

### Our business model

We believe that great people and partners make Schneider a great company and that our commitment to Innovation, Diversity and Sustainability ensures that **Life is On** everywhere, for everyone and at every moment.

**A vision of a more:** Electric, Digital, Decarbonised and Decentralised world.

### Our resources



#### Human

- 137,000 employees
- 82% of independent administrators



#### Industrial

- 230 industrial and logistics sites certified ISO14001
- 98 distribution centers around the world
- 178 sites labeled towards zero waste to landfill



#### Innovation

- c. 5% of revenues invested in R&D
- 8,500 R&D engineers



#### Environmental

- Procurement volume > €12bn
- Energy consumption, 1,258 TWh equivalent
- Water consumption, 2,700 thousand m<sup>3</sup>



#### Financial

- Shareholders' equity, €22.3bn
- Free cash flow, €2.1bn
- Green Bond, €300m emitted in 2015

\* Of Schneider Electric's revenue.

### Our ecosystem

2 core offerings of Energy Management and Industrial Automation serving the Energy Transition and Industry 4.0. Integrated and digitized solutions through EcoStruxure™, our global, homogeneous and agnostic platform for efficiency and sustainability



### Common values:

Meaningful, Inclusive, Empowered

**Our commitments:** Schneider Electric commits, in the short and long term, to contribute to making the planet more sustainable for all its stakeholders.

2020

2030

2050

2018 - 2020  
SCHNEIDER  
SUSTAINABILITY  
IMPACT

SUSTAINABLE  
DEVELOPMENT GOALS

Limit global warming below +2°C in line with the Paris Agreement

### Our value creation

#### Inspired, trained and committed employees

- Medical Incident Rate per million hours worked, 0,94
- 5,691 volunteering days thanks to our VolunteerIn global platform

## 67%

Employee Engagement Index

## 3.2m

Training hours

#### Product and Services serving the Energy Transition

- +13.8% turnover for our *Energy and Sustainability Services*
- €6.59bn revenue from our new Green Premium portfolio

## 51m

Metric tons CO<sub>2</sub> saved on our customers' end thanks to our EcoStruxure offers

## 43,572

Metric tons of avoided primary resource consumption through ECOFIT™, recycling and take-back programs

#### Resolute social and societal commitments

- 92% of employees are working in a country with commitment and process in place to achieve gender pay equity
- 21.6% of our leaders are women. We target 30% by 2020
- +1,300 decentralized electrification systems and solar micro-grids installed since 2015

## 196,162

Underprivileged people trained in energy management since 2015

## 155

Suppliers under Human Rights & Environment vigilance received specific on-site assessment

#### Strong financial performance

- Proposed dividend per share €2.35, +7% vs 2017
- +10% Operational margin organic growth

## 25,720m

€ revenue

## 2,334m

€ net income

From the business partnership to a culture of dialogue with all our stakeholders:

- Clients
- Civil Society
- Social
- Institutional
- Technical
- Financial
- Partners