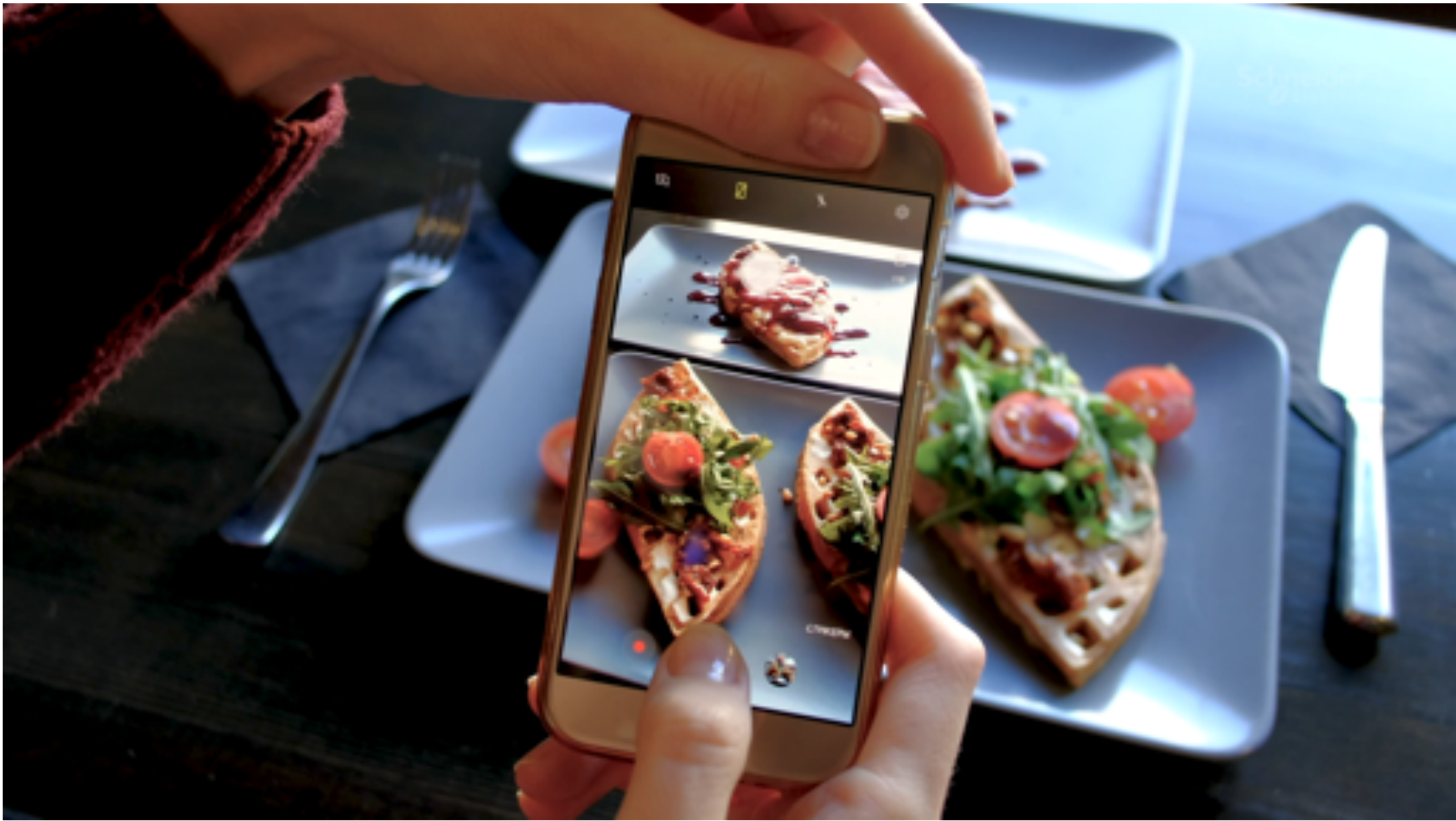




# Powering and Digitizing the economy

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**

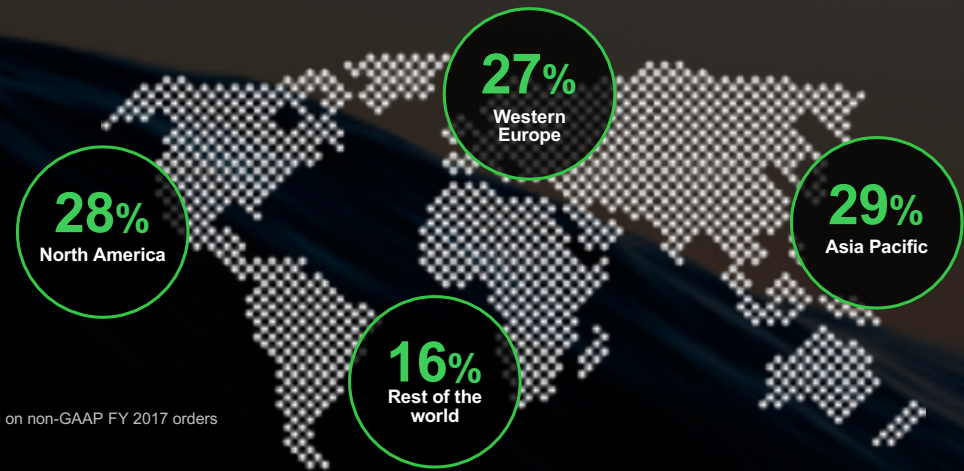
2018 revenues

**R&D c.5%**

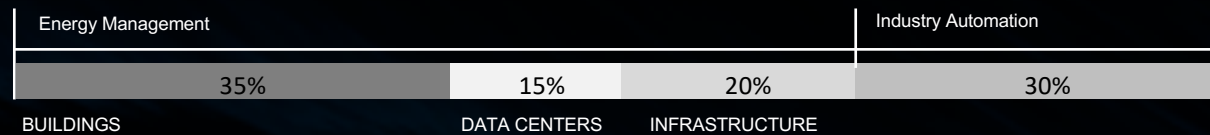
of revenues

## A global presence

2018 revenues breakdown



## Two synergetic businesses:



# 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**

EcoStruxure™  
Innovation At Every Level

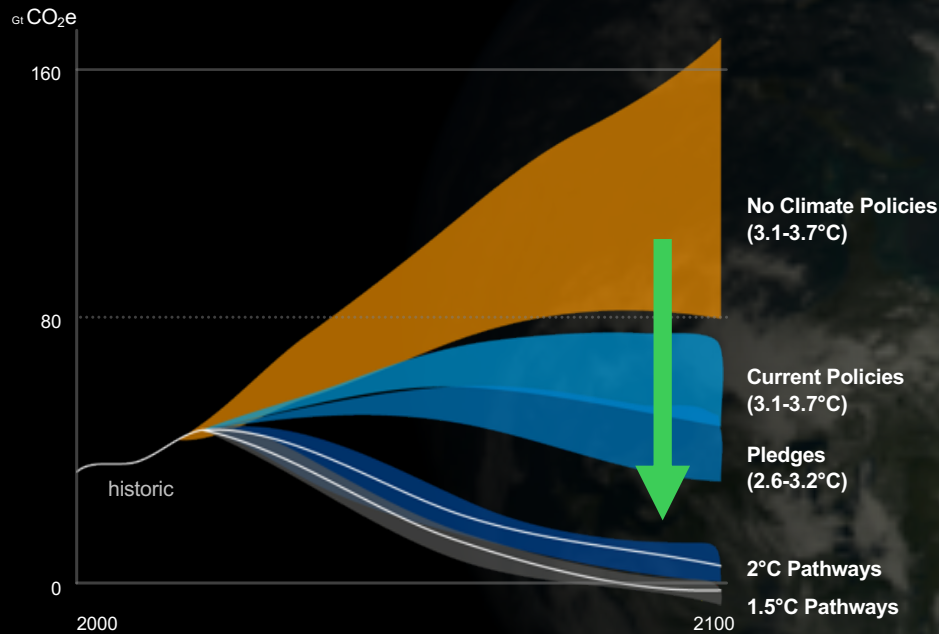


# OUR PURPOSE

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

>80%

**Energy Issue**

Total CO<sub>2</sub> emissions

