## ABB Annual Report 2006

Financial summary
Power and productivity for a better world



## This is ABB

Rising demand for energy and its impact on the environment are the defining challenges of this century.

ABB is tackling these issues by providing solutions for the secure and energyefficient transmission and distribution of electricity and for increasing productivity in industrial, commercial and utility operations.

That's why ABB stands for "Power and productivity for a better world."

The ABB Group of companies operates in around 100 countries and employs about 108,000 people.

ABB is headquartered in Zurich, Switzerland. ABB Ltd shares are traded on the stock exchanges in Zurich, Stockholm and New York.

## Consolidated Financial Statements

## Consolidated Income Statements

| Year ended December 31 (in millions, except per share data) | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Sales of products | \$ 20,630 | \$ 18,664 | \$ 16,848 |
| Sales of services | 3,782 | 3,348 | 3,301 |
| Total revenues | 24,412 | 22,012 | 20,149 |
| Cost of products | $(14,968)$ | $(14,096)$ | $(12,925)$ |
| Cost of services | $(2,573)$ | $(2,309)$ | $(2,316)$ |
| Total cost of sales | $(17,541)$ | $(16,405)$ | $(15,241)$ |
| Gross profit | 6,871 | 5,607 | 4,908 |
| Selling, general and administrative expenses | $(4,434)$ | $(3,883)$ | $(3,777)$ |
| Other income (expense), net | 149 | 54 | (40) |
| Earnings before interest and taxes | 2,586 | 1,778 | 1,091 |
| Interest and dividend income | 151 | 157 | 151 |
| Interest and other finance expense | (304) | (403) | (360) |
| Income from continuing operations before taxes and minority interest and cumulative effect of accounting change | 2,433 | 1,532 | 882 |
| Provision for taxes | (697) | (490) | (338) |
| Minority interest | (179) | (131) | (102) |
| Income from continuing operations before cumulative effect of accounting change | 1,557 | 911 | 442 |
|  |  |  |  |
| Loss from discontinued operations, net of tax | (167) | (171) | (477) |
| Income (loss) before cumulative effect of accounting change | 1,390 | 740 | (35) |
| Cumulative effect of accounting change, net of tax | - | (5) | - |
| Net income (loss) | \$ 1,390 | \$ 735 | \$ (35) |


| Basic earnings (loss) per share: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income from continuing operations before cumulative effect of accounting change | \$ | 0.73 | \$ | 0.45 | \$ | 0.22 |
| Loss from discontinued operations, net of tax |  | (0.08) |  | (0.09) |  | (0.24) |
| Cumulative effect of accounting change, net of tax |  | - |  | - |  | - |
| Net income (loss) | \$ | 0.65 | \$ | 0.36 | \$ | (0.02) |
|  |  |  |  |  |  |  |
| Diluted earnings (loss) per share: |  |  |  |  |  |  |
| Income from continuing operations before cumulative effect of accounting change | \$ | 0.71 | \$ | 0.44 | \$ | 0.22 |
| Loss from discontinued operations, net of tax |  | (0.08) |  | (0.08) |  | (0.24) |
| Cumulative effect of accounting change, net of tax |  | - |  | - |  | - |
| Net income (loss) | \$ | 0.63 | \$ | 0.36 | \$ | (0.02) |

See accompanying Notes to the Consolidated Financial Statements.

## Consolidated Balance Sheets

| at December 31 (in millions, except share data) | 2006 | 2005 |
| :---: | :---: | :---: |
| Cash and equivalents | \$ 4,262 | \$ 3,221 |
| Marketable securities and short-term investments | 528 | 368 |
| Receivables, net | 7,276 | 6,405 |
| Inventories, net | 3,880 | 3,006 |
| Prepaid expenses | 252 | 250 |
| Deferred taxes | 577 | 473 |
| Other current assets | 238 | 187 |
| Assets held for sale and in discontinued operations | 164 | 262 |
| Total current assets | 17,177 | 14,172 |
|  |  |  |
| Financing receivables, net | 555 | 645 |
| Property, plant and equipment, net | 2,811 | 2,547 |
| Goodwill | 2,581 | 2,479 |
| Other intangible assets, net | 309 | 347 |
| Prepaid pension and other employee benefits | 375 | 601 |
| Investments in equity method companies | 636 | 618 |
| Deferred taxes | 523 | 628 |
| Other non-current assets | 175 | 239 |
| Total assets | \$ 25,142 | \$ 22,276 |
|  |  |  |
| Accounts payable, trade | \$ 3,936 | \$ 3,203 |
| Accounts payable, other | 1,184 | 1,171 |
| Short-term debt and current maturities of long-term debt | 122 | 169 |
| Advances from customers | 1,526 | 987 |
| Deferred taxes | 227 | 183 |
| Provisions and other | 3,003 | 2,635 |
| Accrued expenses | 1,941 | 1,876 |
| Asbestos obligations | 154 | 1,128 |
| Liabilities held for sale and in discontinued operations | 283 | 370 |
| Total current liabilities | 12,376 | 11,722 |
|  |  |  |
| Long-term debt | 3,160 | 3,933 |
| Pension and other employee benefits | 885 | 1,130 |
| Deferred taxes | 769 | 691 |
| Asbestos obligations | 307 | - |
| Other liabilities | 1,156 | 976 |
| Total liabilities | 18,653 | 18,452 |
|  |  |  |
| Minority interest | 451 | 341 |
| Stockholders' equity: |  |  |
| Capital stock and additional paid-in capital | 4,514 | 3,121 |
| Retained earnings | 3,647 | 2,460 |
| Accumulated other comprehensive loss | $(2,019)$ | $(1,962)$ |
| Less: Treasury stock, at cost (8,782,721 and 11,531,106 shares at December 31, 2006 and 2005, respectively) | (104) | (136) |
| Total stockholders' equity | 6,038 | 3,483 |
| Total liabilities and stockholders' equity | \$ 25,142 | \$ 22,276 |

