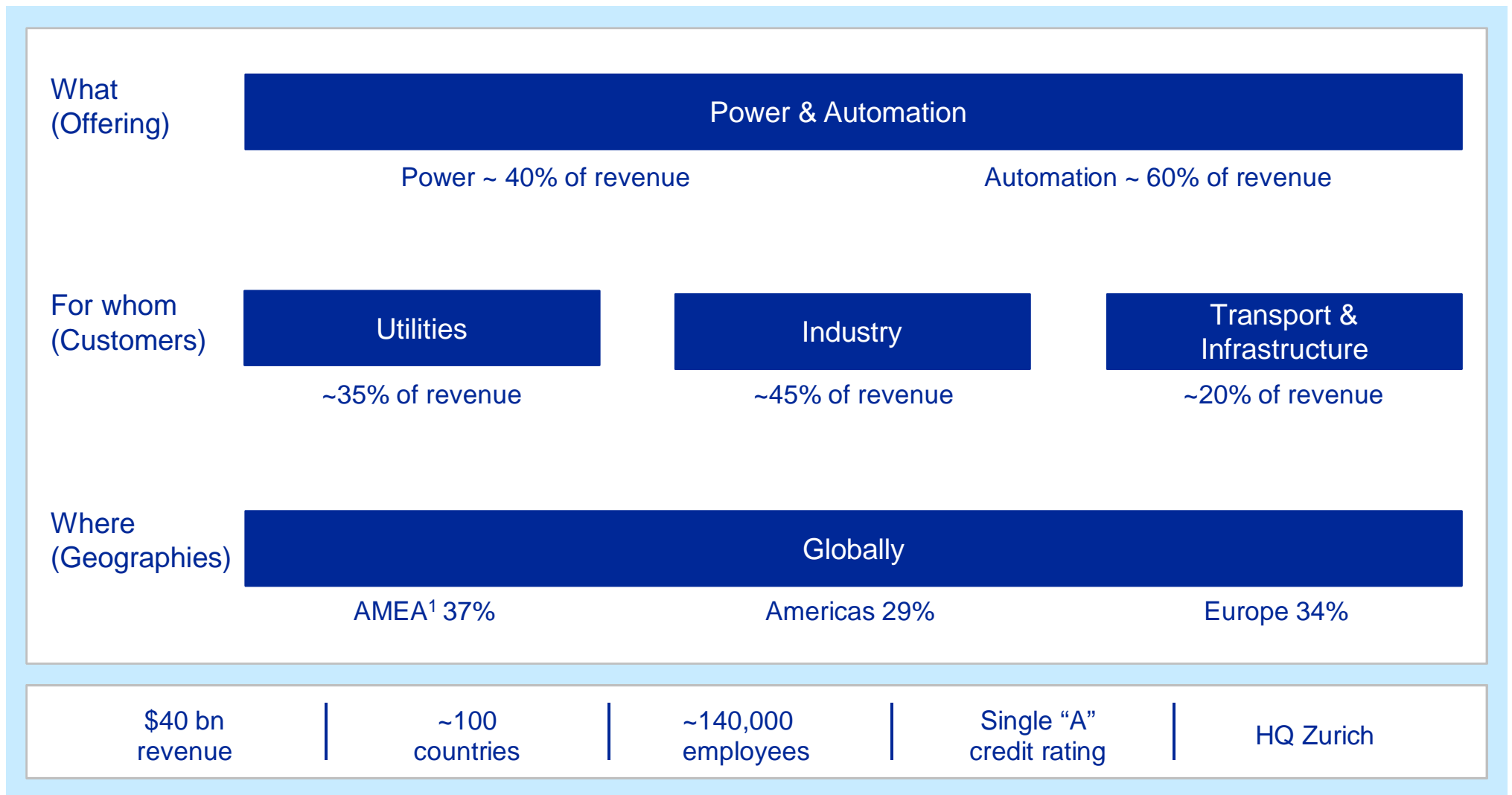


June 9, 2015 - Berenberg Energy Efficiency Conference in Zürich, Dr. Anders H Nordström

Energy efficiency remains the "first fuel"

