



OCTOBER 2025

ABB SIGNATURE PARTNER™

Dedicated partnership. Distinctive benefits.

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ENGINEERED
TO OUTFIT

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1. internal ABB use only



The world needs electrification solutions more than ever

1

Demand for electricity

- >50% of decarbonization driven by electrification
- Electricity growing >10x faster

2

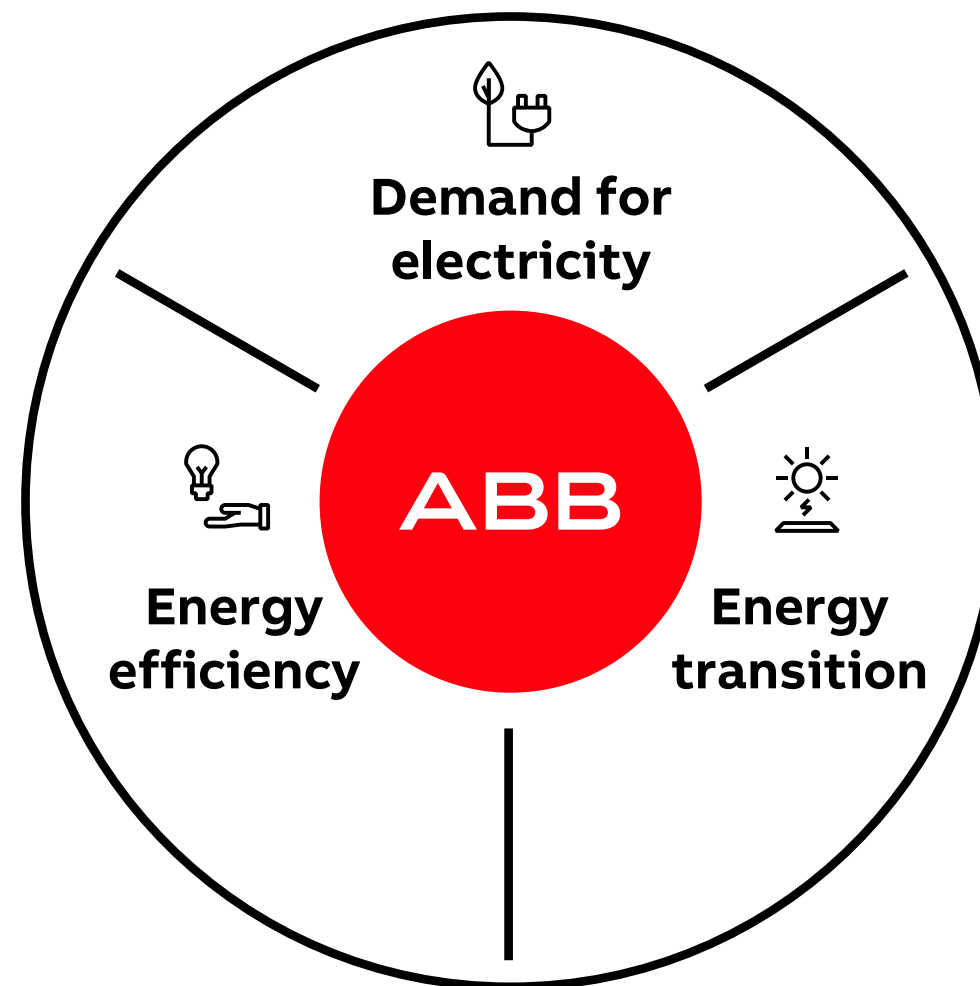
Energy transition

- 3X more renewable integration needed by 2030
- ~50% more investment in electricity grids by 2030

3

Energy efficiency

- 2x more energy efficiency improvements needed by 2030 to reach net-zero by 2050



Source: IEA 2023 report, McKinsey; 1. than other energy sources in 2022–30 and vs. 2016 – 2022. Improvements needed by 2030 in order to reach net-zero targets by 2050

Next level of partnership

We know our success is connected to your success. That's why strategically aligning with distribution partners who are ready to forge deeper connections is imperative to our business and leading the energy transition.

