



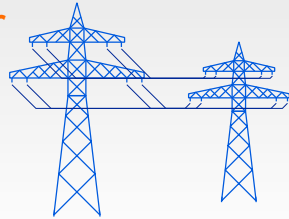
Robb Barr, Windsor, Ontario, April 2015

Introducing ABB

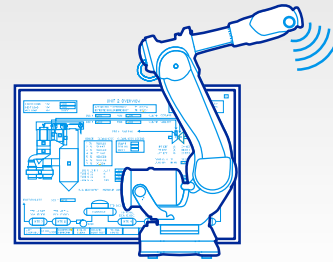
Power and productivity for a better world

We are in **2** lines of business

Power

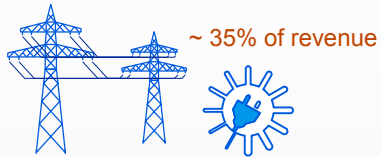


Automation

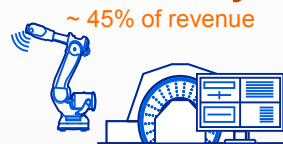


We do it for **3** classes of customers

Utilities



Industry



Transport & Infrastructure



We're a global company

Present in over



100 countries
across the world

A team **145,000**

strong  people

Generating **42 bn**


 in revenue annually

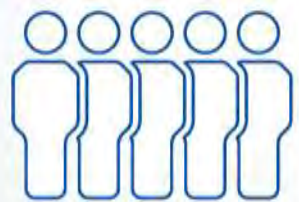
ABB in Canada 2014 fast facts



\$2.1 billion company



Canadian market leader in power transmission and distribution



About **5000** employees across Canada



Over **300** employees hired in 2014

Includes T&B data



Power and productivity for a better world

ABB's vision

A leader in addressing power infrastructure and control needs for utilities, industry and transport & infrastructure

A leader in operational asset effectiveness – uptime, speed, yield – and efficiency

Power and productivity
for a better world™



Contributing to decoupling growth from environmental impact

- Less energy per unit GDP
- Less pollution per unit energy

ABB Quality Policy

Committed to a culture of continuous improvement



There are many dimensions in which ABB can compete, but none of these are meaningful for our customers without a foundation of quality. The responsibility for quality is something that must be owned by every person, every business, and every location that ABB calls home.

A handwritten signature in black ink, reading "Ulrich Spiesshofer".

Ulrich Spiesshofer, CEO ABB

To ensure that we meet our responsibilities and obligations to our customers, our people, our partners, our suppliers and to our shareholders we are committed to the following Quality Objectives:

- Deliver on-time & on-quality products, systems and services that meet or exceed our customer's expectations.
- Identify and understand our customer's expectations, measure customer perceptions, and implement improvements to increase customer satisfaction.
- Enable and engage our people at all levels in a relentless drive to improve operational performance along the value chain from suppliers to customers.
- Increase the motivation and skills of our people to add value to our customers and our businesses, through continual training and development.
- Leverage our partners & suppliers strengths to improve our products and our businesses from product design through production, installation and operation.
- Embed social responsibility & company ethics policies in our business practices.
- Continually improve environmental, health and safety performance through all products, operations, systems and services.

Looking at Value



Value Formula

$$V_p = \frac{Q_p \times S_p}{C \times T}$$

$$\text{Value}_{\text{perceived}} = \frac{\text{Quality}_{\text{perceived}} \times \text{Service}_{\text{perceived}}}{\text{Cost} \times \text{Time}}$$

