

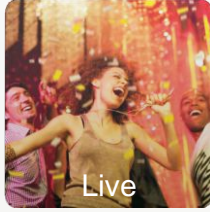
The New Norm

Smart Buildings as a Business Enabler

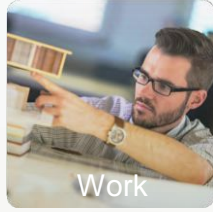
Schneider Electric
EcoStruxure™
Innovation At Every Level

Kaloyan Georgiev

Energy Efficiency, IoT and Digitization business



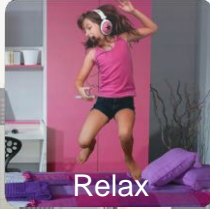
Live



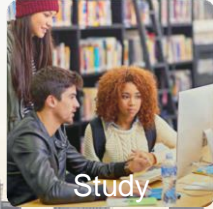
Work



Shop



Relax



Study



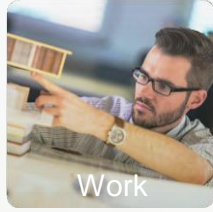
Get Well

Buildings consume **53%**
of world electricity

Buildings are the bedrock of cities...



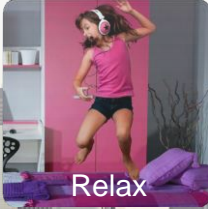
Live



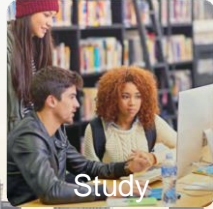
Work



Shop



Relax



Study



Get Well

Electricity consumption in buildings will grow by

80% by 2040

Source : IEA, 4Degree Scenario

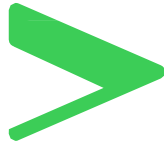
**Buildings are the bedrock of cities...
and totally rely on electricity and energy**

New disruptive technologies are catalysts for huge efficiency gains

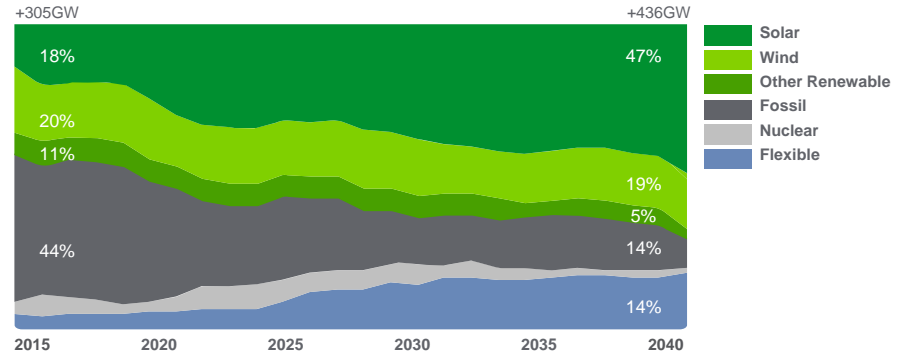
1. Internet of Things

2. Renewable & storage

Drastic cost decrease of solar and storage technologies



Resulting in drastic increase in PV annual installed capacity



Source: BNEF 2015

A man and a woman are sitting at a desk in an office, looking at a laptop. The man is on the left, wearing glasses and a grey cardigan over a checkered shirt. The woman is on the right, wearing a floral patterned shirt. They are both smiling and appear to be engaged in a collaborative work session. The background shows office shelves with various items like binders, a printer, and a basket. A green semi-transparent banner is overlaid on the top left of the image, containing text.

83%

view smart building
technology important

A man and a woman are sitting at a desk in an office, looking at a laptop. The man is on the left, wearing glasses and a grey cardigan over a checkered shirt. The woman is on the right, wearing a floral patterned shirt. They are both smiling and appear to be engaged in a collaborative work task. The background shows office shelves with various items like books, a printer, and a basket.

83%

view smart building
technology important

Only 43%

willing to pay
a premium

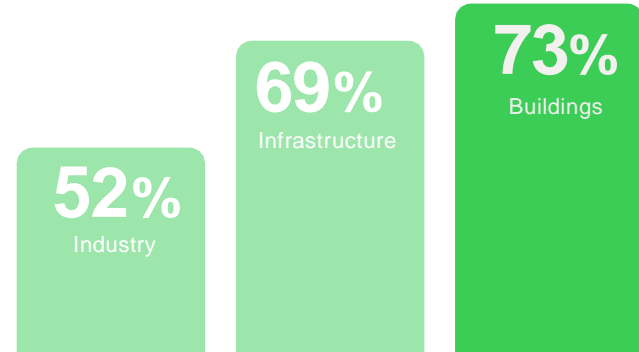
...Homes and buildings show a huge untapped potential for more...

