

Life Is On

Schneider
Electric

Driving the change for the
FUTURE
of HVAC & Pumping machines

Sandro Battagli

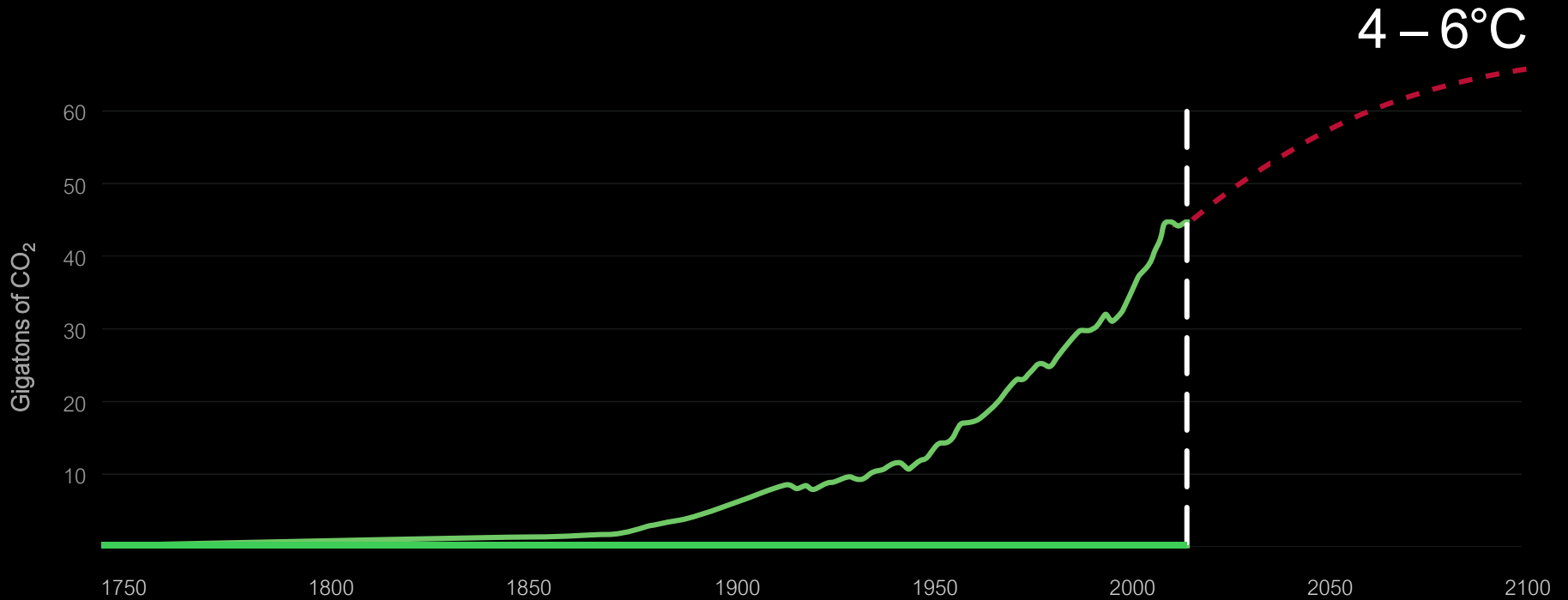
VP, General Manager

HVACR Solutions | Eliwell by Schneider Electric

Our world **today**

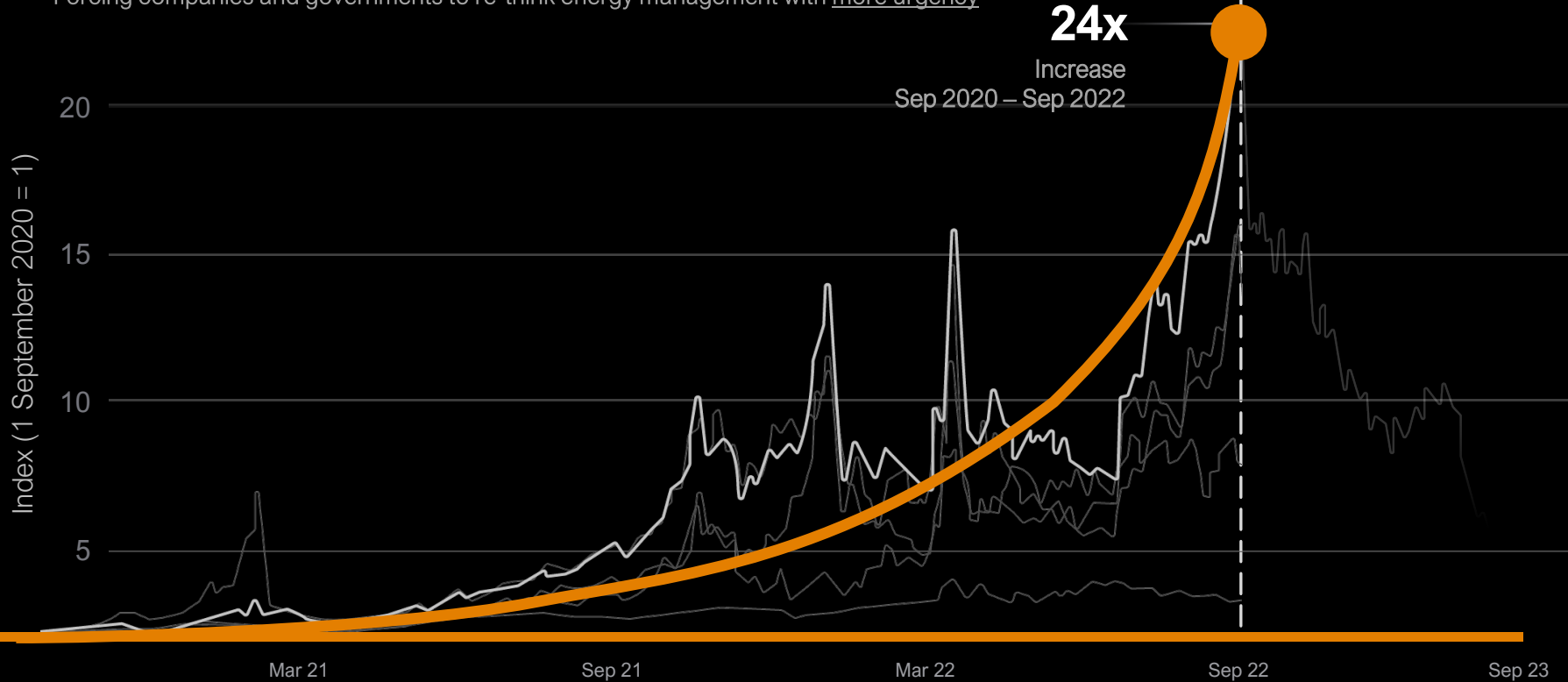
Innovation gaps
Energy costs
Cybersecurity
F-Gas
Rising inflation
P-FAS
Accessibility from remote
Motor efficiency
Electric consumption
Globalization
Non-renewable resources
Raw material cost

To tackle the climate crisis, we must **decarbonize**



We are also facing increasing **energy volatility**

Forcing companies and governments to re-think energy management with more urgency




European gas reached a multiple of almost 25 between Sept '20 and Sept '22



Meaning we are at a
critical juncture


Long term targets **vs** short term priorities



Short term

**Energy
crisis**

**Our solution
is...**



Long term

**Climate
crisis**

Greener & Smarter Machines of the FUTURE

Optimize energy usage
to achieve best-in-class
EFFICIENCY



DIGITIZE making machine
smarter to improve its
performance

DECARBONIZE



How we can help you
to reach your **Sustainability**
and **Efficiency** targets

Eliwell by Schneider Electric

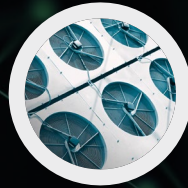
Eliwell, together with Schneider Electric, is a global partner offering digital, sustainable and efficient solutions and services for HVAC, Pumping and Refrigeration.



Refrigeration

