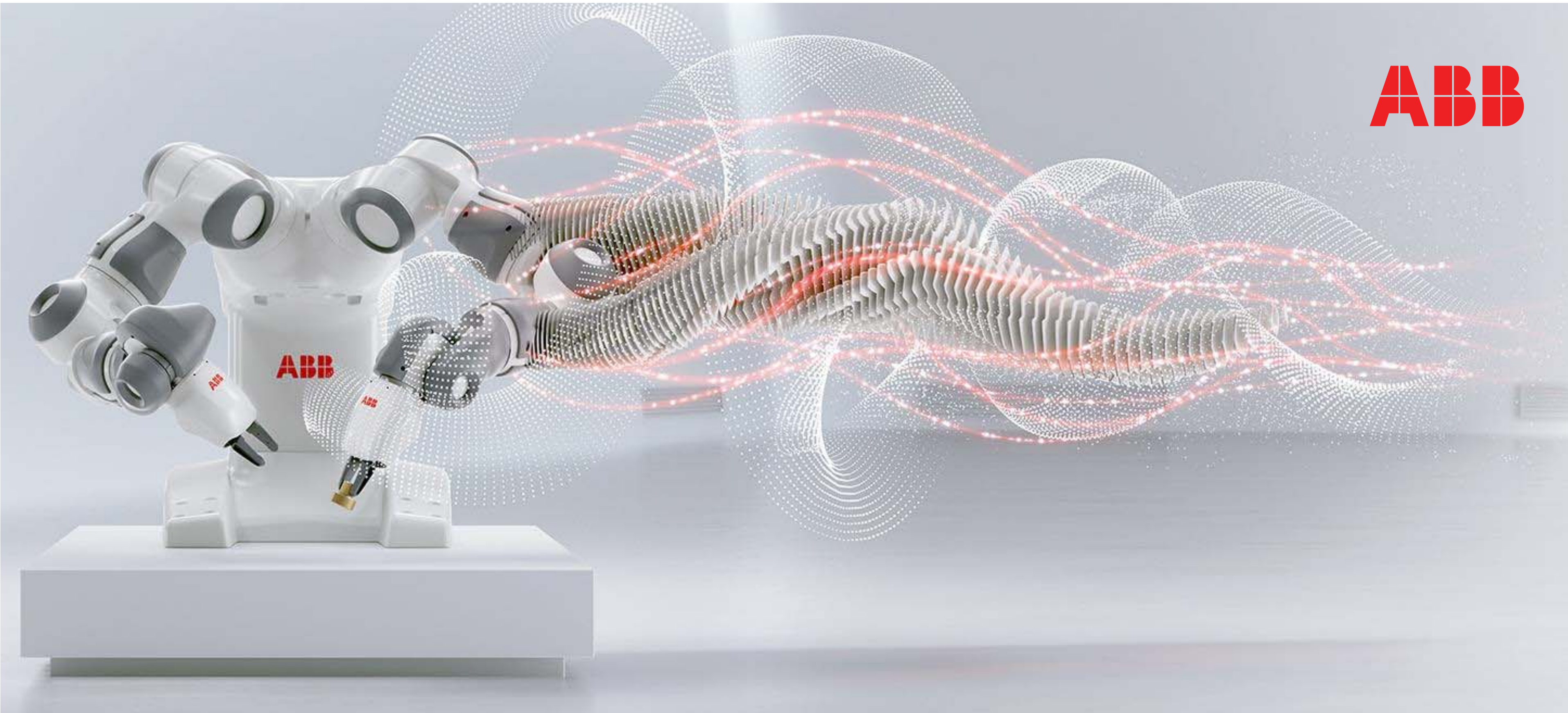
