

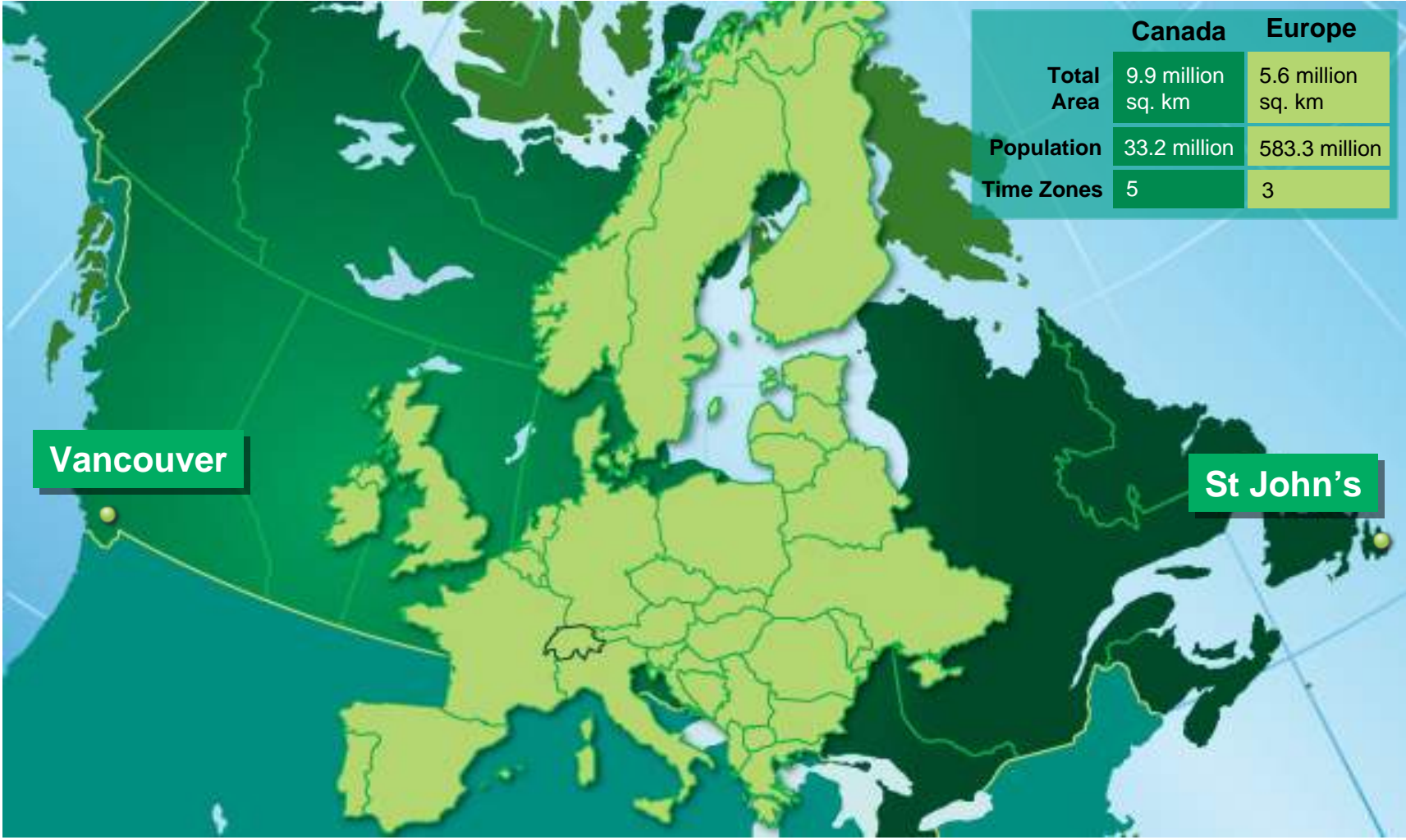


ABB Canada Overview 2008

Sandy Taylor,
Country Manager



Canada: geographic challenges



Vancouver