Let's raise the standard of partnership. Together.



Signature Partner™

A distinctive partnership
with distinctive benefits

ABB Signature Partner™ is designed for eligible distribution channel partners ready to elevate their ABB Electrification partnership to the next level.

Signature Partners™ receive:

- The highest level of benefits
- Priority service
- Recognition commensurate with such a commitment

The Signature Partner™ program includes select ABB Electrification Distribution Solutions, Smart Buildings and Smart Power division product offerings.

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Slide 5



PRINCIPLES



Value-added
benefits



Shared
accountability



Continuous
innovation



Mutual
respect



Assured
reliability



Proactive
transparency

Signature Partner™ advantages



Experience signature privileges

- Program recognition
- Rebate incentives
- Priority order processing
- Enhanced return privileges
- Incremental marketing funds



Enhance your efficiency

- Upfront inventory carrying cost reduction
- Enhanced training and application engineering

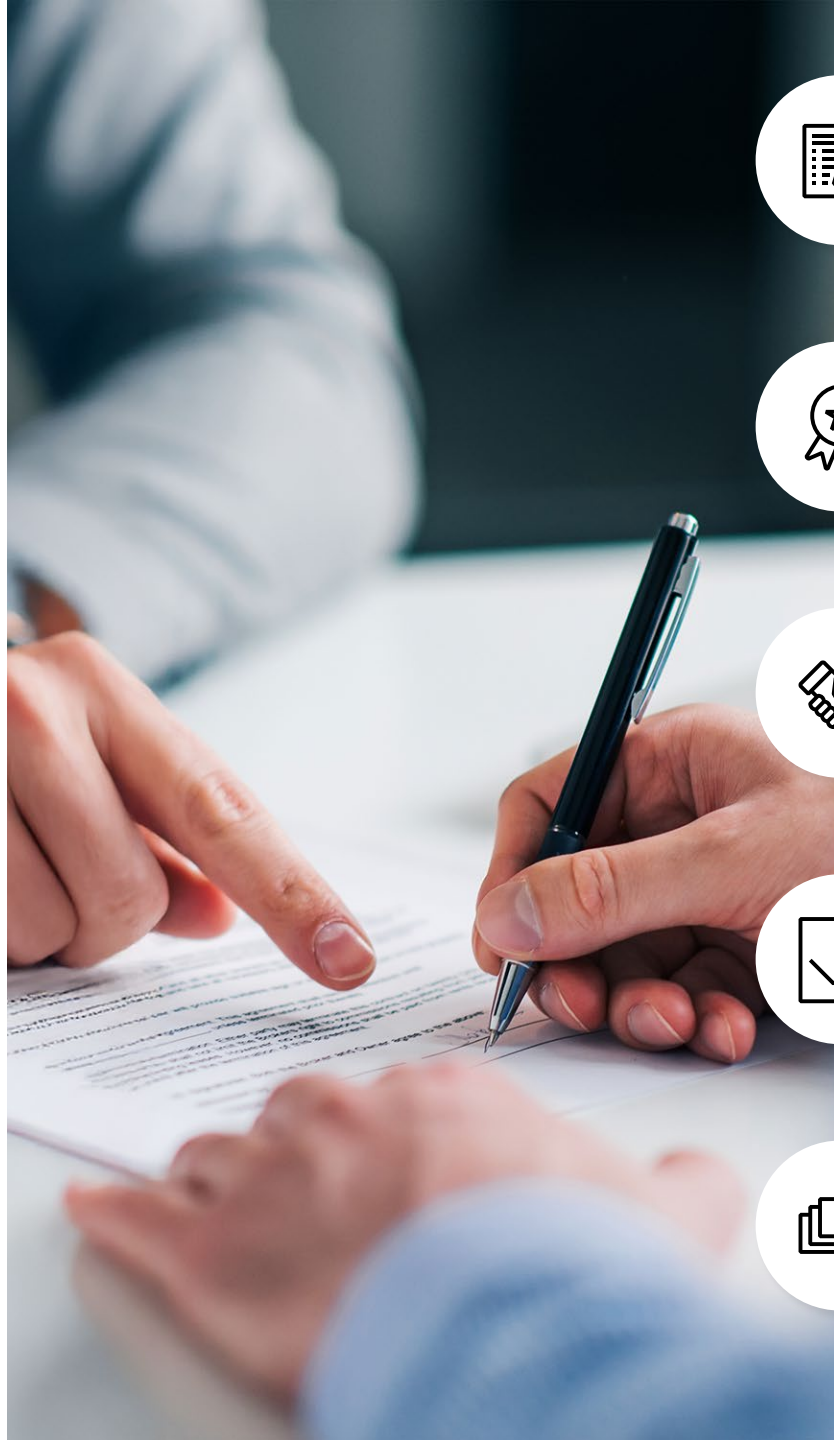


Elevate our partnership

- A dedicated customer service and technical support team assigned to you
- Annual strategic growth planning with senior ABB leadership guidance
- First-offered participation in pilot programs, voice of customer and strategic initiatives



Eligibility requirements



Signed Master Supply Agreement (MSA)



Adherence to ABB's code of conduct



In good standing with ABB



Annual program enrollment completion



Annual net sales billed must meet or exceed **\$500,000 USD**

Program product commitment

Protection, Distribution and Control

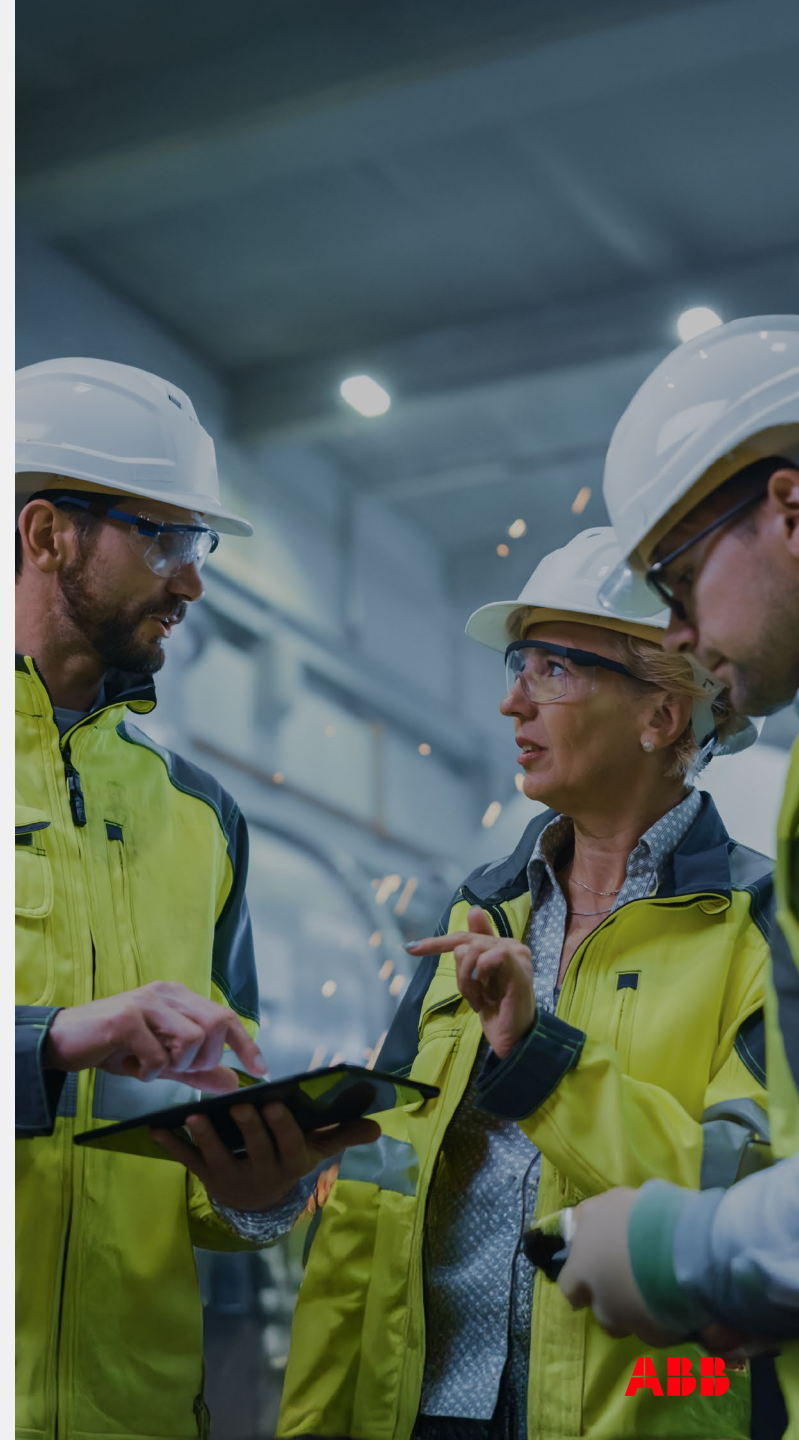
- Busway
- Circuit breakers
- Contactors and starters
- Load centers and accessories
- Load interrupter switches
- Modular metering
- Motor control centers (MCCs)
- Panelboards (lighting and power)
- Softstarters
- Switchboards
- Switches and disconnects
- Switchgear (low and medium voltage)
- Transformers (dry type, control and machine tool)

