

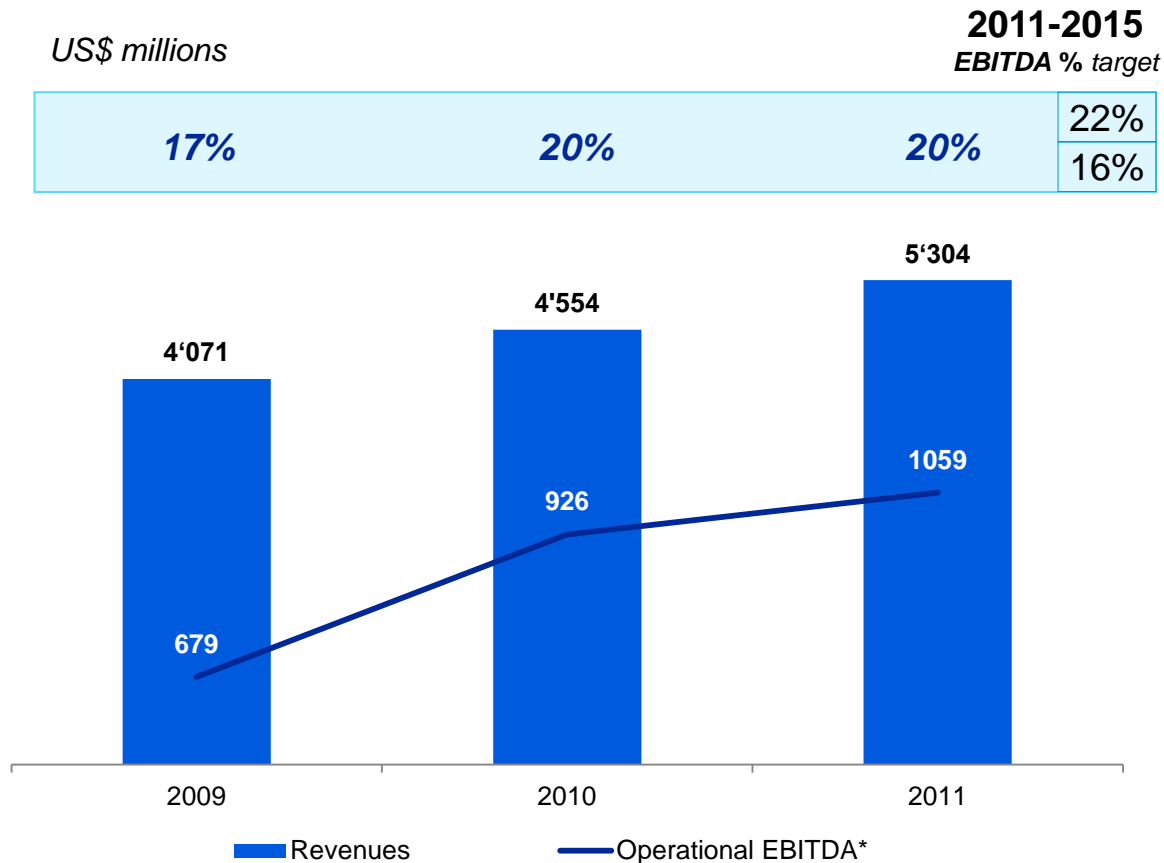


Zurich, February 16, 2012, Tarak Mehta

Low Voltage Products Foundations for growth

Low Voltage Products

Key financials 2009 – 2011



- Higher revenues drove the increase in operational EBITDA
- 2011 commodity price impact ~\$75m
- 2011 investments in sales and R&D ~\$100m, majority in emerging markets

* estimated for 2009

Strong footprint in China

- Orders of over \$1 bn in 2011
- Average growth +20% per year over 10 years
- More than 4,600 employees in 4 sites
- >1,000 sales people
- Strong local product development
- New door entry systems



LP technology for homes and buildings

New product launches in 2011



Door entry systems



Busch-iceLight and
Busch-iDock



Energy efficiency product range

Low Voltage Products Strategy

	Today	→	2015	
Market access	Europe centric	→	Balanced	<ul style="list-style-type: none"> ▪ US: inorganic ▪ SAM, SAS, IMA: Channels, coverage and inorganic
Product scope	Electrical	→	Share in distribution channel	<ul style="list-style-type: none"> ▪ Scope increase (switches, plugs & sockets, conduits, plastic / metal boxes) ▪ Lifestyle/comfort ▪ Service
Application focus	Product	→	Solutions	<ul style="list-style-type: none"> ▪ Building (Automation & Savings) ▪ Renewables ▪ DC datacenters
People: <ul style="list-style-type: none"> ▪ Talent mobility ▪ Competence closer to market 		Technology: <ul style="list-style-type: none"> ▪ Switching and current interruption ▪ Control of power and information 		Processes: <ul style="list-style-type: none"> ▪ Logistics ▪ Opex ▪ NPS
				Product management and marketing: <ul style="list-style-type: none"> ▪ Channel management ▪ Pricing ▪ Branding

