

April 25, 2012

ABB Q1 2012 results

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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, 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. However, there are many 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 press release 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.

Q1 2012: Good top line in a tough environment

- Top line higher than a very strong Q1 2011 despite challenging markets
- Weaker China offset by good growth in N America; Europe a mixed picture
- Strong service performance—20% of total orders in the quarter
- Volume and cost savings partially compensate cyclical mix and price pressure
- Net income up 5%
- Cash flow reflects seasonal increase in net working capital, higher tax payments
- CHF and EURO bond issues secured long-term financing at attractive rates

Key figures for Q1 2012

Q1 2012 performance <i>US\$ millions unless otherwise stated</i>	Q1 2012	Q1 2011	<i>Change vs Q1 2011</i>
Orders	10,368	10,357	+2% ¹ (organic flat)
Revenues	8,907	8,402	+8% ¹ (organic +6%)
Order backlog	29,910	29,265	+6% ¹
Operational EBITDA	1,228	1,319	-7%
Operational EBITDA %	13.9%	15.7%	-1.8 percentage points
Net income attributable to ABB	685	655	+5%
Cash from operations	-22	236	n/a

¹ Change in local currencies

>\$500 mill revenues, >\$100 mill operational EBITDA from Baldor

Chart 4

Divisional overview

Good growth, margins reflect current challenges

	<i>percentage change in local currencies vs same period in 2011 except operational EBITDA</i>	<i>percentage change in US\$</i>	Orders Δ vs Q1 11	Revenues Δ vs Q1 11	Op. EBITDA Δ vs Q1 11	Op. EBITDA margin	Δ vs Q11 (percentage points)	
Growth in all businesses	→		+11%	+9%	-10%	14.5%	-2.8	Pricing, China
Organic 9% on orders, 15% revenues	→		+3%	+1%	-11%	6.6%	-0.7	Project timing and mix
	→		+15%	+21%	+10%	18.6%	-1.5	Improvement vs Q4 2011
Early-cycle, China slowdown	→		-3%	+2%	-25%	16.6%	-5.3	Cyclical mix impact, China
			-1%	+6%	-1%	12.4%	-0.6	
ABB Group			+2%	+8%	-7%	13.9%	-1.8	

Chart 5

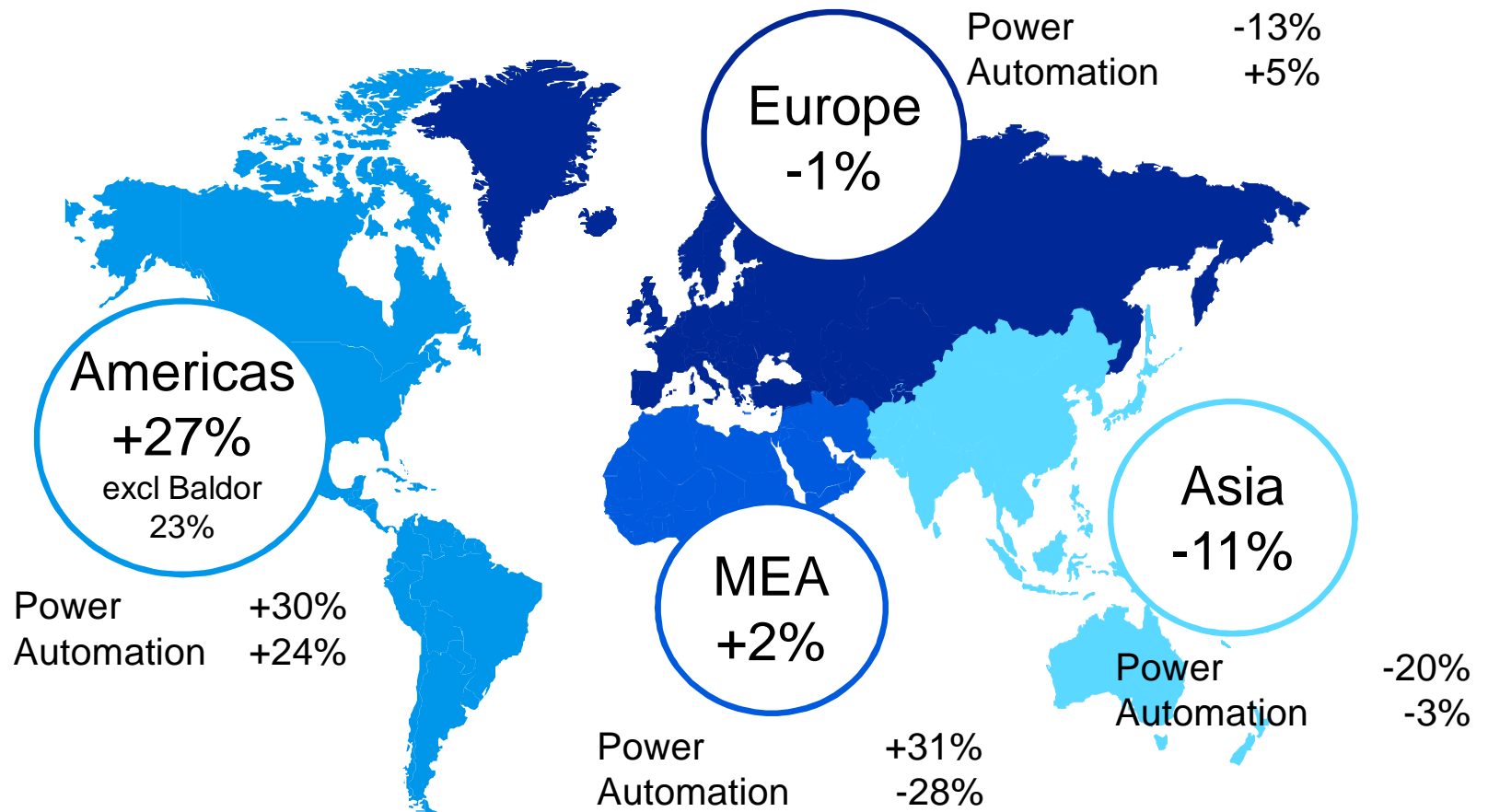


Geographic diversity continues to yield benefits

Growth in Americas mitigates weaker Asia



Order growth by region Q1 2012 vs Q1 2011
(in local currencies)



