



MORGAN STANLEY , MARCH 20, 2017; GUIDO JOURET, CHIEF DIGITAL OFFICER ABB LTD

Writing the digital future takes ability.
ABB Ability™

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:

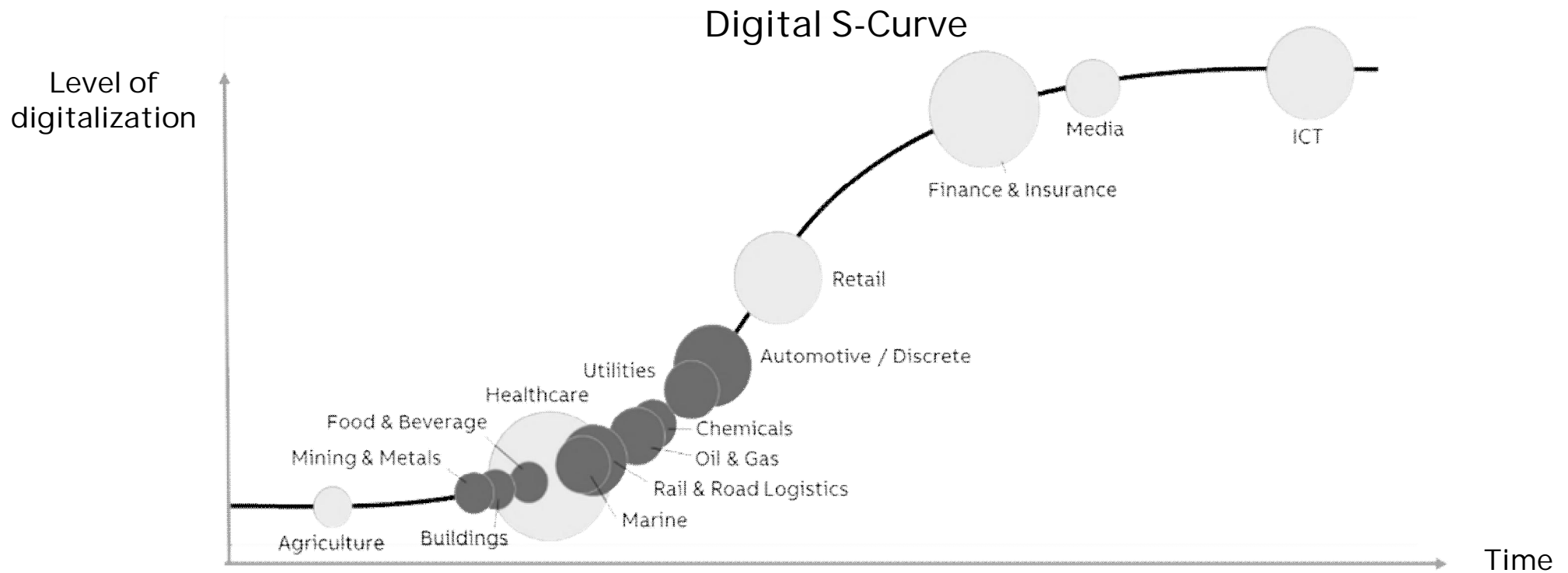
- business risks associated with the volatile global economic environment and political conditions
- costs associated with compliance activities
- market acceptance of new products and services
- changes in governmental regulations and currency exchange rates, and
- such other factors as may be discussed 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

Significant digital opportunities for our customers ahead

>\$1 trillion cost advantage possible for our customers



What does it take to win in digital?

