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Dr. Gu Chunyuan, Senior Vice President, ABB Group & Chairman and President, ABB (China) Ltd., Beijing, May 28, 2015

ABB China: moving to the Next Level

Opportunities under the “New Normal”

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” or similar expressions.

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- business risks associated with the volatile global economic environment and political conditions
- costs associated with compliance activities
- raw materials availability and prices
- market acceptance of new products and services
- changes in governmental regulations and currency exchange rates, and,
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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 “Financial results & presentations” – “Quarterly results & annual reports” on our website at www.abb.com/investorrelations

Well positioned in attractive markets

ABB Group Today

What
(Offering)

Power & Automation

Power ~ 40% of revenue

Automation ~ 60% of revenue

For whom
(Customers)

Utilities

~ 35% of revenue

Industry

~ 45% of revenue

Transportation &
Infrastructure

~ 20% of revenue

Where
(Geographies)

Globally

AMEA 37%

Americas 29%

Europe 34%

\$40 bn
revenue

~ 100
countries

~140,000
employees

Single "A"
credit rating

HQ Zurich

ABB – Next Level

Shaping a global leader in power and automation

Well positioned



Attractive markets

Profitable growth

Shifting the center of gravity

- Strengthening competitiveness
- Driving organic growth momentum
- Lowering risk

Incremental acquisitions and partnerships

Relentless execution

Leading operating model

Driving change through 1'000 day programs

Linked strategy, performance management and compensation

Business-led collaboration

Simplifying how we work together

Streamlining market focused organization

Leadership development

Delivering attractive shareholder returns

2014-2016
share buy-back

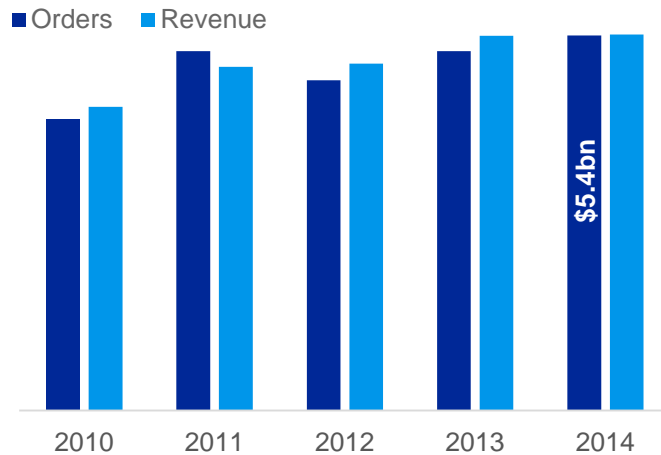
Accelerating sustainable value creation

ABB's continuous success in China

Strong basis, solid momentum

Steady growth in 2014 under “New Normal”:

- Orders grew +5%¹ to \$5.4 billion²; ~10% orders received from new customers
- Revenue \$5.4bn²: ~60% from automation and ~40% from power
- 4 new service centers added to better serve customers



Entire value chain localized with optimized business footprint

- 39 companies in China with operations in 126 cities and 19,000 employees
- Accumulated investment in China ~ \$1.9 billion since 1992
- ~90% of domestic sales are locally made products, solutions and services



Note:

1) Changes on a like-for-like basis.

2) Domestic business; excluding exports from China

Opportunity for ABB under China's "New Normal"

ABB smart technologies offer solutions to intelligent upgrading

China: challenges and new targets under the "New Normal"

- Economic structure to be adjusted
 - Focus on growth quality / sustainable development
 - Energy usage efficiency to be strengthened
 - Solutions for environmental issues
 - Productivity to be improved with peaking workforce
- Share of non-fossil fuels to reach 15% by 2020 (from current 11%) and 20% by 2030
 - 60% of population urbanized by 2020 from 54.8% in 2014; half of new buildings to be green by 2020
 - 5 Mio electric cars to be sold by 2020
 - Operating railway length to reach 120,000 km by 2020, 60% of which electrified
 - Industrial robot density expected to increase from 30 in 2013 to 100 robots per 10,000 workers by 2020