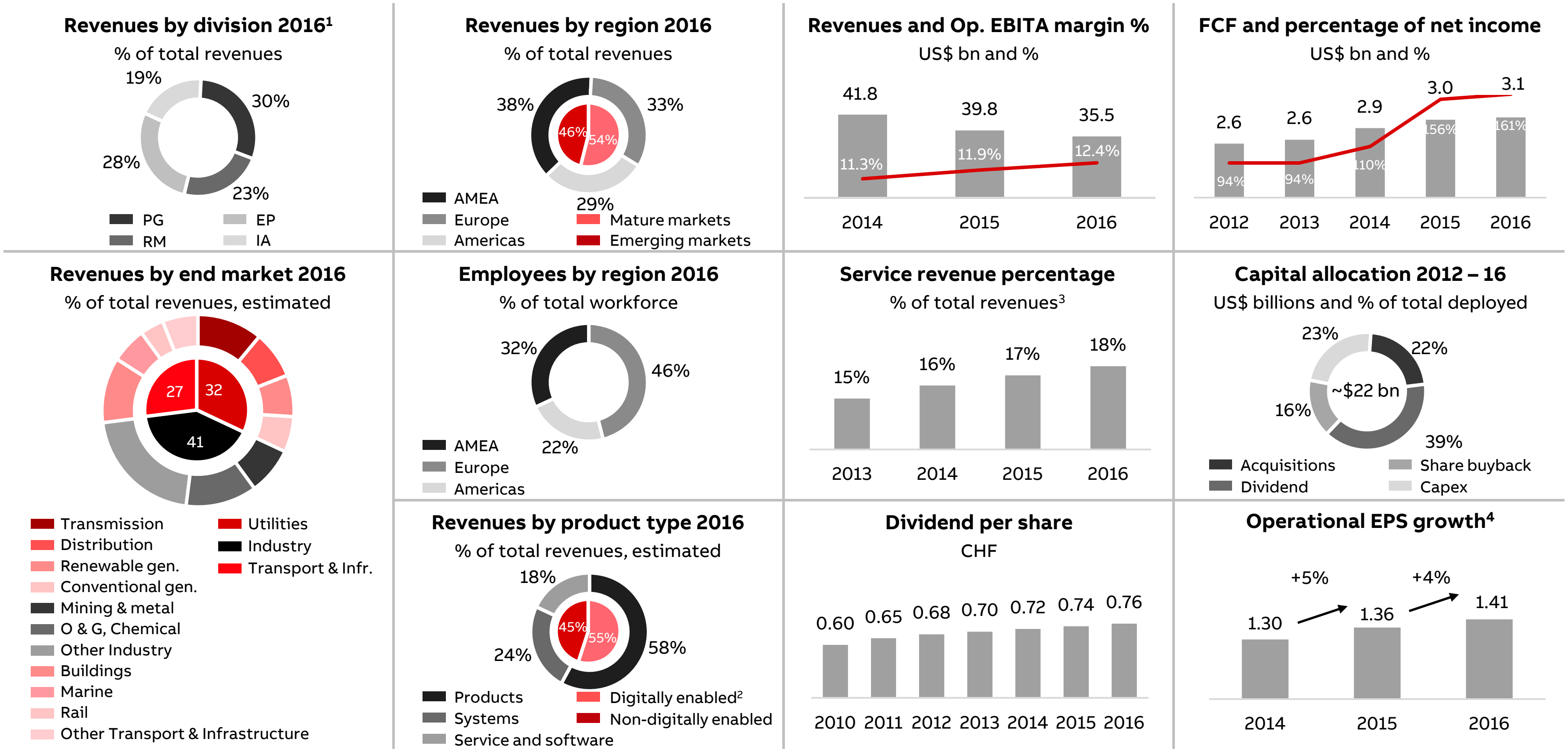


