


MARCH, 2024

# ABB factsheet



## ABB Purpose

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



Creating success



Addressing the world's energy challenges



Transforming industries



Embedding sustainability



Leading with technology

# Future proof

ABB purpose and customer offering aligned with secular trends

## More electricity

Electricity demand growing **>10x** faster than other energy sources in 2022-2030, resulting in **~50%** higher average annual investment into electricity networks in 2023 – 2030 (vs 2016 – 2022)<sup>1</sup>

## 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 **+50%** – points from ~20% today to ~70% in 2050<sup>1</sup>

## Shrinking labor force

Global number of working age people (15 to 64 years) per retiree (65 years or over) to fall by **~20%** over next 10 years<sup>2</sup>

1. IEA World Energy Outlook 2023, Announced Pledges Scenario  
2. United Nations World Population Prospects 2022

ABB  
Our purpose

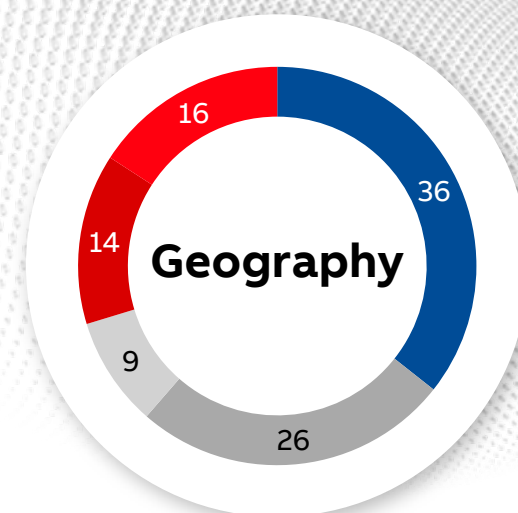
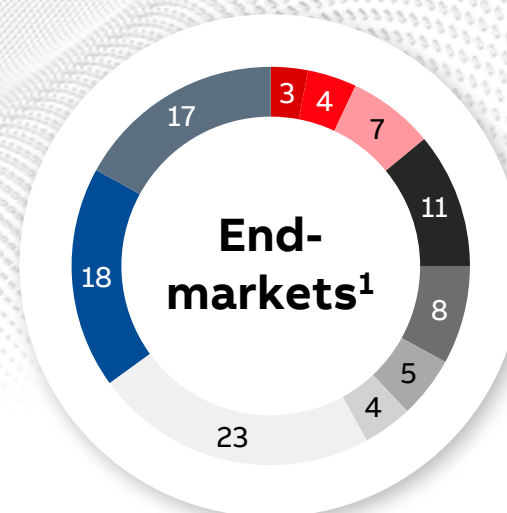
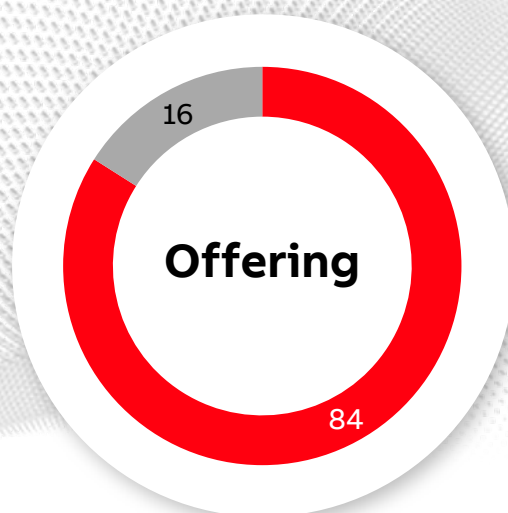
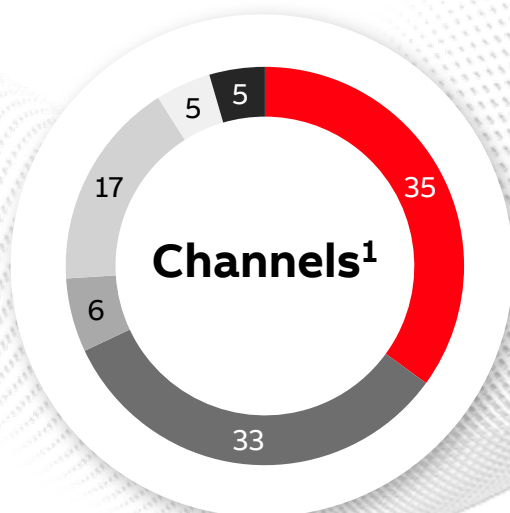
We enable a more sustainable and resource-efficient future with our technology leadership in electrification and automation

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



# ABB Group



- Distributors
- Direct sales to end customer
- EPCs
- OEMs
- System integrators
- Panel builders

