



# Intuitive Industries

Life Is On





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**

Life Is On

**Schneider**  
Electric

# 180 years

of evolution in step with  
historical megatrends

**STEEL  
INDUSTRY**

**POWER &  
CONTROL**

**ENERGY  
MANAGEMENT &  
AUTOMATION**

19th CENTURY

20th CENTURY

21st CENTURY

# We deliver customer values based on the strong leadership



Kuala Lumpur Airport



Two International Finance Centre



Harrods



Byblos Bank



Eiffel Tower



COEX



Boryeong Power Plant



Sydney Opera House



Westin Resort



Samsung SDS



Hyundai Heavy Industrial



Gangnam Finance Center

# Global #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



# Schneider Electric Innovation Impacts...



**20** of the largest **Oil and Gas** companies



**9** of the 10 largest **Mining, Metals and Minerals**



**11** of the top brands within **Food & Beverage**



**100+** **water and wastewater** plants



**1** million+ **Buildings** including 3 of top 5 **hotel chains** and approx. 40% of the world's **hospitals**



**10** of the world's top **electric utilities**



**3** of the top 4 biggest **hyper scale cloud providers**



**8** the top 10 **packaging machine builders**

# Delivering value fueled by the Internet of Things





# 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

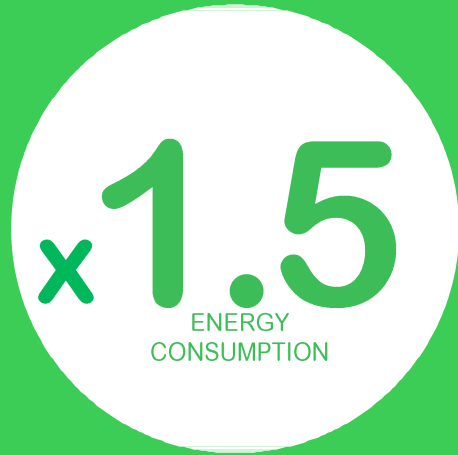


**INDUSTRIALIZATION**  
**+50%**

Energy consumption by 2050

Source: IEA

# Our Challenge in the next 40 years

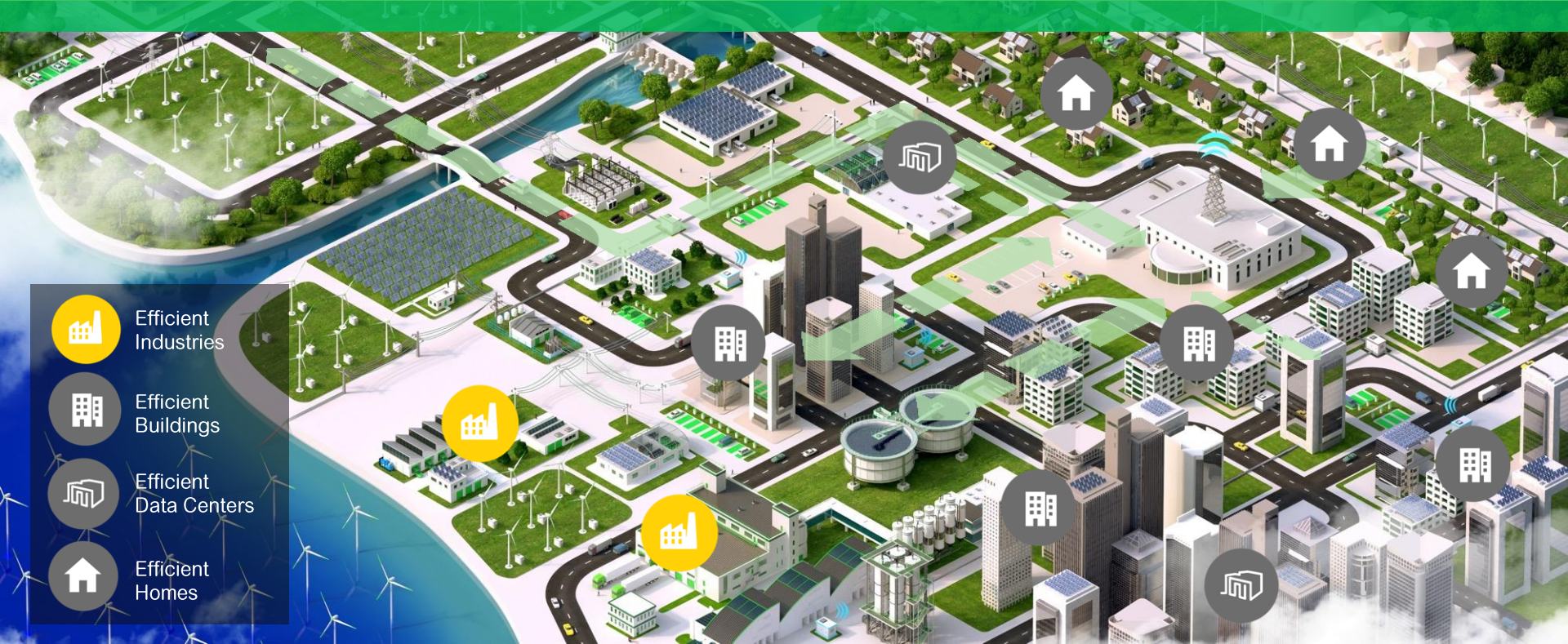


Note: Forecast for 2050 compared to 2009 levels



# Digitizing industry to address the efficiency challenge

Efficient industries digitize for more efficiency, more control, and more value



Efficient Industries



Efficient Buildings

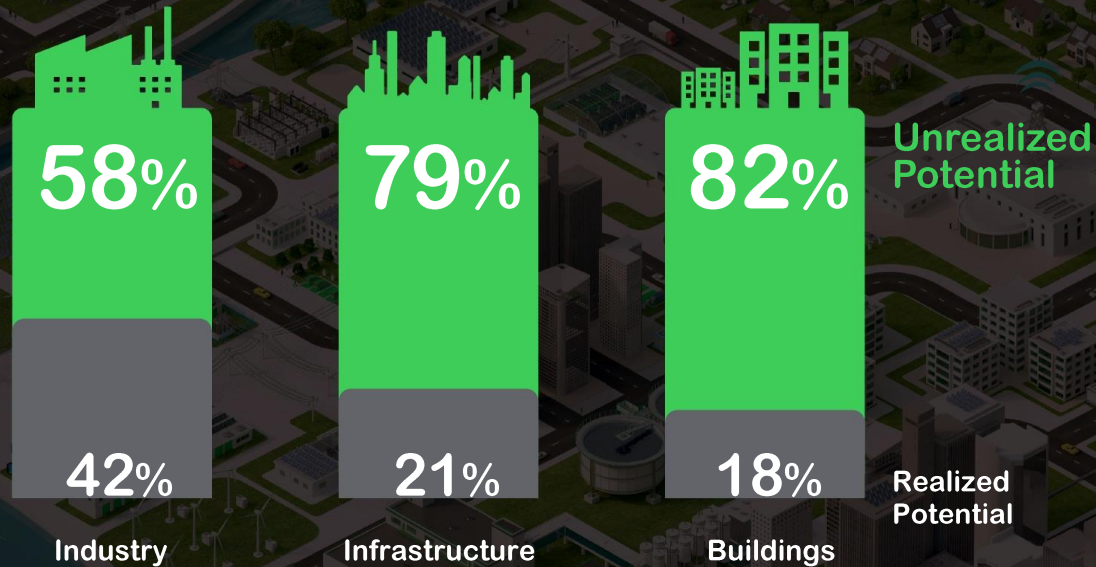


Efficient Data Centers



Efficient Homes

