



FEBRUARY 3, 2022

ABB factsheet

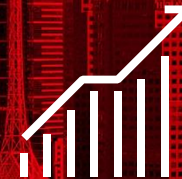


An aerial photograph of a city skyline, likely Melbourne, Australia, featuring numerous skyscrapers and a large green park area in the foreground. Two large red circular callouts are overlaid on the image. The left callout contains a white icon of a hand holding a branch and the text 'Future-proof position aligned with global megatrends'. The right callout contains a white bar chart icon with an upward arrow and the text 'Increasing growth and returns'.

Global leader in resource efficiency by excelling in electrification and automation

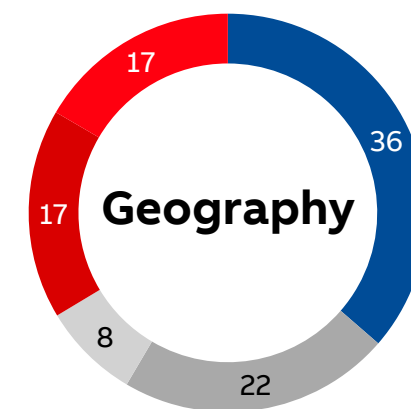
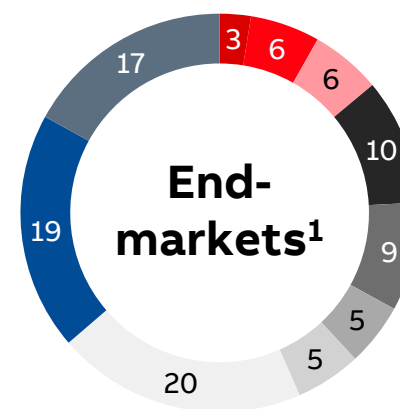
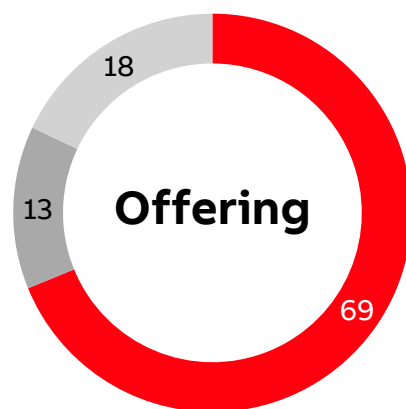
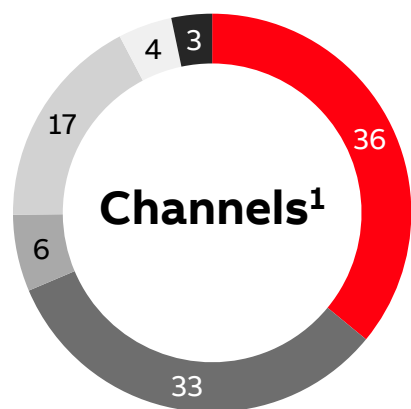