MAY 2017

ABB Division Fact Sheets

ABB financial summary



¹Revenues by new divisional structure effective January 1, 2017; ²Sales of products, systems, or services where software is part of what is delivered or requires real-time integration with customers' systems; ³Adjusted for the impact of divested businesses; ⁴Constant currency

ABB

Electrification Products[1]

Partner of choice for electrification of all consumption points

Market
~$140 bn market[2] in 2015

Offering
Broadest global portfolio of low- and medium-voltage products and solutions for intelligent protection and connection
Pre-engineered, packaged solutions and services tailored to customers' needs

Main competitors

Schneider Electric, legrand, EATON, CHINT, HUBBELL

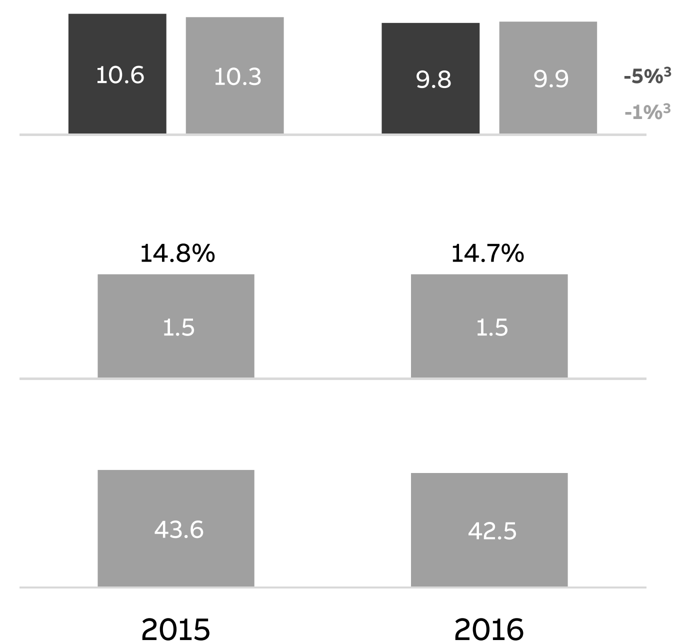
Position of strength
- Complete portfolio for electrification of "the site"
- Strong distributor relationships
- Geographically balanced production and R&D footprint
- Strong growth segments renewables, data centers
- Innovative products and solutions
- Intelligent solutions for smarter buildings

Key figures[1,4]

Orders and revenues
$ bn
Orders
Revenues

Op. EBITA
$ bn, margin %

Employees
Thousand



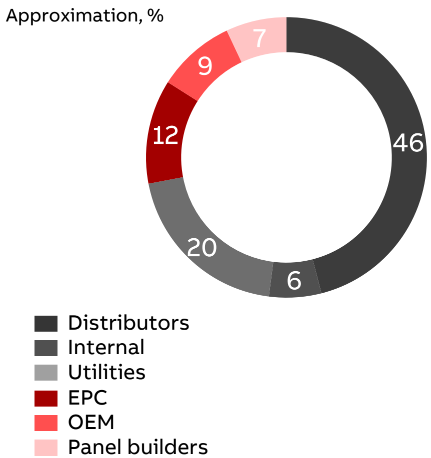
[1]New divisional structure as of January 2017; [2]Unconsolidated; [3]Comparable growth; [4]Best estimate

ABB

Electrification Products[1]

Business breakdown and key end-market growth trends

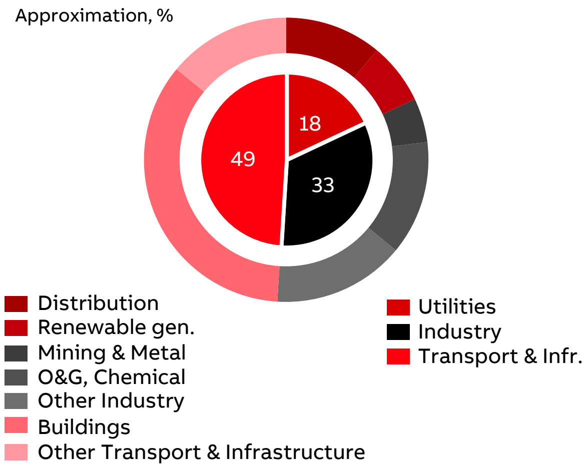
Channels[2]



Digitalization:
Connectivity and communication, digital models and configurators

Service / software:
Condition monitoring and diagnostics, cloud connection and cyber security, collect, provide and process data

Customers[2]

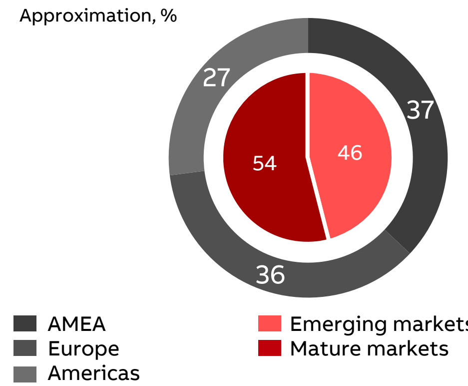


Buildings:
Up globally, shift to smart buildings

Industry:
Solid growth from digitalization as well as safety

Renewables:
Double digit growth

Geography[2]



