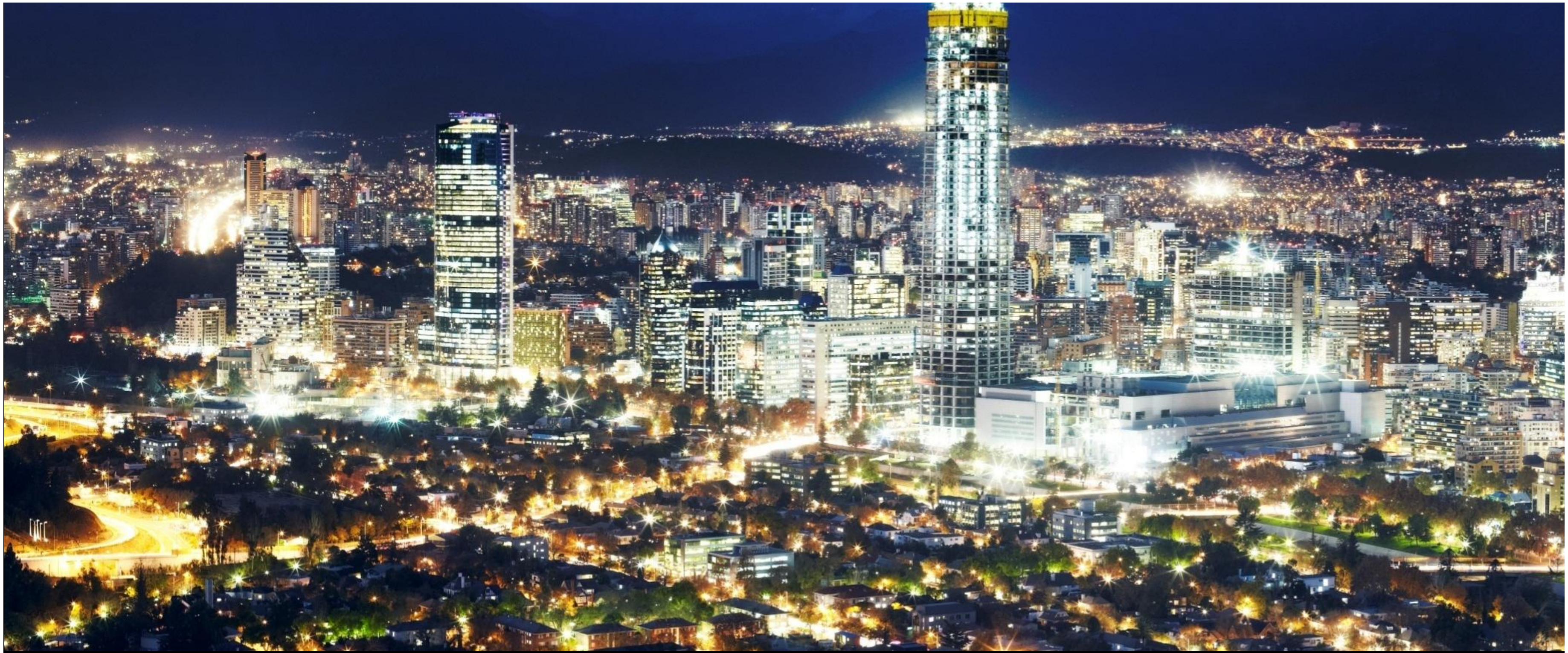


February 14, 2013

ABB Q4 and FY 2012 results

Joe Hogan, CEO
Eric Elzvik, CFO

Safe-harbor statement

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 with the volatile global economic environment and political conditions
- costs associated with compliance activities
- raw materials availability and prices
- 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.

2012 summary and results overview
Joe Hogan, CEO

FY 2012: Raising dividend, solid growth, strong cash
Improved geographic scope, successful M&A

Growth	▪ Delivered higher[1] orders and revenues in a difficult business climate
Execution	▪ Cost savings and portfolio changes supported earnings and margins ▪ Strengthened power businesses for more stable returns ▪ Strong execution and performance on acquisition integration
Cash	▪ Generated stronger free cash at ~95% of net income
Capital allocation	▪ Strengthening our automation portfolio in products and across regions ▪ Proposed dividend increase to shareholders for 6th time in 7 years

Good operations performance and strategic progress in a challenging market

[1] In local currencies

Executing against our strategy
Actions taken and progress made in all areas in 2012

1	**Drive competitiveness**	▪ Cost and productivity savings more than offset lower prices ▪ Actions taken in Power to deliver more consistent profitability
2	**Capitalize on megatrends**	▪ Continued to differentiate in emerging markets with deep presence, full value chain ▪ Energy efficiency, productivity, renewables integration continued to drive growth
3	**Expand core business**	▪ Service revenues continued to grow faster than total revenues ▪ Region-for-region strategy, Net Promoter Score to grow with existing customers
4	**Disciplined M&A**	▪ Strengthening position in North America, gaps filled in UPS, smart grid, e-mobility ▪ T&B delivering on expectations, Baldor synergies gaining traction
5	**Exploit disruptive opportunities**	▪ Breakthrough DC applications: breakers, data centers, ships, transformers ▪ Fundamental product redesigns to dramatically reduce raw material costs

