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Sapienza Università di Roma, 21 Febbraio 2018

Life Is  n

**Schneider**  
 Electric

As the global specialist in **energy management and automation**, we create connected technologies that .....

**RESHAPE INDUSTRIES**



**TRANSFORM CITIES**



**ENRICH LIVES**



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Electric

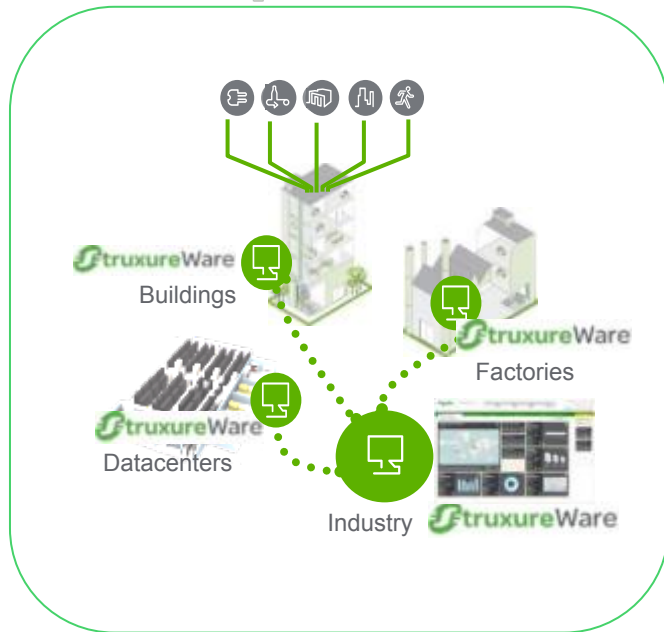


....ensuring that **Life Is On**  
**everywhere, for everyone and at every moment.**

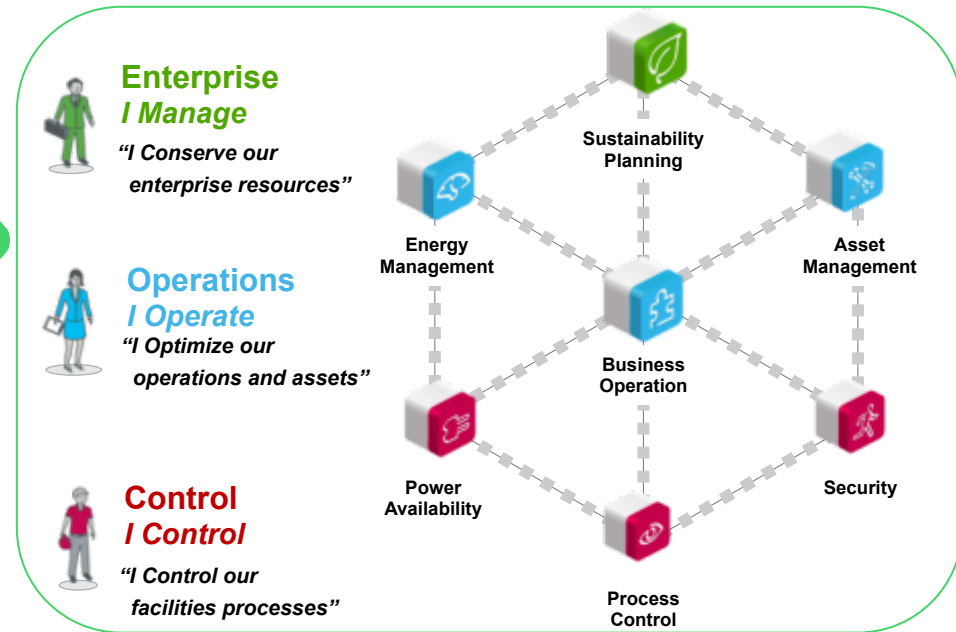
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# Schneider Combines **Energy, Automation, and Software** In One Architecture, Powered by One Software

Eco-Struxure



StruxureWare



1: Supported by low voltage, medium voltage and critical power technologies  
2: IT = Information Technology, OT = Operational Technology

# Schneider approach with deep vertical segment expertise

Segment expertise



Integrated Architecture



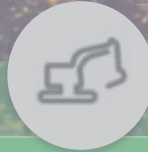
Global Network of Account managers



Global Delivery and Lifecycle Services



**20** of the largest **Oil and Gas** companies in the world use Schneider Electric solutions



**9** of the 10 largest **Mining, Metals and Minerals** companies in the world use products and solutions from Schneider Electric



