THURSDAY 19 MARCH 2026

OEUK SHARE FAIR

ENGINEERED
TO OUTRUN

19th March 2025, OEUK Share Fair 2026

Presenters

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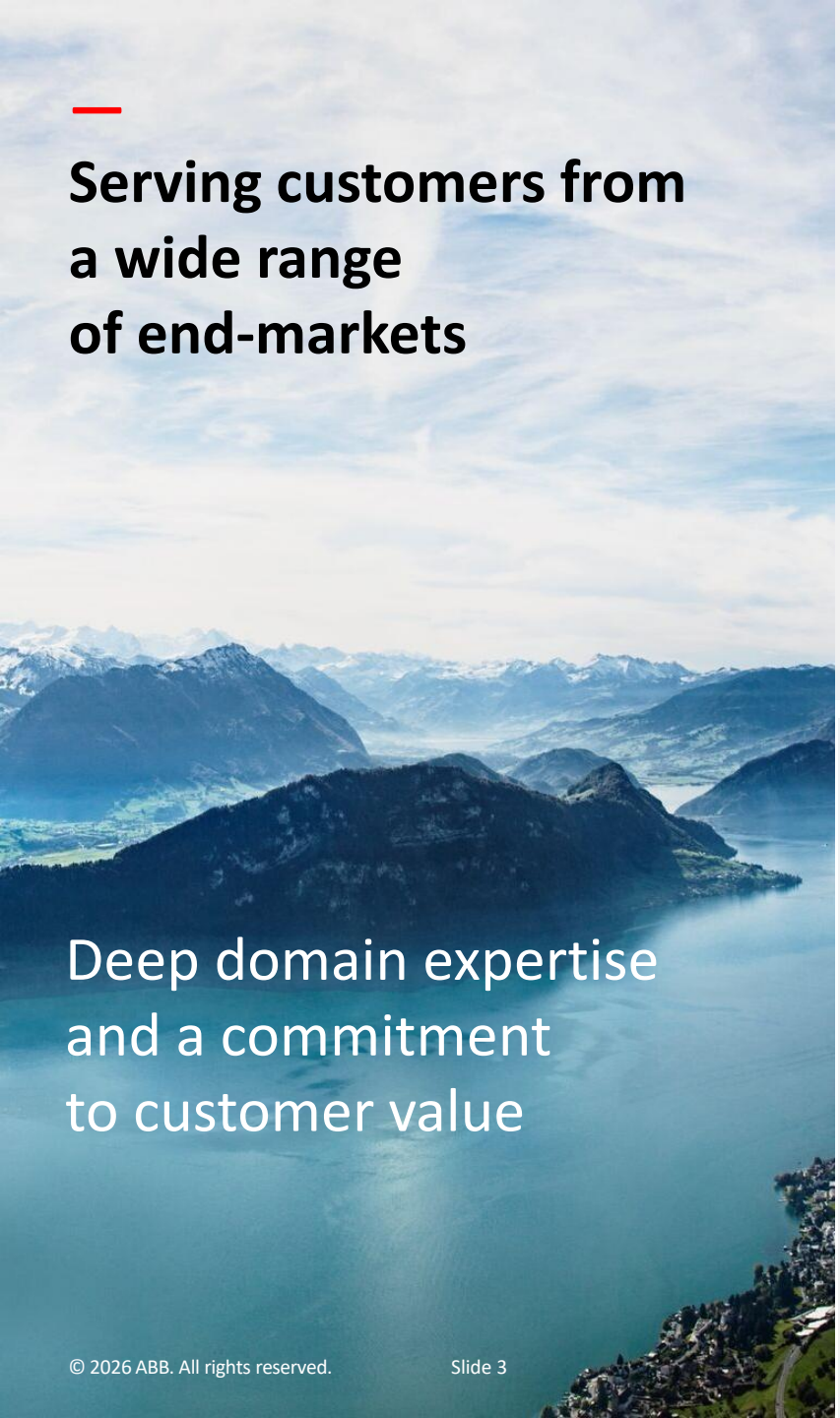
Serving customers from a wide range of end-markets



Deep domain expertise and a commitment to customer value

Industries

- Data Centers
- Water & Wastewater
- Oil & Gas
- Food & Beverage
- Mining & Metals

% of ABB Revenues by sector[1]

52%

Industry

Buildings

- Buildings
- HVACR

19%

Buildings

Transport & Infrastructure

- Marine & Ports
- Rail
- Infrastructure

14%

Transport & Infrastructure

Power

- Distribution
- Renewables
- Conventional Generation

16%

Utilities

ABB at a GLANCE

FY 2025 numbers

TECHNOLOGY LEADERSHIP

Leading Electrical and Automation engineering

Embedded software

Applied AI in products and solutions

~110k
Employees globally*

$36.8 bn
Order intake

$33.2 bn
Revenues

19.0%
Operational EBITA margin

>160
Manufacturing sites

$1.3 bn
R&D investment

22.6%
Women in senior management*

79%
Reduction in own scope 1+2 GHG emissions compared to 2019 baseline

~ 40 countries
Manufacturing

> 100 countries
Service operations

> 6,000
channel partners

140+
years history

* Approximate Values

Electrical Portfolio

Partner for full plant lifecycle

FEED & Pre-Engineering Studies

- Concept design
- Pre-FEED/ FEED Studies
- Power System Studies
- Process Power Simulation
- Grid Compliance Study
- System Design including E-house Design
- Feasibility Studies
- Design Verification Studies

