



Cracow, Poland / 1-3 June 2017

EUROPEAN UNION  
OF ELECTRICAL  
WHOLESALE

# Vincent Hurel

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ABB





  
EUEW, JUNE 2017

# Energy efficiency for electrical distribution

Vincent Hurel, Global Head, Distribution Channel





# Our world is changing

And we are ready to help to do more with less



Electricity demand growing  
by 60% by 2040

500,000 PV panels commissioned  
each day in 2017 - x3 by 2020

>20 billion connected devices  
by 2020

35% of new cars electric by 2020

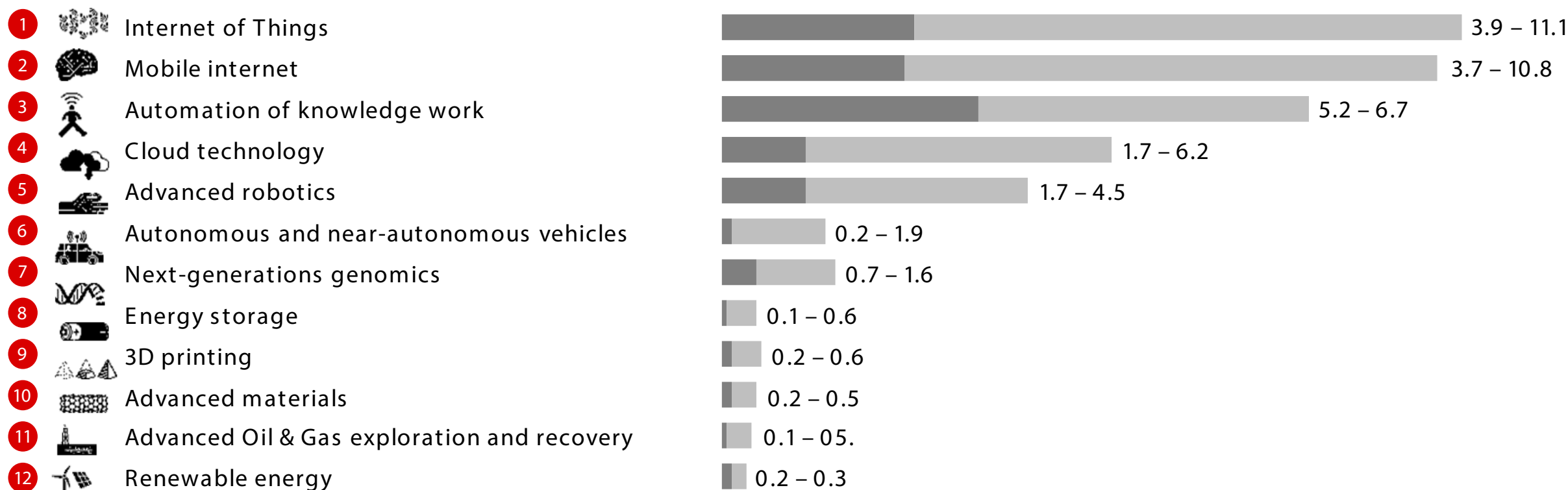
# The potential upside for capitalizing on digital opportunities is massive

A \$4 – 11 trillion digital opportunity by 2025

Range of sized potential economic impact





Low High

**Disruptive technologies will have substantial impact by 2025** (economic impact of 12 most significant technologies, \$ trillions, annual)



# ABB: who we are

All businesses in #1 or 2 positions

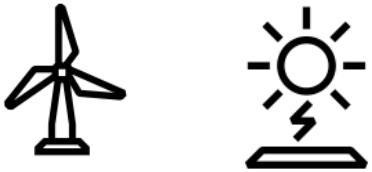
	Partner of choice for...	Market size <sup>1</sup> and growth	Position	Revenues <sup>2</sup>
	...electrification of all consumption points	~\$140 bn 2 – 4%	#2 in electrification	\$9.9 bn
	...robotics and intelligent motion solutions	~\$110 bn 3 – 8% <sup>3</sup>	#1 in motion #2 in robotics	\$7.9 bn
	...industrial automation	~\$120 bn 1 – 3%	#1 in process control	\$6.8 bn
	...a stronger, smarter and greener grid	~\$110 bn <sup>4</sup> 3 – >10% <sup>5</sup>	#1 in T&D	\$11.0 bn

