



# Schneider Electric

Presented by: Gilles Vermot Desroches



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

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Energy is the base of life.

# Life Is n

when Energy is on.....

We ensure energy is on by making it

- Safe
- Reliable
- Efficient
- Sustainable
- Connected

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# Megatrends are provoking a rise in Energy Demand



**URBANIZATION**  
**+2.5B**

people in cities by 2050

Source: United Nations, DESA



**DIGITIZATION**  
**50B**

connected things by 2020

Source: Cisco



**INDUSTRIALIZATION**  
**+50%**

Energy consumption by 2050

Source: IEA

A group of people, including men and women, are gathered in a dimly lit room, possibly a community center or a small shop. They are all looking intently at a smartphone held by one of the men. The room has a corrugated metal ceiling and a single light bulb hanging from it. The overall atmosphere is one of focused attention and shared interest.

# 1.3

billion people currently do not have access to electricity

Another 

# 1

 billion more have unreliable and intermittent supply of electricity

Source : IEA, Economist

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We believe access to energy is a  
**BASIC HUMAN RIGHT**

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



# Our Challenge in the next 40 years

**x1.5**

**ENERGY  
CONSUMPTION**

**÷2**

**CO<sub>2</sub> EMISSIONS  
NEED TO  
BE HALVED**



**WE HAVE TO  
BECOME 3 TIMES  
MORE EFFICIENT**

Note: Forecast for 2015 compared to 2009 levels



# We have an opportunity to co-create the future

**More  
ELECTRIC**

**More  
DIGITIZED**

**More  
DECARBONIZED**

**More  
DECENTRALIZED**

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# MORE ELECTRIC

Global energy consumption will increase by 40% in the next 25 years





...and electricity consumption will increase by **80%**



Source : IEA, WEO 2014, New Policies Scenario

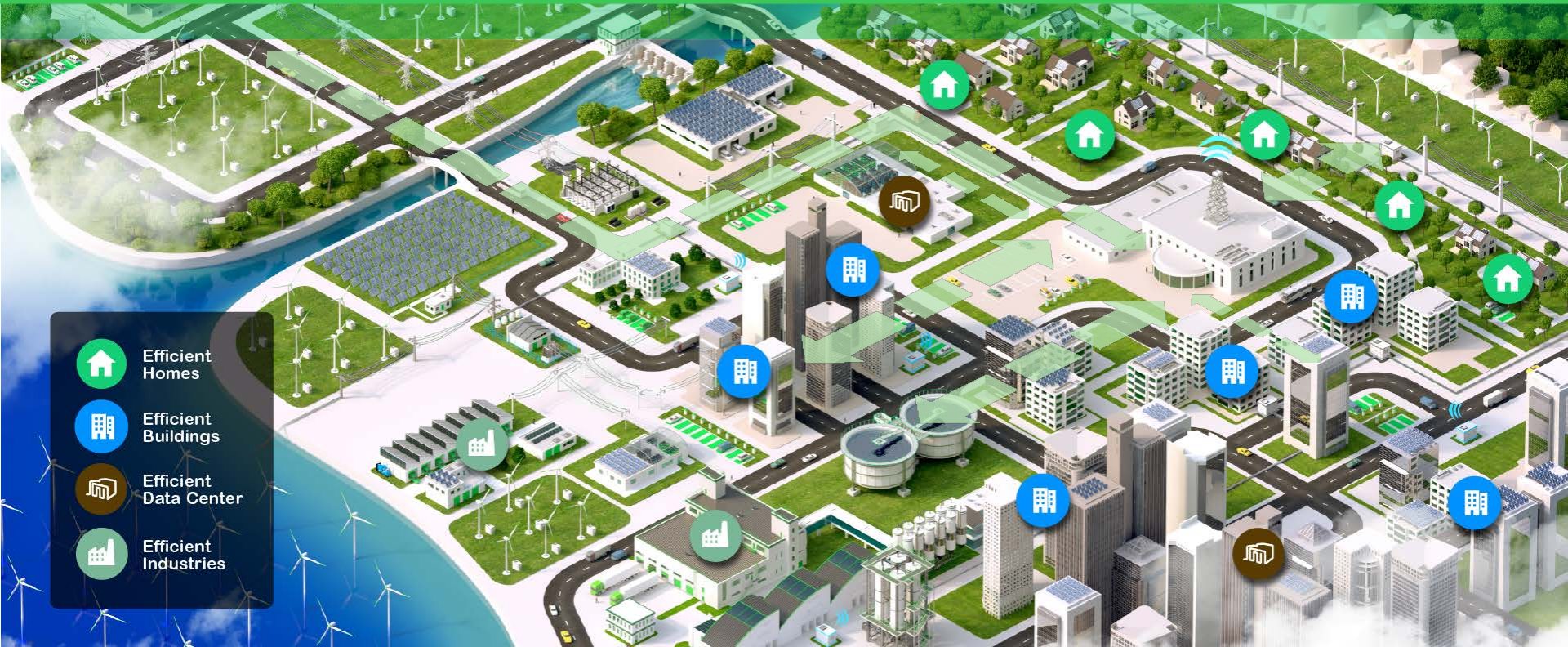
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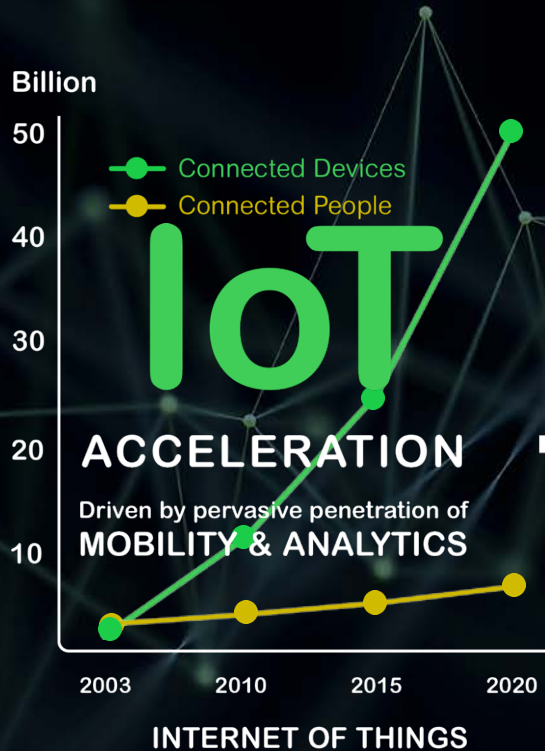
# MORE DIGITIZED and MORE DECARBONIZED