System Integration

- Delivery of Electrical Solution using ABB and/or 3rd party equipment.
- Integration into plant control system
- Single point of responsibility for multi-discipline scopes (including Electrical, Automation, Digital & Telecoms)
- Condition Monitoring Equipment
- Project Management & Customer Interface
- Package Management
- Construction Drawing & Plan
- Installation & Commissioning

Operation & Maintenance

- Healthcare Contracts
- Periodic Preventive Maintenance
- Corrective Maintenance
- Condition Based Maintenance
- Spares & Repairs
- Customer and Operator Training
- OPTIMAX Energy Management System
- Electrical Digital Twin
- Power Management System (PMS)

Modification & Expansion

- Feasibility Study & Power System Study
- Dynamic Electrical Simulations
- Solution Development
- Integration Engineering
- Product & Documentation
- Installation & Commissioning

Electrical Portfolio

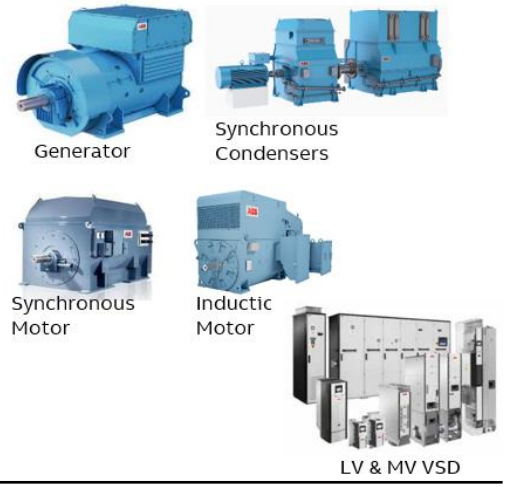
Electrical Product Lineup

Industrial Energy OEM:

- Excitation System & AVRs
- Synchronisation Device
- Grid, Gen & Transformer Protection
- Grid Code Compliance Studies
- Rectifiers (IGBT & Thyristor)

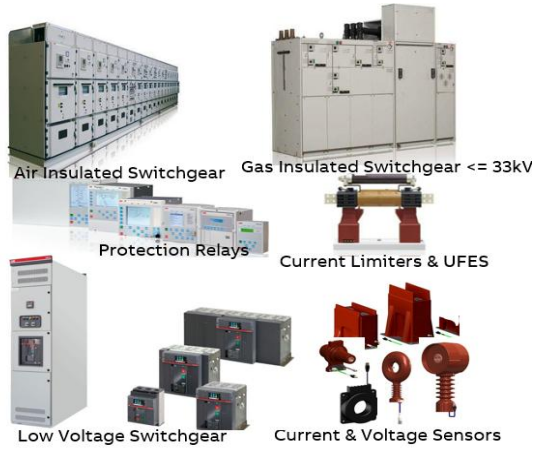
Rotating Machine OEM:

- Synchronous Machines / Condensers
- Induction Motors (MV & LV)
- MV Variable Speed Drives
- LV Variable Speed Drives
- LCI Drives



Electrical Distribution OEM:

- Medium Voltage Switchgear (up to 36kV)
- Low Voltage Switchgear
- Protection & Control Equipment
- Frequency conversion



Automation & Control OEM:

- ABB Ability™ Zenon SCADA
- ABB Power Management System
- Energy Management System

Data Driven Value

Enabling Condition Based Service - Remote Collaboration with ABB domain experts 24/7

