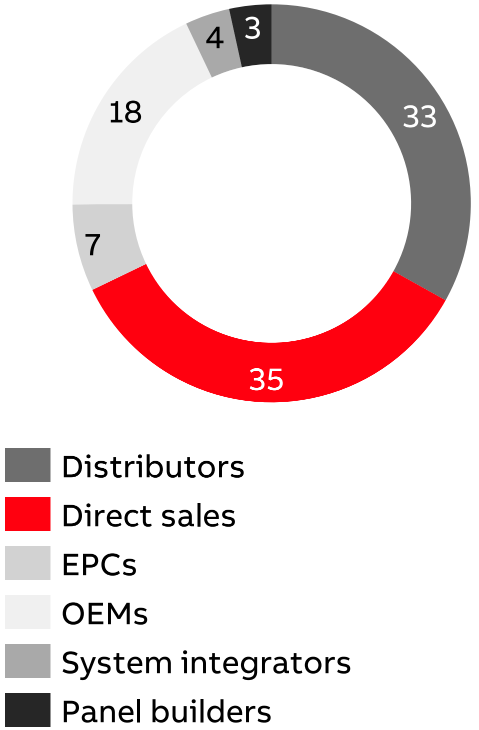
ZURICH, APRIL 27, 2021 | INVESTOR RELATIONS

ABB factsheet

ABB Group

Channels



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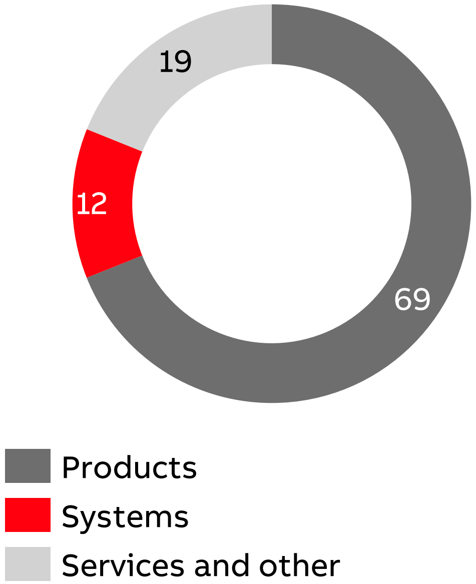
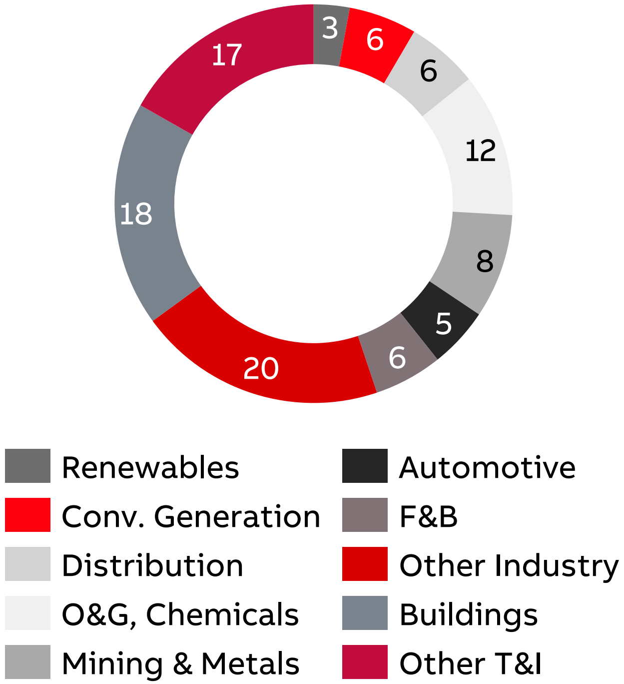
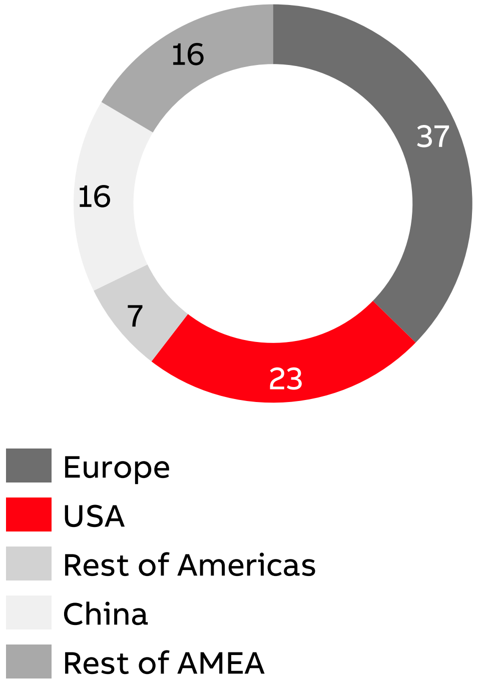


