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# Introducing ABB in Indonesia

The pioneering technology leader

Michel Burtin, Country Managing Director & President Director of PT ABB Sakti Industri





# Welcome to ABB

A short introduction

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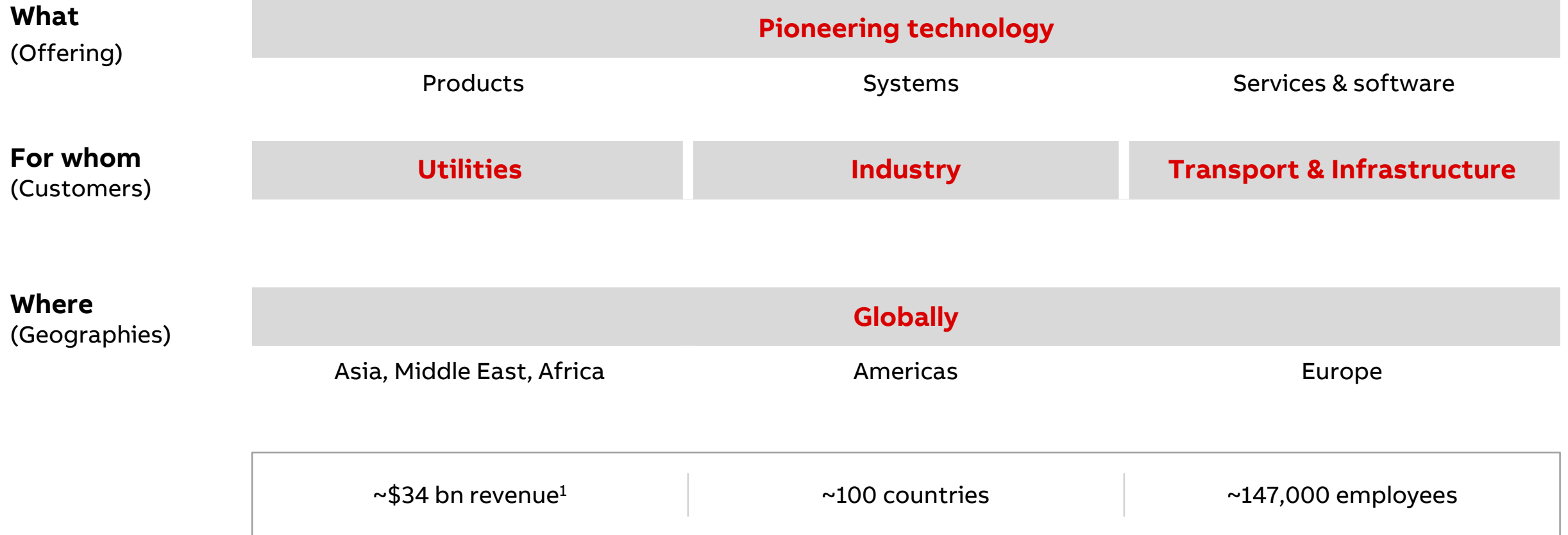
# Let's write the future

ABB's vision



ABB is a pioneering technology leader that works closely with utility, industry, transportation and infrastructure customers to write the future of industrial digitalization and realize value