Emerging markets:
Construction and infrastructure trends in key markets such as China and India. Urbanization and renewable integration

Mature markets:
Smart and energy efficient buildings. Intelligent power distribution. Growing Datacenter and EV charging infrastructure

[1]All comments and numbers pertain to the new divisional structure as of January 2017
[2]Percent of division revenue 2016

Electrification Products[1]

Partner of choice for electrification of all consumption points

Main offerings

Electrical distribution	Automation/Control	Installation	Building solutions
LV/MV switchgear Distribution boards Circuit breakers Solar inverters, UPS	MV grid automation Motor control centers Intelligent breakers	Enclosures DIN-rail products Wire and cable mgmt.	EV charging Wiring accessories Intelligent building / smart home products
			

Competitive position

MV #1 | **Electrification #2** | **EV charging #1**

Major competitors

legrand®, EATON, Schneider Electric, SMA, SIEMENS, HUBBELL, CHNT

[1]All comments pertain to the new divisional structure as of January 2017

ABB

Robotics and Motion[1]

Partner of choice for robotics and intelligent motion solutions

Market
~$100 bn in 2015[2]

Offering

Robotics and intelligent motion solutions

Main competitors

KUKA, FANUC, WEG, SIEMENS, Rockwell Automation

Position of strength

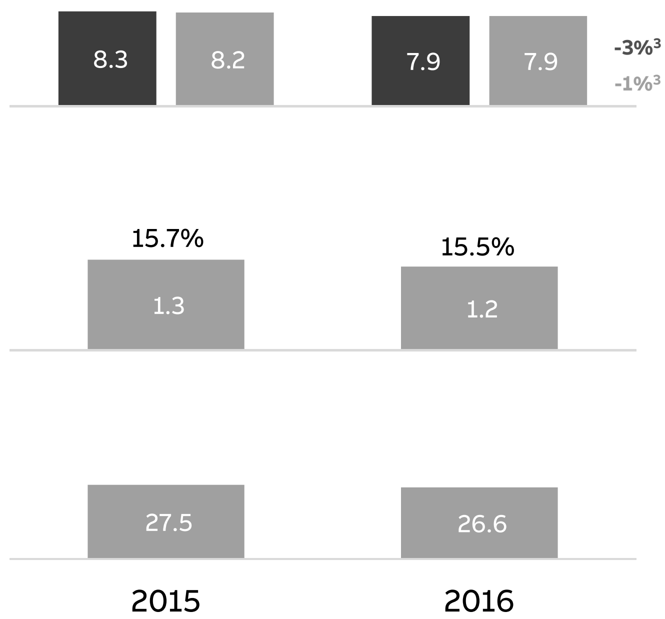
Technology leader in fast-growing robotics market
Broadest robotics portfolio and large installed base
Largest motion player with unmatched global reach
At the cutting edge of power electronics and quality, renewables, and electric transportation

Key figures[1,4]

Orders and revenues
$ bn
Orders
Revenues

Op. EBITA
$ bn, margin %

Employees
Thousand



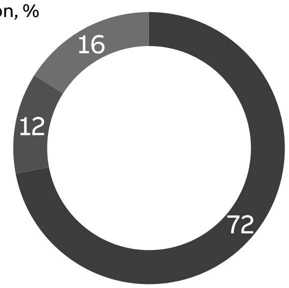
[1]New divisional structure as of January 2017; [2]Unconsolidated; [3]Comparable growth; [4]Best estimate

Robotics and Motion[1]

Business breakdown and key end-market growth trends

Offering[2]

Approximation, %



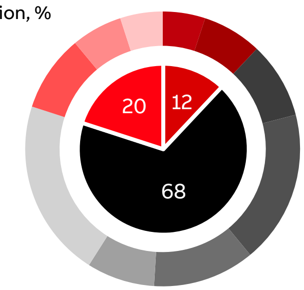
- Products
- Systems
- Service and software

Digitalization: will continue gaining relevance and will drive customer expectations

Service / software: growing reliance on data management and statistical productivity

Customers[2]

Approximation, %



- Renewable gen.
- Conventional gen.
- O&G, Chemical
- Automotive
- Mining & Metal
- F&B
- Other Industry
- Rail
- Buildings
- Marine
- Utilities
- Industry
- Transport & Infr.