End-markets



Geography



Approximation, % of revenues

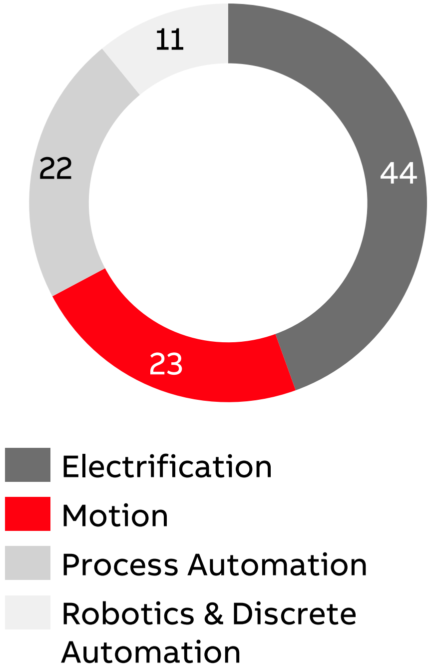
REVENUES: ~$26 BN; EMPLOYEES: ~105K

All data throughout the factsheet is presented based on management estimates for FY20 revenues and market estimates | T&I: Transport and Infrastructure; Conv. Generation: conventional power sources, such as fossil fuels, nuclear, hydro generation; Renewables: renewable power sources, such as wind, solar, biomass

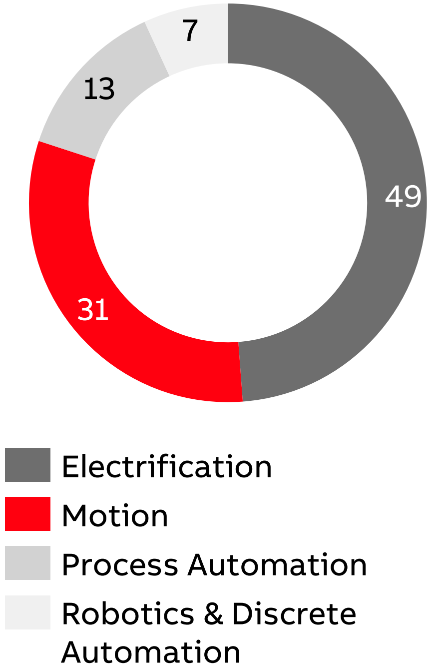
ABB Group

Business areas

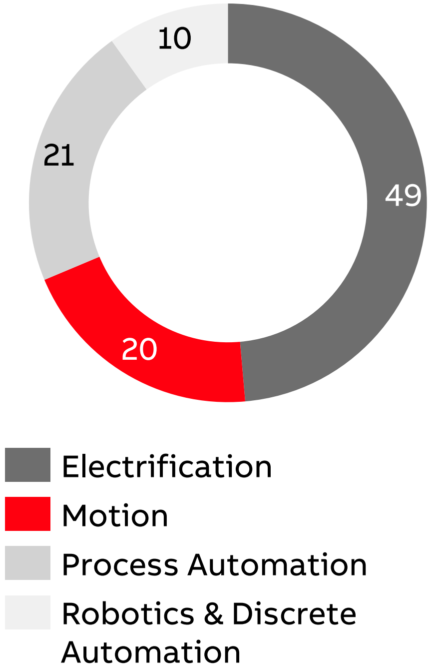
Revenues[1]