- Products & Systems
- Services and other

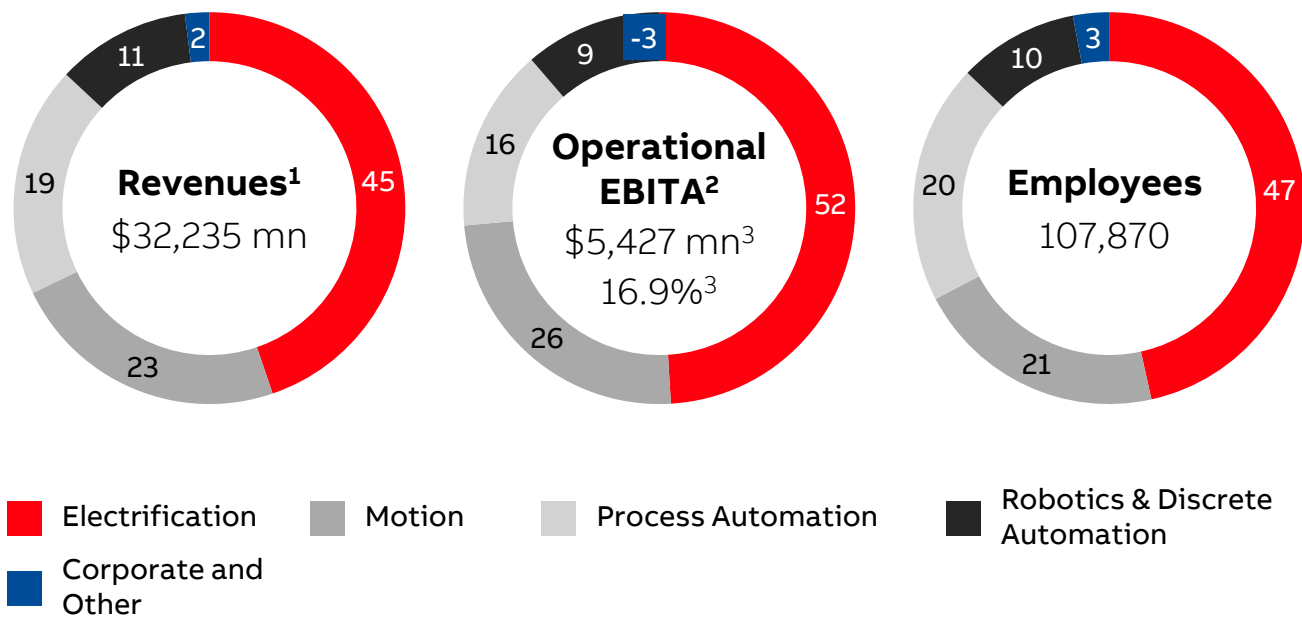
- Renewables
- Conv. Generation
- Distribution
- O&G, Chemicals
- Mining & Metals
- Automotive
- F&B
- Other Industry
- Buildings
- Other T&I

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

All data throughout the factsheet is presented based on management estimates for FY 2023 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 but including E-mobility business

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 "Q4 2023" on our website at <https://global.abb/group/en/investors/quarterly-results>



# Electrification

 **\$14.6 bn**  
Revenues

 **20.1%**  
Op. EBITA Margin

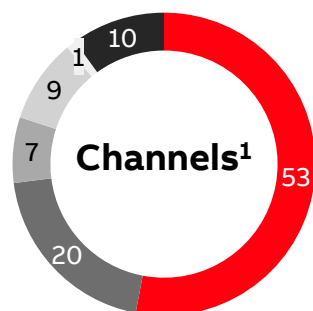
 **50 k**  
Employees







All numbers on this slide include Power Conversion prior to divestment in July 2023 unless otherwise stated.

1. Management estimates; excludes Power conversion



## Leading portfolio of electrification products, solutions and services aligned to global mega-trends:

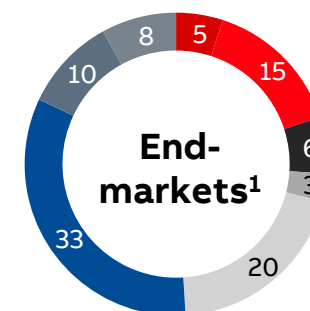
- Electricity demand grows 10x faster than other energy sources
- Urbanization and population growth
- Digitalization accelerates demand for intelligent solutions











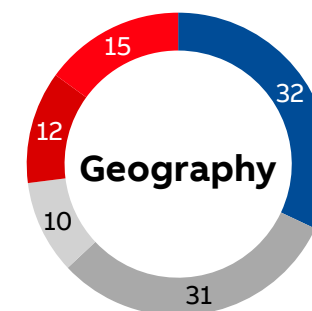
 Distributors  
 Direct sales to end customer  
 EPCs  
 OEMs  
 System integrators  
 Panel builders



 Products and systems  
 Services and other

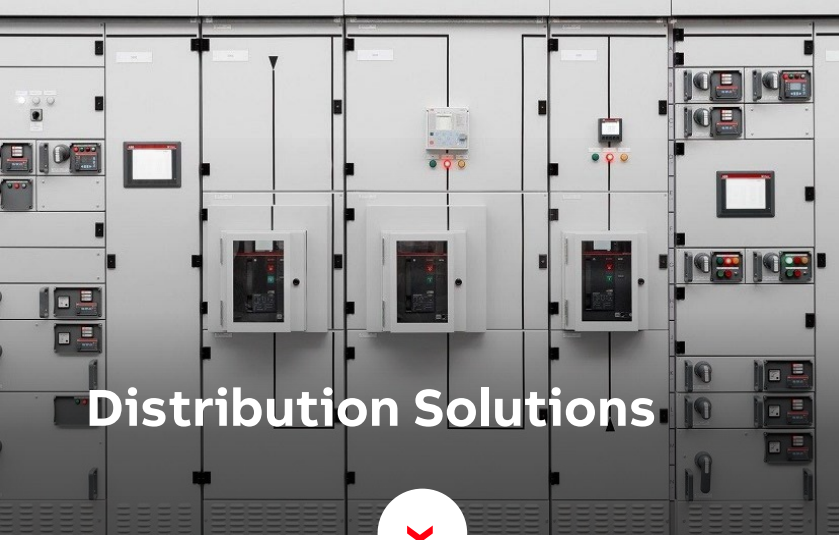


 Renewables  
 Distribution, Conv. Generation  
 O&G, Chemicals  
 F&B  
 Other Industry  
 Buildings  
 Data Centers  
 Other T&I



