130 years, ABB's success is driven by 110,000* talented employees in over 100 countries.

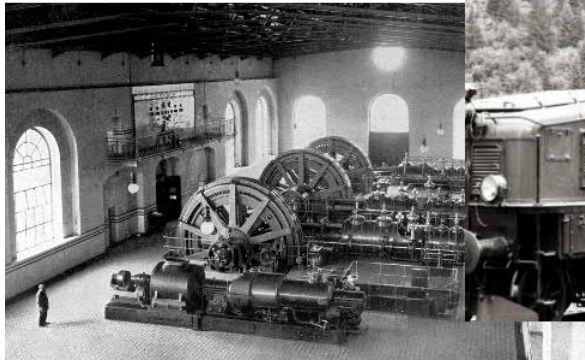
What Offering

For whom Customers

Where Geographies



Driving the digital transformation of industries



2nd industrial revolution (19th century)

- + Electrification
- + Motion

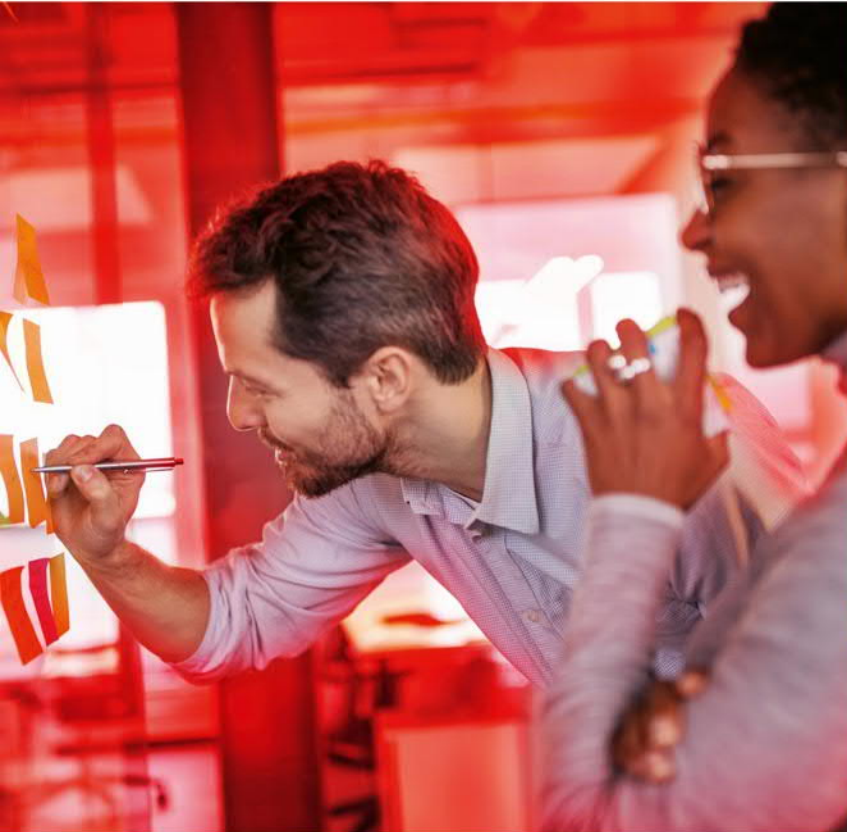
3rd industrial revolution (20th century)

- + Industrial automation
- + Robotics

4th industrial revolution (21st century)