Mastering the control room

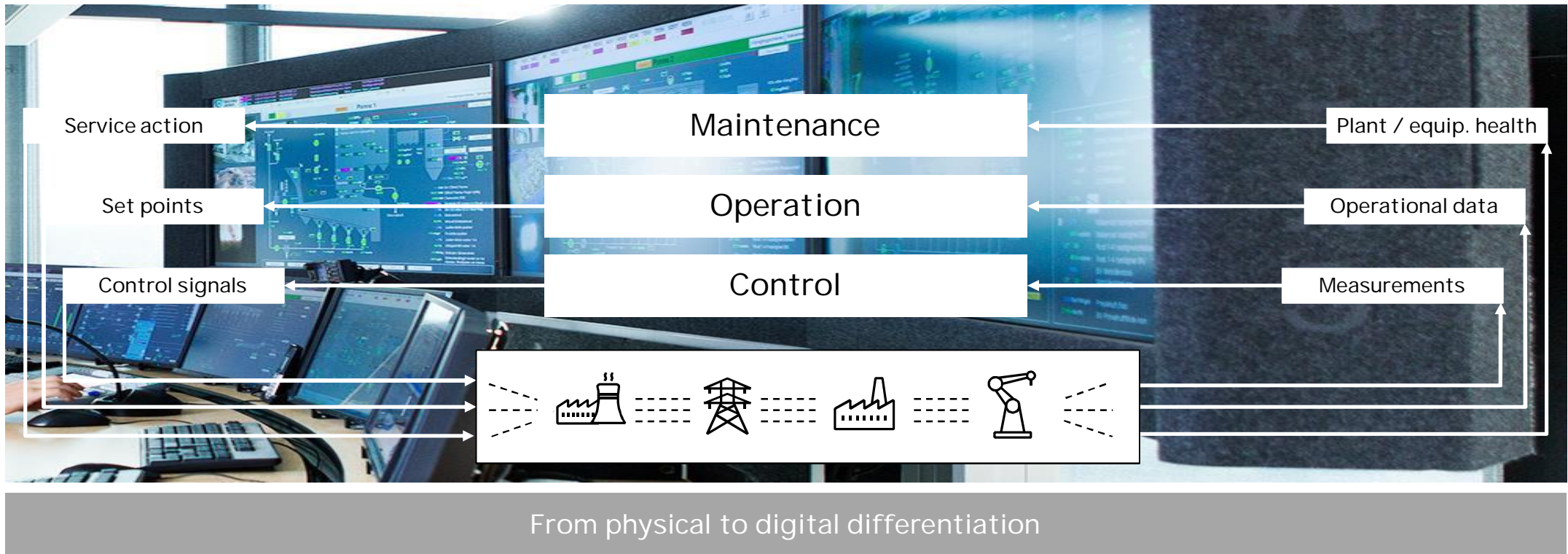