Mature markets up 5%, emerging markets down 2%

Chart 6

Most large markets performed well

Europe shows a mixed picture



Order growth by selected country
Q1 2012 vs Q1 2011
(in local currencies)

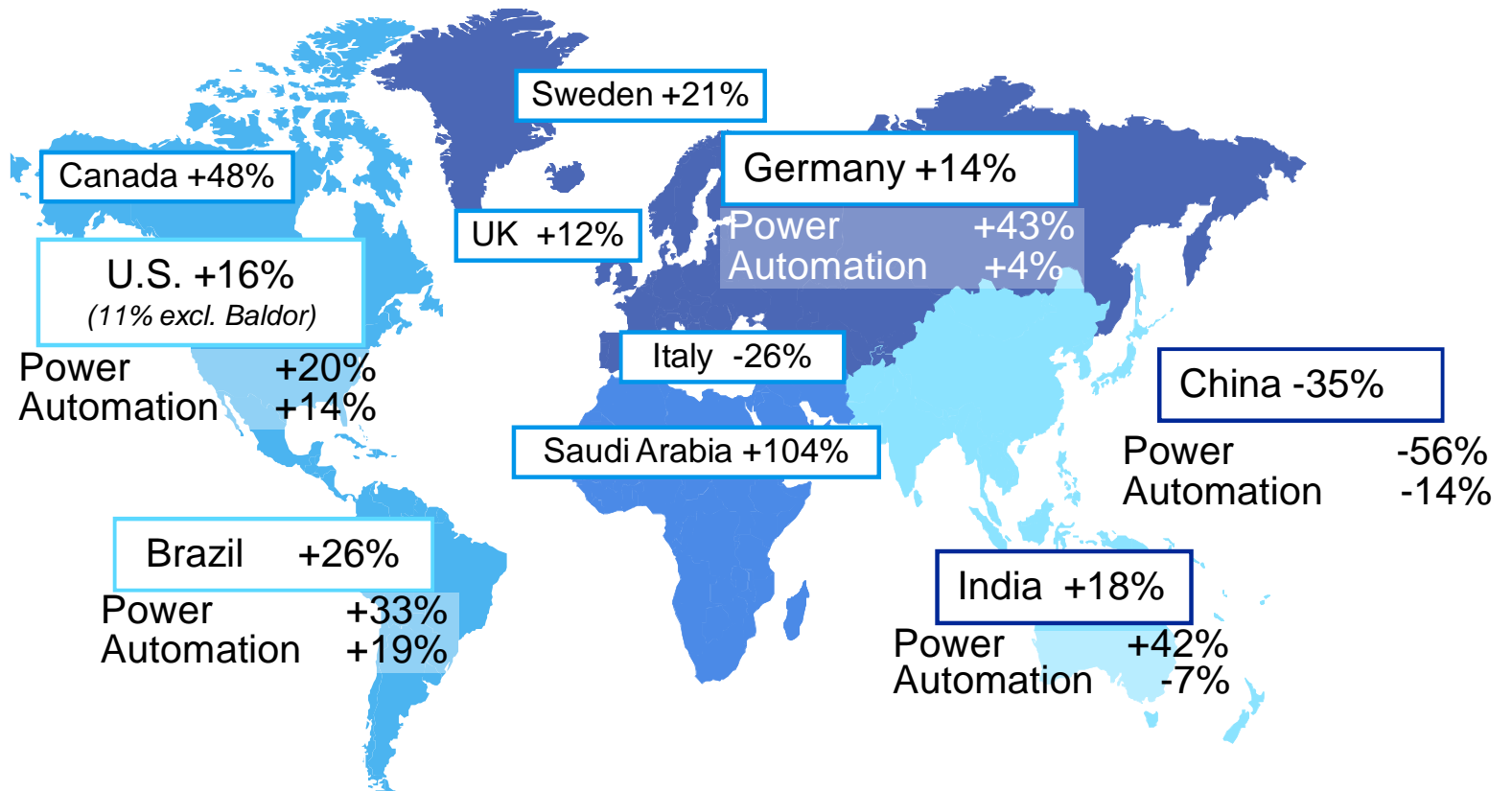


Chart 7

LP and PP impacted by China macro environment

Some positive signs but timing is open

Example: Low Voltage Products

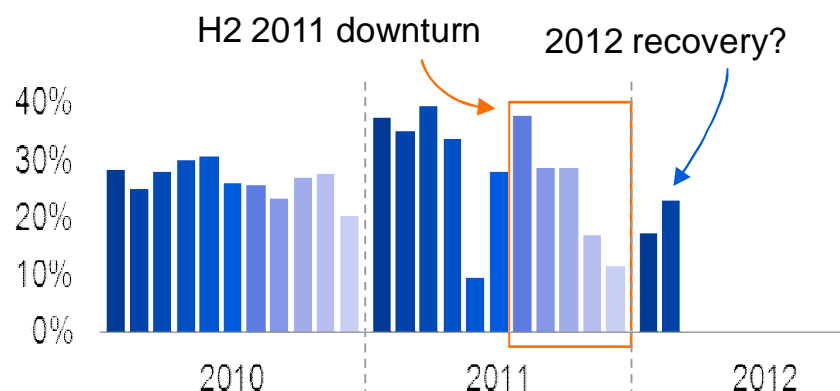
- ~10% of total LP revenues linked to China construction
- Steady demand drop through H2 2011

Example: Medium Voltage Products

- China the largest market for MV
- Rail sector a key demand driver
- 2011 saw significant investment decline