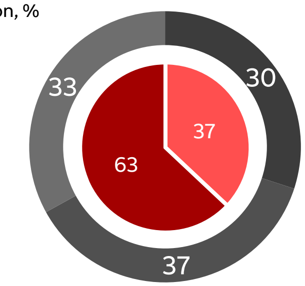
Automotive: growing specifically in emerging markets like Asia

3C & semicon: robotization of manufacturing processes

Food & Beverage: population & income growth; lifestyle changes

Geography[2]

Approximation, %



- AMEA
- Europe
- Americas
- Emerging markets
- Mature markets

Emerging markets:
Automation and productivity driving robotization, key markets China & India

Mature markets:
US and European macro-economic trends and digitalization supporting growth, political risks

[1]All comments and numbers pertain to the new divisional structure as of January 2017
[2]Percent of division revenue 2016

Robotics and Motion[1]

Partner of choice for robotics and intelligent motion solutions

	Robotics	Drives	Motors & Generators
Main offerings	Industrial robots, software and IoTSP connected services Robotic applications and systems for diverse industries 	LV AC drives up to 5600 kW MV drives to 100 MW Wind converters Digital services and software tools Propulsion converters 	LV motors to 1'200 kW HV motors to 80 MW Power generators to 80 MW Mechanical power transmission 
Competitive position	#2	#1	#1
Major competitors	KUKA FANUC DÜRR YASKAWA	Mitsubishi Rockwell Automation Danfoss YASKAWA Schneider Electric SIEMENS	SIEMENS WEG SEW EURODRIVE REGAL TECO

[1]All comments pertain to the new divisional structure as of January 2017

ABB

Industrial Automation[1]

Partner of choice for industrial automation

Market
~$120 bn market in 2015[2]

Offering
Control systems, software, measurement & analytics
Industry-specific power & automation solutions, products (e.g. electric ship propulsion) and services

Main competitors
SIEMENS, EMERSON, YOKOGAWA, Honeywell, Schneider Electric

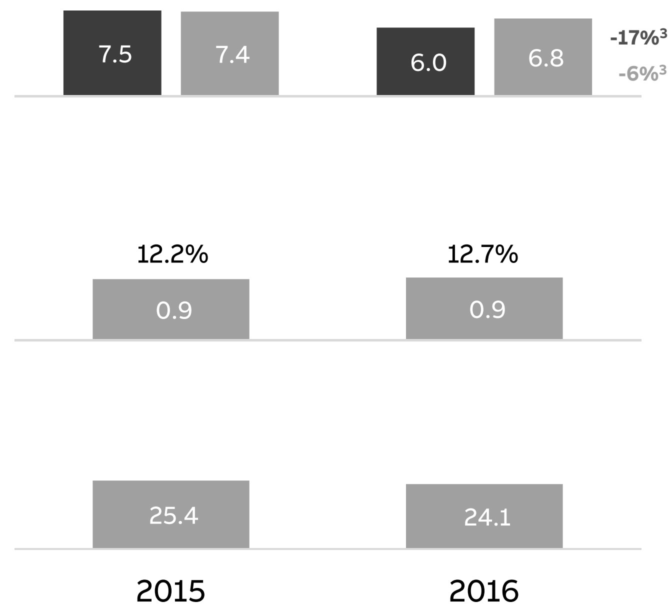
Position of strength
Integrated control product, system and service offering
Advanced process control & optimization software and know-how
Integrated power and automation solutions
Largest installed base, advanced services
Deep domain and process expertise

Key figures[1,4]