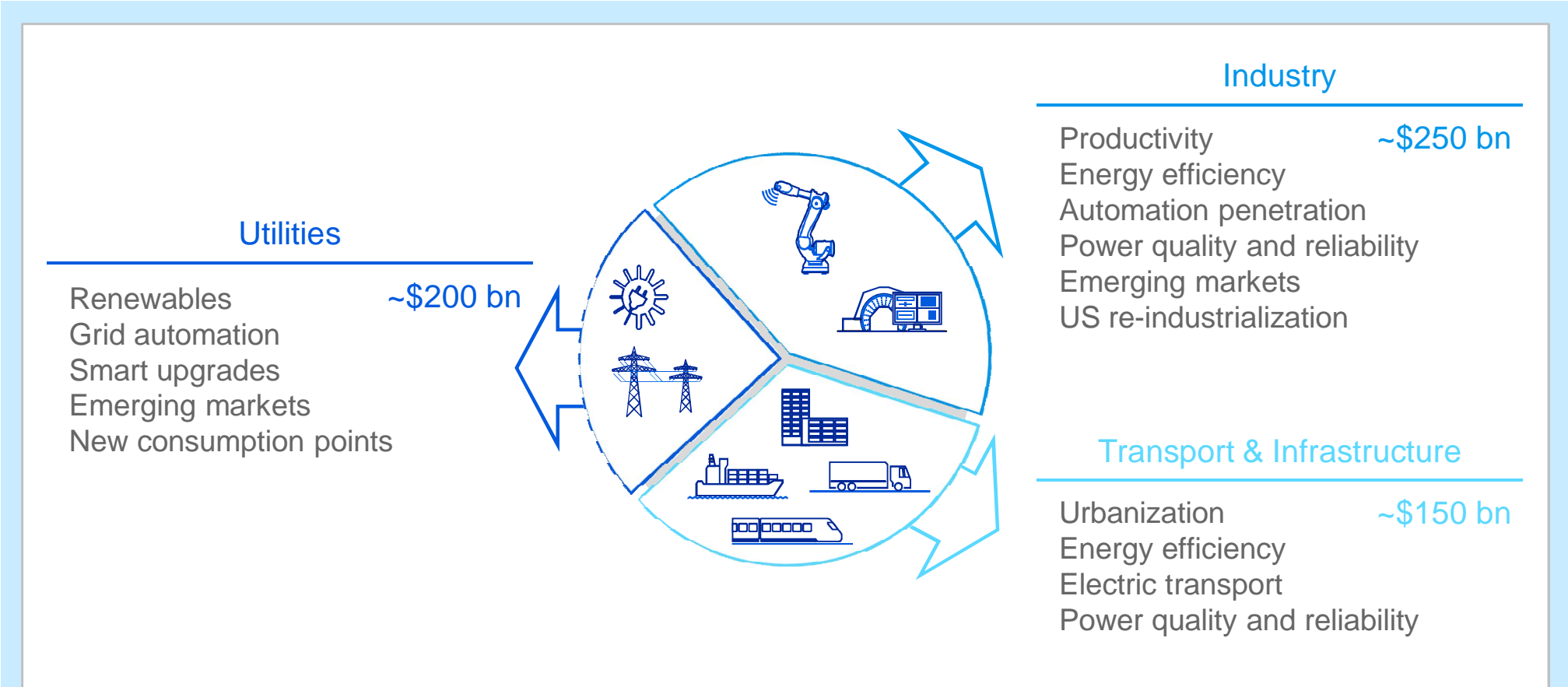
Well positioned in attractive markets

ABB today



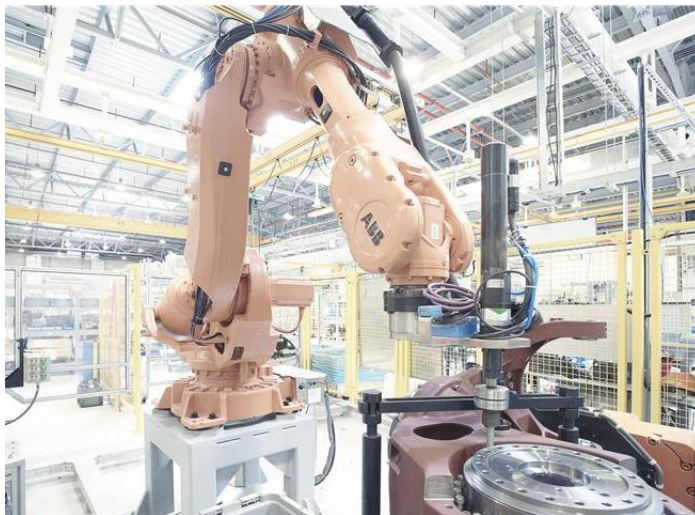
Well positioned in attractive markets

Power & automation demand drivers



Significant market opportunities – today: ~ \$600 bn, 2020: ~ \$750 bn

Energy and resource efficiency – an essential part of our business



Energy and resource efficiency are integrated into our technology and what we offer customers

ABB is world's

- Largest supplier of high-efficiency power grids to integrate renewable energy
- Largest manufacturer of energy efficient industrial motors and drives
- Largest provider of generators to wind industry
- Second largest solar inverter company, following Power-One acquisition
- Leading supplier of electric vehicle charging infrastructure

ABB's vision: Power and productivity for a better world

Strong external endorsement



Recognition for ABB's efforts in energy efficiency and renewable energy technologies