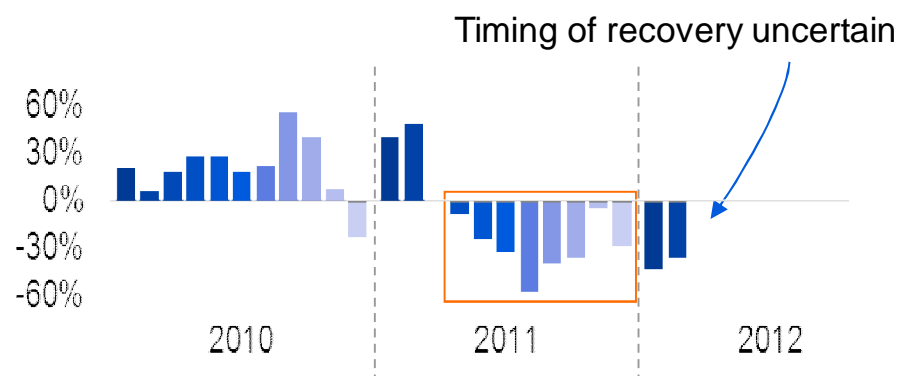
Investment in new construction

Year-on-year growth



Investment in rail equipment

Year-on-year growth



Source: China Economic Information Network/Bloomberg;
No data for January

- Short-term mitigation through cost savings, footprint adjustments
- Longer-term opportunities through new localized products

Evaluating the mix effect in LP

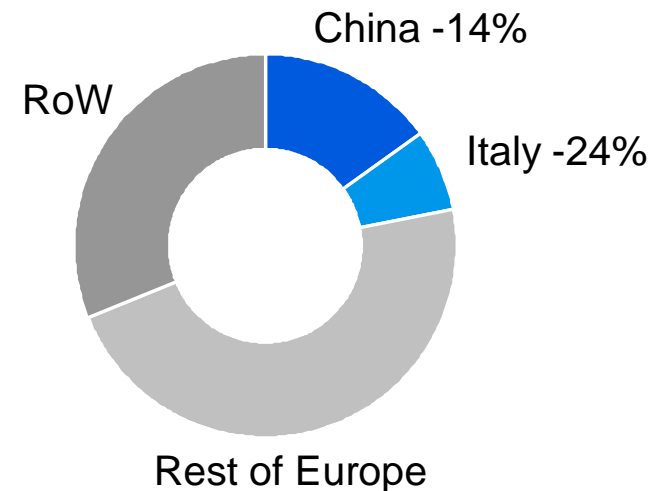
Business mix

- LV Systems' share of total LP revenues up from 12% to 17%
- Mainly cyclical shift: LV Systems is a mid- to late-cycle business
- LV Systems margins well below divisional average

Geographic mix

- Lower share of sales in China, some key European markets
- Volumes shifted to countries/regions with thinner margins

