



DIGITAL

Innovation Experience 2019

Inspiring your digital transformation in HVAC and Refrigeration

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Life Is On

Schneider

Electric & HVAC-R

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

Life Is On

Schneider Electric, a 182 years history of reinvention

1836

The Schneider brothers invest in the Creusot foundries and become major players in the steel and machine industry.

Steel

France

1891

The company launches itself into the emerging electricity market.

Emerging Electricity

Exportations

1944-1980

Having expanded into various countries of Europe, the company diversifies into several businesses

Diversification

Europe & North America

1981-2003

The Schneider group divests from steel and shipbuilding, growing through strategic acquisitions focusing on the electrical industry, energy management and innovative technologies.

Focus on Electricity

2003-2018

A period of organic growth and acquisitions in new market segments: UPS, movement control, building automation and security, softwares.

Electricity & Internet of Thing

Global

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Significant transformation in the last 15 years

From
Electrical
To
Electrical & Digital

Creating value with IoT
is a reality
IoT = **45%** of revenues

From
Products
To
Products & Solutions

Solutions business =
45% of revenues

From
Transatlantic
To
Global & Multi local

Emerging markets =
45% of revenues, of
which Asia is ~30%

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We are leader in digital transformation, energy management and automation

Key figures for 2018

5%

Revenues invested in R&D

26 billion €

2018 revenues

137 000+

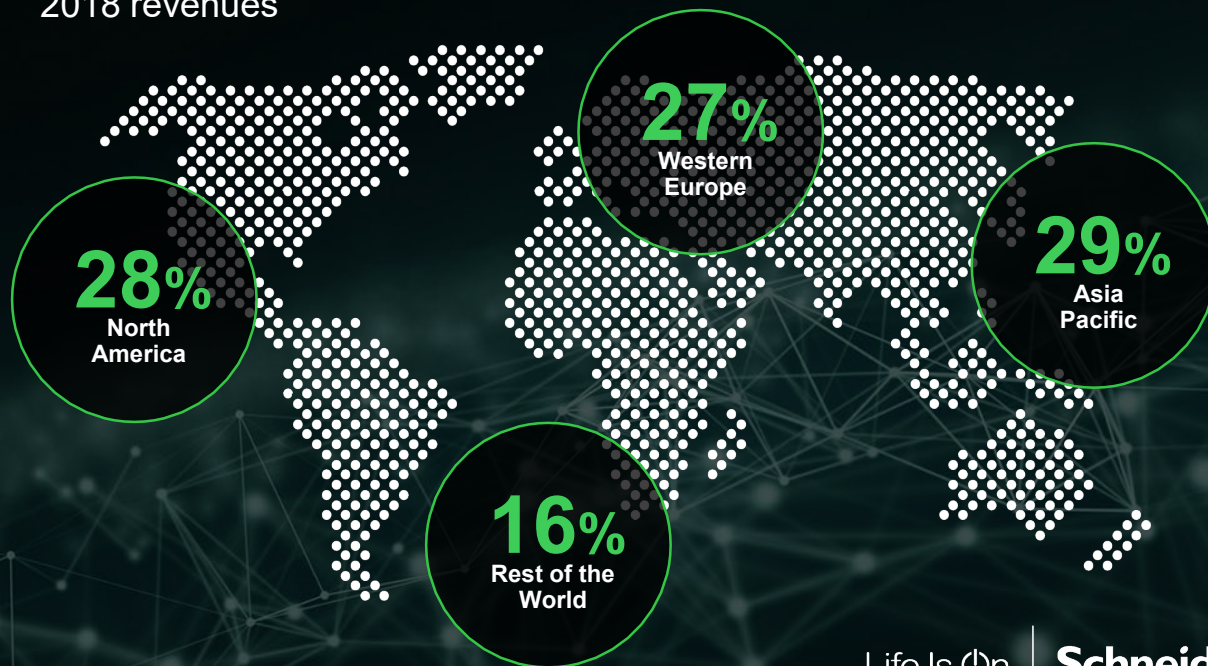
Employees in over 100 countries

42%

2018 revenues in new economies

A world-wide presence and well-balanced exposure,
with a strong commitment in new economies

2018 revenues



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Unique positioning on efficiency and sustainability

Energy transition
Energy management
Energy efficiency



Industry 4.0
Industrial automation
Process efficiency

Solutions designed for four end-markets:



% of revenues
(estimate)

35%

15%

20%

30%

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Our strategy fulfils its commitments

Energy management

+7%

Organic growth in sales over 2018

17.8%

+60 bps

Adjusted EBITA (org.)

20
billion €

6
billion €

Industrial automation

+8%

Organic growth in sales over 2018

18%

+70 bps

Adjusted EBITA (org.)

... And has achieved a very good performance

26Bn€, +7%

Group turnover in 2018 (org.)

15.1%, +50bps

GROUP ADJUSTED EBITA IN 2018 (org.)

* With Delixi joint-venture postponed since 2016.

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

Schneider Electric makes life safer, more reliable, more efficient, more sustainable, and better connected.

ENERGIZED

+50%

energy consumption by 2050 due to urbanization, industrialization and digitization¹

2x

faster growth of electricity consumption compared to energy demand by 2040²

2.3B

people do not have access or reliable access to electricity³

Life Is On when life is ...

EFFICIENT

3x

efficiency needed to solve climate change⁴

82%

of untapped energy efficiency potential in buildings⁵

50%

of untapped energy efficiency potential in industry⁵

CONNECTED

10x

more connected devices than people by 2025⁶

30B

Connected things by 2020⁷

**EVERYTHING
RUNS ON
SOFTWARE**

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