Opportunities for ABB

- Energy efficiency
- Renewable energy technology
- Industrial productivity and industrial upgrading
- Digitalized power grid
- Reduced environmental impact



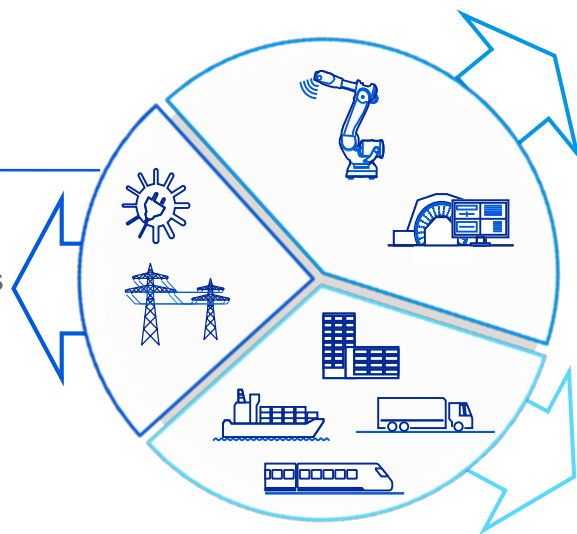
Our technologies address the needs of China's move to the "New Normal"

Market drivers under China's "New Normal"

Strong demand for power and automation in industrial segments

Shift in the electrical value chain

Smart grid
HVDC
Micro-grids / Integration of renewables
Energy storage



Improvement in industrial productivity

Industrial robots
Power quality and reliability
Equipment for the processing industry

Higher energy efficiency demand from rapid urbanization and public transport

Accelerating urbanization
Smart home and building
Data center electrification
E-mobility
Power quality and reliability

"New Normal" brings new opportunities

Utility

Intelligent grids to meet increasing demand for green power

Yunnan-Guangxi ± 500 kV HVDC transmission line

- Line transports clean hydropower over 1,139 km from Yunnan to Guangxi (increasing demand for electricity). Operational in 2016.
- ABB provides cooling system and converter valves as a key component responsible for converting AC to DC in HVDC transmission.

Shangri-La County district heating project

- ABB's efficient and environmentally-friendly district heating system in phase I project will improve the quality of people's lives and energy efficiency, and protect the environment.
- About 17,000 tons of coal, 460 tons of dust emission, 220,000 m³ of woods and the energy used to transport them will be saved every year.

Microgrid and smart substation

- ABB provides energy storage solutions to microgrid project for China's wind power company Goldwind in Yizhuang, Beijing
- 220kV smart substation in Chongqing: ABB's DCB integrates the function of a disconnecter within the circuit breaker (no need for two separate products). Higher reliability & flexibility & saves 50% space.

Shore-to-ship power system

- ABB delivered first shore-to-ship project in China to Changxing Shipbuilding in 2014.
- ABB is a leader in shore-to-ship power system, which powers up vessels from onshore source, allowing them to switch off their diesel generators, thus improving energy efficiency, reducing emissions and noise.

Industry

Enhanced productivity and energy efficiency for intelligent upgrading

Robots for Automotive industry

- Chang'an Ford selected ABB's new "Gate Framer" robotic car body framing system for its new plants which allows for up to 6 car models to be framed on the same production line.
- Great Wall Motors: 600 ABB robots for spot welding, handling and coating processes of car bodies at the white body welding workshop, are helping to enhance the overall anti-collision ability.

Energy efficient solution for Xinfu Aluminum plant

- ABB offers low-voltage drive products and high-efficiency motors to the world's largest air-cooling island at Xinfu Aluminum Co., Ltd.
- ABB solutions help the customer improve energy efficiency, reduce operating costs and ensure a reliable power supply. This allows the customer to cut energy use by 30% and reduce carbon emissions by 237 metric tons per year.