1. Safety

2. Energy efficiency

30-50%
energy efficiency potential
through active control of the building space

1. World Energy Outlook 2015, OECD / IEA,



Untapped energy efficiency potential by segment¹

...Homes and buildings show a huge untapped potential for more...

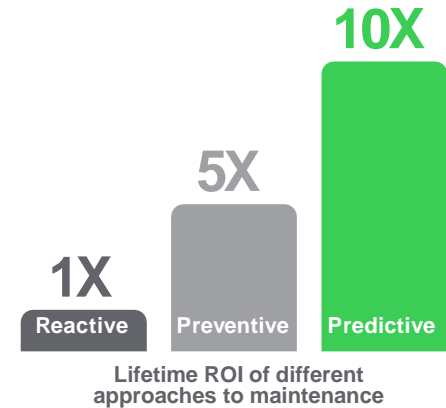
1. Safety

2. Energy efficiency

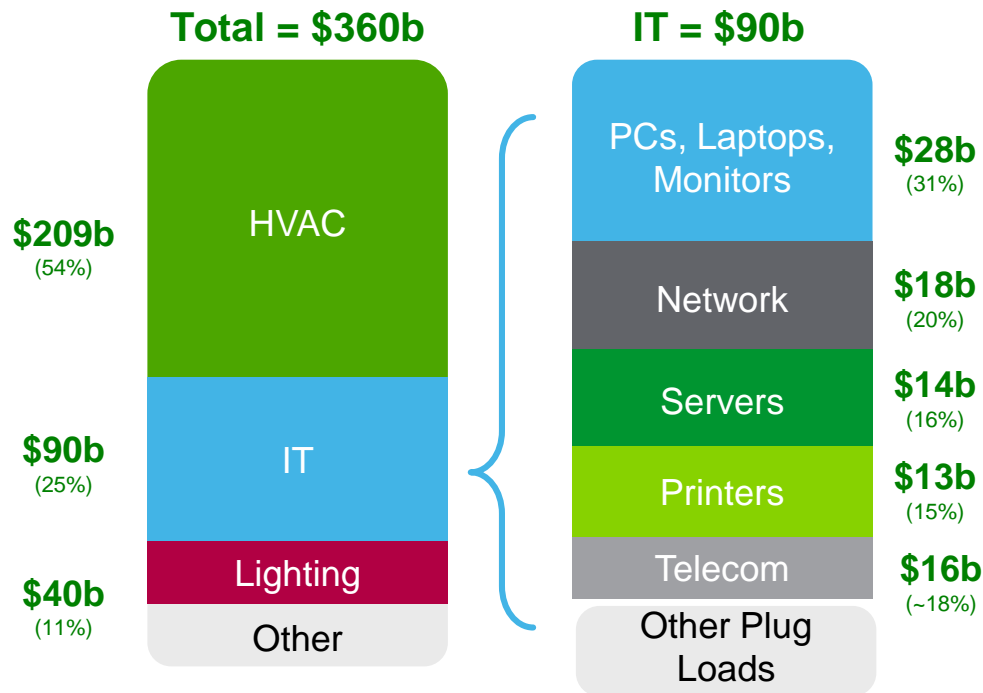
3. Operational efficiency

75% of a building's
lifetime costs
go to maintenance and operations

Source: US Department of Energy, August 2010



IT represents 25% of the total energy consumption

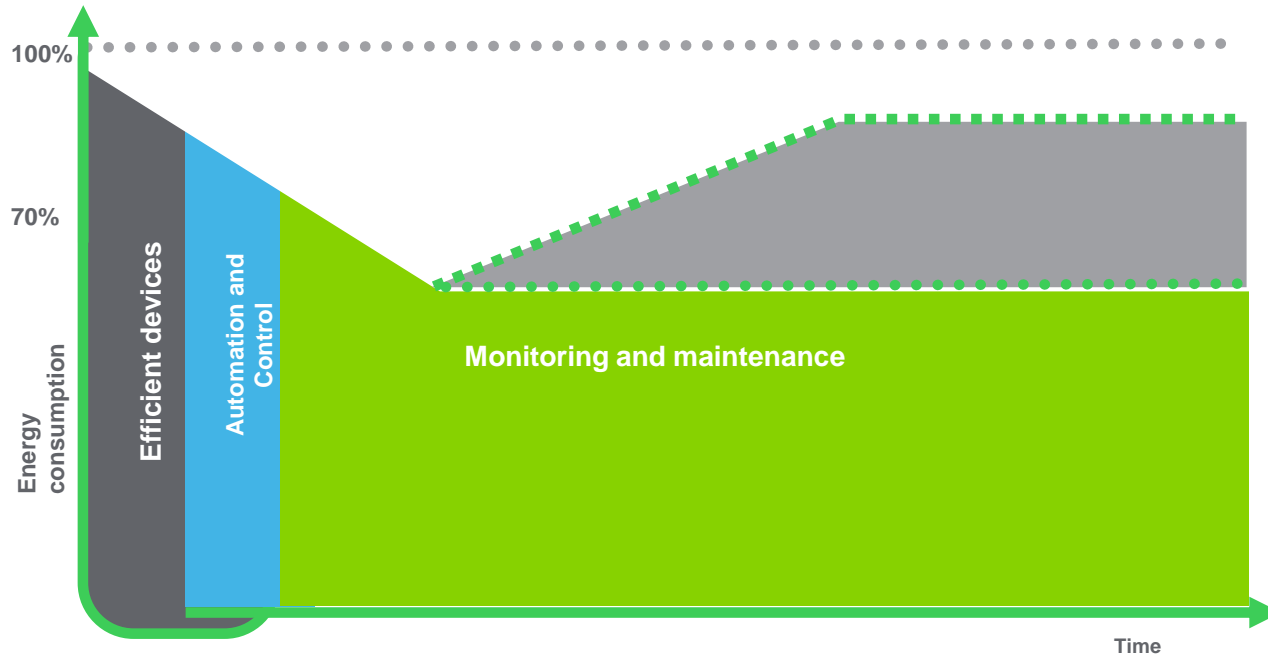


Sources

- EnergyStar: "Fast Facts on Energy Use"
- Gartner DataQuest: Forecast of IT hardware energy consumption, worldwide, 2008-2015