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

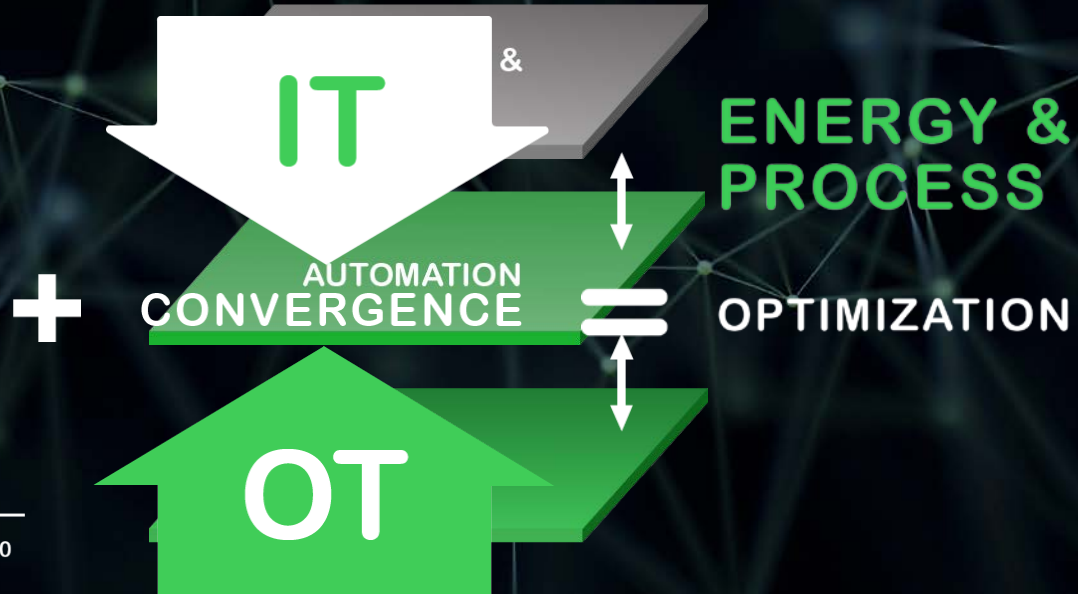




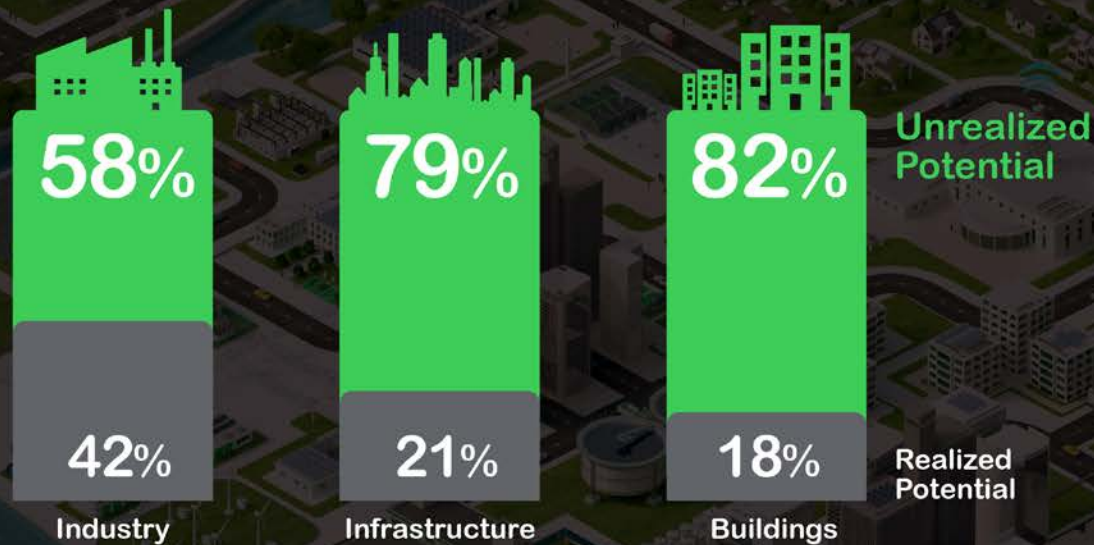
# Making Demand CONNECTED and EFFICIENT



Source: Cisco



# We have massive untapped efficiency potential



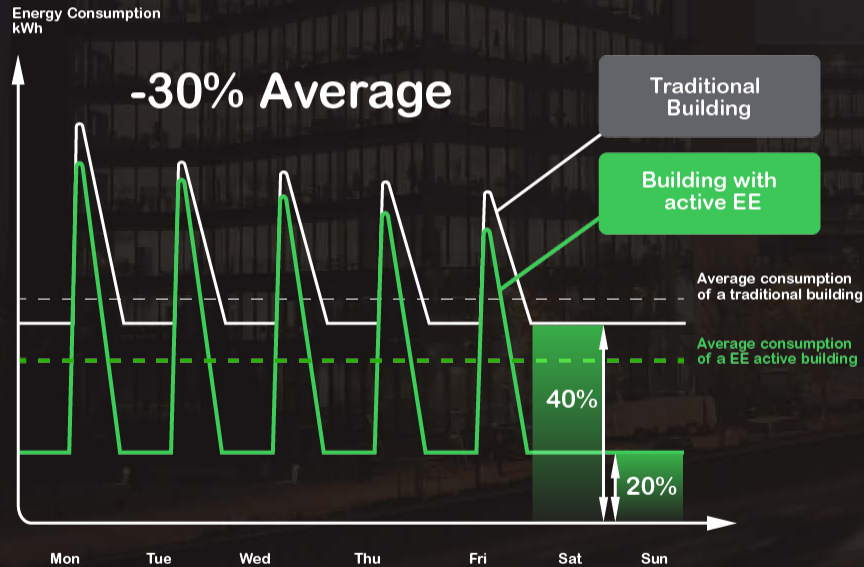
Source : World Energy Outlook 2012, OECD / IEA, Internal analysis