# We have massive untapped efficiency potential in the world



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



# IoT

ACCELERATION

Driven by pervasive penetration of  
MOBILITY & ANALYTICS

+

CONVERGENCE



=

# ENERGY & PROCESS

OPTIMIZATION

# IloT has unleashed huge potential for industrial customers

\$14T



Unprecedented  
operational efficiency



Transformative  
business models



New levels of  
safety & cybersecurity



A dark, industrial background showing two workers in safety vests looking at a control panel with a large monitor. To the right, there is a large piece of machinery with various colored buttons and lights. The overall scene is dimly lit, emphasizing the text overlay.

We see the Industrial Internet of Things  
as an “**evolution**” not a “revolution”

# Schneider Electric, a pioneer in the Industrial Internet of Things...

First intuitive industrial HMI



by Schneider Electric

1980

The first of a series of patents for web servers in automation devices



1996

Computerworld Smithsonian award winner

COMPUTERWORLD

1999

Convergence of MB/TCP & Ethernet/IP



2010

1987



Foxboro I/A Series system is launched, heralding the world's first open industrial system

1997

Transparent Ready™

Introduction of Modbus/TCP and 'Transparent Factory' for Automation

2004



MB/TCP submitted to IEC for standardization

Life Is On

Schneider Electric

# ...and a market leader in the cutting-edge technologies of today



## Modicon M580 ePAC

Award-winning IIoT-ready controller with embedded Ethernet backplane & cybersecurity



## Altivar Process

A range of variable speed drives with built-in optimization algorithms and dynamic QR codes for improved asset performance



## Line Performance Suite

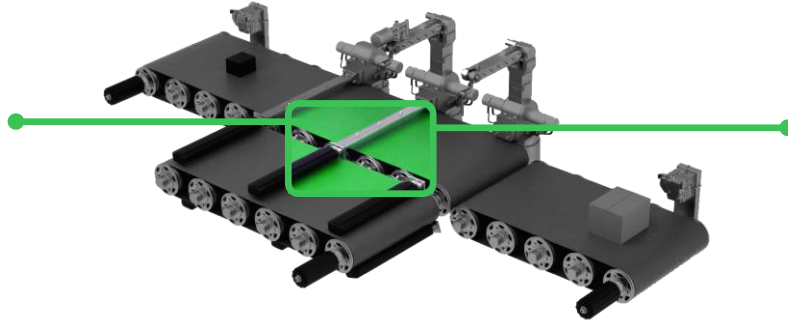
Performance management software for packaging lines, with plant floor connectivity, reporting & analysis, and controlled asset utilization

