

Less is more

The power of energy efficiency

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Life Is On

Schneider
Electric

Presenter



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Schneider Electric provides energy and automation digital solutions for efficiency and sustainability

Key figures for 2022

5% of revenues devoted to R&D

€36 billion

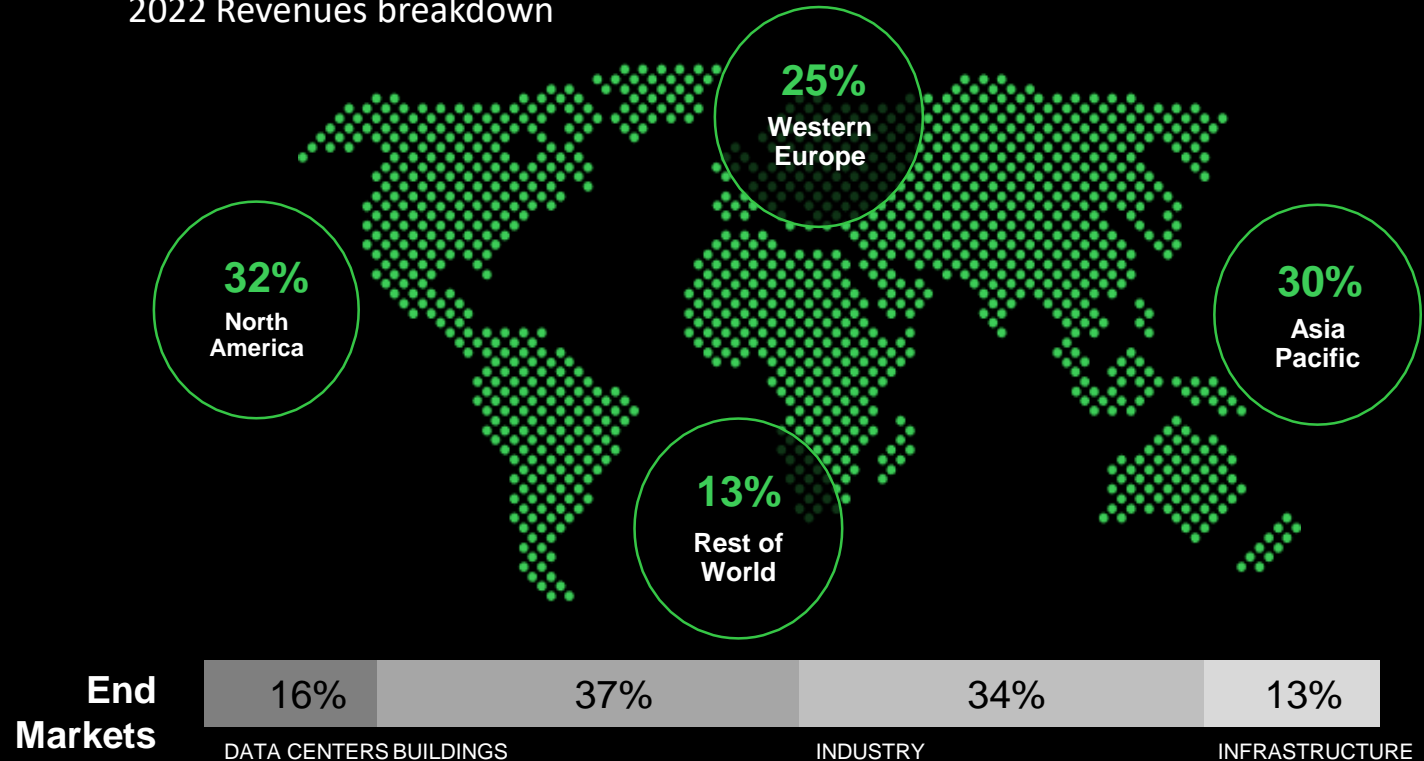
2022 revenues

135,000+

Employees in over 100 countries

A well-balanced global presence

2022 Revenues breakdown



Our purpose is to **empower all to make the most of our energy and resources** bridging progress and sustainability for all.

