Powering and Digitizing the economy

Sandra Kivilomp
At Schneider Electric we are

Technology Innovator  Multi-local  Sustainable  Open  People Led
A global organization with an **Innovation Obsession**

**Key figures for 2018**

- **137,000+** employees in 100+ countries
- **€26 bn** 2018 revenues
- **R&D c.5%** of revenues

**A global presence**

2018 revenues breakdown

- **27%** Western Europe
- **28%** North America
- **29%** Asia Pacific
- **16%** Rest of the world

*Based on non-GAAP FY 2017 orders

**Two synergetic businesses:**

<table>
<thead>
<tr>
<th>Energy Management</th>
<th>Industry Automation</th>
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<tbody>
<tr>
<td>BUILDINGS</td>
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<tr>
<td>Energy Management</td>
<td>Industry Automation</td>
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<tr>
<td>35%</td>
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<td>DATA CENTERS</td>
<td>INFRASTRUCTURE</td>
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</tbody>
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OUR MISSION

We provide energy and automation digital solutions for efficiency and sustainability.
Leadership with Deep Domain Expertise

20 of the largest Oil and Gas companies
9 of the 10 largest Mining, Metals and Minerals
11 of the top brands within Food & Beverage
40k Water & Wastewater installations in 120 countries
1 Mil+ million+ buildings including 3 of top 5 hotel chains and approx. 40% of the world's hospitals
10 of the world's top electric utilities

4 of the top 4 hyper-scale cloud providers
8 of the top 10 packaging machine builders
10 of the biggest Automotive Companies globally
1 of the top 4 semiconductor manufacturers recognized us as 2018 Preferred Quality Supplier
10 of the world's largest Airports
OUR PURPOSE

We empower all to make the most of their energy and resources ensuring Life Is On everywhere, for everyone, at every moment.
A Sense Of Emergency

Sources: IEA, Schneider Electric

Energy Issue
Total CO₂ emissions

Unbearable Trend
More energy consumed by 2100 vs 1900, if nothing is done

The Challenge
End to End Current fossil-based energy system losses

>80%
>80% of energy consumed needs to be decarbonized

40x
40x more energy consumed by 2100 vs 1900, if nothing is done

60%
60% reduction in end-to-end energy system losses
Make It Possible: -50% CO₂ by 2040

**Save**

30% - 50%

- Efficiency in buildings vs historical stock

50%

- Of the stock

**Electrify**

2x

- Efficiency vs other sources (building heat, road transport)

**Decarbonize**

6% → 40%

- Electricity from Wind / Solar by 2040
Digital innovation is thriving at breakneck speed.

IoT
35%

of 5G apps in the manufacturing and utilities sectors

Big Data

>5x

generated data from 33 ZBs today to 175 ZBs by 2025

AI

6x

worldwide spending on cognitive and AI systems btw 2017 & 2022

*GSMA 2019

*IDC, 2018

* International data corporation
Energy Efficiency
Savings
Electrification
Decarbonization

Efficiency for a Sustainable Future

Process Efficiency
Sustainability
Asset Performance
Productivity
Efficiency
UNITED NATIONS 1.5°C coalition
Great people make a great company
We empower with Multi-hub Model giving everyone everywhere the same chance of success
(Boston, Paris, Hong Kong)

*NLocal electrical standards*
We empower People through our innovation

Augment
- Augmented Reality
- Artificial Intelligence
- Safety & Anticipation
- Support Decision Making

Support
- Simulations
- Upskilling & Training
- New Capabilities

Collaborate
- Speed & Real-time
- Flat Organization
- New Models
OUR CORE VALUES

CUSTOMER FIRST
Above and Beyond for Our Customers

DARE TO DISRUPT
Constantly in Beta

EMBRACE DIFFERENT
Different is Beautiful

LEARN EVERY DAY
#WhatDidYouLearn Today

ACT LIKE OWNERS
All in. Together.
Our Diversity and Inclusion Ambition is to

“provide equal opportunities to everyone everywhere and to ensure all employees feel uniquely valued and safe to contribute their best”
Pay Equity
Equal pay for equal work

Fair and equitable in Rewards practices for all employees everywhere

Process to analyze, address, and close pay gaps across genders

Pay Equity Framework implemented in all countries, covering 92% of our workforce
Flexibility at Work
Fostering well-being & inclusion through a smart working culture

Health & Wellness
Healthy behaviors, healthy lifestyles, and general well-being

Flexibility@Work
Working in flexible ways for a better work-life integration

Workplace of the Future
Smart, attractive, and energizing workplaces

Top 33 countries (89% of our workforce)
100% have deployed telecommuting and flexible hours,
91% flexible holidays,
86% volunteering and
77% part-time working as of end 2018
OUR WAY

We are committed to unleash the infinite possibilities of an open, global, innovative community that is passionate with our Meaningful Purpose, Inclusive and Empowered values.
Open - Welcome to Schneider Electric Exchange

Network of Partners

- 480,000 sites deployed
- Over 20,000 system developers and integrators
- 3,000 Electricity companies
- Over 650,000 service providers and partners

Schneider Electric Exchange & Ventures

Strategic Technology Partners

- Microsoft
- Accenture
- Wind River
- Intel
- Cisco
- IBM
- Amazon Web Services
- Capgemini
- SAP
A global student competition to learn from and network with experts for the last 10 years

- Schneider Electric’s global competition for university students
- The competition aims to discover bold, smart and sustainable ideas for the cities of the future

Schneider GO GREEN
A Global Student Competition

At least one woman in a team of two people
Schneider Electric in Italy

~ 3000 Employees

1 center for customer support

1 logistic center

8 sales area

6 industrial plants, 5 of them globally active
Schneider Electric in Italy: Collaborations
Accademie: un anno di crescita e qualità!

2018
36 Accademie
1.400 studenti/docenti
11 Accademie Efficienza Energetica
22 Accademie iQuadro
3 Accademie Industria 4.0
60 colleghi coinvolti
Target: 90% studenti ITIS, 10% studenti ITS

2019
32 Sessioni Formative
1.600 studenti/docenti (*)
11 Accademie Efficienza Energetica
3 Accademie Industria 4.0
18 Accademie Progettazione Elettrica
60 colleghi coinvolti
Target: 70% studenti ITIS, 30% studenti ITS

(*) oltre 2.500 con il partner Mondo Scuola Lavoro
Partner & People

We are a people company. We privilege partners and partnership in everything we do. We are the most local of global companies.

Sustainable & Efficient

We lead in delivering sustainability and efficiency to our customers and ecosystem.

Open

We champion open, interoperable, and agnostic solutions.

Connected

We provide end-to-end connected solutions.

Safe, Reliable & Cybersecure

We are obsessed with safety, the legendary reliability and cybersecurity of our solutions.

OUR PROMISE
We empower all to make the most of their **energy and resources** ensuring **Life Is On** everywhere, for everyone, at every moment.
Life Is On | Schneider Electric

IN ASSOCIATION WITH

STUDIO SANTI
Solutions in Energy

EcoXpert Schneider Electric

3epc energy efficiency epc

PRESENT