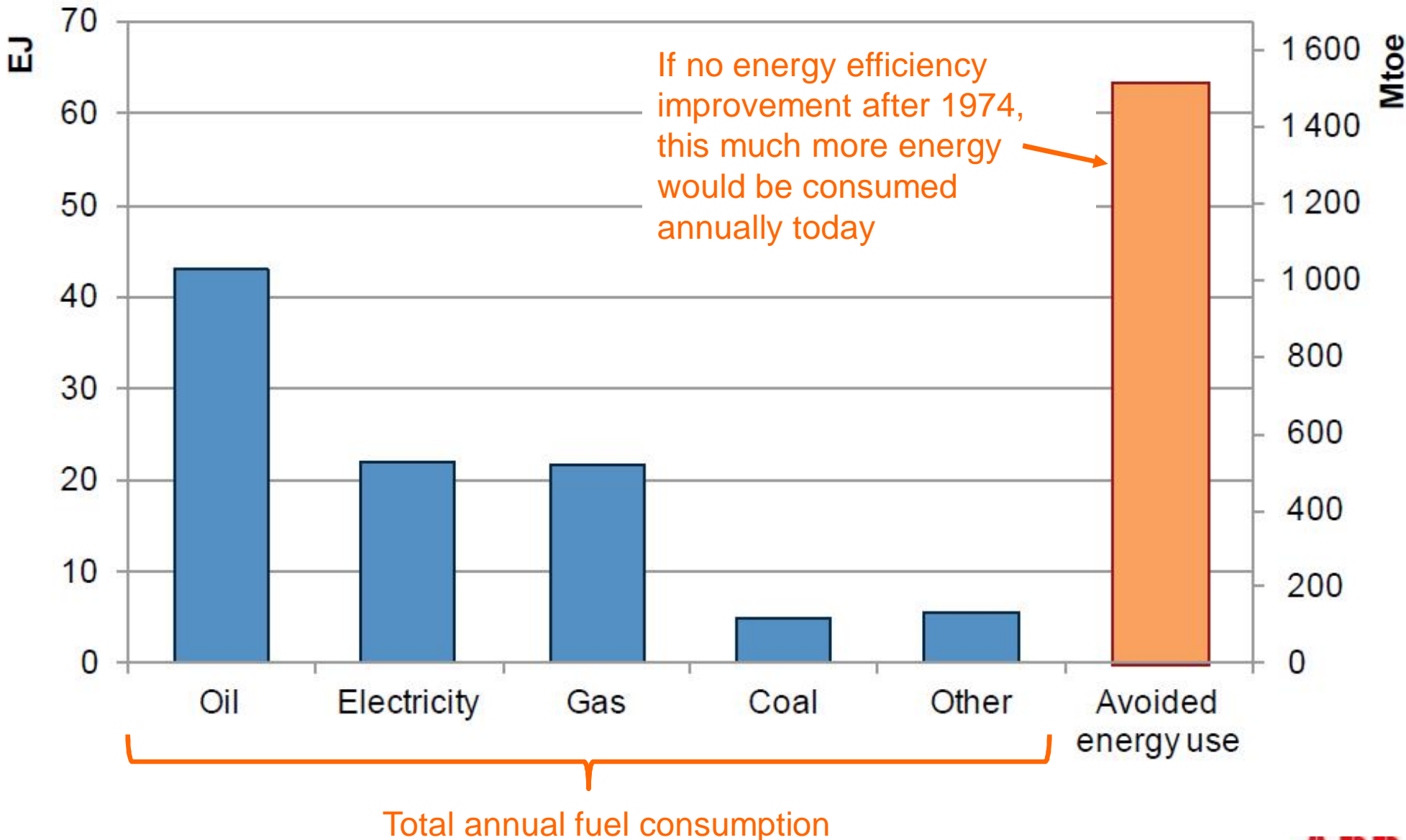
Underlines our relentless drive for innovation to create new offerings and value for our customers