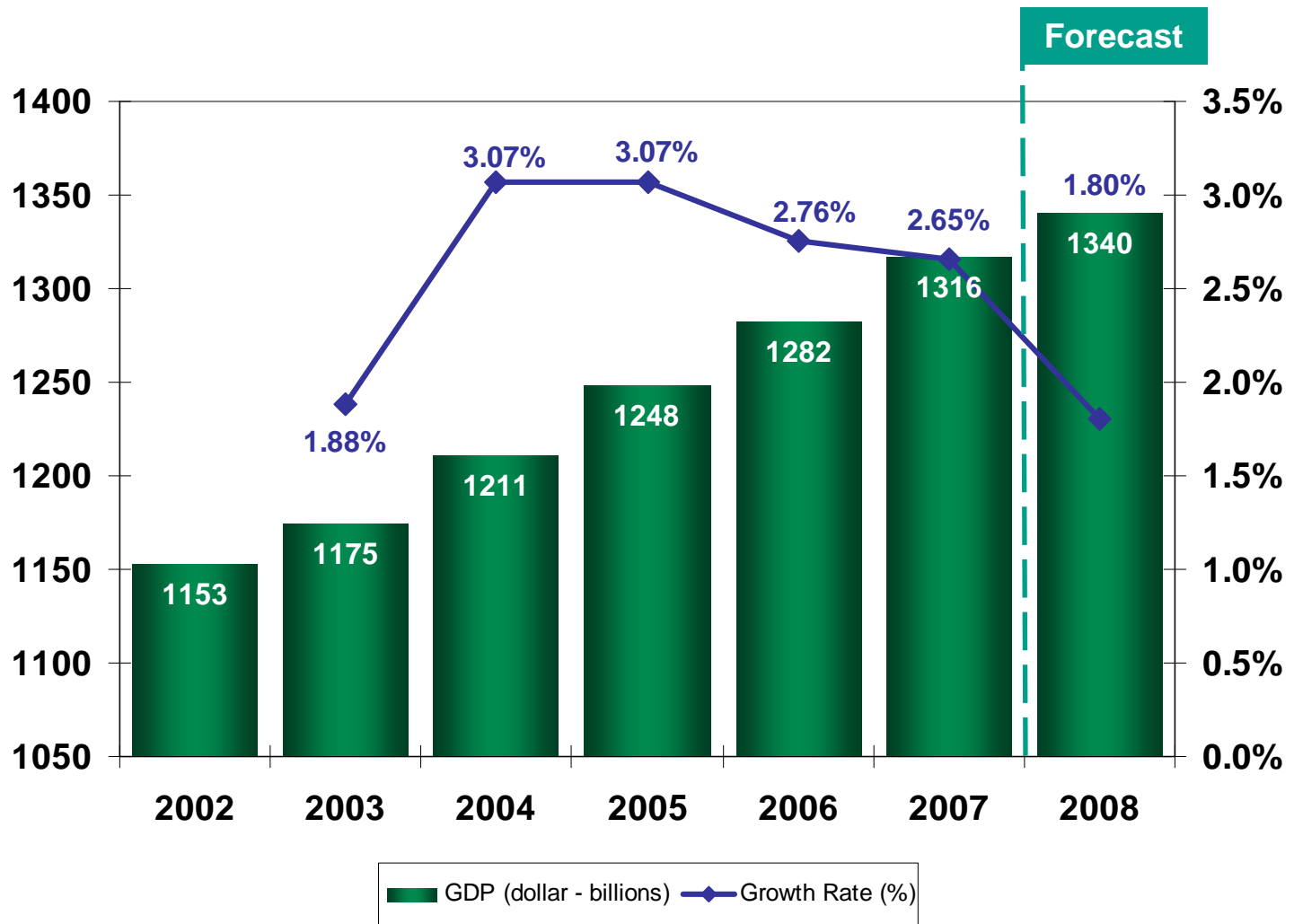
St John's

Distance between Vancouver and St. John's - 7,314 km*

* Reference: Wikipedia



Canada: GDP growth (2002 – 2007)