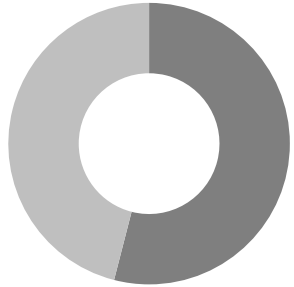
# ABB: the pioneering technology leader



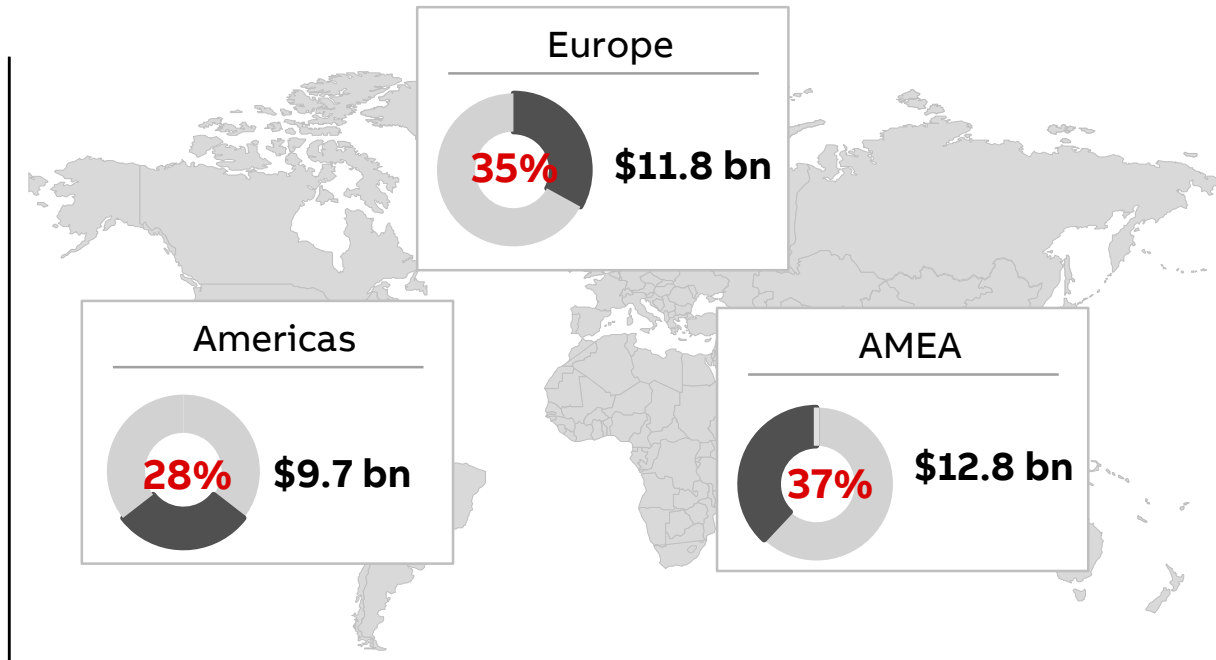
# Well positioned in attractive markets

A true global player – team, culture, and presence

## Revenue split 2017



- Mature markets (54%)
- Emerging markets (46%)



## Top 200 managers

- >3/4 from outside Switzerland and Sweden
- 27 nationalities from 6 continents
- 7 nationalities in the Executive Committee

ABB has a unique global team with local presence everywhere

# Four market-leading entrepreneurial divisions

All businesses in #1 or #2 positions

	Partner of choice for...	Market size <sup>1</sup> and growth	Position	Revenues <sup>2</sup>	Top 3 competitors
<b>Power Grids</b>	...a stronger, smarter and greener grid	~\$90 bn <sup>3</sup> 2 – 8% <sup>4</sup>	<b>#1</b> in T&D	\$10.0 bn	Siemens GE Hyundai
<b>Electrification Products</b>	...electrification of all consumption points	~\$140 bn 2 – 4%	<b>#2</b> in electrification	\$10.1 bn	Schneider Legrand Eaton
<b>Industrial Automation</b>	...industrial automation	~\$130 bn 1 – 5% <sup>5</sup>	<b>#2</b> in industrial automation <sup>6</sup>	\$6.9 bn	Siemens Emerson Schneider
<b>Robotics and Motion</b>	...robotics and intelligent motion solutions	~\$110 bn 3 – 8% <sup>7</sup>	<b>#1</b> in motion <b>#2</b> in robotics	\$8.4 bn	Siemens FANUC Kuka

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# The world is changing...

## The Energy Revolution



## The Fourth Industrial Revolution



Influencing the future of how we...

...power

...produce

...work

...live

...move

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# The transformation of the manufacturing industry

New manufacturing opportunities enabled by new technology

## Industrial 4.0 Factory



End-to-end digitized factories of the future are flexible, agile and modular. They are autonomous, self-learning and self-adjusting.

