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ABB Robotics

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

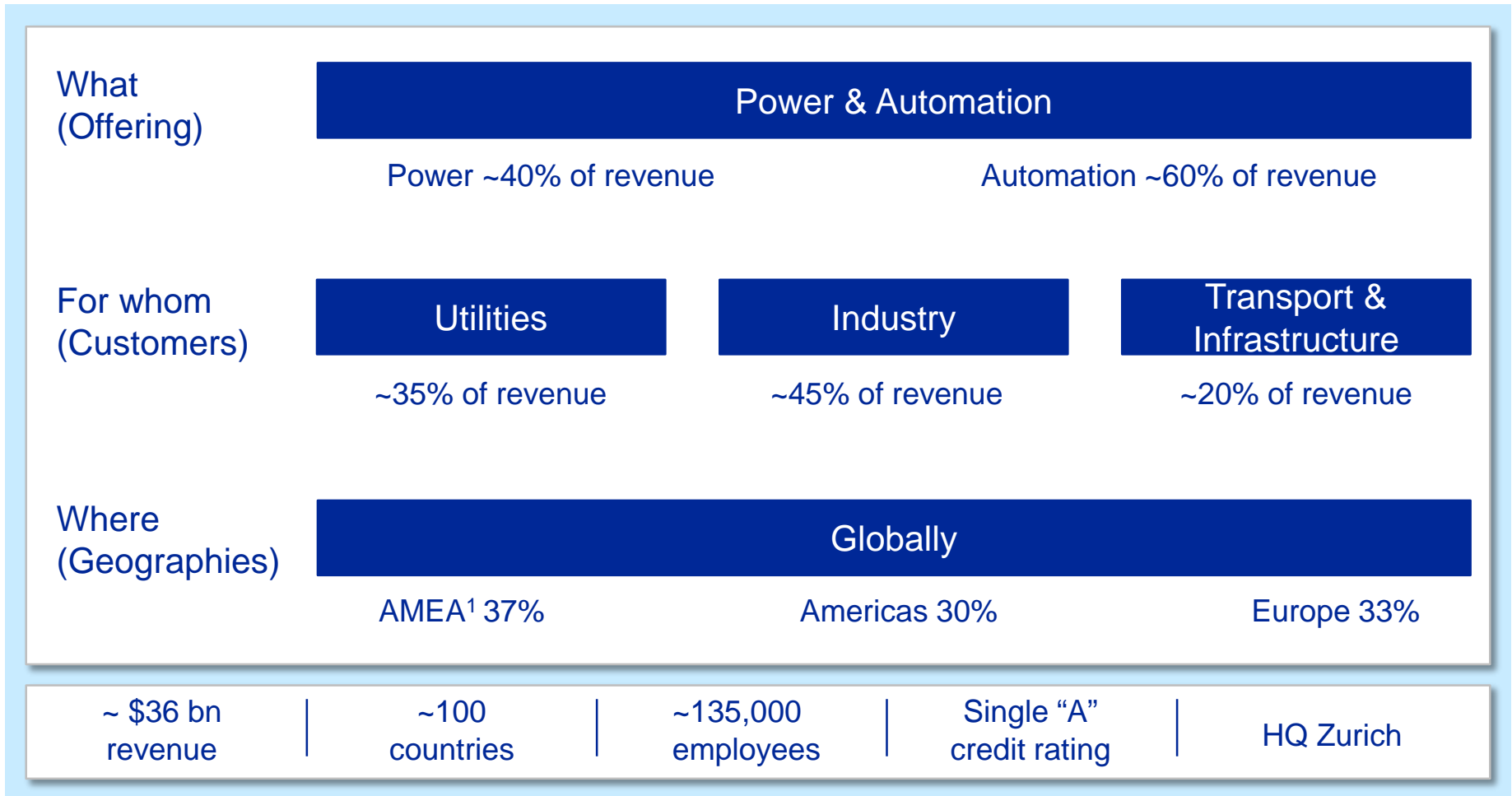


ABB Robotics' pioneering heritage

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**

1969 | 1975

1980 | 1993

1995 | 2000 | 2003

2005 | 2008

2010 | 2015



**World's first
electric robot**



**Dynamic
motion control**



**Off-line
programming**



**Remote
service**



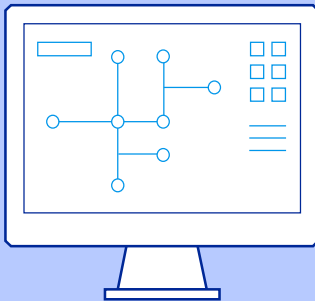
**Collaborative
robot - YuMi**

Today's global industrial robot market

Megatrends are driving the imperative for smarter, more efficient and flexible automation