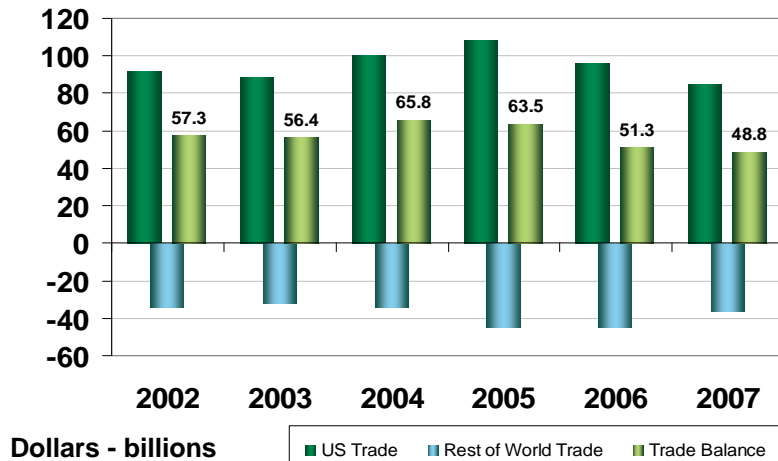
Source: Statistics Canada & Bank of Canada



Canada: economics and challenges

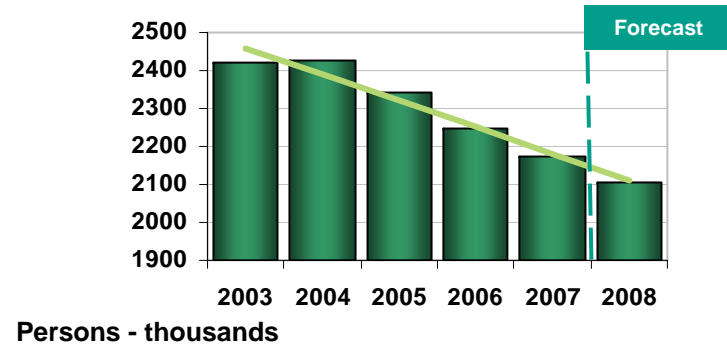
■ Trade Balance

- Canada has been consistently in a trade surplus
- US is Canada's primary trading partner
- Export in 2007 was 35% of GDP
- Electricity exports to US were 42.93 billion kWh (2005)



■ Manufacturing Jobs

- Manufacturing job reduction from 2003 to 2007 = ~ 245,000



■ Unemployment Rate

- Current rate is ~ 6.1%
- Forecast for 2009 is ~ 5.8%
- Challenge to find skilled labour