Reflects ABB's pioneering heritage in technology innovation

Strengthens our reputation in the Gulf region and in key market segments

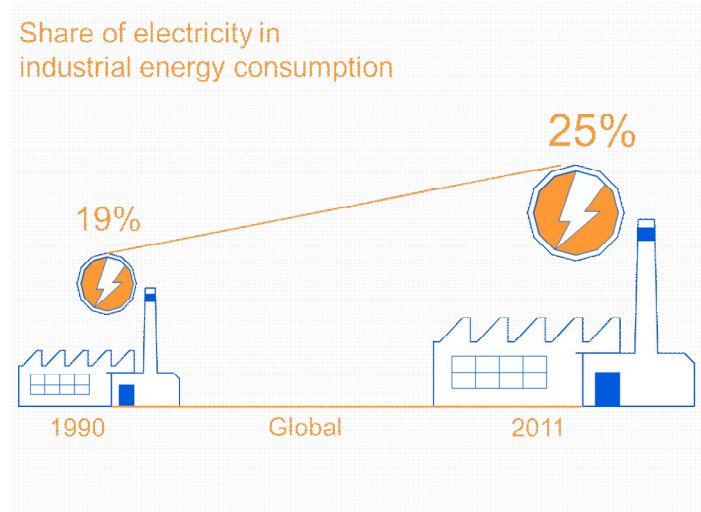
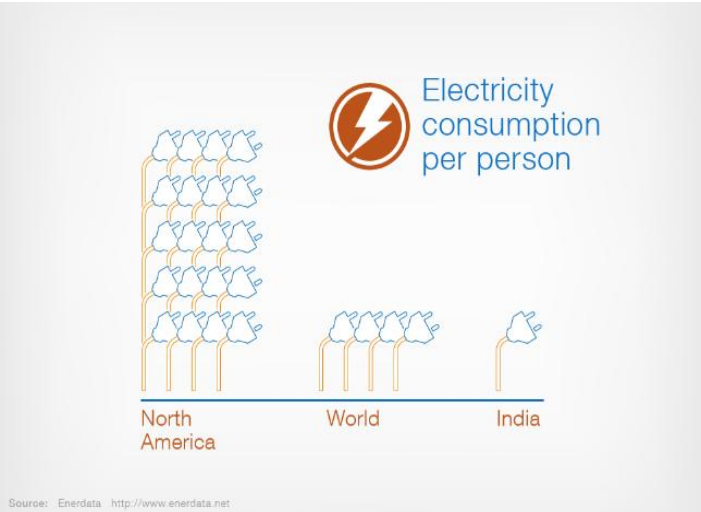
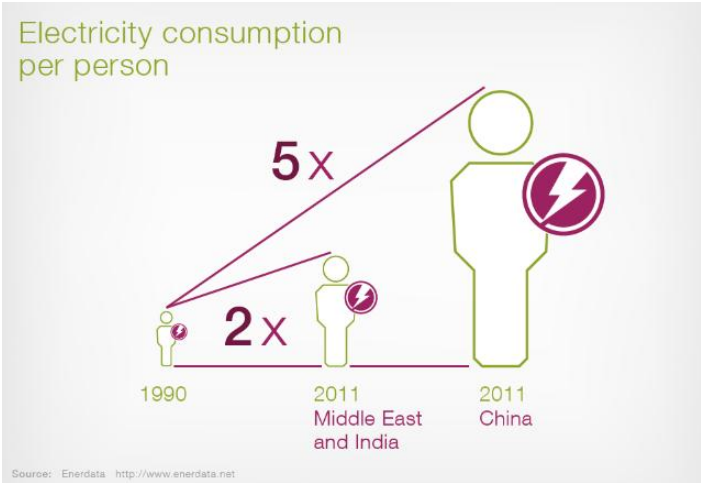
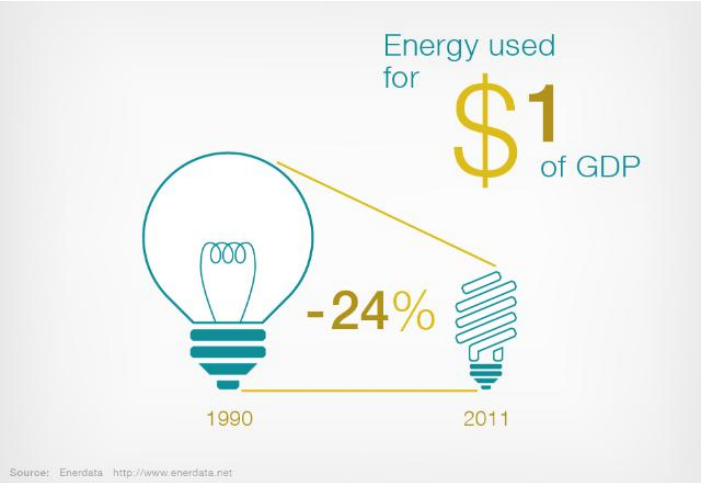
Energy efficiency - the first fuel