Operational EBITA[2]



Employees[3]



1. % of FY20 third party revenues excl. Corporate and Other | 2. % of FY20 operational EBITA excl. Corporate and Other, for definition of this measure and a reconciliation of non-GAAP measures, see the “Supplemental reconciliations and definitions” section of “Financial Information” under “Quarterly results and annual reports” on our website at www.abb.com/investorrelations | 3. % of FY20 employees excl. Corporate and Other

Electrification

Leading portfolio of products, services and ABB Ability™ digital solutions enabling safe, smart and sustainable electrification

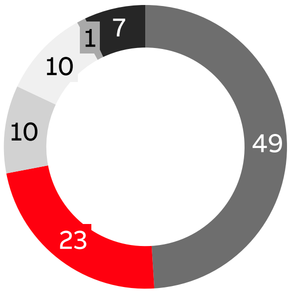
Electricity demand grows 2x faster than other energy sources

Digitalization accelerates demand for intelligent solutions

Urbanization and population growth

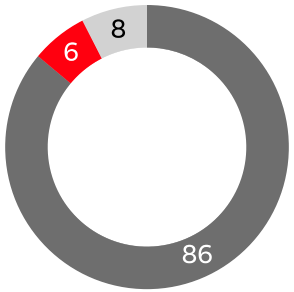
Revenues: $11.9 bn
Employees: ~50k

Channels



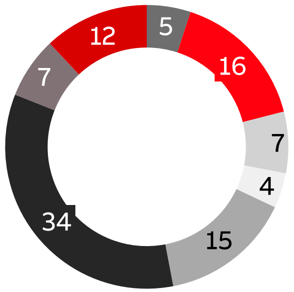
- Distributors
- Direct sales
- EPCs
- OEMs
- System integrators
- Panel builders

Offering



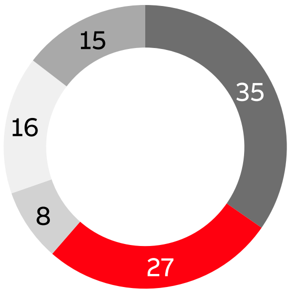
- Products
- Systems
- Services and other

End-markets[1]



- Renewables
- Distribution, Conv. Generation
- O&G, Chemicals
- F&B
- Other Industry
- Buildings
- Data Centers
- Other T&I

Geography



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

Approximation, % of revenues

1. End-markets split excludes solar inverter business sold in February 2020

Electrification
Divisions

Distribution Solutions

Revenues: $4,250–4,750 mn

Market: ~$55 bn
Global #1 in Medium Voltage

Medium and low voltage control & protection products, systems & switchgear, automation & services

~30% through distributors; ~50% engineered to order products; majority of utility exposure in EL business area

Smart Power

Revenues: $2,750–3,250 mn

Market: ~$40 bn
Global #2 in Low Voltage

Low voltage breakers & switches, enclosures, motor starter application, power protection

~60% through distributors; ~75% manufactured to order products; ~50% buildings and other transport & infrastructure

Smart Buildings

Revenues: $2,250–2,750 mn

Market: ~$45 bn
Global #3, #1–2 in Distribution Enclosures and DIN-Rail Products

Miniature breakers, distribution enclosures, wiring accessories, building automation

~75% through distributors; mostly manufactured to order products; ~75% buildings and construction

Key competitors

Distribution Solutions	Smart Power	Smart Buildings
Schneider Electric, SIEMENS, EATON	Schneider Electric, SIEMENS, EATON	Schneider Electric, legrand, EATON