Orders and revenues
$ bn
Orders
Revenues

Op. EBITA
$ bn, margin %

Employees
Thousand

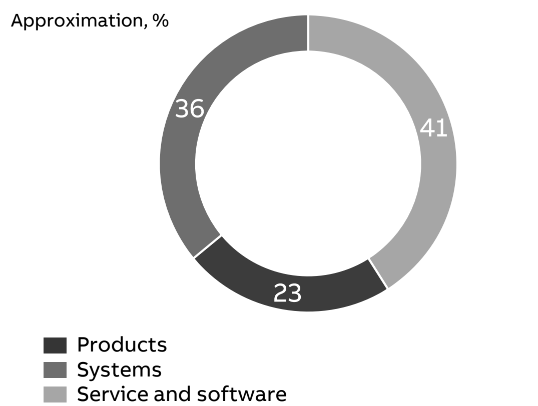


[1]New divisional structure as of January 2017; [2]Unconsolidated; [3]Comparable growth; [4]Best estimate

Industrial Automation[1]

Business breakdown and key end-market growth trends

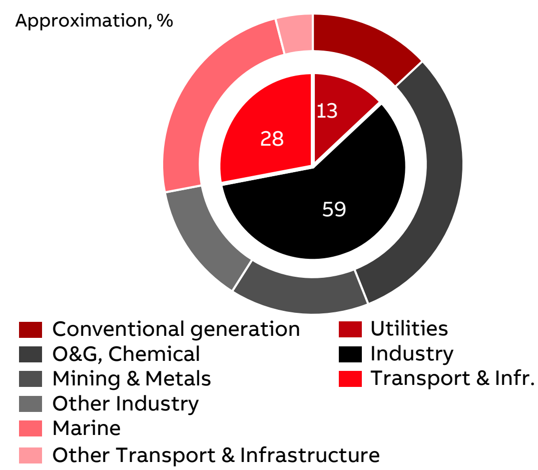
Offering[2]



Digitalization: growth opportunity building on largest installed base in power generation and process industry

Services and software: supporting customers remotely with advanced services and optimization

Customers[2]

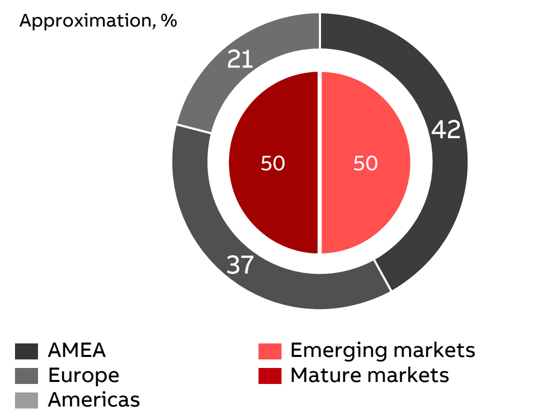


Chemicals: positive fundamentals

F&B, pharma & discrete industries: population growth, increasing disposable income

Cruise ships: strong demand from Asian and North American operators

Geography[2]



Emerging markets: penetration of basic automation still rising, aging installed base provides upgrade opportunities

Mature markets: leveraging digital to achieve next level of productivity, energy efficiency and safety

[1]All comments and numbers pertain to the new divisional structure as of January 2017
[2]Percent of division revenue 2016

ABB

Industrial Automation[1]

Partner of choice for industrial automation

	Industry-specific solutions & services	Control systems & software	Measurement & analytics	Propulsion
Main offerings	Integrated electrification & automation solutions Systems and advanced services	Process and discrete control (DCS, PLC) Adv. process control & manufacturing execution systems	Pressure, temperature, flow, level, force measurement Analyzers	Electric propulsion systems for ships Large turbochargers >500kW
				
Competitive position	**Process industries #1-5 Marine #1**	**DCS #1; PLC top 10 APC/MES software #1/2**	**Measurement & analytics top 3-5[2]**	**Electric marine propulsion #1 Turbocharging #1**
Major competitors	Honeywell GE SIEMENS EMERSON Schneider Electric	Honeywell YOKOGAWA SIEMENS Rockwell Automation EMERSON Schneider Electric	EMERSON YOKOGAWA Endress+Hauser People for Process Automation	SIEMENS Rolls-Royce Honeywell