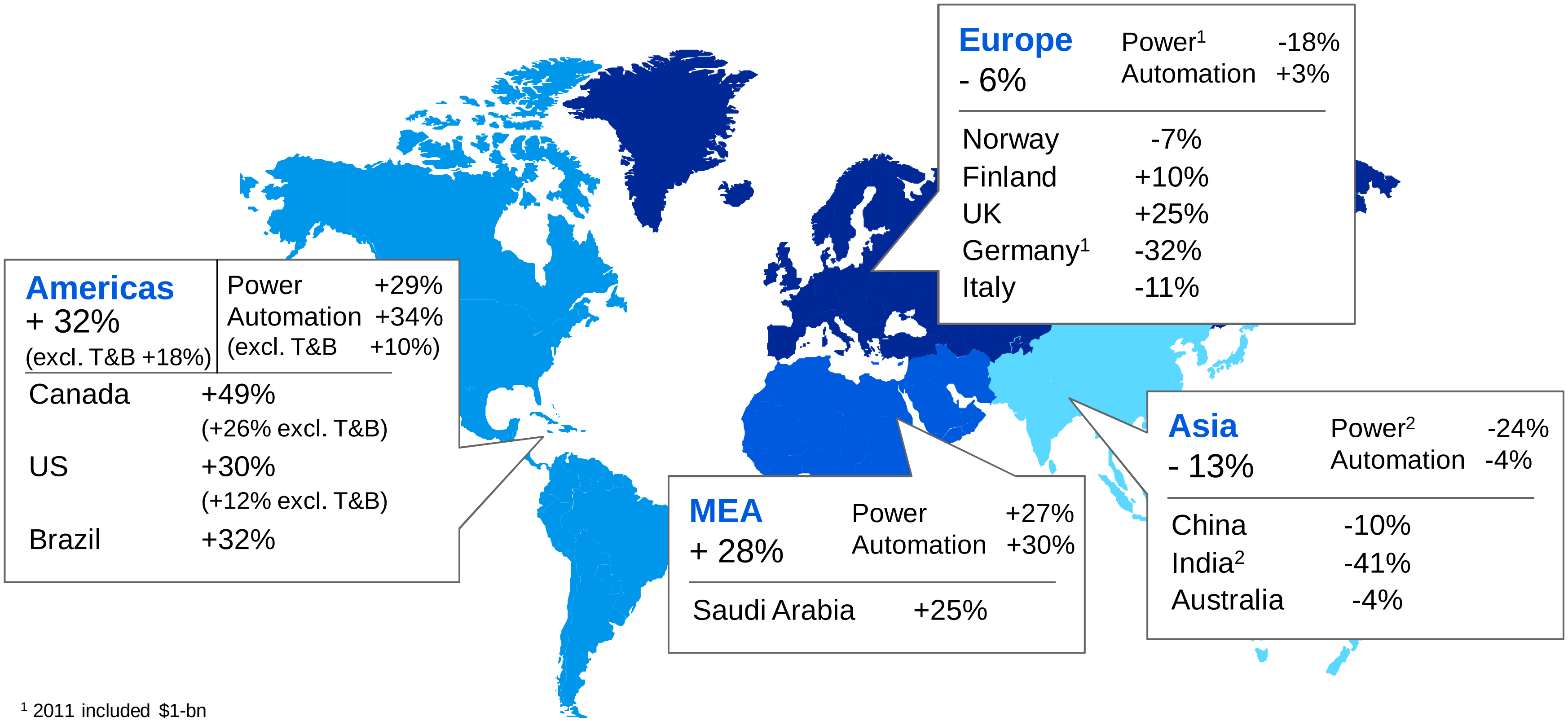
Full Year 2012

FY 2012 performance *US$ millions unless otherwise stated*	**FY 2012**	**FY 2011**	*Change vs 2011 US$*	*Change vs 2011 local currencies*
Orders	40,232	40,210	0%	+4% *(organic[1]: 0%)*
Order backlog (end Dec.)	29,298	27,508	+7%	+5%
Revenues	39,336	37,990	+4%	+7% *(organic: 3%)*
Operational EBITDA	5,555	6,014	-8% *(organic: -12%)*	
Operational EBITDA margin	14.2%	15.8%	-1.6% pts *(organic: -1.8% pts)*	
Net income	2,704	3,168	-15%	
Earnings per share	1.18	1.38		
Dividend per share (CHF)	0.68[2]	0.65	+5% *(in CHF)*	
Cash from operations	3,779	3,612	+5%	
Free cash flow (FCF)	2,555	2,593		
FCF as % of net income	94%	82%		
Cash return on invested capital	12%	14%		

[1] Excluding Thomas & Betts; [2] Proposed by Board of Directors

Balanced growth across geographies FY 2012
Mature markets outgrew most emerging markets

Order growth in countries with more than $1 bn/yr in orders, 2012 vs 2011
(in local currencies)



[1] 2011 included $1-bn offshore wind order in Germany
[2] 2011 included $900-mill HVDC order in India

Chart 7

ABB

Full-year 2012 divisional overview
Solid numbers in a tough year

Division	**Orders** (△ local currencies)	**Revenues** (△ local currencies)	**Op EBITDA margin**	***Change in margin vs FY 11***
Power Products	+3%	+2%	14.8%	-1.5 pts
Power Systems	-10%	+2%	3.7% *(ca. 7% excl. reset*)*	-5.4 pts
Discrete Automation and Motion	+4%	+10%	18.4%	-0.5 pts
Low Voltage Products *(organic)*	+29% *(0%)*	+29% *(0%)*	18.4%	-1.5 pts *(-1.4 pts)*
Process Automation	+4%	+2%	12.3%	-0.1 pts

- PP margins successfully stabilized despite tough market
- PS business reset for greater selectivity and higher, more consistent profitability
- DM and LP growth initiatives largely offset early cycle weakness
- PA demonstrated through-cycle resilience

* Reset charges in operational EBITDA were approximately $250 million

Q4 results in detail
Eric Elzvik, CFO

Q4 2012: Strong cash and op EBITDA performance
Short-cycle resilience in an uncertain market

Growth	▪ Steady volumes despite overall macro weakness ▪ Strong order performance in robotics, oil & gas, mining ▪ Service order growth continues to outpace Group total ▪ Thomas & Betts with strong contribution

Execution	▪ Encouraging development of operational EBITDA and margins[1]
	    ▪ PP, DM and LP[2] steady to higher
	    ▪ PA margin impacted by system/product mix
	    ▪ >$300 million cost savings more than offset negative price
	▪ PS op EBITDA margin at ca. 9% excl. reset charges

Cash	▪ Outstanding cash performance driven by inventory conversion, lower overdues