At Schneider, we call this **Life Is On**

Leveraging new technologies will enable acceleration

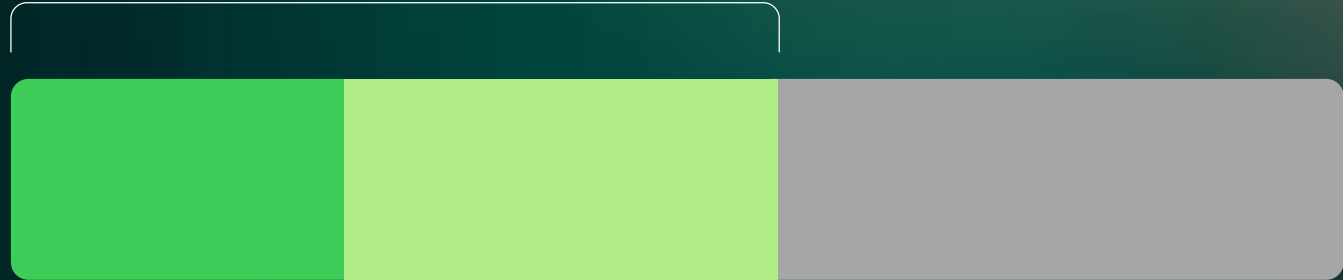
70%

CO₂ emissions can be removed using existing technologies

Source: Schneider Electric Sustainability Research Institute

Energy Demand

Energy Supply



Reduction Impact



Save

Digitization as disrupter

Smart Homes
Smart Buildings
Smart Metering



Electrify

Electricity 4.0

Heat Pumps
EV Chargers
Storage



Decarbonize

PV + Storage
Microgrids
Smart Grids
Demand response

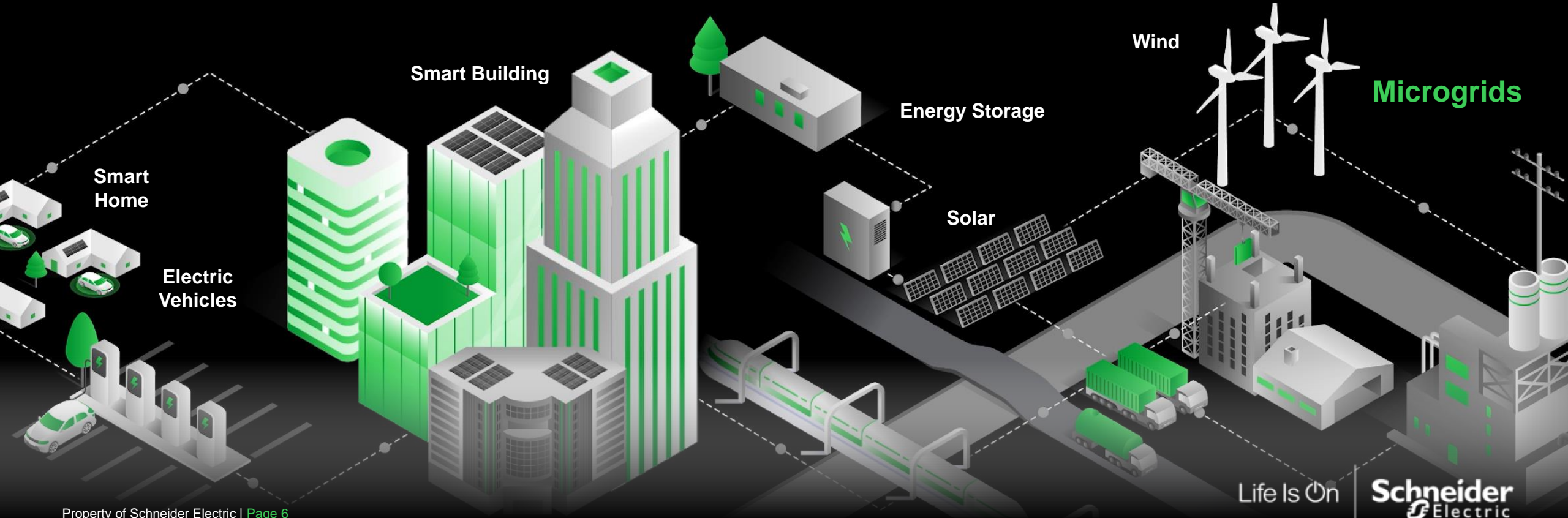
The New Energy Landscape will be a far more **electric world**, enabled with data from plant to plug