Large annual savings from continual efficiency efforts



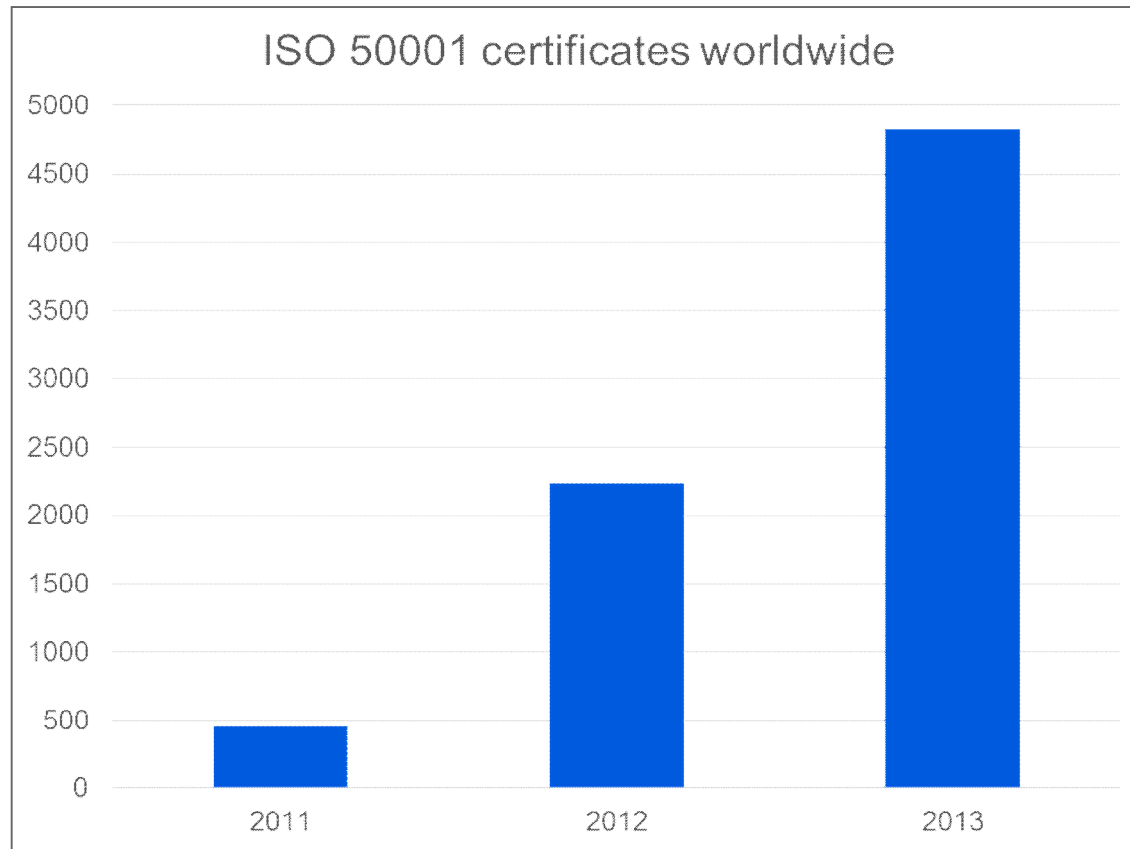
Energy consumption is decoupling from GDP growth

Electricity consumption is still increasing worldwide



Global focus on energy management in industry

ISO 50001 – new, global energy management standard



Top 10 countries for ISO 50001 certificates 2013

1. Germany	2477
2. United Kingdom	330
3. Italy	258
4. Spain	196
5. India	172
6. Taipei	137
7. Thailand	132
8. Korea, Republic of	111
9. Sweden	94
10. France	86

- Incentives are strong drivers for energy management and efficiency
- Regulation also strong driver for energy efficiency

Energy efficiency in industry

1,000 Mtoe potential in power generation, cement and steel



Savings potential in power generation, steel and cement

1,000 Mtoe

>\$400 bn

(at \$60 per barrel of oil)

Sources:

- The state of global energy efficiency, Enerdata
- Key World Energy Statistics 2013, IEA

Energy efficiency in industry

250 Mtoe potential in steel with today's best practice

Cost of energy can be 20-40 percent of operating costs in iron and steel making – energy efficiency is well established



ABB is a leading provider of electrical equipment and control systems to optimize melting, shaping and finishing of metals

In addition to energy cost savings, many of these solutions help customers boost productivity and quality

Sources:

- The state of global energy efficiency, Enerdata
- Key World Energy Statistics 2013, IEA

Energy efficiency in industry

Large opportunities and good progress

Industry accounts for about one third of the world's final energy demand

Industry's total energy use continues to grow



Two-thirds are consumed by six process industries:

- Iron & steel
- Other metals
- Minerals
- Oil & gas
- Chemical & petrochemicals
- Pulp and paper

- ABB's range of equipment, automation systems and power solutions cut cost for energy-intensive industries
- The installed base of ABB's variable speed drives saved more than 445 terawatt-hours (TWh) of electricity in 2014, equal to the annual consumption of about 110 million European households

Energy efficiency in industry

Saving energy and cost at water utility



ABB drives solve capacity problem and save \$150,000 per year in energy costs for water utility in the UK