[1] See definitions in Appendix; [2] Excluding Thomas & Betts

Key figures for Q4 2012

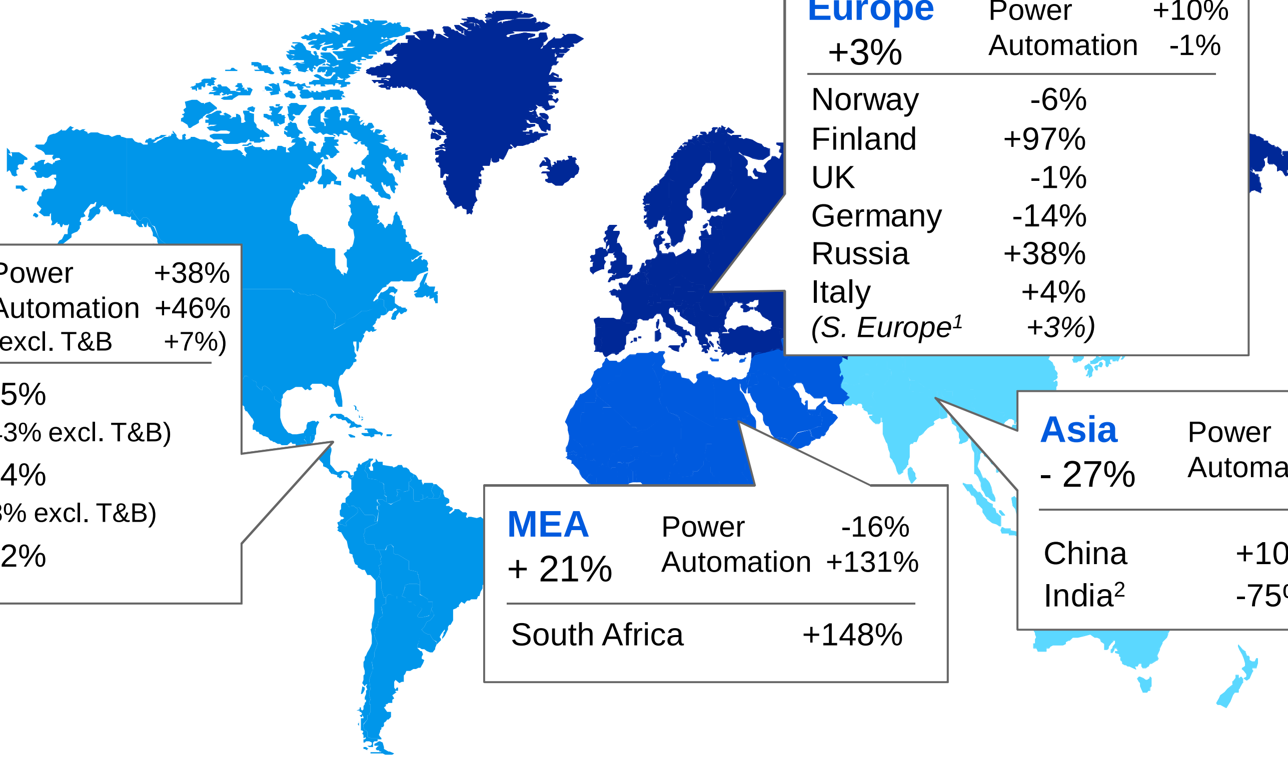
Q4 2012 performance *US$ millions unless otherwise stated*	**Q4 2012**	**Q4 2011**	*Change vs Q4 2011 US$*	*Change vs Q4 2011 local currencies*
Orders	10,517	10,160	+4%	+4% *(organic[1]: -2%)*
Order backlog (end Dec.)	29,298	27,508	+7%	+5%
Revenues	11,021	10,571	+4%	+5% *(organic: -1%)*
Operational EBITDA	1,373	1,568	-12% *(excl. PS reset: +4%)*	
Operational EBITDA margin	12.5%	14.8%	-2.3% pts *(excl. PS reset: unchanged)*	
Net income	604	830	-27% *(+5% excl. PS reset[2])*	
Cash from operations	2,438	1,674	+46%	

[1] Excluding Thomas & Betts; [2] At Group tax rates

ABB

Balanced growth across geographies Q4 2012
Americas, Europe and China led growth

Order growth in selected countries, Q412 vs Q411
(in local currencies)



Americas + 42% (excl. T&B +22%)	Power +38% / Automation +46% (excl. T&B +7%)
Canada	+75% (+43% excl. T&B)
US	+34% (+8% excl. T&B)
Brazil	+52%

Europe +3%	Power +10% / Automation -1%
Norway	-6%
Finland	+97%
UK	-1%
Germany	-14%
Russia	+38%
Italy	+4%
(S. Europe[1]	*+3%)*

MEA + 21%	Power -16% / Automation +131%
South Africa	+148%

Asia - 27%	Power -49% / Automation +8%
China	+10%
India[2]	-75%

[1] Incl. Italy, Spain, Portugal; [2] Excl. Q4 2011 $900-mill HVDC order in India, orders down 7%

Q4 divisional overview: Power
PP margins stable, PS reset under way

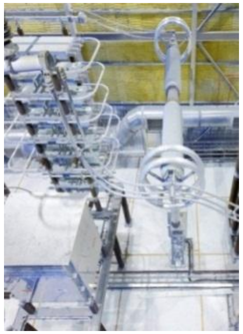
Change vs Q4 2011	**Orders** (△ local currencies)	**Revenues** (△ local currencies)	**Op EBITDA** △ *US$*	**Op EBITDA margin**
Power Products	0%	0%	0%	+0.3 pts

- Selective transmission utility investments, distribution stable, industry led by oil & gas
- Service revenues grew faster than total revenues
- Improved op EBITDA margin mainly on favorable business mix
- Cost savings partly offset price pressure from executing the order backlog

Power Systems	-24%	-4%	n.a.	-12.3 pts

- Large orders down ($900 mill order in Q4 2011)
- Service revenues up >20%
- Strategic reset reduces EBIT by $350 mill, op EBITDA by $250 mill
- Revised 2011-15 targets: Revenue CAGR 7-11%, annual op EBITDA margin 9-12%

Power Systems reset
Focus on selective growth for higher profitability



Short-term drivers for 2013

- Greater selectivity: More ABB content, better risk/return profile
- Stronger risk management to secure project margins
- Accelerated application of best practices across business units

Actions completed

- Strategy and targets revised in all business units
- Key management changes
- Focus areas and targets set by business unit and country, e.g.
  - Higher value-added thresholds “hard-wired” into tendering
  - Dedicated claims and contract management resources
- Tap organizational synergies (e.g., FACTS moved to substations)
- Additional actions launched in sales, project execution, supply chain, business model

Q4 divisional overview: Automation
Resilient performance supported by Thomas & Betts

Change vs Q4 2011	**Orders** (△ local currencies)	**Revenues** (△ local currencies)	**Op EBITDA** △ *US$*	**Op EBITDA margin**
Discrete Automation and Motion	+3%	+7%	+6%	+0.1 pts

- Increase in large orders for robotics and power electronics
- Revenues up on solid order backlog execution and services
- Higher op EBITDA and margin show returns on selling and R&D, cost control

Low Voltage Products *(organic)*	+54% *(+3%)*	+46% *(+3%)*	+45% *(+4%)*	-0.2 pts *(+0.6 pts)*

- Organic orders and revenues reflect modest underlying industrial production growth
- Northern Europe and China higher, most other regions flat organically
- Strong top and bottom line contribution from Thomas & Betts

