



ABB in Switzerland in brief

Our clients in focus

Power and productivity
for a better world™





Committed to our customers For a sustainable future

The world's growing population is striving for prosperity and a better life. To accomplish this they need more energy, which means more CO₂ emissions. One of mankind's greatest challenges is to reduce the interconnection between growth, energy consumption and greenhouse gas emissions. Using energy more efficiently and harnessing large-scale renewable energy sources are some of the most promising ways to achieve this.

At ABB our core business is to improve energy efficiency along the entire energy value chain: from the harvesting and delivery of primary energy sources, to the transmission and distribution of electricity through high-capacity, minimal-loss power networks, to the efficient use of energy in industrial processes and buildings of all types. ABB supplies vital components and systems that make conventional power generation plants more efficient and reduce emissions. ABB products and systems are also helping to develop sources of renewable energy generation like wind and solar power, while ABB network expertise is safely and efficiently connecting this power to our grids.

By developing products and systems that are energy efficient, by ensuring that our power grids are reliable and our industries are productive, ABB truly serves our customers, and delivers on our motto, "Power and productivity for a better world."

Jasmin Staiblin
President and Country Manager, ABB Switzerland

Financial year 2010

Innovation and investment

ABB is a global leader in energy and automation technology, with around 124,000 employees in over 100 countries. As part of an affiliated group, the Swiss subsidiary profits from comprehensive technological expertise, global market knowledge, and from the global network's customer relations. At the same time, ABB Switzerland carries global responsibility for numerous products and systems.

Innovative research and development

The ABB Group research center in Baden-Dättwil has around 200 employees and drives innovation at the highest level, constantly developing new and improved technologies, which are developed into products and systems. This in turn helps to ensure that new products are constantly being brought to market – because innovation is an important success factor for the company.

Position sustained

ABB Switzerland held its position for 2010 in a demanding market environment. Orders received rose 4 percent from the previous year to 3.61 billion Swiss francs (2009: 3.48 billion francs). The company generated revenue of 3.60 billion francs in 2010 and thus remained at around the level of the previous year (2009: 3.68 billion francs). The order backlog remained at the same high level. ABB Switzerland had a total of 6,137 employees as of December 31, 2010.

ABB expects continued rising demand from industry and the energy sector. For this reason, ABB has invested significantly in the expansion of the production of ABB semiconductors in Lenzburg, in new assembly halls for ABB high-voltage products in Oerlikon, as well as in resuming production of ring motors.