 Europe  
 USA  
 Rest of Americas  
 China  
 Rest of AMEA





## Distribution Solutions



**\$3,750 – 4,250 mn**

Revenues

**#1** in Medium Voltage

Medium voltage electrical components and digital devices, medium voltage switchgear, energy systems and digital systems

~25% through distributors; ~75% engineered-to-order products; majority of utility exposure in Electrification business area



## Smart Power



**\$4,750 – 5,250 mn**

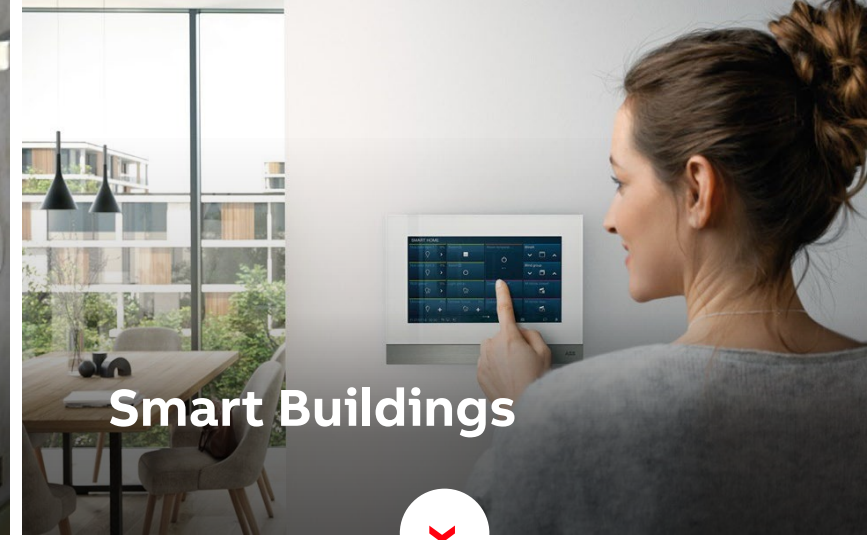
Revenues

**Overall #3**

**#2** in Low Voltage

Low voltage breakers & switches, enclosures, motor starter application, power protection, low voltage switchgear