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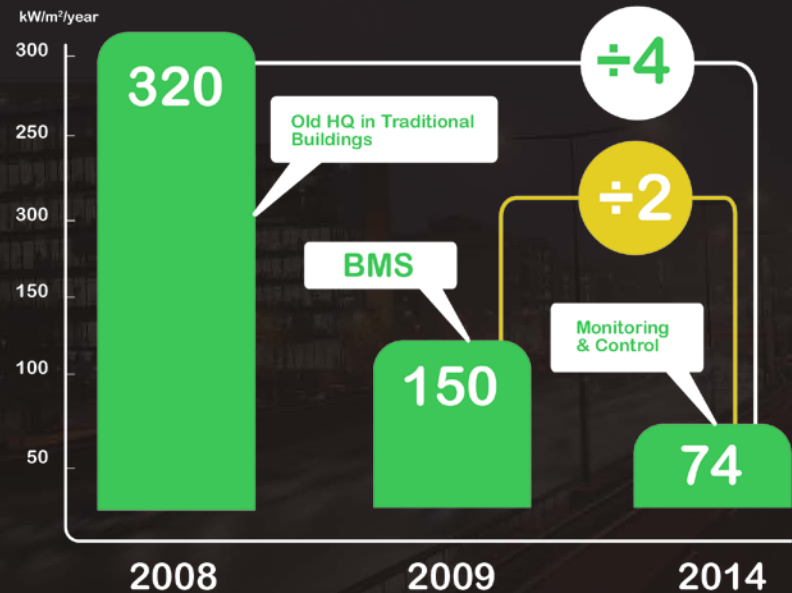
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# Unconnected buildings lead to inefficiency

## Traditional vs Connected Building Energy Profiles



## Improved Energy Performance



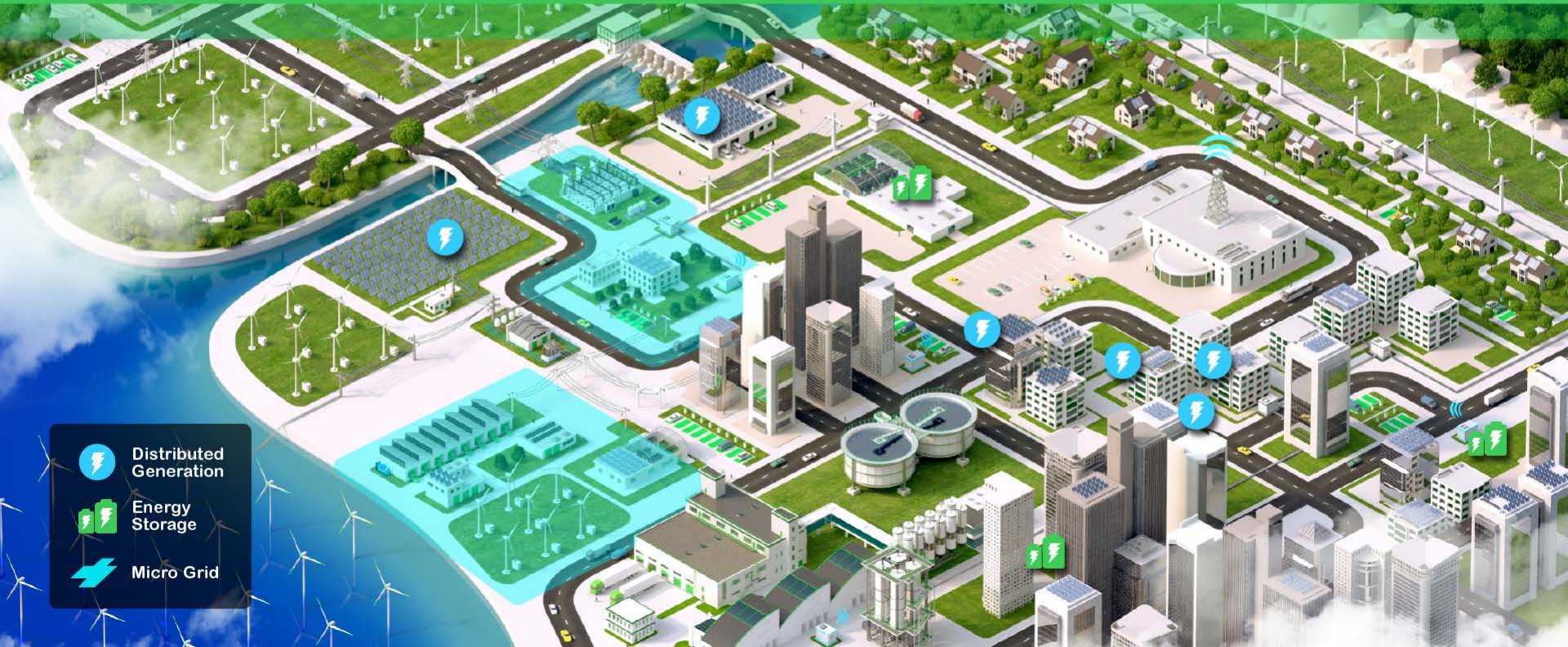
3000 sensors capture data within Le Hive building with a network of 173 power metering units ( vs 1 in traditional buildings ) and measure energy consumption