Share of LP revenues by geography Q1 2012, and change in revenues vs Q1 2011¹



Thomas & Betts expected to mitigate

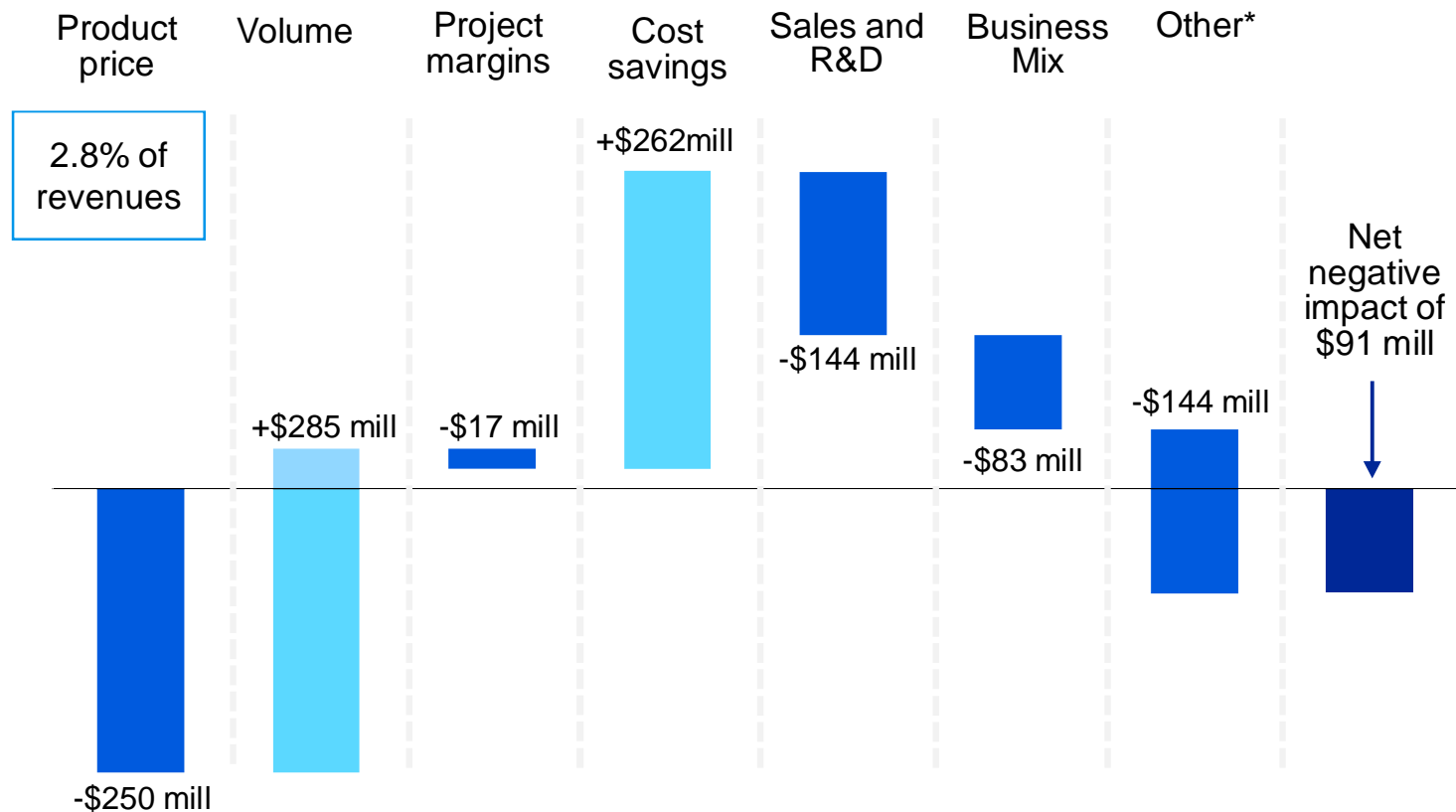
¹ in local currencies

Strong contribution from volume and cost savings

Lower margins on price & investments in future growth

Factors affecting operational EBITDA Q1 2012

Local currency changes



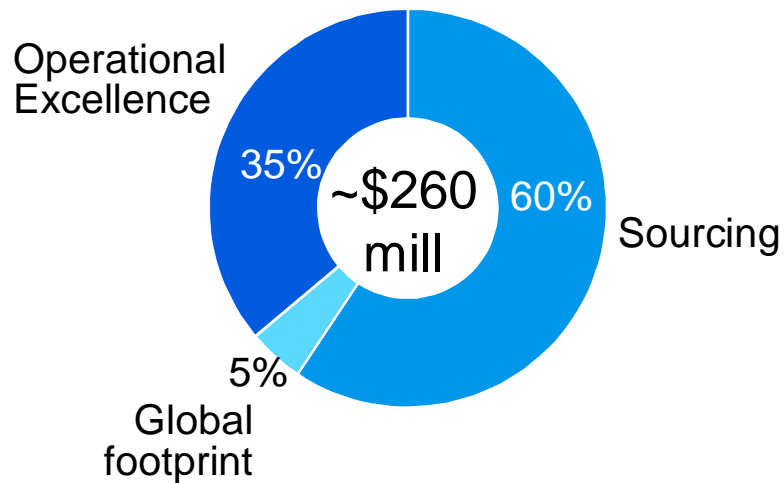
* Other includes forex effect, changes in G&A expenses and commodity price impacts

