As the global specialist in energy management and automation, we create connected technologies that ......
….ensuring that everywhere, for everyone and at every moment.
Schneider Combines Energy, Automation, and Software In One Architecture, Powered by One Software

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 Solutions
- 8 of 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
Solutions for Machine Automation and Food&Beverage Segment.

Driving sustainability, efficiency and traceability of your operations
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
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 revenues¹

<table>
<thead>
<tr>
<th>Market</th>
<th>Revenue Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-residential &amp; Residential</td>
<td>33%</td>
</tr>
<tr>
<td>Data Centers &amp; Networks</td>
<td>14%</td>
</tr>
<tr>
<td>Industrial &amp; Machines</td>
<td>27%</td>
</tr>
<tr>
<td>Utilities &amp; Infrastructure</td>
<td>26%</td>
</tr>
</tbody>
</table>

Balanced geographies – FY 2014 revenues¹

- 25% North America
- 28% Western Europe
- 28% Asia Pacific
- 19% Rest of World
Schneider Electric Global Business In over 100 Countries

North America
- Employees: 33,700
- Factories: 38
- 2003: 2.3
- 2014: 6.3

Western Europe
- Employees: 47,600
- Factories: 92
- 2003: 4.1
- 2014: 6.7

Asia Pacific
- Employees: 61,500 (Including JV)
- Factories: 77 (Including JV)
- 2003: 1.2
- 2014: 7

Rest of the World
- Employees: 34,100
- Factories: 38
- 2003: 1.2
- 2014: 4.8

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

>€700 M€  3060
2016 revenues  Employees 2016

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

- **Schneider Motion US**
  - Marlborough, USA
- **Development Center**
  - Sao Paulo, Brazil
- **Headquarters**
  - Marktheidenfeld, Germany
- **Offer Creation Center**
  - Carros, France
- **Offer Creation Center**
  - Lahr, Germany
- **Machine Solutions China**
  - Shanghai, China

> 400 Machine Automation Experts directly in the countries to support the machine builders
High Performance Philosophy
Press release

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
Our “ACADEMY” On-Boarding program

Before

The first 90 days

During the first year

After…..

Tracking system
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

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

- 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**