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Positioned for profitable growth

Streamlined and strengthened portfolio and operations

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Important notices

This presentation includes forward-looking information and statements including statements concerning the outlook for our businesses. These statements are based on current expectations, estimates and projections about the factors that may affect our future performance, including global economic conditions, and the economic conditions of the regions and industries that are major markets for ABB Ltd. These expectations, estimates and projections are generally identifiable by statements containing words such as “expects,” “believes,” “estimates,” “targets,” “plans,” “outlook”, “framing 2018” or similar expressions.

There are numerous risks and uncertainties, many of which are beyond our control, that could cause our actual results to differ materially from the forward-looking information and statements made in this presentation and which could affect our ability to achieve any or all of our stated targets. The important factors that could cause such differences include, among others:

- business risks associated with the volatile global economic environment and political conditions
- costs associated with compliance activities
- market acceptance of new products and services
- changes in governmental regulations and currency exchange rates, and
- such other factors as may be discussed from time to time in ABB Ltd’s filings with the U.S. Securities and Exchange Commission, including its Annual Reports on Form 20-F.

Although ABB Ltd believes that its expectations reflected in any such forward-looking statement are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved.

This presentation contains non-GAAP measures of performance. Definitions of these measures and reconciliations between these measures and their US GAAP counterparts can be found in the ‘Supplemental reconciliations and definitions’ section of “Financial Information” under “Quarterly results and annual reports” on our website at