Chart 10

Cost savings update Q1 2012

Approx. share of savings by type

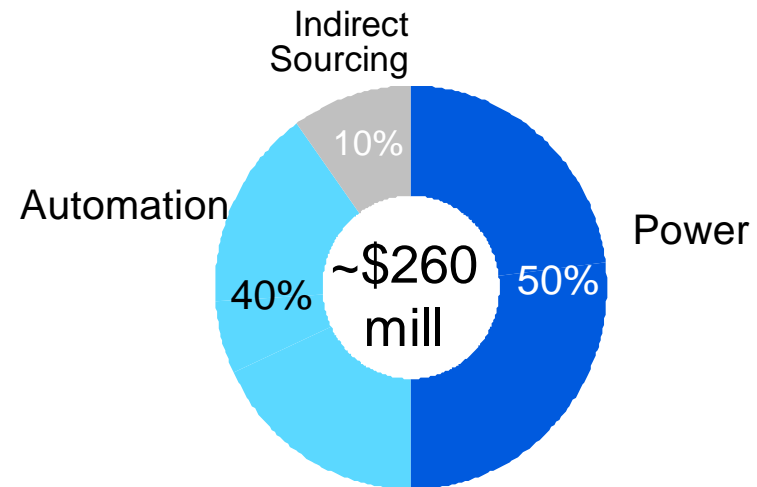
Percent



- Sourcing remains the largest opportunity

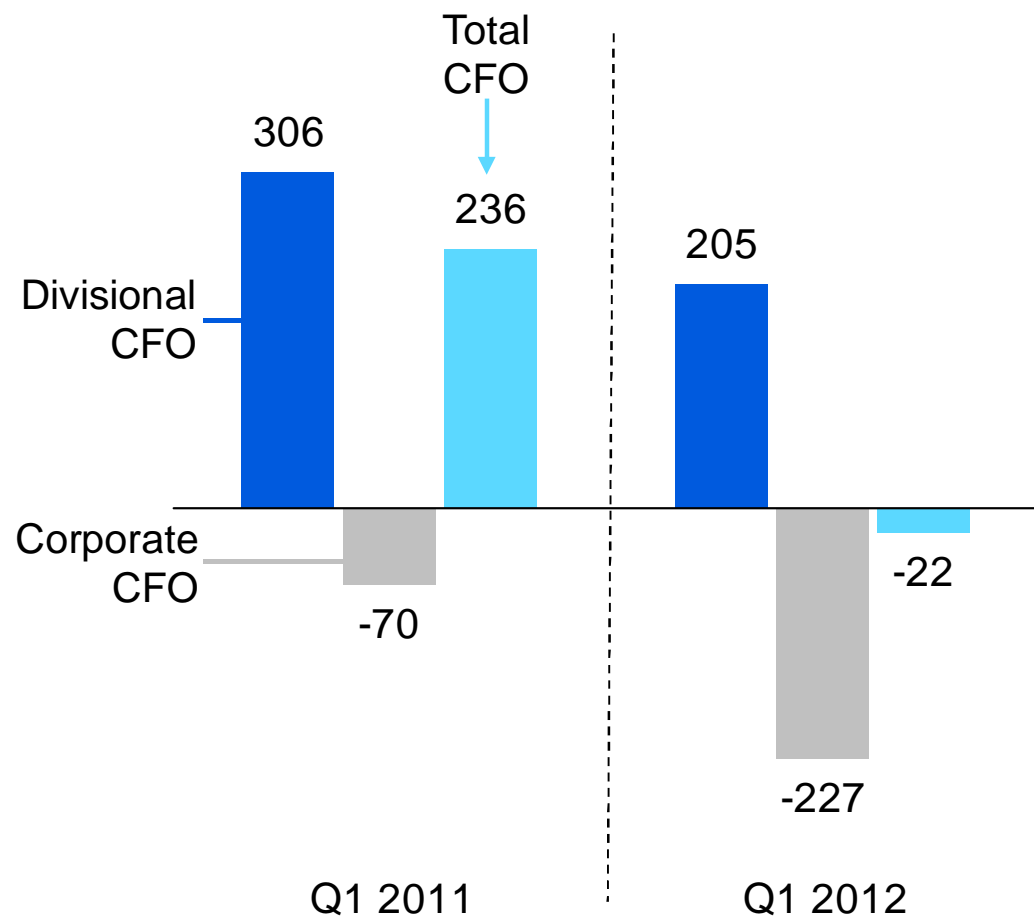
Approx. share of savings by business

Percent



- Major savings still in power, reflecting price challenges

Division cash from operations \$100 mill lower vs Q1 11 Higher Corporate outflow



- Change in Corporate cash outflow impacted by hedge results and pension contributions
- NWC at seasonal peak of 15.6% of revenues—guidance remains at 11-14%
- Inventory levels increased due to business growth and higher work in progress on projects

Financing in place for T&B and dividend payment

Balance sheet still net cash, gearing in check

- CHF 350 mill issued in January
 - Coupon 1.50%
 - Maturity November 2018
- Euro 1.25 bn issued in March
 - Coupon 2.625%
 - Maturity March 2019
- Bridge facility of \$4 bn put in place
 - 1.8x oversubscribed by 16 relationship banks
 - Plan to reduce to \$2 bn

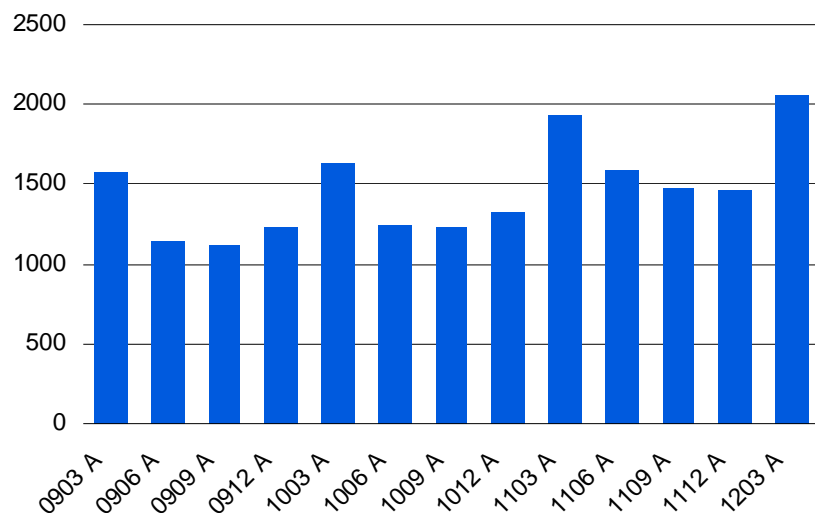
Balance sheet position

	31-Mar-2012	31-Dec-2011
Cash and MS	7.6	5.8
Gross debt	(6.2)	(4.0)
Net cash	1.4	1.8
Equity	17.5	16.3
<i>Gearing</i>	26%	20%

Service orders and revenues outgrew Group total Lifecycle services up strongly

Service orders by quarter, 2009-12

US\$ millions



- Service orders +9%
(20% of total orders)
- Service revenues +12%
(17% of total revenues)
- Lifecycle service orders +16%,
revenues +15%
- Refocus full service business:
Orders -22%, revenues -19%

* Lifecycle service is all service activities excluding full service business

Service orders growth by division

Change vs Q1 11 in local currencies (unconsolidated)

Power Products	+15%
Power Systems	+30%
Discrete Automation and Motion	+18%
Low Voltage Products	+9%
Process Automation	-4%

Selected countries reporting service order growth >15%

Change vs Q1 11 in local currencies

Brazil	India
Canada	Sweden
Australia	UK
China	

New products to tap profitable growth opportunities

Smaller, use less materials, more efficient

Example: New GIS in Power Products

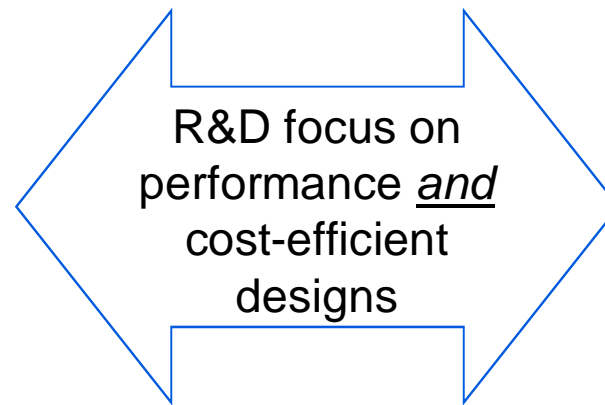


- New 420kV Gas Insulated Switchgear launched at Hannover Fair
- Up to 33% smaller, 40% less SF6 gas, lower thermal losses
- Easier to ship, lower transport cost, installation & commissioning up to 40% faster

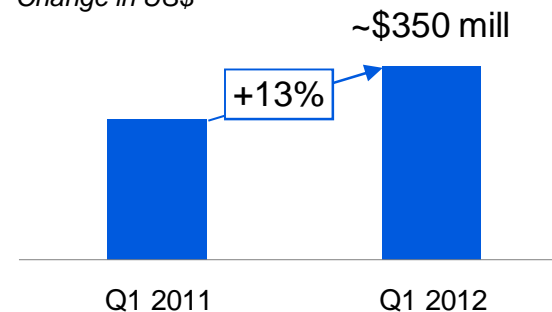
Example: New motor/drive package in Discrete Automation and Motion



- High output synchronous reluctance motor, drive and software package
- For high performance pumps and fans
- Up to 2 frame sizes smaller at same efficiency
- Magnet-free, easy to service



Non-order related R&D spending
Change in US\$



An important investment in growth and profitability

Chart 15

Q1 2012 summary and outlook



Summary: Good top line development in a tough environment

- Solid contribution from DM and PA
- Encouraging signals on stabilizing profitability in power
- Successful bond issues at low rates for more financial flexibility

