

Schneider Electric

EcoStruxure™

Innovation At Every Level

Presented by: Dumitru Vaida



Our technologies ensure that Life Is On
everywhere, for everyone and at every moment.

Life Is On when life is...

ENERGIZED

- **+50%** energy consumption by 2050 due to urbanization, Industrialization, digitization.
- **Electricity** to grow twice faster than energy consumption
- **2.3 bn** people do not have either access or reliable access to electricity

EFFICIENT

- **3X** efficiency needed to solve climate change
- **82%** of untapped energy efficiency in buildings
- **>50%** of untapped energy efficiency in industry

CONNECTED

- **10X** more incremental connected devices than incremental connected people by 2020
- **30bn** connected things by 2020
- **Software** runs everything

Schneider makes life Safe, Reliable, Efficient, Sustainable and Connected

We believe access to energy is a
BASIC HUMAN RIGHT

...and the present way of managing energy is
UNSUSTAINABLE



Life is On

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Our Challenge in the next 40 years

x1.5

ENERGY
CONSUMPTION

÷2

CO₂ EMISSIONS
NEED TO
BE HALVED

3x

WE HAVE TO
BECOME 3 TIMES
MORE EFFICIENT

Note: Forecast for 2015 compared to 2009 levels

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We have an opportunity to co-create the future

More ELECTRIC

2X faster growth of electricity demand compared to energy demand by 2040

Source : IEA WEO 2014

More DIGITIZED

10X more incremental connected devices than connected people by 2020

Source : Cisco, Internet World Statistics

More DECARBONIZED

82% of the economic potential of energy efficiency in buildings and more than half in industry, remains untapped

Source : World Energy Outlook 2012,
Internal Analysis

More DECENTRALIZED

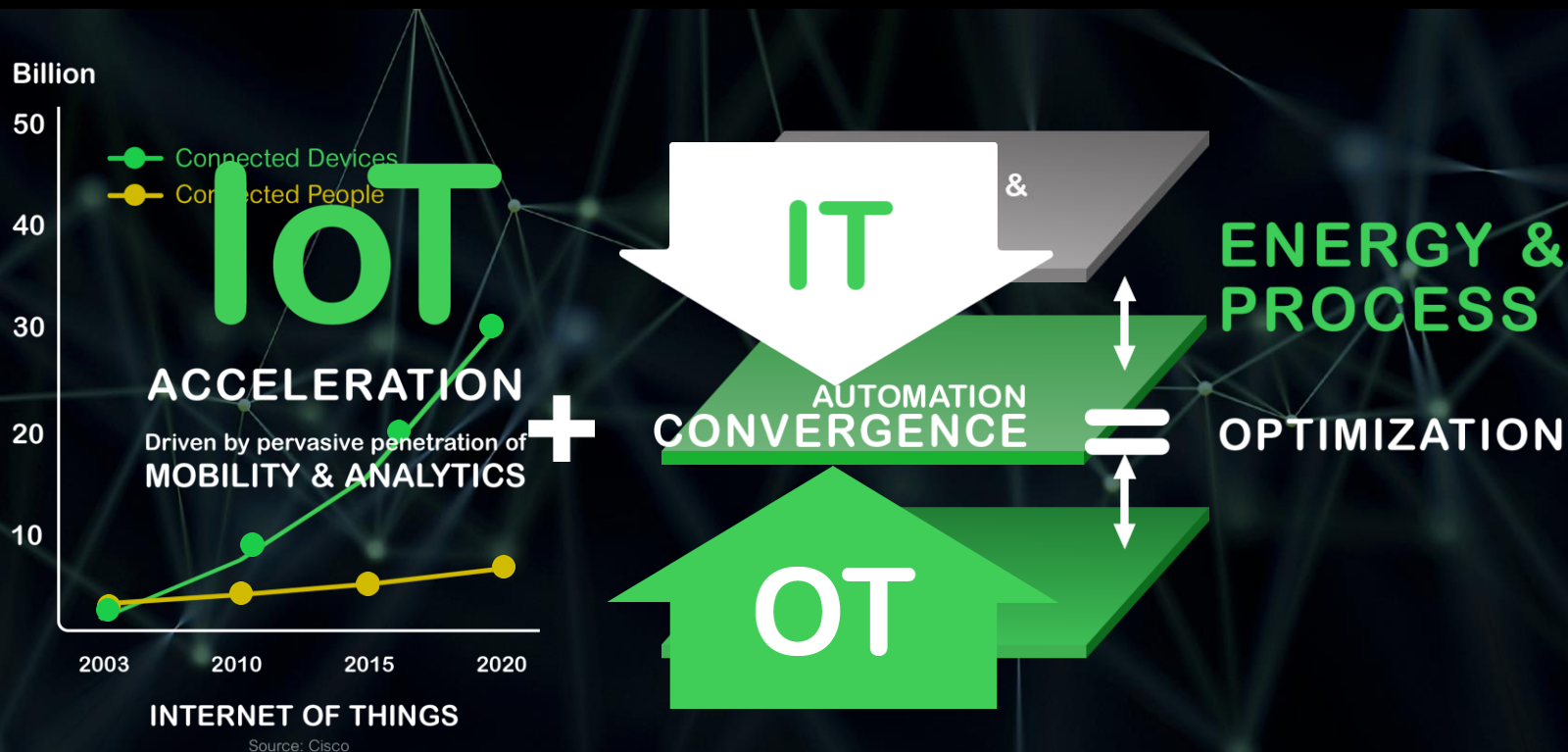
70% of new capacity additions will be in Renewables by 2040

