ZURICH, APRIL 27, 2021 | INVESTOR RELATIONS

ABB factsheet
ABB Group

**Channels**
- Distributors: 33%
- Direct sales: 18%
- EPCs: 7%
- OEMs: 4%
- System integrators: 3%
- Panel builders: 12%

**Offering**
- Products: 69%
- Systems: 19%
- Services and other: 12%

**End-markets**
- Renewables: 20%
- Conv. Generation: 17%
- Distribution: 16%
- O&G, Chemicals: 5%
- Mining & Metals: 6%
- Automotive: 18%
- F&B: 6%
- Other Industry: 5%
- Buildings: 8%
- Other T&I: 3%

**Geography**
- Europe: 37%
- USA: 16%
- Rest of Americas: 12%
- China: 7%
- Rest of AMEA: 23%

**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

<table>
<thead>
<tr>
<th>Revenues¹</th>
<th>Operational EBITA²</th>
<th>Employees³</th>
</tr>
</thead>
</table>

- Electrification
- Motion
- Process Automation
- Robotics & Discrete Automation

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
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

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: Schneider Electric, Siemens, Eaton, Legrand
Electrification
Divisions

Installation Products

Revenues: $1,250–1,750 mn

Market: ~$25 bn
Global #2
NAM1 #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

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

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.

Channels

- Distributors: 38
- Direct sales: 16
- EPCs: 3
- OEMs: 1
- System integrators: 2
- Panel builders: 1

Offering

- Products: 85
- Services and other: 15

End-markets

- Renewables: 13
- Conv. Generation: 11
- O&G, Chemicals: 14
- Mining, Metals: 27
- F&B, Pharma: 5
- Other Industry: 5
- Buildings: 9
- Rail: 13
- Others: 39

Geography

- Europe: 15
- USA: 33
- Rest of Americas: 16
- Rest of AMEA: 6
- China: 31

Revenues: $6.4 bn
Employees: ~21k

Approximation, % of revenues

- Buildings: 3
- Rail: 11
- Other Industry: 9
- Renewables: 5
- Conv. Generation: 5
- O&G, Chemicals: 3
- Mining, Metals: 1
- F&B, Pharma: 1
- Other Industry: 1
- Buildings: 1
- Rail: 1
- Others: 1
- Europe: 5
- USA: 1
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

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

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

Local service providers
Motion OEMs
New entrants for smart solutions

1. High power drives

Key competitors

- SIEMENS
- Danfoss
- Schneider Electric
- Rockwell Automation
- Local service providers
- Motion OEMs
- New entrants for smart solutions
**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

**IEC LV Motors**
- 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

**Large Motors and Generators**
- 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

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1. New divisional structure effective January 1, 2021

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Key competitors:

- Ingeteam
- MEDCOM
- Mitsubishi Electric
- Siemens
- Wolong
- Nidec
Motion Divisions

NEMA Motors

- 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 NAM²

Mechanical Power Transmission

- Revenues: $250–750 mn
- Market: ~$15 bn
- Global #5
- NAM² #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

Key competitors

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

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

Channels

- Distributors: 9
- Direct sales: 3
- EPCs: 10
- OEMs: 2
- System integrators: 69

Offering

- Products: 48
- Systems: 22
- Services and other: 29

End-markets

- Conv. Generation: 22
- O&G: 22
- Chemicals & refinery: 13
- Mining, Metals, Pulp & Paper: 14
- Other Industry: 14
- Marine & Ports: 11
- Other: 11

Geography

- Europe: 9
- USA: 14
- Rest of America: 41
- Rest of AMEA: 25

Revenues: $5.8 bn
Employees: ~22k

Approximation, % of revenues

1. New divisional name effective January 1, 2021
# Process Automation Divisions

<table>
<thead>
<tr>
<th>Division</th>
<th>Revenues: $1,750–2,250 mn</th>
<th>Market: ~$25 bn</th>
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<tbody>
<tr>
<td>Energy Industries</td>
<td></td>
<td>#1 Conv. Power</td>
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<tr>
<td></td>
<td></td>
<td>#3-5 in O&amp;G¹</td>
</tr>
<tr>
<td></td>
<td>Integrated solutions, control platforms, safety, service &amp; digital solutions</td>
<td>~50% service; end-markets O&amp;G, chemicals &amp; refinery, conv. generation &amp; water</td>
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<td>Process Industries</td>
<td></td>
<td>#1-2 Mining</td>
</tr>
<tr>
<td></td>
<td></td>
<td>#1 Pulp &amp; Paper</td>
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<tr>
<td></td>
<td>Control platforms, mine hoists, Gearless Mill Drives, Quality Control Systems, digital</td>
<td>~60% service; end-markets mining, metals, pulp &amp; paper, F&amp;B, data centers; ~40% in Americas</td>
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<td>Marine &amp; Ports</td>
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<td>#1 Electrical Propulsion</td>
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<td></td>
<td>#1 Terminal Automation</td>
</tr>
<tr>
<td></td>
<td>Azipod propulsion, ship and port electrification &amp; automation, digital</td>
<td>~50% marine, ~15% ports, ~35% services to ship owners and terminal operators; geographically balanced</td>
</tr>
</tbody>
</table>

¹: OGC refers to Oil, Gas, and 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

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**Key competitors**

- Garrett
- Wabtec
- Emerson
- Siemens
- Endress+Hauser
- Thermo Fisher Scientific
- Yokogawa
- Mitsubishi
- MAN
Broader 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
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

Key competitors:

1. Programmable Logic Controllers
2. Industrial PCs

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:

SIEMENS
TERADYNE
FANUC
KUKA
YASKAWA
BECKHOFF

1. Programmable Logic Controllers
2. Industrial PCs