Writing the digital future takes ability. ABB Ability™
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

**What** (Offering)  

<table>
<thead>
<tr>
<th>Pioneering technology leadership</th>
<th>Products 58%</th>
<th>Systems 24%</th>
<th>Services &amp; software 18%</th>
</tr>
</thead>
</table>

**For whom** (Customers)  

<table>
<thead>
<tr>
<th></th>
<th>Utilities</th>
<th>Industry</th>
<th>Transport &amp; Infrastructure</th>
</tr>
</thead>
<tbody>
<tr>
<td>~35% of revenue</td>
<td>~40% of revenue</td>
<td>~25% of revenue</td>
<td></td>
</tr>
<tr>
<td><strong>Globally</strong></td>
<td>Asia, Middle East, Africa 38%</td>
<td>Americas 29%</td>
<td>Europe 33%</td>
</tr>
</tbody>
</table>

| ~$34 bn revenue | ~100 countries | ~132,000 employees |
ABB - a “hidden” digital champion
Large, global software and digital offering developed over >4 decades

- >6,000 solutions installed
- >70,000 systems installed
- >70,000,000 digitally enabled devices connected

>55% of ABB’s sales from software and digitally enabled devices
How ABB Ability™ solutions deliver value
Digitally connected products and services providing expertise

Do more
- Automate

Do better
- Optimize
- Assess

Know more
- Analyze
- Sense
- Act
How ABB Ability™ solutions deliver value
Digitally connected products and services providing expertise

Together
Do better
Do more
Know more

Collaborate
Optimize
Automate
Assess

Act
Analyze
Act
Analyze
Act
Analyze
Act
Sense
Sense
Sense
Sense

Plant / enterprise solutions
Automation systems
Devices and sensors

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ABB in digital - uniquely qualified

Information
- $400 bn installed base
- 125 year history

Context
- Technology
  - Electrical
  - Material
  - Mechanical
  - Digital
- Know-how
  - Industry
  - Geography
  - Automation
  - Process
Utilities

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

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

<table>
<thead>
<tr>
<th>Industry Feature</th>
<th>Technology &amp; Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Connected robots</td>
<td>Manufacturing execution systems</td>
</tr>
<tr>
<td>Digital simulation for robot deployment</td>
<td>Energy assessment</td>
</tr>
<tr>
<td>Power quality monitoring &amp; demand-response</td>
<td>Cybersecurity assessment</td>
</tr>
<tr>
<td>Manufacturing systems</td>
<td>Distributed control systems</td>
</tr>
<tr>
<td>Remote monitoring &amp; optimization</td>
<td></td>
</tr>
</tbody>
</table>

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## Transport & Infrastructure

Proactive detection of faults (<90%), reduced maintenance costs (<20%) and energy costs (<5%)
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
Let’s write the future