Rationale for Thomas & Betts acquisition

A great move for both companies

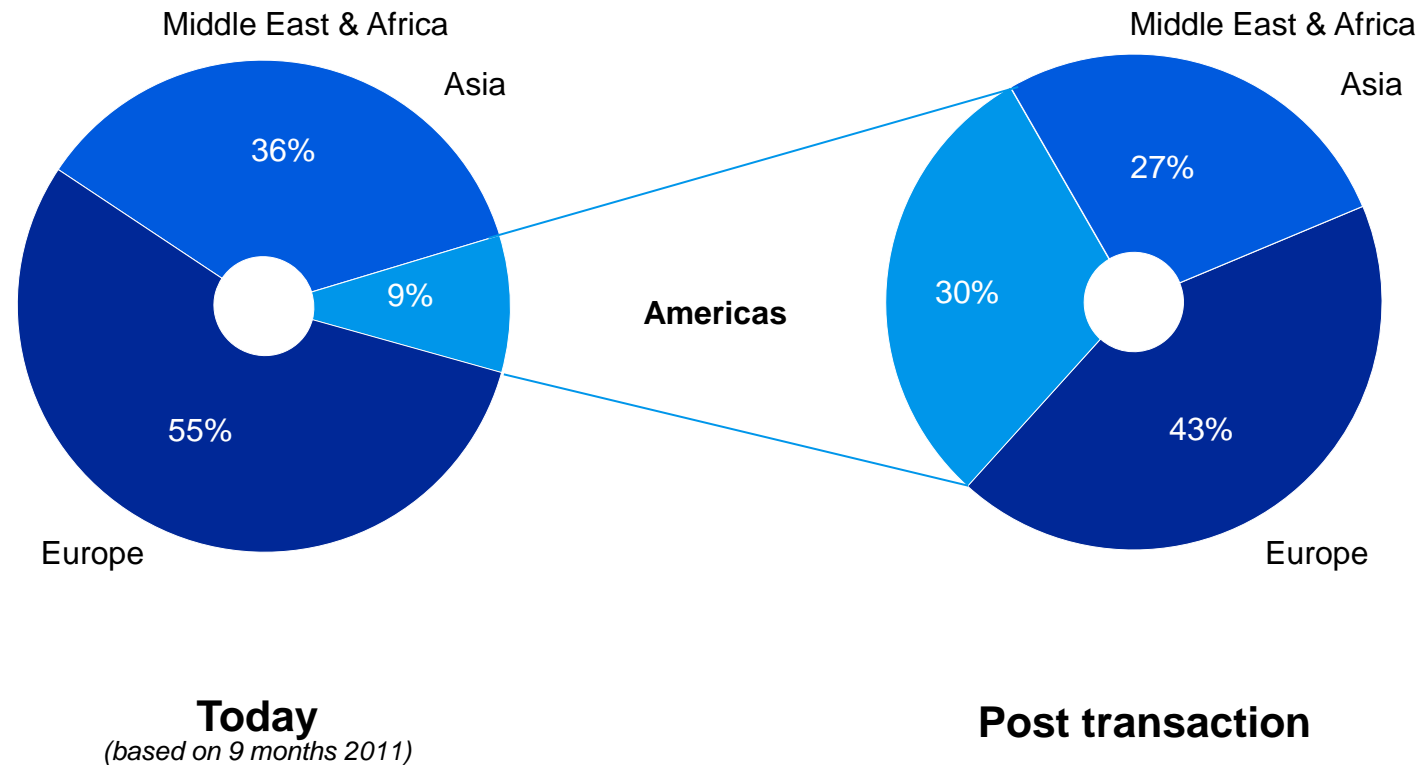
Great strategic move for both companies	<ul style="list-style-type: none">▪ Unlocks the world's largest low-voltage products market for ABB▪ Accelerates global market access for Thomas & Betts▪ Completes the low-voltage product portfolio for both
Strong growth potential	<ul style="list-style-type: none">▪ Creates the broadest product scope in the industry▪ Selling to the same customers through the same channels
Solid value creation	<ul style="list-style-type: none">▪ ABB shareholders: Attractive cash returns▪ Thomas & Betts shareholders: Full & fair price in cash▪ Customers: Great product selection, best-in-class distribution▪ Employees: Solid growth opportunities for both companies▪ Ease of integration: Complementary businesses

The Thomas & Betts acquisition was announced on 30th January 2012. Completion of the transaction is dependent upon Thomas and Betts shareholder and regulatory approvals.

Rebalancing LP's geographic scope

Better reflects global importance of NAM market

Share of LP revenues by region



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