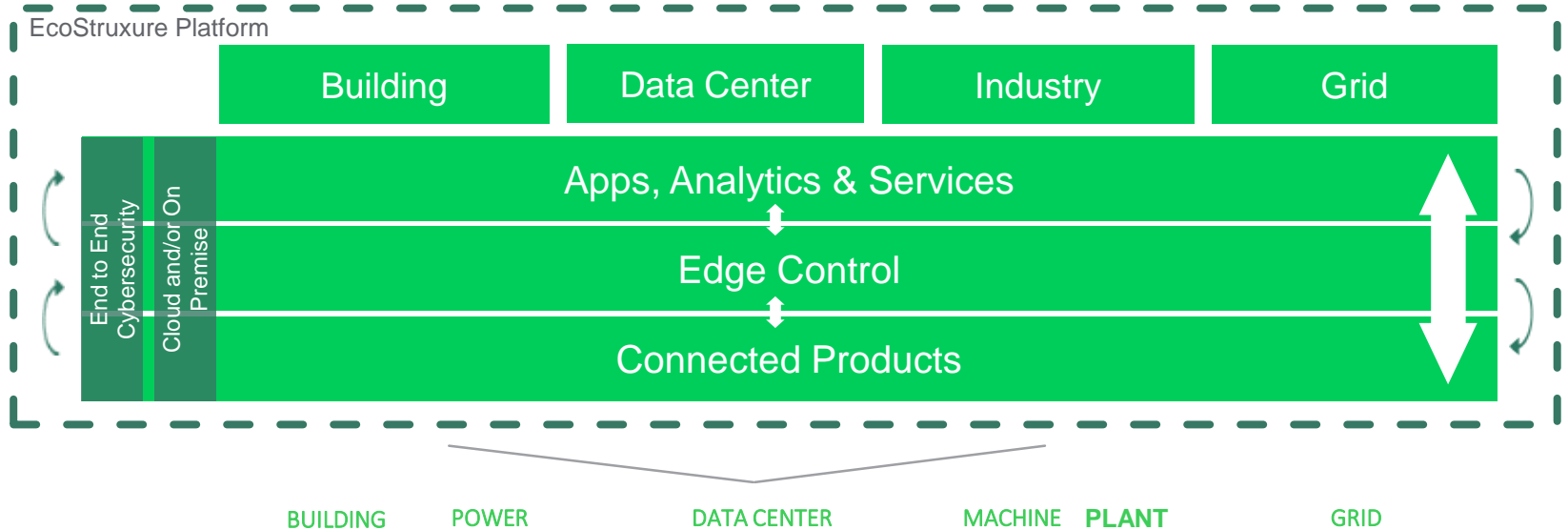
8% of savings per year are lost



Up to 8% per year is lost due to lack of monitoring and maintenance plans

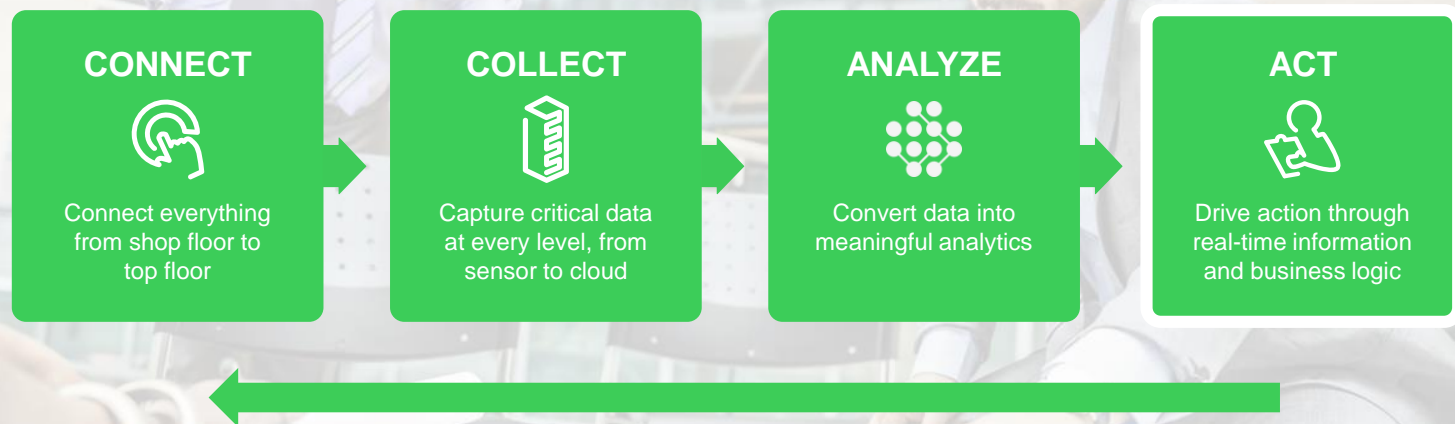
Up to 12% per year is lost due to lack of Energy Monitoring System

EcoStruxure in 4 End Markets, structured in 6 Architectures and 3 Layers



EcoStruxure Platform bridges the IT/OT gap

Translating data into actionable intelligence and better (actionable) business decisions



We started EcoStruxure in 2007,