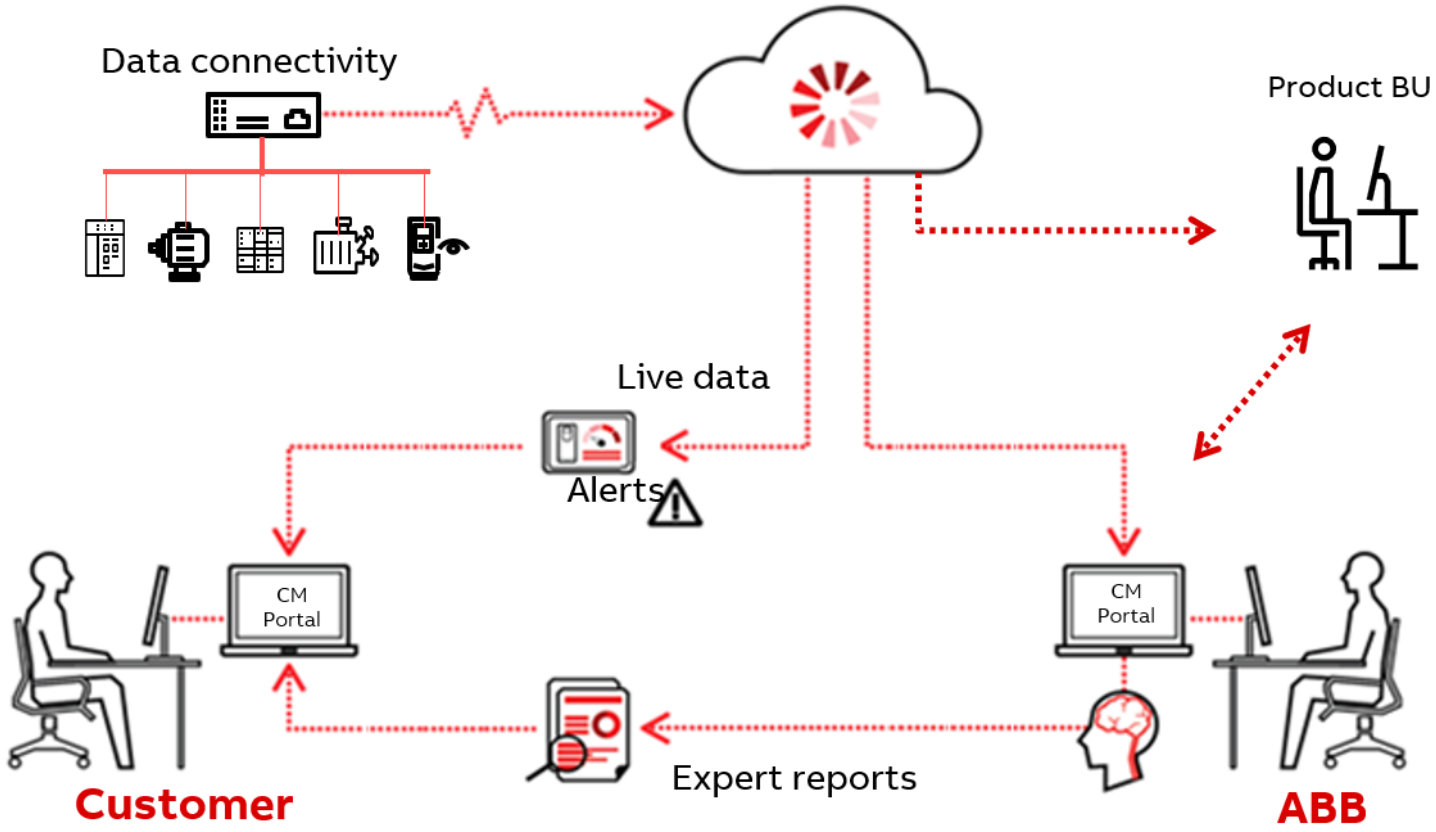


ABB Reliability Services turn data into savings at single plants & across enterprises

Life Cycle Services - Products and Services

ABB Ability™ Asset Management and Condition Monitoring

Services

4 - Together

Collaborate, advice, transform, re-think

Service Agreements | Expert reports | Engineering Studies | On-site service | Training | Remote monitoring | Consultancy

Asset Management and Condition Monitoring Solutions

3 - Do better

Optimize, simulate, predict, automate

Maintenance Workplace
Dashboard for maintenance

Plant overview of condition monitoring

Device monitoring and diagnostics

2 - Do more

Monitor, secure, manage

NETA-21

SWICOM

CoreTec

MACHsense

Ekip E-Hub

3rd Party

Sensors and connectivity

1 - Know more

Connect, inform, measure

Variable Speed Drive

IEDs

CoreSense

IR temperature

Partial Discharge

SmartSensor

Gas measurements

Others

Case Study: BP Sangachal Terminal Electrification Project

Synchronous Condensers & Pony Motors	Power system studies	Modular E-Houses
Lube Oil System	11kV Switchgear	Batteries & UPS
Cooling System	400V Switchgear	Small lighting
LV VSDs	Distribution Tx	Fire & Gas
Automatic Voltage Regulator	Protection & Control Systems	HSE Equipment
	Integration with PMS	PAGA & Access

Client Need:

- Electrification of the Sangachal Terminal (Azerbaijan) by decommissioning of main GTs.
- Importing electricity from the Azeri grid to supply terminal and offshore assets.
- Mitigating for severe voltage instabilities seen on the SGT main board when importing from grid.
- Maintaining asset health while reducing carbon emissions.

ABB Proposed Solution:

- Power system study with proprietary machine models to assess feasibility of synchronous condenser application (2023–2024).
- Determine the optimal number and configuration of synchronous condensers and sizing of the supporting electrical balance of plant and modular substations.
- Designing, procurement, integration, testing, installation supervision & commissioning of complete systems.

Value Add:

- Optimized design, reducing synchronous condensers from 7 to 4 → major CAPEX reduction.
- Reduced lead time and simplified supply chain management.
- Integrated delivery - Single Partner from feasibility through commissioning, simplifying engineering, supply chain, and risk management.
- End-to-end responsibility across mechanical, electrical, protection and digital systems.