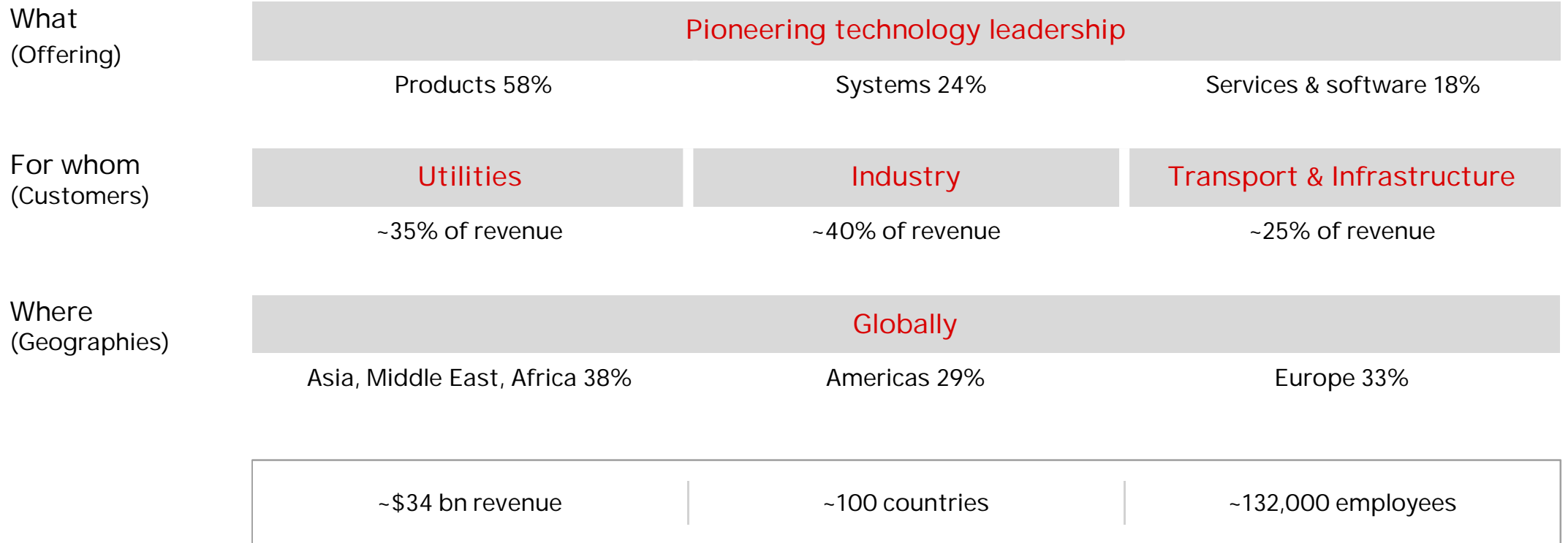
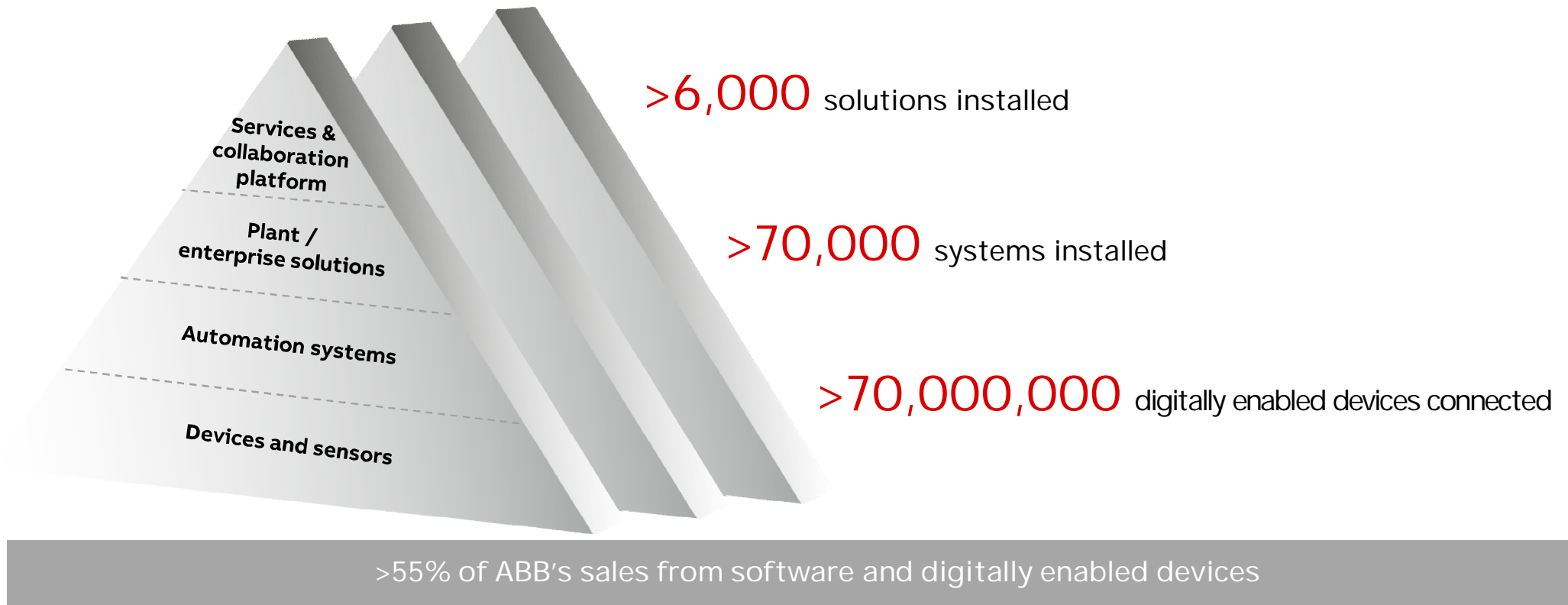