Outlook

No change to long-term

- Continued investments in grid efficiency and industrial productivity

Short-term view still mixed

- Two-speed Europe, further signs of rebound in North America, timing of China recovery is open

Management outlook for rest of 2012

- Early-cycle revenues steady or up single-digits vs 2011, mid- to late-cycle revenue growth to continue
- Price pressure to continue in parts of power, offset by further cost savings and productivity improvements
- Confirm longer-term Group and divisional targets

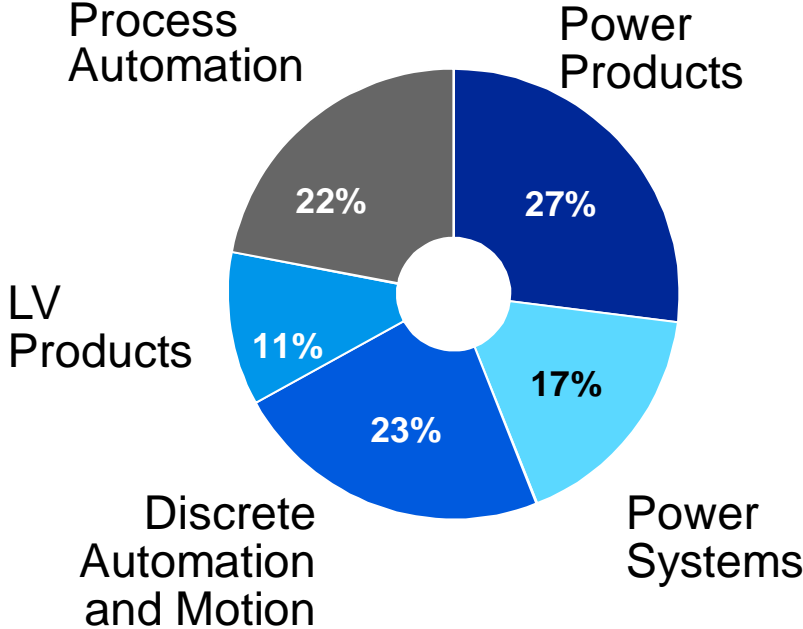


Power and productivity
for a better world™

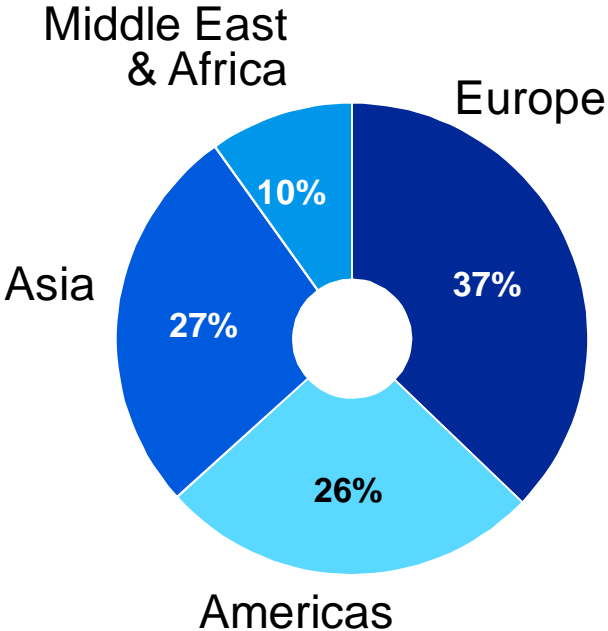


Balanced business and geographic portfolio

Orders by division
% of total orders Q1 2012 (non-consolidated)