- + Digitalization
- + ABB Ability™

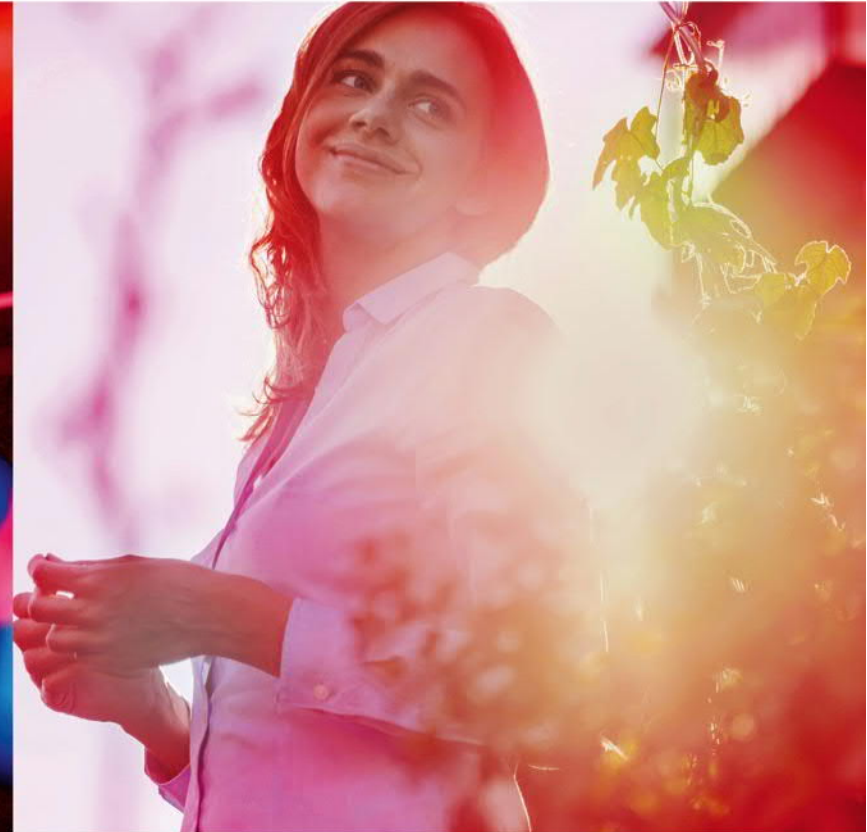
Our purpose



We succeed by creating superior value.



We push the boundaries of technology to drive performance to new levels.



We energize the transformation of society and industry to achieve a more productive, sustainable future.