**Future-proof
position aligned
with global
megatrends**



**Increasing
growth and
returns**

ABB Group



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

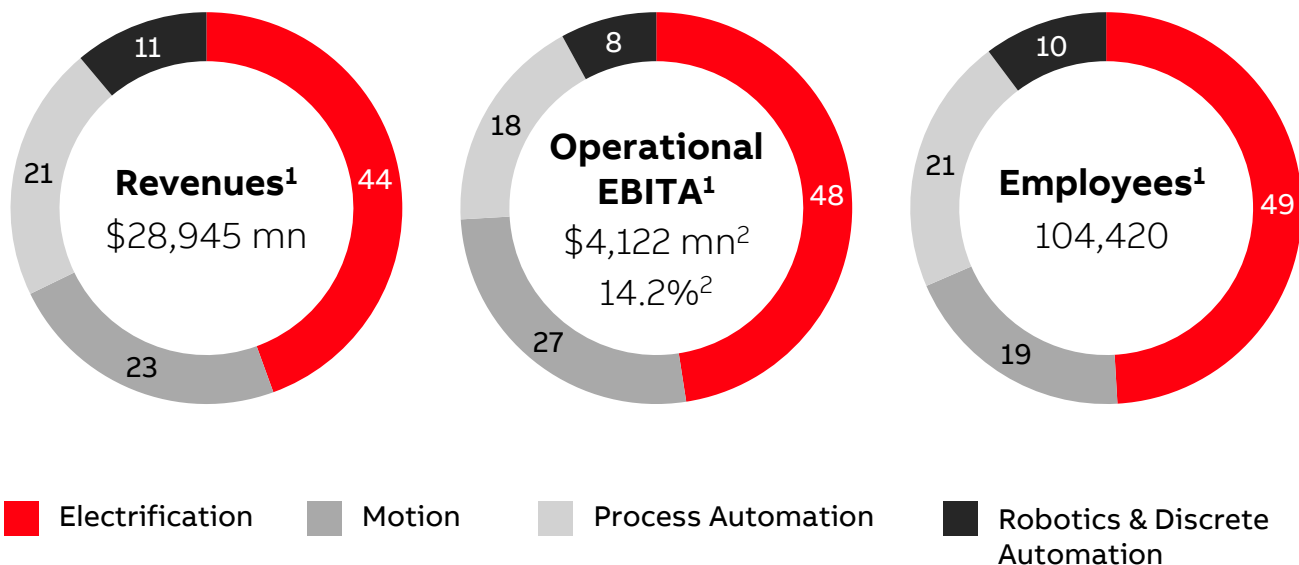
- Products
- Systems
- Services and other

- Renewables
- Conv. Generation
- Distribution
- O&G, Chemicals
- Mining & Metals
- Automotive
- F&B
- Other Industry
- Buildings
- Other T&I

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

ABB Group

Business areas



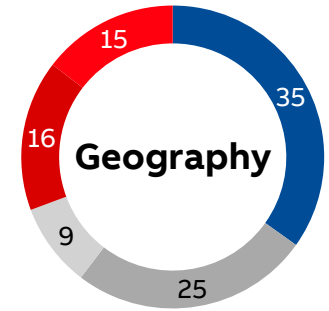
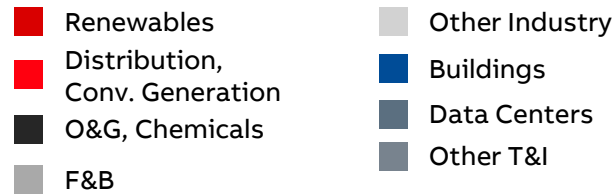
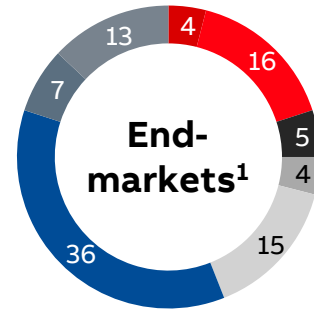
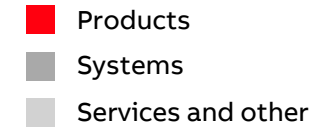
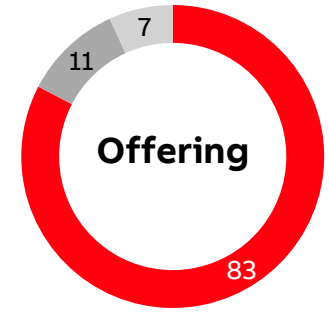
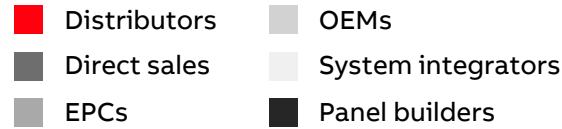
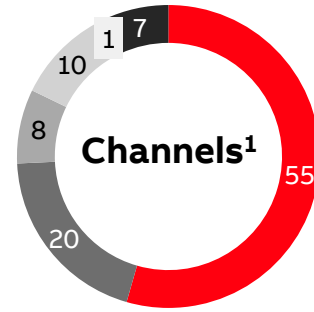
1. Business area split excl. Corporate and Other
2. A definition of this measure and a reconciliation between this measure and its US GAAP counterpart can be found in the "Supplemental Reconciliations and Definitions" section of the "Financial Information" booklet found under "Q4 2021" on our website at <https://global.abb/group/en/investors/results-and-reports/2021>