Process Automation	+18%	-3%	-5%	-0.2 pts

- Oil & gas, mining and marine drove order growth in Q4
- Lower revenues on timing of project execution out of the order backlog
- Good growth in lifecycle services, continued streamlining of full service portfolio
- Lower op EBITDA margin reflects unfavorable systems/products mix

Thomas & Betts update: A strong start
Integration on track

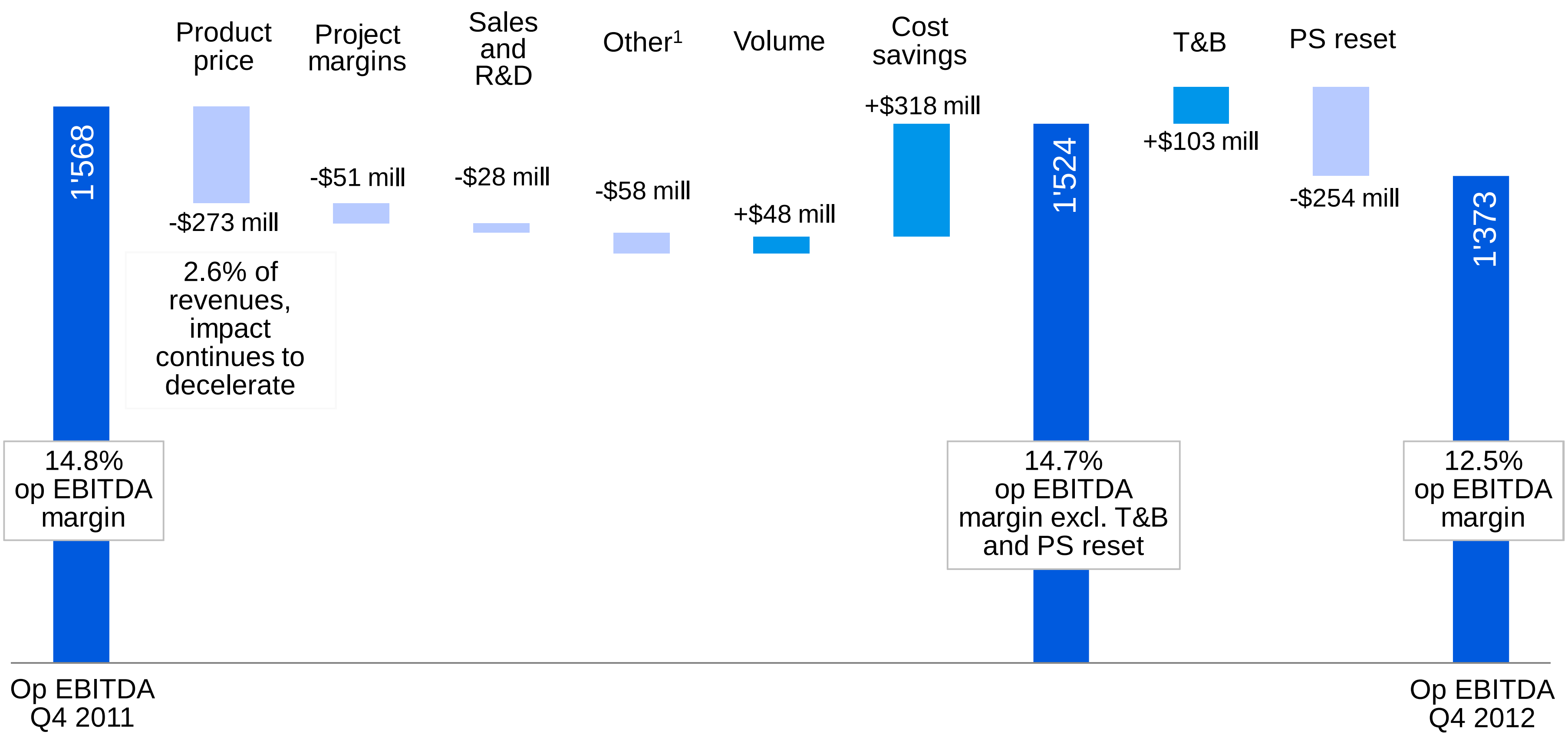
- Q4 stand-alone vs. year-earlier period
  - Stable revenues
  - Contributed ~$600 mill in revenues, ~$100 mill in op EBITDA and ~$170 mill in cash from operations
  - Q4 operational EBITDA margin 17.6% vs 16.6%[1] in Q4 2011
- Integration on track
  - Integration costs in line with plan
  - Regional synergy plans being implemented
- Already EPS accretive[2]

- Special items
  - PPA amortization[3]: Q4 = $33 mill
    FY 12 = $116 mill
    FY 13 = ~$120 mill
  - No further material acquisition-related costs expected

[1] Estimated operational EBITDA margin based on ABB definition
[2] Before one-time charges and implementation costs
[3] Acquisition-related amortization and inventory step-up

Operational EBITDA bridge – Q4 12 vs Q4 11

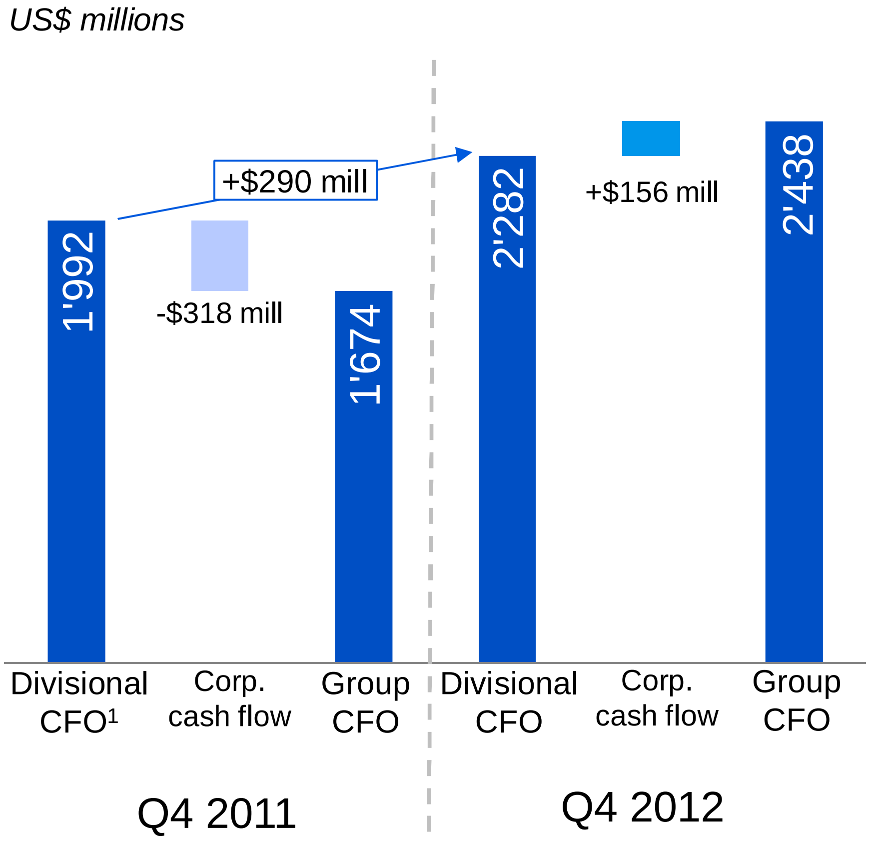
Factors affecting operational EBITDA Q4 2012
Approximations