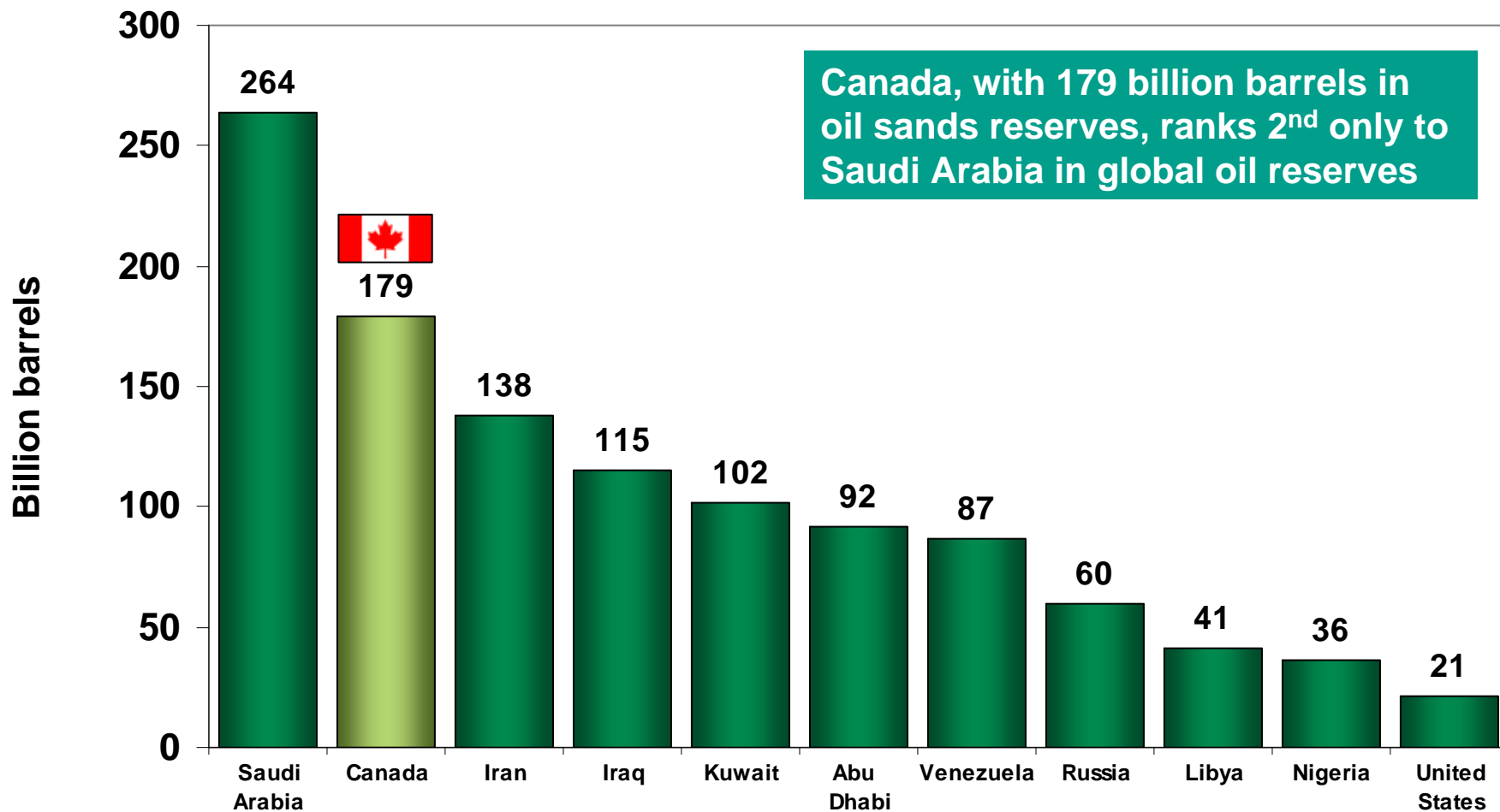
Canada: energy resources



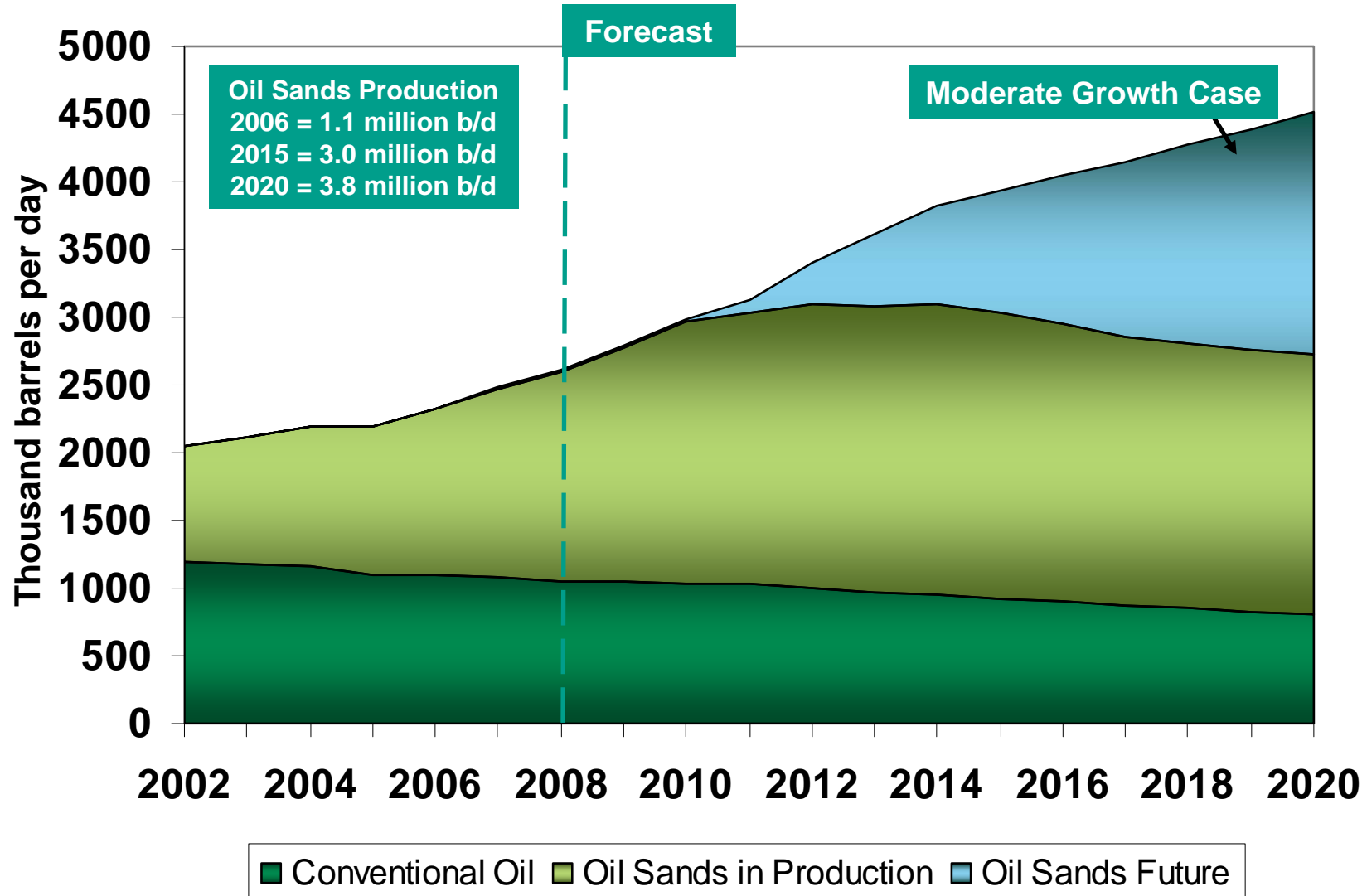
Reference: Department of Natural Resources Canada



Global crude oil reserves by country



Canada: oil sands & conventional production



Canada: mineral resources



Reference: Department of Natural Resources Canada



ABB in Canada: fast facts



- \$1 billion company which has enjoyed 14% annual growth over the last 5 years
- Doubled orders received since 2003
- One of ABB Group's top ten countries in total business volume
- Major markets served: utilities, oil & gas, mining, minerals & metals, pulp and paper, automotive, aerospace
- Market leader in power transmission and distribution
- Ongoing capital expenditures in ABB facilities to expand our capabilities across the country
- 232 new employees hired in 2007



