

# ABB's high-voltage cables business

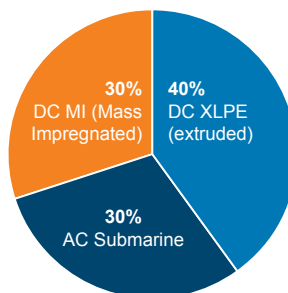
## Key facts

- Leading supplier of premium AC and DC high-voltage on- and offshore cable systems and accessories
- Headquarter and best-in-class manufacturing facilities in Karlskrona, Sweden. Approx. 900 employees
- Since 2012 significant investments were made to position the company at the technological forefront of the high-voltage industry. Recognized for best-in-class performance, reliability, customer reputation, high-quality cables and IP
- New cutting-edge cable-laying vessel to be delivered in Q1 2017
- 2015 stand-alone revenue: EUR 472m (DKK 3.5bn)
- Current high-voltage order backlog of EUR 1.1bn (DKK 8.3bn), corresponding to 2.4 years of sales based on 2015 stand-alone revenue
- World's first qualified player with 525 kV DC XLPE cables

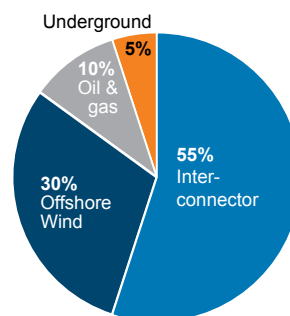
## Order overview

Based on 2013-15 order intake

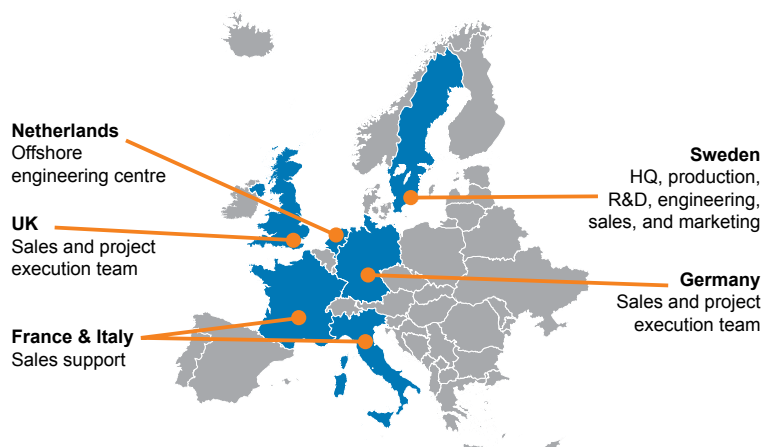
Cable technology overview



Segment overview



## Sales and production footprint



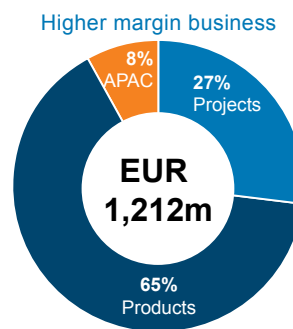
# The combined nkt cables and ABB HV Cables businesses

## Key facts

- A leading power cable supplier in Europe with a comprehensive product portfolio and in-house installation & service capabilities and large portion of high-margin Projects business
- State-of-the art manufacturing facilities in Cologne, Germany, and Karlskrona, Sweden. Furthermore, production in more European countries and in China. Approx. 4,100 employees
- Strong organizational and cultural fit rooted in both companies' Nordic heritage
- Well-positioned to capture expected growth from offshore wind industry and development of European grid infrastructure, while DC technology broadens capabilities and addressable market
- New cable-laying vessel provides installation risk mitigation and operational flexibility
- Combined 2015 revenue: approx. EUR 1.7bn and operational EBITDA margin of 11.4% (std. metal prices)
- Full EBIT run-rate synergies of approx. EUR 30m expected by end-2018

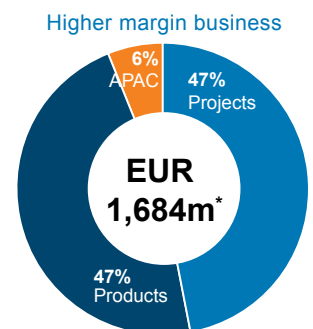
## Revenue split

EURm, 2015, market prices



nkt cables

\* Proforma



nkt cables + ABB HV Cables

## Comprehensive product portfolio

	NKT Cables	ABB HV Cables	NKT Cables + ABB HV Cables
Interconnector on- and offshore DC - XLPE (Extruded)	✗	✓	✓
Interconnector offshore DC - MI (Mass Impregnated)	✗	✓	✓
Offshore wind AC - XLPE (Extruded)	✓	✓	✓
Onshore AC - XLPE (Extruded)	✓	✗	✓
Installation / turnkey	✗	✓	✓