ABB Values
Courage
Care
Curiosity
Collaboration



GOOD
LEADERSHIP



OPEN INTERNAL
JOB MARKET



LEARNING
& PERSONAL
DEVELOPMENT



CAREER
OPPORTUNITIES



DIVERSITY
& INCLUSION



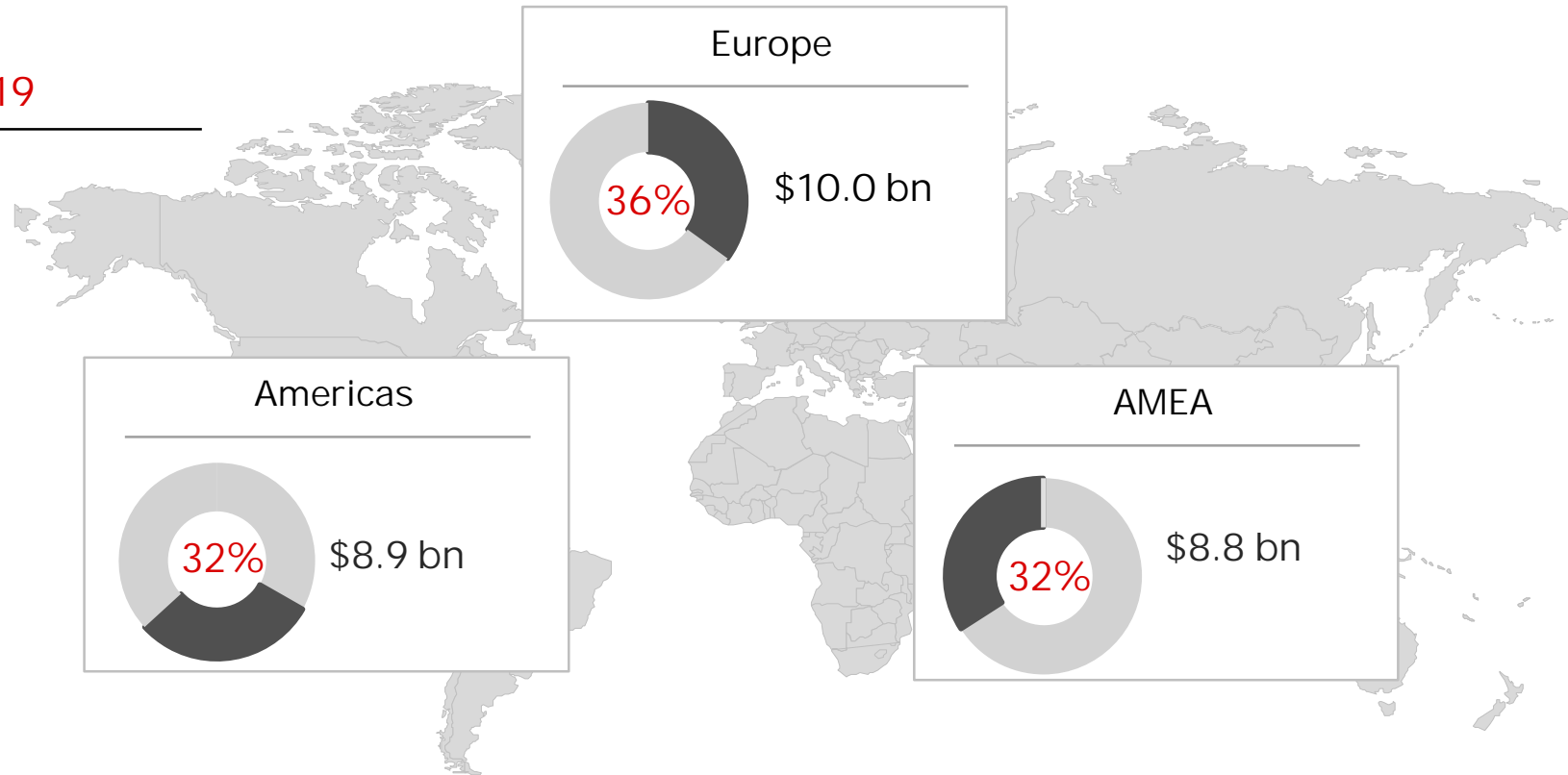
HEALTHY
& INSPIRING
WORKPLACES



EXCELLENCE IN PEOPLE

Well positioned across global markets

Revenue split 2019



~\$28 bn revenue

~100 countries

~110,000 employees*

ABB in Norway

Locations



Numbers 2019

- Orders: MNOK 6455
- Revenues: MNOK 6947
- Number of employees: 2 200

Fully decentralized business model with 18 Divisions

BUSINESS AREAS

DIVISIONS

Electrification



Distribution Solutions

Smart Power

Smart Buildings

Installation Products

Power Conversion

Industrial Automation



Energy Industries

Process Industries

Marine & Ports

Turbocharging

Measurement & Analytics

Motion



Motors & Generators

Drive Products

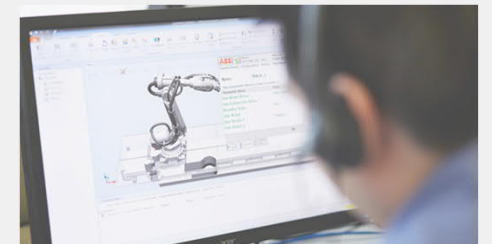
Systems Drives

Service

Traction

MPT

Robotics & Discrete Automation



Robotics

Machine Automation

Digitalization: ABB Ability™

2019 financial results of business areas

BUSINESS AREAS

Electrification



Global #2

2019 revenues

\$12.7 bn

2019 Op. EBITA %

13.3%

Employees

~53 k

Industrial Automation



Global #2

\$6.3 bn

11.7%

~22 k

Motion



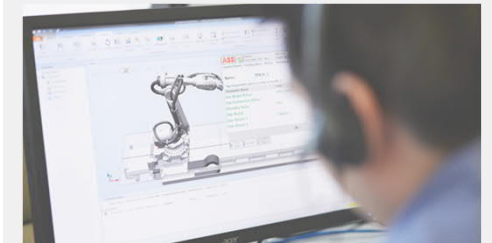
Global #1

\$6.5 bn

16.6%

~20 k

Robotics & Discrete Automation



Global #2

\$3.3 bn

11.9%

~10 k

Digitalization: ABB Ability™

Embedding **sustainability** in everything we do, every day

Next steps: 2030 targets to be set, short-term actions to form part of performance management





ABB and Formula E are drivers of progress for the future of electric mobility

The ABB FIA Formula E Championship brings together a global leader in electric vehicle fast-charging with the world's first all-electric international motorsport class.