ABB in Canada: major locations

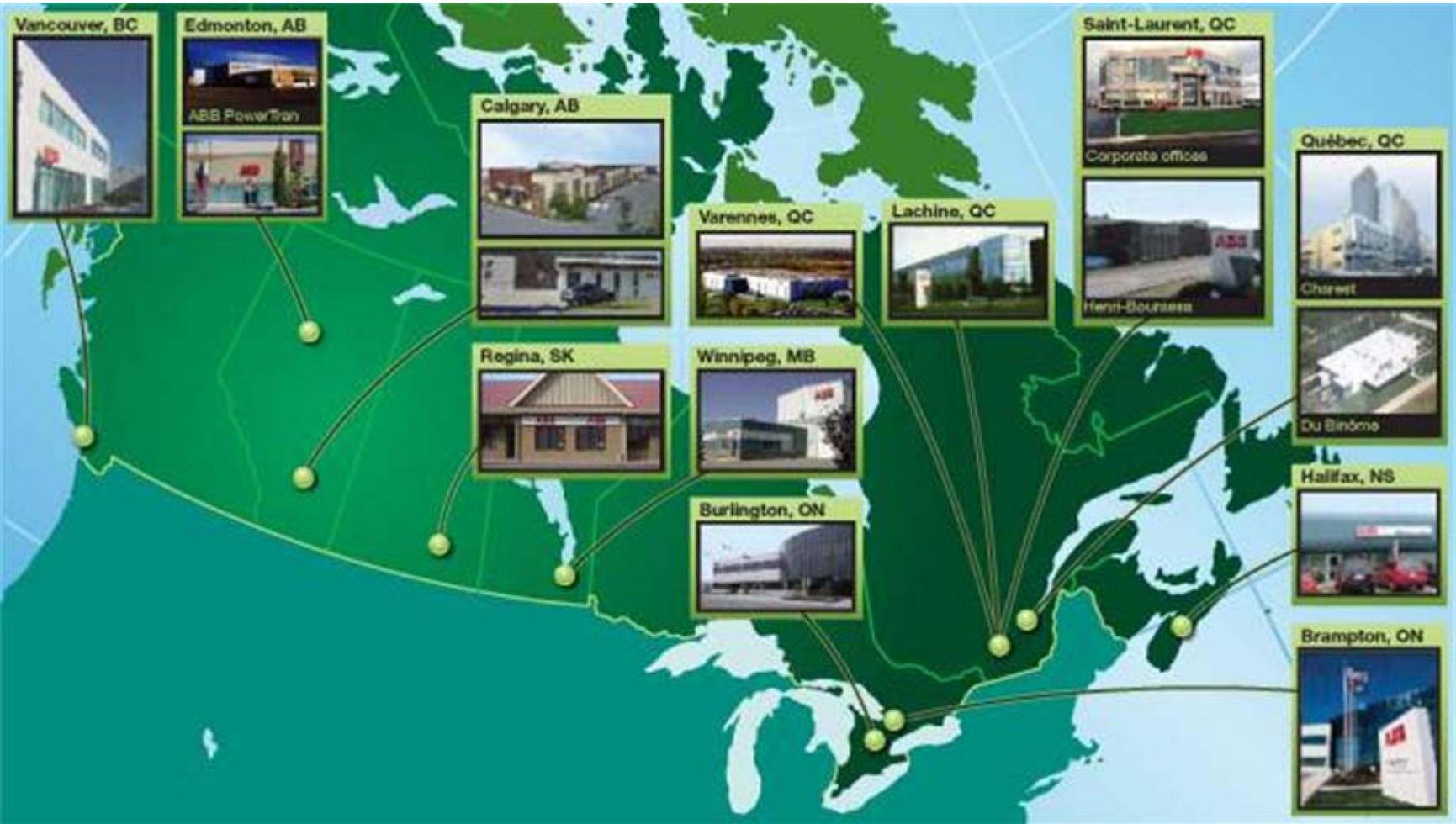


ABB in Canada: employee demographics



As at May 2008



ABB Canada: Locally supports all ABB Group divisions and portfolio



Power Products

Transformers, high- and medium-voltage switchgear, breakers, automation relays



Power Systems

Substations, FACTS, HVDC, HVDC Light, power plant & network automation



Automation Products

Low-voltage products, drives, motors, power electronics, and instrumentation



Process Automation

Control systems and application-specific automation solutions for process industries



Robotics

Robots, peripheral devices and modular manufacturing solutions for industry



ABB in Canada: growth drivers

- Main growth drivers are: oil and gas, mining and metals, aluminium, utilities, and service
- Record high investments in minerals and metals industry to add new capacity, increase productivity of existing mines
- Record high investments in oil industry to tap the vast heavy oil reserves of Western Canada
- Expand position in conventional oil and gas industries
- Expansion and upgrade of transmission infrastructure with increased US/Canada and inter-provincial trade
- Market opportunities to export hydropower to the US
 - 29 US states have Renewable Portfolio Standards which are helping encourage renewable energy markets
 - HVDC technology instrumental to tap new renewable hydro generation sources in Northern Canada for US and Canadian markets
- Change in market demographics combined with increased capabilities of ABB Service to drive significant service growth



ABB in Canada: research and development



- ABB's SCADA[™] (Supervisory Control and Data Acquisition) development centre, for the global Oil and Gas industry
- ABB Analytical (Quebec City): develops analyzers for aerospace and industrial applications
- Magnetic stirrers (Ontario) for the metals industry
- Ongoing customer and project specific application developments for our Canadian and export markets



