

# ABB AT A GLANCE

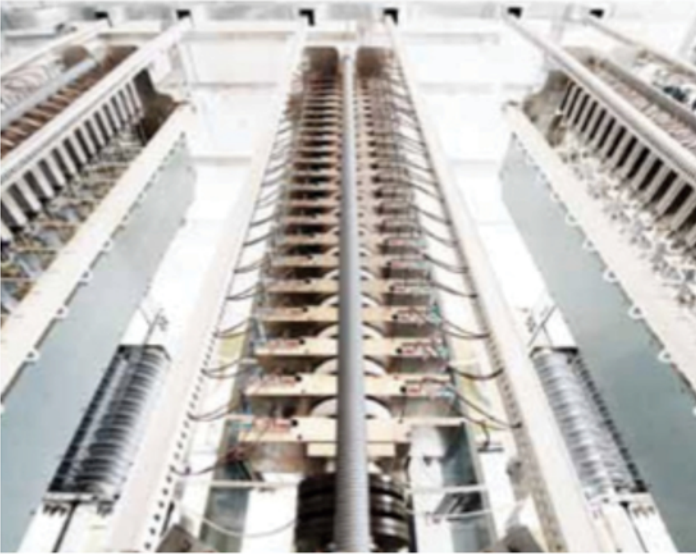


ABB is one of the world's largest power and automation technology companies with 130,000 employees and operations in around 100 countries. Global headquarters are located in Zurich, Switzerland. The company was formed in 1988 through the merger of ASEA (Sweden) and Brown Boveri (Switzerland) and has a history of innovation dating back to the 19th century.

ABB is also very much focused on sustainability. Most of what we do can be connected directly or indirectly to helping our customers increase efficiency and productivity while reducing their environmental impact. We also strive to improve the sustainability of our own operations, for example, by reducing our energy usage per employee by 2.5% every year.

## Organizational Structure

ABB is comprised of five divisions that serve our core markets of power and automation. In addition to the representative products and systems listed below, each division offers a variety of services.

### Power Products

- 34,500 employees
- \$10 billion in revenue
- Supplied two-thirds of the high-voltage equipment on the North American transmission grid

### Power Systems

- 19,100 employees
- \$6.8 billion in revenue
- Installed the world's most powerful transmission line, longest undersea line and longest underground line

### Discrete Automation and Motion

- 27,200 employees
- \$5.6 billion in revenue
- World's largest supplier of industrial motors and drives

### Low Voltage Products

- 21,300 employees
- \$4.5 billion in revenue
- Produces 150,000 individual products and delivers more than one million every day

### Process Automation

- 28,400 employees
- \$7.4 billion in revenue
- Delivered world's first power-from-shore system for an offshore oil and gas platform

For more information: visit [www.abb.com](http://www.abb.com).

# T&B AT A GLANCE



Thomas & Betts is a global leader in the design, manufacture and marketing of essential components used to manage the connection, distribution, transmission and reliability of electrical power in industrial, construction and utility applications. In addition, Thomas & Betts provides a leading logistics model for its distributors that allows simple, single invoicing and fast delivery of its full product scope. With a portfolio of more than 200,000 products marketed under more than 45 premium brand names, Thomas & Betts products are found wherever electricity is used.

Thomas & Betts roots date back to 1898 and boasts leading brands in every business. The Company's focus on being both the Brand of Choice and the Supplier of Choice is the driver behind our high-quality, innovative products and the strong relationships that have been developed with our multiple channel partners.

With headquarters in Memphis, Tennessee, Thomas & Betts reported revenues of \$2.3 billion in 2011 and has over 9,500 employees.

## Organizational Structure

Thomas & Betts' organizational structure allows us to serve three distinct market segments – electrical components, power utility transmission interests, and a niche segment of the HVAC market.

## Electrical Segment Overview

- Strong presence in three distinct regions – US/Latin America, Canada and Europe/Middle East
- Essential, non-discretionary products
- Diversified vertical markets
- Direct sales organization
- Strong end user and distributor relationships
- Best-in-class e-commerce
- Unique, 'fast-cycle' logistics model

## Steel Structures Overview

- Leading supplier of highly engineered steel structures for power transmission
- Premium brand: Meyer
- North American presence
- Excellent project management
- Alliances with leading utilities, key suppliers and ECMs

## HVAC Overview

- Well-positioned, niche supplier of heating, cooling and ventilation products with broad, modular-based product line plus custom-engineered solutions
- Premium, global brand: Reznor®
- Strong engineering reputation known for technological superiority
- Global manufacturing & distribution base

For more information: visit [www.tnb.com](http://www.tnb.com).

**Thomas & Betts**

Power and productivity  
for a better world™

**ABB**