Case Study: Draugen Power from Shore project

Onshore - Skardsmyra	Offshore – Draugen	Common Systems
132kV GIS	GIS	System analysis, Simulation & Design
STATCOM (35MVar)	SFC incl. Tx's	PDCS
Transformer (95MVA)	Transformers	Cyber Security
Variable Shunt Reactors	MV & LV Switchgears	Installation & Commissioning
LV Switchgear & UPS	Existing MV & LV SWGR Modification	

Client Need:

- Electrification of Draugen offshore oil & gas platform.
- Replacing Main Power Supply & Water Injection Pump Turbines with Electrical supply from new onshore substation.
- Reduce CO_2 emissions.
- Serve as a hub for Njord electrification.

ABB Proposed Solution:

- Power System Studies for design of end-to-end electrical infrastructure.
- Delivery of turnkey solution in conjunction with EPC – Aker.
- Designing, procurement, integration, testing, installation supervision & commissioning of electrical & control system including cyber security.
- Upgrade of Safety Automation System.

Value Add:

- ~270MNOK saved / year due to reduced $C0_2$ costs & increased gas sales*.
- ~180,000 Tonnes* of CO_2 reduced per year (equivalent to removal of ~90,000 fossil fueled cars/ year).
- Integrated delivery - Single Partner from feasibility through commissioning, simplifying engineering, supply chain, and risk management.
- End-to-end responsibility across mechanical, electrical, protection and digital systems.

Without Electrification Draugen would have been decommissioned by 2024/2025

* Approximate Values

How to collaborate with ABB

Contact:

Sales Manager

Supply Chain

Channel Partner

- Dhrubaa Mitra

Electrical Function & Sales Manager
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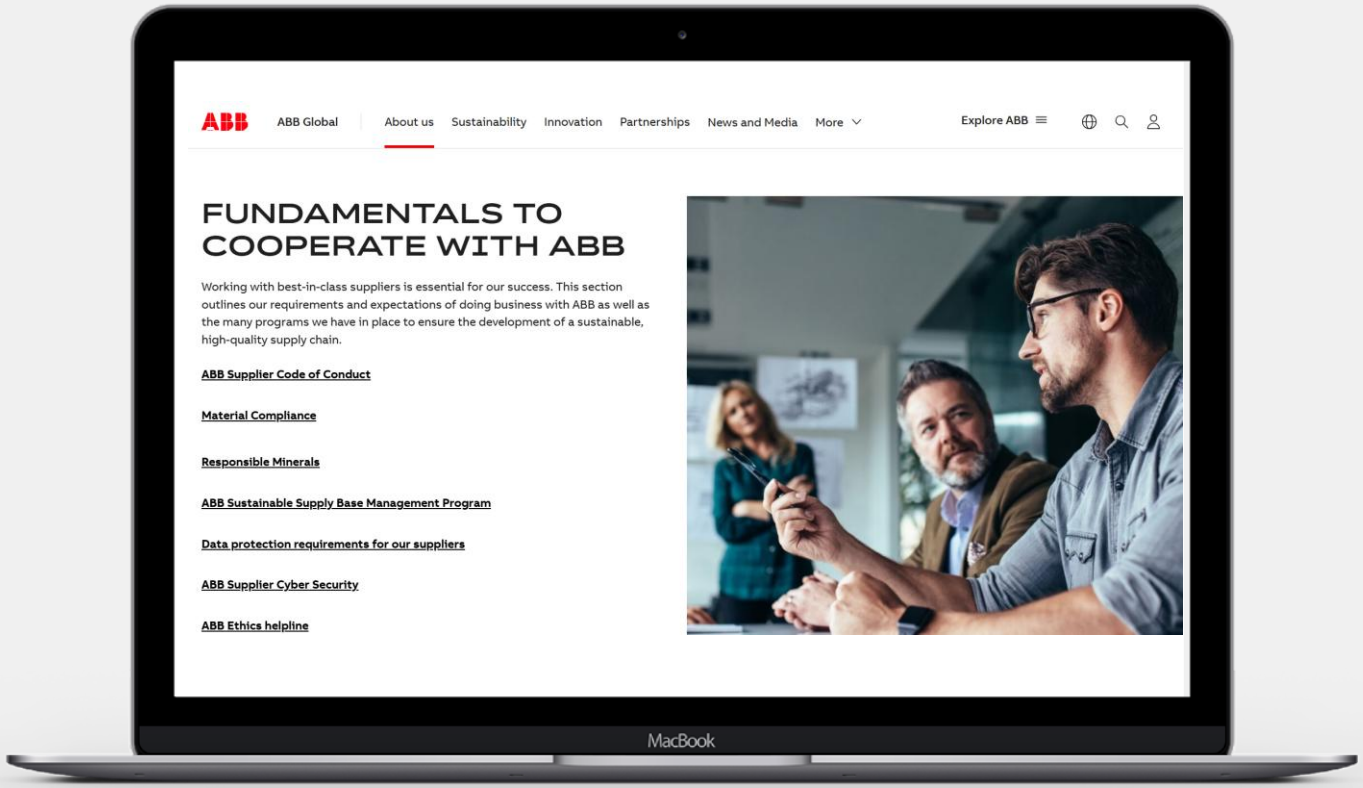
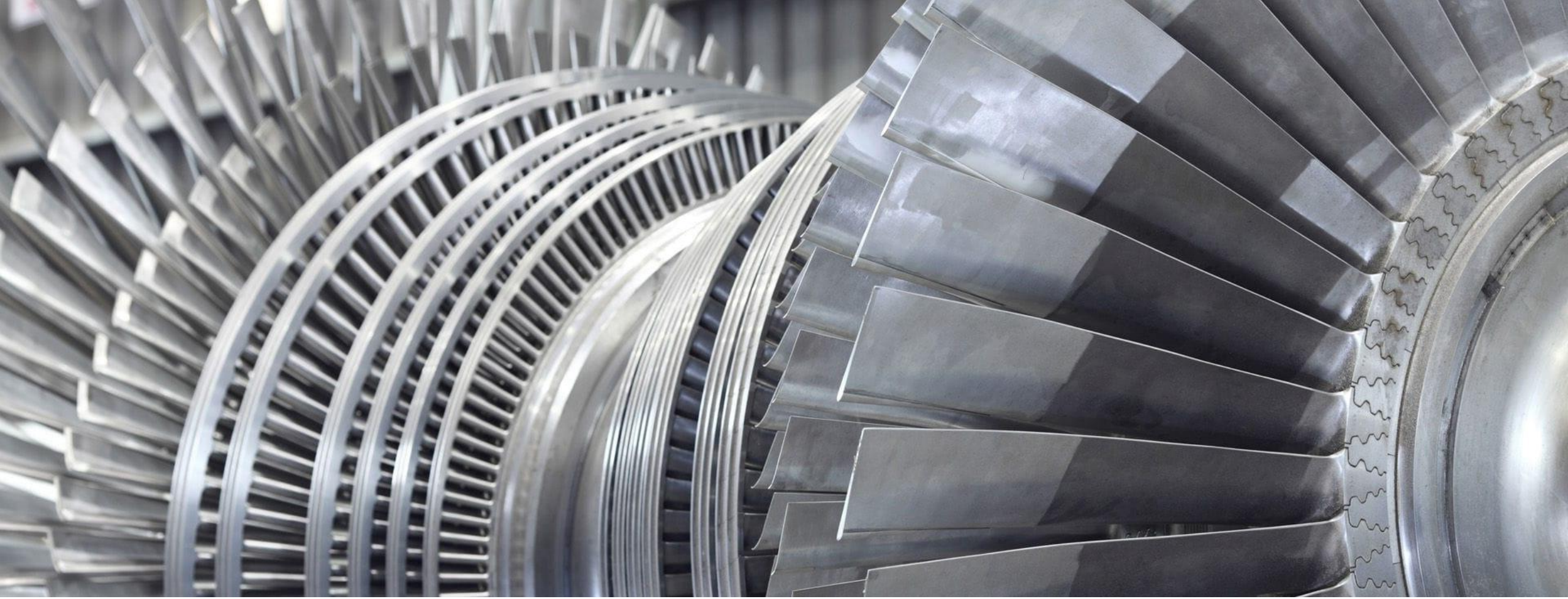
- Deepika Banerjee