## Enabling Technologies



Rapidly evolving digital technologies enable the transformation of the manufacturing industry

## Collaborative Value Generation



Collaborative value generation with customers and suppliers opens up new opportunities and business models

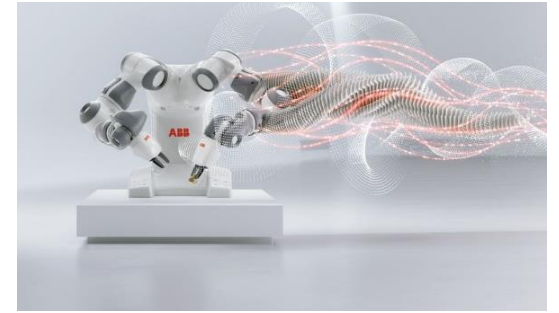
## Cybersecurity



Bridging the gap between IT and operations to improve manufacturing cybersecurity



# We focus ABB on digital industries and divest Power Grids



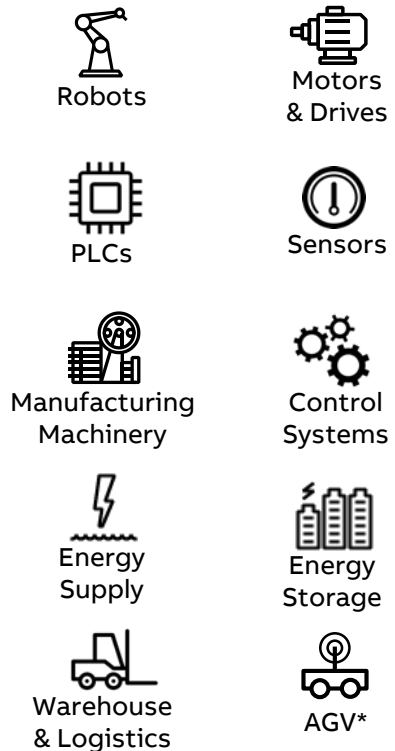
**Divesting Power Grids  
to Hitachi**

**“new ABB” – focusing in digital industries**

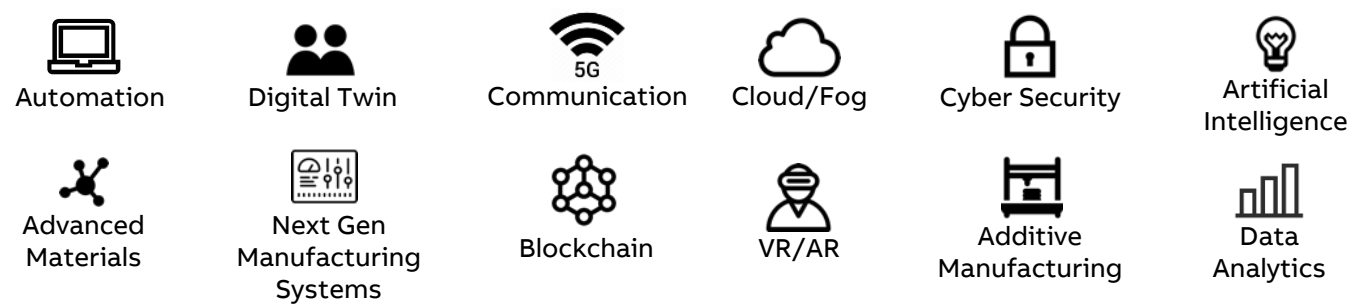
# The new era of manufacturing

Digitalization is a key enabler for making the Industry 4.0 factory a reality

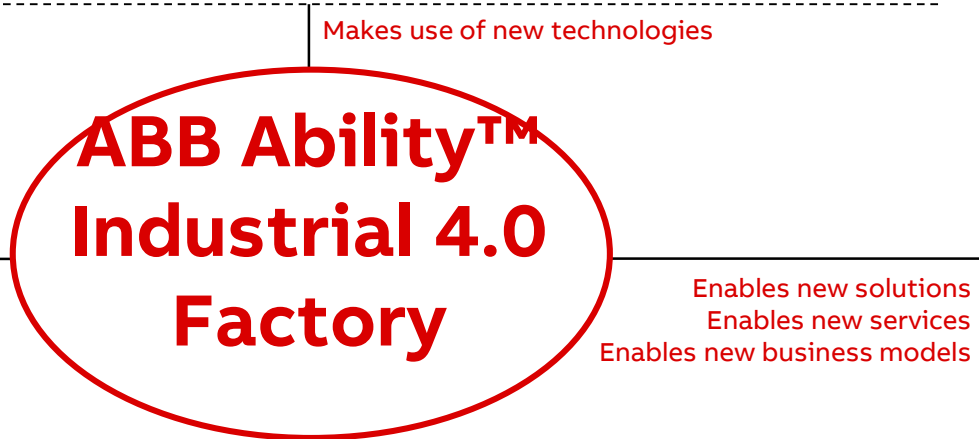
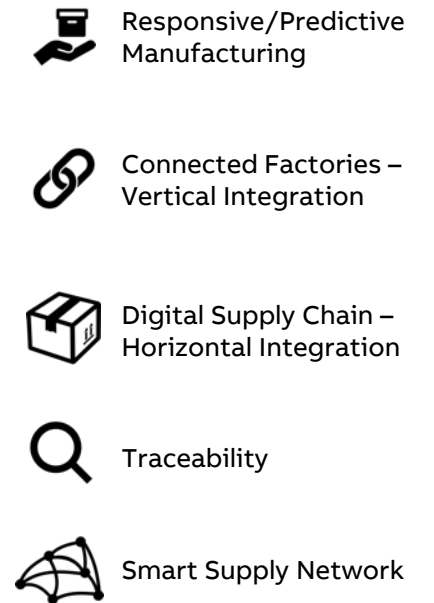
## Manufacturing Assets