# Who we are

Partner of choice for electrification of all points of consumption

## Utilities

Renewable electrification  
Smart distribution



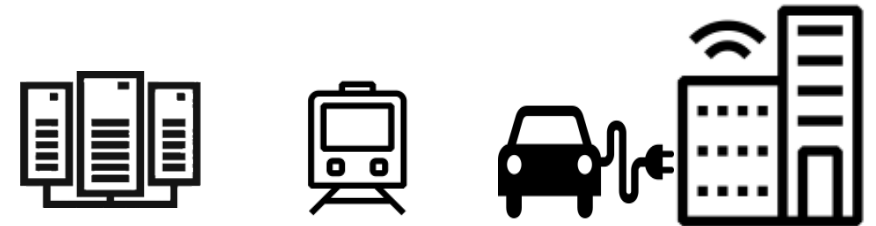
## Industry

Electrical distribution  
Power quality & reliability  
Safety & protection



## Transport & Infrastructure

Building electrification & automation  
Data centers  
Transport electrification

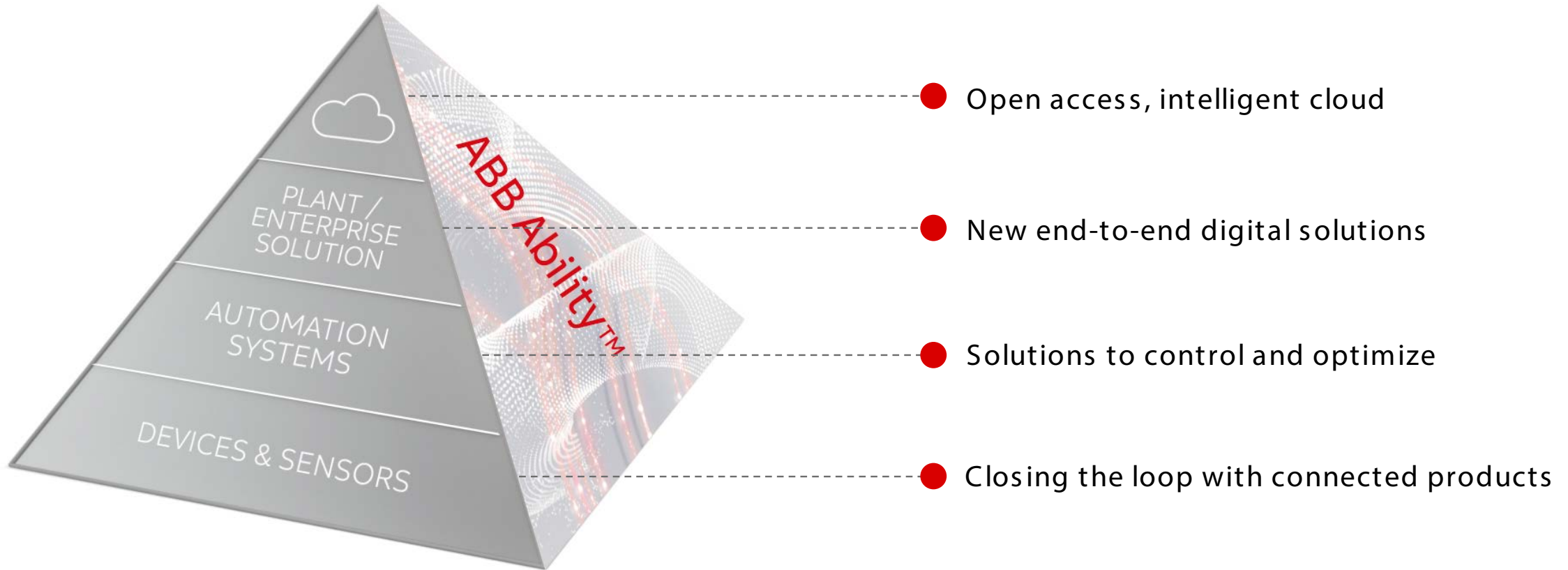


Enabling safer and smarter electricity flow from substation to socket



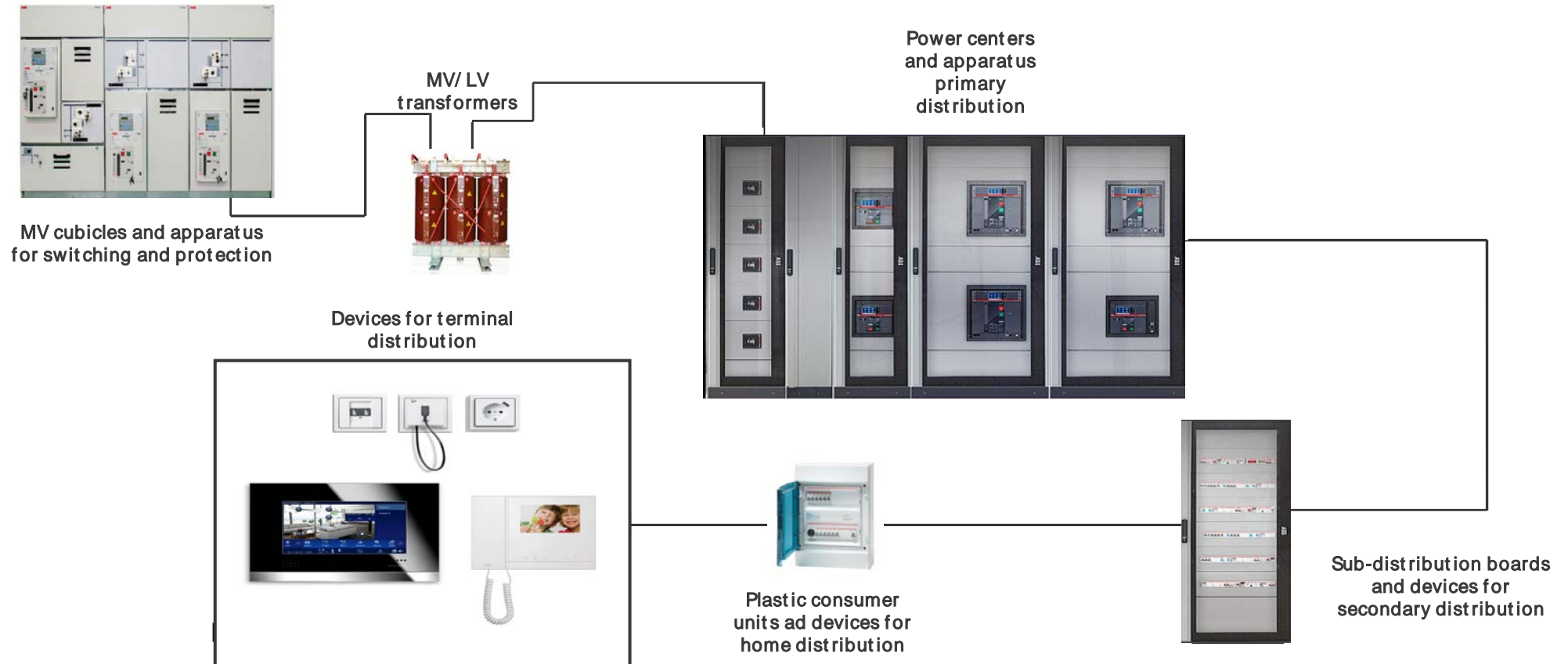