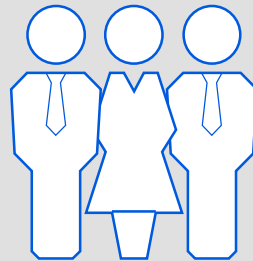
Technology

- 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)

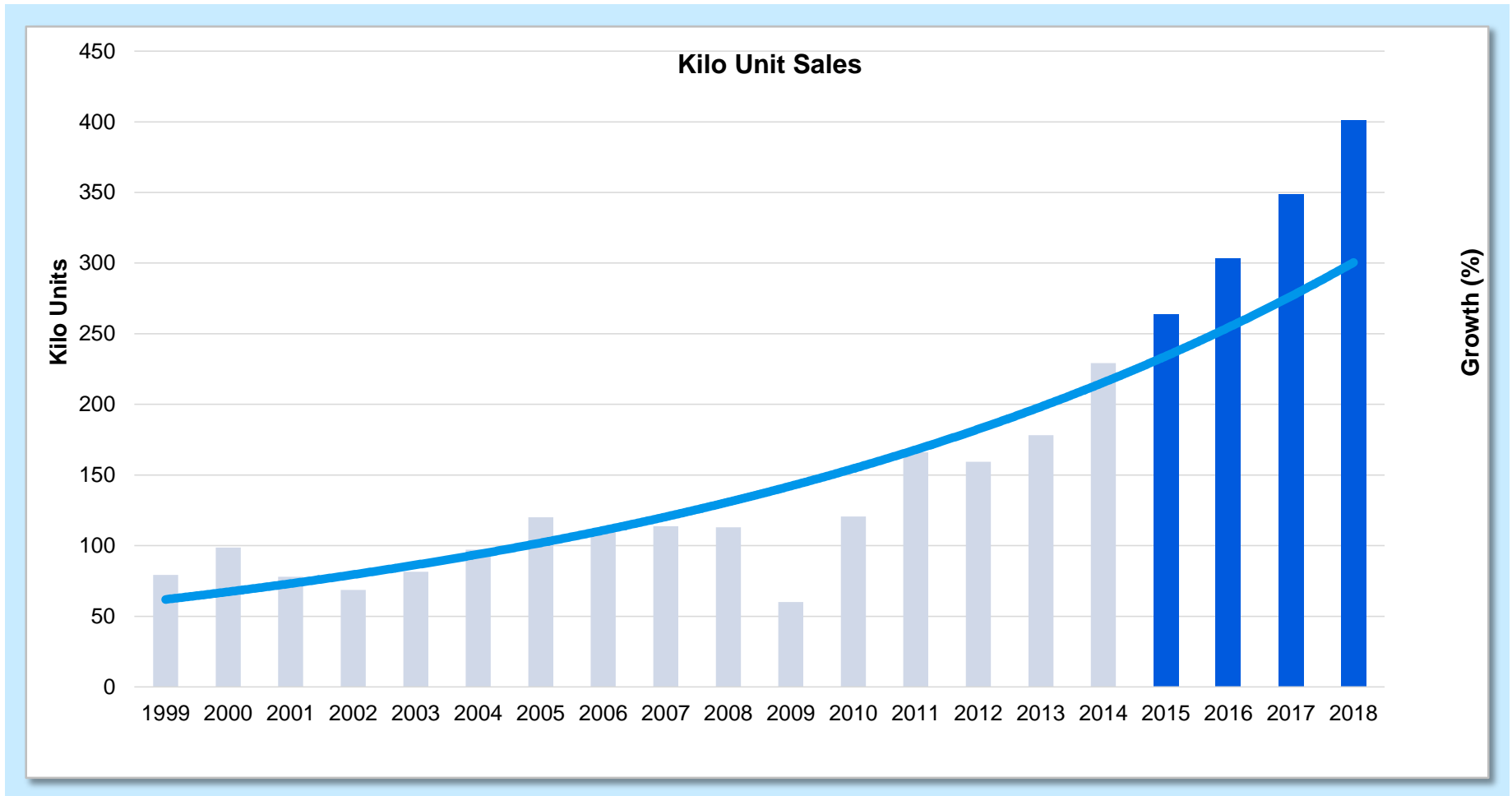


ABB Robotics' success drivers

Technology leadership

A pioneer in industrial robots
First mover in advanced services before IoT became fashionable

