

Powering the

DIGITAL

Economy

Smart Cities & Sustainable Energy

Mykhaylo Bubnov
Country President of Schneider Electric Ukraine

Life Is On

Schneider
Electric

180+ years of history and innovation

Our story is written by generations of people who have transformed our company, and the world, for almost two centuries. Today, our heritage empowers us to innovate at every level – and to ensure that Life Is On.



19th century

The Schneider brothers invest in the Creusot foundries and become major players in the steel and machine industry. Soon, Schneider & Cie. enters the emerging electricity market.

Early 20th century

After two world wars our company emerges as a diversified business that quickly expands into new markets, including construction and electricity.

Late 20th century

The Schneider Group grows through strategic acquisitions and focuses on the electrical industry, energy management and innovative technologies.

21st century

With a unique portfolio of connected technologies: connected products, edge control and apps, analytics and services, we are the global specialist in energy management and automation.

Schneider Electric, leading the digital transformation of **Energy Management and Automation**

€24.7 billion

FY 2017 revenues

~5%

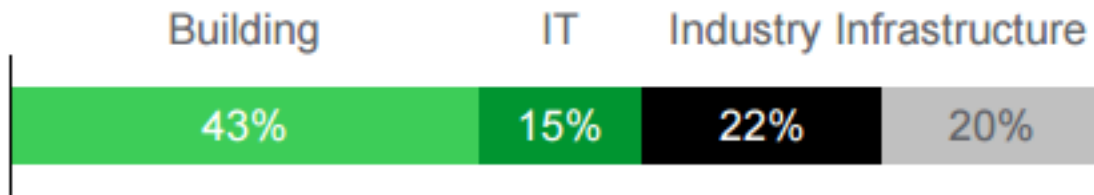
of FY revenues devoted to R&D

260,000+

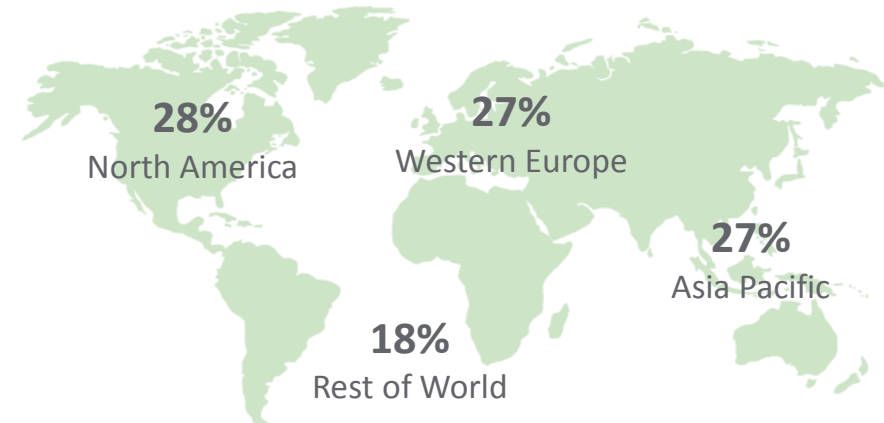
people in 100+ countries

Four integrated and synergetic businesses

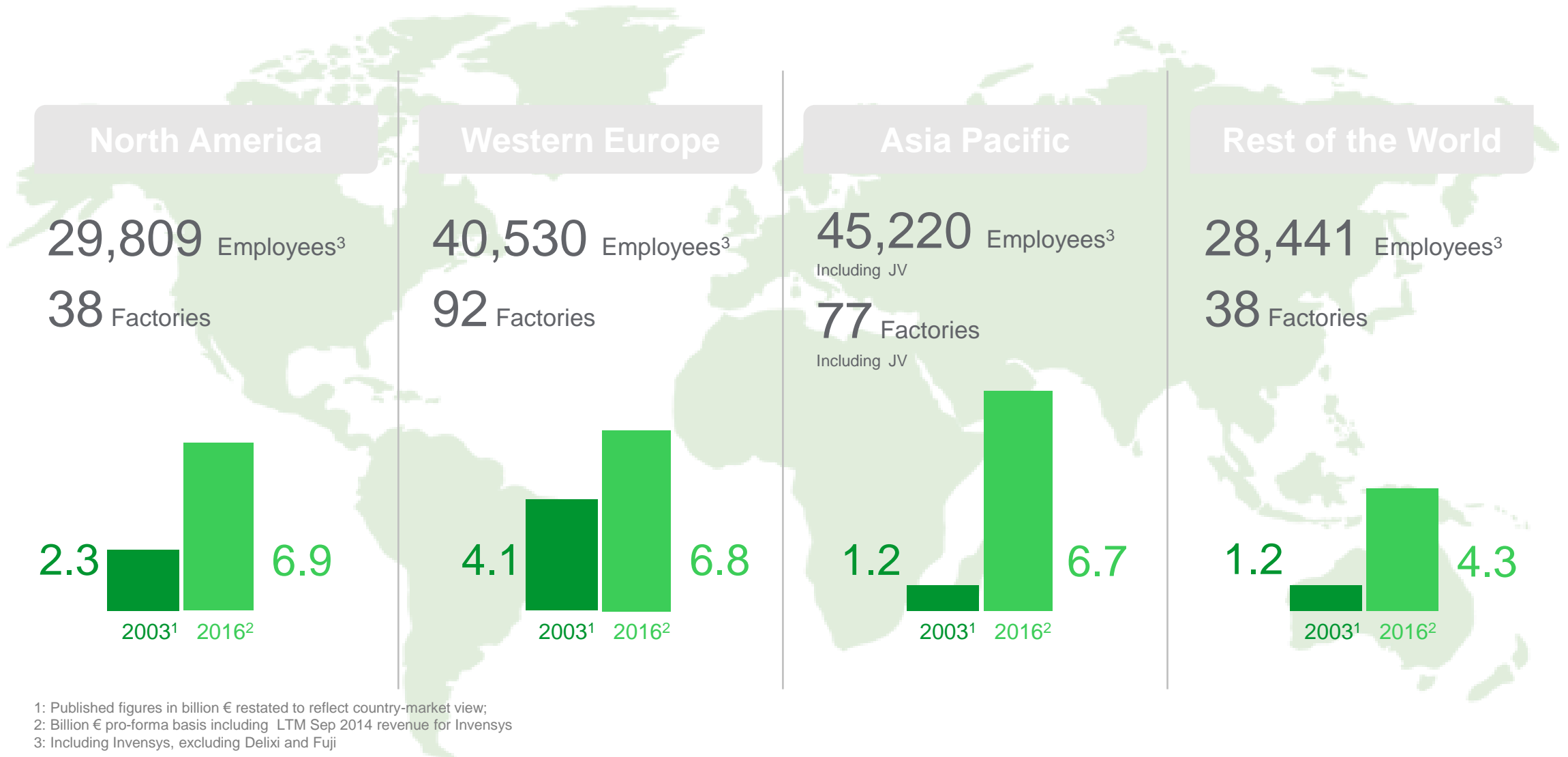
– FY 2016 revenues



Balanced geographies – FY 2016 revenues



Schneider Electric Global Business in Over 100 Countries



1: Published figures in billion € restated to reflect country-market view;
 2: Billion € pro-forma basis including LTM Sep 2014 revenue for Invensys
 3: Including Invensys, excluding Delixi and Fuji

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



Resources in the next 40 years

$\times 1.5$

Energy consumption
will grow by 50%

$\div 2$

CO₂ emissions
need to be halved

$\uparrow 3 \times$

We have to become
3 times more efficient

*Note: Forecast for 2050 compared to 2009 levels
Source : IEA + Internal Schneider Analysis*



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

10X more incremental
connected devices than
connected 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