~50% 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





## Installation Products



**\$1,750 – 2,250 mn**

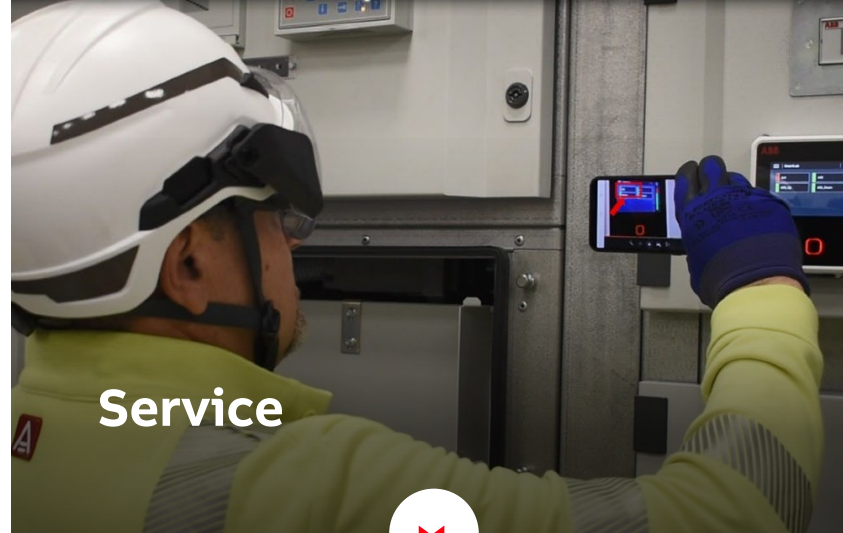
Revenues

**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**

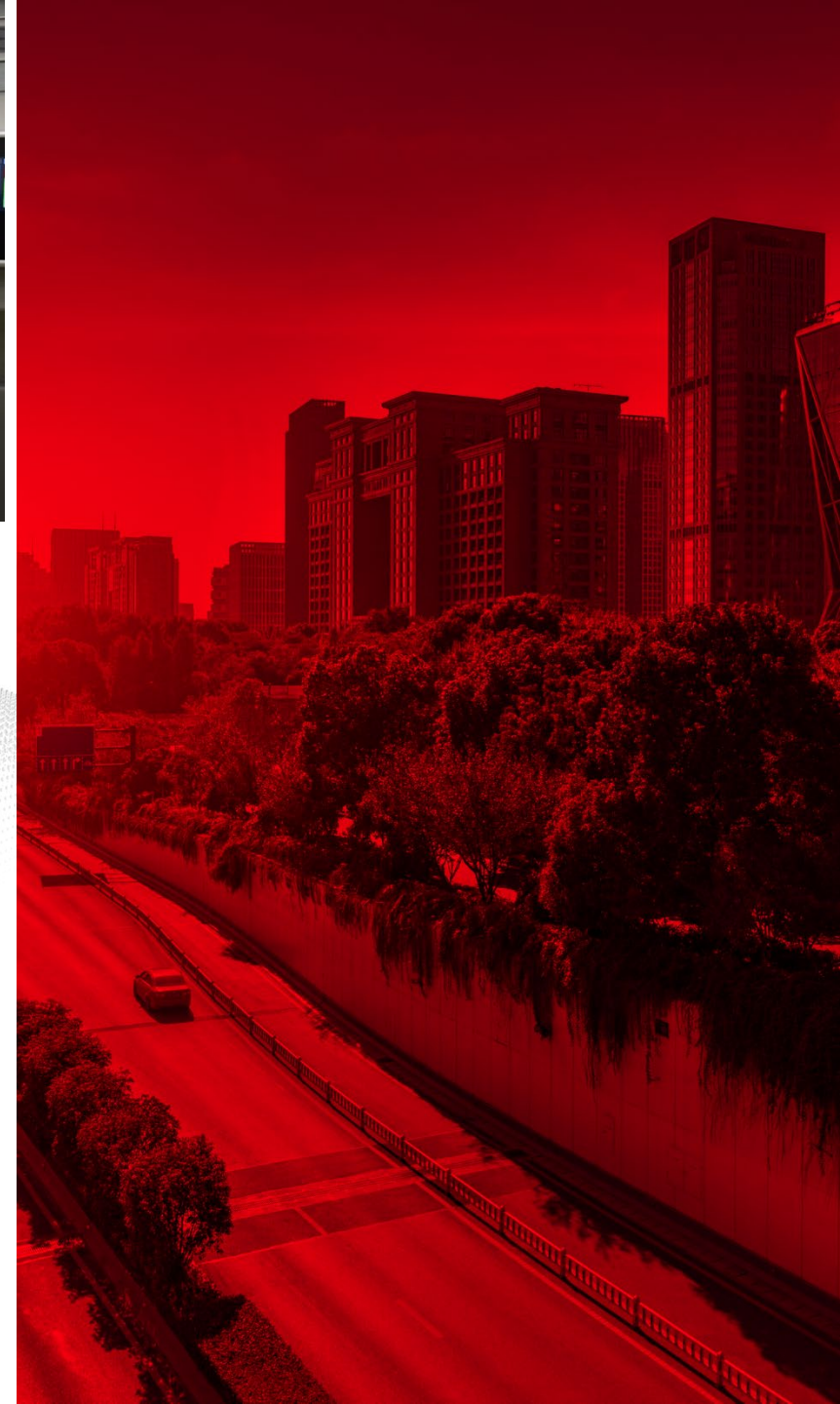
Revenues

**Overall #3**

**#2** in Digital Services

Full suite of digitally-enabled care, modernization and advisory services for electrical systems, delivering availability, reliability, predictability and sustainability of electrical power

~50% direct end user; ~15% distributors;  
~10% EPCs



Key Peers

**EAT•N**

**HUBBELL**

**Atkore**

**nvent**

**legrand®**

**HellermannTyton**

**PANDUIT®**

**Schneider Electric**

**SIEMENS**


**EAT•N**

Facility management

EPC



# Motion

 **\$7.8 bn**  
Revenues

 **18.9%**  
Op. EBITA Margin

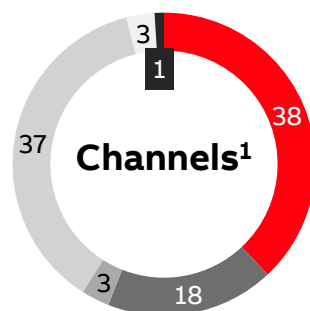
 **22 k**  
Employees

1. Management estimates

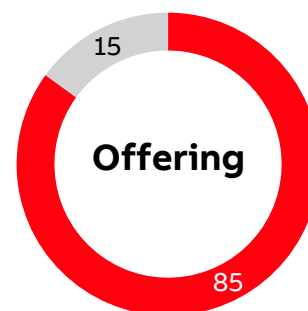
## Most comprehensive portfolio of drives, electric motors, generators, and motion control with ABB Ability™ digital powertrain solutions.

Market growth is driven by mega-trends such as growing population, urbanization, decarbonization and digitalization.

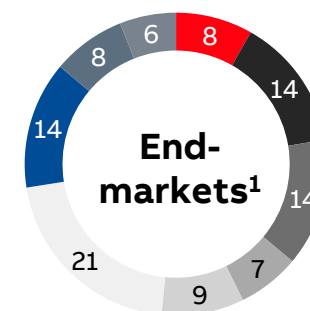
This requires further automation of industrial processes, energy efficiency and electric mobility.



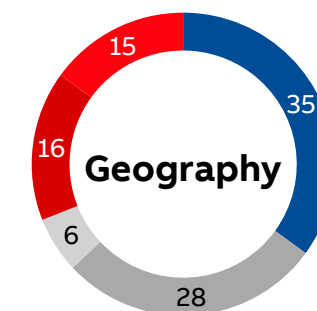
- Distributors
- Direct sales to end customer
- EPCs
- OEMs
- System integrators
- Panel builders



- Products
- Services and other



- Conv. Generation, Renewables
- O&G, Chemicals
- Mining, Metals
- Water & Wastewater
- F&B
- Other Industry
- Buildings
- Rail
- Other T&I