Playing a leading role since more than 40 years in the commercial and industrial refrigeration industry, offering products and solutions characterized by technological innovation, energy efficiency and optimized environmental impact, to control food preservation and distribution.

Eliwell and Schneider together can offer a unique and complete solution to manage the full assets of food retails buildings.



HVAC & Pumping

Delivering energy efficient solutions for HVAC OEMs, while reducing environmental impact and offering optimal climate control for building of any size.

Schneider is a global player in HVAC and with Eliwell acquisition can offer a complete solution under Schneider brand with TVDAs, AFBs, ADEs.

Eliwell is the Centre of Expertise for MSol for HVAC.

20M+

Controllers
Installed worldwide

1M+

HVAC PLCs
installed worldwide

Eliwell identity



•One team

from product strategy to R&D development, with specific **sustainability focused** resources



Core knowledge

on embedded and **IoT solutions** applied to thermodynamics



Solid partnership

with universities, combining advanced research and **talent acquisition**



Agile mindset

fostering reliable and timing **digital solutions**



No compromise on quality

by leveraging on **automation** and **cybersecurity**

YoY growing Research & Development investments



Our mission is to be **your digital partner** for Sustainability and Efficiency

A complete solution

including our next generation PLC and all control panel components you need

Connectivity

boosting integration inside and outside your machine

Sharing our knowledge

through ready-to-use templates, libraries and baselines at your disposal