

Dear ABB Customer,

This letter is in reference to the previous announcement related to ABB's intention to divest the ABB terminal block business to TE Connectivity (TE). ABB and TE target to close the transaction on August 1, 2018, at which time TE will become the owner of the terminal block business. After closing, TE will market ABB's current terminal block business under the product name ENTRELEC®. Should you wish to continue ordering ENTRELEC product please, be prepared to order from TE after closing as this product will no longer be available for purchase from ABB as of July 25, 2018.

ABB's terminal block range, also commonly known in the market as ENTRELEC terminal blocks, includes the following product typologies: Screw Terminal, Spring Terminal Block, ADO Terminal Blocks, Test & Measurement Blocks, Power Distribution Terminal Blocks, PLC Wiring Systems and Marking Solutions.

These products are usually known under the following product family names: SNA, SNK, DBL, ADO, Essailec, Interfast, BRU, BRT. You can find additional details about the products on the following website: <http://new.abb.com/low-voltage/products/connection-devices>. **Please note, the ABB part numbers will not be changed.**

TE is looking forward to jointly discussing their future business relationship between your company and TE, in connection with its future supply of product to you. TE confirms that it will apply the commercial terms and conditions of the existing contractual relationship between your organization and ABB, pending a new contract with TE. In cases where TE and your company already have an existing commercial relationship, TE will propose to apply the established TE commercial terms to the ENTRELEC products upon closing of the transaction.

To prepare your company for the transition, should you choose to continue purchasing ENTRELEC product, please check if TE Connectivity Corporation is already a registered supplier of your company. We ask you to use existing vendor accounts with TE to deal with new ENTRELEC orders after the transaction closes.

If TE is not an existing vendor, please create TE Connectivity Corporation as a new supplier in your system using the details below. Also, please inform your Purchasing, Financial, Logistics and Quality departments about these changes.

ORDERS

Please be aware that there will be a 6-day, no-orders window in order to transition materials, logistics, etc. ABB will be able to accept orders until midnight (CST) July 24, 2018. No orders will be accepted between July 25, 2018, and July 31, 2018. From August 1, 2018, ENTRELEC's products can be ordered from TE Connectivity per the details contained herein as provided by TE Connectivity.

a) Contract partner:

From August 1, 2018, your new contract partner for the supply of TE products (including ENTRELEC products) will be TE Connectivity Corporation, located in the USA.

b) Orders should be addressed to:

TE Connectivity Corporation
P.O. Box 68355
Middletown, PA 17057
USA

CC-Entrelec-N-Amer@te.com

Processed by:
Thomas & Betts Corporation
860 Ridge Lake Blvd.
Memphis, TN 38120
USA

c) Ways of sending your order to TE after closing:

For existing customers at TE: Please continue to use your existing TE Connectivity ordering system for ENTRELEC products in the future.

For new customers to TE: TE Connectivity is committed to provide you the same level of service you experienced with ABB. TE can take your orders in any form - email, fax, or postal - to save customers from the need to enter orders. However, should you prefer to continue use a direct order entry like cBOL, TE is working at providing this capability as part of the TE.COM eCommerce.

For new TE customers using EDI: TE Connectivity is committed to provide you the same level of service you experienced before for Electronic Data exchange – any customer interested in EDI exchange with TE is welcome and we will collaboratively address asap.

Customer order entry preference: In an effort to ensure this transition is as seamless as possible, your feedback is requested on this critical point. Should you choose to purchase ENTRELEC product from TE, please send an email to John Wilmes (john.wilmes@us.abb.com) as soon as possible (no later than August 1st, 2018) including your ABB customer number and your anticipated order entry method (EDI, email, fax, postal, phone, etc.).

d) For more information

If you need more information about TE, please contact the TE Connectivity regional sales leads:

Jason Moore – Regional Sales Director America - jason.moore@te.com

e) Fulfilment of orders

In order to facilitate the transition, ABB will continue to ship and deliver the orders you have placed with ABB prior to midnight CST July 24, 2018, and which have a requested delivery date on or before October 31, 2018. However, please note that such order delivery and invoicing will only be offered for unmodified orders; any modification of pending orders within the three months will lead to automatic cancellation by ABB, which would require you to reorder with TE.

Moreover, pending orders which have a requested delivery date on or after November 1, 2018, will be cancelled by ABB and will require you to reorder with TE.

For any questions before closing (prior to August 1st, 2018), please contact John Wilmes (john.wilmes@us.abb.com) for assistance.

INVOICES

Invoices will be issued by:
TE Connectivity Corporation
PO Box 68355
Middletown, PA 17057
USA

PAYMENTS

- a) Open invoices issued by ABB before closing remain valid and should be settled by using the invoice, beneficiary and bank details as stated.