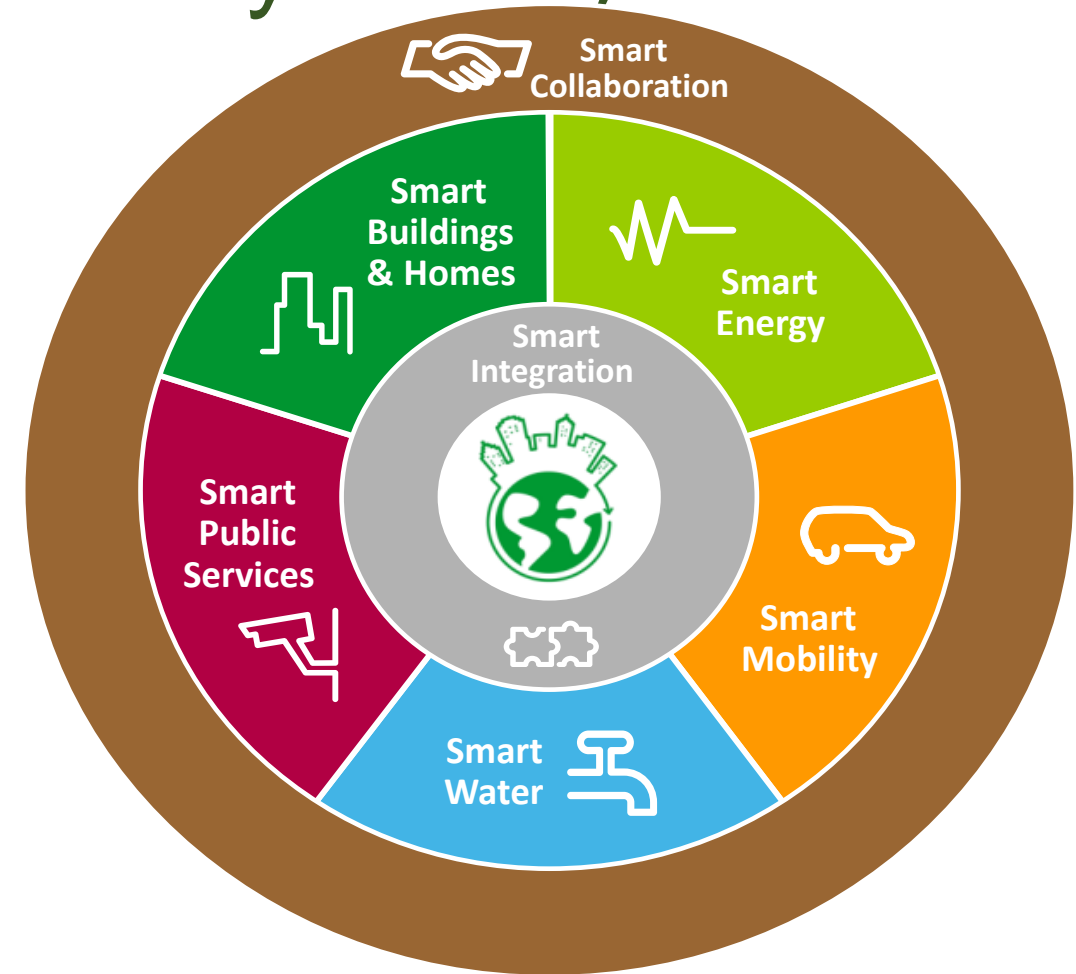
Source : BNEF

Life Is On

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We deliver urban efficiency. Today !