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



## Drive Products



**\$1,250 – 1,750 mn**

Revenues

**Overall #1**

Comprehensive product portfolio of low voltage AC drives

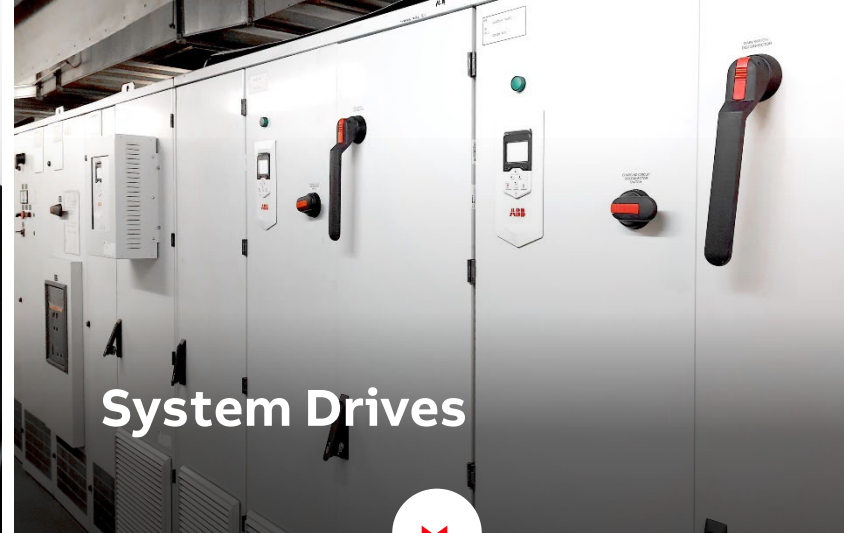
Majority through channel partners; HVAC largest segment; all major industries and applications served; globally balanced, strength in China

SIEMENS

RA Rockwell Automation

Danfoss

Schneider Electric



## System Drives



**\$1,250 – 1,750 mn**

Revenues

**Overall #1**

Low and medium voltage AC drives and modules, wind converters

HPD<sup>1</sup> and powertrain packages for process industry and high-power infrastructure applications, power conversion technology to renewable energy equipment OEMs

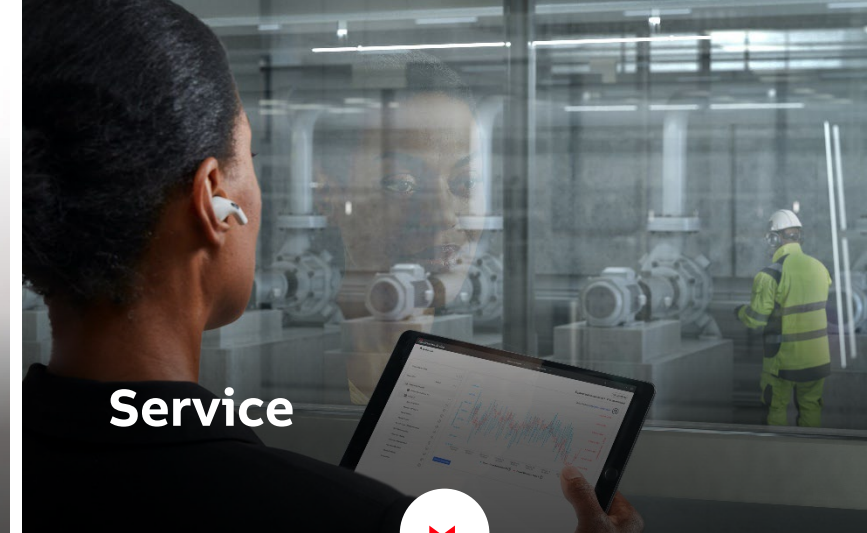
SIEMENS

Danfoss

RA Rockwell Automation



1. High power drives



## Service



**\$750 – 1,250 mn**

Revenues

**Overall #1**

Base services and spare parts, upgrades & replacements, partnered services

Service activities varying depending on the product and application; significant regional differences in channels to market

- Local service providers
- Motion OEMs
- New entrants for AHPM<sup>2</sup> services

2. Asset Health & Performance Management





## NEMA Motors



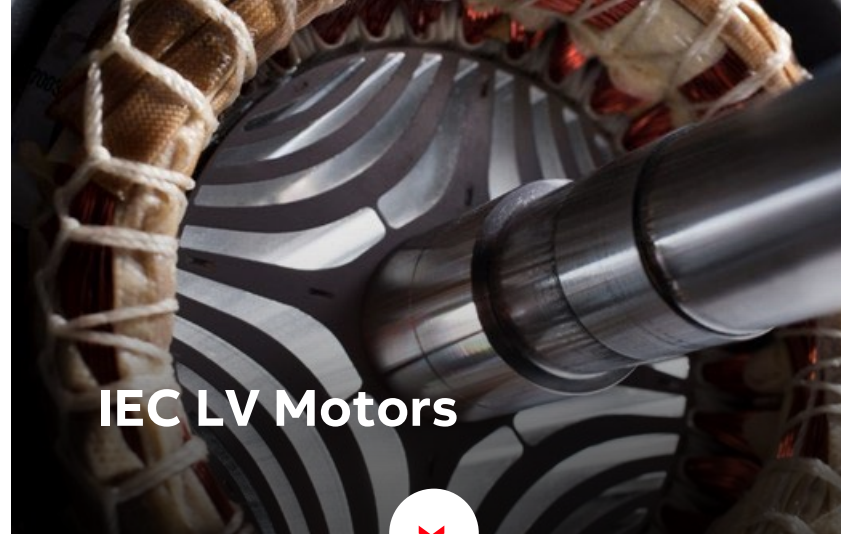
**\$1,250 – 1,750 mn**

Revenues

**Overall #1**

Comprehensive product portfolio of low voltage electric motors

High proportion to OEMs; all major industries and applications served; ~ 90% in North America