Electrification

Divisions

Installation Products

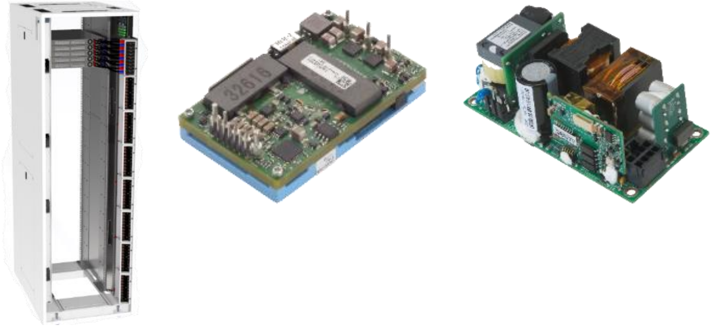
Revenues: $1,250–1,750 mn

Market: ~$25 bn
Global #2
NAM[1] #1

Wire & cable management, termination, fittings & other accessories

~75% through distributors; mainly manufactured to order products; >75% in Americas

Power Conversion



Revenues: $250–750 mn

Market: ~$5 bn
#4 DC Power Solutions

Power conversion products including embedded power products, DC power solutions and services

~75% direct to service providers and OEMs;
>75% to telecoms and data centers;
>75% in Americas

E-mobility

Revenues: ~$220 mn

Market: ~$5 bn
Global #1 EV Charging

AC and DC electric vehicle chargers, installation & commissioning, and connected services.

~15% through distributors; 55% direct, 25% EPC/installer, 5% OEM

Key competitors

EATON, HUBBELL, atkore INTERNATIONAL

VERTIV, DELTA, EnerSys

chargepoint, TRITIUM, EVBOX, Schneider Electric, SIEMENS, DELTA

1. North America

Motion

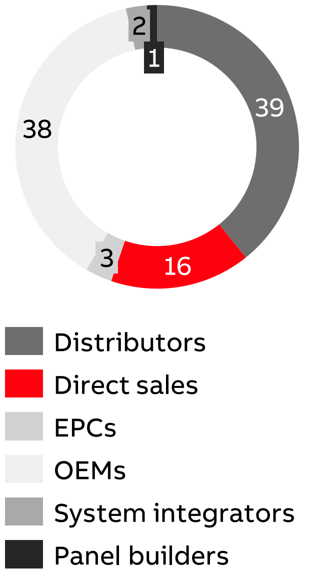
Most comprehensive portfolio of drives, electric motors, generators, power transmission and motion control with ABB Ability™ digital powertrain solutions

Market growth is driven by mega-trends such as growing population, urbanization and digitalization

This requires further automation of industrial processes, energy efficiency and electric mobility

Revenues: $6.4 bn
Employees: ~21k

Channels



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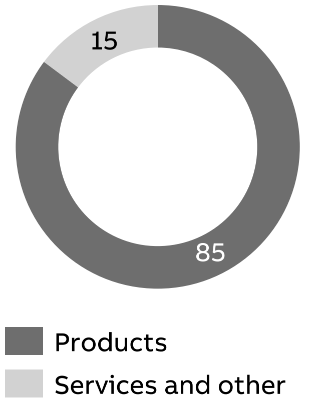
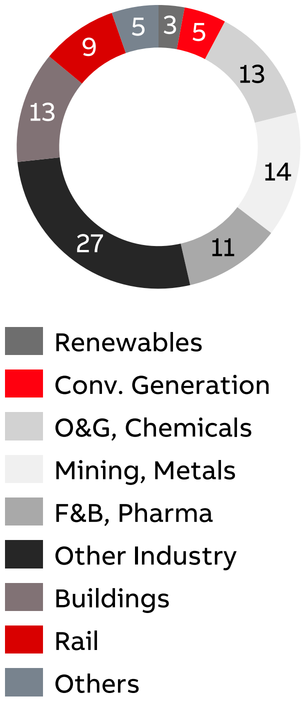
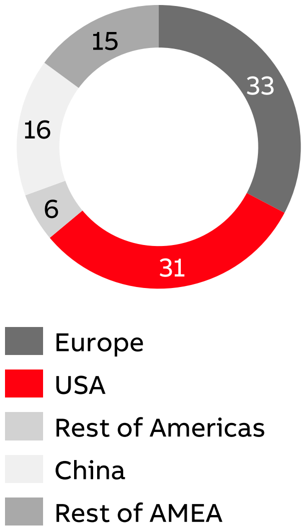