**11** of the top international brands within **Food & Beverage** partner with Schneider Electric



**8** the top 10 packaging machine builders use Schneider Electric Solutions



**100** plus countries rely on Schneider Electric solutions to power, automate and help operators manage their **water and/or wastewater** plant and network processes



**1** million **Buildings** around the world including 3 of 5 top international **hotel** chains ensure guest comfort & safety and an estimated 40% of the world's **hospitals** benefit from healthy and safe facilities with Schneider Electric



**10** of the world's top electric **utilities** use Schneider Electric solutions to deliver safe and reliable power to homes & businesses



**3** of the top 4 biggest hyper scale cloud providers use Schneider Electric Solutions for their datacenters

A young girl with dark hair in two braids is looking intently at a tray of chocolate chip cookies. She is leaning over the tray with her hands near the cookies. The background is softly blurred, showing what appears to be a kitchen setting.

# Solutions for Machine Automation and Food&Beverage Segment.

Driving sustainability, efficiency and traceability of your operations

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# Key trends in the Food and Beverage market



**Population growth, rise of middle class, urbanisation in emerging markets**

**Climate change and mismanagement of resources**

**Growing food safety concerns**

# Key challenges in F&B

- Changing consumer preference  
(greener, healthier, safer and more convenient food)
- Market globalisation  
(emerging economy development)
- More regulation constraints  
(food safety and environmental)
- Supply chain complexity  
(commodity prices volatility and supplier sustainability)
- Power of retail and private label  
(commoditisation and battle for shelf space)
- Investment capacity  
(localisation of manufacturing)
- Ageing workforce and experience  
(codification of knowledge)







# Connectivity: Automate and control

- Optimized operational performance
- Smart machines and devices
- Convergence of IT and operations

81% of manufacturers feel big data has a positive effect on production and efficiency  
– *CSC Global CIO Survey: 2014-2015*