40x

**Unbearable Trend**

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

60%

**The Challenge**

End to End Current fossil-based energy system losses

# Make It Possible: -50% CO<sub>2</sub> 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

*\*GSMA 2019*

## Big Data

>5x

generated data from 33 ZBs today to 175 ZBs by 2025

*\*IDC, 2018*

## AI

6x

worldwide spending on cognitive and AI systems btw 2017 & 2022

*\* International data corporation*

**Energy  
Transition**

**disruptions**

**Digital**

## Energy Efficiency

Savings

Electrification

Decarbonization

# Efficiency

## for a Sustainable Future

## Process Efficiency

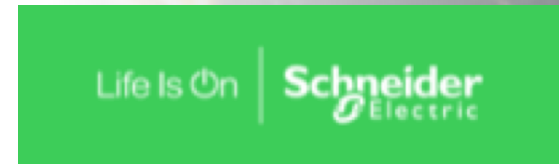
Sustainability

Asset Performance

Productivity

Efficiency

# UNITED NATIONS 1.5°C coalition



Great people make a great company

MEANINGFUL

INCLUSIVE

EMPOWERED



# We empower with Multi-hub Model giving everyone everywhere the same chance of success

(Boston, Paris, Hong Kong)



\*Local electrical standards



# We empower People through our innovation

## Augment

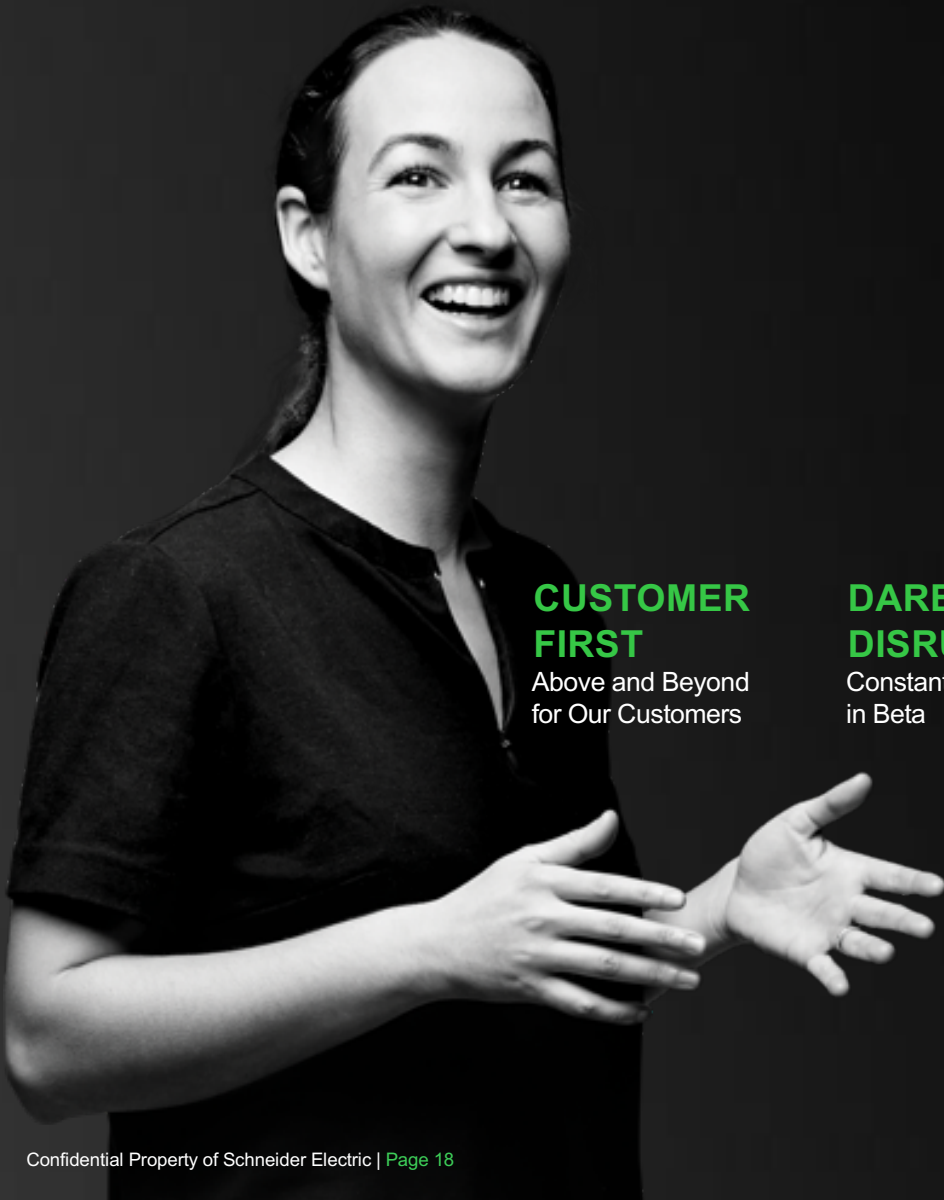
- Augmented Reality
- Artificial Intelligence
- Safety & Anticipation
- Support Decision Making