[1]All comments pertain to the new divisional structure as of January 2017
[2]Leader in Force Measurement

Power Grids[1]

Partner of choice for a stronger, smarter and greener grid

Market
~$110 bn market in 2015[2]

Offering
Broadest offering of products systems, services and software for power transmission and distribution

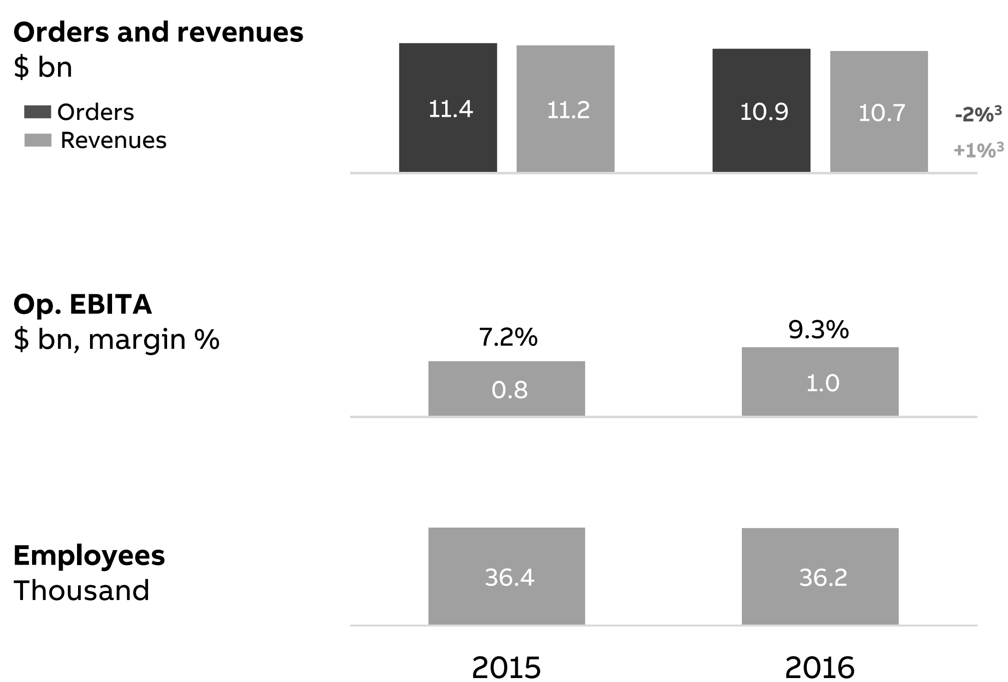
Main competitors

SIEMENS   HYUNDAI

Position of strength

Market and technology leader
Unrivalled application know-how
Truly global player with largest installed base
Leading software and automation solutions
Industry leading margins

Key figures[1,4]

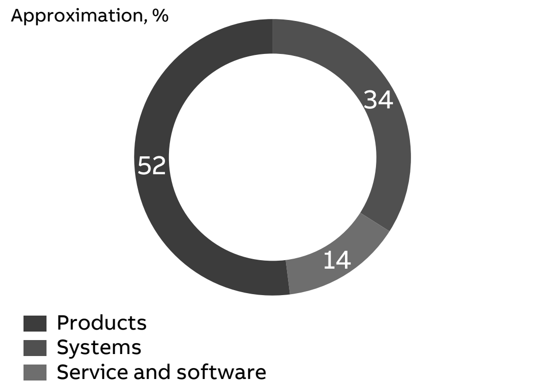


[1]New divisional structure as of January 2017; [2]Consolidated (unconsolidated ~$140 bn market); [3]Comparable growth; [4]Best estimate

Power Grids[1]

Business breakdown and trends

Offering[2]