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



\$13.2 bn
Revenues

16.1%
Op. EBITA Margin

51 k
Employees



Distribution Solutions

\$4,250 – 4,750 mn

Revenues

Global #1 in Medium Voltage

Medium voltage electrical components and digital devices, medium and low voltage switchgear, energy systems and digital systems, service

~20% through distributors; ~50% engineered-to-order products; majority of utility exposure in EL business area

Smart Power

\$3,250 – 3,750 mn

Revenues

Global #3
#2 in Low Voltage

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

~60% through distributors; ~75% manufactured-to-order products; ~75% buildings, industry and data centers

Smart Buildings

\$2,750 – 3,250 mn

Revenues

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



Installation Products

\$1,750 – 2,250 mn

Revenues

Global #1

#1 in North America

Wire & cable management, termination, fittings and other accessories

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



Power Conversion

\$250 – 750 mn

Revenues

#4 in 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

\$250 – 750 mn

Revenues

Global #1 in EV Charging

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

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

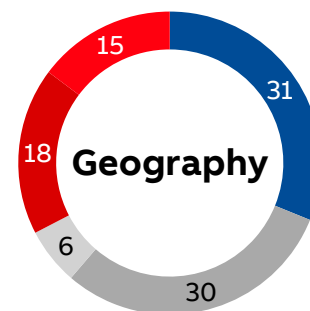
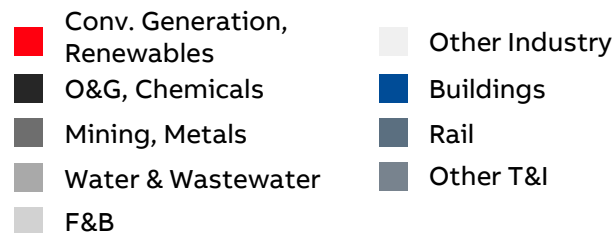
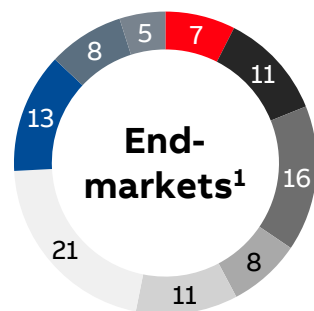
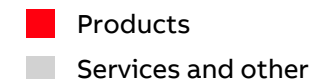
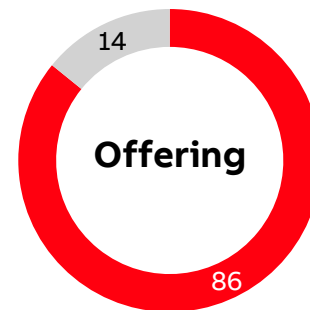
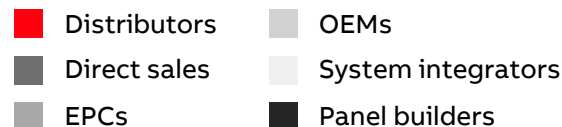
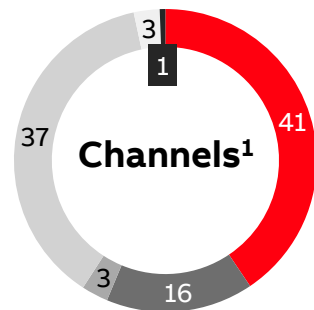
Key Peers



Motion

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

- Market growth is driven by mega-trends such as growing population, urbanization, decarbonization and digitalization
- This requires further automation of industrial processes, energy efficiency and electric mobility



\$6.9 bn
Revenues

17.1%
Op. EBITA Margin

20 k
Employees



Drive Products

\$1,250 – 1,750 mn

Revenues

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

\$750 – 1,250 mn

Revenues

Global #1

Low and medium voltage AC drives and modules, wind converters

HPD¹ and powertrain packages for process industry and high-power infrastructure applications, power conversion technology to renewable energy equipment OEMs