# Today: ABB Ability™

Industry-leading digital solutions combined with our deep-rooted expertise



# Innovation: from substation to socket

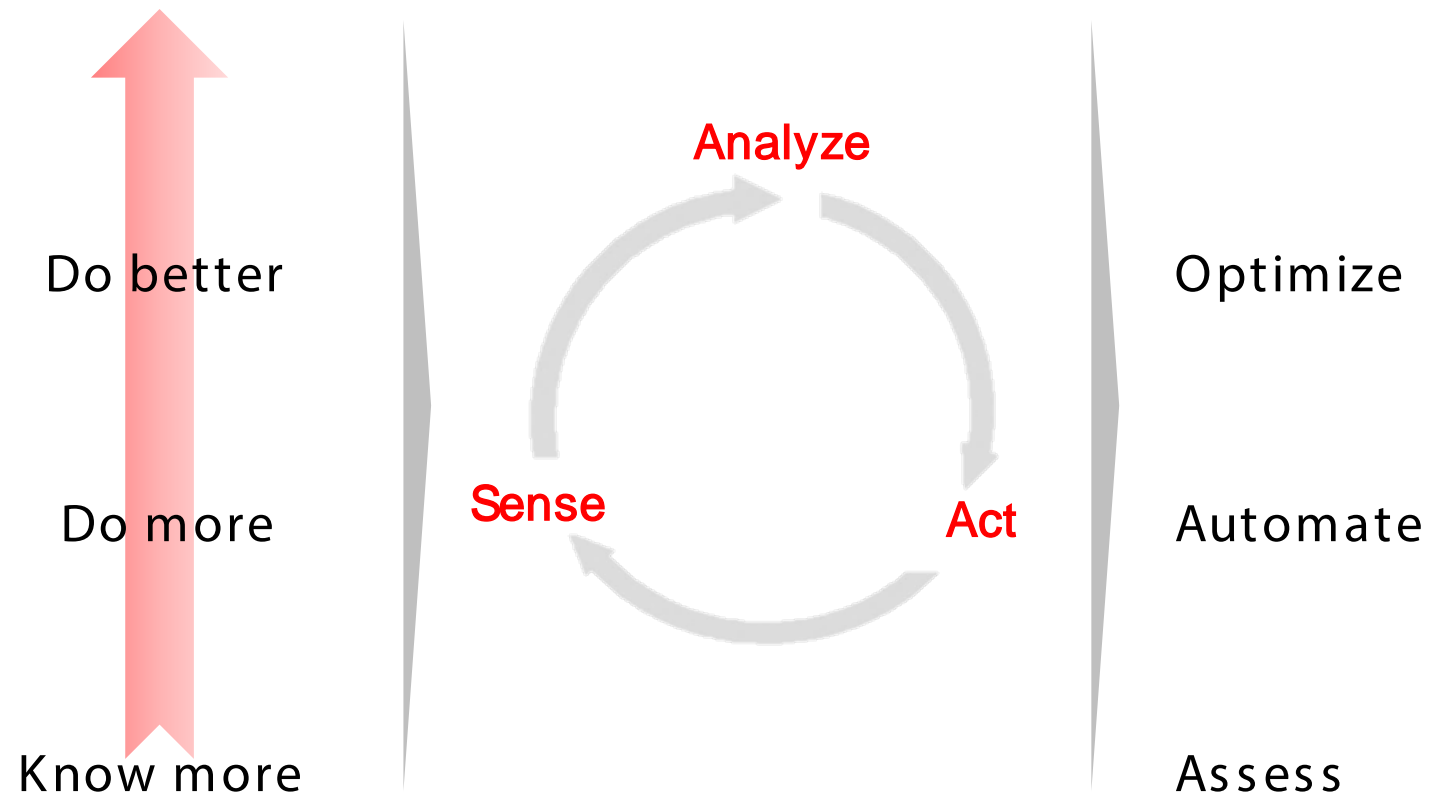
Continuous innovation to keep your customers at the forefront of technology