Energy efficiency in industry

Saving energy and cost at wastewater plant



ABB motors and drives replaced old equipment:

- 65% energy saved
- 8 months pay-back
- Cost savings of £10,000 per year

Energy efficiency in utilities

Boost transmission capacity and increase efficiency



SVC – Static Var Compensation – reinforces the grid, increases transmission capacity and power quality, and enables more efficient operation of the system

Energy efficiency in utilities

HVDC – efficient bulk transmission over long distances

Distinct advantages

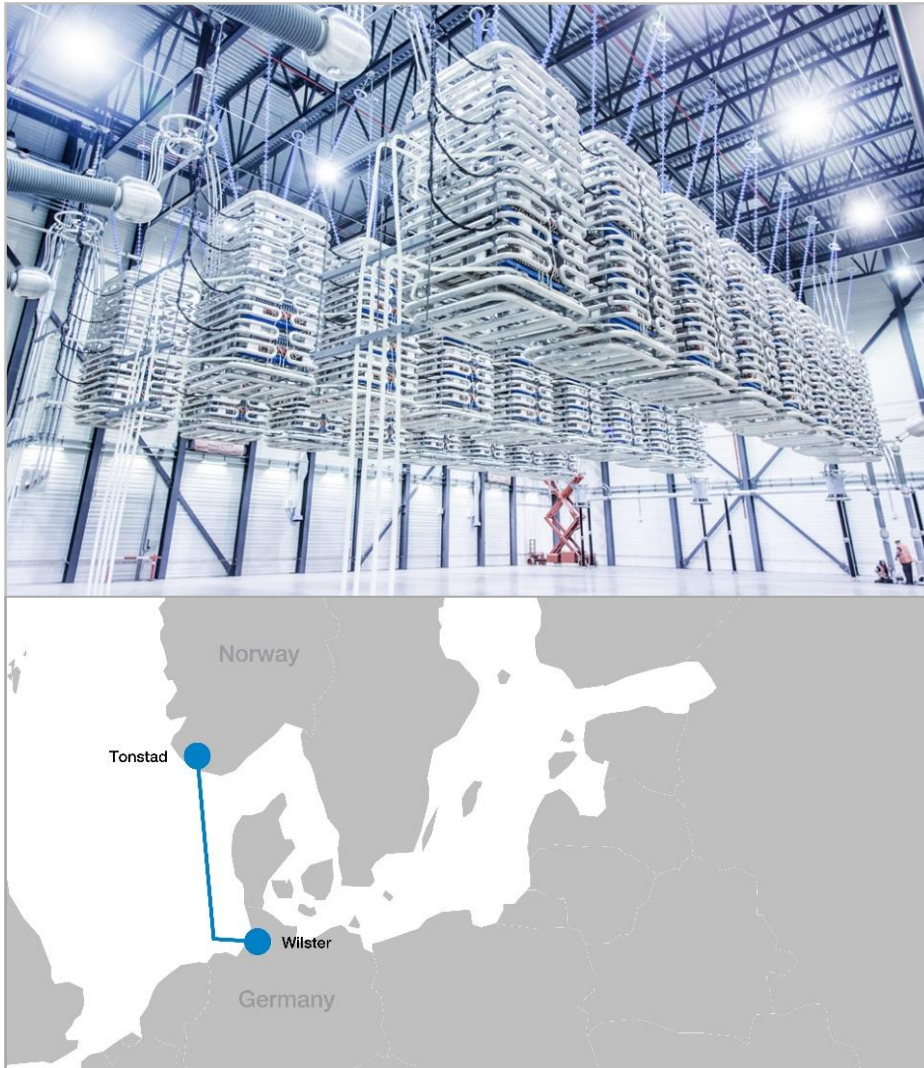
- Efficient bulk power transmission over long distances
- Transmission technology of choice for large scale renewable integration
- Higher transmission capacity/lower capital costs
- Smaller transmission corridor
- Interconnection of networks on different frequencies
- Grid interconnections to balance loads and facilitate power trading
- Instant and precise power flow control



Stronger, smarter, more flexible grids

Energy efficiency in utilities

Example: Connecting Norwegian and German power grids



- NordLink - \$900 million HVDC order to connect Norwegian and German power grids
- Europe's longest HVDC power grid interconnection
- Enable transmission of 1,400 megawatts (MW) of renewable energy

- ABB has been awarded about 100 HVDC projects since it pioneered the technology 60 years ago

Energy efficiency in utilities

ABB – an expert partner in solar power

Solar power is entering a new phase.