Energy Performance of The HIVE , Schneider Electric Headquarters in Paris



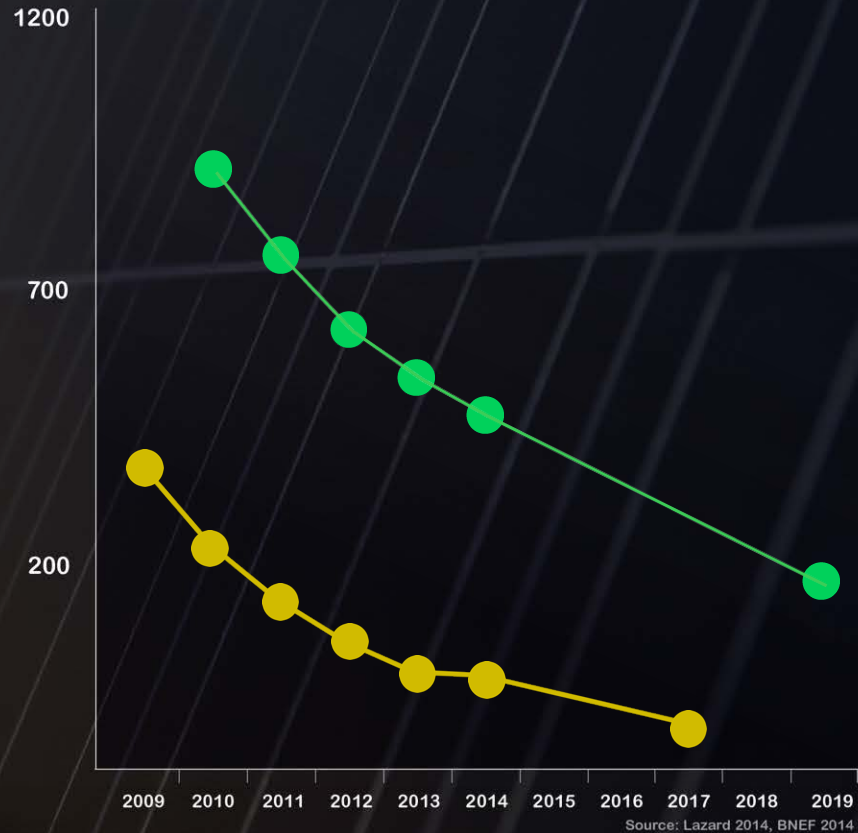
# MORE DECENTRALIZED

Integrating intermittent generation & leveraging microgrid flexibility



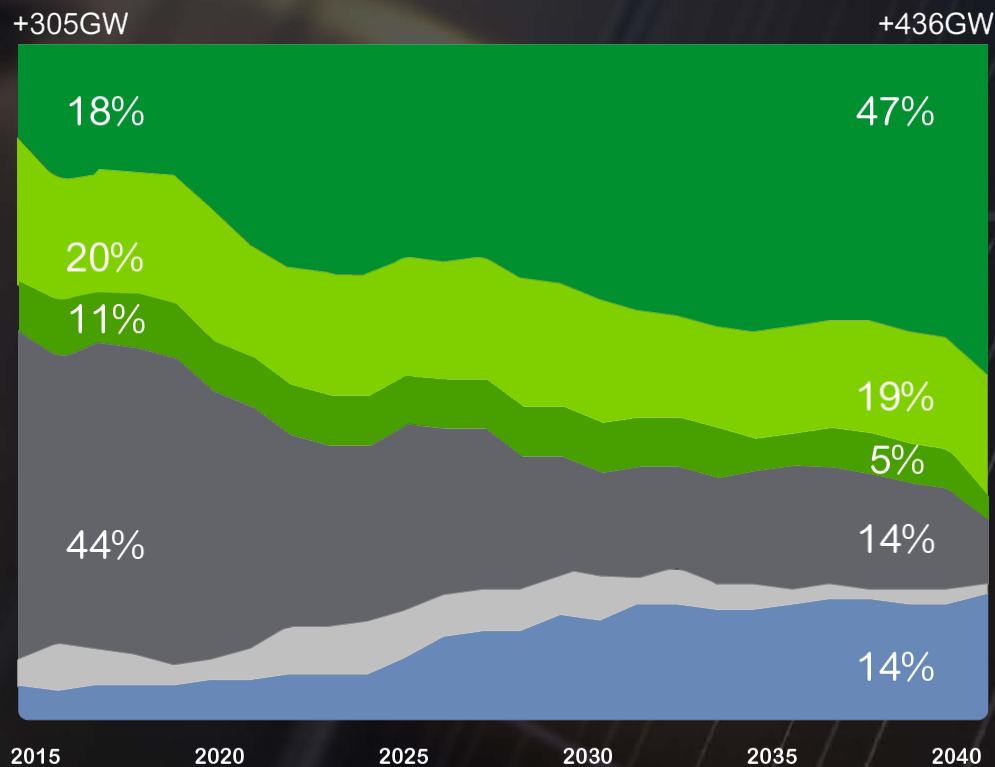
# Declining cost of Renewables and Storage

- Li-Ion Battery Costs (\$/kWh)
- Solar PV LCOE (\$/MWh)

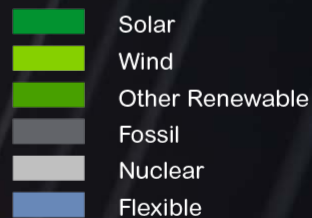


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Renewables  
Account for  
**~70%**  
of new capacity  
additions by  
**2040**



Source: BNEF 2015

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Declining cost  
of **Renewables**  
and **Storage**



Renewables  
Account for  
**~70%**  
of new capacity  
additions by  
**2040**

**=** OPPORTUNITIES IN

SOLAR

ENERGY  
STORAGE

MICRO-GRIDS

GRID AUTOMATION  
SMART GRID

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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