[^0]
## Consolidated Statements of Cash Flows

| Year ended December 31 (in millions) | 2006 | 2005 | 2004 |
| :---: | :---: | :---: | :---: |
| Operating activities: |  |  |  |
| Net income (loss) | \$ 1,390 | \$ 735 | \$ (35) |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: |  |  |  |
| Depreciation and amortization | 570 | 597 | 633 |
| Provisions, net | 243 | 466 | 88 |
| Pension and postretirement benefits | (4) | (62) | 55 |
| Deferred taxes | 113 | 38 | 3 |
| Net gain from sale of property, plant and equipment | (76) | (44) | (36) |
| Income from equity accounted companies | (95) | (109) | (87) |
| Minority interest | 179 | 131 | 102 |
| Loss on sale of discontinued operations | - | 16 | 63 |
| Other | 190 | 159 | 264 |
| Changes in operating assets and liabilities: |  |  |  |
| Marketable securities (trading) | - | 1 | 43 |
| Trade receivables | (594) | (892) | (160) |
| Inventories | (512) | (328) | (74) |
| Trade payables | 388 | 26 | (63) |
| Advances from customers | 461 | 161 | (22) |
| Other assets and liabilities, net | (314) | 117 | 128 |
| Net cash provided by operating activities | 1,939 | 1,012 | 902 |
|  |  |  |  |
| Investing activities: |  |  |  |
| Changes in financing receivables | 67 | 229 | 176 |
| Purchases of marketable securities and short-term investments (other than trading) | $(4,743)$ | $(1,915)$ | $(2,877)$ |
| Purchases of property, plant and equipment and intangible assets | (536) | (456) | (543) |
| Acquisitions of businesses (net of cash acquired) | (3) | (27) | (24) |
| Proceeds from sales of marketable securities and short-term investments (other than trading) | 4,366 | 1,833 | 2,317 |
| Proceeds from sales of property, plant and equipment | 128 | 117 | 123 |
| Proceeds from sales of businesses (net of cash disposed) | 27 | (97) | 1,182 |
| Net cash provided by (used in) investing activities | (694) | (316) | 354 |
|  |  |  |  |
| Financing activities: |  |  |  |
| Net changes in debt with maturities of 90 days or less | (26) | (9) | (104) |
| Increases in debt | 151 | 155 | 265 |
| Repayment of debt | (189) | (978) | $(2,913)$ |
| Payments made upon induced bond conversion | (72) | - | - |
| Payments made upon bond exchange | (111) | - | - |
| Treasury and capital stock transactions | 47 | 35 | (36) |
| Payment of dividends | (203) | - | - |
| Other | 11 | (99) | 43 |
| Net cash used in financing activities | (392) | (896) | $(2,745)$ |
|  |  |  |  |
| Effects of exchange rate changes on cash and equivalents | 184 | (259) | 74 |
| Adjustment for the net change in cash and equivalents in assets held for sale and in discontinued operations | 4 | 14 | 298 |
| Net change in cash and equivalents - continuing operations | 1,041 | (445) | $(1,117)$ |
| Cash and equivalents beginning of period | 3,221 | 3,666 | 4,783 |
| Cash and equivalents end of period | \$ 4,262 | \$ 3,221 | \$ 3,666 |
|  |  |  |  |
| Interest paid | \$ 274 | \$ 332 | \$ 382 |
| Taxes paid | \$ 594 | \$ 325 | \$ 379 |

See accompanying Notes to the Consolidated Financial Statements.