Technology advances and lower costs mean it has growing potential everywhere

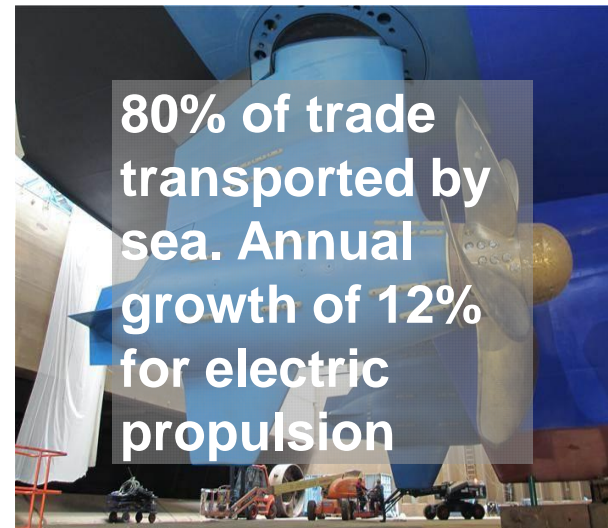


ABB offers the industry's most comprehensive portfolio of products, systems, solutions and services,

ABB has expertise and experience in solar power gained over decades

Energy efficiency in transportation and infrastructure

Efficient and clean electric propulsion at sea and land



International freight transport to quadruple by 2050

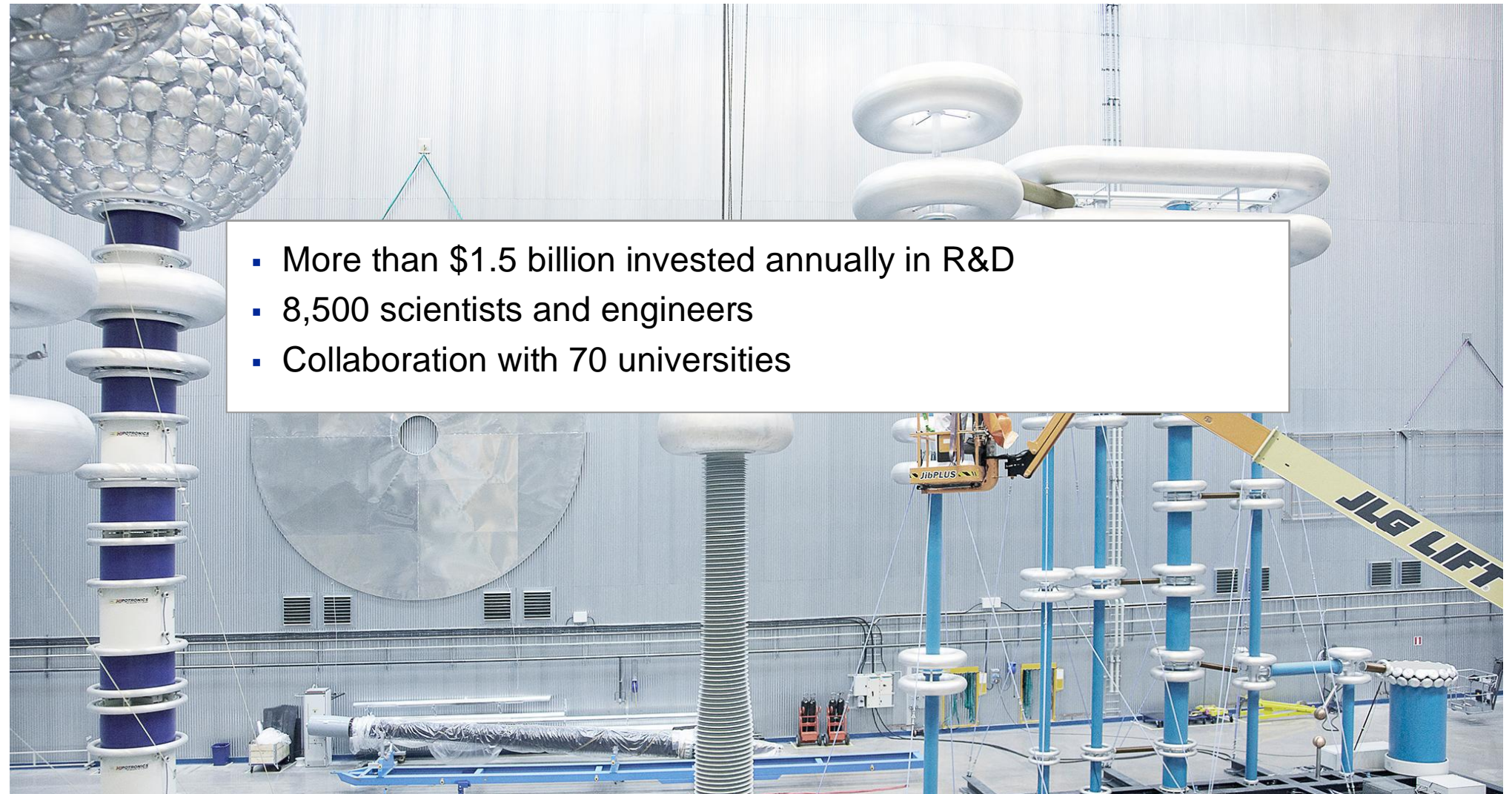
(Source: OECD 2015)