Electrical Sales Manager
deepika.banerjee@gb.abb.com

Link:

https://www.abb.com/global/en/company/about/supplying





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Turbine replacement with electrical drive solution

Agenda

01. Why to go electric

02. What & How

03. Project references

Why go electric?

Supporting industry in the energy transition

Decarbonization

- Driven by carbon tax/credits and to meet investor's ESG[1] demands (sustainability)
- The NSTA mandates that the oil and gas **industry reduce production emissions by 25% by 2027, and 50% by 2030**.[2]

Energy efficiency

- **Reduction of energy loss** in not efficient systems
- Reduction use/dependency from natural gas

Increasing power generation from renewables sources[3]

- Share of **renewables power generation increasing** from **20-70% driven by wind and solar by 2050.**
- Worldwide **power generation to double from 2023 to 2050.**

1. Environmental, Social and Governance
2. The North Sea Transition Deal (NSTD) | Offshore Energies UK (OEUK)
3. Historical data source: IEA (2023), GlobalData (2023)

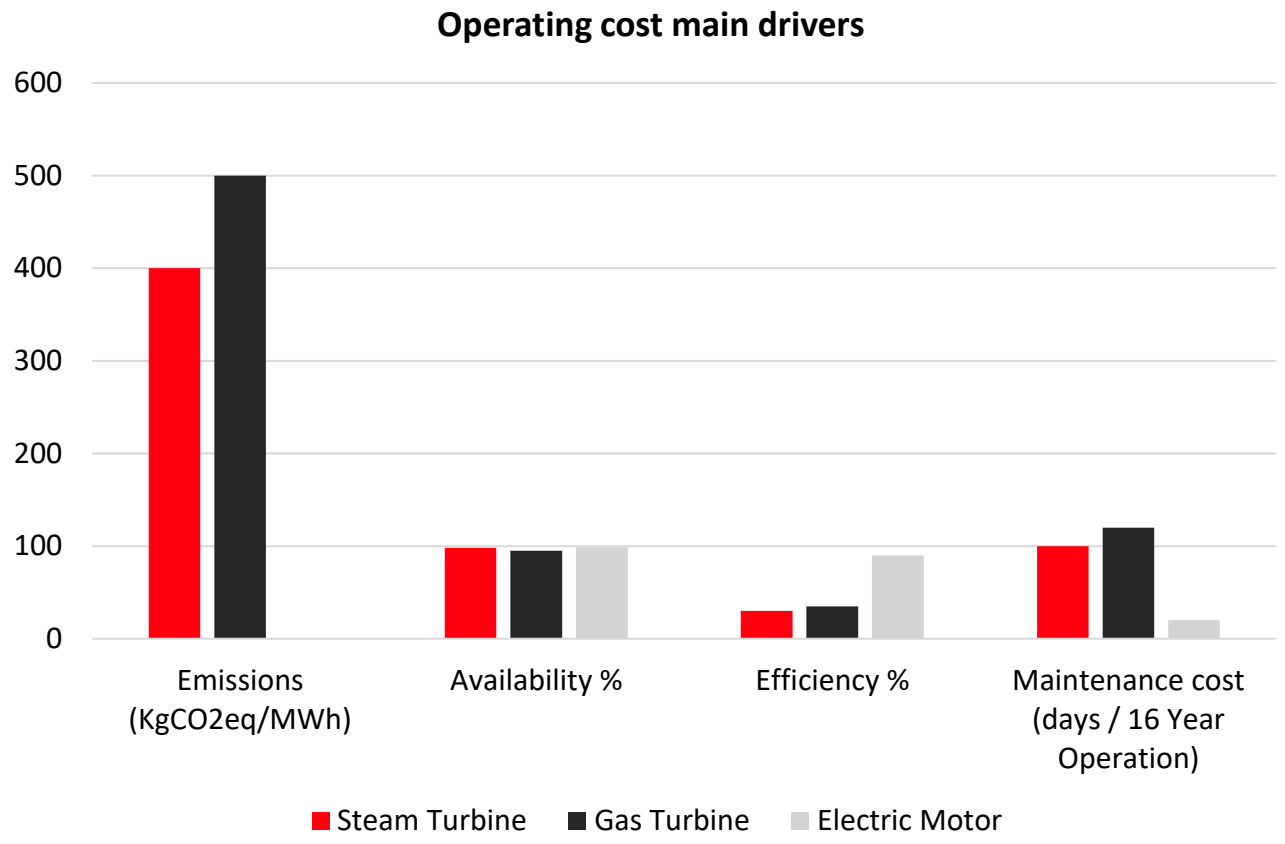
Turbine replacement with an electrical drives system

Why to go electric - Summary

Key insights:

Electric drives and motors deliver **highest efficiency**, **lowest maintenance**, and **zero on-site emissions**.

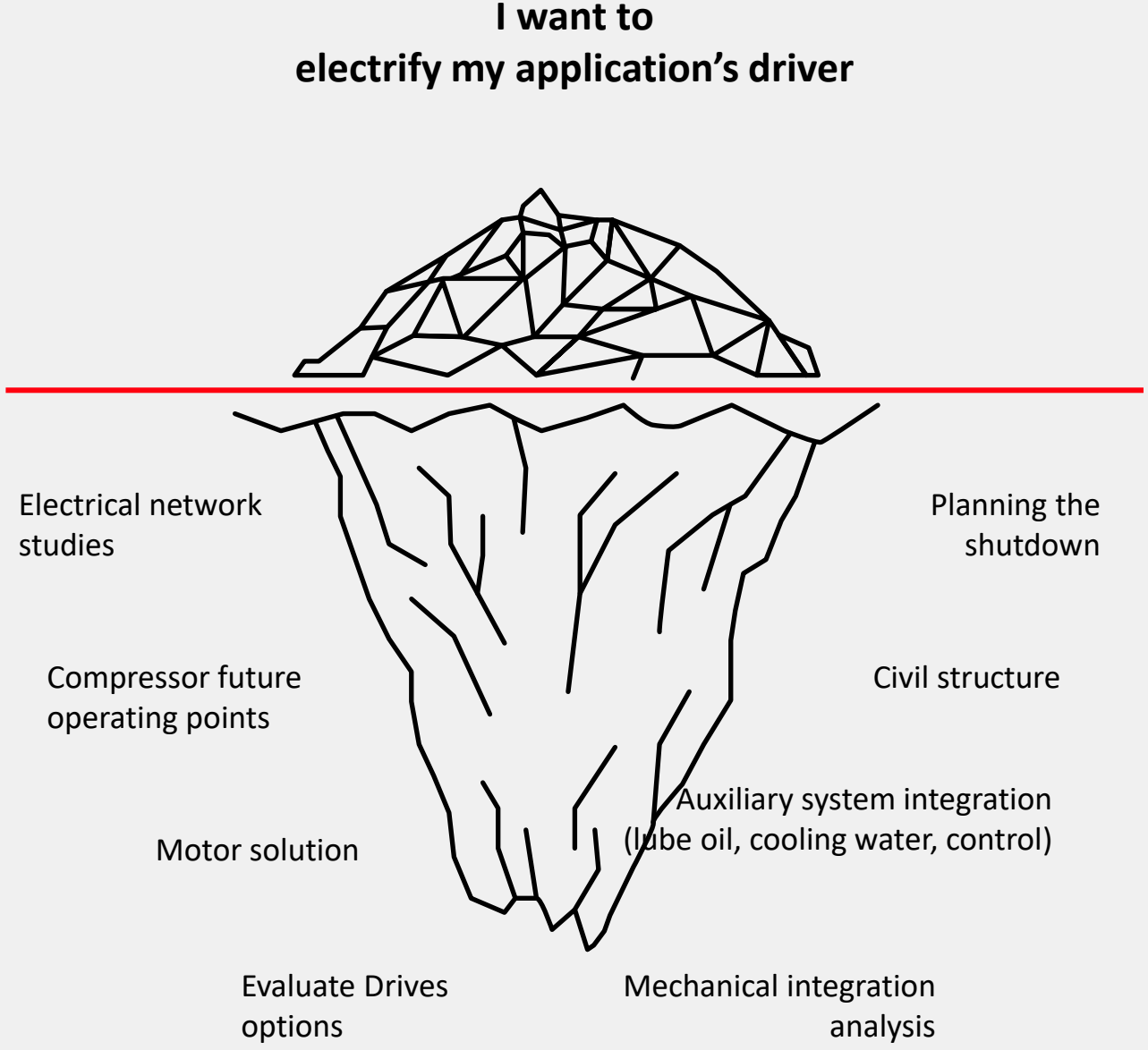
Availability: Similar across all systems, with electric drives advantaged by simpler design and reduced downtime.