**20X** more  
incremental connected devices  
than 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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# Schneider Electric, the Global Specialist in Energy Management and Automation



€26.6Bn

FY 2015 revenues



~ 5%

of revenues devoted to R&D



~160K+

people in 100+ countries

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## ...with Balanced Geographies



FY 2015 Revenues

# ...with Diversified End Markets



Datacenter & Networks



Building



Infrastructure



Industry

14%

34%

25%

27%

FY 2015

# ...and accelerated 3X investment to Innovation

## ~5%

of sales devoted to R&D

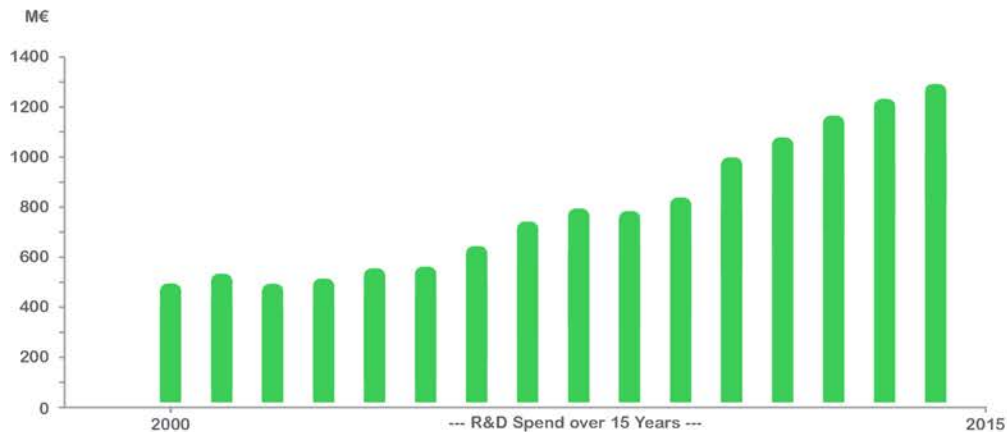
## 20,000

Patents active or  
in application worldwide

## 20,000+

R&D & Solution Engineers

- 10,000+ Solution Engineers
- ~5,000 Software Engineers







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