1. High power drives

Service

\$750 – 1,250 mn

Revenues

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





Traction

<\$1,000 mn

Revenues

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

Ingeteam

MEDCOM

MEDHA

MITSUBISHI ELECTRIC



IEC LV Motors

\$750 – 1,250 mn

Revenues

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

\$250 – 750 mn

Revenues

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



NEMA Motors

\$750 – 1,250 mn

Revenues

Global #1

Comprehensive product portfolio of low voltage electric motors

Majority direct to OEMs; all major industries and applications served; ~ 90% in NAM¹

1. North America



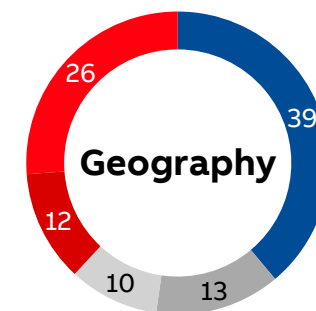
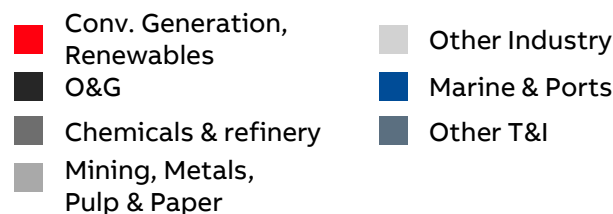
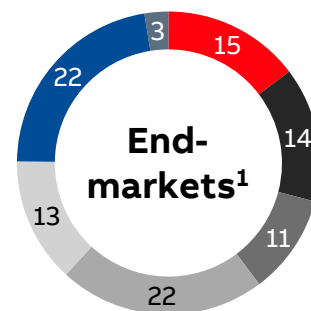
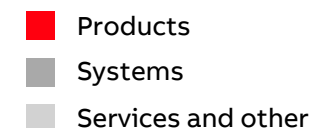
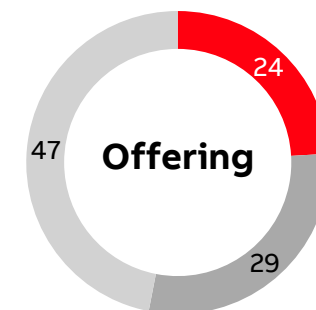
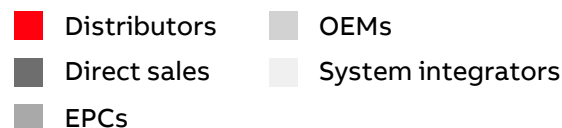
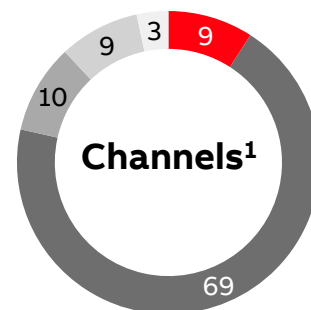
Key Peers



Process Automation

Leading supplier of integrated automation, electrical and digital solutions for process and hybrid industries

- Market growth is driven by need for productivity and reliability as well as improved resource efficiency
- Increasing demand for decarbonized operations and safer workplaces



\$6.3 bn
Revenues

12.8%

Op. EBITA Margin

22 k

Employees



Energy Industries

\$1,750 – 2,250 mn

Revenues

#1-2 in Distributed Control Systems

#1 in Power Generation

#3-5 in Oil, Gas, Chemicals

Integrated automation & electrical systems, safety, service and digital solutions

~55% service; key end-markets oil and gas, refining, chemicals, power generation & water



Process Industries

\$1,250 – 1,750 mn

Revenues

#1 in Distributed Control Systems

#1-2 in Mining, Pulp & Paper

Automation, electrical & motion systems; quality control, mine hoists, gearless mill drives, high power rectifiers, electromagnetic stirrers

~50% service; key end-markets mining, metals, pulp & paper, battery manufacturing