Critical Power

- Automatic transfer switches (open)

Machine and Motor Control

- Controls and protective relays
- Pilot and signaling devices
- Power supplies and protective devices
- Safety relays



Program incentives

	Authorized Partner	Signature Partner™
Financial incentives		
Minimum order value	 	
Stock balance returns		 
		 
Stock balance returns	 	
Incremental rebates	–	 
Incremental marketing funds	–	 
Capital Cost Management Program (CCMP)	–	

	Authorized Partner	Signature Partner™
Commercial incentives		
Training		
Dedicated support	–	
Strategic relationship	–	
Operational incentives		
Price increase notice		 
Return validity		 
Priority order processing	–	
First access to ABB experts	–	
Where to buy Signature Partner™ recognition	–	

Capital Cost Management Program (CCMP)

CCMP is available to offset inventory carrying costs for **Signature Partners™** who choose to enroll and meet additional requirements, including:

- Qualified and enrolled with good standing as an ABB Signature Partner™
- Annual CCMP enrollment completion
- All disputes must be less than six (6) months aged, and not exceeding a total outstanding amount of \$10,000 USD
- Debit must be repaid by participant prior to last day of quarter in order to receive credit for subsequent quarters
- Annual stock to drop sales ratio must exceed 25%



Capital Cost Management Program (CCMP)

Example timeline: Q1



January 10

Credit issued to distributor based on rolling 12-month quarterly SPA rebate average