End-markets



Geography



Approximation, % of revenues

Motion
Divisions

Drive Products

Revenues: $1,250–1,750 mn

Market: ~$10 bn
Global #1

Comprehensive product portfolio of low voltage AC drives

Majority through channel partners; HVAC largest segment; all major industries and applications served; globally balanced, strength in China

Key competitors: SIEMENS, Rockwell Automation, Danfoss, Schneider Electric

System Drives

Revenues: $750–1,250 mn

Market: ~$10 bn
Global #1

Low and medium voltage AC drives and modules, wind converters

HPD[1] and powertrain packages for process industry and high-power infrastructure applications, power conversion technology to renewable energy equipment OEMs

Key competitors: SIEMENS, Danfoss, GE

Service

Revenues: $750–1,250 mn

Market: ~$5 bn
Global #1

Base services and spare parts, upgrades & replacements, smart solutions

Service activities varying depending on the product and application; significant regional differences in channels to market

Key competitors:
Local service providers
Motion OEMs
New entrants for smart solutions

1. High power drives

Motion
Divisions

Traction

Revenues: <$1,000 mn

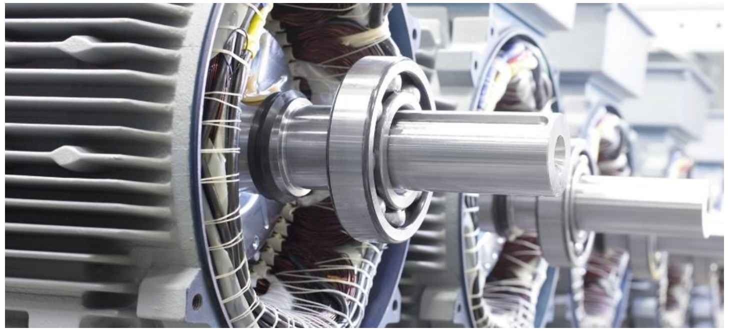
Market: ~$10 bn
Global #2

Traction systems incl. converters and motors, battery energy storage systems, auxiliary converters

Customers are mainly rail OEMs, also bus OEMs and rail operators

Key competitors: Ingeteam, MEDCOM, MITSUBISHI ELECTRIC, MEDHA

IEC LV Motors[1]



Revenues: $750–1,250 mn

Market: ~$10 bn
Global #2

Comprehensive portfolio of low voltage motors for any industry and application, compliant with all major markets globally

Standard and customized motors available direct to OEMs, Channel Partners/Distributors in EU and globally

WEG, SIEMENS, WOLONG

Large Motors and Generators[1]

Revenues: $250–750 mn

Market: ~$10 bn
Global #2

Comprehensive product portfolio of large AC motors and generators

Serving all major industries and applications, mainly through OEMs, both on local and global basis

SIEMENS, WOLONG, Nidec

1. New divisional structure effective January 1, 2021

Motion
Divisions

NEMA Motors[1]

Revenues: $750–1,250 mn

Market: ~$5 bn
Global #1

Comprehensive product portfolio of low voltage electric motors

Majority direct to OEMs; all major industries and applications served; ~ 90% in NAM[2]

Key competitors

WEG SIEMENS REGAL

Mechanical Power Transmission

Revenues: $250–750 mn

Market: ~$15 bn
Global #5
NAM[2] #2

Mounted bearings, enclosed gearing, conveyor components, power transmission components

Mainly through distributors; end-markets include mining, aggregates, cement, F&B, warehousing; >90% in Americas

SKF SEW EURODRIVE REXNORD

1. New divisional structure effective January 1, 2021
2. North America

Process Automation[1]

Leading supplier of integrated automation and ABB Ability™ digital solutions across process, electrical and motion

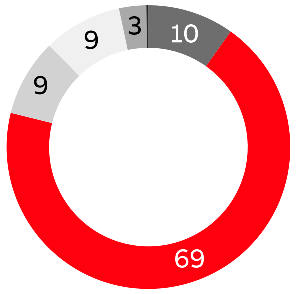
Increasing demand for end-to-end integrated, connected solutions and advanced services