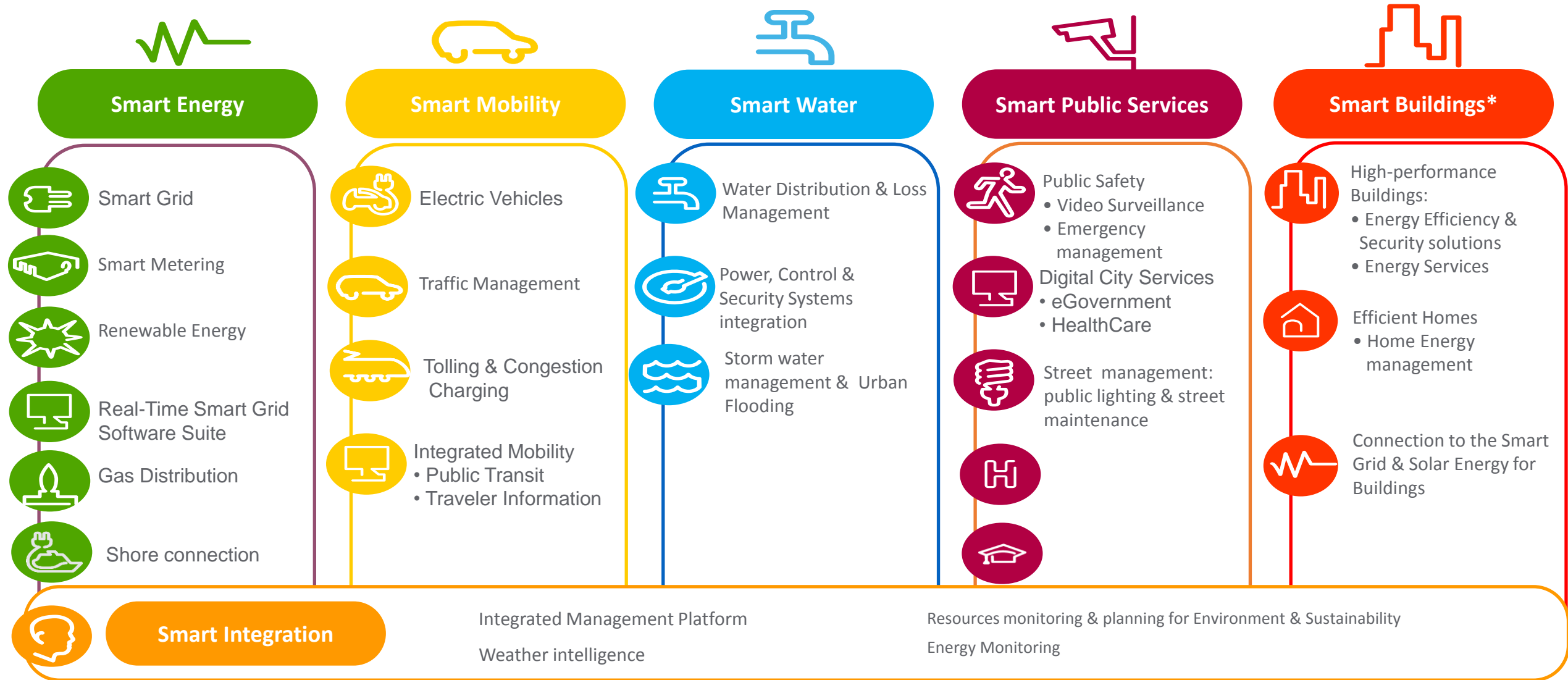
- **Solutions** to cities' immediate challenges,
- **Integration** for increased efficiency,
- **Collaboration** to make it happen,
- **Innovation** to transform our world.



We understand what it takes. We make Smart Cities a reality.

Solutions to cities' needs

Improving operating systems through expertise in Operational & Information technology



Le Hive, Paris



Schneider Electric Head Office: 35,000 sqm – 2000 employees

Through a mix of thinking & acting differently while employing the necessary technology

Results: 75% Energy reduction / m² (from 320Kwh to 80Kwh)

World's first ISO5001 & BREEM 6 stars outstanding award

Urban efficiency is real

- Up to
- Up to

30%

Energy savings
Public Lighting energy use reduction

- Up to
- Up to

20%

Water losses reduction
Traffic delays reduction

- Up to

15%

Buildings operating costs reduction

Everything we do is to create a world
where we can all do more while using
less of our common planet.

Helping everyone and excluding no one

Sustainability is in our DNA



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