Perceived = The customer's perception

ABB - Next Level

ABB Value pairs

ABB values

Safety & integrity

Customer focus & quality

Innovation & speed

Ownership & performance

Collaboration & trust

ABB – the place to be

How ABB is organized

Five global divisions



Power
Products



Power
Systems



Discrete
Automation
and Motion



Low Voltage
Products



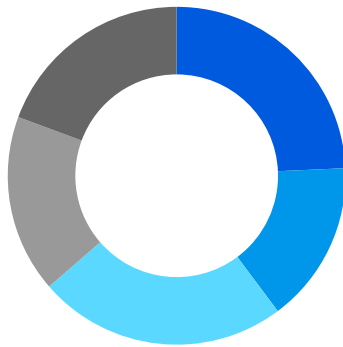
Process
Automation

Well-balanced business and geographic portfolio

Capturing growth opportunities, wherever they arise

Orders by division

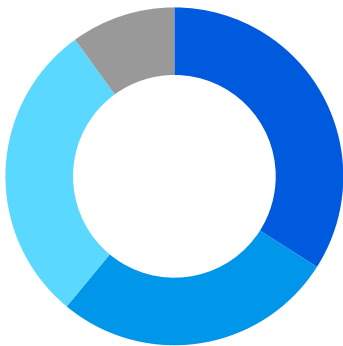
% of total orders 2014



- 24% Power products
- 16% Power systems
- 24% Discrete automation and motion
- 17% Low voltage products
- 19% Process automation

Orders by region

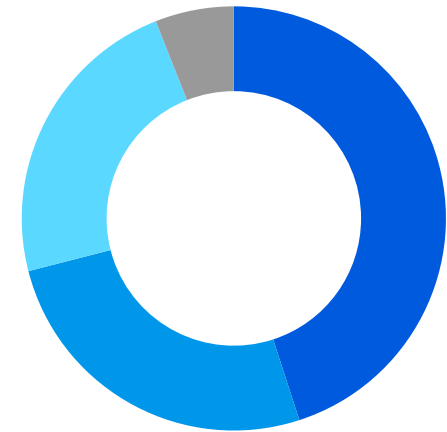
% of total orders 2014



- 34% Europe
- 27% Asia
- 29% Americas
- 10% Middle East and Africa

Employees by region*

2014



- 45% Europe
- 26% Asia
- 23% Americas
- 6% Middle East and Africa

Power and automation are all around us You will find ABB technology...



orbiting the earth and working beneath it,

crossing oceans and on the sea bed,

in the fields that grow our crops and packing the food we eat,

on the trains we ride and in the facilities that process our water,

in the plants that generate our power and in our homes, offices and factories

ABB in Canada

Automation solutions



International mandates:

- Global mandates for infrared spectroscopy for the aerospace and industrial markets; electromagnetic stirrers for the metals industries
- North American mandate for mineral and mining solutions, including hoists, electric trucks, mine electrification and automation, as well as electric traction railway solutions
- Canadian and export markets: Develop ongoing SCADA Advantage™ (Supervisory Control and Data Acquisition) product and project-specific applications

Local Canadian market offerings:

- Specific automation solutions and products for oil & gas, mining, minerals & metals, pulp & paper, aerospace, automotive (robotics) and OEM markets
- Motor control centers, switchgear and power quality
- Service offerings: life-cycle services for automation products, systems, and turbochargers, ABB Full Service® (long-term, performance-based), consulting (energy efficiency, productivity and reliability)

ABB in Canada

ABB is the market leader in power solutions for utilities and industrial customers



- A major portion of Canada's power grid was built by ABB and its predecessor power companies
- Our technologies are instrumental in modernizing infrastructure, integrating multiple generation sources to help meet climate change regulations, and increase reliability
- Burlington, ON holds the NA mandate for Electrical Balance of Plant (EBOP) for hydro and thermal plants
- Varenes, QC produces large power transformers up to 800kV and 1200 MVA, HVDC and shunt reactors for the NA market
- St-Laurent, H-B, QC supplies power electronic systems and solutions for the control and conversion of electric power to the NA market
- Calgary, AB The Application Module Division delivers modular substations and electrical houses for utility, mining and oil & gas customers
- Quebec City, QC manufacturing facility produces pole-type distribution transformers for Canadian utilities and export market, as well as MV/HV capacitor units, pole-mounted and shunt banks to the NA and export market
- Edmonton, AB offers remanufacturing services for small power transformers up to 100 MVA for the NA market

ABB in Canada

From coast to coast





Peter Prahalis - April 29th, 2015

ABB's Supplier Registration Powered by Achilles

Main reasons why SCM Council jointly decided to use Achilles

- **We need more information about our suppliers**, globally available in ProSupply, and kept updated, to mitigate our risks and to be able to Qualify and then Classify and consolidate our supply base
- **New reporting requirements and legislation** continuously implemented, requiring ABB to have global control of substantially more information than before (Conflict minerals, Sustainability etc)
- **Resources**: We will not be able to increase our workforce in local SCM units to be able to mitigate above

ABB – Supplier Registration

How to Join

Stage 1 – Buyer Specific Supplier Registration:

- To complete the initial online supplier registration you will need to visit the ABB’s website of the buyer you wish to supply to (you will be provided a link (URL) in your invitation).
- Stage 1 registration is free of charge and it will take approximately 20 minutes to complete.
- If your company is identified as important to the Buyer you will be asked to continue with Stage 2 Pre-Qualification.