## Enabling Technologies

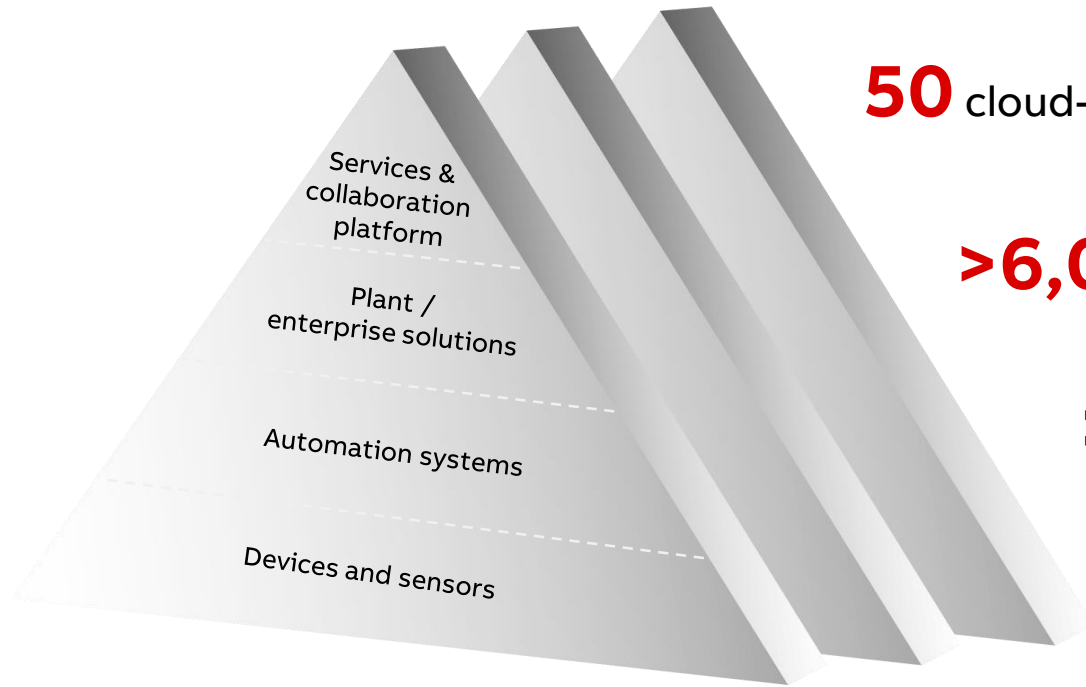


## New Capabilities



# ABB is a digital champion

Large, global software and digital offering



**50** cloud-based services and advanced analytics

**>6,000** solutions installed

**>70,000** systems installed

**>70,000,000** digitally enabled devices connected

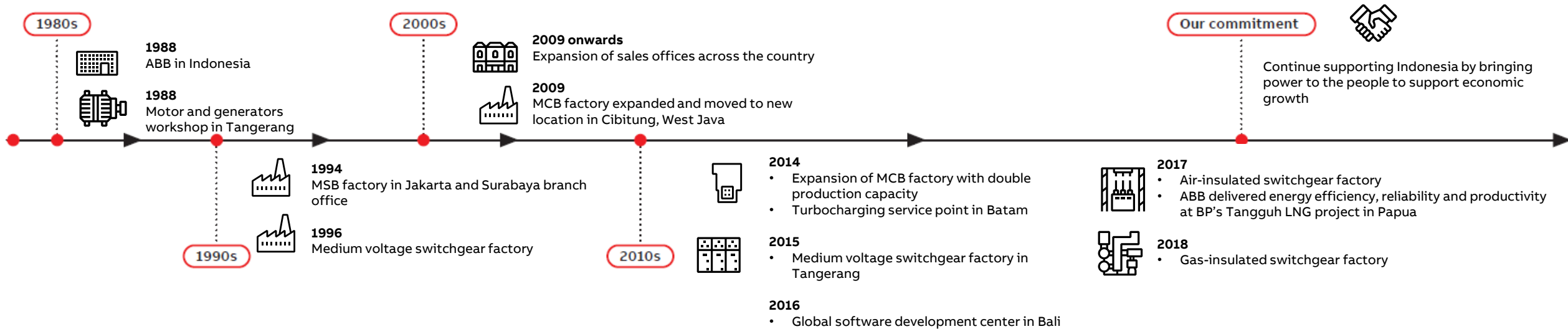
**>55% of ABB's sales from software and digitally enabled devices**

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# ABB in Indonesia

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## Empowering the nation through leading-edge technologies