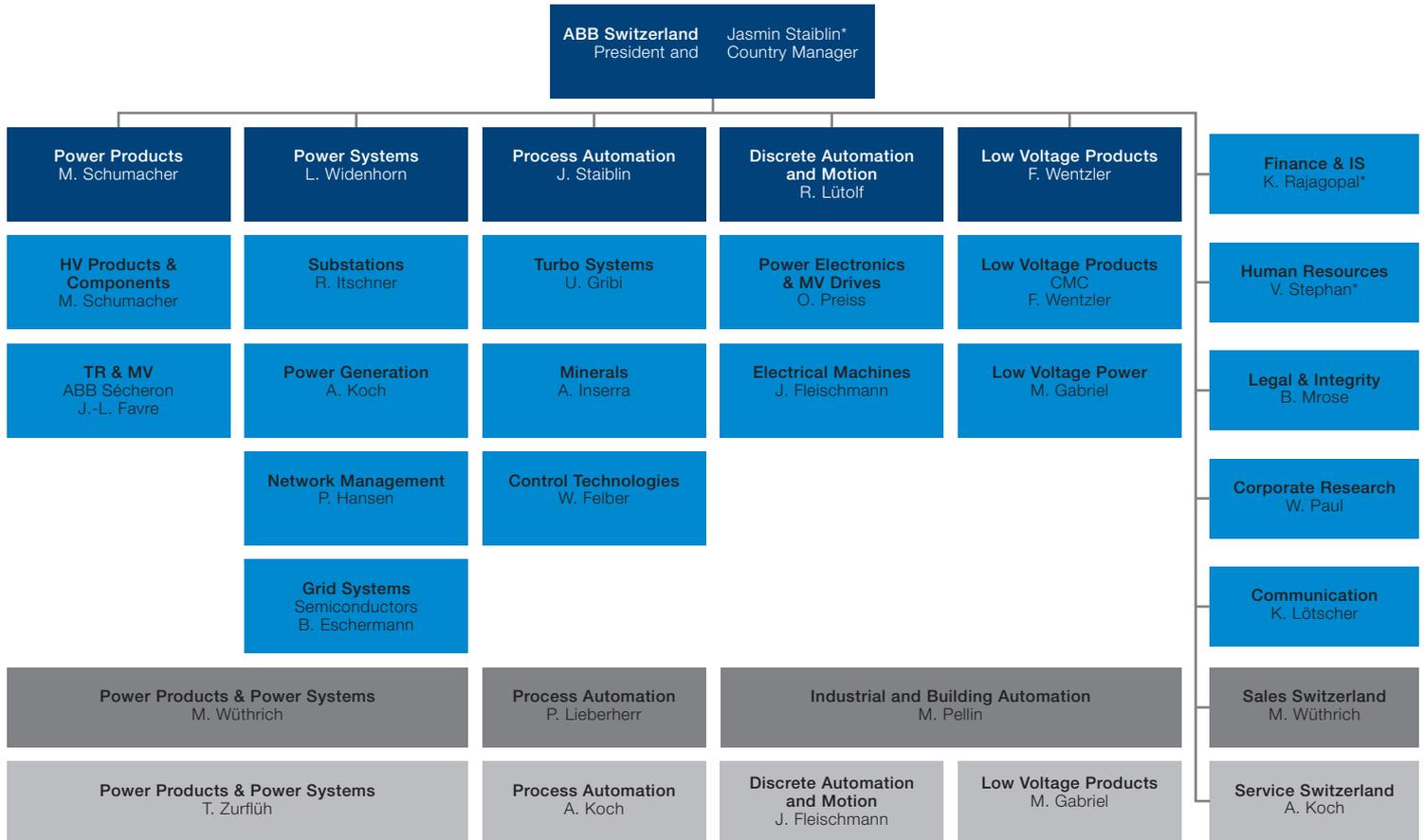
ABB Switzerland in 2010

Revenue (in millions of Swiss francs)	3,602
Orders received (in millions of Swiss francs)	3,612
Employees	6,137
Research and development (in millions of Swiss francs)	398

Orders received by ABB Switzerland in 2010 (in millions of Swiss francs)

Switzerland	661
Rest of Europe	1,226
Asia	677
Middle East and Africa	561
America	487

ABB Switzerland Organization



*Member of the Country Executive Team

■ Sales Domestic Market
■ Services Domestic Market

TR = Transformer
HV = High Voltage
MV = Medium Voltage
OCS = Open Control Systems

Committed employees

Customer-focused and open

Innovation, a wide range of products and systems of high quality, and comprehensive service are decisive factors for ABB. Likewise, committed and motivated employees also contribute to the success of the company: They use their creativity and networked thinking to search for new solutions in the research and development departments, and bring groundbreaking technologies to market. In production, project management and sales they work on domestic and overseas contracts in a responsible and solution-focused way. With their expertise and reliability, they work to satisfy client wishes, and are dedicated to increased productivity sustainability and energy efficiency.

A living talent culture

In the multicultural environment at ABB, cosmopolitanism, social competence and team spirit are in demand. Employees can look forward to interesting projects, exciting questions and demanding tasks. There is great scope for continuous training and excellent opportunities for career and personal development. ABB is known for its holistic approach when it comes to developing talent. From identification to positioning, there is a systematic way of ensuring that employees can develop their potential – as experts in a specialist field, or as managers in Switzerland or on a global level.

Attractive working conditions

Furthermore, flexible work schedules and 12 crèches help to make ABB in Switzerland an even more attractive place to work. There is a reason why engineering students and qualified engineers regularly choose ABB Switzerland as their preferred employer.





Renewable energy sources Water, wind and sun

Renewable energy sources play an increasingly important role in the fight against climate change. Switzerland relies on hydroelectric power; while the EU as a whole focuses more on photovoltaic and wind power. The plan is for wind parks to supply around 14 percent of European electricity by 2020. This in turn means new challenges when it comes to operating the networks. ABB provides important key technologies for the generation, transportation, monitoring and supply of electrical energy from renewable energy sources.

Excellence in hydroelectric power

Switzerland is the surge chamber of Europe: ABB supplies the world's largest propulsion converter with an intermediate voltage circuit for a hydropower station to supply hydroelectric energy in the Grimsel region. Thanks to this ABB technology, the Oberhasli power plants (KWO) can operate their pumped storage hydropower station more efficiently and, as such, can generate more valuable peak load energy. The Nant de Drance hydropower station in Wallis also supplies energy for peak times. ABB supplies an additional pumped storage hydropower station with four generator transformers.