## IEC LV Motors



**\$750 – 1,250 mn**

Revenues

**Overall #2**

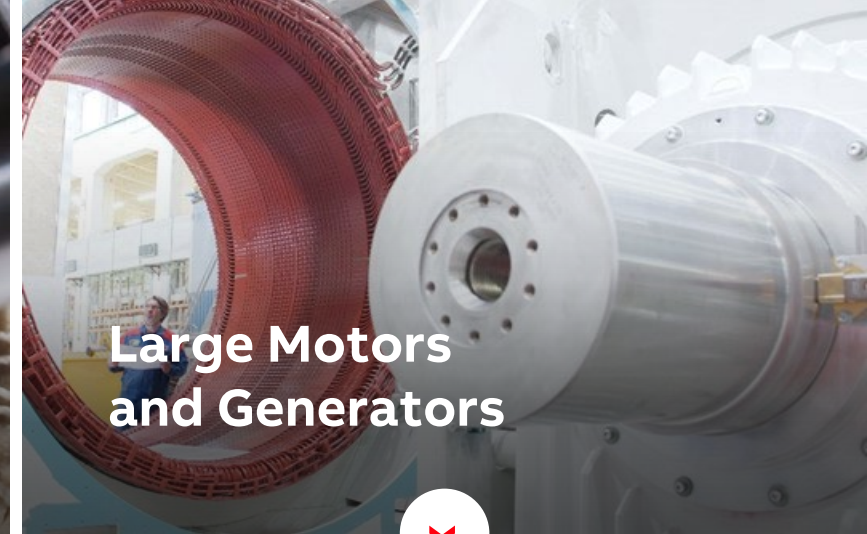
Comprehensive portfolio of low voltage motors for all industries and applications

Standard and customized motors available direct to OEMs, channel partners/distributors in EU and globally



SIEMENS

WOLONG



## Large Motors and Generators



**\$750 – 1,250 mn**

Revenues

**Overall #2**

Comprehensive product portfolio of large AC motors and generators

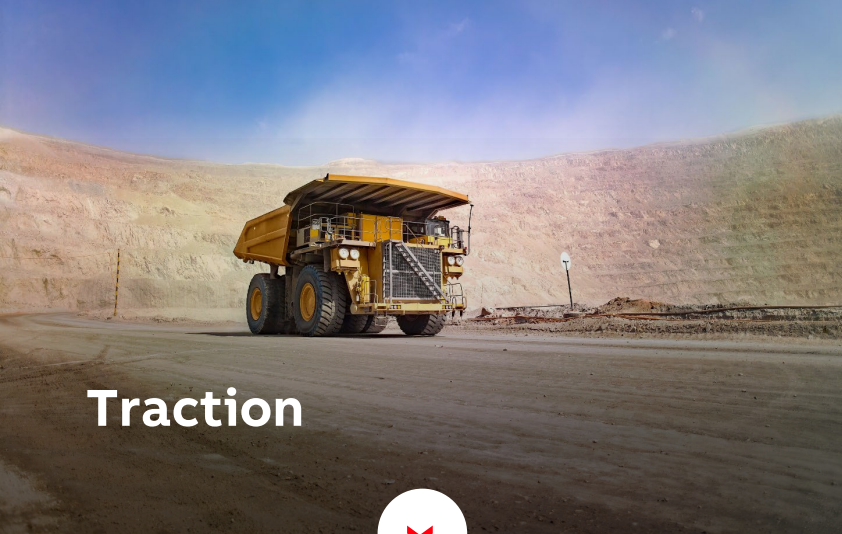
Serving all major industries and applications, mainly through OEMs, both on local and global basis

SIEMENS

WOLONG







## Traction



**<\$1,000 mn**

Revenues

**Overall #1**

Traction systems incl. converters and motors,  
battery energy storage systems, auxiliary converters

Single components or complete traction packages  
for rail and e-mobility



**Ingeteam**

**MEDHA**

**MEDCOM**

**MITSUBISHI  
ELECTRIC**



# Process Automation

**\$6.3 bn**  
Revenues

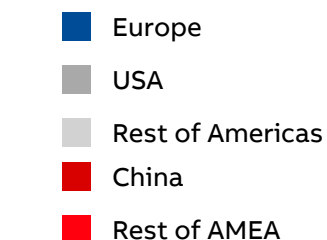
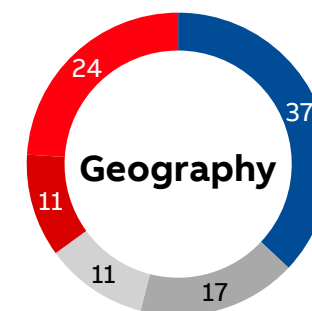
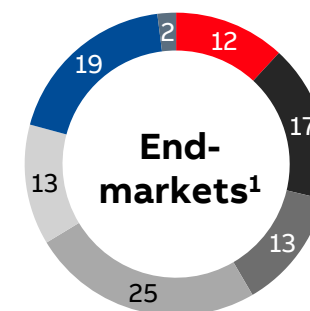
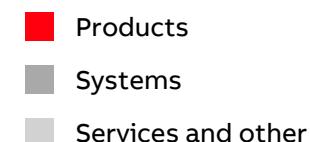
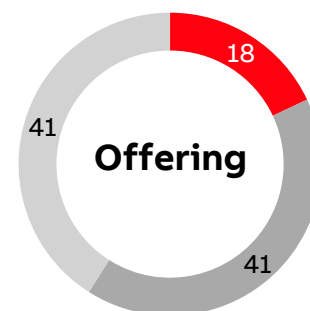
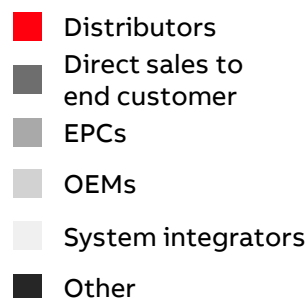
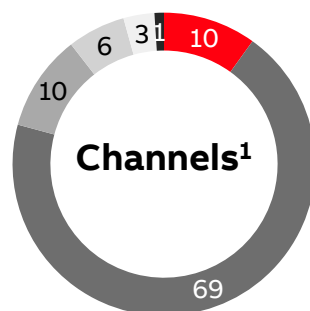
**14.5%**  
Op. EBITA Margin