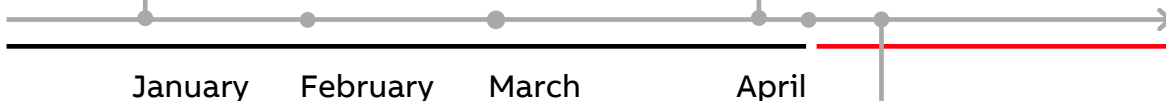
January 10

Corresponding debit issued to distributor with due date of March 31



March 31

Debit paid by distributor



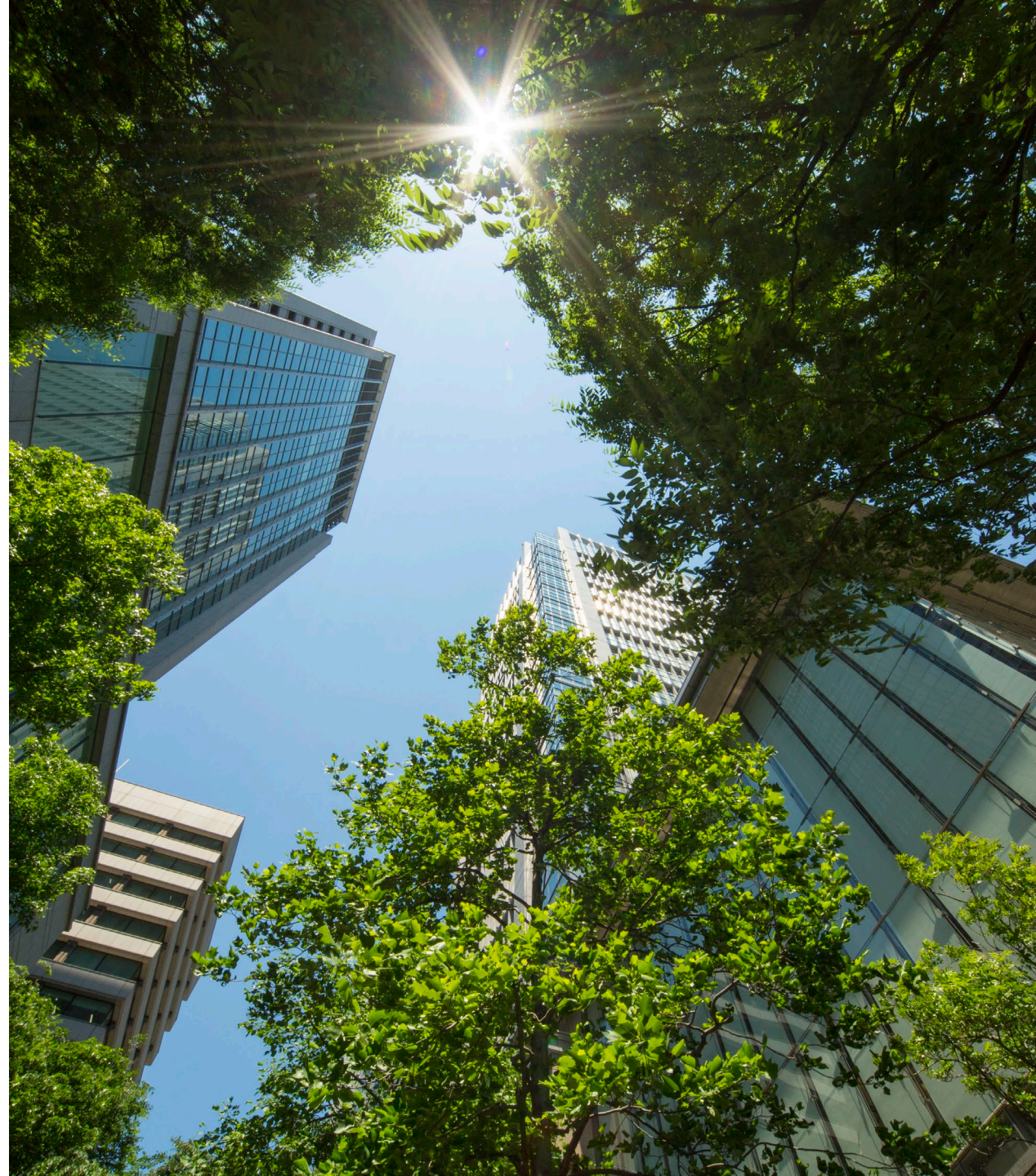
April 10

Credit issued to distributor based on rolling 12-month quarterly SPA rebate average



April 10

Corresponding debit issued to distributor



Joining the program

Your path to signature level partnership



The path to becoming a **Signature Partner™** is as distinctive as the program's benefits. ABB will extend an invitation to enroll with eligibility requirements annually. Following the successful completion of the enrollment process, program benefits will go into effect the following calendar year.



Step 1

Sign up to become a Signature Partner™



Step 2

Maintain your commitment through the fiscal year – January 1 to December 31



Step 3

Reap the benefits of being a Signature Partner™

Make ABB your partner of choice for electrification solutions

Becoming an ABB Signature Partner™ has its advantages.

Experience signature privileges, enhance your efficiency and elevate your partnership with an industry leader committed to writing the future of safe, smart and sustainable electrification.



ABB