HVDC for wind parks in the North Sea

ABB is the world's largest supplier for the wind industry. With high-voltage direct-current technology (HVDC), ABB connects several wind parks in the North Sea to an offshore converter substation with underwater cables. There, the high-performance modules from ABB Semiconductors in Lenzburg transform the electricity.

Photovoltaic plants with ABB remote control units

The solar industry boom continues. In photovoltaic plants, ABB remote control units for high-performance machines ensure that, in the case of a partial failure in a plant, the remaining unaffected strands continue to function as normal. The fail-safe device was awarded a prize at the solar technology exhibition Intersolar in Munich.

Reliable energy supply

Uninterrupted plants

As a technology leader in the generation, transmission and distribution of electrical energy, ABB offers its clients a comprehensive range of products, turnkey systems and services. These include power electronics and electricity network systems, as well as switchgear, automatic generator trip switches and transformers. With know-how, dedication and expert project engineering, ABB helps domestic and overseas electricity suppliers to provide consumers with a reliable, efficient and uninterrupted power supply.

New control system for the power plant

The Leibstadt nuclear power plant is modernizing its entire, non-safety-relevant control technology using the proven ABB 800xA system. This system makes it possible to monitor and manage different systems on one single platform, while simultaneously optimizing energy and cost efficiency. In order to guarantee maximum safety and reliability, the control system is designed redundantly and implemented on a step-by-step basis.

New substation in canton Neuchâtel

A new substation is being established in La Chaux-de-Fonds to secure the energy supply. ABB is supplying almost the entire product range for the “Poste de Chevrolet:” the transformer, a gas-insulated switchgear with three bays, protective devices, fuses and communication devices, as well as monitoring for the transformer.

Retrofit in Canada

ABB is also demonstrating its expertise in the modernization of existing plants: In Toronto, two 500 kV substations, which ABB installed back in 1978, are being extended with seven switch bays. Thanks to the latest technology for gas-insulated switchgear (GIS), the plant now controls short-circuit currents of 80 kiloamperes.





Improved energy efficiency Sustainable and innovative

Around 80 percent of energy is lost on its journey from primary energy generation to transportation, distribution and consumption in industry and households. Sustainability and energy efficiency are a key issue at ABB: Experts at ABB use the latest technologies to help their clients use available energy more efficiently. ABB variable speed drives reduce the consumption of motors, which account for around two-thirds of energy consumption in industry. Last year, the installed base of ABB drives reduced electricity consumption equivalent to the amount used by around 45 million households in Europe, saving about 180 million tons of CO₂ emissions.

Lower energy costs in the cement works

In the Untervaz cement plant, Holcim Switzerland is installing a newly developed ABB system for generating electricity from waste heat, which generates 10.5 GWh of electrical energy each year. Thanks to the use of waste heat, the power plant will eventually be able to reduce the energy required for production by more than 20 percent.

Fewer losses in the coal power station

Mannheim is home to one of the most efficient coal-fired power plants in Europe. As part of a modernization, two boiler feed pumps with highly efficient medium-voltage drives from ABB were fitted. They have enabled energy savings of 25 percent, and have increased the efficiency of the plant.

More efficiency in the waste incineration plant

The canton of Bern is setting up forward-looking refuse recycling. A combination and wood-fired power station have been integrated into the new waste incineration plant in Bern Forsthaus West. Together they generate 250 GWh of district heating and 338 GWh of electrical energy each year. ABB supplies the entire electronic and control technology for all three plant components, and manages the connection to the city of Bern's high-voltage network.

Optimized processes

Increased productivity

ABB supports its clients in improving the productivity of their plants. ABB automates and optimizes superior processes in production and operation; assists in using the overall operating facilities in a better and more efficient way; and helps save energy. Clients in the service sector, in the chemical and pharmaceutical industries, in the paper and printing sector, in shipbuilding and in the cement, aluminum and mining industries all profit from ultramodern solutions, tailor-made to suit their needs.

