Capital Markets Day 2023

Our Agnostic Software Portfolio

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Disclaimer

All forward-looking statements are Schneider Electric management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. For a detailed description of these factors and uncertainties, please refer to the section "Risk Factors" in our Universal Registration Document (which is available on www.se.com). Schneider Electric undertakes no obligation to publicly update or revise any of these forward-looking statements.

This presentation includes information pertaining to our markets and our competitive positions therein. Such information is based on market data and our actual revenues in those markets for the relevant periods. We obtained this market information from various third-party sources (industry publications, surveys and forecasts) and our own internal estimates. We have not independently verified these third-party sources and cannot guarantee their accuracy or completeness and our internal surveys and estimates have not been verified by independent experts or other independent sources.

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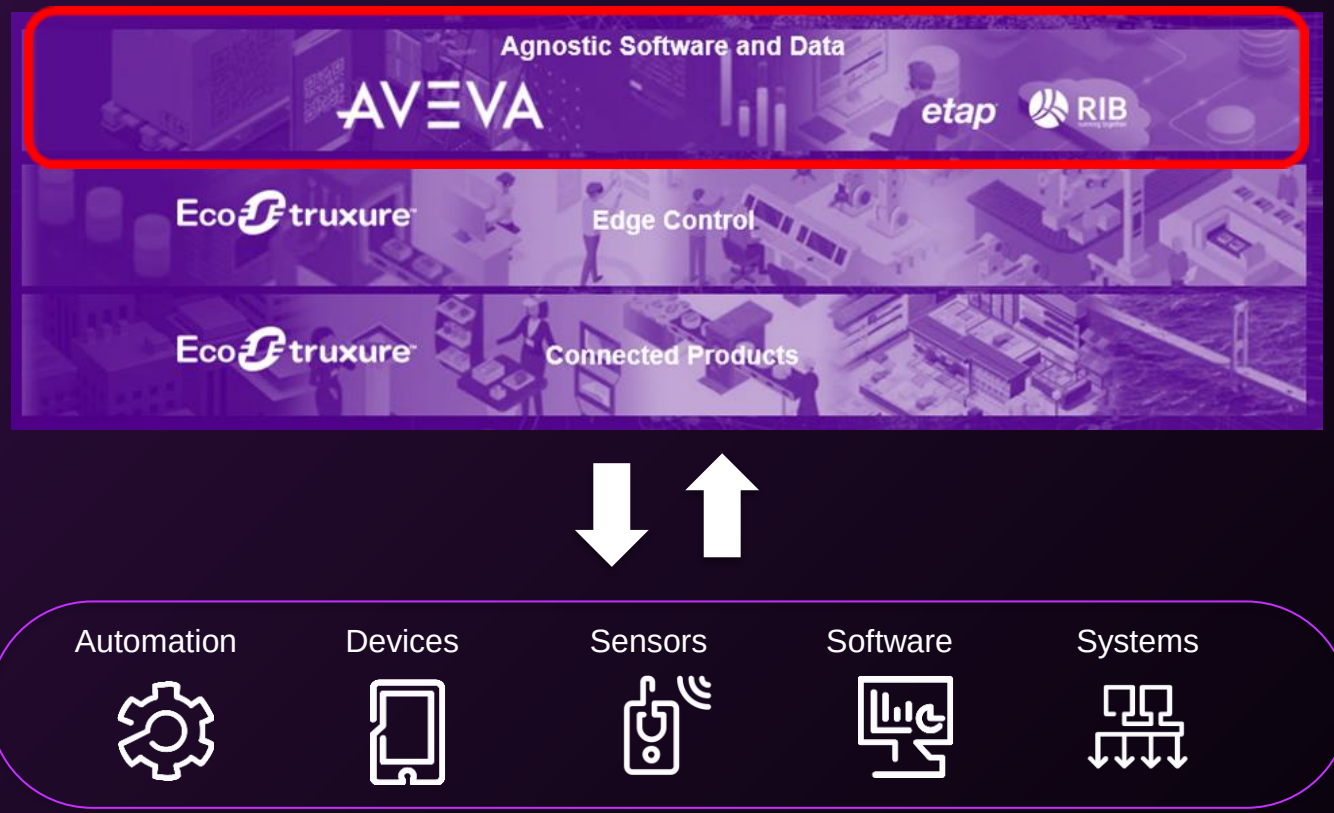
Software is core to our digitization journey

