



MARCH 2017

Corporate profile

ABB Group and Italy

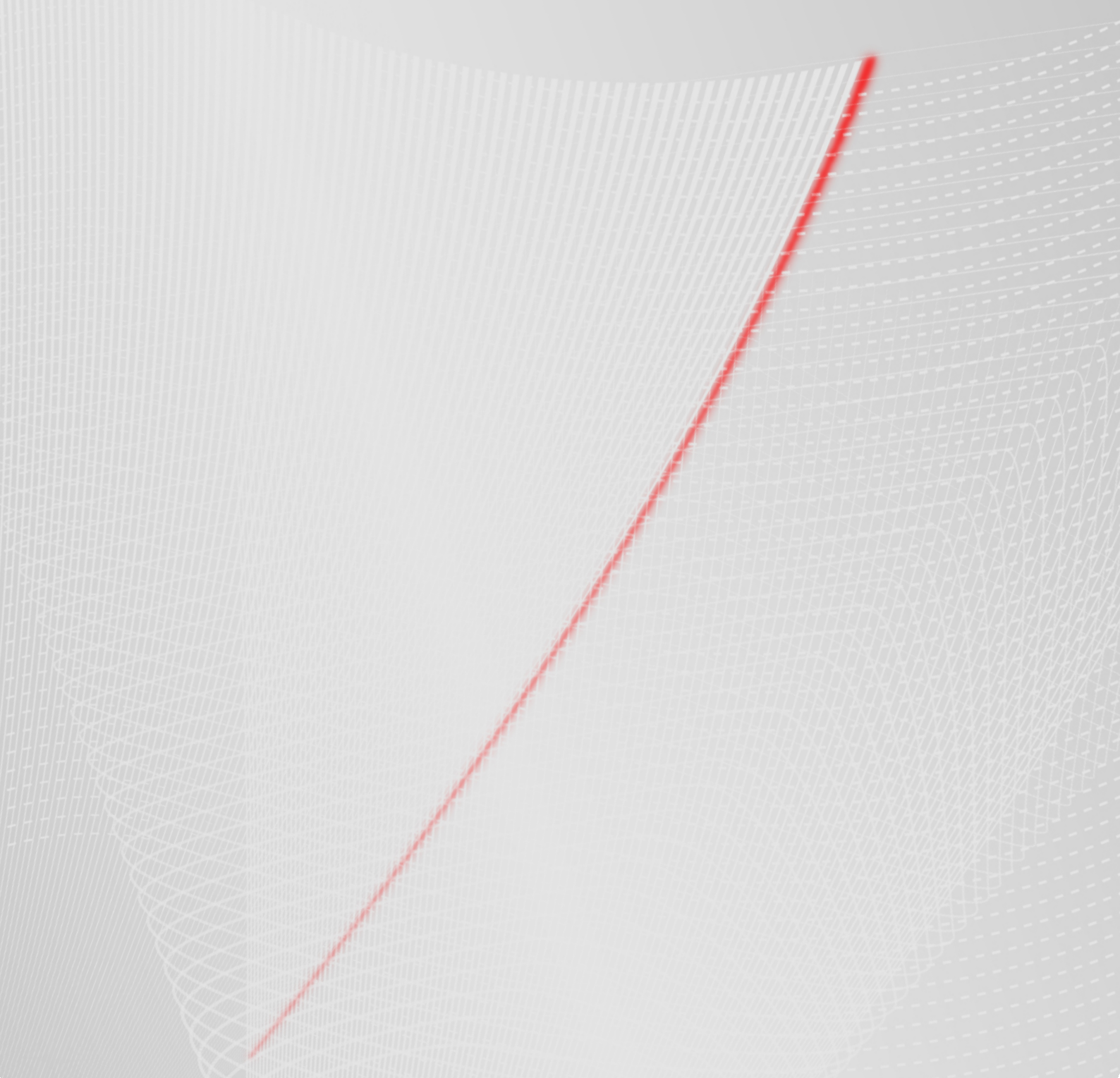


ABB (ABBN: SIX Swiss Ex) is a pioneering technology leader in electrification products, robotics and motion, industrial automation and power grids, serving customers in utilities, industry and transport & infrastructure globally. Continuing more than a 125-year history of innovation, ABB today is writing the future of industrial digitalization and driving the Energy and Fourth Industrial Revolutions. ABB operates in more than 100 countries with about 132,000 employees.

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ABB Group

ABB is a pioneering technology leader that works closely with utility, industry, transport and infrastructure customers in roughly 100 countries. With more than four decades at the forefront of digital technologies, we are a leader in digitally connected and enabled industrial equipment and systems with an installed base of more than 70,000 control systems connecting 70 million devices. ABB was born in 1988 from the merge of two leading European industrial Companies: the Swedish ASEA, founded in 1883, and the Swiss Brown Boveri, founded in 1891, which acquired the oldest electromechanical Italian company in 1903, Tecnomasio Italiano, founded in 1863. The stock exchanges of New York, Zurich and Stockholm Exchange trade ABB's shares.

Orders 2016: 33,379 million dollars

Revenues 2016: 33,828 million dollars

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ABB in Italy

During the years, ABB in Italy has merged expertise and competences of most known brands in electro-mechanical field, companies that made the industrial history of our country such as Ercole Marelli, SACE, Officine Adda, IEL, Ansaldo Trasformatori and Elsag Bailey. Nowadays, ABB in Italy employs 5,900 people (as per Dec. 31, 2016) in several operational units concentrated in

**Northern and Central Italy. In 2016 exports, revenues represented 64 percent of the turnover. ABB in Italy invests 3.2 percent of revenues in R&D. Orders 2016: 2,092 million euros
Revenues 2016: 2,238 million euros**

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Main markets

ABB's portfolio offers solutions for the whole power chain (production, transmission, distribution, automation, systems and low voltage devices for industrial applications, residential and in tertiary). ABB has special competences in renewables domain (solar, wind, hydroelectric) and has cutting edge transmission technologies in grids interconnection and smart grids projects, integrated with innovative and environmentally sustainable solutions (e-mobility and shore-to-ship). ABB's answers are at the state-of-art for main process industries and most of manufacturing industries automation requirements.

