

FEBRUARY 26 – 27, 2020 | FRIEDBERG, GERMANY

ABB Robotics & Discrete Automation

Facts and Figures

ABB Robotics & Discrete Automation delivers products, software, solutions, systems, and service for flexible manufacturing and smart machines.

Key market drivers and trends

- Individualized consumers, labor shortage, digitalization and uncertainty drive need for new automation concepts
- Intelligent robotics, automation and transport solutions provide increased productivity, highest flexibility, improved quality and maximum simplicity
- This results in growth for these solutions in existing and new customer segments

Customer segments



3–4 % p.a.
Automotive



9–10 % p.a.
**General Industry,
Consumer, Electronics**



4–5 % p.a.
Machine Automation

Market:

\$75 bn

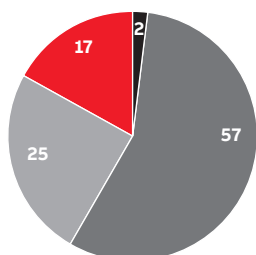
Market growth:

~6 % p.a.
2019–2025

Business key facts and figures

Channels

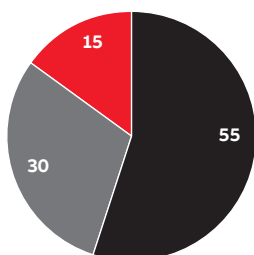
Approximation, % of revenues



- Distributors
- Direct sales
- OEMs
- System integrators

Offering

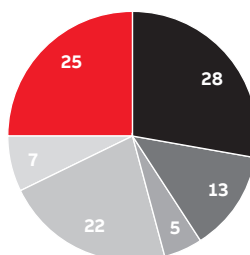
Approximation, % of revenues



- Products
- Systems
- Services

Customer

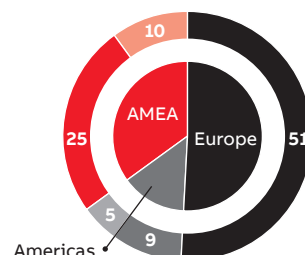
Approximation, % of revenues



- Auto OEM
- Auto Tier 1
- Electronics
- General Industry
- CSSR
- Machine Automation

Geography

Approximation, % of revenues



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

Revenues:

\$3.3 bn

Employees:

~10 k

Robotics & Discrete Automation business lines



Auto OEMs

Products and solutions for press automation, Body-in-White, paint, powertrain, EV, and Final Trim & Assembly

Revenue:

~ \$950 mn¹

Customer value example:

Complete Body-in-White line enabling multi-model production to a major automotive OEM



Auto Tier 1

Products and solutions for press shops, Body-in-White, paint shops, welding, EV, powertrain components, car electronics

Revenue:

~ \$400 mn¹

Customer value example:

Flexible arc welding cells to a major automotive component manufacturer



Electronics

Products and solutions for electronic assembly lines, polishing and deburring, inspections

Revenue:

~ \$150 mn¹

Customer value example:

RobotStudio software helps one of the biggest EMS companies to reduce time to market



General Industry

Products and solutions for plastic molding, machine tending, metal casting and forging, machining, painting, 3D print, welding, collaborative robotics

Revenue:

~ \$750 mn¹

Customer value example:

Collaborative machine tending cells for increased productivity, quality and flexibility in the manufacturing of glasses



Consumer Segment & Service Robotics

Products and solutions for picking and packing, palletizing, storage and retrieval, laboratory automation

Revenue:

~ \$250 mn¹

Customer value example:

Logistics systems for delivery out of downtown micro-fulfilment site



Machine Automation

Integrated machine automation solutions, machine-centric robotics, track technology, vision, mobile automation

Revenue:

~ \$850 mn¹

Customer value example:

Integrated machine control, transport system and robotics for flexible bottling machine