



ABB LTD., LONDON, UK, SEPTEMBER 27, 2018

Continued profitable growth

Bernstein Strategic Decisions Conference 2018

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Important notice

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”, “on track”, “framing 2018” 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

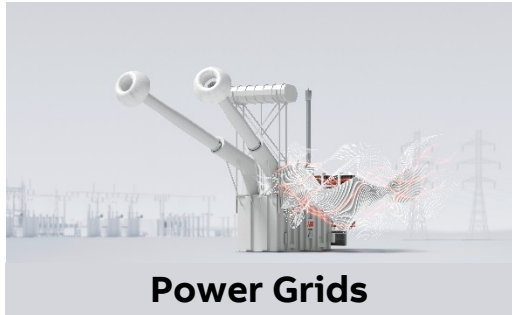
ABB – the pioneering technology leader

Two clear value propositions

**Bringing electricity from
any power plant to any plug**

**Automating industries from natural
resources to finished products**

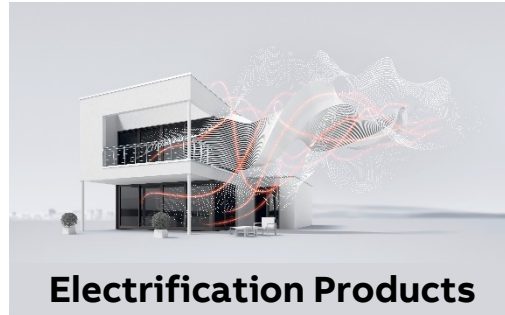
Partner of choice for...