**21 k**  
Employees

**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 and energy efficiency.

Increasing demand for decarbonized operations and safer workplaces.



1. Management estimates



## Energy Industries



**\$2,250 – 2,750 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

~50% service; key end-markets oil and gas, refining, chemicals, power generation, low carbon industries, water



## Process Industries



**\$1,250 – 1,750 mn**

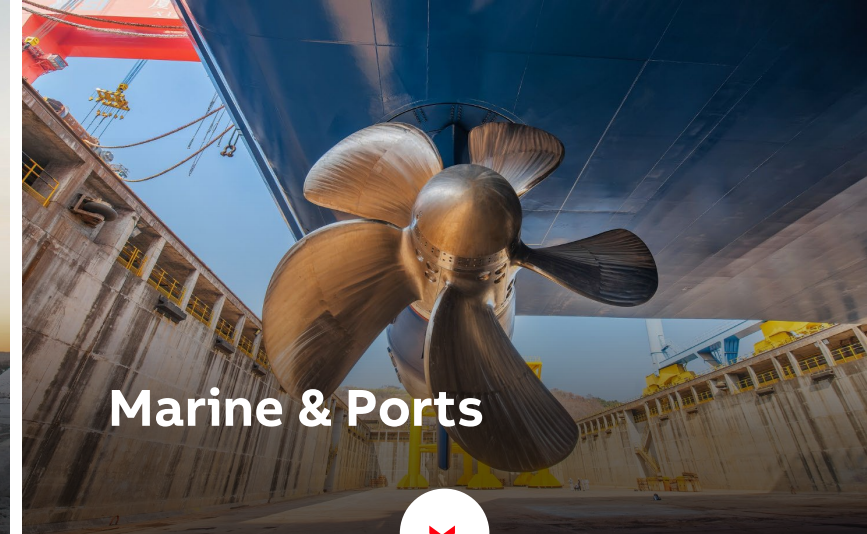
Revenues

**#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

~40% service; key end-markets mining, metals, pulp & paper, battery manufacturing



## 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

~45% services to ship owners and terminal operators

Key Peers

**EMERSON**  
**Honeywell**

**YOKOGAWA**

**SIEMENS**  
**Schneider Electric**

**SIEMENS energy**

**SIEMENS**  
**Schneider Electric**

**FLSMIDTH**  
**Rockwell Automation**

**Valmet**  
**SMS group**

**KONGSBERG**

**SIEMENS energy**

**GE**

**WÄRTSILÄ**

**TMEIC**  
**SIEMENS**





## 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

~20% service, mostly products to diverse process industry customer base



Key Peers

**ThermoFisher**  
SCIENTIFIC



YOKOGAWA

**EMERSON**

**SIEMENS**

**SICK**

**VPG**

Endress+Hauser **E+H**

# Robotics & Discrete Automation

 **\$3.6 bn**  
Revenues

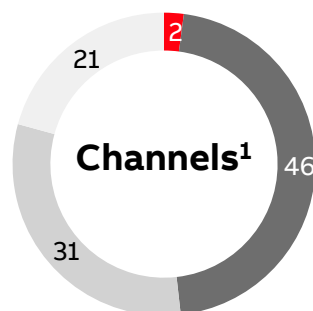
 **14.7%**  
Op. EBITA Margin





 **11 k**  
Employees

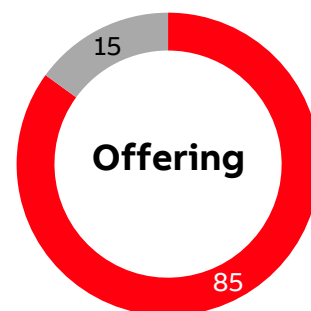
**Broadest portfolio of robotics and discrete automation, providing flexible automation solutions from individual machines to whole plants.**



Market growth driven by mega-trends of individualized consumers, labor shortage, digitalization/ artificial intelligence, uncertainty and sustainability.

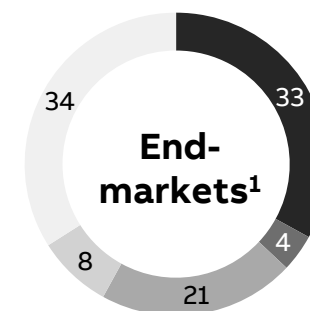
Resulting in need for automation solutions for increased productivity, highest flexibility, improved quality and maximum simplicity.








