



December 7, 2021

Capital Markets Day 2021

Supplemental Reconciliations and Definitions

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The following financial measures supplement the December 7, 2021, Press Release and the Capital Markets Day 2021 presentations. These supplemental financial measures are, or may be, considered non-GAAP financial measures as defined in the rules of the U.S. Securities and Exchange Commission (SEC).

While ABB's management believes that the non-GAAP financial measures herein are useful in evaluating ABB's operating results, this information should be considered as supplemental in nature and not as a substitute for the related financial information prepared in accordance with U.S. GAAP. Therefore these measures should not be viewed in isolation but considered together with the Consolidated Financial Information (unaudited) prepared in accordance with U.S. GAAP as of and for the nine and three months ended September 30, 2021, and with the Consolidated Financial Statements prepared in accordance with U.S. GAAP as of and for the years ended December 31, 2020, 2019, 2018, 2017 and 2016.

Operational EBITA margin for the trailing twelve months

Definition

Operational EBITA margin for the trailing twelve months

Operational EBITA margin is Operational EBITA for the twelve months preceding the relevant balance sheet date as a percentage of Operational revenues for the same trailing twelve-month period.

For the full definition of Operational EBITA, refer to Supplemental Reconciliations and Definitions, ABB Q3 2021 Financial information on global.abb/group/en/investors/results-and-reports/2021.

Reconciliation

The following tables provide the Operational EBITA Margin by Business Area.

Reconciliation of Operational EBITA margin by Business Area for the trailing twelve months

(\$ in millions, unless otherwise indicated)	Trailing twelve months to September 30, 2021					
	Electrification	Motion	Process Automation	Robotics & Discrete Automation	Corporate and Other and Intersegment elimination	Consolidated
Operational revenues by quarter						
Q4 2020	3,341	1,701	1,522	804	(223)	7,145
Q1 2021	3,150	1,686	1,412	850	(164)	6,934
Q2 2021	3,408	1,839	1,536	834	(181)	7,436
Q3 2021	3,207	1,677	1,516	812	(161)	7,051
Total for the trailing twelve months to September 30, 2021	13,106	6,903	5,986	3,300	(729)	28,566
Operational EBITA by quarter						
Q4 2020	522	285	103	59	(144)	825
Q1 2021	511	289	155	105	(101)	959
Q2 2021	592	325	192	96	(92)	1,113
Q3 2021	511	291	207	90	(37)	1,062
Total for the trailing twelve months to September 30, 2021	2,136	1,190	657	350	(374)	3,959
Operational EBITA margin (%)	16.3%	17.2%	11.0%	10.6%	n.a.	13.9%

Trailing twelve months to September 30, 2020						
(\$ in millions, unless otherwise indicated)	Electrification	Motion	Process Automation	Robotics &	Corporate and	Consolidated
				Discrete Automation	Other and Intersegment elimination	
Operational revenues by quarter						
Q4 2019	3,226	1,653	1,671	783	(294)	7,039
Q1 2020	2,783	1,507	1,479	669	(197)	6,241
Q2 2020	2,764	1,579	1,364	633	(202)	6,138
Q3 2020	3,023	1,615	1,397	801	(267)	6,569
Total for the trailing twelve months to September 30, 2020	11,796	6,354	5,911	2,886	(960)	25,987
Operational EBITA by quarter						
Q4 2019	421	254	202	86	(253)	710
Q1 2020	318	230	144	59	(115)	636
Q2 2020	348	279	115	43	(134)	651
Q3 2020	493	281	89	76	(152)	787
Total for the trailing twelve months to September 30, 2020	1,580	1,044	550	264	(654)	2,784
Operational EBITA margin (%)	13.4%	16.4%	9.3%	9.1%	n.a.	10.7%

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