Journey to electrification

The iceberg

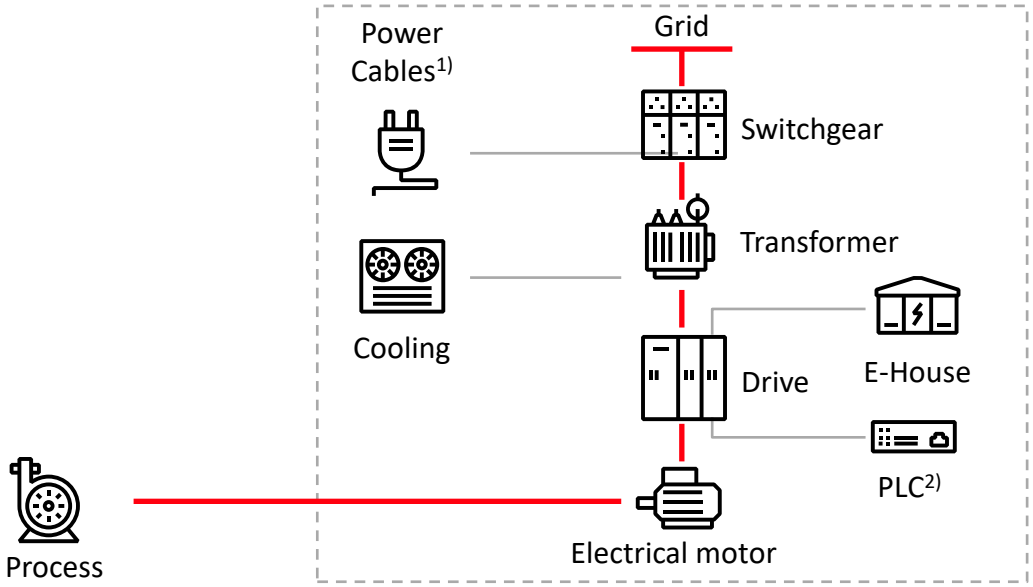
- While electrification can offer significant advantages, it also introduces challenges
- Replacing a turbine driver with an electric driver is a complex process



Turbine replacement with electrical drive solution

Typical split - Scope of work

New electrical system – core of the new solution



Adaptation of existing plant

By OEM:

- Compressor/pump upgrade/replacement
- Coupling and torsional analisys
- Instrumentation, control system, anti-surge system
- Lube Oil system

By EPC

- Civil, foundations, installation
- Power and instrumentation sytem cabling
- Dismantling
- Cooling water system

