Delivering value fueled by the Internet of Things
Energy is the base of life.

Life Is On

when energy is on. everywhere, for everyone and at every moment.

• Safe
• Reliable
• Efficient

• Connected
• Sustainable
Schneider Electric, the global specialist in energy management and automation

€25 billion
FY 2014 revenues

~5%
of revenues devoted to R&D

~170,000
people in 100+ countries

Diversified end markets – FY 2014 revenues\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>Non-residential &amp; Residential Buildings</th>
<th>Data Centers &amp; Networks</th>
<th>Industrial &amp; Machines</th>
<th>Utilities &amp; Infrastructure</th>
</tr>
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<tbody>
<tr>
<td>%</td>
<td>33%</td>
<td>14%</td>
<td>27%</td>
<td>26%</td>
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Balanced geographies – FY 2014 revenues\(^1\)

- 25% North America
- 28% Western Europe
- 28% Asia Pacific
- 19% Rest of World
Megatrends are provoking a rise in Energy Demand

**URBANIZATION**
+2.5B people in cities by 2050
*Source: United Nations, DESA*

**IoT & DIGITIZATION**
50B connected things by 2020
*Source: Cisco*

**INDUSTRIALIZATION**
+50% Energy consumption by 2050
*Source: IEA*
Best kept secret driving an evolutionary revolution

1. INNOVATION

   1979
   1st protocol to connect devices and systems with Ethernet TCP/IP

   1987
   1st industrial Human Machine Interface

2. LEADERSHIP

   #1
   - Medium Voltage
   - Smart Grid
   - Distributed Generation
   - Power Systems
   - Home/Building Low Voltage
   - Software and Services
   - Power Protection
   - Data Center
   - Critical Cooling
   - Secure Power
   - Energy Storage
   - Automation & Control
   - #2 Discrete Manufacturing
   - #4 Process Manufacturing

3. OT / IT PORTFOLIO

   - Energy
   - Automation
   - Software and Analytics
   - Convergence

2013
1st ePAC
With Ethernet built-in at core
The network of things that are more sensor-enabled, connected, and able to share information about their current state and external environment.

50 Billion Devices

10x Volume Of data by 2020

More Value
Harnessing the power of IoT to fuel VALUE INNOVATION PARTNERSHIP
We see value of IoT in four key areas

- **Maximum Energy Efficiency & Sustainability**
  Through smarter systems and real-time data-drive decisions

- **Optimized asset availability & performance**
  through predictive analytics, and proactive maintenance

- **Smart, Productive, Profitable Operations**
  through reduction of waste and downtime

- **Mobile Insight and Proactive Risk Mitigation**
  through simulation, situational awareness, and digitization
Value is maximized through connectivity and context

- Maximum Energy Efficiency & Sustainability
- Optimized asset availability & performance
- Smart, Productive, Profitable Operations
- Mobile Insight and Proactive Risk Mitigation

Life Is On Schneider Electric
INNOVATION
Schneider Electric applies IoT-fueled innovation across a diverse set of capabilities.

Connected Products

Nearly all our products ship with System-on-Chip technologies, enabling the “things” in the Internet of Things.
EFFICIENCY
& SUSTAINABILITY
We connect energy & automation across the enterprise
With a common architecture and software suite

- Digitally connect citizens
- Improve energy efficiency up to 30%
- Reduce CO2 emissions, water loss, street crime, and traffic
- Enable faster response and better urban services
Energy Efficiency and Sustainability Services delivered in the cloud
ASSET AVAILABILITY & PERFORMANCE
DUKE energy saved big with predictive modeling
SMART, PRODUCTIVE, PROFITABLE OPERATIONS
Advancing Building Control and Automation increases efficiency, comfort, and space management

**Building Management System**


**Workplace Efficiency Services**

Employee badges with RFID sensors transmit people location data to an automation server in the cloud. Visitors and employees can connect to a “service portal” enabling control of lighting, temperature, and blinds.
“Schneider Electric’s solution meets our expectations in a digital way, which is perfectly in line with our vision of the commercial property.”

Bruno Donjon de Saint Martin
Managing Director
Offices France at Unibail-Rodamco
Advancing Smart Grid Control and Automation enables utilities to be more agile, flexible, and efficient.

Smart Meters: Smart meters services that manage rollout, remote meter configuration, reading collection, and system monitoring.

Substation: Premset Smart Grid Switchgear, Easergy T300 Data node, LV monitor module and Zigbee sensor, Minera SGrid Controllable Transformer.

Control Center: Advanced Distribution Management System.
MOBILE INSIGHT & PROACTIVE RISK MITIGATION
Augmented Reality overlays real-time data in industrial applications

**Downtime Prevention**

Avoid costly downtime by looking inside the machine without opening a cabinet door.

**Improved Service Speed and Quality**

Reduce amount of time spent searching by accessing digital specs and user manuals from tablet.

Mobile Operators see critical information triggered by tagged machines and shape recognition.
“The ability for our engineers and operators to use tablets and smart phones for controlling city services has greatly increased situational awareness and allowed us to become more efficient.”

Darren Schulz
Deputy Public Works Director
Carson City, Nevada
We are partnering for success
We partner at every level of the value chain

On platforms... in the Cloud... at the edge... ...and on the ground.
Smart Connected Pipelines ensure safety, security & reliability

Pipeline Automation Architecture

Secure access to the whole network

A safe, secure, and automated network and telecom infrastructure

High availability and secure remote access to pipelines with integration of video in’ SCADA systems
Schneider Electric’s IoT Platform serves as the foundation

- Cyber-secure
- Designed for Mobile
- Designed for Cloud
- Microsoft Azure based
Revolution and Evolution

Opportunity for value

Leadership in IT and OT

Innovation, Value and Partnership

Energy, Operations, Assets, Mobility

Walking the talk