Robots for Beijing Oriental Electronics' LCD production line

- ABB robots are installed for pick-and-place and other applications in LCD module production line, resulting in higher production quality.

Robots for Gree plant in Zhuhai

- ABB robots and products are applied to moving, palletizing, material handling and metal sheet pressing lines. They help Gree plant improve efficiency by 30%.

Electrical propulsion for LNG carriers

- ABB provides advanced electrical propulsion systems for 4 LNG carriers built by Hudong-Zhonghua Shipbuilding Group.
- Systems provide cost benefits from lower fuel consumption, reduce emissions and improve the maneuverability and reliability of the vessels.

Infrastructure and transport

An ideal partner to support new urbanization initiatives

Baidu Cloud Computing Center

- ABB provides power solution with sealed and insulated design and 5 year service to ensure reliable power supply for the largest cloud computing center in Asia.

Agricultural Bank of China Data Center

- ABB provides 24/7 telephone consultation and on-site electrical equipment service in addition to annual maintenance, troubleshooting, technical training and spare parts replacement.

DC fast-chargers for sustainable transportation

- ABB launched Terra 53 Z, its first type of high power DC fast charger compliant with China GB standard.
- Strong local team has been established to lead the development of electric vehicle charging business, covering R&D, production, logistics and services.

Line 9, Guangzhou metro

- ABB traction systems equip 11 trains on Line 9 of the Guangzhou metro, supporting further development of Guangdong's urban transport.

China's first rapid regional train

- ABB provided traction systems with reliable power to China's first rapid regional train, contributing to fast development of China's rail transit.

"i-Home" wireless smart home system

- System was developed by local R&D team for the Chinese market. Without separate wiring, users can control home lighting, temperature and appliances via mobile apps anywhere, anytime.
- Easy to install, featuring plug-and-play, making it an easy upgrade for an intelligent life and one that fits right into the home's original decoration.

Moving to the Next Level

Enhancing R&D and service, optimizing offering and geographic presence



Added 4 service centers in Zhengzhou, Hefei, Qingdao and Chengdu



Established first online-to-offline electrical product intelligence experience center in Nantong



Completed Phase IV expansion of ABB Beijing Drives Factory; increased production capacity & enhancing customer service.



Established ABB Industrial Co., Ltd. and Shanghai ABB Power Transmission Co., Ltd. in the Shanghai Free Trade Zone



Signed a strategic cooperation memorandum with Guiyang



Investing RMB 2 billion to establish ABB Xiamen Industrial Center within 5 years



Set up ABB's first China-based rail transit system R&D in Guangzhou



Established Shenzhen Power-One Renewable Energy; focuses on photovoltaic inverters and electric vehicle charging technology

Century-long heritage of innovation continues

Keep local R&D spending to create more value for customers

Safe Air environmentally-friendly, gas-insulated switchgear



General-type high power DC fast charger Terra 53 Z



Dual-arm robot YuMi



IRB1200 small robot



Medium-voltage drive ACS580MV



"i-Home" wireless smart home system



Low-voltage motor M2BAX



Sustainable value creation for customers with our efficient and smart technologies

Service continues to grow steadily

Better service, closer to customers

Promoting the service business to the Next Level



Total orders of service business in China achieved 20% CAGR since 2010



A team consisting of more than 1,400 service professionals dedicated to providing high-quality service to Chinese customers



New service centers set up in Zhengzhou, Hefei, Qingdao, Chengdu and Kunming, bringing the total number of service centers to 14



Innovation in service solutions to meet customers' immediate demand with customized services