# ● 2016

Life Is On

**Schneider**  
Electric

# Innovation at Every Level in Industry: **Connected Products** Improved Asset Performance With Altivar Process



The first range of services oriented drive

**A range of variable speed drives for smart machines**



Achieve Maximum Flexibility  
Extended Machine Availability  
Full Connectivity & Integration



Valves



OsiSense:  
Industrial Sensors



Tesys:  
Motor Starters



Altivar:  
Variable Speed Drives



Vijeo



MCC/PCC  
Electrical Panel



# Innovation at Every Level in Industry: **Control and the Cloud**

Smart Machines that Optimize design and production with insights from End User Energy data

Machine Builders' Customers



Food & Beverage Retailers



Energy data of all installations



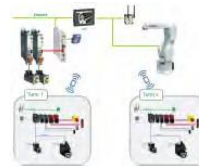
CAD Program

Energy data by type

Assembly plan

Update

Mangelberger Control Cabinet Production



- Analysis
- Optimization
- Material flow
- Manufacturing
- Documentation



MachineStruxure



PlantStruxure

Foxboro EVO



The new generation of DCS

Triconex



Safety & Critical Control Platform

Connected Products

Life Is On

Schneider  
Electric

# Innovation at Every Level in Industry : Apps and Analytics

Augmented Operators with increased efficiency, error free operations and greater autonomy



An intuitive User Interface for increased Efficiency, Error Free operations and Quicker Autonomy



Edge Control

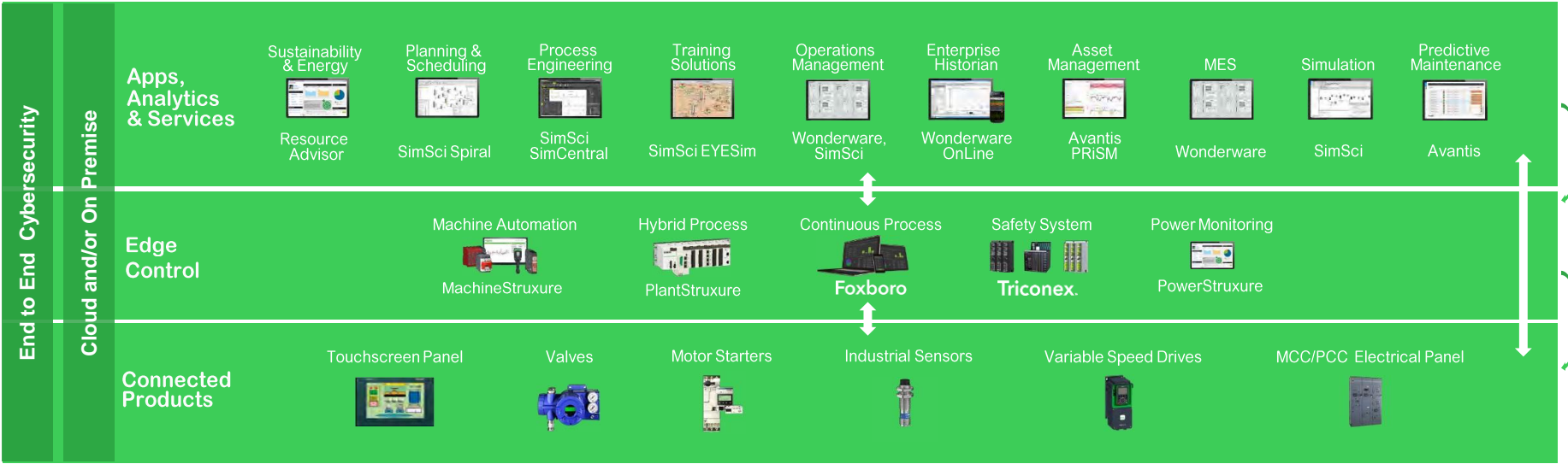
Connected Products



INNOVATION  
AT EVERY  
LEVEL  
IN INDUSTRY

# Innovation at Every Level in Industry: EcoStruxure™

EcoStruxure.io





# Tomorrow's Smart Manufacturing Enterprises will excel in 3 areas

1

## Asset Performance



Cloud-based apps  
Wireless connectivity  
Low-power WAN  
Low-cost sensors

2

## Augmented Operators



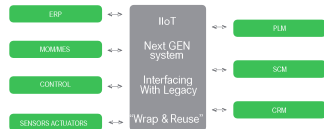
Smart Glance



Zelio RelayRE22

3

## Smart Enterprise Control



# Cybersecurity

A comprehensive range of products, solutions, and services to help you to protect your critical assets



**Protect your reputation  
and your business**

- Secure partner



**Comply with standards  
and regulations**

- Secure products



**Ensure business continuity  
and minimize losses**

- Secure services

# Companies focusing on Energy Efficiency and Sustainability are more financially successful than other companies

Smart Manufacturing

Smart Energy

Smart Mobility

Smart Buildings

Smart Water

Smart Public Services

- Net Profit +6%
- Return on Assets +3%
- Return on Equity 11%

Life Is On



**Schneider**  
Electric