[1] Other includes FX translation effect, changes in G&A expense, commodity price impacts and other items; Business mix effects were not material in the quarter

Chart 17

Strong cash generation by the divisions
Inventory turnover and receivables lead improvement

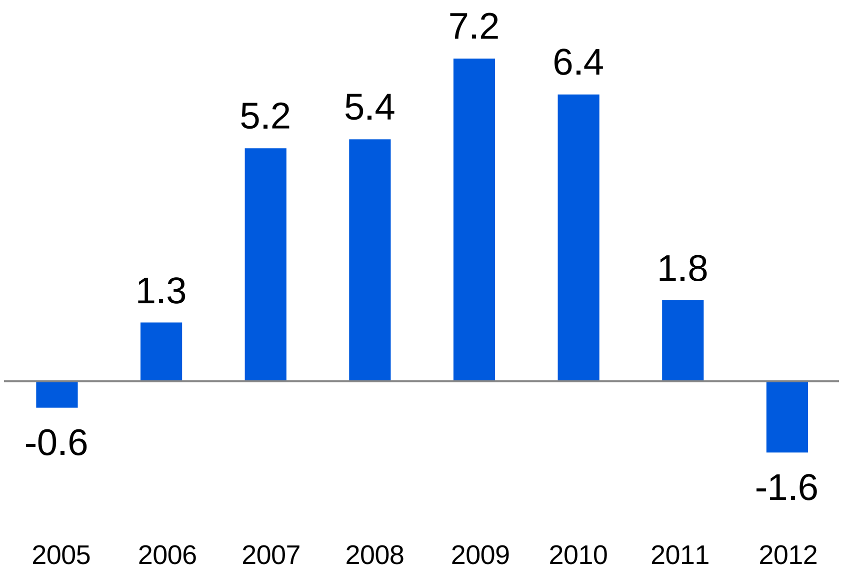


- Divisional cash up ~$300 mill vs Q4 11
- Solid performance on
  - inventory-to-cash conversion
  - reduced overdues
  - higher customer advances
- Corporate cash improved: weaker USD impact on hedges
- Net working capital at 13.8% of revenues—continued focus in 2013

[1] Cash from operating activities

Solid investment grade balance sheet
Strong support for organic and inorganic growth

Net cash (debt) position 2005-2012
US$ billions



- Gross cash at $8.5 bn
- Long-term funding secured at attractive rates
- Pension underfunding at ~$1.8 bn
- Net debt/EBITDA at 0.3x
- Moody's and S&P reaffirmed A2/A ratings

Uses of cash in 2013

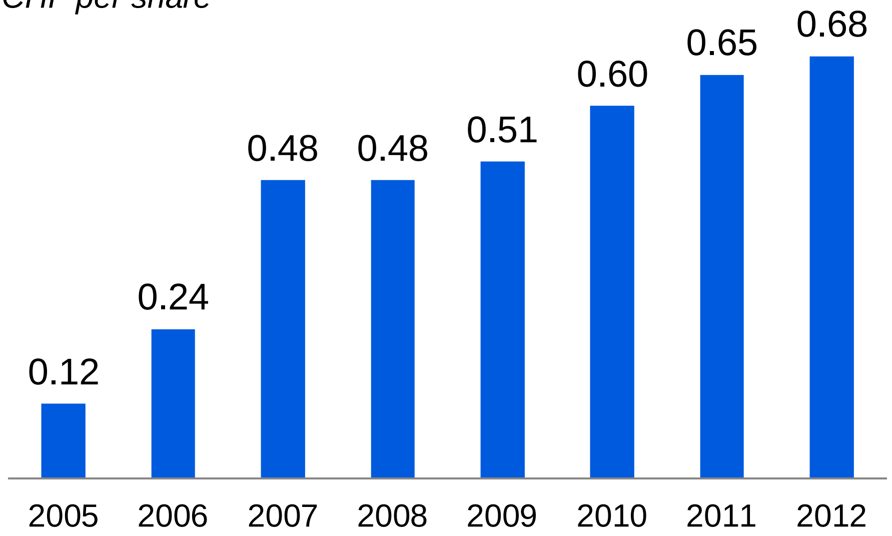
- Annual dividend >$1.5 bn
- ~$900 mill bond repayment in June
- Capex ~$1 bn
- Further selected M&A opportunities

Higher dividend: CHF 0.68 per share vs 0.65 in 2011
Equivalent to 63% payout ratio, 3.6% yield[1]

Dividend policy

A steadily rising, sustainable annual dividend over time

Dividend payout 2005-2012
CHF per share



- Proposed 5% increase vs 2011
- Payment from capital contribution reserve retains Swiss tax benefits
- Needs AGM approval, dividend payment early May

