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.

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
- raw materials availability and prices
- 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 “Financial results & presentations” – “Quarterly results & annual reports” on our website at www.abb.com/investorrelations
ABB today
A global leader in power and automation technologies

What (Offering)
Power & Automation
- Power ~40% of revenue
- Automation ~60% of revenue

For whom (Customers)
- Utilities
  ~35% of revenue
- Industry
  ~45% of revenue
- Transport & Infrastructure
  ~20% of revenue

Where (Geographies)
Globally
- AMEA¹ 37%
- Americas 30%
- Europe 33%

~ $36 bn revenue
~100 countries
~135,000 employees
Single “A” credit rating
HQ Zurich

¹ Asia, Middle East, Africa
ABB Robotics’ pioneering heritage
From the world’s first industrial robot 40 years ago to the world’s first truly collaborative robot

- Hydraulic paint robot
- Joystick motion control
- High speed picker
- Touchscreen HMI
- Integrated vision
- World’s first electric robot
- Dynamic motion control
- Off-line programming
- Remote service
- Collaborative robot - YuMi
Today’s global industrial robot market
Megatrends are driving the imperative for smarter, more efficient and flexible automation

**Technology**
- Big data for better reliability, productivity and efficiency
- Simpler programming removing key entry barrier
- Increasing integration across entire value chain

**People**
- Increasing salaries
- Decreasing skilled and motivated labor force
- Growing sense of occupational safety and health

**Markets**
- Shift from high volume-low mix to low volume-high mix
- Shorter product cycles with greater segmentation and product variation
- Production shifting closer to end users

Increasing automation complexity
These trends are driving robot investment
Shipments projected to increase by 15% till 2018 (IFR)
Footprint and structure for growth
5,500+ people in over 100 locations in 53 countries

ABB Robotics factory, Auburn Hills, USA
The first global player to commit to US manufacturing footprint

ABB Robotics factory, Vasteras, Sweden

ABB Robotics factory, Shanghai China
The only global player to localize the complete value chain in China, including local R&D
Footprint and structure for growth
1,275 customer service experts, over 250,000 robots delivered

The broadest service network and offering in the industry
A unique offering and application-specific solutions
Regardless of what customers buy, they get a one-stop-shop from a trusted brand
Positioned to capture the growth curve
Robots will become more accessible and indispensable to an ever increasing number of customers

**Collaboration**
Unlocking new applications in small parts assembly and eventually larger payloads
Maximum automation flexibility and agility for manufacturers

**Simplification**
Ease of programming removes key entry barrier for a wide range of new robot users, e.g. SMEs
Reduces costs and risks with new product lines and speeds launch cycles

**Integration**
Seamless peak performance systems with increased reliability
Efficient re-use of engineering and knowledge
Connecting islands of automation across the plant floor and entire value chain
Positioned to capture the growth curve
A paradigm shift in human robot collaboration with YuMi®

Unlocking new growth opportunities:

- Shifting the boundary of ‘what can be automated?’
- Will create entirely new small parts assembly applications never possible before
- Flexible and re-deployable complete automation solution – can quickly integrate into existing operations
- Simple programming makes YuMi accessible for new robot automation users

YuMi – a new era of automation
Positioned to capture the growth curve
Introducing customers, media and the public to the opportunities of collaborative automation

- Strong interest from political, business and technologies leaders in concept of collaborative automation. Largest media share of voice at Hannover Messe.
- Strong business and trade media interest in all regions: Reuters, Bloomberg, Nikkei, WSJ, NZZ, BBC, CNN, Finanz & Wirtschaft
- High profile public appearances including EXPO Milano 2015, COP21 in Paris, and Media Markt TV commercials in Sweden
- Two months after the launch of YuMi, ABB in Italy had 100 firm leads, over 50% of these came from companies that we had never heard of and/or done business with.

An innovation halo for all of ABB
Positioned to capture the growth curve
Collaborative robot global market forecast (2015 – 2025)

- Collaborative robots – opening up entirely new markets
- Robots collaborating with humans to perform a task will be seen in all OEMs workshops
- Use of collaborative robots is just beginning in Auto OEMs. Mostly in assembly applications in powertrain and final trim
- Increased adoption of robotic automation by SMEs and automation of applications that were once thought not feasible

Source: Barclays Research
Positioned to capture the growth curve
ABB Robotics a first mover to unlock advanced services from the Internet of Things, Services and People

**ABB’s Remote Services portfolio**

- Remote Support 24/7 – immediate support and reduced downtime
- Remote Monitoring and Failure Prediction - avoid unplanned stops and increase time between failures
- Remote Services Robot Back-up - increase uptime and disaster recovery
- MyRobot - information and reporting any place, any time

> 50% of ABB’s offer is already software-based
More information available at ABB Investor Relations

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone</th>
<th>E-Mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alanna Abrahamson</td>
<td>+41 43 317 3804</td>
<td><a href="mailto:alanna.abrahamson@ch.abb.com">alanna.abrahamson@ch.abb.com</a></td>
</tr>
<tr>
<td>Head of Investor Relations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Binit Sanghvi</td>
<td>+41 43 317 3832</td>
<td><a href="mailto:binit.sanghvi@ch.abb.com">binit.sanghvi@ch.abb.com</a></td>
</tr>
<tr>
<td>Beat Fueglistaller</td>
<td>+41 43 317 4144</td>
<td><a href="mailto:beat.fueglistaller@ch.abb.com">beat.fueglistaller@ch.abb.com</a></td>
</tr>
<tr>
<td>Annatina Tunkelo</td>
<td>+41 43 317 3820</td>
<td><a href="mailto:annatina.tunkelo@ch.abb.com">annatina.tunkelo@ch.abb.com</a></td>
</tr>
<tr>
<td>Ruth Jaeger</td>
<td>+41 43 317 3808</td>
<td><a href="mailto:ruth.jaeger@ch.abb.com">ruth.jaeger@ch.abb.com</a></td>
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