Grid-connected Asset

Electrified Operations, Control, Reduce & Optimize energy management

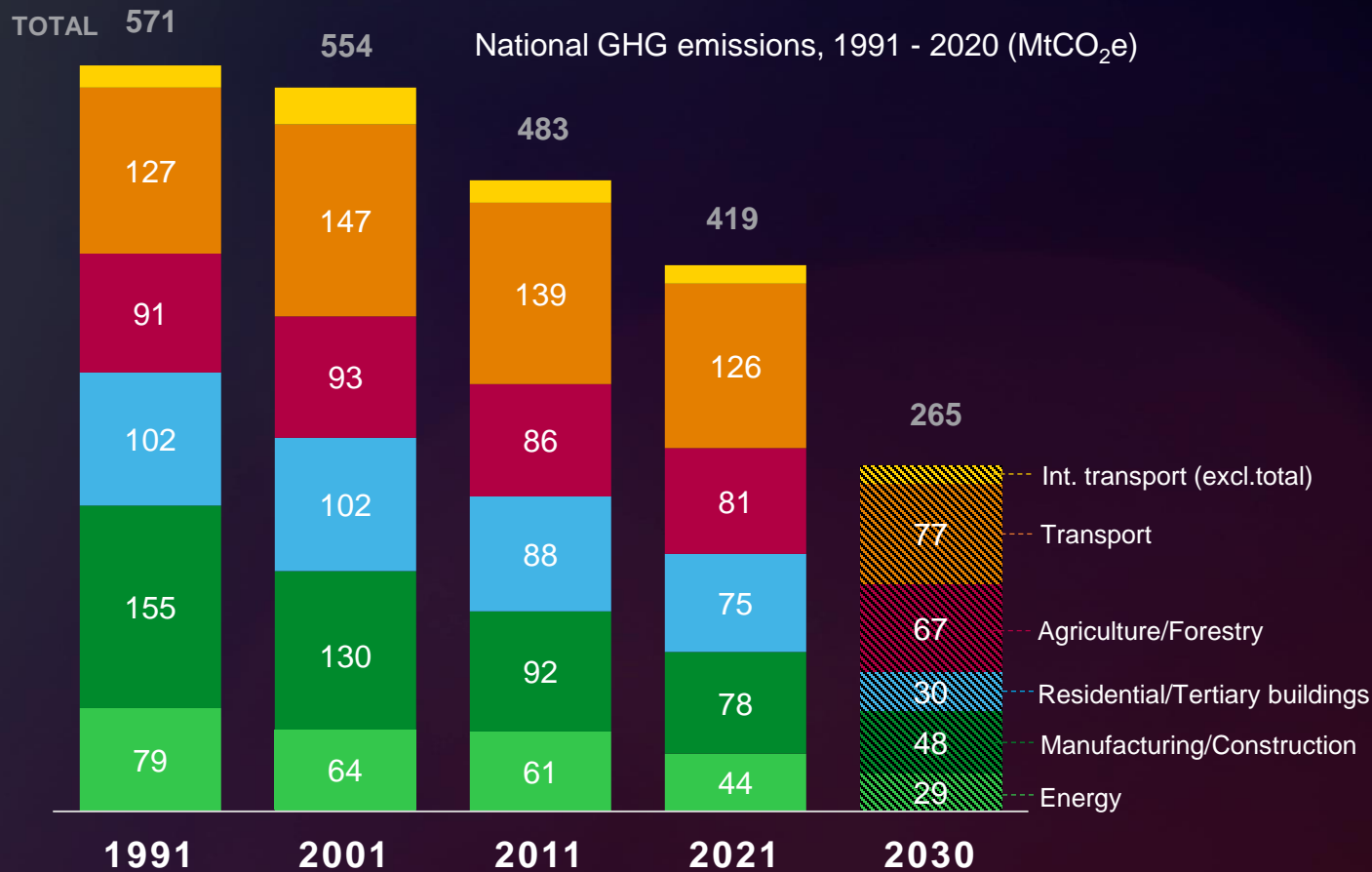
Smart Grid

VPP, aggregation, contract & demand management dispatch



France Stratégie Report May 2023

Going to net zero asks for a radical change of pace



Focus on Buildings

~3x

More reduction in the next 10 years than in the past 10 years

2011-2021

2021-2030

-13

-45

MtCO₂e

Zooming out on Europe, we also need a radical acceleration And the current model does not work

Priority is to retrofit **existing buildings**

99+%

Of carbon emissions are due to operation of existing buildings

75%

Are inefficient (EU definition)¹

Sources: 1. European Commission, 2019, 2021

At a very different pace!