Power Grids

... a stronger, smarter
and greener grid

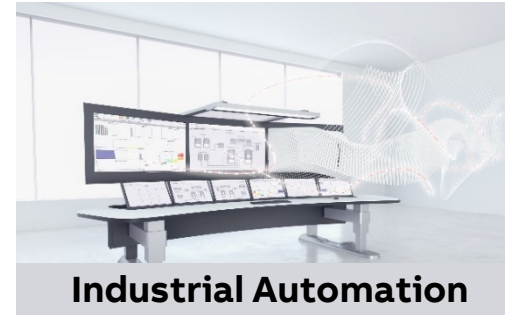
#1



Electrification Products

... electrification of all
consumption points

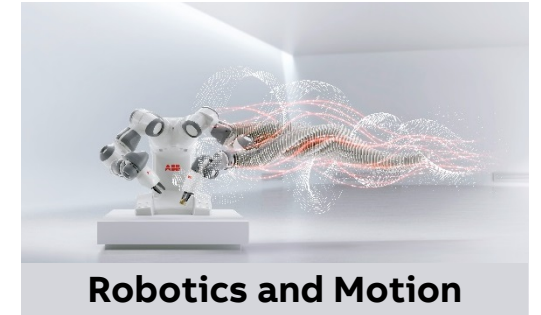
#2



Industrial Automation

... perfection in
automation

#2



Robotics and Motion

... robotics and intelligent
motion solutions

#1 motion
#2 robotics

ABB – living the Next Level

Our journey since 2014

Profitable Growth

Driving growth in four market-leading entrepreneurial divisions

Quantum leap in digital

Creating value from strategic acquisitions and partnerships

Shifting the center of gravity: competitiveness, growth, risk

Relentless Execution

World-class operational excellence across the whole organization