# We hold market leading positions in Food and Beverages

in Low Voltage  
Power Drives

in HMI  
Operator  
Panels &  
Software

in Electrical  
Distribution  
Systems

in Machine  
Automation  
and Packaging  
solutions

in Operation  
Management  
Software

# Automation Solutions Business for Machines

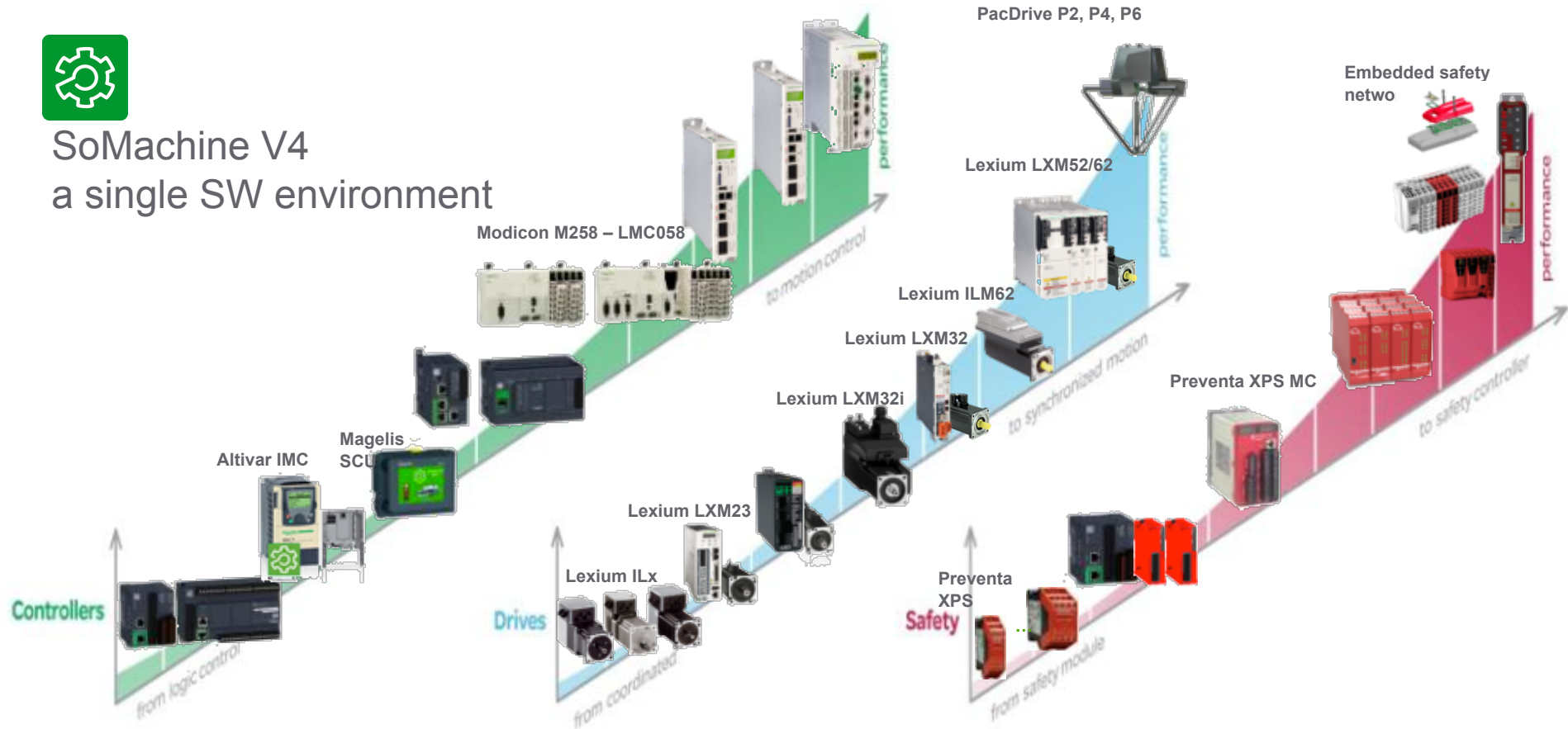
#1 in Packaging Segment



# Our Machine Automation Solutions



SoMachine V4  
a single SW environment



## Our Best in Class Automation Products

### Control & Signaling



### HMI &iPC



### Variable Speed Drives





Great people make Schneider Electric a great company

# Schneider Electric, the global specialist in energy management and automation

**€26 billion**  
FY 2016 revenues

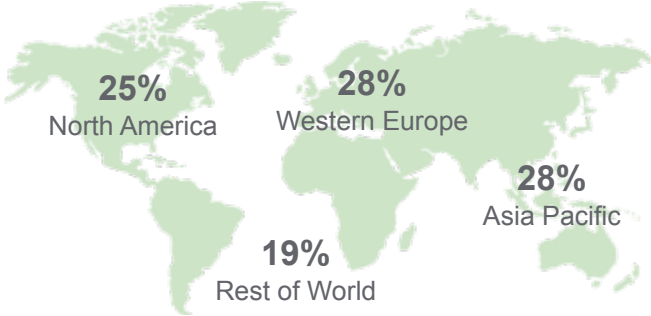