Orders by region
% of total orders Q1 2012



Orders and Revenues by Region and Division Q1 2012

Percentage of Total Orders and Revenues in Nominal Currency

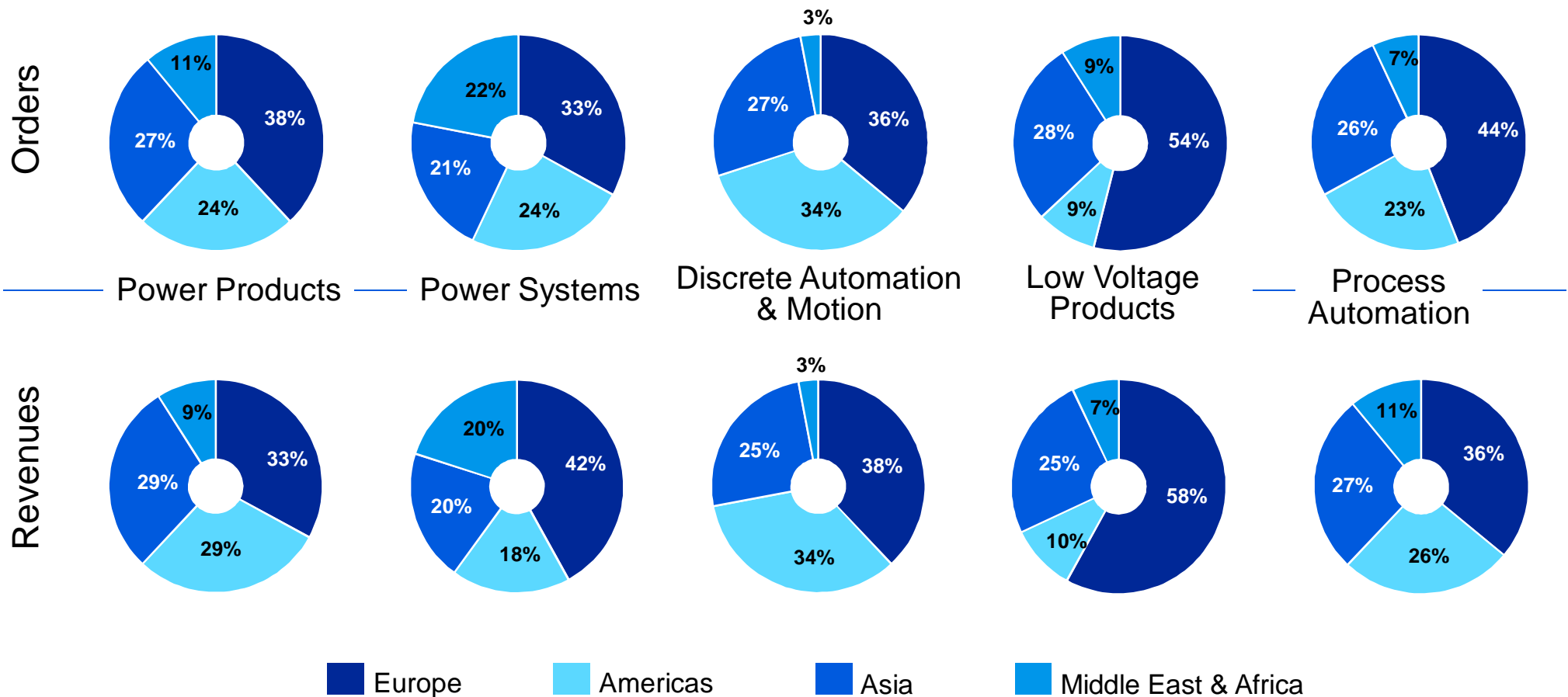


Chart 19



Power Products

Q1 2012 summary

Key data Q1 2012

US\$ millions unless otherwise stated

	Q1 2012	Q1 2011	Change	
			US\$	Local
Orders received	3,117	2,860	9%	11%
Order backlog (end Mar)	8,859	8,850	0%	3%
Revenues	2,513	2,327	8%	9%
EBIT	323	350	-8%	
as % of revenues	12.9%	15.0%		
Operational EBITDA	363	404	-10%	
as % of op. revenues	14.5%	17.3%		
Cash from operations	123	160	-23%	

- Orders up in all businesses vs strong Q1 '11, mainly on power distribution and industrial sector demand, supported by select transmission project investments
- Continued revenue growth in all businesses driven by order backlog and higher service volumes
- Lower operational EBITDA and operational EBITDA margin resulted from execution of lower margin orders from the backlog, reflecting the pricing environment and a less favorable product mix
- Cost savings from ongoing sourcing initiatives, operational improvements and footprint efforts partially compensated impact

Power Systems

Q1 2012 summary

Key data Q1 2012

US\$ millions unless otherwise stated

	Q1 2012	Q1 2011	Change	
			US\$	Local
Orders received	1,958	1,937	1%	3%
Order backlog (end Mar)	12,115	11,498	5%	10%
Revenues	1,807	1,833	-1%	1%
EBIT	88	105	-16%	
as % of revenues	4.9%	5.7%		
Operational EBITDA	117	132	-11%	
as % of op. revenues	6.6%	7.3%		
Cash from operations	-48	-49	2%	

- Orders up on large orders, incl. a number of substation projects and an HVDC contract in the U.S. Orders increased in Americas, Middle East and Africa, mainly from grid upgrades. Market uncertainty in Asia and Europe impacted timing of utility investments
- Revenues stable reflecting the execution of projects from the order backlog
- Operational EBITDA and operational EBITDA margin declined as a result of higher R&D spending and execution of lower margin orders from the backlog. Cost savings largely offset this impact.

Discrete Automation and Motion

Q1 2012 summary

Key data Q1 2012

US\$ millions unless otherwise stated

	Q1 2012	Q1 2011	Change	
			US\$	Local
Orders received	2,678	2,344	14%	15%
Order backlog (end Mar)	4,675	4,117	14%	16%
Revenues	2,242	1,880	19%	21%
EBIT	354	225	57%	
as % of revenues	15.8%	12.0%		
Operational EBITDA	417	378	10%	
as % of op. revenues	18.6%	20.1%		
Cash from operations	103	104	-1%	

- Orders steady to higher across all businesses and increased in all regions
- Order growth excluding Baldor amounted to 9 percent in local currencies
- Strong revenue growth reflects execution of strong order backlog in robotics, motors and generators, and power electronics
- Operational EBITDA increased on higher revenues and contribution from Baldor
- Operational EBITDA margin declined on less favorable product and business mix, continued higher investments in business development, sales and R&D

Low Voltage Products

Q1 2012 summary

Key data Q1 2012

US\$ millions unless otherwise stated

	Q1 2012	Q1 2011	Change	
			US\$	Local
Orders received	1,337	1,409	-5%	-3%
Order backlog (end Mar)	1,049	1108	-5%	-3%
Revenues	1,192	1,195	0%	2%
EBIT	180	235	-23%	
as % of revenues	15.1%	19.7%		
Operational EBITDA	197	262	-25%	
as % of op. revenues	16.6%	21.9%		
Cash from operations	45	14	221%	

- Orders down compared to a near-record first quarter in 2011 on cyclically weaker demand in industrial and construction sectors in several of ABB's largest markets, such as China and Italy
- Revenues up reflecting execution of strong order backlog in low-voltage systems business, which more than compensated for lower revenues in the product businesses
- Operational EBITDA and operational EBITDA margin both declined as a result of the lower share of product revenues as a proportion of total revenues, and from lower volumes, especially in China

Process Automation

Q1 2012 summary

Key data Q1 2012

US\$ millions unless otherwise stated

	Q1 2012	Q1 2011	Change	
			US\$	Local
Orders received	2,540	2,606	-3%	-1%
Order backlog (end Mar)	6,483	6,447	1%	4%
Revenues	1,970	1,900	4%	6%
EBIT	234	251	-7%	
as % of revenues	11.9%	13.2%		
Operational EBITDA	243	246	-1%	
as % of op. revenues	12.4%	13.0%		
Cash from operations	-18	77	n.a	

- Orders steady compared to very high level of previous year, increased customer spending in oil and gas, mining and marine sectors. This was offset by decline in total service orders as ABB continued to refocus its full service portfolio
- Revenues increase driven by execution of strong order backlog, mainly in systems businesses as well as higher sales of products and lifecycle services
- Operational EBITDA and operational EBITDA margin lower reflecting higher share of lower margin systems orders executed out of backlog, as well as impact of strong Swiss franc on the turbocharging business