ABB: the pioneering technology leader



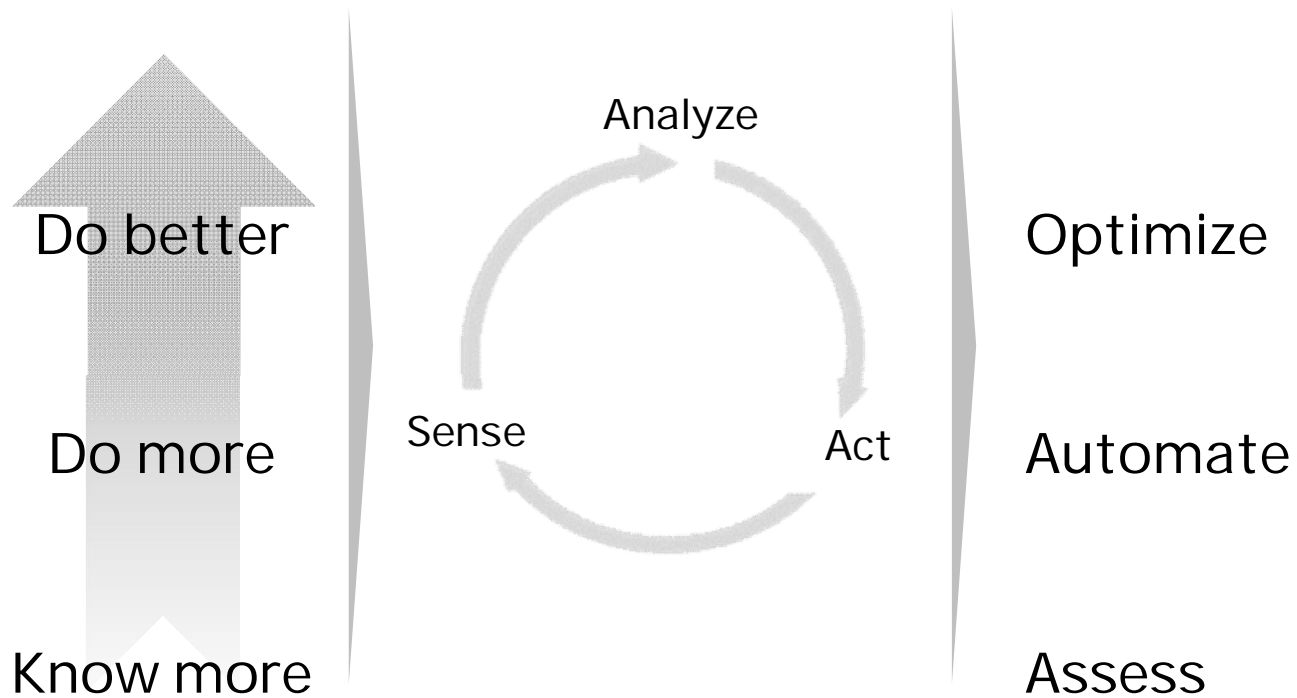
Until yesterday: ABB – a “hidden” digital champion

Large, global software and digital offering developed over >4 decades



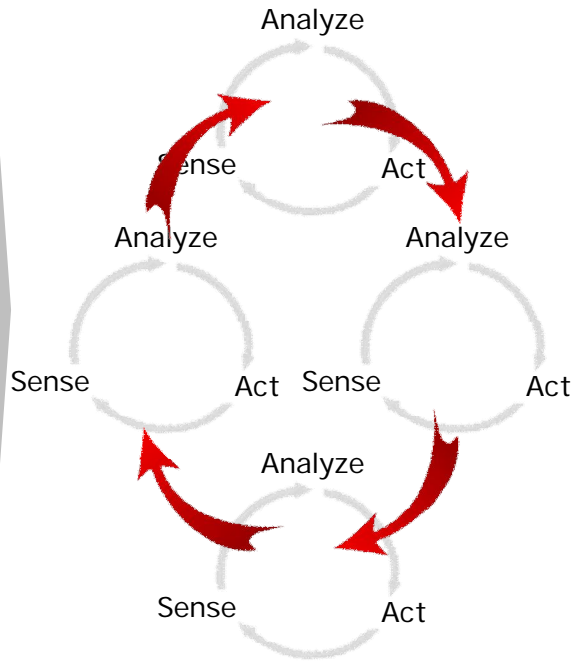
How ABB Ability™ solutions deliver value