- b) Pending orders with a requested delivery date before and until October 31, 2018, will be shipped and invoiced by ABB and existing bank account details with ABB continue to apply. SPA/Rebate type orders will be invoiced as NET and will not qualify for rebates, see section F under Important Local Details below.

- c) Any orders placed by you with TE as of August 1, 2018, will be shipped and invoiced by TE. Please use the following details to pay all invoices issued by TE Connectivity Corporation.

Bank details for payments in USD:
JP Morgan Chase Bank
270 Park Avenue
New York, NY 10017
Account 9101019413
SWIFT chasus33
EIN Number 23-0332575

IMPORTANT LOCAL DETAILS

a) POS Reporting: If you submit POS data to ABB, please note that your final submission will be November, 2018, for October data. Following this submittal, please remove Product Line 506 (Connection) from your submissions.

b) Pricing Authorization: All Product Line 506 (Connection) pricing from ABB will be cancelled at midnight (CST) on July 24, 2018. This includes all SPAs, Quotes, Product Group Discounts, Stock Prices, etc. All accounts will be deauthorized for PL 506 (Connection) at midnight on July 24, 2018 (CST).

c) Warranty: The last day to submit a warranty claim to ABB using the ABB current process will be July 16, 2018, at midnight (CST). On July 25th, 2018, a report will be run showing the status of all Product Line 506 Warranty Claims. All claims still open/pending on July 25, 2018, will be cancelled (with notification from the ABB Customer Service Team) and will need to be resubmitted to TE Customer Service. TE assumes all product liabilities for Product Line 506 (Connection) starting August 1, 2018, regardless of product purchase date. For assistance on all warranty questions after August 1, 2018, please contact TE Customer Service at Cip1@te.com or 1-800-522-6752.

d) Returns: The last day to submit a return to ABB using the ABB current process will be July 16, 2018, at midnight (CST). On July 25, 2018, a report will be run showing the status of all Product Line 506 Returns. All returns still open or pending as of July 25, 2018, will be cancelled (with notification from the ABB Customer Service Team) and will need to be resubmitted to TE Customer Service. TE assumes all product liabilities for Product Line 506 (Connection) starting August 1, 2018, regardless of product purchase date. For assistance on all return questions after August 1, 2018, please contact TE Customer Service at Cip1@te.com or 1-800-522-6752.

e) Quality: The last day to submit a quality claim (PARR) to ABB using the ABB current process will be July 16, 2018, at midnight (CST). On July 25, 2018, a report will be run showing the status of all Product Line 506 Quality Claims/PARRs. Claims/PARRs that have not been closed out by July 25, 2018, will be cancelled (with notification from the ABB Customer Service Team) and will need to be resubmitted to TE Customer Service. TE assumes all product liabilities for Product Line 506 (Connection) starting August 1, 2018, regardless of product purchase date. For assistance on all quality questions after August 1, 2018, please contact TE Customer Service at Cip1@te.com or 1-800-522-6752.

f) SPA Rebates/Claims: The last day to submit a SPA/Rebate Claim to ABB using the ABB current process will be July 24, 2018, at midnight (CST). Following this date, no SPA/Rebate claims will be accepted. ABB orders (unmodified orders entered prior to July 25, 2018, with ship dates on or before October 31, 2018) will be invoiced at NET pricing and will not qualify for rebates. NET pricing will be determined by approved customer pricing levels as of July 24, 2018, and will be communicated to you via ABB Customer Service July 30, 2018 – August 1, 2018. Orders will be updated to reflect this NET pricing.

g) T&B Access: Stock and Pricing for Product Line 506 (Connection) will no longer be available to you on T&B Access starting July 25, 2018. Please contact TE Customer Service Cip1@te.com or 1-800-522-6752.

h) Technical Support: Starting August 1, 2018, ABB will no longer support Product Line 506 (Connection) with technical support. For technical assistance after August 1, 2018, please contact TE at Cip1@te.com or 1-800-522-6752.

i) Customer Service: For orders placed on or before July 24, 2018, at midnight (CST) with ABB, please continue to work with your assigned ABB Customer Service Representative. Please note that ABB Customer Service can no longer make ANY edits to your pending orders. As stated earlier in this letter, edits will result in order cancellation. Order edits include adjustments of shipping date, shipment type, quantities, catalog numbers, addresses, order branching, as well as all holds, delays, or expedites. For customer service requests on orders placed after August 1, 2018, please contact TE Customer Service at Cip1@te.com or 1-800-522-6752.

In the meantime, we would be happy to answer your questions. Please do not hesitate to contact a member of your local sales team who can put you in touch with the appropriate resource.

Sincerely,

Franklin Sullivan
Executive Vice President
EP Lead Division Manager, US