Chart 24

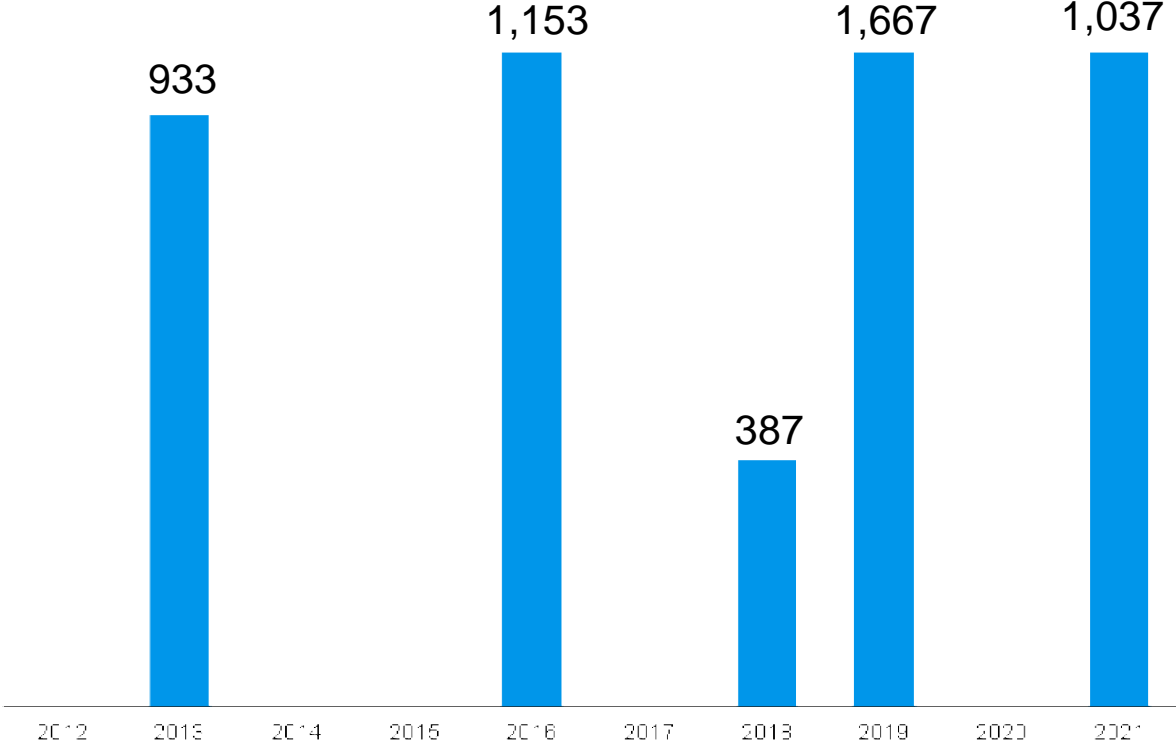


Maturity profile of long-term debt securities

Total debt securities of approx. \$5.2 billion

Principal outstanding at March 31st, 2012

US\$ millions



Based on March 31, 2012 FX rates



Reconciliation of Operational EBITDA by Division

Q1 2012 vs Q1 2011

Operational EBITDA Q1 2012 vs Q1 2011

	ABB		Power Products		Power Systems		Discrete Automation & Motion		Low Voltage Products		Process Automation	
	Q1 12	Q1 11	Q1 12	Q1 11	Q1 12	Q1 11	Q1 12	Q1 11	Q1 12	Q1 11	Q1 12	Q1 11
Operational revenues	8'844	8'387	2'497	2'340	1'780	1'818	2'240	1'881	1'186	1'194	1'960	1'888
FX/commodity timing differences on Revenues	63	15	16	(13)	27	15	2	(1)	6	1	10	12
Revenues (as per Financial Statements)	8'907	8'402	2'513	2'327	1'807	1'833	2'242	1'880	1'192	1'195	1'970	1'900
Operational EBITDA	1'228	1'319	363	404	117	132	417	378	197	262	243	246
Depreciation	(166)	(152)	(42)	(41)	(16)	(14)	(33)	(28)	(26)	(25)	(16)	(15)
Amortization	(87)	(79)	(10)	(6)	(25)	(16)	(28)	(35)	(2)	(2)	(4)	(5)
Acquisition-related expenses and certain non-operational items	19	(92)	-	-	-	-	(4)	(92)	(3)	-	-	-
FX/commodity timing differences on EBIT	71	18	25	(9)	14	8	3	2	14	-	11	23
Restructuring-related costs	(17)	(1)	(13)	2	(2)	(5)	(1)	-	-	-	-	2
EBIT (as per Financial Statements)	1'048	1'013	323	350	88	105	354	225	180	235	234	251
Operational EBITDA margin (%)	13.9%	15.7%	14.5%	17.3%	6.6%	7.3%	18.6%	20.1%	16.6%	21.9%	12.4%	13.0%

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

Net Cash <i>(= Cash and equivalents plus marketable securities and short-term investments, less total debt)</i>	Mar. 31, 2012	Dec. 31, 2011
Cash and equivalents	5,751	4,819
Marketable securities and short-term investments	1,837	948
Cash and marketable securities	7,588	5,767
Short-term debt and current maturities of long-term debt	812	765
Long-term debt	5,364	3,231
Total debt	6,176	3,996
Net Cash	1,412	1,771

Appendix: Definitions

- Net cash: Cash and equivalents plus marketable securities and short-term investments, less total debt
- Net working capital (NWC): the sum of i) receivables, net, ii) inventories, net, and iii) prepaid expenses; less iv) accounts payable, trade, v) billings in excess of sales, vi) employee and other payables, vii) advances from customers, and viii) accrued expenses
- 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).
- Total debt: the sum of short-term debt (including current maturities of long-term debt) and long-term debt

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