Global and local footprints

At home in 53 countries with strong local sales, service and engineering
Dual channel approach for most efficient market coverage

Unique offering

A one-stop-shop for robot automation solutions from a trusted brand
Integrated portfolio creates customer intimacy and cost competitiveness

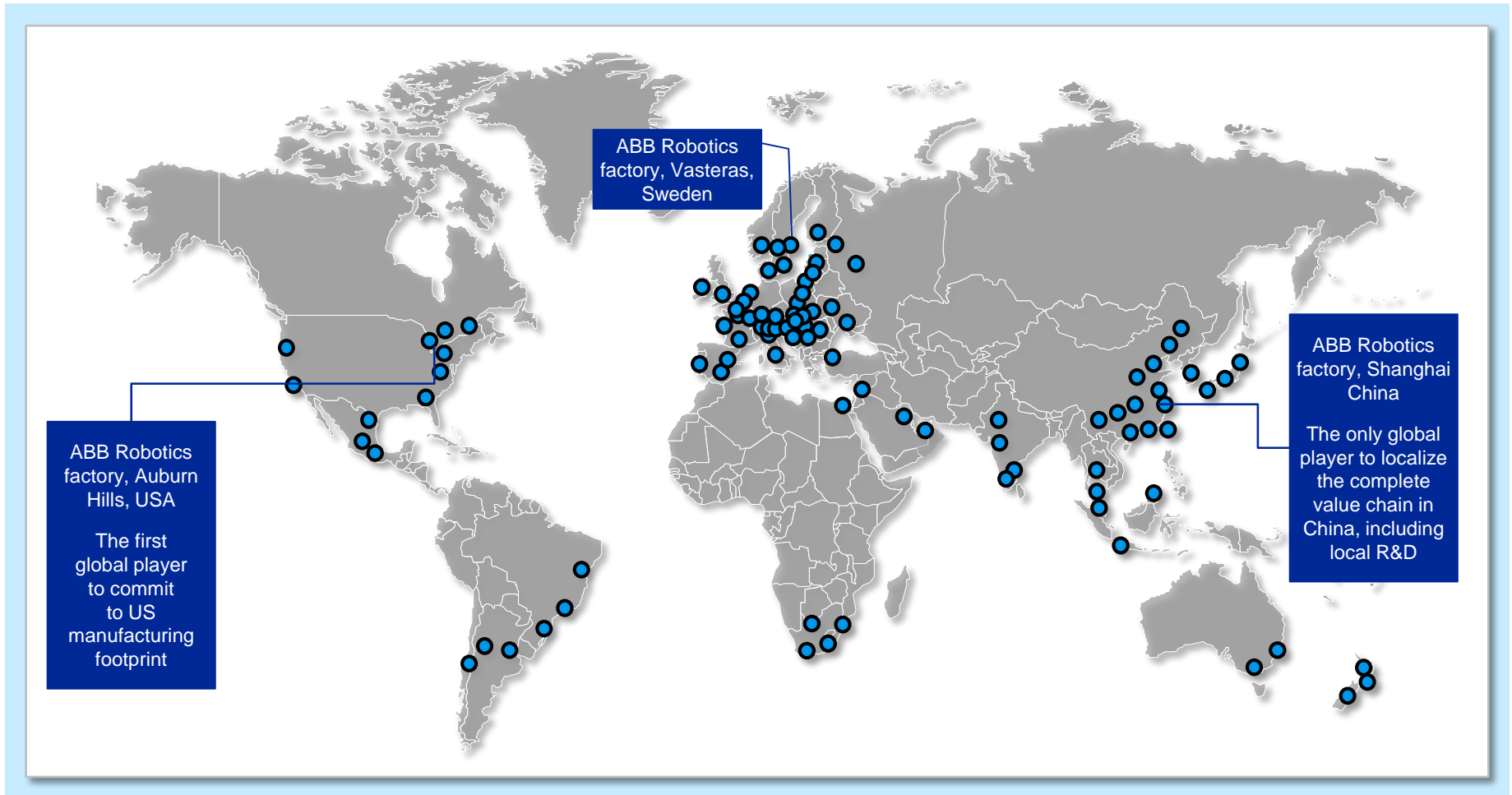
Market-driven strategy

Segment focus with application-specific solutions (e.g. welding, painting)
Differentiated value proposition for integration, simplicity and simplification