Marine & Ports

\$750 – 1,250 mn

Revenues

Global #1

Azipod propulsion, ship and port electrification and automation, digital

~40% services to ship owners and terminal operators





Measurement & Analytics

\$750 – 1,250 mn

Revenues

#1-2 in Analytics, Force Measurement

#2-5 in Instrumentation

Gas and liquid analyzers, field instrumentation, force measurement, digital, service

~30% service, mostly products to diverse process industry customer base



Turbocharging

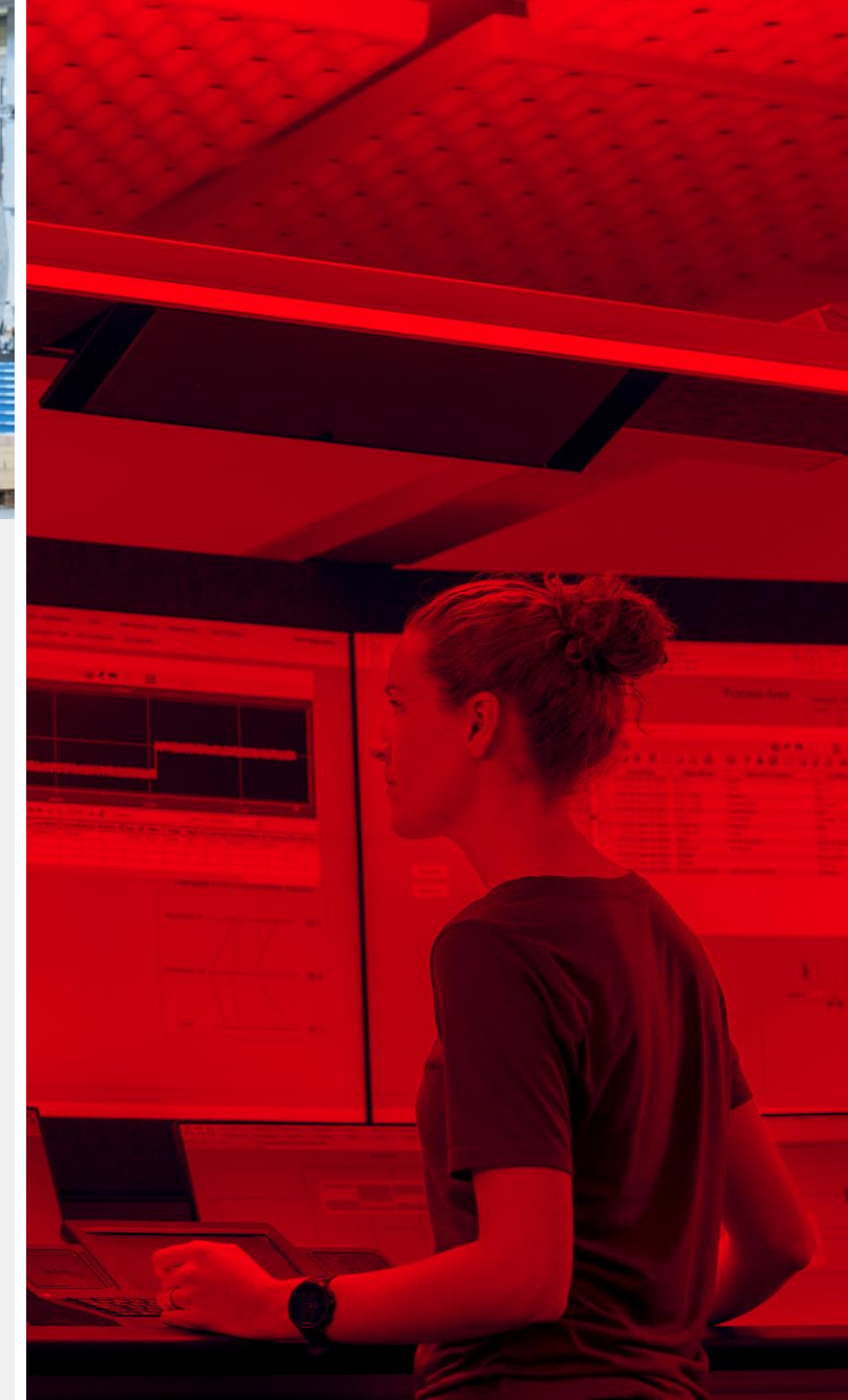
\$750 – 1,250 mn

Revenues

#1 in Low and Medium Speed

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

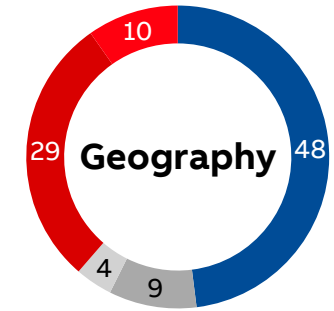
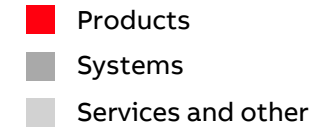
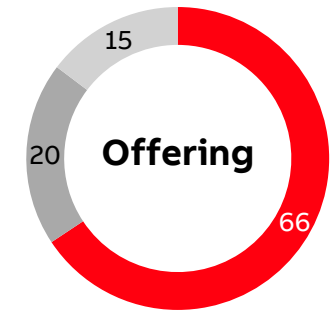
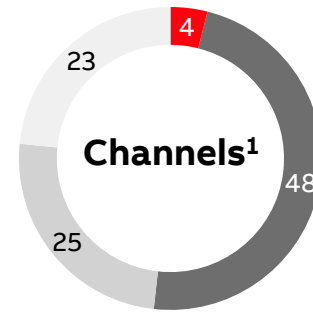
~75% service; ~50% marine, remainder in O&G, conv. generation, traction