Digitally connected products and services providing expertise



How ABB Ability™ solutions deliver value

Digitally connected products and services providing expertise



Collaborate

Optimize

Automate

Assess

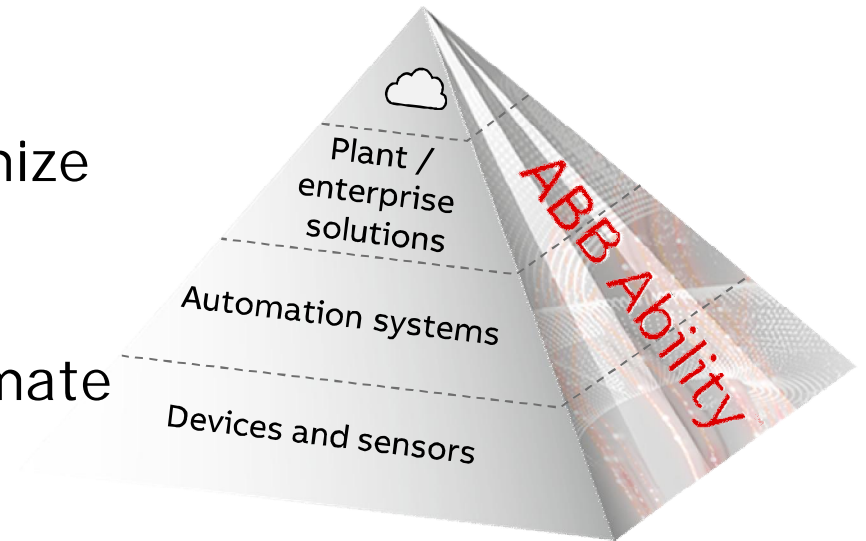
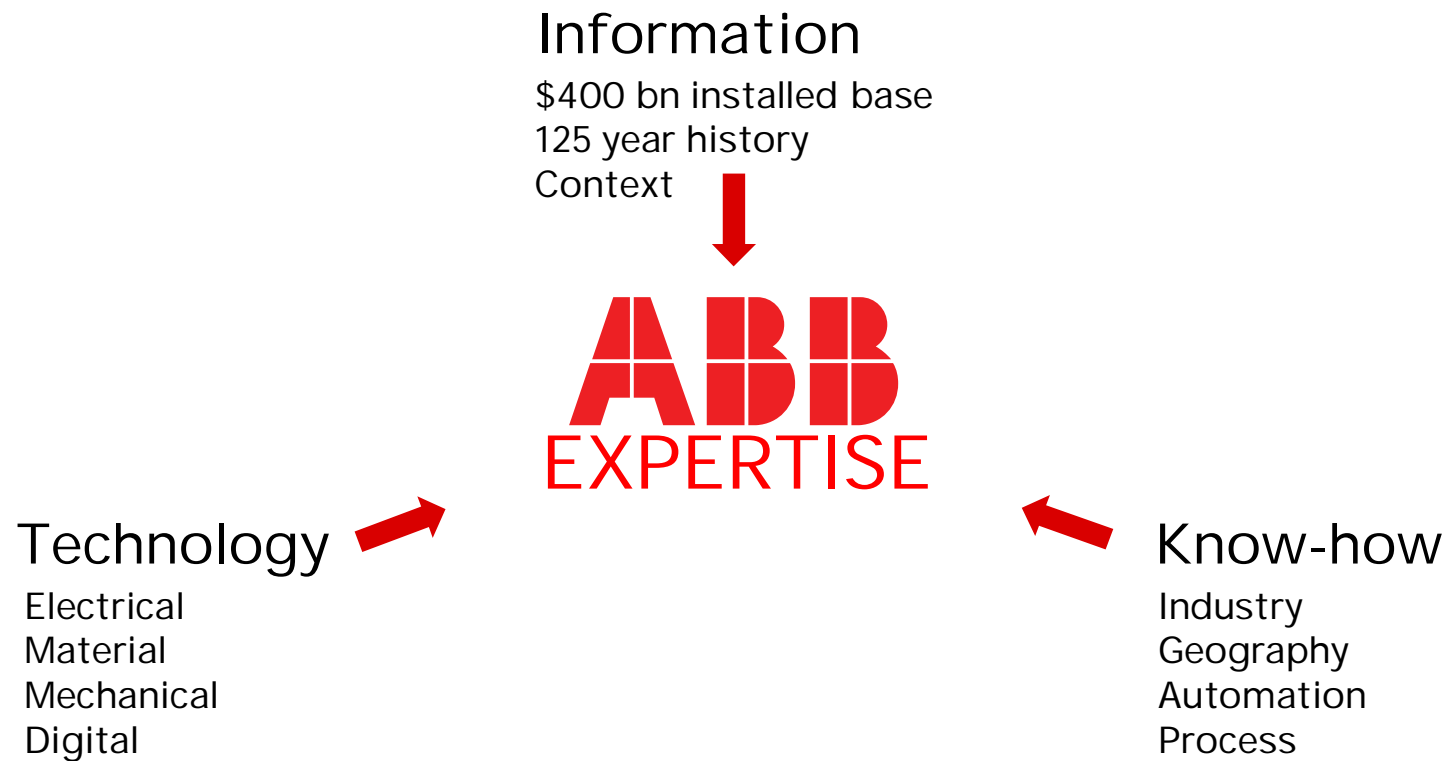