## 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



Life Is On | Schneider  
Electric

# 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

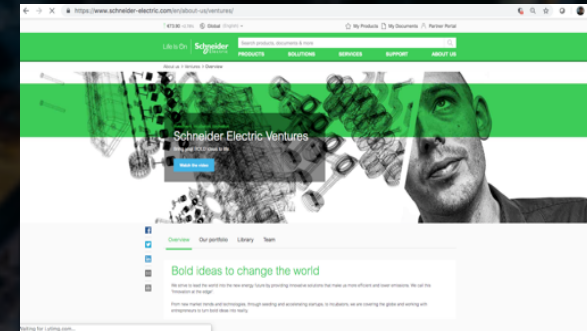
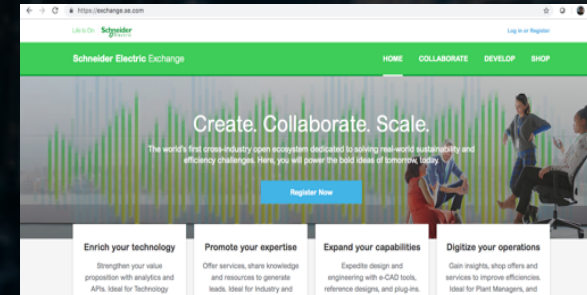
480,000  
sites  
deployed

Over 20,000 system  
developers and  
integrators

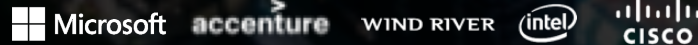
3,000  
Electricity  
companies

Over 650,000  
service providers  
and partners

## Schneider Electric Exchange & Ventures



## Strategic Technology Partners





# Schneider GO GREEN

A Global Student Competition





# 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

**Governative**

**Associazioni**

**Università e formazione**



# 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

Life Is On

**Schneider**  
Electric

# OUR PROMISE

## 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.

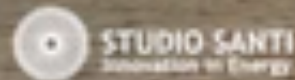
## Safe, Reliable & Cybersecure

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

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



PRESENT

Life Is On

**Schneider**  
Electric