Linked strategy, performance management and compensation

Business-led Collaboration

Market focused and lean organization

Continued leadership development

Strengthening the global ABB brand

ABB Ability™ – a quantum leap in digital

Power Grids



ABB Ability™ Control & Protection System

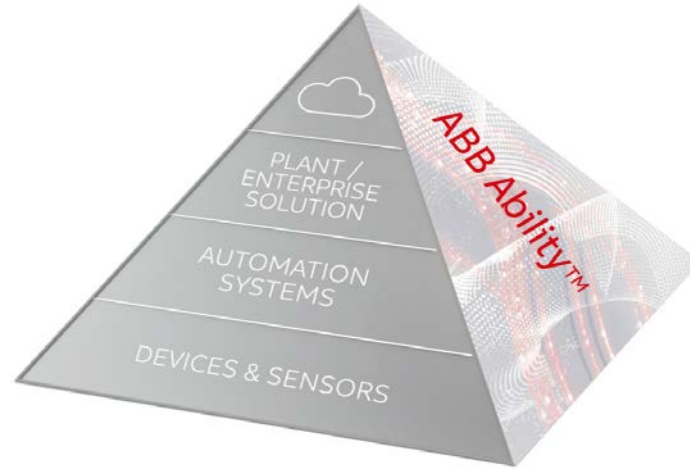
Digital grid upgrades

Electrification Products

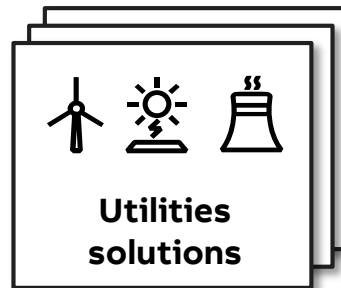


ABB Ability™ Connected Solutions

EV fast-charging solutions



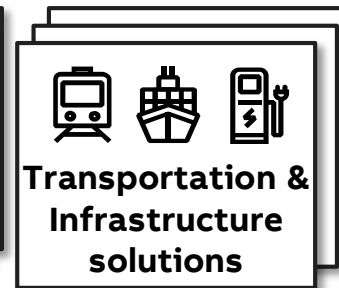
210+ ABB Ability™ solutions



Utilities solutions



Industry solutions



Transportation & Infrastructure solutions

Industrial Automation



ABB Ability™ Collaborative Operations

15 centers launched globally

Robotics and Motion