Innovation is key to ABB's competitive advantage

Leadership built on consistent R&D investment

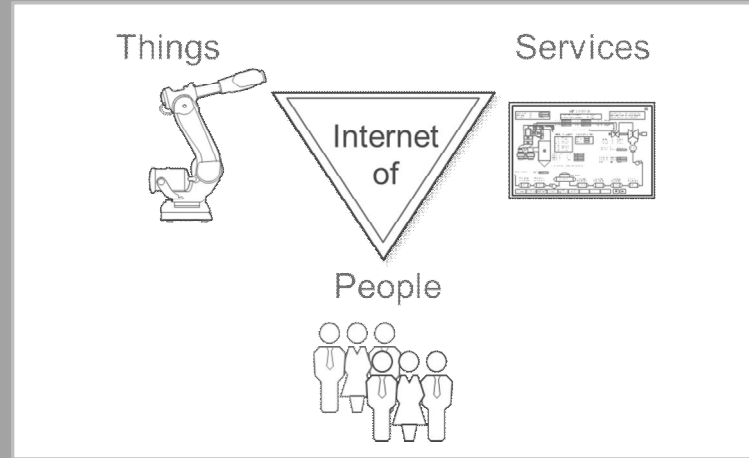
- More than \$1.5 billion invested annually in R&D
- 8,500 scientists and engineers
- Collaboration with 70 universities



Innovation is key to ABB's competitive advantage

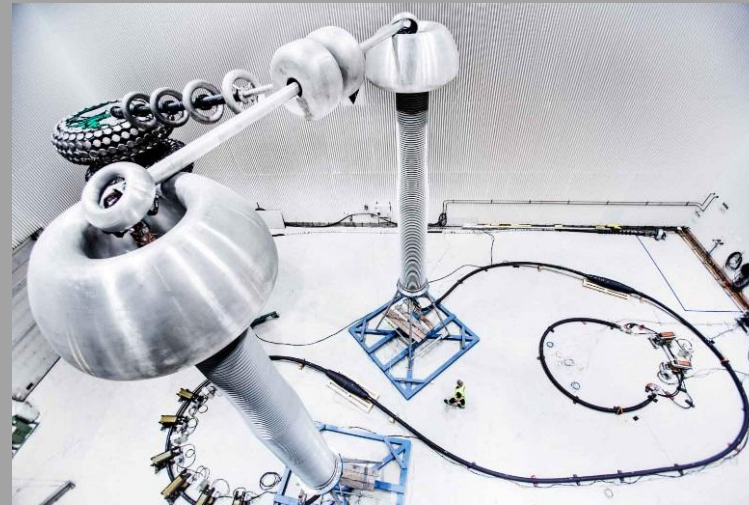
Next level automation and power transmission from ABB

YuMi –
world's first
collaborative
dual arms
robot



Productivity
increase of up to
30% realistic with
'internet of things,
services and
people' by ABB

World record
525 kV
voltage
extruded
HVDC cable,



New cable
doubles power
flow and cuts
losses

Environment

Key figures 2014

51%

of revenues

related to energy efficiency
and renewable energy



200+

energy efficiency

projects under way



445

TWh energy saved

by ABB drives

5.2 million

m³ of water

saved through reuse and recycling

1.6%

improvement

in energy intensity of
our operations

1.95 million

tons of greenhouse

gas emissions

CEO statements on sustainability

“A value creator, embedded in the business”



“When we speak of taking business to the next level, sustainability is an integrated part of that journey.”

“Embedding sustainability considerations into our daily business helps us in different ways to create value and to manage risk.”

Ulrich Spiesshofer, CEO in 2014
Sustainability Performance Report

More information available at ABB Investor Relations

Name	Telephone	E-Mail
Alanna Abrahamson Head of Investor Relations	+41 43 317 3804	alanna.abrahamson@ch.abb.com
John Fox	+41 43 317 3812	john.fox@ch.abb.com
Binit Sanghvi	+41 43 317 3832	binit.sanghvi@ch.abb.com
Beat Fueglistaller	+41 43 317 4144	beat.fueglistaller@ch.abb.com
Tatyana Dubina	+41 43 317 3816	tatyana.dubina@ch.abb.com
Annatina Tunkelo	+41 43 317 3820	annatina.tunkelo@ch.abb.com
Ruth Jaeger	+41 43 317 3808	ruth.jaeger@ch.abb.com

Power and productivity
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