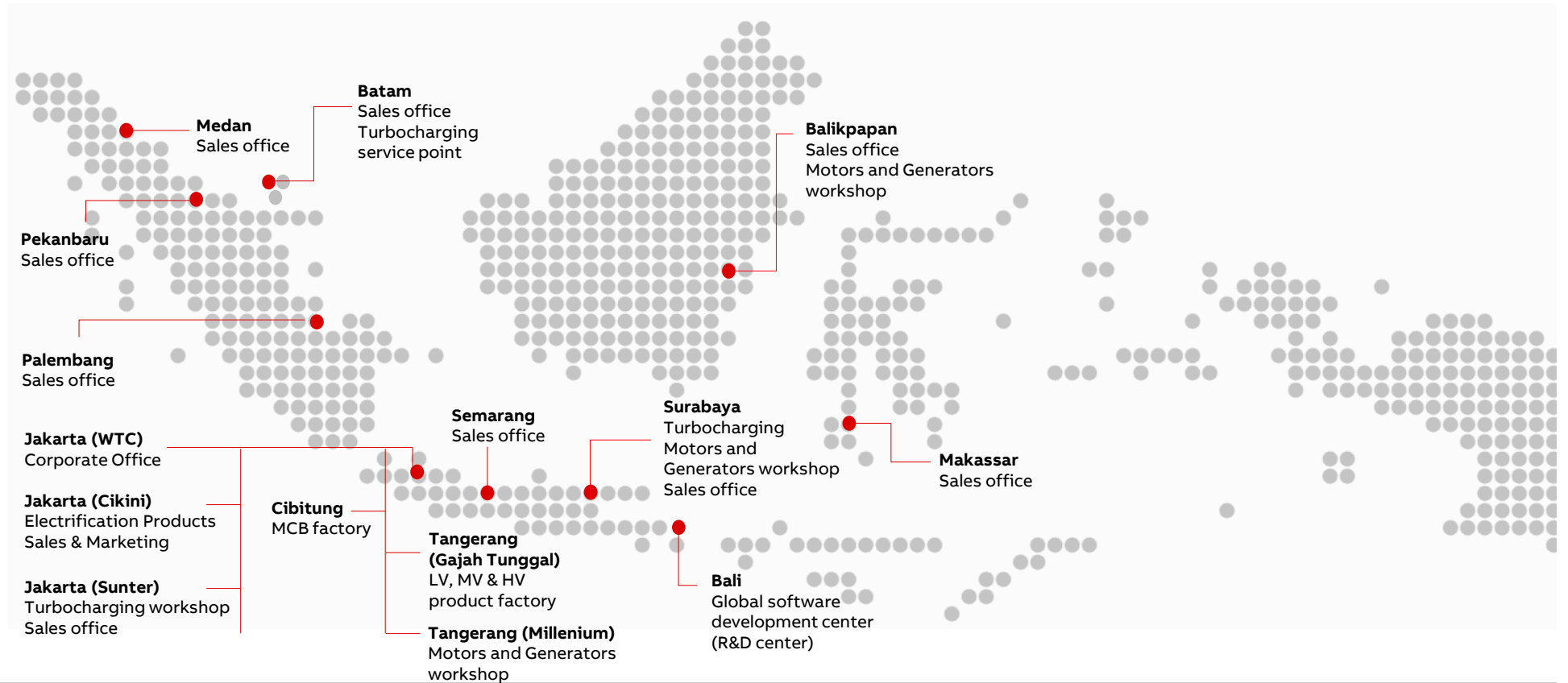


# Strong local presence

15 locations across the country

## Indonesia

- 11 sales offices <sup>1)</sup>
- 5 service workshops <sup>2)</sup>
- 4 manufacturing facilities <sup>3)</sup>
- 1 R&D Center <sup>4)</sup>



- 1) Batam, Medan, Pekanbaru, Palembang, WTC, Cikini, Sunter, Semarang, Surabaya, Makassar, Balikpapan.
- 2) Batam, Sunter, Tangerang (Millennium), Suraaya, Balikpapan
- 3) Cibitung (1 factory), Tangerang Gajah Tunggal (3 factories)
- 4) Bali

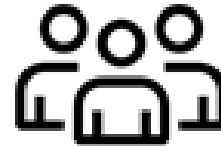
# Quick facts

Strong commitment to grow in Indonesia



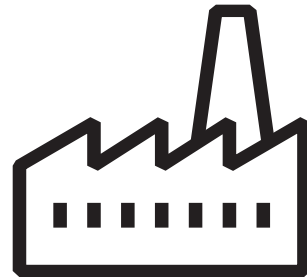
## Strong safety records

Zero lost time injury  
(Jan – Jun 2018)



## Nearly 1000 Employees

Full-time employees



## >30 years strong local presence

15 locations across the country



## >200 new recruits

Talent recruitments in the past 2 years

Strong commitment to grow in Indonesia

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# Commitment to nurture Indonesia's future technical talent

Partnership with the leading and prestigious university: Institut Teknologi Bandung (ITB)

The ABB Jürgen Dormann Foundation for Engineering Education provides scholarships to ITB students since 2013.

Develop advanced technologies and undertake joint studies and research, in areas like integration of renewables and the digitalization of power grids to make them smarter.

Provide scholarships to encourage the development of competencies in power technology.





# Delivering on our promises to meet everyday needs



Solutions and systems **at Indonesia's second largest airport**