ABB in Canada: oil and gas success story

- Customer: ExxonMobil
- Project: Hibernia - Offshore Oil Platform
- Location: 300Km S.E. of St. John's NL
- Key Facts: Production ~180,000 BBD
- Customer Benefits: productivity improvement and energy efficiency
- ABB Supply: Process Control System, Fire & Gas, Emergency Shutdown Systems, Operator Simulator
- Value: >\$30 MCAD
- Presently migrating to current 800XA ABB technology

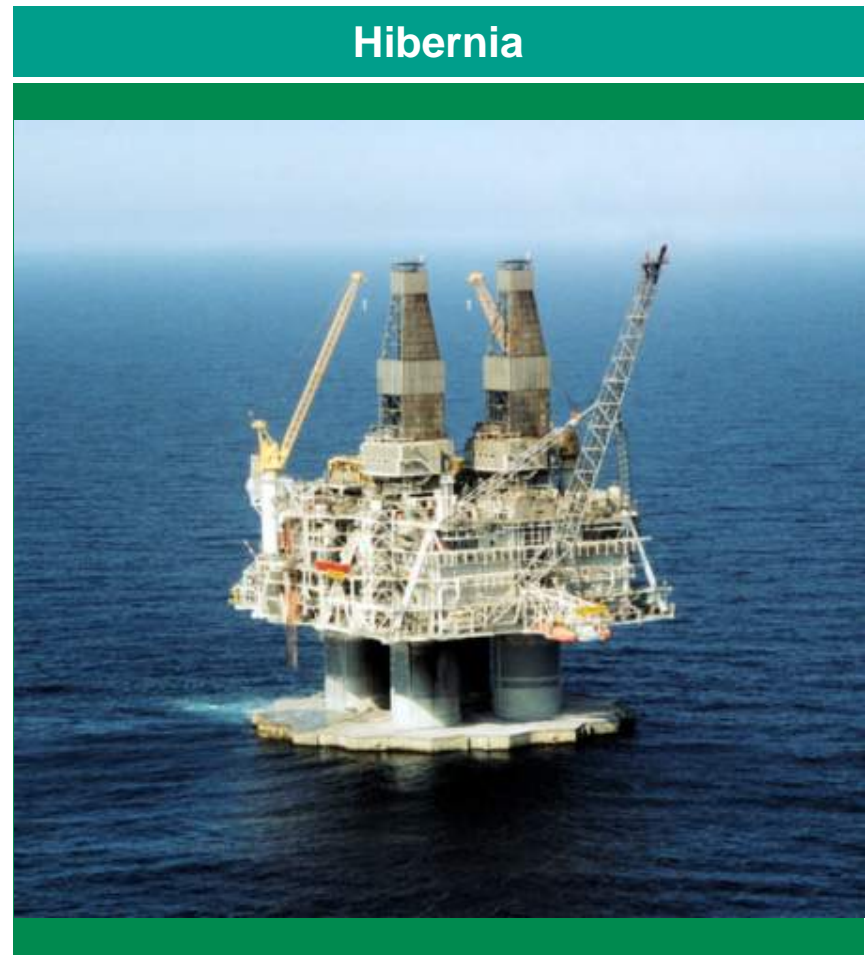


ABB in Canada: oil and gas success story

- Customer: Devon Energy Corporation
- Location: Conklin, Alberta, Canada
- Project: Jackfish Heavy Oil
- Key Facts: Steam Assisted Gravity Drainage (SAGD - Heavy Oil)
- ABB Supply:
 - Distributed Control System (5,000 I/O), Asset Management, Information Management, Historian Consolidation Server (15,000 tags), PLC Connect (2,000 tags), Remote Access, HART communication to ABB field devices, Drives, Instrumentation
- Delivery: 2008