Source : BNEF

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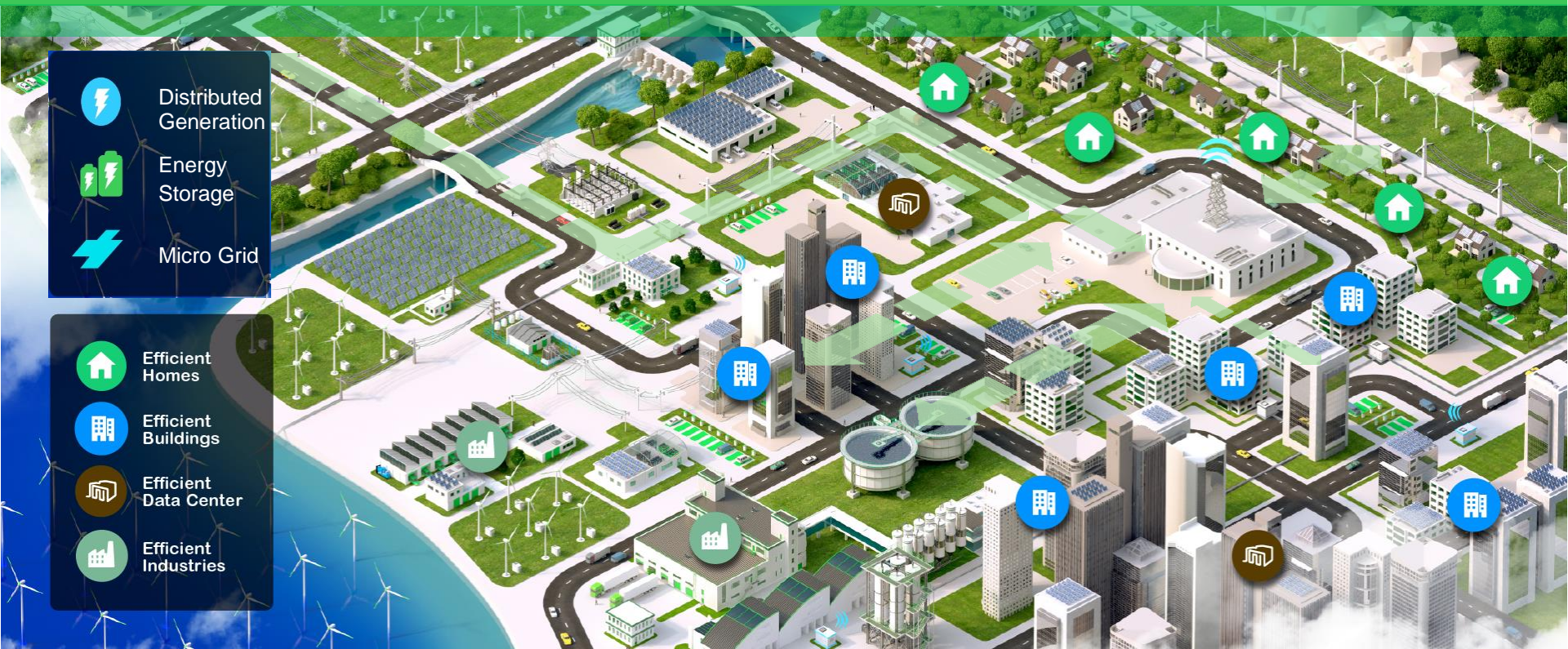
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Efficiency gains will come from IT/OT convergence



MORE ELECTRIC, MORE DIGITIZED , MORE DECARBONIZED, MORE DECENTRALISED

Schneider Connects from Plant to Plug with demand side active energy and grid efficiency



Schneider Electric, the Global Specialist in Energy Management and Automation

€24.7Bn

FY 2016 revenues

~ 5%

of revenues devoted to R&D

~144K+

people in 100+ countries

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Leading Internet of Things with