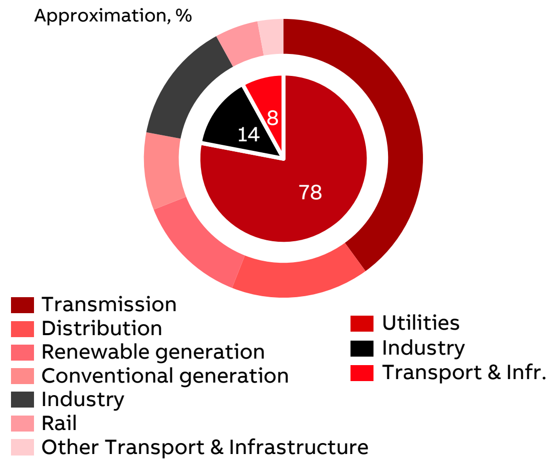


Digital equipment: real time supervision, higher reliability, maintenance optimization

Digitally enhanced systems: faster installation, more configurable power quality, higher penetration of renewables, managing less predictable supply & demand

Software & operations: more real-time control, smart asset mgmt., planning optimization

Customers[2]

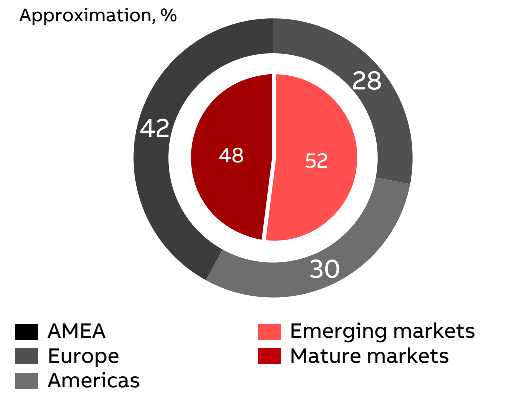


Transmission & distribution: increasing complexity, more take-out and feed-in points, interconnections, aging infrastructure, physical cyber security

Integrating renewables: long distance transmission, storage, bi-directional flow, power stability, microgrids

Connecting consumers: rail electrification, data centers, EVs, industry

Geography[2]



Emerging markets: Grid build out, renewable integration, interconnections, electrification of society

Mature markets: Renewable integration, interconnections, aging infrastructure, power quality, security of supply, electrification of transport

[1]All comments and numbers pertain to the new divisional structure as of January 2017
[2]Percent of division revenue 2016

Power Grids

Partner of choice for a stronger, smarter and greener grid

	Products & components	System & automation	Consultancy, services & software
Main offerings	Distribution transformers Power transformers HV gas / air insulated switchgear Power quality components	Substations Grid automation FACTS HVDC Microgrids	Consulting, planning services Network control, operation services Asset & workforce mgmt. Asset performance mgmt. Maintenance services
	  	  	 
Competitive position	#1	Automation HVDC #1	#1
Major competitors	GE, TBEA, SIEMENS, HYUNDAI HEAVY INDUSTRIES CO.,LTD., XD 中国西电集团 CHINA XD GROUP	SCHWEITZER ENGINEERING LABORATORIES (SEL), SIEMENS, NARI, GE, Schneider Electric	SIEMENS, IBM, GE

[1]All comments pertain to the new divisional structure as of January 2017

Group targets 2015 – 2020

Group

Revenue growth[1]	3 – 6%
Operational EBITA %[2]	11 – 16%
Operational EPS CAGR[3]	10 – 15%
FCF conversion to net income	>90%
CROI %[4]	Mid-teens

Divisions

Electrification Products	15 – 19%
Robotics and Motion	14 – 19%
Industrial Automation	11 – 15%
Power Grids	10 – 14%[5]

[1]Average annual revenue growth on a comparable basis over 6 years, base year 2014; [2]Target is on a full-year basis; [3]CAGR = Compound annual growth rate, base year is 2014 and assuming constant exchange rates; [4]Temporary reduction possible in the event of larger acquisitions; [5]Margin target of Power Grids will be in effect as of January 1, 2018; previous target 8 – 12%

Contact us

ABB Ltd
Investor Relations
P.O. Box 8131
CH-8050 Zürich
Phone: +41 (0) 43 317 71 11
E-mail: investor.relations@ch.abb.com

www.abb.com/investorrelations

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 “Supplemental Financial Information” under “Financial results & presentations” – “Quarterly results & annual reports” on our website at www.abb.com/investorrelations

ABB