Increasing demand for applications towards autonomous operations

Revenues: $5.8 bn
Employees: ~22k

Approximation, % of revenues

Channels



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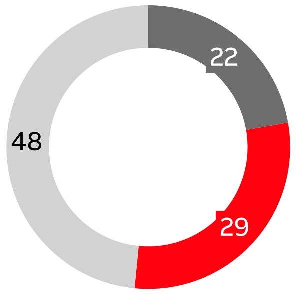
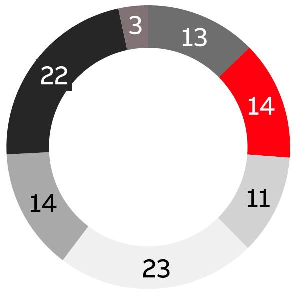
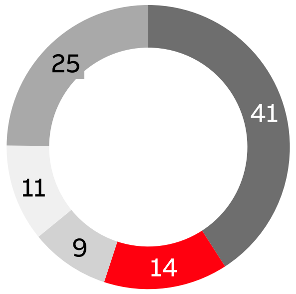


End-markets



Geography



1. New divisional name effective January 1, 2021

Process Automation
Divisions

Energy Industries

Revenues: $1,750–2,250 mn

Market: ~$25 bn
#1 Conv. Power
#3-5 in OGC[1]

Integrated solutions, control platforms, safety, service & digital solutions

~50% service; end-markets O&G, chemicals & refinery, conv. generation & water

Process Industries

Revenues: $1,250–1,750 mn

Market: ~$15 bn
#1-2 Mining
#1 Pulp & Paper

Control platforms, mine hoists, Gearless Mill Drives, Quality Control Systems, digital

~60% service; end-markets mining, metals, pulp & paper, F&B, data centers; ~40% in Americas

Marine & Ports

Revenues: $750–1,250 mn

Market: ~$5 bn
#1 Electrical Propulsion
#1 Terminal Automation

Azipod propulsion, ship and port electrification & automation, digital

~50% marine, ~15% ports, ~35% services to ship owners and terminal operators; geographically balanced

Key competitors

SIEMENS, Schneider Electric, Honeywell, EMERSON, YOKOGAWA

SIEMENS, Schneider Electric, FLSmidth, Rockwell Automation, SMS group

SIEMENS, TMEIC, WÄRTSILÄ, SEOHO ELECTRIC, KONGSBERG, GE

1. Oil & Gas, Chemicals

Process Automation
Divisions

Turbocharging

Revenues: $250–750 mn

Market: <$2.5 bn
#1 Low and Medium Speed segments

Low, medium and high-speed turbochargers, service, digital solutions

~70% service; marine 45%, powerplant 35%, others: 20%; ~55% in Europe

Measurement & Analytics

Revenues: $750–1,250 mn

Market: ~$10 bn
#1 Analytical, Force
#3-5 Instrumentation

Field instrumentation, flow, analytical and force measurement, service

~20% service, mostly products to diverse industrial sector base; geographically balanced

Key competitors

Garrett ADVANCING MOTION, Wabtec CORPORATION, MITSUBISHI HEAVY INDUSTRIES, MAN, Cummins