Stage 1 - Supplier Registration



ABB – Supplier Registration

How to Join

Stage 2 – Power&Tech Supplier Pre-Qualification:

- Stage 2 involves the submission of information and certificates related to finance, health, safety and environment, quality management, insurance, products and services, corporate social responsibility (CSR) and legal information.
- Completing this stage requires the payment of a nominal annual subscription fee to Achilles.

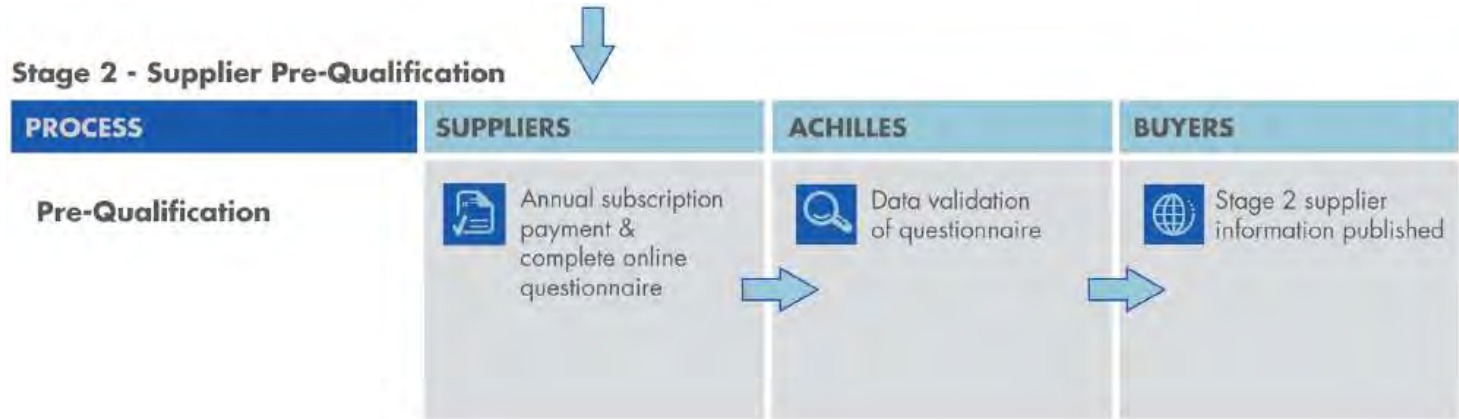




abb.com/Supplying to ABB

Suppliers to ABB

Here you will find useful information for current and future suppliers.

 <p>Doing Business with ABB Learn how ABB is geared towards building supplier relationships.</p>	 <p>Becoming a Supplier Information on ABB's registration and pre-qualification process.</p>	 <p>eSourcing tool ABB's tool for managing tenders and negotiations with suppliers.</p>	 <p>ABB General Terms & Conditions for Purchase Suppliers can download ABB's General Terms and Conditions for Purchase here.</p>
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1. Bottom-left corner of www.abb.com

- Popular links
- Energy efficiency
- Smart grids
- Grid reliability
- Solar power
- Data centers
- Investor center
- Supplying to ABB**

Sustainability & Integrity in the Supply Chain

Sustainability and integrity are a key part of ABB's Supply Chain Management strategy. Discover more here!

 <p>Sustainability in ABB - Video This animated story illustrates the importance of the ABB Supplier Code of Conduct.</p>	 <p>ABB Supplier Code of Conduct</p>	 <p>Supplier Sustainability Development Program (SSDP)</p>	 <p>Material Compliance Conflict minerals and hazardous substances</p>	 <p>Integrity at ABB Visit our integrity portal</p>
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[Link](#)



Power and productivity
for a better world™