**~5%**  
of revenues devoted to R&D

**~170,000**  
people in 100+ countries

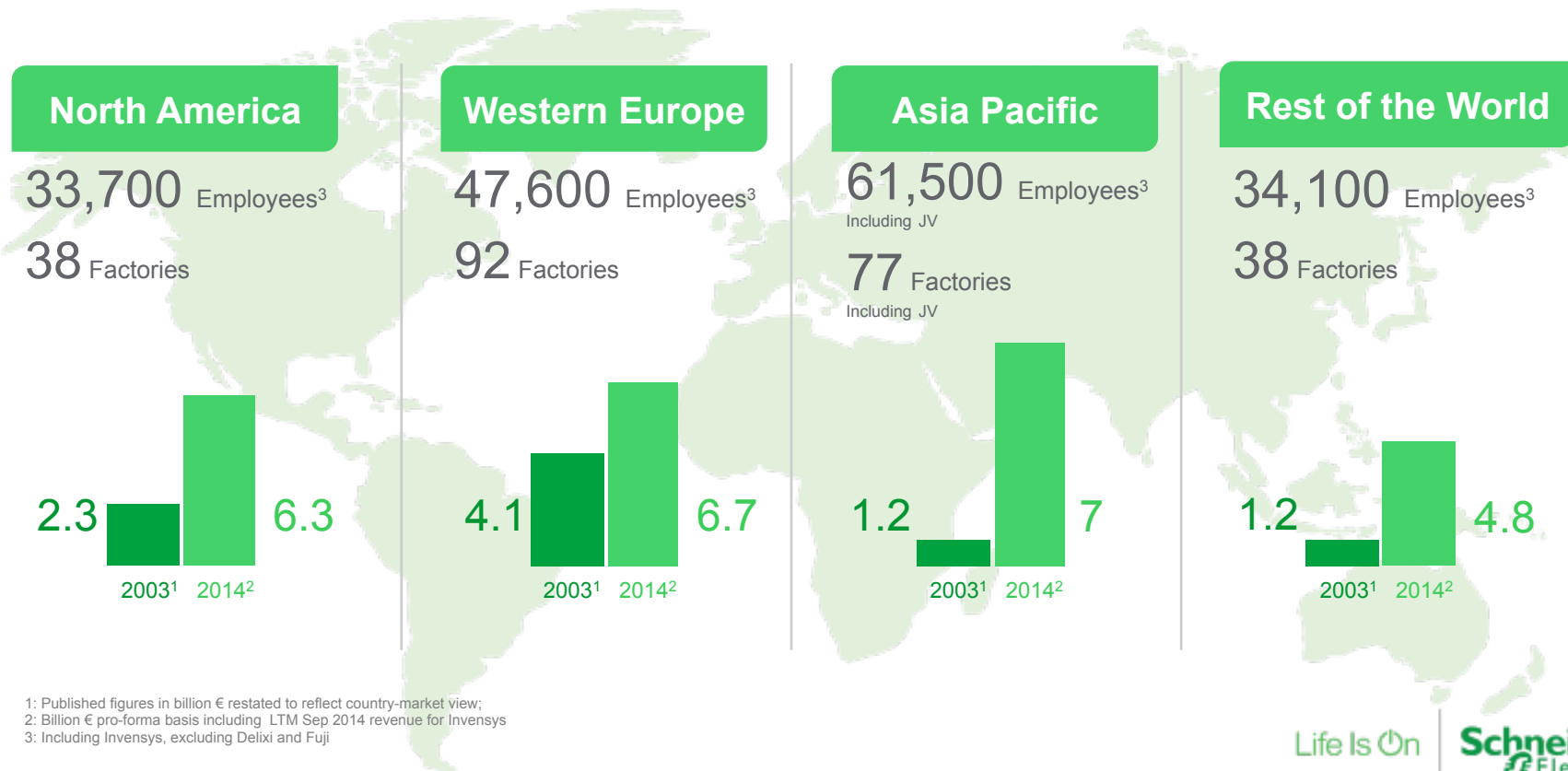
### Diversified end markets – FY 2014 revenues<sup>1</sup>



### Balanced geographies – FY 2014 revenues<sup>1</sup>



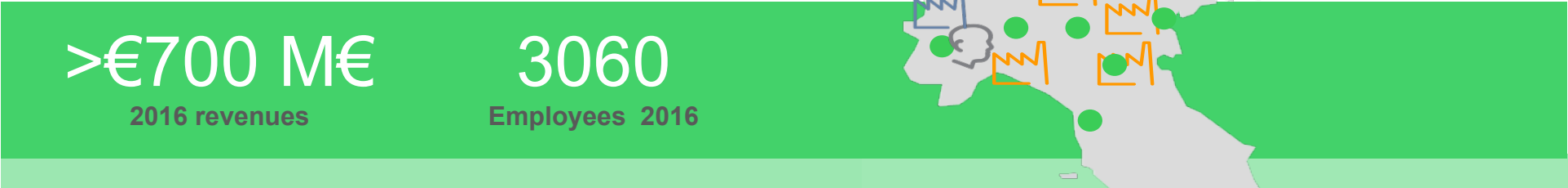
# Schneider Electric Global Business In over 100 Countries



1: Published figures in billion € restated to reflect country-market view;  
 2: Billion € pro-forma basis including LTM Sep 2014 revenue for Invensys  
 3: Including Invensys, excluding Delixi and Fuji



# Schneider Electric in Italy: Since 1902 with Magrini Galileo; an important historical presence



1 customer care center for all administrative and technical requirements Level 1 system and 2