Consistent cash generation for shareholders

[1] Based on ABB share price at year-end 2012

Summary and outlook

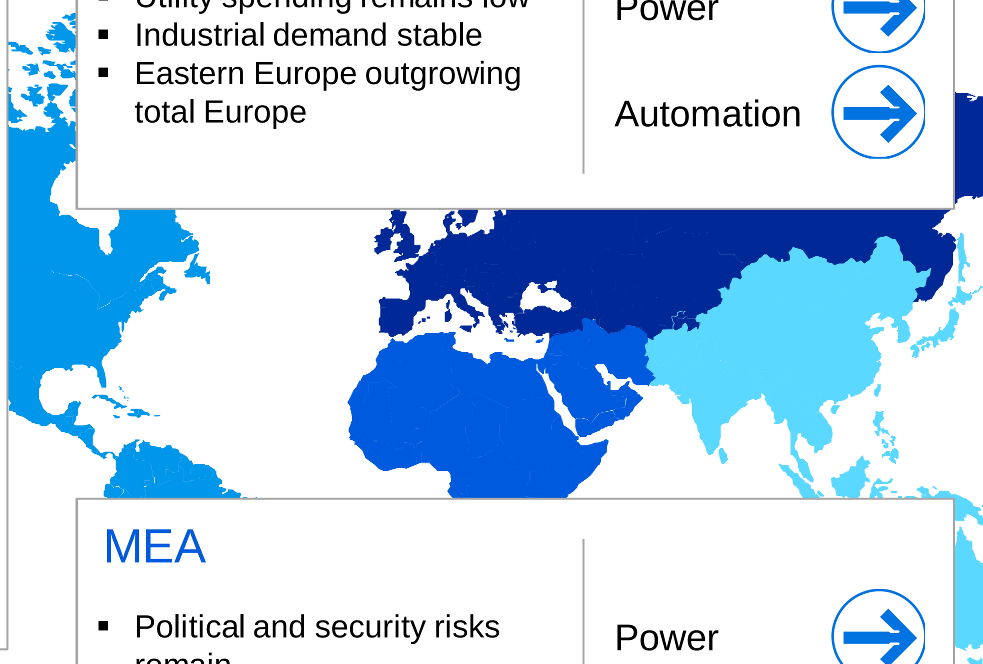
Capturing growth opportunities, driving higher productivity

Performance against our targets
In-line on most indicators as we near the halfway mark

Group targets			Progress report end 2012	
Organic[1] revenue growth (CAGR[4])	7-10%[2]	●	9%[3]	Strong order backlog compensates early-cycle weakness
Op EBITDA margin corridor	13-19%	●	14.2%	FY 11 at 15.8% FY 12 at 14.8% (excl. PS reset)
Organic[1] EPS growth (CAGR[4])	10-15%	●	3%	8% excl. PS reset[5]
Free cash flow conversion	Annual avg. >90%	●	88%	94% in FY 2012
Cash return on invested capital	>20% by 2015	●	12%	Capital build-up from recent M&A

[1] Organic incl. acquisitions closed as of end–Oct 2011.
[2] If Baldor, Ventyx and Mincom are excl. the targeted revenue growth CAGR is 5.5-8.5%.
[3] If Thomas & Betts, Baldor, Ventyx and Mincom are excl., the 2011-12 CAGR is 6%
[4] CAGR = Compound annual growth rate, base year 2010
[5] 2012 EPS before PS reset after tax (at 2012 full-year Group tax rate of 27%)

Demand outlook heading into 2013
Short term unclear, long term remains supportive



Americas

- Continued uncertainty from fiscal debate
- Industrial demand softer but still positive
- Grid upgrades continue
- Power distribution spending subject to macro recovery

Power

Automation

Europe

- Utility spending remains low
- Industrial demand stable
- Eastern Europe outgrowing total Europe

Power

Automation

Asia

- Continues to outgrow world GDP >2x
- Soft landing in China, H2 demand environ-ment expected to improve
- Short-term uncertainties in India

Power

Automation

MEA

- Political and security risks remain
- Economic diversification to continue

Power

Automation

Examples of growth actions for 2013
Building on our core and tapping new opportunities

Emerging markets	▪ Build on footprint expansions in Middle East, China, India, Brazil ▪ Continue to "move west" in China
Developed markets	▪ Capture large potentials in North America ▪ Refocus local resources in "Europe for Europe"
Selectivity in power	▪ Focus on highest total ABB pull-through ▪ Grow offerings to industrial customers
Automation	▪ Drive revenue synergies from Baldor and T&B ▪ End-to-end software solutions for resource efficiency
Megatrends	▪ Need for greater resource efficiency in oil & gas and mining ▪ Industrialization and efficiency/productivity drive in China
Technology	▪ Products redesigned-to-cost ▪ Drive ahead on DC and power electronics

Technology will continue to drive growth
ABB continues to break new ground in key areas

Software

New automation system for
higher marine energy efficiency

Power electronics

New power electronic solutions
for higher energy efficiency in rail

Smart buildings

New door entry systems for the
European market

Wireless


Using waste energy for wireless
applications in oil & gas

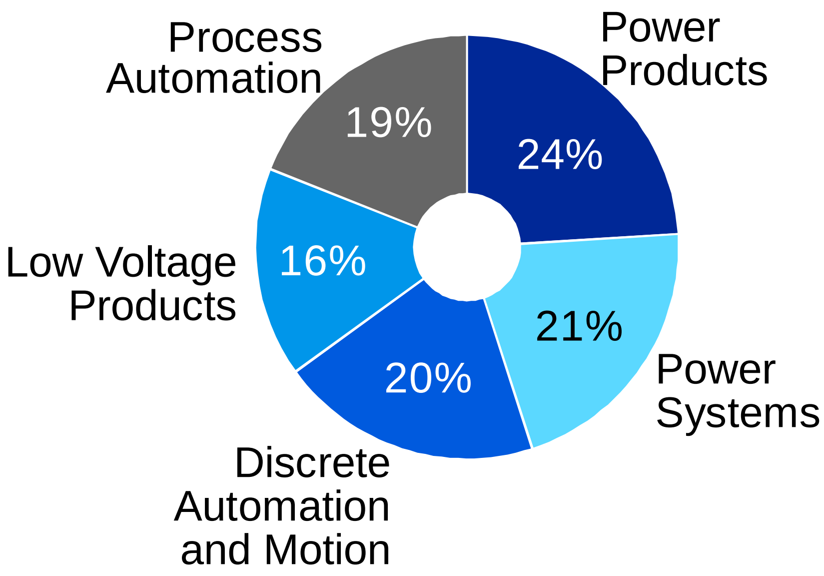
Outlook for 2013 and management priorities
Limited view short term, but clear actions for growth

Growth	▪ Long-term growth drivers intact: Industrial productivity, power efficiency ▪ Market uncertainty likely to remain high in near term ▪ Short-term driven by GDP, power consumption, government policies
Execution	▪ Sustain annual Power Products op EBITDA margins in the 14.5-15% range ▪ Cost savings and productivity improvements ~3-5% of cost of sales ▪ Leverage stronger automation portfolio across markets and regions ▪ Execute order backlog on time and at right quality ▪ Implement PS reset and improve project and risk management ▪ Further focus on growing service revenues faster than total revenues ▪ Drive measures to improve customer satisfaction
Cash and capital allocation	▪ Secure cash return on investment in both organic and inorganic growth ▪ Debt maturities and dividend ▪ Continue our dividend policy: Sustainable and increasing over time

