



Unaudited preliminary financial information

ABB Ltd Interim Consolidated Income Statements (unaudited)

(\$ in millions, except per share data in \$)	Year ended	Three months ended
	Dec. 31, 2017	Dec. 31, 2017
Sales of products	20,438	5,411
Sales of services and other	4,758	1,393
Total revenues	25,196	6,804
Cost of sales of products	(14,485)	(3,938)
Cost of services and other	(2,865)	(864)
Total cost of sales	(17,350)	(4,802)
Gross profit	7,846	2,002
Selling, general and administrative expenses	(4,765)	(1,303)
Non-order related research and development expenses	(1,013)	(297)
Other income (expense), net	162	(78)
Income from operations	2,230	324
Interest and dividend income	73	20
Interest and other finance expense	(234)	(45)
Non-operational pension (cost) credit	33	4
Income from continuing operations before taxes	2,102	303
Provision for taxes	(583)	(89)
Income from continuing operations, net of tax	1,519	214
Income from discontinued operations, net of tax	846	209
Net income	2,365	423
Net income attributable to noncontrolling interests	(152)	(30)
Net income attributable to ABB	2,213	393
Amounts attributable to ABB shareholders:		
Income from continuing operations, net of tax	1,441	204
Income from discontinued operations, net of tax	772	189
Net income	2,213	393
Basic earnings per share attributable to ABB shareholders:		
Income from continuing operations, net of tax	0.67	0.10
Income from discontinued operations, net of tax	0.36	0.09
Net income	1.04	0.18
Diluted earnings per share attributable to ABB shareholders:		
Income from continuing operations, net of tax	0.67	0.09
Income from discontinued operations, net of tax	0.36	0.09
Net income	1.03	0.18
Weighted-average number of shares outstanding (in millions) used to compute:		
Basic earnings per share attributable to ABB shareholders	2,138	2,136
Diluted earnings per share attributable to ABB shareholders	2,148	2,150

Due to rounding, numbers presented may not add to the totals provided.

Operational EBITA

(\$ in millions, unless otherwise indicated)	ABB	Electrification Products	Industrial Automation	Robotics and Motion
	FY 17	FY 17	FY 17	FY 17
Revenues	25,196	10,094	6,879	8,396
FX/commodity timing differences in total revenues	(15)	(11)	(32)	3
Operational revenues	25,181	10,083	6,847	8,399
Income from operations	2,230	1,352	798	1,126
Acquisition-related amortization	229	98	47	66
Restructuring and restructuring-related expenses ⁽¹⁾	300	28	85	64
Changes in obligations related to divested businesses	94	-	-	-
Changes in pre-acquisition estimates	8	8	-	-
Gains and losses from sale of businesses	(252)	-	(2)	-
Acquisition- and divestment-related expenses and integration costs	81	23	52	2
Certain other non-operational items	161	21	1	-
FX/commodity timing differences in income from operations	(34)	(20)	(28)	2
Operational EBITA	2,817	1,510	953	1,260
Operational EBITA margin (%)	11.2%	15.0%	13.9%	15.0%

(\$ in millions, unless otherwise indicated)	ABB	Electrification Products	Industrial Automation	Robotics and Motion
	Q4 17	Q4 17	Q4 17	Q4 17
Revenues	6,804	2,696	2,011	2,197
FX/commodity timing differences in total revenues	47	16	(2)	6
Operational revenues	6,851	2,712	2,009	2,203
Income from operations	324	318	214	247
Acquisition-related amortization	65	22	22	16
Restructuring and restructuring-related expenses ⁽¹⁾	108	17	36	35
Changes in obligations related to divested businesses	-	-	-	-
Changes in pre-acquisition estimates	8	8	-	-
Gains and losses from sale of businesses	78	-	-	-
Acquisition- and divestment-related expenses and integration costs	41	12	27	2
Certain other non-operational items	28	8	-	-
FX/commodity timing differences in income from operations	12	13	-	3
Operational EBITA	664	398	299	303
Operational EBITA margin (%)	9.7%	14.7%	14.9%	13.8%

(1) Amounts in 2017 also include the incremental implementation costs in relation to the White Collar Productivity program.

Other information

(\$ in millions, unless otherwise indicated)		FY 2017	Q4 2017
Orders	ABB Group	25,034	6,328
	Electrification Products	10,143	2,556
	Industrial Automation	6,553	1,795
	Robotics and Motion	8,465	2,039
	<i>Corporate and Other (incl. inter-division eliminations)</i>	(127)	(62)

	Year ended December 31, 2017			Three months ended December 31, 2017		
	Third-party revenues	Intersegment revenues ⁽¹⁾	Total Revenues	Third-party revenues	Intersegment revenues ⁽¹⁾	Total Revenues
Electrification Products	9,591	503	10,094	2,546	150	2,696
Industrial Automation	6,724	155	6,879	1,967	44	2,011
Robotics and Motion	7,877	519	8,396	2,067	130	2,197
Corporate and Other and Intersegment elimination	741	(914)	(173)	143	(243)	(100)
Total	24,933	263	25,196	6,723	81	6,804

(1) Intersegment revenues include sales to the Power Grids business which is presented as discontinued operations and are not eliminated from Total revenues.