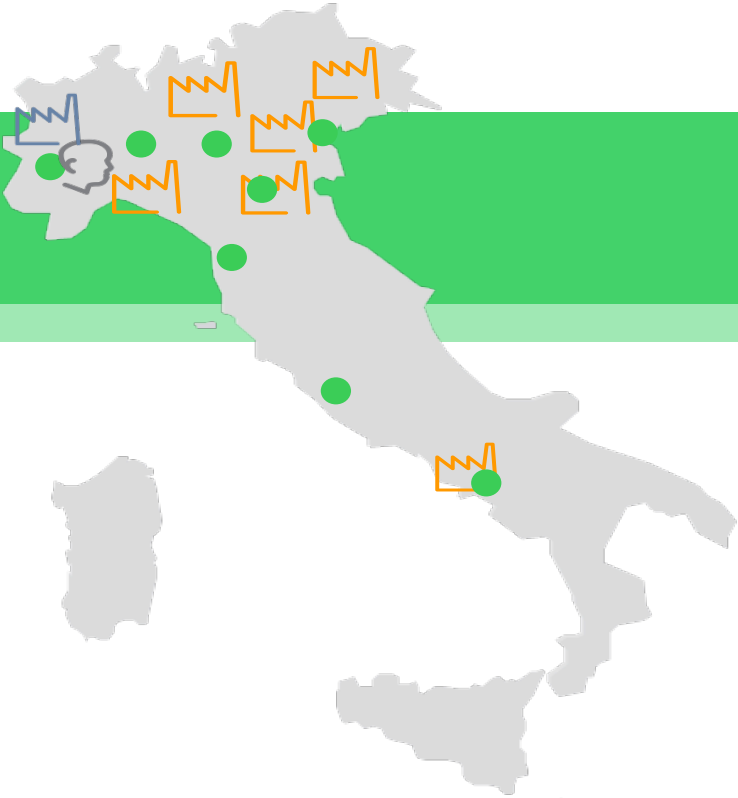
1 integrated logistics center



8 commercial areas: widespread presence throughout Italy



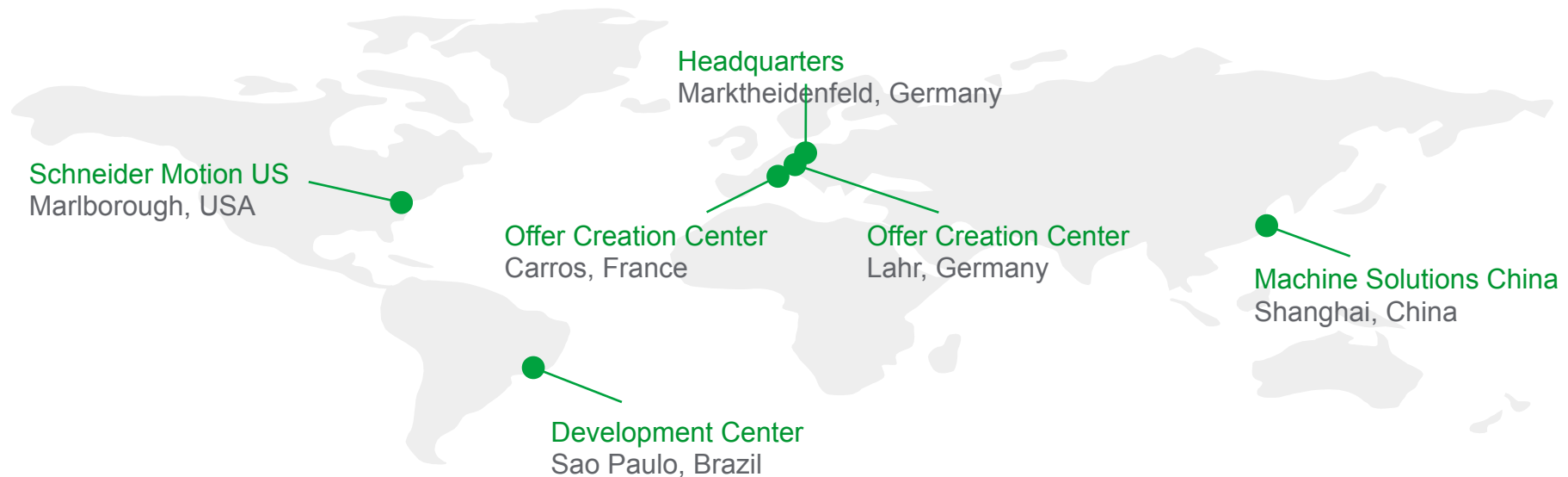
6 industrial sites including 5 competence centers



# Machine Solutions People



- A highly motivated team of **500 employees** for machine automation, located in



> 400 Machine Automation Experts directly in the countries to support the machine builders