Defined during project early stage as main solution

Finalization SoW to integrate the electrical solution

Turbine and engines electrification

Global trend to make the world carbon neutral

1x 0.3 MW steam turbine, UK

1x 26 MW gas turbine, Netherlands

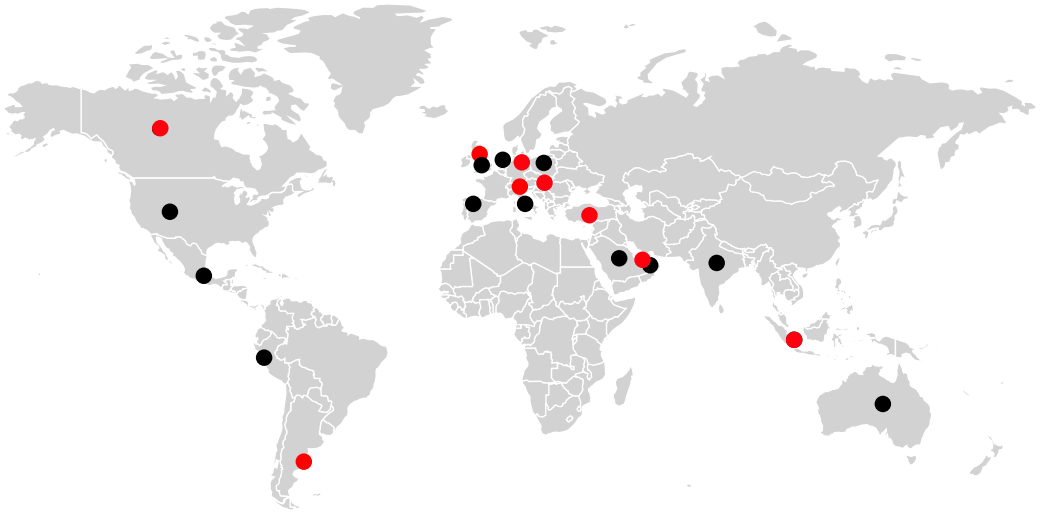
1x 6.7 MW gas turbine, Hungary

1x 31 MW steam turbine, Austria

1x 7.7 MW steam turbine, Germany

1x 9.6 MW gas turbine, Qatar

7x 0.7- 4.3 MW gas engines, Canada



1x 0.3 MW steam turbine, Turkey

2x 1.4 -3 MW steam turbine, Argentina

8x 0.2-1.8 MW Gas Turbine, Indonesia

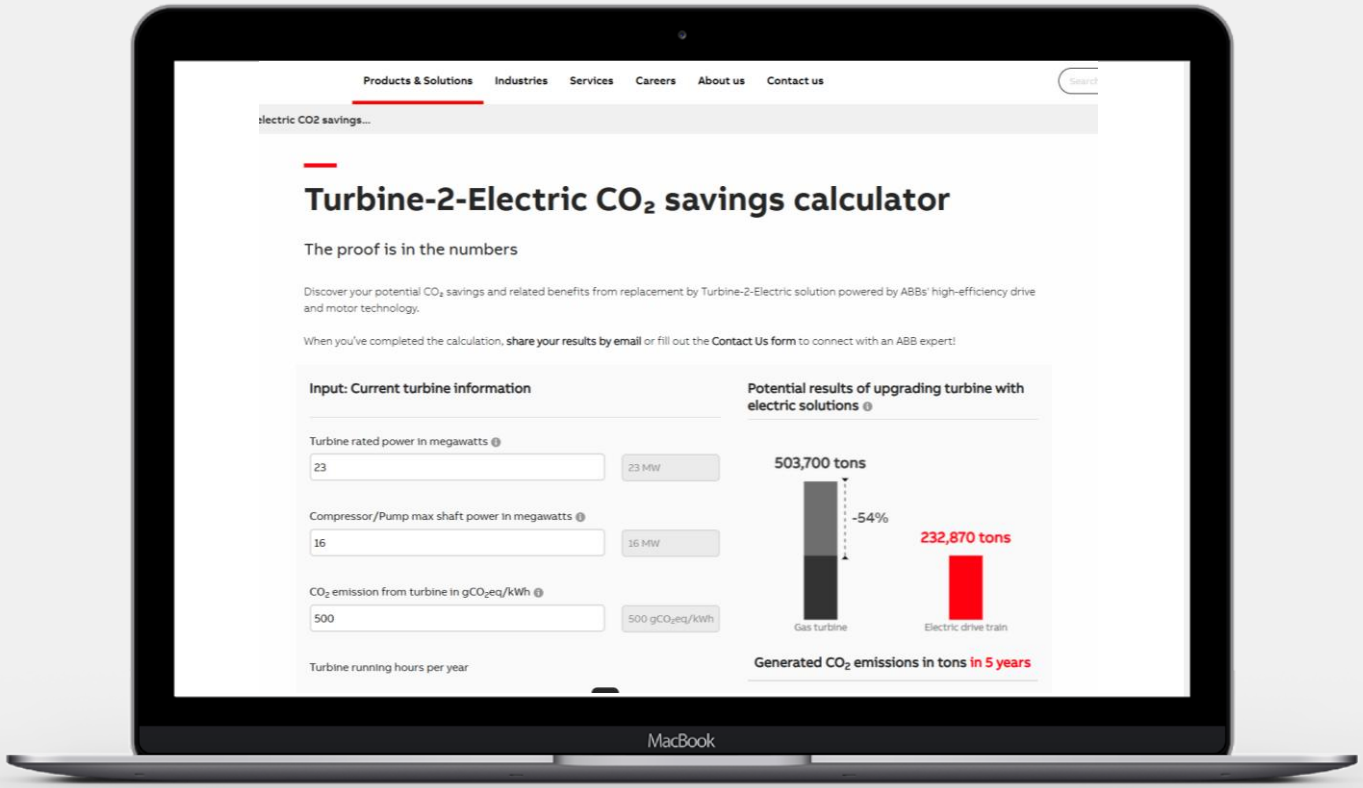
- Pursuits
- Projects

Tool to estimate the decarbonization benefits

Decarbonization

Turbine-2-Electric savings calculator

[Turbine-2-Electric CO_2 savings calculator | Drives | ABB]

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