## ABB Ltd Shareholder information





## Stock Exchange listings

## Ticker symbols for ABB Ltd

SWX Swiss Exchange (virt-x)
Stockholmsbörsen
New York Stock Exchange (NYSE)

## Ticker symbols for ABB Ltd at Bloomberg

SWX Swiss Exchange (virt-x)
Stockholmsbörsen
New York Stock Exchange (NYSE)

## Ticker symbols for ABB Ltd at Reuters

SWX Swiss Exchange (virt-x)
Stockholmsbörsen
New York Stock Exchange (NYSE)

Credit rating for ABB Ltd as of February 26, 2007

## ABBN VX

ABB SS
ABB US

ABBN.VX ABB.ST ABB.N

ABBN
ABB
ABB

## Standard \& Poor's

| Long-term corporate credit rating: | BBB+ |
| :--- | ---: |
| Long-term senior unsecured debt: | BBB |
| Short-term corporate credit rating: | A-2 |
| Watch positive |  |

## Moody's

Long-term senior unsecured rating: Baa1
Short-term debt rating:
Stable outlook

The credit rating is subject to revision at any time
For the latest credit ratings please see Moody's and Standard \& Poor's web pages.

## Share data

## Bondholder information

Outstanding public bonds as of February 15, 2007.

| Issuer | Original issued principal amount | Coupon | Due | Bloomberg ticker | Reuters ticker |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| ABB International Finance Ltd | EUR 500 million | $9.5 \%^{(1)}$ | 2008 | ABB 9.5 01/15/08 | CH014855653= |
| ABB International Finance Ltd | GBP 200 million | $10 \%{ }^{(2)}$ | 2009 | ABB 10 05/29/09 | CH014855661= |
| ABB Ltd | CHF 500 million | $3.75 \%{ }^{(3)}$ | 2009 | ABB 3.75 09/30/09 | CH896367=S |
| ABB International Finance Ltd | CHF 1,000 million Convertible | $3.5 \%$ | 2010 | ABB 3.5 09/10/10 | CH1653740=S |
| ABB International Finance Ltd | EUR 650 million | $6.5 \%$ | 2011 | ABB 6.5 11/30/11 | CH018119617= |
| ABB International Finance Ltd | EUR 700 million | $4.625 \%$ | 2013 | ABB 4.625 06/06/13 | CH025291581= |

${ }^{(1)}$ Outstanding amount $=$ EUR 77 million
(2) Outstanding amount $=$ GBP 20 million
${ }^{(3)}$ Outstanding amount $=$ CHF 108 million

## Key data

|  | 2006 | $\mathbf{2 0 0 5}$ |
| :--- | :---: | :---: |
| Dividend per share (CHF) | $0.24{ }^{(1)}$ | 0.12 |
| Par value per share (CHF) | 2.50 | 2.50 |
| Votes per share | 1 |  |
| Earnings per share (USD) ${ }^{(2)}$ | 0.63 | 0.36 |
| Stockholders' equity per share (USD) ${ }^{(3)}$ | 2.77 | 1.71 |
| Cash flow from operations per share (USD) ${ }^{(2)}$ | 0.86 |  |
| Dividend pay-out-ratio (\%) | $31 \%$ | 0.47 |
| Weighted average number of shares outstanding (in millions) | 2,128 | $26 \%$ |
| Diluted weighted average number of shares outstanding (in millions) | 2,248 | 2,029 |

${ }^{(1)}$ Proposed by the Board of Directors and subject to approval by shareholders at the Annual General Meeting on May 3, 2007, in Zurich, Switzerland.
${ }^{(2)}$ Calculation based on diluted weighted average number of shares outstanding
${ }^{(3)}$ Calculation based on the number of shares outstanding as of December 31

## ABB Ltd Annual General Meeting

The 2007 Annual General Meeting of ABB Ltd will be held at 10:00 a.m. on Thursday, May 3, 2007 at the Messe Zurich hall in Zurich-Oerlikon, Switzerland. The Annual General Meeting will be held principally in German and will be translated simultaneously into English and French. Shareholders entered in the share register, with the right to vote, by April 23, 2007, are entitled to participate in the Annual General Meeting.

The ABB Annual Report 2006 consists of an Operational review, a Financial review and a Sustainability review.

For an additional copy of this or any of the other reviews, please use the contact information on the back of this document or download copies from www.abb.com.

The Operational review and a financial summary (contained in the Operational review) are published in English, German and Swedish. The Financial review is published in English and German. The Sustainability review is published in English. For all documents in the Annual Report series, only the English-language version is the binding version.

## ABB shareholders' calendar 2006

| Three-month results 2007 | April 26 |
| :--- | ---: |
| ABB Ltd Annual General Meeting, Zurich | May 3 |
| ABB Ltd Information Meeting, Västerås | May 4 |
| Six-month results 2007 | July 26 |
| Nine-month results 2007 | October 25 |

ABB Ltd
Corporate Communications P.O.Box 8131 CH-8050 Zurich Switzerland
Tel: +41 (0)43 3177111
Fax: +41 (0)43 3177958

ABB Ltd
Investor Relations P.O.Box 8131 CH-8050 Zurich
Switzerland
Tel: $\quad$ +41 (0)43 3177111
Fax: +41 (0)443119817


[^0]:    See accompanying Notes to the Consolidated Financial Statements.