EcoStruxure™
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We started EcoStruxure in 2007,
and have stayed ahead of the IoT space evolutions



MOBILITY



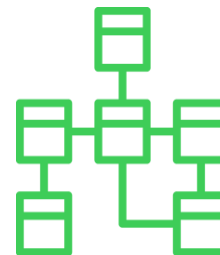
CLOUD



SENSING



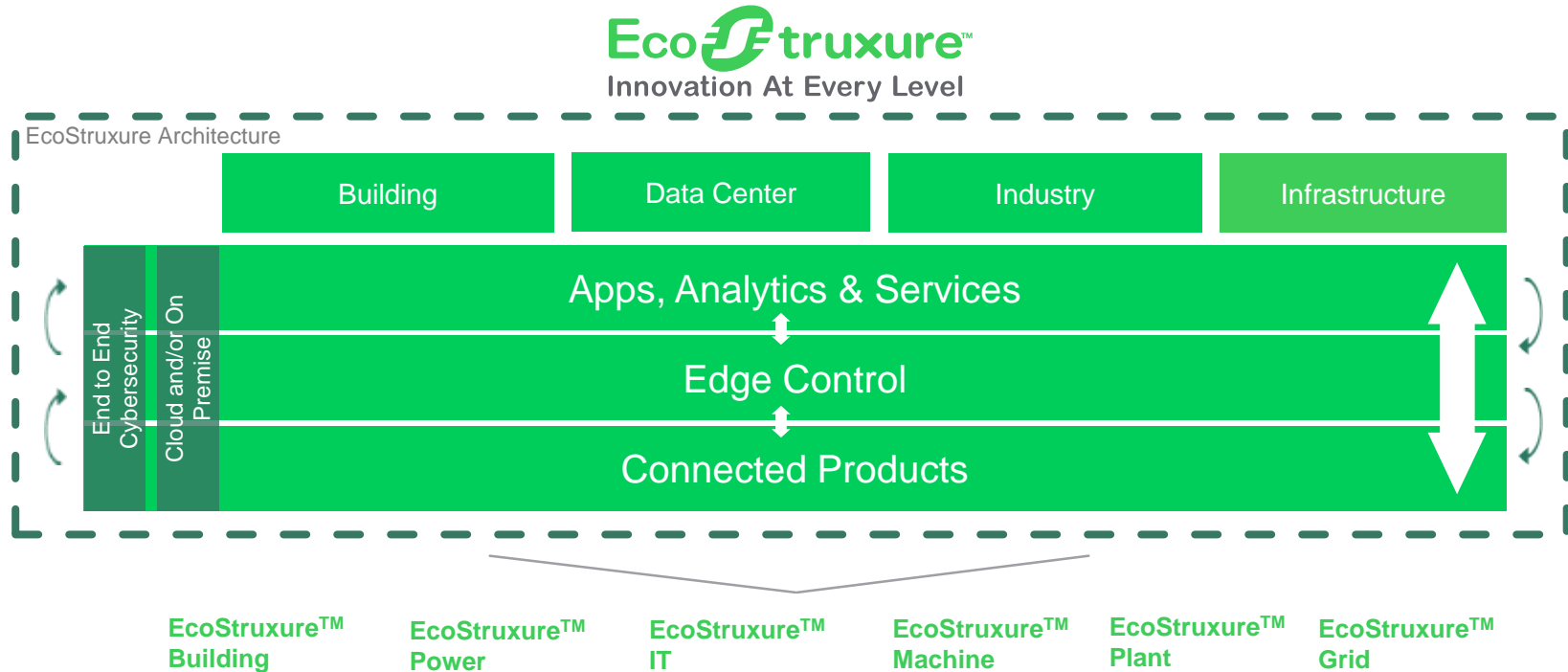
ANALYTICS



CYBER SECURITY

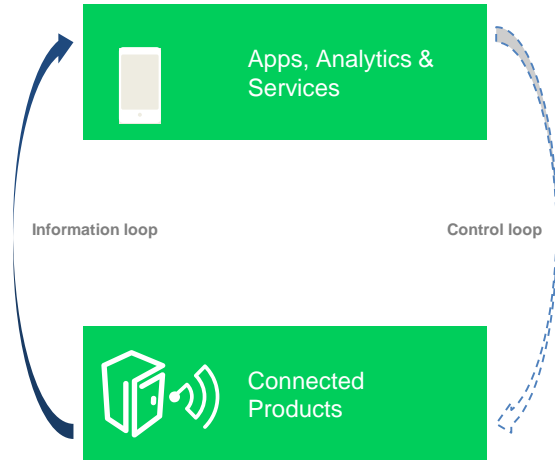
450,000 EcoStruxure systems have been deployed with
the support of our 9,000 system integrators