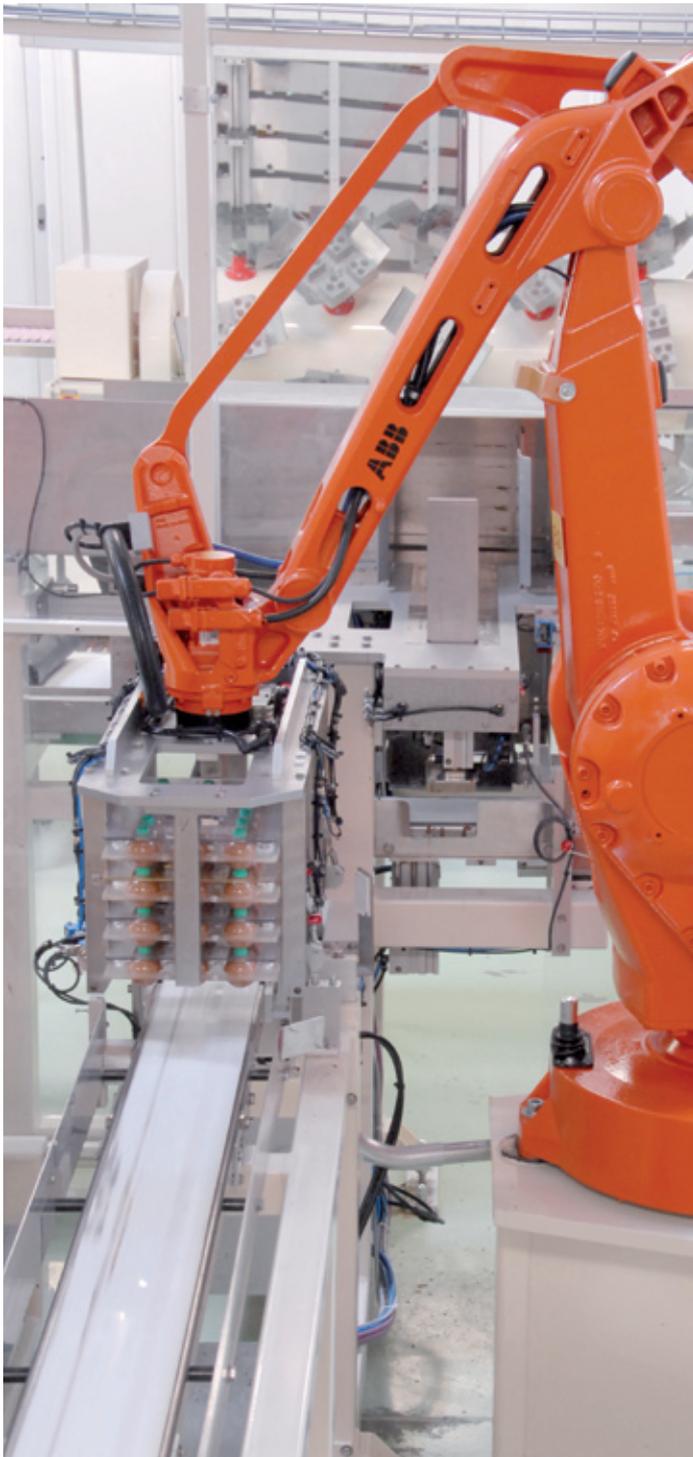
Comprehensive process controls in the steel plant

A steel plant in Brazil is home to the largest rotary hearth furnace in the world – and ABB is at the heart of it with its 800xA process control technology. This controls, for example, the two ovens in the rolling mill, and is responsible for the precise production processes. Thus the client has a modern automation system for all motors, machines and measuring devices in the production plant, so that it can produce 600,000 tons of seamless steel tubes from a million tons of iron ore.

Trouble-free control system in the data processing center

IBM customers need to be able to access the data that is stored in the new data processing center in Winterthur at all times and without limitations. This requires a fully reliable, parallel-designed electricity supply. The tailor-made control system from ABB fulfils these demanding requirements. Medium- and low-voltage systems, emergency power systems and control technology for the switchgear were all supplied.





Industrial automation

Efficiency on the factory floor

Numerous electrical installations, monitoring and protective systems, controls and instruments, motors, drives and robots from ABB are in use in industry. In both individual systems and on the entire production line, they reliably contribute to automating production and to making the processes more efficient. Tailor-made to suit the individual requirements of the client, the components, solutions and services provided by ABB help to increase the productivity of production plants both domestically and abroad.

Robots in chocolate production

Thousands of kilograms of specialty chocolates are produced all-year-round at Halba – the Coop production facility. The production process is delicate in some places, for example with the hollow-body centrifuge, where chocolate shapes are cast and shaken at low temperatures. Therefore, these difficult processes have been automated. Now two ABB robots create perfect shapes with their refined programs.

Servo drives for cheese maturation

During the several months that Emmi cheeses spend in the maturation facility, they are regularly steeped in a mixture of water and salt, and then turned. The cheeses are then picked up from the bay and transported to the lubrication plant – and the whole process is fully automated. Servo drives from ABB are integrated into these complex storage and transportation systems.