EMERSON, SIEMENS, KROHNE, Endress+Hauser, ThermoFisher SCIENTIFIC, YOKOGAWA

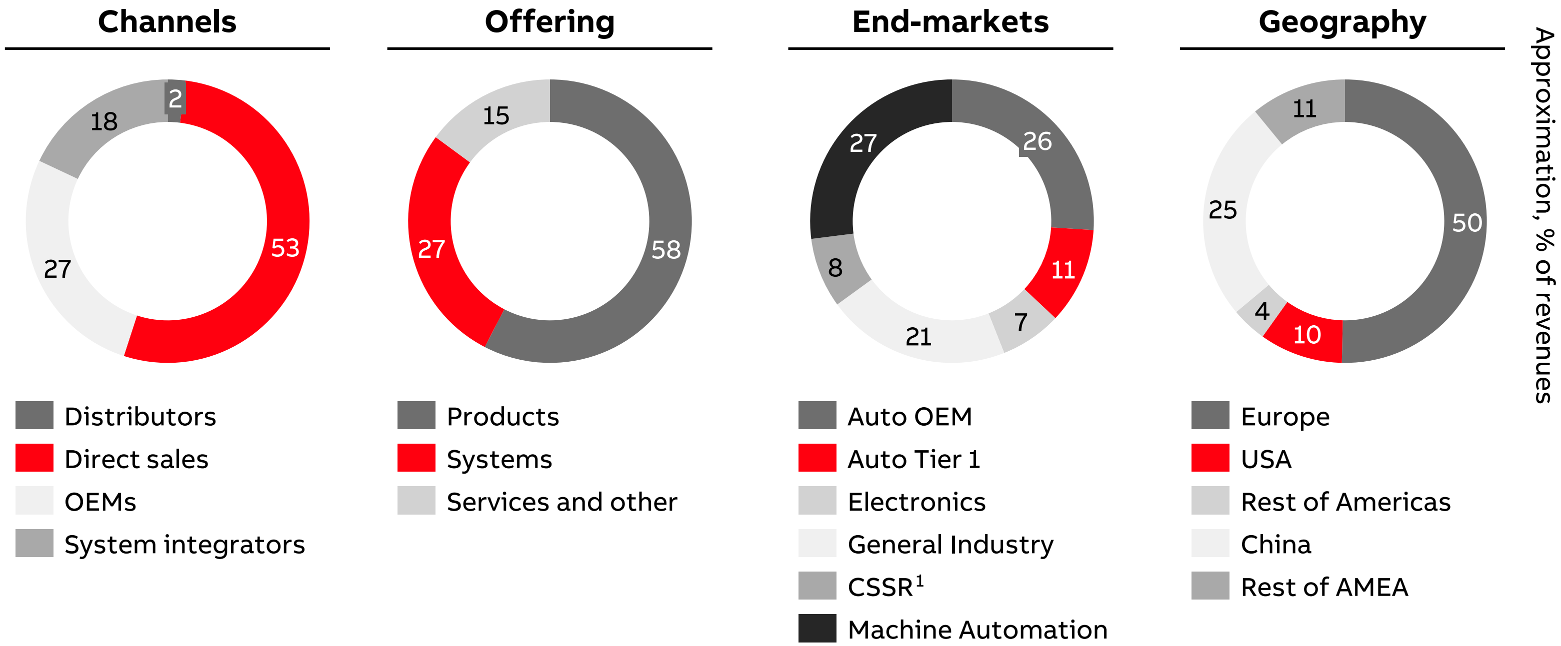
Robotics & Discrete Automation

Broadest portfolio of robotics and discrete automation, providing flexible automation solutions from individual machines to whole plants

Market growth driven by mega-trends of individualized consumers, labor shortage, digitalization and uncertainty

Resulting in need for automation solutions for increased productivity, highest flexibility, improved quality and maximum simplicity

Revenues: $2.9 bn
Employees: ~10k



1. Consumer Segments and Service Robotics

Robotics & Discrete Automation

Divisions

Robotics

Revenues: $1,750–2,250 mn

Market: ~$45 bn
Global #2

Robots, robotics application cells and smart systems, field services, spare parts, digital services and software

~75% direct sales; ~65 % non-auto OEM, early entry into logistics, healthcare; majority in Europe and AMEA

Machine Automation

Revenues: $750–1,250 mn

Market: ~$15 bn
Global #5
#2 in high-end segment

Solutions based on PLCs[1], IPCs[2], servo motion, industrial transport systems and vision, software

Mainly sales to machinery OEMs; end-markets e.g., packaging, metals, plastics and printing; ~70% in Europe

Key competitors

FANUC KUKA YASKAWA TERADYNE

SIEMENS Rockwell Automation MITSUBISHI ELECTRIC BECKHOFF

1. Programmable Logic Controllers
2. Industrial PCs

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