**Protecting new airport rail systems** for the new Soekarno-Hatta Airport Rail Link in Jakarta and LRT in Palembang.



Supporting Indonesia's power grid ambitions to add **35,000 megawatts** to boost economic growth



Delivering **advanced power and automation technologies** to **world's largest pulp mill**, located in South Sumatra



**Advanced technologies** at Indonesia's **first wind farm and the largest** of its kind in Southeast Asia.



Installed **the largest battery storage system** in Indonesia for a **microgrid project** in East Kalimantan.



**Delivering reliable power** to sports facilities in Palembang to support **2018 Asian Games**



# The widest offering from a single supplier

From power to palletizing, farm to shelf.



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# A partner with a comprehensive offering

## Picking, packing & palletizing

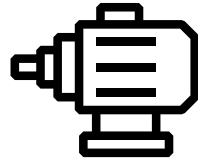
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- Flex Picker
- Pallet Pack
- Race Pack

## Electrical & mechanical

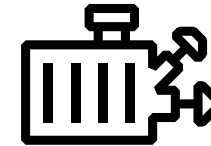
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- LV drives
- Softstarters
- SynRM
- Baldor
- Dodge
- Ultra-Kleen

## Power distribution, protection & quality

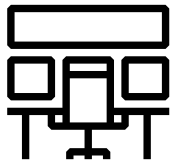
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- MV & LV SWG
- Transformers
- UPS, AVC, RPC

## Control

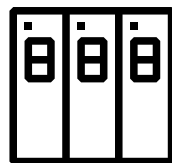
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- 800xA
- B&R
- MES
- Batch Management

## Safety & protection

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- MNS iS
- Thomas & Betts
- Jokab Safety

## Instrumentation

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- Hygienic Master

**ABB**