In China, for China and the world

Recognized brand



第十五届中国电气工业100强
2014 China Top 100 Electric Companies

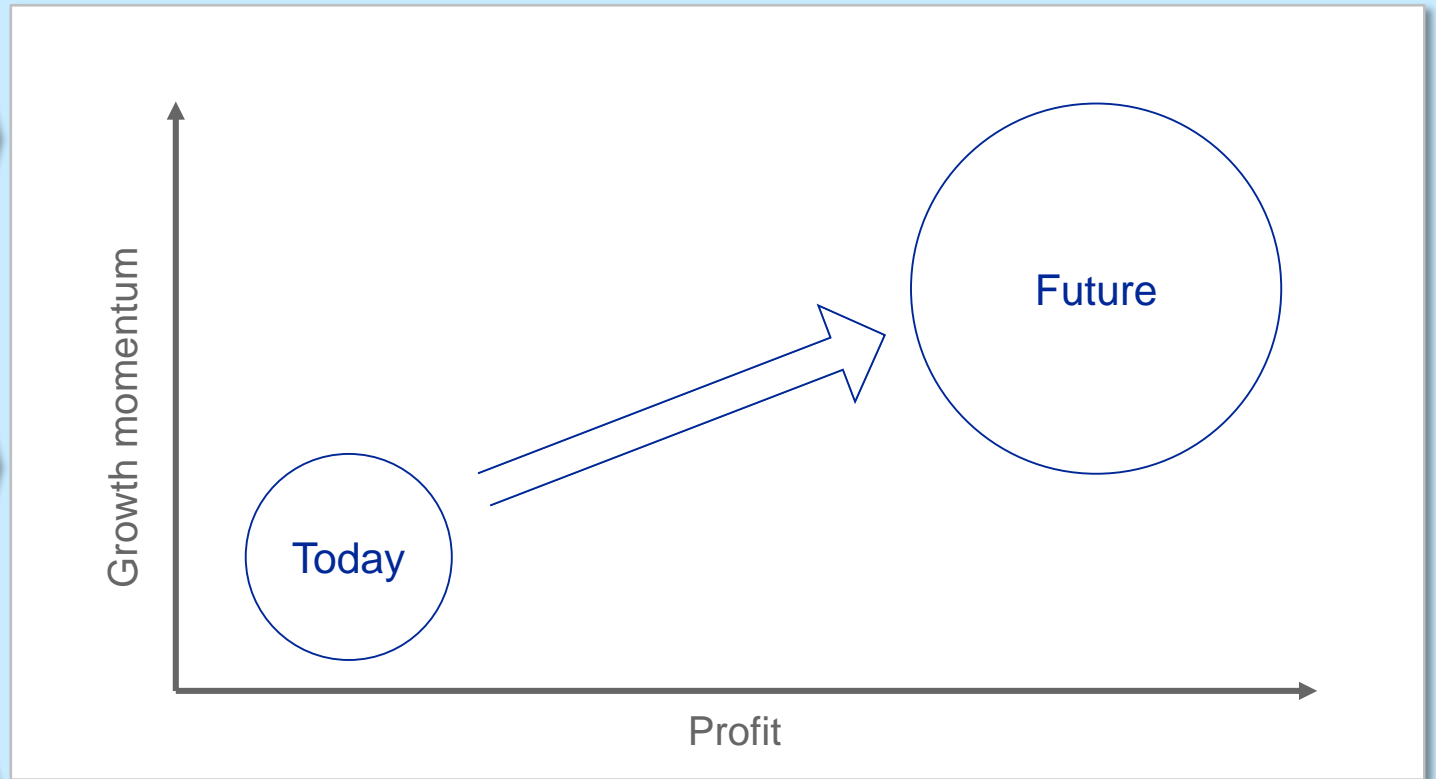
ABB – Next Level

Accelerating sustainable value creation

Profitable growth

Relentless execution

Business-led collaboration



Focus on EPS and CROI

ABB China priorities for 2015

Summary

Profitable growth

Maintain and accelerate organic growth momentum through PIE
Drive sales & service footprint expansion to western provinces
Continue investments in new products for the Chinese market

Relentless execution

Continue delivering sustainable cost reductions and increase productivity
Continue focus on cash and net working capital
Drive change through our 1'000 day programs for growth and competitiveness

Business-led collaboration

Further penetrate strategic accounts and service
Leverage combined power and automation offering for customers

Accelerate sustainable value creation

Power and productivity
for a better world™



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