# High Performance Philosophy



Press release

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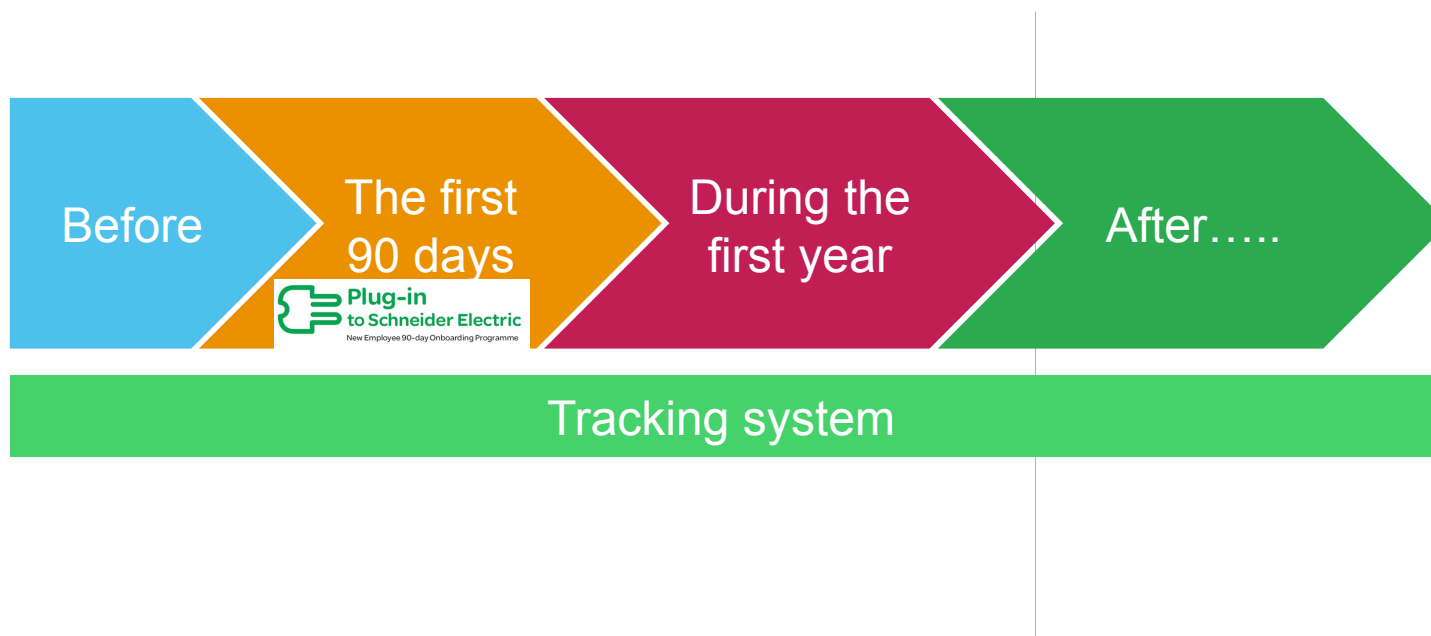
## Schneider Electric named among the World's Most Ethical Companies® by the Ethisphere® Institute for the seventh consecutive year

- One of the two companies honoured in the “Diversified machinery” category
- A strong recognition of Schneider Electric’s commitment to ethics & responsibility

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# Our “ACADEMY” On-Boarding program



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## 2016 and 2017 figures.....

- We hired **60** young engineers in the last 2 years, of which **22** female

- **Electromechanical 70% , Automation 20%, Energy 10%**

## How we attract the best candidates

Before

We organize **“in-house”** dedicated career days to present our Company and our Business

### The structure

- Business Leader Presentations
- Visit the factory and the Show room
- **Peer Exchange**



# A full 3E Approach



## Business

- Go to Market Strategies
- Opportunity management

## Technical training

- Schneider Electric Products & Solutions

## Personal Development

- Emotional Intelligence
- Working in a matrix
- Collaboration & Team Work



## Education....

### Exposure

- Meeting with Country President
- Meeting with Business Leaders
- Local Buddy

### Experience

- Presentation to Business Leaders
- Role plays
- Participation to customer events

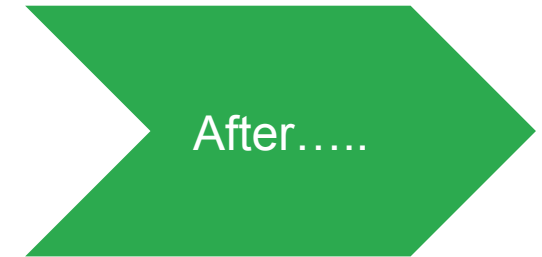


## First year: the development journey continues

During the  
first year

- We extend the **Buddy** relationship
- **Mentoring** with Senior Business Leaders
- In class **training follow up** (Tech training, presentation etc.)
- Individual development plan based on **3E**

## The first step of the development journey



Other important initiatives for Early Career in the Country:

- **Mentoring** with Senior Business Leaders
- Participation to Schneider Is On **company program projects**
- **Step up your Talent**

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