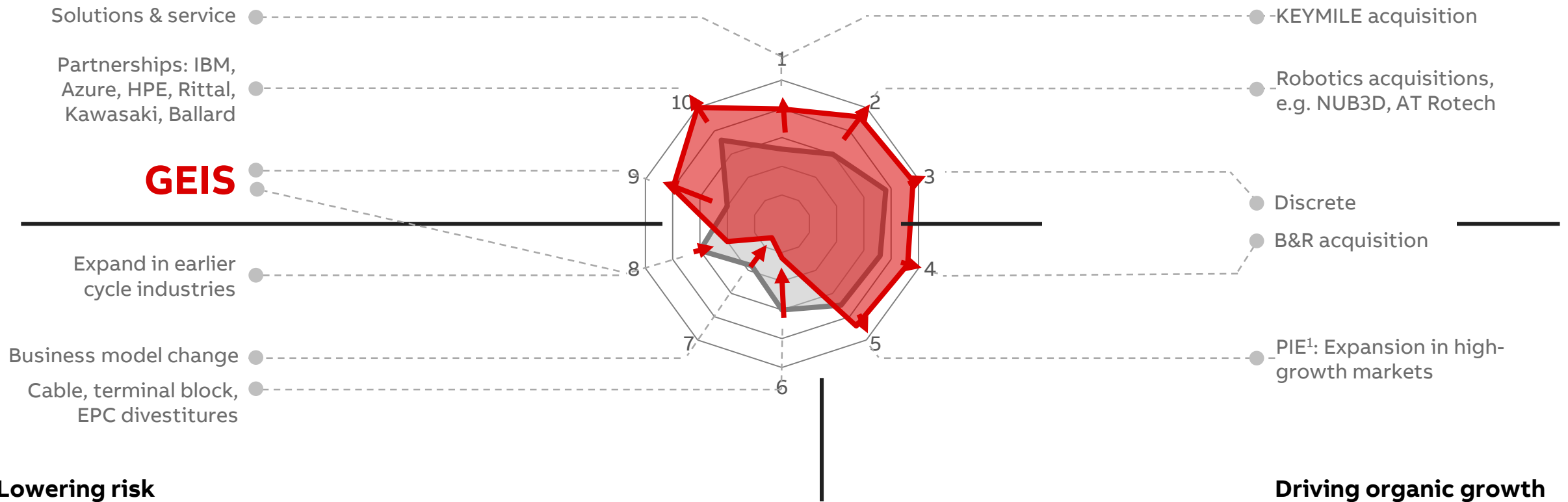
ABB Ability™ Connected Services

>7,000 connected robots globally

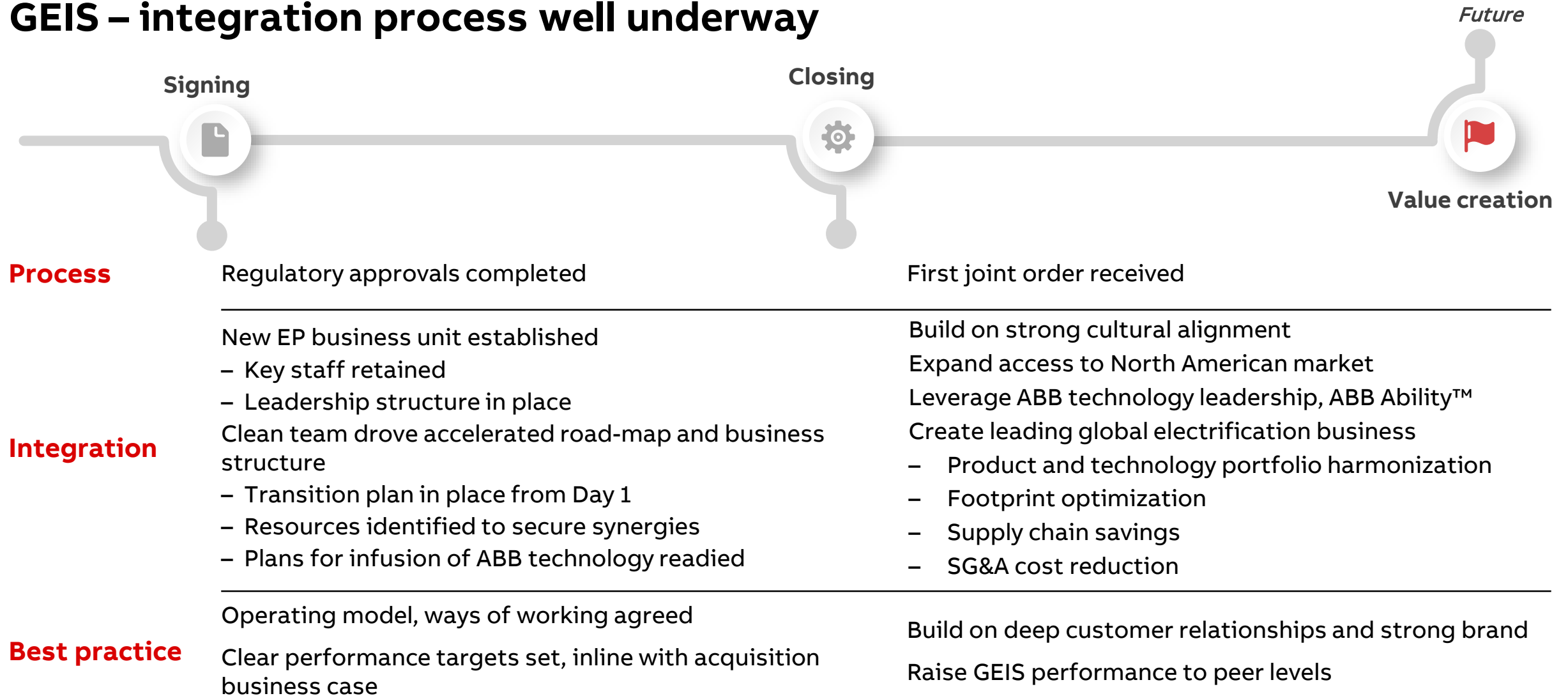
Ongoing portfolio management

Shifting ABB's center of gravity

Strengthening competitiveness

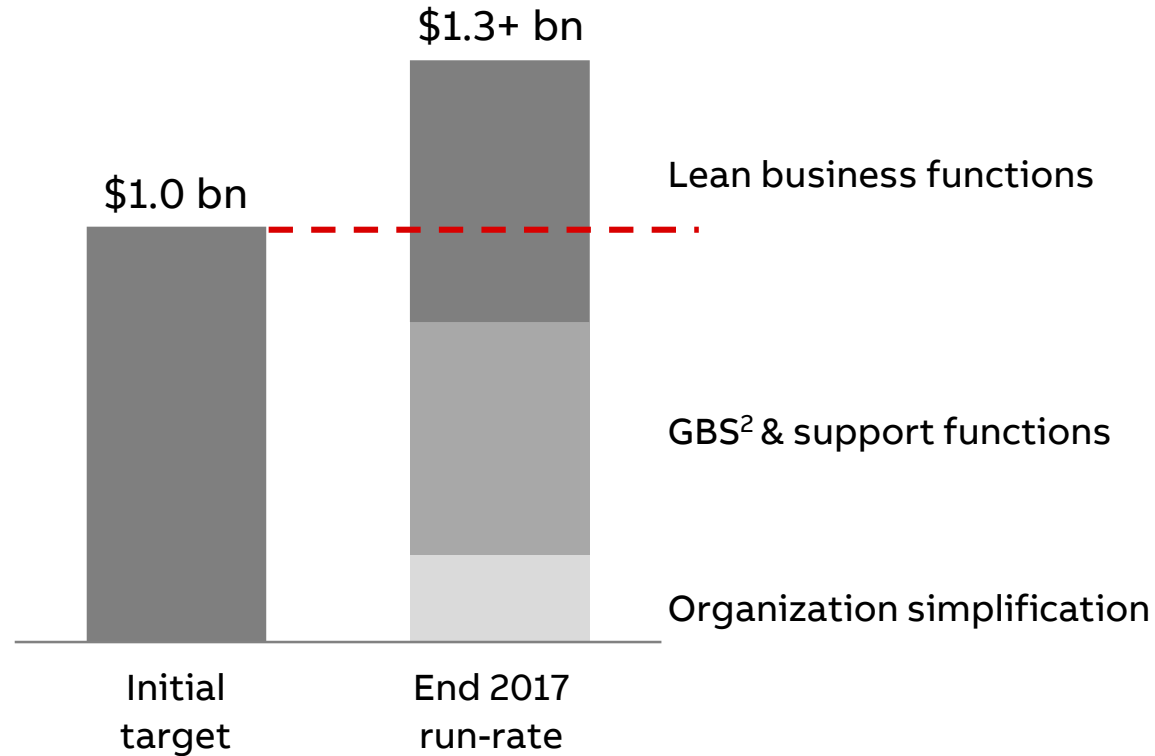


GEIS – integration process well underway



Relentless execution

Highlight 2017: WCP program savings¹



Continued in 2018

- Focus on cost** Cost savings momentum in Supply Chain Management and Quality & Operations
- Operations effectiveness** 500+ Lean Six Sigma projects across global operations
Continued productivity improvement in GBS²
- Compensation linked to performance** Compensation system fully implemented for 2018
 - STI³: 65% individual, 35% team
 - LTIP⁴: 50% EPS, 50% relative TSR