One EcoStruxure architecture, serving 4 End Markets with 6 Domains of Expertise

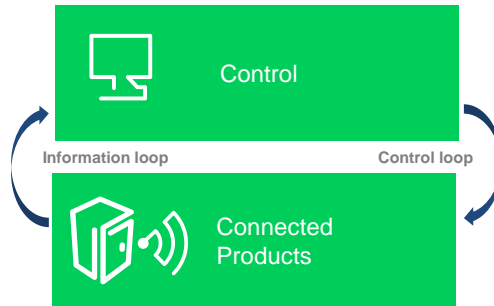


EcoStruxure is delivering *today* an IoT end-to-end vision that transforms insights into business value for our customers

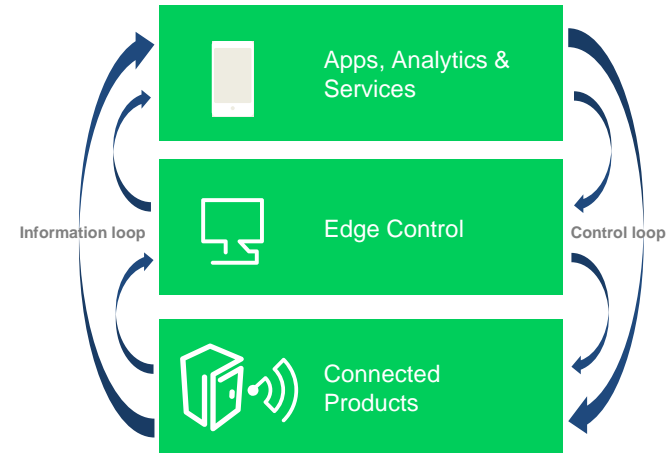
Not an IT approach....



And not just an OT approach



But a real IoT vision delivering business value *today*

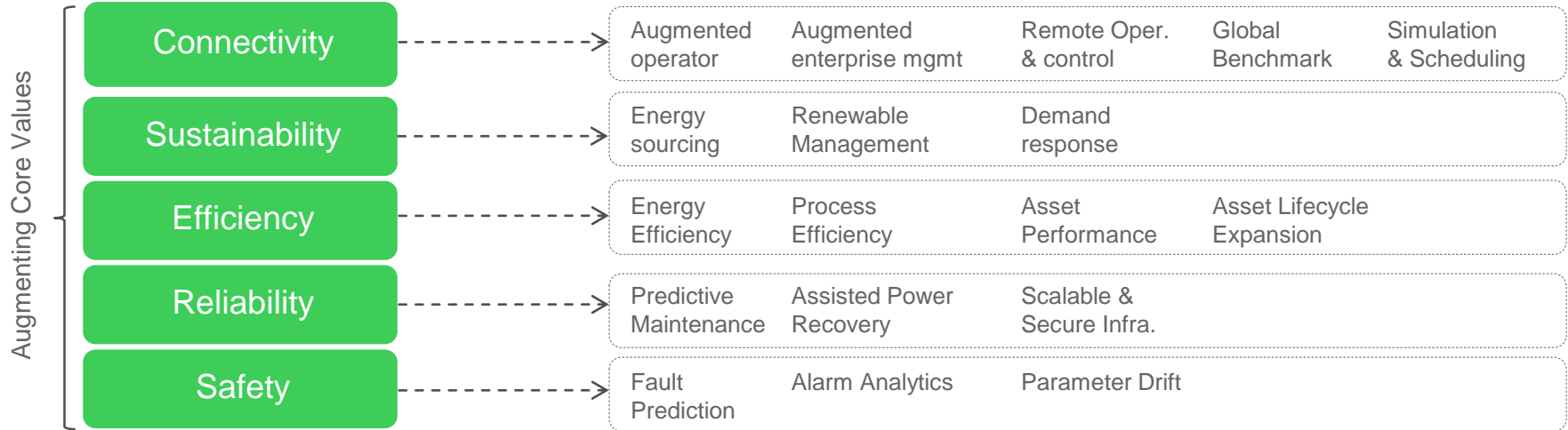


Cloud and/or On Premise

EcoStruxure augments the values we deliver to customers

CONNECTIVITY, TRANSPARENCY, CLOSED LOOP

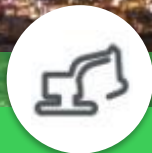
REDEFINING THE FULL VALUE ADDED FOR CUSTOMERS



Schneider Electric Innovation Impacts...



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



100+
water and
wastewater
plants



1 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



3 of the
top 4
biggest
hyper scale
cloud
providers



8 the top 10
packaging
machine
builders

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