We enable a more sustainable and resource-efficient future with our technology leadership in electrification and automation.
ABB well positioned in a changing world

More electricity
Electricity demand growing >2x faster than other energy sources, resulting in ~50% higher average annual investment into distribution networks over next 10 years¹

Higher energy-efficiency
~45% of the world's electricity is converted into motion by electric motors yet only ~23% of the world's electric motors are optimized through the control of drives

New energy sources
Share of low-carbon sources in global energy mix to increase +30% – points from ~20% today to ~50% in 2050¹

Shrinking labor force
Global number of working age people (25 to 64 years) per retiree (65 years or over) to fall by ~20% over next 10 years²

¹. IEA World Energy Outlook 2021, Announced Pledges Scenario
². United Nations World Population Prospects 2019

Our purpose
We enable a more sustainable and resource-efficient future with our technology leadership in electrification and automation

Our offering
supports customers to
reduce waste and increase circularity
reduce carbon intensity
increase labor productivity
increase energy efficiency
increase flexibility
reduce footprint
reduce downtime
increase safety and improve working environment
Channels

1 Distributors
2 Direct sales to end customer
3 EPCs
4 OEMs
5 System integrators
6 Panel builders

17 Products
13 Systems
7 Services and other

End-markets

1 Renewables
2 Conv. Generation
3 Distribution
4 O&G, Chemicals
5 Mining & Metals
6 Automotive
7 F&B
8 Other Industry
9 Buildings
10 Other T&I

Geography

1 Europe
2 USA
3 Rest of Americas
4 China
5 Rest of AMEA

All data throughout the factsheet is presented based on management estimates for FY 2022 revenues. Due to rounding, numbers presented may not add to 100. Renewables: renewable power sources, such as wind, solar, biomass. Conv. Generation: conventional power sources, such as fossil fuels, nuclear, hydro generation. O&G: Oil and gas. F&B: Food and beverages. T&I: Transport and infrastructure. AMEA: Asia, Middle East and Africa. 1. Management estimates.
ABB Group
Business areas

1. Business area split for third-party revenues incl. Corporate and Other (majority being the E-mobility business)
2. Business area split excl. Corporate and Other
3. 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 "Q1 2023" on our website at https://global.abb/group/en/investors/quarterly-results
Leading portfolio of electrification products, solutions and services aligned to global mega-trends:

- Electricity demand grows 2x faster than other energy sources
- Urbanization and population growth
- Digitalization accelerates demand for intelligent solutions
Distribution Solutions

$3,250 – 3,750 mn\(^1\)
Revenues

#1 in Medium Voltage

Medium voltage electrical components and digital devices, medium and low voltage switchgear, energy systems and digital systems
~20% through distributors; ~75% engineered-to-order products; majority of utility exposure in EL business area

Smart Power

$4,250 – 4,750 mn\(^1\)
Revenues

Overall #3

#2 in Low Voltage

Low voltage breakers, switches and switchgear, enclosures, motor starter application, power protection
~55% through distributors; ~75% manufactured-to-order products; ~75% buildings, industry and data centers

Smart Buildings

$2,750 – 3,250 mn
Revenues

Overall #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 Peers

1. Reflects new structure as of Q1 2023 based on management estimates for FY 2022 revenues
Installation Products

$1,750 – 2,250 mn
Revenues

Overall #1-2
#1 in North America

Broad range of components used to connect and protect in electrification, including connectors and terminals, cable management & protection, switchgear, reclosers & accessories
~80% through distributors; mainly manufactured-to-stock products; ~85% in Americas

Service

$750 – 1,250 mn
Revenues

Overall #3
#2 in Digital Services

Service of circuit breakers, protection relays and switchgear, energy systems and digital systems and advanced digital and advisory services for predictability, reliability, availability and sustainability
~50% direct end user; ~15% distributors; ~10% EPCs

Power Conversion

~$440 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

Key Peers

- Eckenbrecht
- Schneider Electric
- Siemens
- Eaton
- Legrand
- HellermannTyton
- Eaton
- Panduit
- GEW Electric
- r Kết

1. Divestment announced. Expected to be completed in H2 2023.
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

$6.7 \text{ bn}$  
Revenues

17.3%  
Op. EBITA Margin

21k  
Employees
**Drive Products**

$1,250 – 1,750 mn
Revenues

*Overall #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

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**System Drives**

$750 – 1,250 mn
Revenues

*Overall #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

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**Service**

$750 – 1,250 mn
Revenues

*Overall #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

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Key Peers

- SIEMENS
- Danfoss
- Schneider Electric

SIEMENS

1. High power drives

Local service providers
Motion OEMs
New entrants for smart solutions
NEMA Motors

$1,250 – 1,750 mn
Revenues
Overall #1

Comprehensive product portfolio of low voltage electric motors
Majority direct to OEMs; all major industries and applications served; ~90% in NAM

IEC LV Motors

$750 – 1,250 mn
Revenues
Overall #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

$250 – 750 mn
Revenues
Overall #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
Traction

 <$1,000 mn
 Revenues
 Overall #2

Traction systems incl. converters and motors, battery energy storage systems, auxiliary converters
Customers are mainly rail OEMs, also bus OEMs and rail operators

Key Peers

Ingeteam  MEDCOM
MEDHA  MITSUBISHI ELECTRIC
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

$6.0 bn
Revenues

14.0%
Op. EBITA Margin

20 k
Employees

Channels
- Distributors
- Direct sales to end customer
- OEMs
- System integrators
- EPCs

Offering
- Products
- Systems
- Services and other

End-markets
- Conv. Generation, Renewables
- O&G
- Chemicals & refinery
- Mining, Metals, Pulp & Paper
- Other Industry
- Marine & Ports
- Other T&I

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

All data on this slide include Turbocharging for 9M 2022.
1. Management estimates
### 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

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### 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

~45% service; key end-markets mining, metals, pulp & paper, battery manufacturing

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### Marine & Ports

$750 – 1,250 mn Revenues

**#1 in Electric Propulsion**

**#1 in Container Terminal Automation**

Azipod propulsion, ship and port electrification and automation, digital

~35% services to ship owners and terminal operators
Measurement & Analytics

$750 – 1,250 mn
Revenues

#1 in Analytical, Force Measurement
#2-5 in Instrumentation

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

~25% service, mostly products to diverse process industry customer base
Robotic & Discrete Automation

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

$3.2 bn
Revenues

10.7%
Op. EBITA Margin

11,000
Employees
Robotics

$2,250 – 2,750 mn
Revenues

Overall #2

Robots, AMRs, 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

Machine Automation

$750 – 1,250 mn
Revenues

Overall #5

#2 in high-end segment

Solutions based on PLCs, IPCs, servo motion, industrial transport systems and vision, software
Mainly sales to machinery OEMs; end-markets e.g., packaging, metals, plastics and printing;
~67% in Europe

Key Peers

1. Programmable Logic Controllers. 2. Industrial PCs.
Commencing in January 2023, the E-mobility division is no longer managed within the Electrification business area and has become an independent division and a separate operating segment. The division does not currently meet any of the size thresholds to be considered a reportable segment and is presented within Corporate and Other.

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**E-mobility**

$250 – 750 mn

Revenues

#1 in EV charging solutions

AC & DC charging hardware, B2C & B2B digital services, advanced energy & fleet management

~46% public, 27% destination, 27% fleet & transit
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