www.abb.com/investorrelations

Agenda

FY17 results summary

ABB positioned for profitable growth

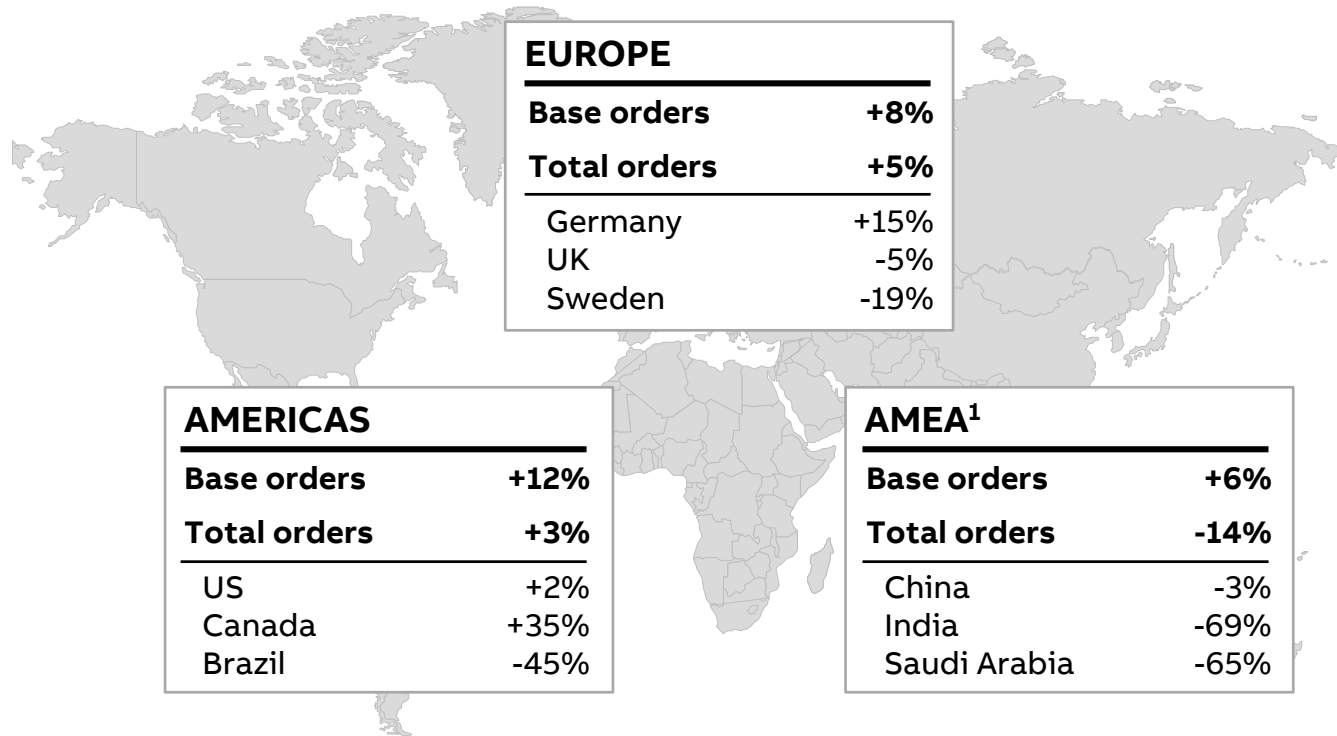
Full-year and Q4 2017

| | Orders | Revenues | Operational EBITA margin | Operational EPS | Cash flow from operating activities |
|----------------|--------------------------------------|--------------------------------------|-------------------------------------|-----------------------------------|-------------------------------------|
| FY 2017 | \$33.4 bn +0% ¹ | \$34.3 bn +1% ¹ | 12.1 % -0.3 pts | \$1.25 -1% ² | \$3,799 mn steady |
| Q4 2017 | \$8.5 bn -3% ¹ | \$7.9 bn +9% ¹ | \$9.3 bn -1% ¹ | 10.9 % -0.8 pts | |

Q4 2017: strong base order momentum

2017 Q4 total order growth by region

Change on a comparable basis



2017 Q4 base order growth²

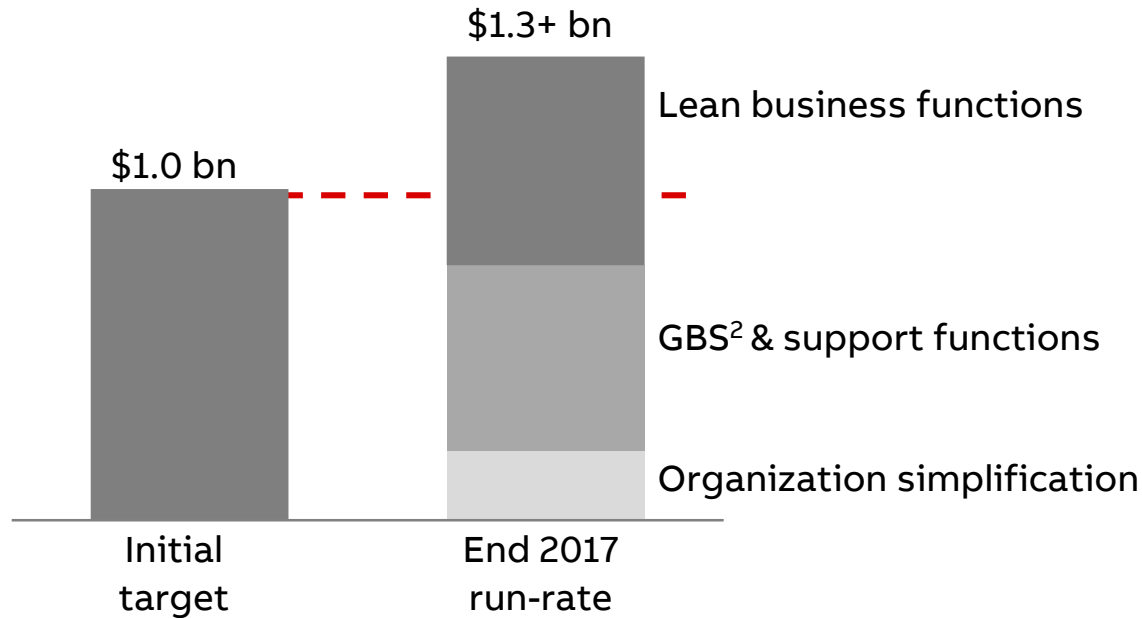
Change on a comparable basis

| | |
|--------------|------|
| Australia | +26% |
| Canada | +28% |
| China | +1% |
| Finland | -7% |
| Germany | +7% |
| India | +10% |
| Italy | +18% |
| Norway | +32% |
| Saudi Arabia | -68% |
| South Korea | +8% |
| Sweden | -1% |
| UK | -17% |
| US | +11% |