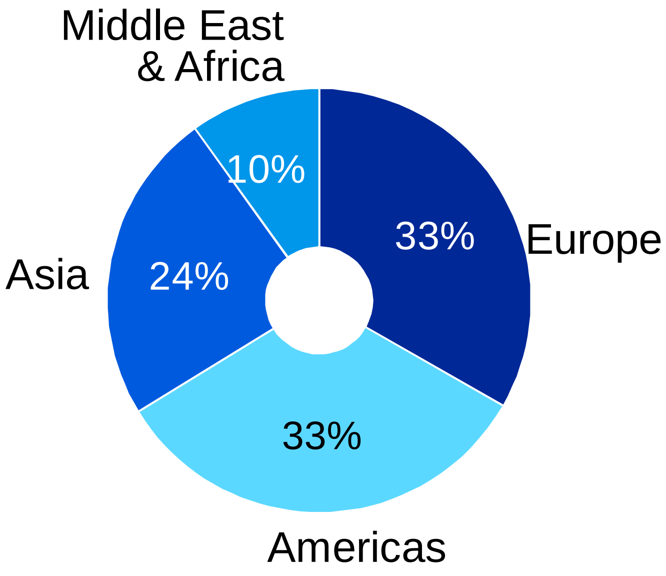
Power and productivity
for a better world™

Balanced business and geographic portfolio

Orders by division
% of total orders Q4 2012 (non-consolidated)



Orders by region
% of total orders Q4 2012



Orders and revenues by region and division Q4 2012

Regional share of total orders and revenues by division
US$

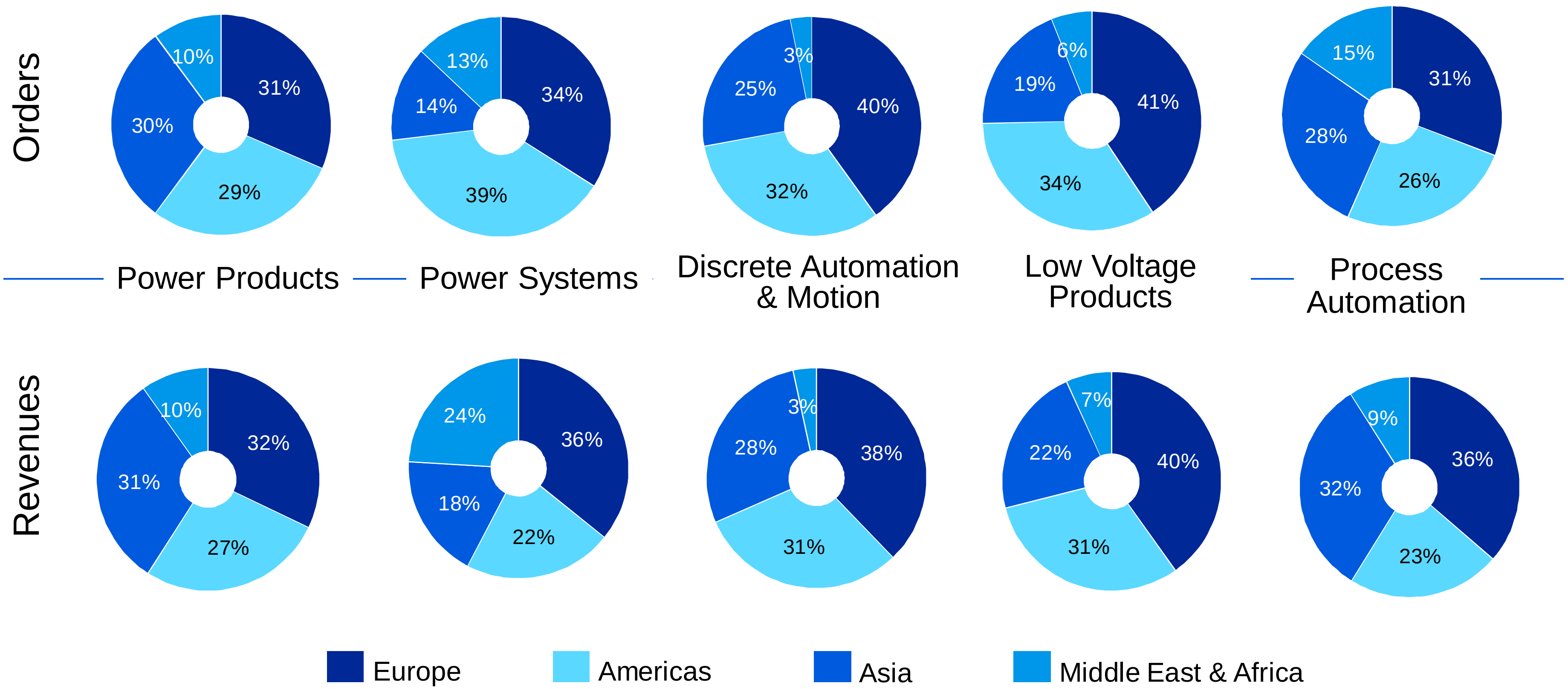


Chart 29

Reconciliation of Operational EBITDA by Division Q4 2012 vs Q4 2011

Operational EBITDA Q4 2012 vs Q4 2011

	ABB		Power Products		Power Systems		Discrete Automation & Motion		Low Voltage Products		Process Automation	
$ millions unless otherwise indicated	**Q4 12**	**Q4 11**	**Q4 12**	**Q4 11**	**Q4 12**	**Q4 11**	**Q4 12**	**Q4 11**	**Q4 12**	**Q4 11**	**Q4 12**	**Q4 11**
Operational revenues	**11'003**	**10'569**	**3'052**	**3'102**	**2'276**	**2'400**	**2'488**	**2'366**	**1'965**	**1'350**	**2'232**	**2'308**
FX/commodity timing differences on Revenues	18	2	16	(19)	(4)	12	1	(1)	5	(2)	(2)	9
Revenues (as per Financial Statements)	**11'021**	**10'571**	**3'068**	**3'083**	**2'272**	**2'412**	**2'489**	**2'365**	**1'970**	**1'348**	**2'230**	**2'317**
Operational EBITDA	**1'373**	**1'568**	**461**	**460**	**(55)**	**238**	**435**	**411**	**370**	**256**	**259**	**272**
Depreciation	(210)	(174)	(45)	(43)	(19)	(21)	(37)	(32)	(56)	(27)	(16)	(15)
Amortization	(131)	(91)	(9)	(10)	(26)	(24)	(34)	(29)	(35)	(2)	(6)	(5)
including total acquisition-related amortization of	*107*	*69*	*7*	*8*	*23*	*21*	*31*	*29*	*33*	*2*	*4*	*5*
Acquisition-related expenses and certain non-operational items	(79)	(20)	-	-	(67)	-	(1)	(3)	(2)	-	(1)	-
FX/commodity timing differences on EBIT	35	(53)	10	(10)	26	(15)	(1)	(8)	(5)	1	7	(2)
Restructuring-related costs	(125)	(107)	(38)	(44)	(49)	(33)	9	(1)	(13)	(19)	(21)	(7)
EBIT (as per Financial Statements)	**863**	**1'123**	**379**	**353**	**(190)**	**145**	**371**	**338**	**259**	**209**	**222**	**243**
Operational EBITDA margin (%)	**12.5%**	**14.8%**	**15.1%**	**14.8%**	**-2.4%**	**9.9%**	**17.5%**	**17.4%**	**18.8%**	**19.0%**	**11.6%**	**11.8%**