Robotics & Discrete Automation

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

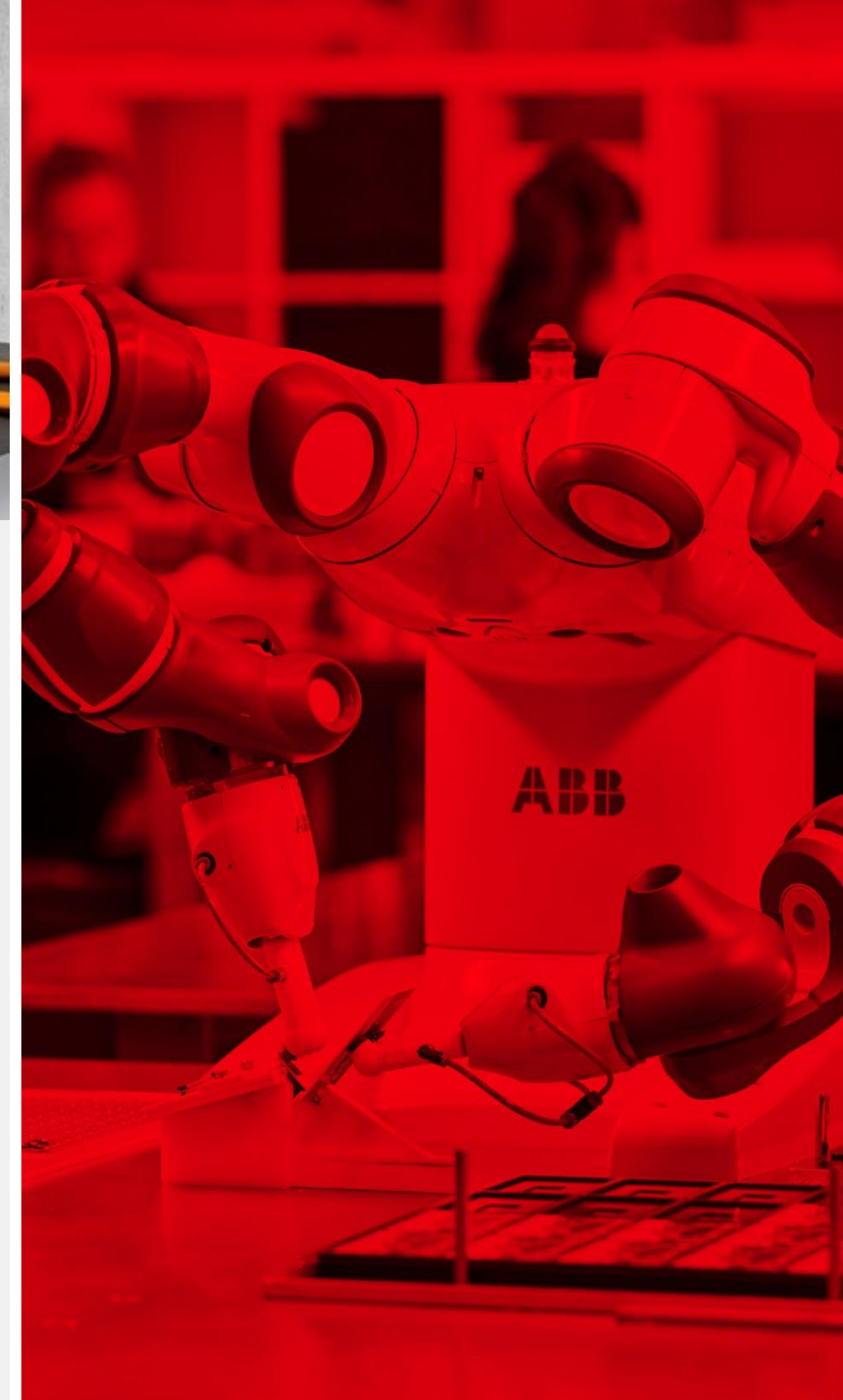
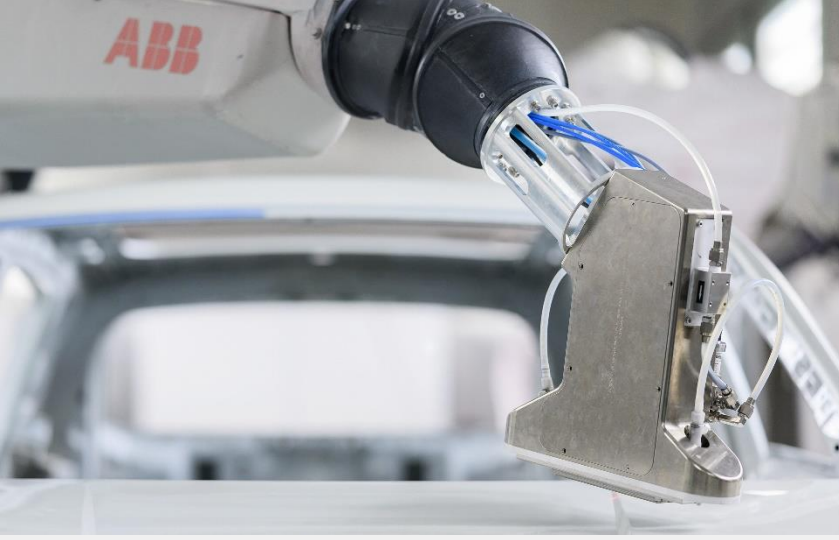
- Market growth driven by mega-trends of individualized consumers, labor shortage, digitalization and uncertainty
- Resulting in need for automation solutions for increased productivity, highest flexibility, improved quality and maximum simplicity



\$3.3 bn
Revenues

10.8%
Op. EBITA Margin

11 k
Employees



Robotics

\$2,250 – 2,750 mn

Revenues

Global #2

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

~65% direct sales; ~70% non-auto OEM, early entry into logistics, healthcare; majority in Europe and AMEA

FANUC

KUKA

TERADYNE

YASKAWA

Machine Automation

\$750 – 1,250 mn

Revenues

Global #5

#2 in high-end segment

Solutions based on PLCs¹, IPCs², 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

1. Programmable Logic Controllers. 2. Industrial PCs.

SIEMENS

RA Rockwell Automation

BECKHOFF

MITSUBISHI ELECTRIC

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