ABB in digital – uniquely qualified



Utilities

SELECTION

Reduced installation time (<40%), maintenance costs (<50%) and outage time (<50%)

Asset performance management



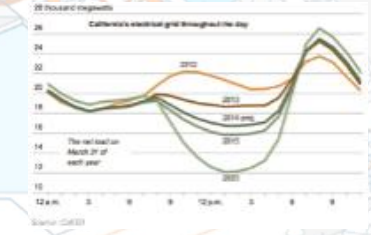
Distributed energy resource management



Maintenance workflow management



Energy market trading system



Automated digital substation



Standard IP communications



Microgrids



Industry

SELECTION

Improved productivity (<200%), reduced energy (<30%), & longer product life (<30%)

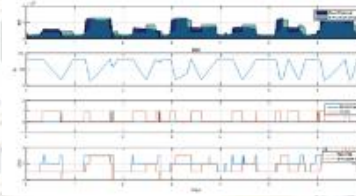
Connected robots



Manufacturing execution systems



Energy assessment



Cybersecurity assessment



Digital simulation for robot deployment



Power quality monitoring & demand-response



Distributed control systems



Remote monitoring & optimization



Transport & Infrastructure

Proactive detection of faults (<90%), reduced maintenance costs (<20%) and energy costs (<5%)

Remote monitoring for ship electrical systems



Building automation



Vehicle-to-grid demand/supply coordination



Navigation optimization for fleets



EV charging with cloud management




Flash-charging electric buses




Energy management for mega-datacenters



Adopters of ABB Ability™ solutions



Utilities



Industry



Transport & Infrastructure



Impact of the digital revolution

Prosperity, employment and wealth at new levels truly possible

- ▶ Quantum leap in asset effectiveness – uptime, speed and yield – with ABB Ability™
- ▶ Competitiveness and productivity for our customers in utilities, industry, transport & infrastructure
- ▶ Partnering for speed, agility, performance based on proven solutions and deep expertise
- ▶ Training and education key – taking our people with us

The opportunity is now – and we are ready!

Let's write the future

ABB