ABB is an ideal partner to identify and realize ambitious energy efficiency targets in order to reduce consumptions and environmental impact in any industrial domain, as in tertiary and residential. ABB operates in marine and rail transportations, in infrastructures and hydric grids. ABB Service has a worldwide installed base and a deep process knowledge, its offer covers the entire value chain in energy and automation domains, improving operational efficiency and performance throughout the life cycle.

ABB's offering also includes technologies of the "Internet of Things" (IoT), the physical objects network integrating electronics, software, sensors and connectivity that, through the Internet, acquire an identity in digital world, increasing their ability to create value and provide services through data exchange. Its pioneering technology leadership places ABB at the center of the Fourth Industrial Revolution and the Energy Revolution. Thanks to the digital platform Ability™, ABB has implemented a quantum leap in digital to the end-to-end solutions wide global range.

A leadership raising from innovation

Every year we invest around 1.5 billion dollars in R&D activities developed by 7,900 technologists in five research centers. As well as having contributed significantly to the development of most of today's technologies for the energy and automation, ABB constantly strengthens its leadership position in these sectors with constant and heavy investment in R&D from which it draws impulse.

ABB directly cooperates with customers, technological partners and important universities as SDA Bocconi and Politecnico of Milan, Genoa, Bergamo, Rome Tor Vergata, Cassino, Pavia, Padua and Trento.

ABB's strengths

ABB is a company engaged worldwide in technological and application challenges that will become more and more crucial for humankind welfare and planet safeguard. A company devoted to design, building and execution, with a unique skills and expertise heritage in many different technical, managing and relationships domain. ABB offers a satisfying and stimulating working environment because is much more than a multinational company: 132,000 people collaborate in over 100 countries with the unique shared target to create a better world.

ABB gives value to the diversity and looks at challenges from different perspectives, and this is critical to success. ABB is a socially responsible company operating at the highest integrity standards. It is the professional organization for skilled, valiant and generous young people, ready to put themselves to the test.

ABB in Italy's business principles

Not only do we have ambitious goals, but also we have clear ideas on how to reach them: for us, the medium is as important as the target to reach.

For this reason, we have defined a set of business principles based on responsibility, respect and determination, collected in our Code of Conduct.

These are the principles that drive the way we work every day, our approach to health and safety at work and our responsibilities as a global company.

We want to be recognized as the undisputed international leader in everything we do and we want all the people involved are proud to work in ABB. Our principles make this happen.

Sustainable development

Our commitment to sustainable development comes from a clear strategic planning that enables us to deliver today, answers to customers seeking products and services with high-energy efficiency and environmental performance. The attention given to environmental issues and focalization on resource saving allowed us to significantly improve our energy efficiency. In our business, we aim to reach excellence in management systems covering quality, environment, safety and ethics. We want to give to all employees a safe working environment where people feel gratified and meet society's expectations on corporate social responsibility.

Highlights

Within the Group, ABB Italy has worldwide technological leadership for low voltage molded case and air circuit breakers, low voltage residual current devices, pressure sensors and transmitters, medium voltage air insulated switchgears and medium voltage breakers. Moreover, ABB Italy has worldwide responsibility of R&D for the automation systems in power generation, for development, production and sales of MV asynchronous motors (explosive atmosphere, slip ring and large induction motors) and of the Global

Technical Service Center for motors and hydro and turbo generators. ABB Italy is also a center of excellence for turnkey plants in the oil and gas field and for advanced automation solutions. A competence center for ports electrical solutions electrification (shore-to-ship power) and smart ports has its hub in Italy; its task is the development of engineered packages and turnkey solutions complying with international standards.

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Four operative divisions

Power Grids

The Power Grids division is the world's leading supplier of power and automation products, systems and service solutions across the power value chain of generation, transmission and distribution enabling a stronger, smarter and greener grid. The division serves utility, industry, transportation and infrastructure customers and is focused on addressing key areas such as the integration of renewable energies, growing network complexity, grid automation, and micro grids. This division also offers a full range of consulting, service and asset management solutions based on a lifecycle approach.

Electrification Products

Electrification Products Division, which in Italy also keeps the name of ABB SACE Division, offers a full range of technologies across the electrical value chain from substation to the point of consumption, enabling safer more reliable power flow. Digital and connected innovations to improve the reliability and efficiency for low- and medium-voltage electrical installations, including EV infrastructure, solar inverters, modular substations, distribution automation, switchgear, measuring and sensing devices, control products, including KNX systems designed to integrate and automate a building's lighting, ventilation, heating, and security, wiring accessories, enclosures and cabling systems, data communication networks, and power protection.

Robotics and Motion

The Robotics and Motion division provides products, solutions and related services that increase industrial productivity and energy efficiency.

Its motors, generators, drives and robotics provide power, motion and control for a wide range of automation applications. The leading position in wind generators and traction converters complements the industrial focus, leveraging joint technology, channels and operations platforms.

Industrial Automation

The main focus of this ABB business is to provide customers with products and solutions for instrumentation, automation and optimization of industrial processes. The industries served include oil and gas, power, chemicals and pharmaceuticals, pulp and paper, metals and minerals, marine and turbocharging. Key customer benefits include improved asset productivity and energy savings.

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