Agenda

- Company global perspective
- SE Strategy
- Impact of OEU on company strategy, roadmap, and offer
- Alignment proof points
Schneider Electric at a glance

19.5
Global sales in 2010 (B€)

100,000+
people in 100+ countries

5%
Sales devoted to R&D

170
Years of history through innovation and leading brands

The global specialist in Energy management

Making energy:
• Safe
• Reliable
• Efficient
• Productive
• Green

Covering 72% World final energy consumption

30% energy saving

A Recognised Sustainable commitment

Schneider Electric - Industry Business – Fred Cohn – 2-Mar-11
Our world is changing right before our eyes

The time to act is now:
- energy audits
- energy efficiency
- enabling products
- energy management solutions

... for residential, commercial and industrial buildings

... for industrial processes

x2
The increase in energy consumption by 2050

÷2
The CO2 emissions reduction to avoid dramatic climate changes by 2050

Schneider Electric - Industry Business – Fred Cohn – 2-Mar-11
Buildings and Industry are the 1st GHG emission contributors...

- ≈ 44% GHG contribution comes from buildings & Industry
  - 3x larger than GHG contribution from transportation

- In industry & buildings:
  - 70% of electricity is generated via coal or hydrocarbons
  - 90% of heat and process activities burn hydrocarbons

Data extracted from WRI: navigating the numbers 2005
...and also the first energy consumers!

- Energy use split

- 31% Industry & Infrastructure
- >2% Data centres & networks
- 18% Buildings
- 21% Residential
- 28% Transportation

Main energy consumption is for heating, cooling, motors, lighting, electronics and appliances

Source:
EERE Building Energy Data book 2006
EERE Manufacturing Systems Footprint,
http://www1.eere.energy.gov/industry/energy_systems/pdfs/mfg_footprint.pdf
Opportunities are everywhere

Supply Side
More Efficient & Cleaner Supply

Clean energy is expensive and takes time to implement

We must develop clean technologies and increase renewable energy supply

Demand Side
Energy Use & Conservation

Current technologies allow us to target 30% savings

We must focus on energy efficiency to solve our energy crisis
Where are the savings?

**Industry & infrastructure**
Average facility can reduce consumption by 10 to 20%

- 25% savings would save 7% of the world’s electricity
- Motors, account for over 60% of electricity usage

**Data centres & networks**
Power & cooling can reduce power consumption by 20 to 30%

- Power & cooling systems is 50% of electricity usage
- Saving energy improves DC infrastructure efficiency

**Buildings**
Renovation can yield up to 30% of energy savings

- Consume 20% of total energy
- 3 key areas: HVAC, lighting & integrated building solutions

**Residential**
EE products may save 10% to 40% in electricity

- 20% to 25% of consumed energy (EU & US)
- Lighting & appliances over 40%
Schneider Electric
The global specialist in Energy Management

Buildings  Power  IT  Industry  Smart Grid

Schneider Electric Energy Solutions
Solutions for industry and infrastructure

- **Enabling products**
  - Variable speed drives for motors
  - PLC for production throughput optimization and machine "mute" mode management
  - Power compensation and filtering products

- **Management systems**
  - Power monitoring and analysis
  - Process supervisory systems

- **Added value services**
  - Site audits
  - Data Collection and Analysis
  - Financial Analysis & ROI Validation,
  - Planning of Improvement plan
  - Remote monitoring and optimization
Schneider Industrial Offer

SOFTWARE
- ION EEM
- Citect SCADA
- Power SCADA
- System Manager

CONTROL
- CM4000T/4250
- EGX-300
- PM8ECC
- EGX-100
- PM8xx
- CM3000
- PM7xx
- ION 7650/7550

COMMUNICATIONS
- ION 8600
- ION 7650/7550
- ION 7650/7550
- CM4000T/4250
- EGX-300
- PM8ECC
- EGX-100
- PM8xx
- CM3000
- PM7xx
- ION 7650/7550
- ION 8600

METERING
- E5600
- PM8xx
- CM3000
- PM7xx
- ION 7650/7550
- ION 8600
Solutions for Energy Integration - Today

- Control Data

- Energy Data

Process SCADA

Power SCADA
Solutions for Energy Integration - Tomorrow

- Control Data
- Energy Data
Schneider Information Roadmap

- Monitor
- Data Acquisition & Alarming
- Analytics
- Map Analytics to Control
- Smart Buildings
Lifecycle solutions for Energy Efficiency

Energy Audit & Measure

Passive Energy Efficiency
- Fix the basics
  - Low consumption devices, insulation material, power factor correction

Active Energy Efficiency
- Optimise through automation & regulation
  - HVAC control, lighting control, variable speed drives...
- Monitor, maintain, improve
  - Meters installation, monitoring services, EE analysis software