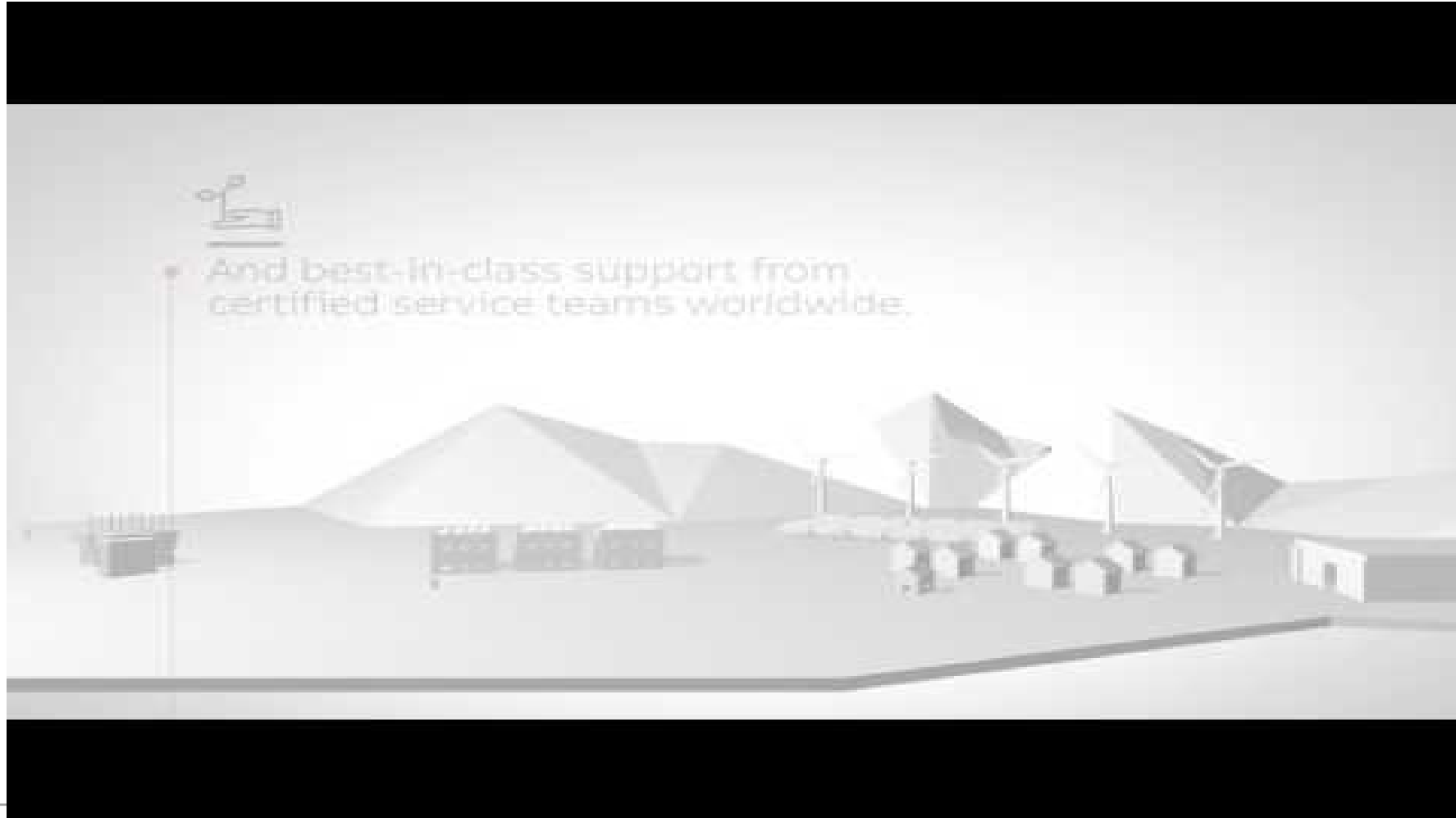
# How ABB Ability™ solutions deliver value

Digitally connected products and services providing expertise



# ABB Ability for a safer, smarter electrical flow

<https://youtu.be/Ru2leNW4weM>



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# Innovation in action: ABBfree@home in a sustainable development

First energy self-sufficient multifamily house in the world



ABBfree@home and ABB solar equipment provide off-grid living with superior comfort



# Innovation in action: ABB Ability™ Electrical Distribution Control System

Part of the ABB Ability digital offering – drastic improvement in energy efficiency



Consorzio di Bonifica Veronese uses cloud solution to manage full electrical system performance



# Innovation in action: Reliable power distribution for data centers

ABB's MNS and UniGear keep Norway's leading data center provider running flawlessly



Low- and medium-voltage switchgear solutions delivering industry-leading efficiency and control

# Innovation in action: Expanding fast charging network for electric cars

International supermarket chain Lidl invests in a major expansion of fast EV chargers



EU wide expansion of ABB's Terra 53 multi-standard fast chargers at Lidl stores in Poland, Sweden, Germany

**ABB**



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