1,000 day program delivery

Further opportunities in value chain optimization

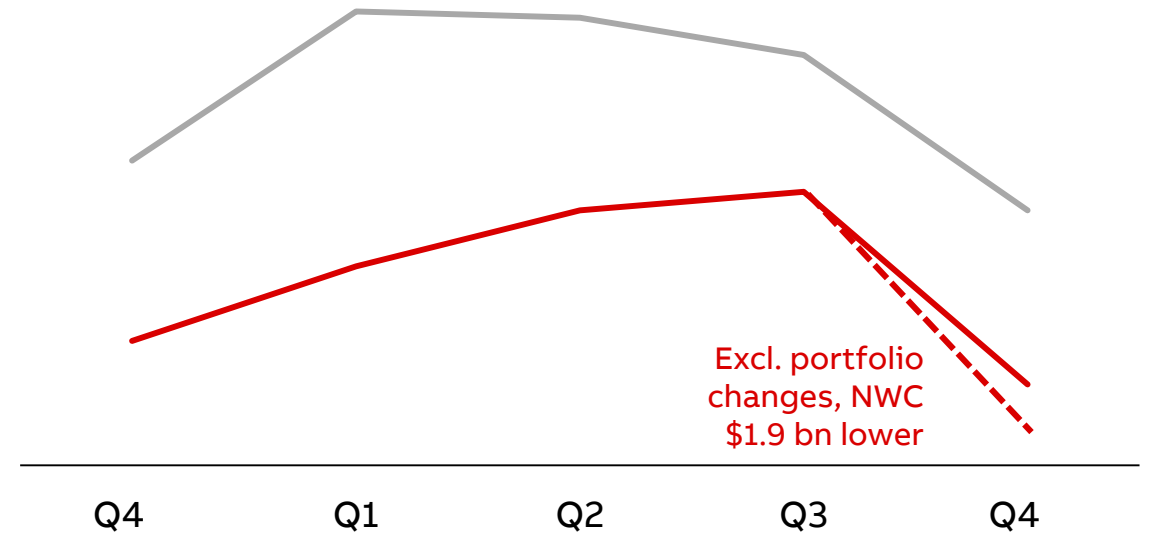
2014 – 2017 WCP program savings¹



End 2017 run-rate \$1.3+ bn versus initial \$1.0 bn target
Program cost \$300 mn lower than originally announced³

2014 – 2017 Working Capital savings

NWC as a % of revenues



Freed up \$1.5 bn in cash
NWC as % improved in all divisions and regions

Leadership in electrification

GE Industrial Solutions (GE IS) – a quantum leap for electrification in the U.S.

GE Industrial Solutions

Market size: ~\$32 bn electrification market

Employees: 13,500

Countries: >100

- 29 manufacturing facilities
- 15 distribution centers
- 13 service centers
- 9 R&D centers

Offering for commercial, residential and industrial

- Products
- Solution
- Services



Deal rationale

Market access

- Expanded access to North America
- Significant installed base globally

Performance improvement

- Non-core business for GE
- Significant value creation potential

Comprehensive electrification portfolio

- Complementary portfolio and solutions

Strategic supply partnership

- GE to tap ABB's leading portfolio through long-term supply partnership

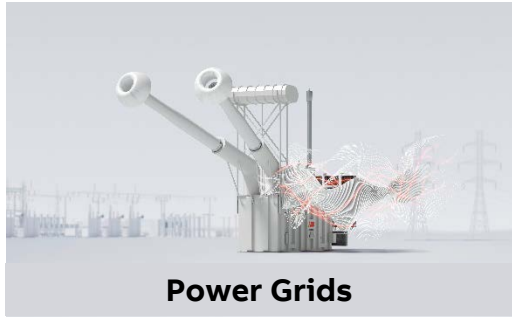
Streamlined and strengthened digital-first portfolio

ABB today: two clear value propositions

**Bringing electricity from
any power plant to any plug**

**Automating industries from natural
resources to finished products**

Partner of choice for ...



