Global leader in resource efficiency by excelling in electrification and automation

Future-proof position aligned with global megatrends

Increasing growth and returns
ABB Group

**Channels**
- Distributors: 17%
- Direct sales: 13%
- OEMs: 4%
- EPCs: 3%
- System integrators: 6%
- Panel builders: 36%

**Offering**
- Products: 18%
- Systems: 13%
- Services and other: 33%

**End-markets**
- Renewable: 17%
- Conv. Generation: 19%
- Distribution: 6%
- O&G, Chemicals: 6%
- Mining & Metals: 10%
- Other Industry: 9%
- Automotive: 5%
- F&B: 5%
- Buildings: 20%
- Other T&I: 5%

**Geography**
- Europe: 17%
- USA: 8
- Rest of Americas: 22%
- China: 17%
- Rest of AMEA: 36%

All data throughout the factsheet is presented based on management estimates for FY 2021 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, Africa. 1. Management estimates
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
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

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**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

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**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

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**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

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**E-mobility**

$323 mn
Revenues

Global #1 in EV charging solutions

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

Orders: ~34% charge point operators, ~26% OEM, ~17% public transport, ~16% destination & home, ~8% fleet
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

Key Peers
- 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

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

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
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
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

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

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**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

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

- Market growth driven by megatrends 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

1. Management estimates
2. Consumer Segments and Service Robotics
## 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

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## Machine Automation

### $750 – 1,250 mn

Revenues

**Global #5**

#2 in high-end segment

Solutions based on PLCs\(^1\), IPCs\(^2\), 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

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1. Programmable Logic Controllers. 2. Industrial PCs.

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**Key Peers**

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**ABB**
Contact us

ABB Ltd
Investor Relations
P.O. Box 8131
CH-8050 Zürich
Phone: +41 43 317 71 11
E-mail: investor.relations@ch.abb.com

www.abb.com/investorrelations