Reconciliation of non-GAAP measures 1
($ in millions)

Free Cash Flow *(= Net cash provided by operating activities adjusted for i) changes in financing receivables and ii) purchases of property, plant and equipment and intangible assets and iii) proceeds from sales of property, plant and equipment)*	**Year ended Dec. 31,**	
	2012	**2011**
Net cash provided by operating activites	**3'779**	**3'612**
adjusted for the effects of:		
Purchases of property, plant and equipment and intangible assets	(1'293)	(1'021)
Proceeds from sales of property, plant and equipment[1]	40	57
Changes in financing receivables and other non-current receivables[1]	29	(55)
Free Cash Flow	**2'555**	**2'593**
Net Income attributable to ABB	2'704	3'168
Free Cash Flow as % of Net Income (conversion rate)	**94%**	**82%**

[1] Included in "Other investing activities" in the Interim Consolidated Statements of Cash Flows

Reconciliation of non-GAAP measures 2
($ in millions)

Cash Return on Investment (CROI)	Year ended Dec. 31,	
CROI = (Net cash provided by operating activities + Interest paid) / Capital invested	2012	2011
Net cash provided by operating activities	**3'779**	**3'612**
Interest paid	189	165
Adjustment to annualize the net cash provided by operating activities of certain acquisitions(1)	(8)	27
Adjusted cash return	**3'960**	**3'804**
Capital Invested		
Capital Invested = Fixed Assets + Net Working Capital + Accumulated Depreciation and Amortization		
Property, plant and equipment, net	5'947	4'922
Goodwill	10'226	7'269
Other intangible assets, net	3'501	2'253
Investments in equity-accounted companies	213	156
Total Fixed Assets	**19'887**	**14'600**
Less: deferred taxes in certain acquisitions(2)	(1'773)	(693)
Total Fixed Assets, adjusted	**18'114**	**13'907**
Receivables, net	11'575	10'773
Inventories, net	6'182	5'737
Prepaid expenses	311	227
Accounts payable, trade	(4'992)	(4'789)
Billings in excess of sales	(2'035)	(1'819)
Employee and other payables	(1'449)	(1'361)
Advances from customers	(1'937)	(1'757)
Accrued expenses	(2'096)	(1'822)
Net Working Capital	**5'559**	**5'189**
Accumulated depreciation of property plant and equipment	6'599	6'121
Accumulated amortization of intangible assets including goodwill(3)	2'321	1'900
Accumulated Depreciation and Amortization	**8'920**	**8'021**
Capital Invested	**32'593**	**27'117**
CROI	**12%**	**14%**

(1) Thomas & Betts (2012) and Baldor (2011)
(2) Thomas & Betts and Baldor (2012) and Baldor (2011)
(3) Includes accumulated goodwill amortization up to Dec. 31, 2001. Thereafter goodwill is not amortized (under U.S. GAAP) but subject to annual testing for impairment.

Chart 32

Reconciliation of non-GAAP measures 3
($ in millions)

Net Working Capital as a Share of Revenues	Dec. 31, 2012
Net Working Capital (as defined above)	**5'559**
Revenues	39'336
Adjustment to annualize revenues of certain acquisitions[1]	915
Adjusted Revenues	**40'251**
Net Working Capital as a Share of Revenues	**13.8%**

[1] Thomas & Betts

(Net Debt) Net Cash *= Cash and equivalents plus Marketable securities and short-term investments, less Total debt*	Dec. 31, 2012	Dec. 31, 2011
Cash and equivalents	6'875	4'819
Marketable securities and short-term investments	1'606	948
Cash and Marketable Securities	**8'481**	**5'767**
Short-term debt and current maturities of long-term debt	2'537	765
Long-term debt	7'534	3'231
Total Debt	**10'071**	**3'996**
(Net Debt) Net Cash	**(1'590)**	**1'771**

Net Debt to EBITDA *= Net debt / (Earnings before interest and taxes + Depreciation and amortization)*	Dec. 31, 2012
Net Debt (as defined above)	**(1'590)**
Earnings before interest and taxes	4'058
Depreciation and amortization	1'182
Earnings before interest, taxes, depreciation and amortization (EBITDA)	**5'240**
Net Debt to EBITDA	**0.3**

Chart 33

Appendix: Definitions 1

- **Acquisition-related amortization:** amortization expense on intangibles arising on acquisitions and the cost of sales impact from fair valuing inventory in an acquisition
- **FX/commodity timing differences on EBIT**: the sum of i) unrealized gains and losses on derivatives (foreign exchange, commodities, embedded derivatives), ii) realized gains and losses on derivatives where the underlying hedged transaction has not yet been realized, and iii) unrealized foreign exchange movements on receivables/payables (and related assets/liabilities).
- **Operational EBITDA**: Earnings before interest and taxes (EBIT) excluding depreciation and amortization, adjusted for i) unrealized gains and losses on derivatives (FX, commodities, embedded derivatives), ii) realized gains and losses on derivatives where the underlying hedged transaction has not yet been realized, iii) unrealized foreign exchange movements on receivables/payables (and related assets/liabilities), iv) restructuring and restructuring-related expenses, and v) acquisition-related expenses and certain non-operational items.
- **Operational EBITDA margin**: Operational EBITDA as a percentage of Operational revenues
- **Operational revenues**: Revenues adjusted for i) unrealized gains and losses on derivatives, ii) realized gains and losses on derivatives where the underlying hedged transaction has not yet been realized, and iii) unrealized foreign exchange movements on receivables (and related assets).

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