ABB is much more than a robot company

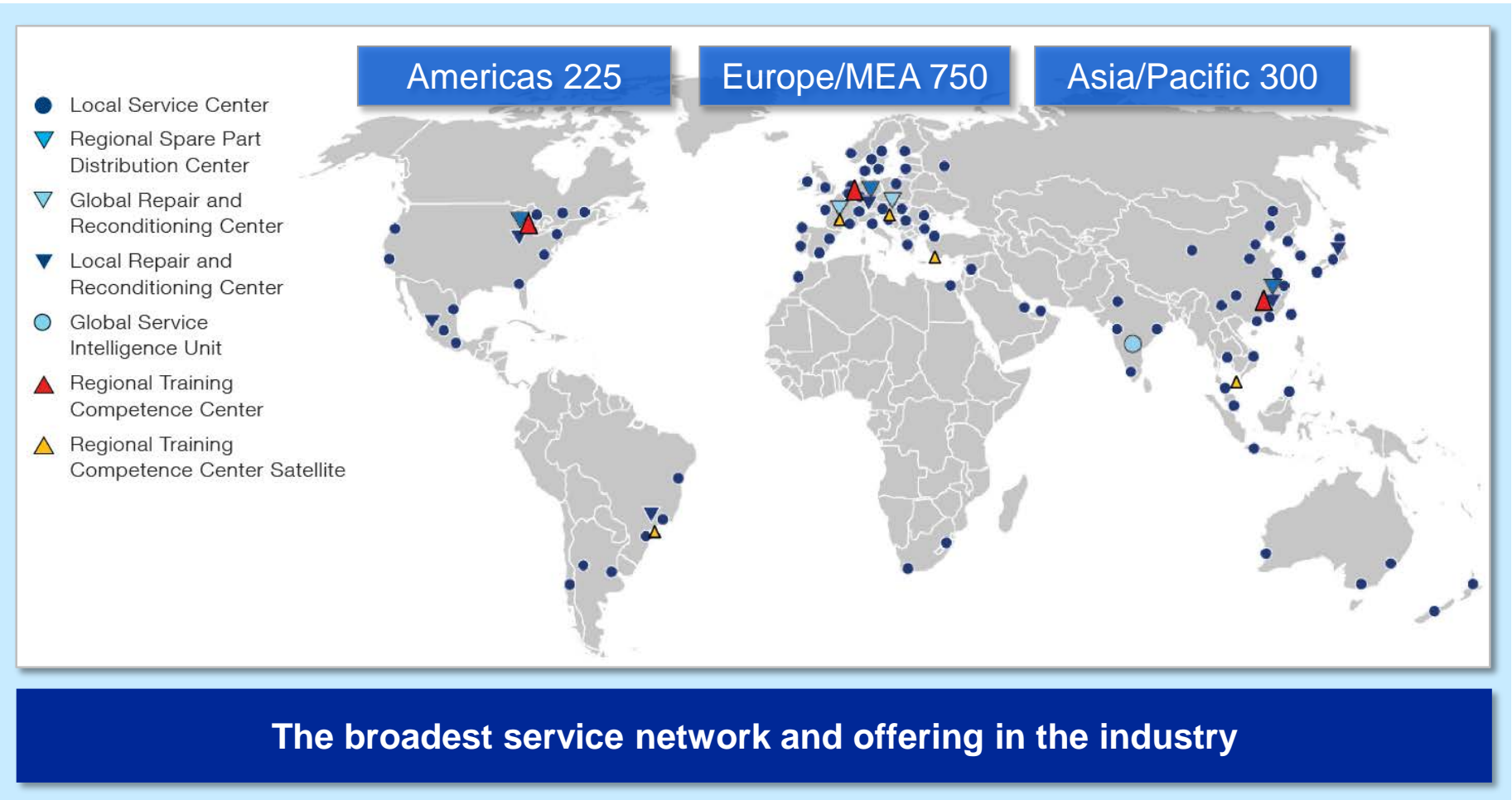
Footprint and structure for growth

5,500+ people in over 100 locations in 53 countries



Footprint and structure for growth

1,275 customer service experts, over 250,000 robots delivered

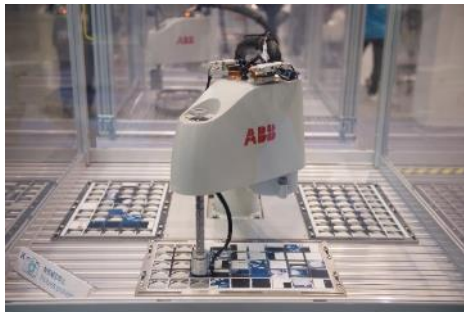


The broadest service network and offering in the industry

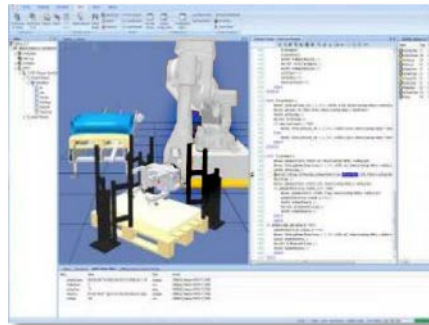
A unique offering and application-specific solutions