Versatile building automation

Secure supply

High energy efficiency, intelligent controls and refined functions in a stylish design – the requirements for the automation of buildings are more and more demanding. As a leader in the field of energy technology, ABB is determined to provide its clients with safety, reliability and efficiency when it comes to electricity distribution and use in low- and medium-voltage areas – be they in public buildings, in offices or at home.

Electrical energy for the office tower

ABB is responsible for the energy required in what is currently the tallest building in Switzerland: ABB transformers, main and sub-distribution boards, which are compactly located in the cellar of the 126-meter Prime Tower in Zurich, supply all 36 stories with electricity.

Intelligent building technology in the hotel

Building system technology from ABB is helping to create a relaxing atmosphere in the new spa in the Grand Hotel Kempinski in Geneva. An easy-to-use ComfortPanel promises the highest levels of comfort: it is used to control the various groups of lights in the entire spa and beauty area, either individually or centrally.

Safe, dynamic system in the hospital

Groundbreaking technology in the renovation of the Chur infirmary in the canton of Graubünden: The ABB medium-voltage switchgear with distribution, which has been installed, is one of the most modern that has been integrated in this sector to date. The dynamic system, which is up to 100 percent remote-controlled and visualized, reacts intelligently to situational changes and guarantees great security.



Reliable transportation Travelling efficiently

ABB produces reliable and energy efficient drive technologies for ships and public transport. Azipod drives and turbochargers from ABB allow for improved maneuverability in harbors as well as substantial energy savings for cruise liners and container ships. Meanwhile, ABB is developing complete drive systems and components for high energy efficiency and reliability in the rail sector. Thus, ABB is supplying propulsion converters, transformers and vehicle power supplies to both leading vehicle manufacturers and directly to railway companies for modernization projects.

New and modernized rolling stock in Europe

Deutsche Bahn is relying on ABB propulsion converters for the complex modernization of its ICE-1 high-speed trains. The French state railway company SNCF is modernizing its fleet of regional trains with new Régiolis trains from Alstom, fitted with rail transformers from ABB. The compact design and high levels of reliability guarantee maximum performance and high energy efficiency.

Regional trains and shunting engines in Switzerland

Swiss train manufacturer Stadler Rail is integrating ABB propulsion converters and rail transformers into 28 new BLS double-decker trains for the Bern region. The company is also using similar traction and train supply components for the 30 new hybrid shunting trains for SBB Cargo.

On the ocean giant at high seas

“Oasis of the Seas” is 360 meters long, has 16 decks, space for 6,300 passengers as well as 2,100 staff, and is currently the largest cruise ship in the world. ABB supplied the ocean giant with medium-voltage frequency converters for the Azipod ship drive, as well as generators and turbochargers.

A competent service

Fast and reliable

The service team at ABB in Switzerland works around the clock to ensure that clients' plants and systems provide the greatest possible performance throughout their life span. Thanks to great availability and an effective organization, the service team is always quickly by your side in emergency situations. Service begins with an in-depth consultation in the procurement phase, and incorporates installation and commissioning, operation and maintenance, replacement parts and repairs, as well as upgrades or retrofits – the aim is always to achieve an optimum rate of return and availability of the systems.

Fast repairs

ABB service technicians ensure that replacement parts for all ABB products and systems are available, and complete the required repairs in the workshop or quickly directly on location. Take the example of Samnaun where a double gondola stopped working in the middle of the ski season. A technician was able to repair the broken motor on the very same day thanks to a chartered helicopter. ABB runs a service unit that is able to repair, modify, exchange or completely rebuild every single ABB motor.

Modernization and expansion

The ABB service offers upgrades and retrofits for existing systems to increase performance and reliability, and as such to improve productivity. So, for example, ABB installed three new transformers in the Services Industriels Genève Chêne substation as part of the modernization. Two existing transformers were altered so that they could be easily integrated into the new cells.



Committed customer service

Comprehensive and competent

ABB customers in Switzerland are expertly assisted with a customer-oriented sales and service organization, by key account teams, or on location by one of the five regional offices. They provide products, systems and services from the extensive ABB range, and mediate smooth contact to all ABB's locations in Switzerland and in the global affiliated group.

Through this close network, broad industry-specific knowledge and proximity to customers, ABB sales and service specialists guarantee a professional consultation and well-founded technical and commercial support.

Further information is available from ABB Customer Contact Center; Telephone +41 (0)844 845 845 or www.abb.ch

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