EcoStruxure for IoT, Data and Software for a complete Digital Twin

Maximizing value from our agnostic software companies to lead Industrial Tech

+

New energy landscape to accelerate growth



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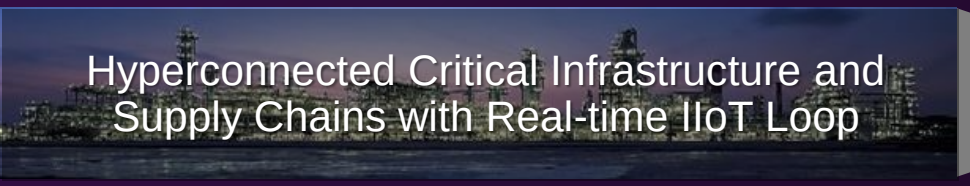
Structural megatrends are driving software growth



New Evolution of Industry needs trusted data to enable Industrial Intelligence across Information Tech, Operational Tech, and Engineering Tech

AVEVA RIB running together etap

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Agnostic software **Digital Twin** across industrial asset lifecycle

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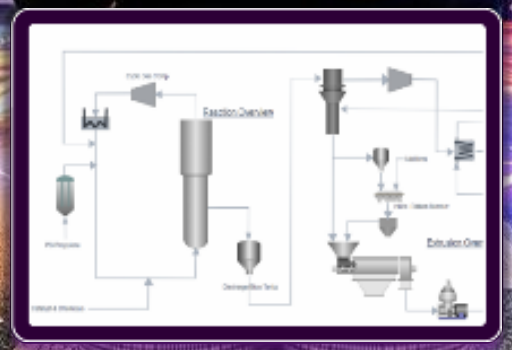
Agnostic software **Digital Twin** across industrial asset lifecycle

DESIGN

OPTIMIZE

BUILD



OPERATE

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Agnostic software **Digital Twin** across industrial asset lifecycle

DESIGN

AVEVA Unified Engineering
AVEVA E3D Design (Plant, Marine)
AVEVA Asset Information Management
AVEVA Process Simulation
SEE suite
CanecoOne
ETAP Power Simulator
ETAP PSMS
ETAP OTS

BUILD

AVEVA Enterprise Resource Mgmt
AVEVA Contract Risk Management
RIB Quantity Take-Off and Estimation
RIB Scheduling and Procurement
RIB Cost and Carbon Controlling
RIB Document Management
RIB Mobile (Site and BIM Management)

OPERATE

AVEVA Operations Control
AVEVA Unified Operations Center
AVEVA Edge, Plant, Enterprise SCADA
AVEVA InTouch HMI, System Platform
AVEVA Manufacturing Execution Sys

OPTIMIZE

AVEVA PI System
AVEVA Predictive Analytics
AVEVA Asset Strategy Optimization
AVEVA APC and Process Optimization

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Unified Operations Center demonstration, including Generative AI

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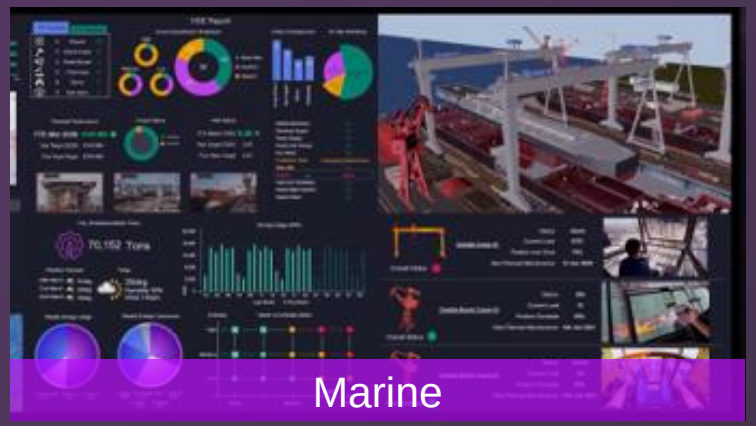
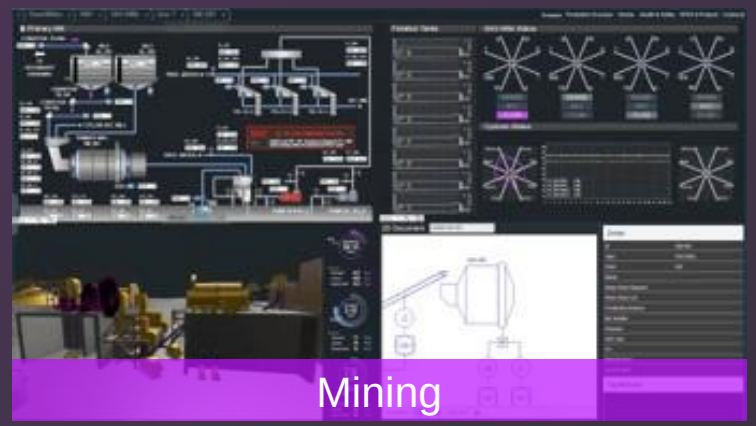
Multiple End-market Segments