Regardless of what customers buy, they get a one-stop-shop from a trusted brand

Robots



Software



Complete systems



Fully integrated application equipment and accessories



Manufacturing cells and function packages



Comprehensive service offering with IoTSP integration



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.

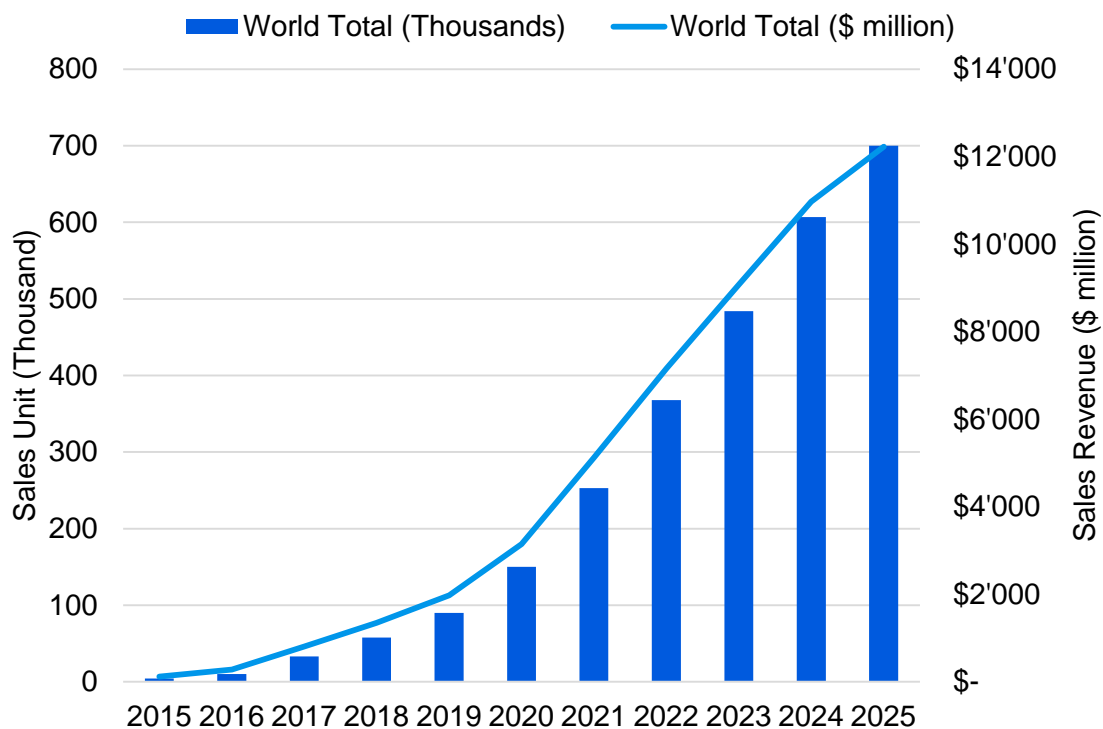
An innovation halo for all of ABB



Positioned to capture the growth curve

Collaborative robot global market forecast (2015 – 2025)