Power Grids

... a stronger, smarter and greener grid

#1



Electrification Products

... electrification of all consumption points

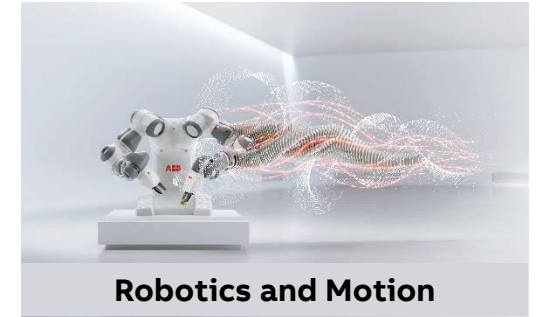
#2



Industrial Automation

... perfection in automation

#2



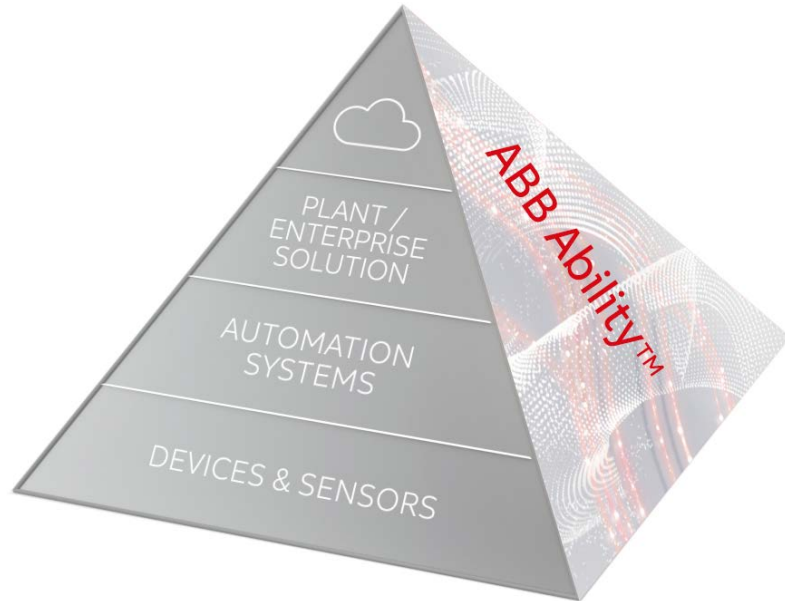
Robotics and Motion

... robotics and intelligent motion solutions

#1 motion
#2 robotics

ABB Ability™ – making a quantum leap in digital

210+ ABB Ability™ solutions



Common technologies for device, edge and cloud

Attractive shareholder returns, disciplined capital allocation

Capital allocation priorities

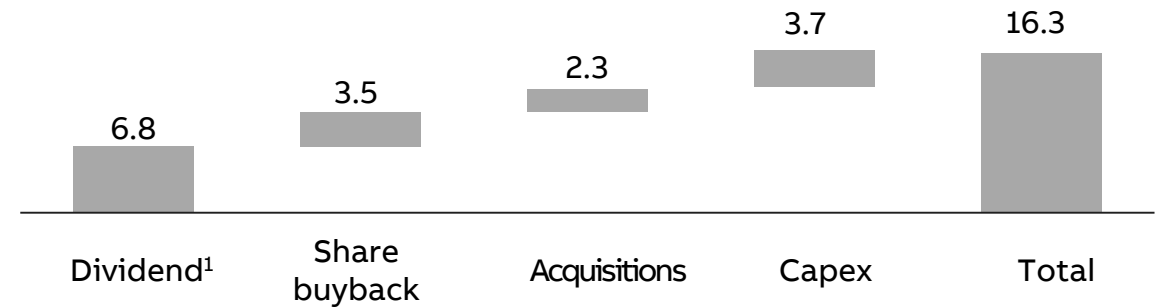
Fund organic growth at attractive CROI