Data Centers

Infrastructure

Energy


Marine


Mining

Water

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Our unique offering to customers

	Complete offer across the asset lifecycle; Design-Build-Operate-Optimize	Brand-agnostic open architecture	Global market leading industrial data historian	Deep domain expertise	Large installed base	Comprehensive service capabilities	Combined energy, process and carbon data	Cloud infrastructure
Schneider Electric agnostic software	✓	✓	✓	✓	✓	✓	✓	✗
Integrated hardware & software players	✗	✗	✗	✓	✓	✓	✗	✗
Industrial software peers	✗	✓	✗	✓	✗	✗	✗	✗
Hyperscalers	✗	✓	✗	✗	✓	✗	✗	✓

Schneider Electric agnostic software is focused on Process, Batch and Hybrid industries

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We drive efficiency, sustainability and energy transition across end markets

Industry

ENERGY

75% of daily oil, natural gas & liquids throughput

FOOD, BEVERAGE AND CPG

All 25 of the top 25 F&B and CPG companies

MANUFACTURING

16,000+ manufacturing sites and smart factories

MINING & METALS

10 of the top ten leading mining & metals companies

CHEMICALS

49 of top 50 chemicals producers

Infrastructure

POWER & GRID

1,000+ power plants

27 out of 30 largest transmission companies

WATER AND WASTEWATER

1,400+ water customers

INFRASTRUCTURE

3,500+ customers

MARINE

The world's 10 largest shipyards

Buildings

AEC

TAM >$10bn 2023

>100k users

CIVIL & INFRA

Approx. 35% of RIB Revenue

Data Centers

UOC DATA CENTER

Leading data center providers

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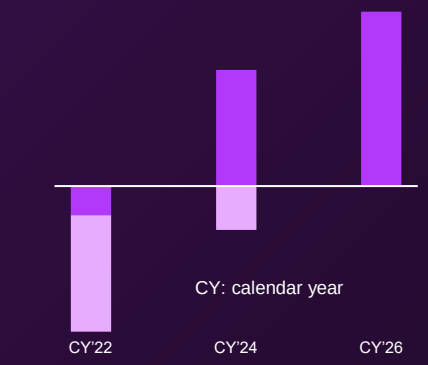
General

Strong outlook: next stage of organic revenue and Annualized Recurring Revenue growth

AVEVA

AVEVA transition to subscription on-track

Indicative revenue growth profile:



AVEVA will remain focused on Annualized Recurring Revenue until end of the transition

Ambition to achieve

c.15%+

ARR growth between 2024-2027

Ambition to achieve

Double Digit revenue CAGR

From 2023-2027*

TOTAL SCHNEIDER ELECTRIC AGNOSTIC SOFTWARE **

c.€1.9bn***

AVEVA RIB etap

SCHNEIDER ELECTRIC DIGITAL SERVICES

c.€0.7bn***

EcoStruxure advisors
(Data Center, Grid, Building, Power, Plant and Machine)

* 4-year CAGR
** Revenues to grow faster than Group average after the transition
***2022 revenues

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CONNECT

Connecting the industrial ecosystem with data, AI and deep domain expertise for sustainability and efficiency

One Data

Drive rapid action and value for insights beyond visualization and analytics, supported by market-leading PI data infrastructure

One Experience

Enable adaptive, intuitive experience across the end-to-end industrial lifecycle from a single platform across all products

One Digital Twin

Collaborate across ecosystems with domain-specific, secure living digital twin from Design, Build, Operate, Optimize

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