Rate of Retrofit

Time to Retrofit

Circ **0.5%**

Current Energy Retrofit Rate¹

150+

Years

x6+

3%

Retrofit Rate **needed by 2030**
to meet EU Climate Targets

25

Years

This tech transformation has **barely started**



Sources: 1: European Commission, 2019, 2021; 2: Schneider Electric Sustainability Research Institute

Prioritize retrofits

	% Average Deep Renovations savings ¹	€/m ² Average Renovations cost ¹
Thermal insulation ^{1,2}	30+%	200+
Digital Energy Efficiency ²	10-30%	20-40
Heat Pumps ^{1,2}	30%	50-100
Rooftop PV ² Size of system (kWp)	5-40%	10-100

<10% of Buildings have Digital Energy Efficiency
 <2% Residential buildings

Remove barriers and go for 10X



Financing of efficiency & electrification

Public, but also Private funding



Regulation & Codes

Simplified and fit for future



Building Design

Integrated, with Digital



Incentives for Efficiency

Measure and reward progress as well as relative performance



Incentives for Demand Response

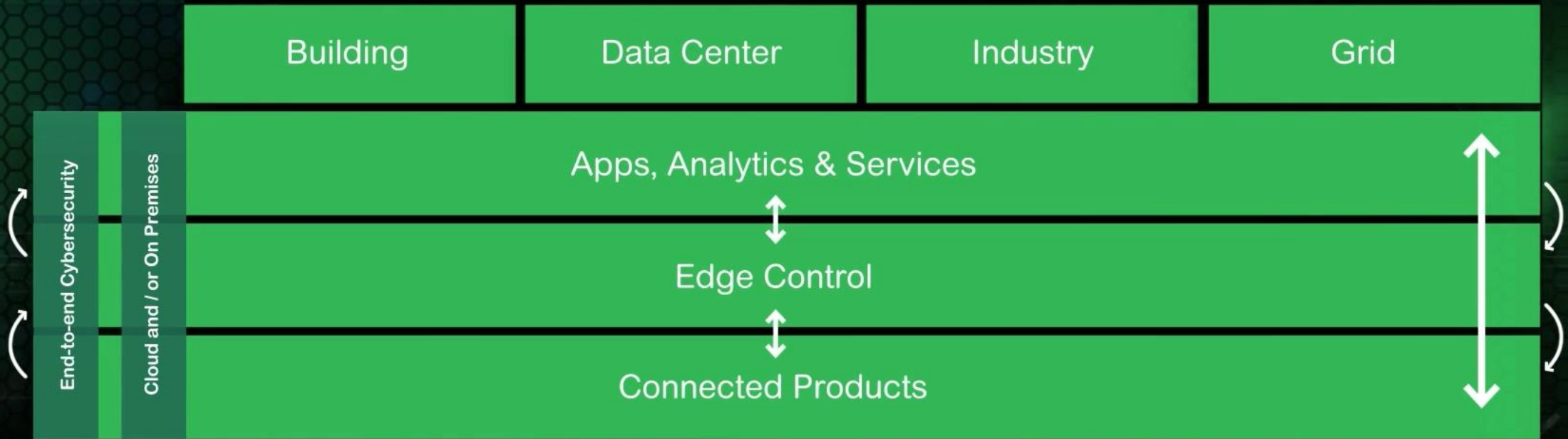
Emerging topic but will accelerate, key opportunity on demand side



Education & Training

Massive skilling plan

EcoStruxure™



EcoStruxure™
Building

EcoStruxure™
Power

EcoStruxure™
Data Center

EcoStruxure™
Machine

EcoStruxure™
Plant

EcoStruxure™
Grid

Life Is On

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Innovation At Every Level



Driving our vision for buildings of the future



Sustainable

Equipped with flexible energy assets and various electric sources



Resilient

Recover quickly and bounce back



Hyper-efficient

Seamlessly controlled by end-to-end digital platform



People-centric

Designed to be responsive to people

Reference Projects| Building



SNFCC Niarchos Cultural Center
EcoStruxure Building Solution



Fraport Airports
EcoStruxure Power & Building Solutions



Four Seasons Hotel (Αστέρας)
EcoStruxure Power & Building Solutions



Hotel Cocomat Acropolis
EcoStruxure Power & Building Solutions



Piraeus Port Plaza Complex
EcoStruxure Power & Building Solutions



Orbit Office Building
EcoStruxure Power & Building Solutions

Reference Projects| Building



Aggemar Office Building SA
EcoStruxure Power & Building Solutions



Medterrian Cosmos Cyprus
EcoStruxure Building Solutions



AEK Stadium
EcoStruxure Power & Building Solution



Onasio Hospital
EcoStruxure Power & Building Solutions



Interxion Data Centers
EcoStruxure Power , Building, IT
Solutions



OTE Building
EcoStruxure Building Solution
Renovation



Empower all to make the most of our energy and resources,
bridging **progress and sustainability for all.**

Our difference

Leading by example in **our ecosystem**



Being part of the solution
for **our customers**

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