World Collaborative Robot Market Forecast



Source: Barclays Research

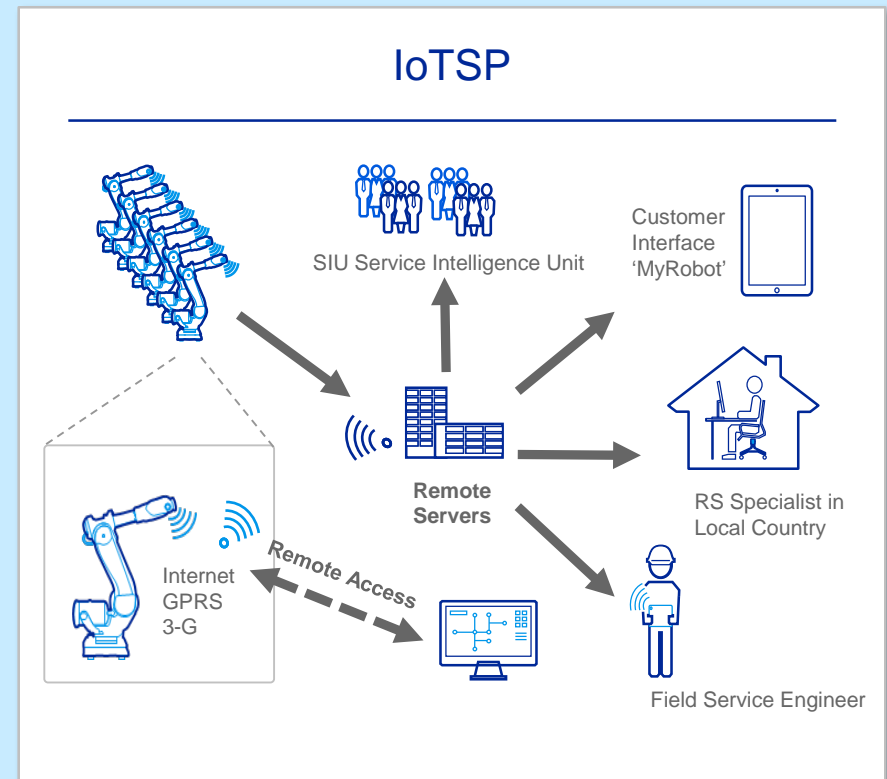
- Collaborative robots – opening up entirely new markets
- Robots collaborating with humans to perform a task will be seen in all OEMs workshops
- Use of collaborative robots is just beginning in Auto OEMs. Mostly in assembly applications in powertrain and final trim
- Increased adoption of robotic automation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

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

ABB Robotics

Well-positioned for Next Level success

Profitable
growth

- Penetration
 - Key Account management mechanism (local capture teams) for Auto, 3C and F&B
 - Expand 3C business and supplier network, start Small Parts Assembly Lab in Santa Clara
 - Establish Qingdao Application Center focusing on packaging and white goods industry
- Innovation
 - New products: YuMi, SCARA (Selective Compliance Assembly Robot Arm) robot
 - Develop/optimize products/solutions for general industries and service business
- Expansion
 - Establish ABB Robotics (Zhuhai) Ltd. to serve South China market
 - Develop and optimize sales and service footprint
 - Grow ABB Robotics' Value Provider network to further increase global coverage

Relentless
execution

- Front and back end inventory management initiatives for world class operations
- Improved innovation and portfolio management processes including modular architecture

Business-led
collaboration

- Share platform for footprint expansion with Local Business Units in DM
- Cross-synergies with ABB's complete portfolio of motors, drives, control, safety & instrumentation

Accelerate sustainable value creation

More information available at ABB Investor Relations

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Power and productivity
for a better world™



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SWITZERLAND
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