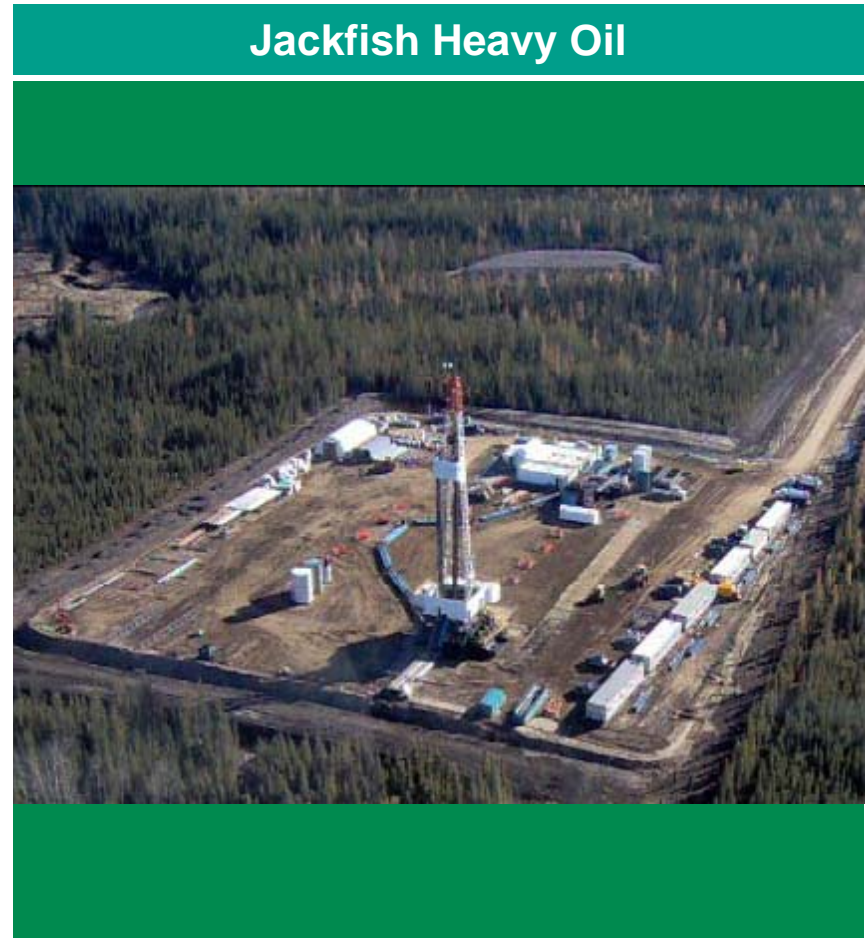


ABB in Canada: aluminum success story

- Customer: Rio Tinto Alcan
BC Primary Metal Group
- Location: Kitimat, British Columbia,
Canada
- Project: Modernize smelter
- Key Facts: Increase aluminum
production capacity from
245,000 mt./yr. to 400,000 mt./yr.
- ABB Scope: Power supply system
(>\$100M)
- Delivery: 2010

Modernize Kitimat Smelter



ABB in Canada: mining success story

Nickel Rim South



- Customer: Xstrata
- Location: Sudbury, Ontario, Canada
- Project: Nickel Rim South Mine
- ABB Supply: Hoist control, drives and motors for main shaft (production, service and auxiliary) and ventilation shaft (sinking duty + 2nd Egress)
- Value: > \$10 MUSD
- Delivery: 2005



ABB in Canada: utility success story

Hydro-Québec Interconnection



- Customer: Hydro-Québec
- Location: Outaouais region, Québec-Ontario, Canada
- Project: Interconnection between Québec and Ontario electrical networks.
- Key Facts:
 - Improve grid reliability
 - Ontario will have more access to clean hydroelectric power, replacing fossil fuel sources
- ABB Scope: Deliver a high-voltage direct current (HVDC) back-to-back converter station that will add 1,250 megawatts (MW) of transmission capacity between Quebec and Ontario
- Value: >\$200 MCAD
- Delivery: 2009



ABB in Canada: aerospace success story

Japan's Space Agency GOSAT



- Customer: NEC TOSHIBA Space Systems; Japan Space Agency
- Location: Japan
- Project: GOSAT (Greenhouse gases Observing SATellite) – ABB developed the Michelson interferometer module for the Fourier Transform Spectrometer
- Key Facts: Space qualified interferometer to detect pollutants in the atmosphere that cause ozone depletion
- ABB Scope: design, manufacture and test the interferometer
- Value: \$10 MCAD
- Delivery: June 2008





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for a better world™