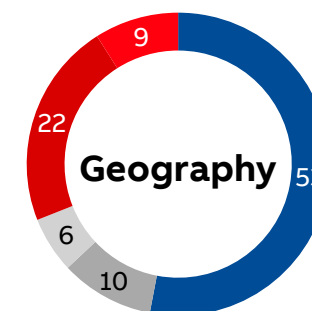
 Distributors  
 Direct sales to end customer  
 OEMs  
 System integrators



 Products & Systems  
 Services and other



 Automotive  
 Electronics  
 General Industry  
 CSSR<sup>2</sup>  
 Machine Automation



 Europe  
 USA  
 Rest of Americas  
 China  
 Rest of AMEA

1. Management estimates

2. Consumer Segments and Service Robotics





## 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

~70% direct sales; ~70% non-auto OEM, early entry into logistics, healthcare; majority in Europe and AMEA



## Machine Automation



**\$750 – 1,250 mn**

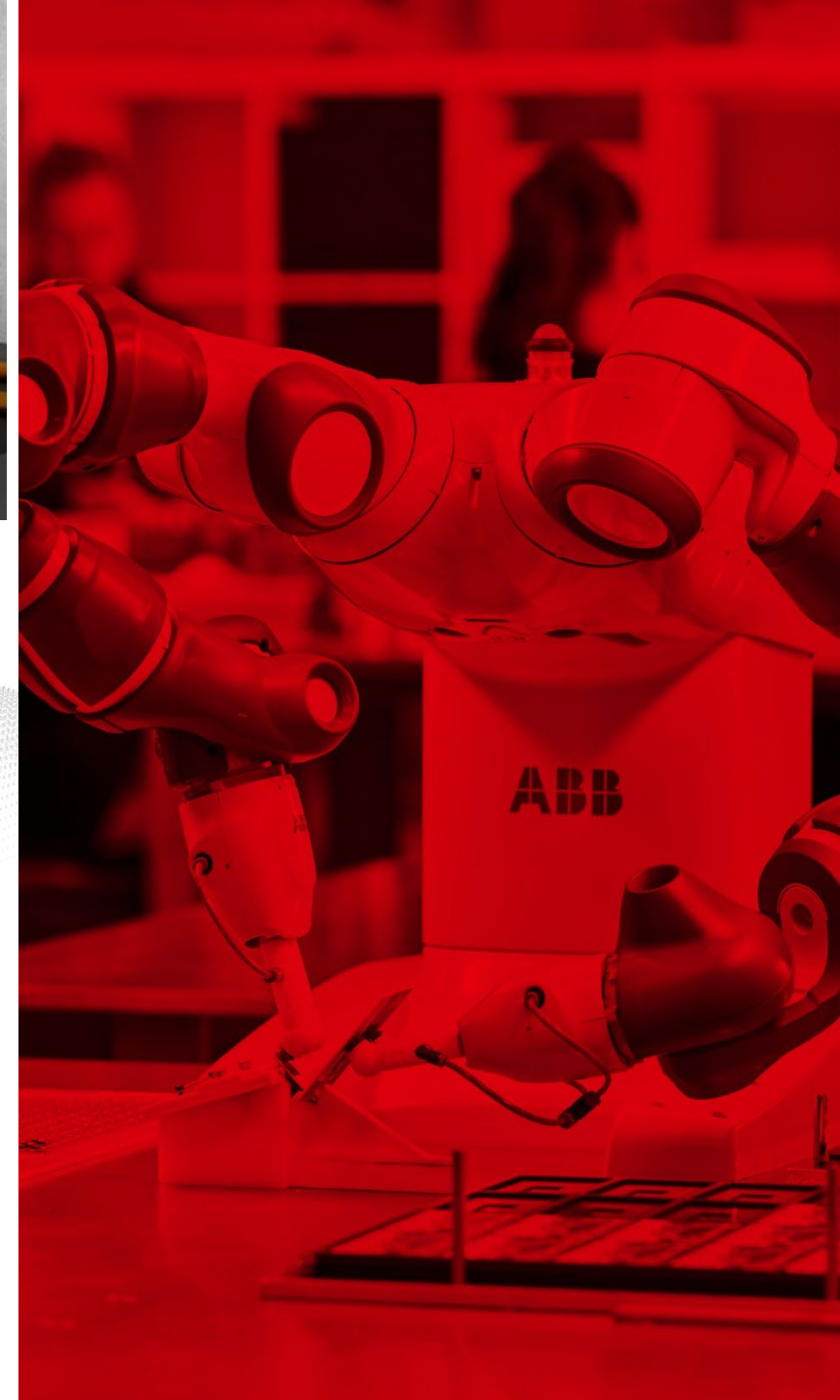
Revenues

**Overall #5**

**#2** in high-end segment

Solutions based on PLCs<sup>1</sup>, IPCs<sup>2</sup>, servo motion, industrial transport systems and vision, software

Mainly sales to machinery OEMs; end-markets e.g., food & beverage, packaging, machine tools, printing machinery, rubber and plastics machinery, etc; ~67% in Europe



**FANUC** **TERADYNE** **KUKA** **YASKAWA**

**SIEMENS** **BECKHOFF**



1. Programmable Logic Controllers. 2. Industrial PCs.



## Corporate and Other

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



**<\$1,000 mn**

Revenues

Global leader in EV charging solutions

We help our customers to electrify mobility

Charging solutions for private and commercial vehicles

DC & AC charging hardware, services, and digital services

Key Peers

—chargepoint—

TRITIUM

alpitronic

Schneider  
Electric

SIEMENS

+ KEMPOWER



---

# 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](mailto:investor.relations@ch.abb.com)

**[www.abb.com/investorrelations](http://www.abb.com/investorrelations)**



**ABB**