Together, ABB and Formula E are driving progress in e-mobility technology and infrastructure adoption.

ABB Formula E is much more than a race: it showcases cutting-edge e-mobility solutions that will shape the future.

Executive Management Team ABB in Norway



Per Erik Holsten
Adm. dir
ABB AS



Gøran Salomonsen
Electrification



Per Erik Holsten
Industrial Automation



Lars Fredrik
Mathiesen
Motion



Jan Christian Kerlefsen
Robotics & Discrete
Automation



Pål Morstad
Økonomi og finans



Kari Wold-Hansen
Human Resources



Kjerstin Bull-Berg
Juridisk og integritet



Helene Gunther Merg
Informasjon og
samfunnskontakt



Arne Klette
Forretningsutvikling



Kjell Brandal
HMS og sikkerhet

Executive Committee



Björn Rosengren
Chief Executive
Officer



Tarak Mehta
President
Electrification



Peter Terwiesch
President
Industrial Automation



Morten Wierod
President
Motion



Sami Atiya
President
Robotics & Discrete
Automation



Timo Ihamuotila
Chief Financial
Officer



Sylvia Hill
Chief Human
Resources Officer



Maria Varsellona
General Counsel



Theodor Swedjemark
Chief Communications
Officer

ABB

Electrification

Connecting technology with society in a fast-changing field

Our business

Global #2

#1 Medium voltage / #2 Low voltage

#1 EV Fast charging infrastructure

#2 Installation products

~53 k employees

Offering

- Low and medium voltage products and solutions
- Building products and controls
- Installation products

Typical customers

- Electrical distributors
- Panel builders
- EPCs²

Revenues: \$12.7 bn¹

Selected customer segments

Commercial buildings



Data centers



E-Mobility



Industrial Automation

Bringing safe, smart and sustainable operations to process and hybrid industries

Our business

Global #2
#1 in DCS² & process automation
#3 in measurement & analytics
#1 in marine & turbocharging
~\$22 k employees

Offering

- Integrated industry-specific solutions
- Process control (DCS²)
- Measurement & analytics

Typical customers

- End customers
- EPCs³

Revenues: \$6.3 bn¹

Selected customer segments

Oil & Gas



Mining



Marine



Motion

Keeping the world turning, while saving energy every day

Our business

Global #1

~20 k employees

Offering

- Motors and Generators
- Drives and Softstarters
- Traction solutions
- Mechanical Power Transmission
- Services and Digital Solutions

Typical customers and partners

- Distributors
- OEMs²
- System integrators
- End customers

Revenues: \$6.5 bn¹

Selected customer segments

Discrete Industries



Process Industries



Transportation and Infrastructure



Robotics & Discrete Automation

Pushing the boundaries of smart and flexible manufacturing

Our business

Global #2

#1 Robotics player in China

Innovation leader for machine automation

~10 k employees

Offering

- Machine & factory automation
- Robotics

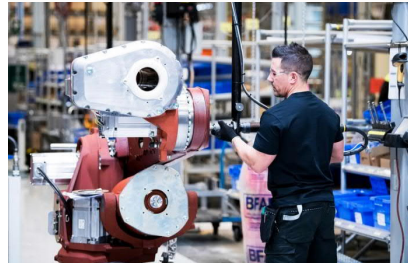
Typical customers

- End customers
- Machinery OEMs²
- System integrators

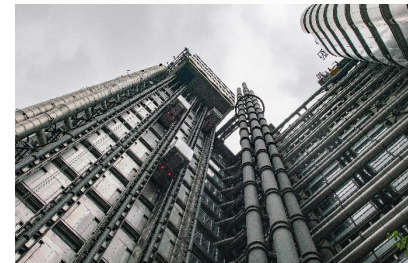
Revenues: \$3.3 bn¹

Selected customer segments

Machine Automation



General Industry



Consumer Segments & Service Robotics



Auto OEMs



Auto Tier 1



Electronics