Strengthening the global ABB brand

Brand migration

>1,000 trademarks under one masterbrand



Strategic brand positioning



Impact

Increase in brand equity¹

>\$2.5 bn

Recognition as digital leader²

#2

Employer of choice in the technological sector³

#1

Number of job applications⁴

+100%

Q2 2018 financial summary

Orders

\$9.5 bn

+8%¹

Base orders

\$8.8 bn

+9%¹

Revenues

\$8.9 bn

+1%¹

Operational EBITA margin

13.0%

+60 bps

Operational EPS

\$0.38

+27%²

Cash flow from operating activities

\$1,010 mn

ABB better positioned in a better market

Summary

Market outlook¹

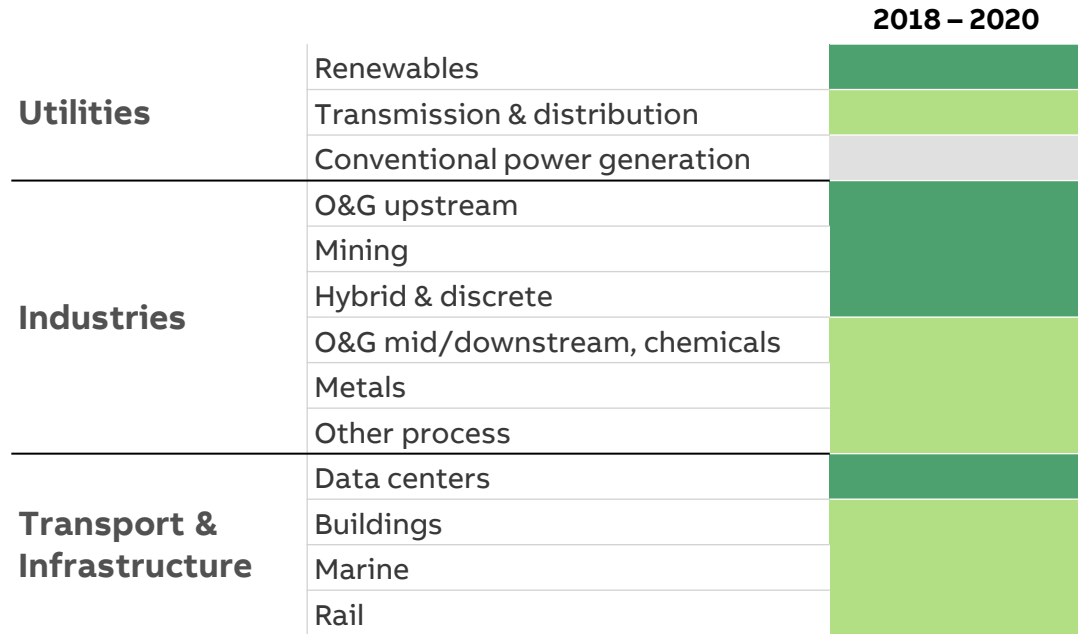


ABB base order growth, yoy, comparable

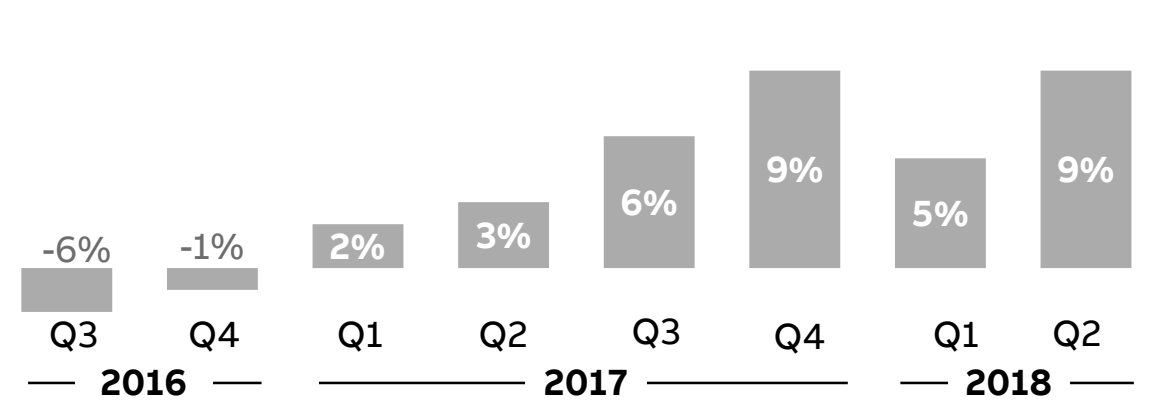


ABB better positioned in a better market

Portfolio and operations streamlined and strengthened

Focus on relentless execution

ABB