Steadily rising sustainable dividend

Value-creating acquisitions

Returning additional cash to shareholders

Capital allocation 2014 – 2017, \$ bn



Dividend per share progression, CHF

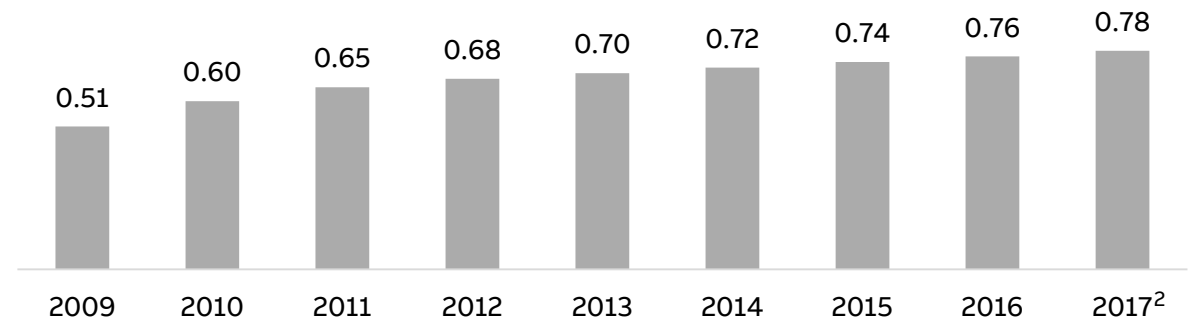


ABB: positioned for profitable growth

Summary

Market growth across sectors

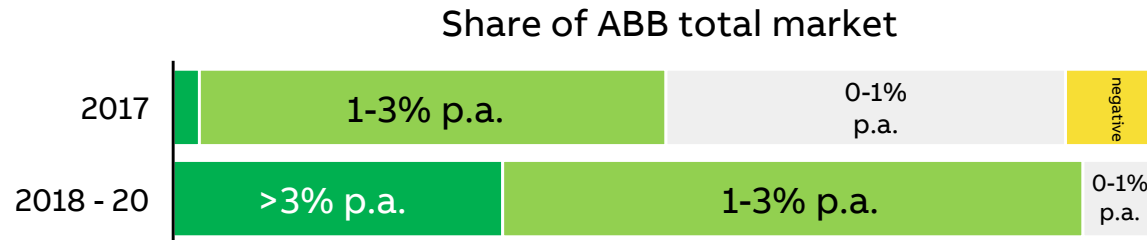


ABB base order growth, yoy, comparable

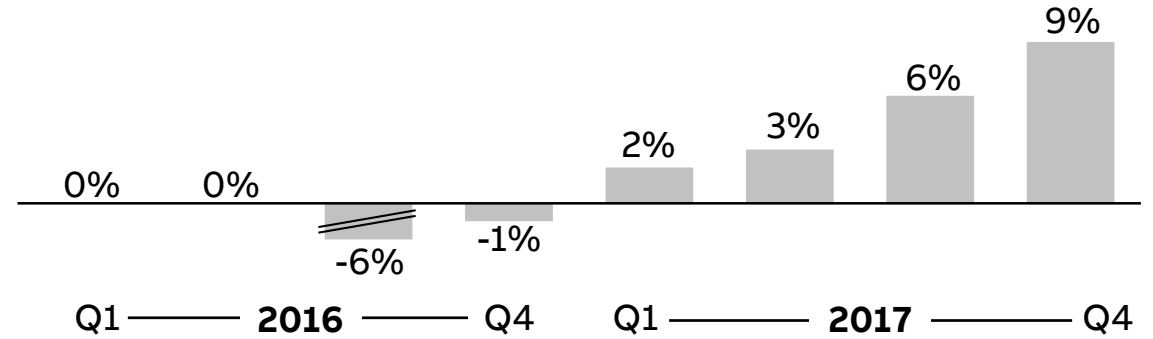


ABB better positioned in a better market

Portfolio and operations streamlined and strengthened

Focus on relentless execution

ABB

More information available at ABB Investor Relations

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