and have stayed ahead of the IoT space evolutions



MOBILITY



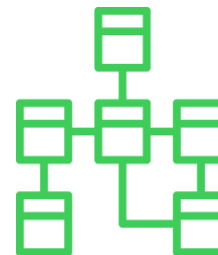
CLOUD



SENSING



ANALYTICS



CYBER SECURITY

450,000 EcoStruxure systems have been deployed with
the support of our 9,000 system integrators



Number of sensors
per square metre



Combination
of sensors



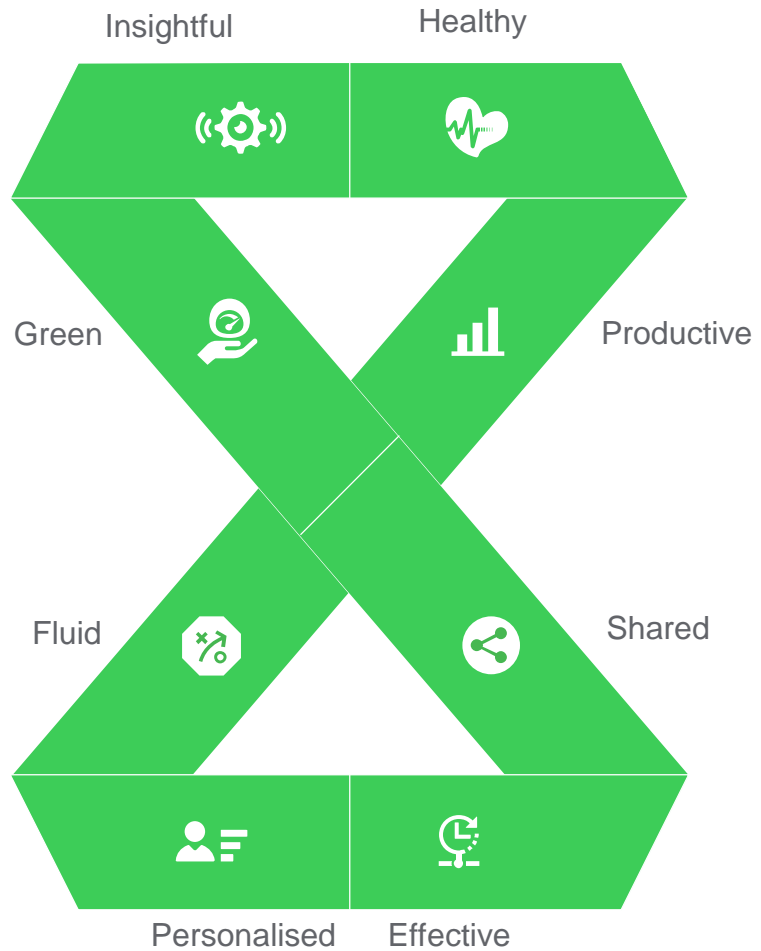
Occupants per
square metre



Occupant
Services app

How to define a minimally
viable smart building

Activ8 to Collaborate



The Edge

Amsterdam

World's most sustainable office building



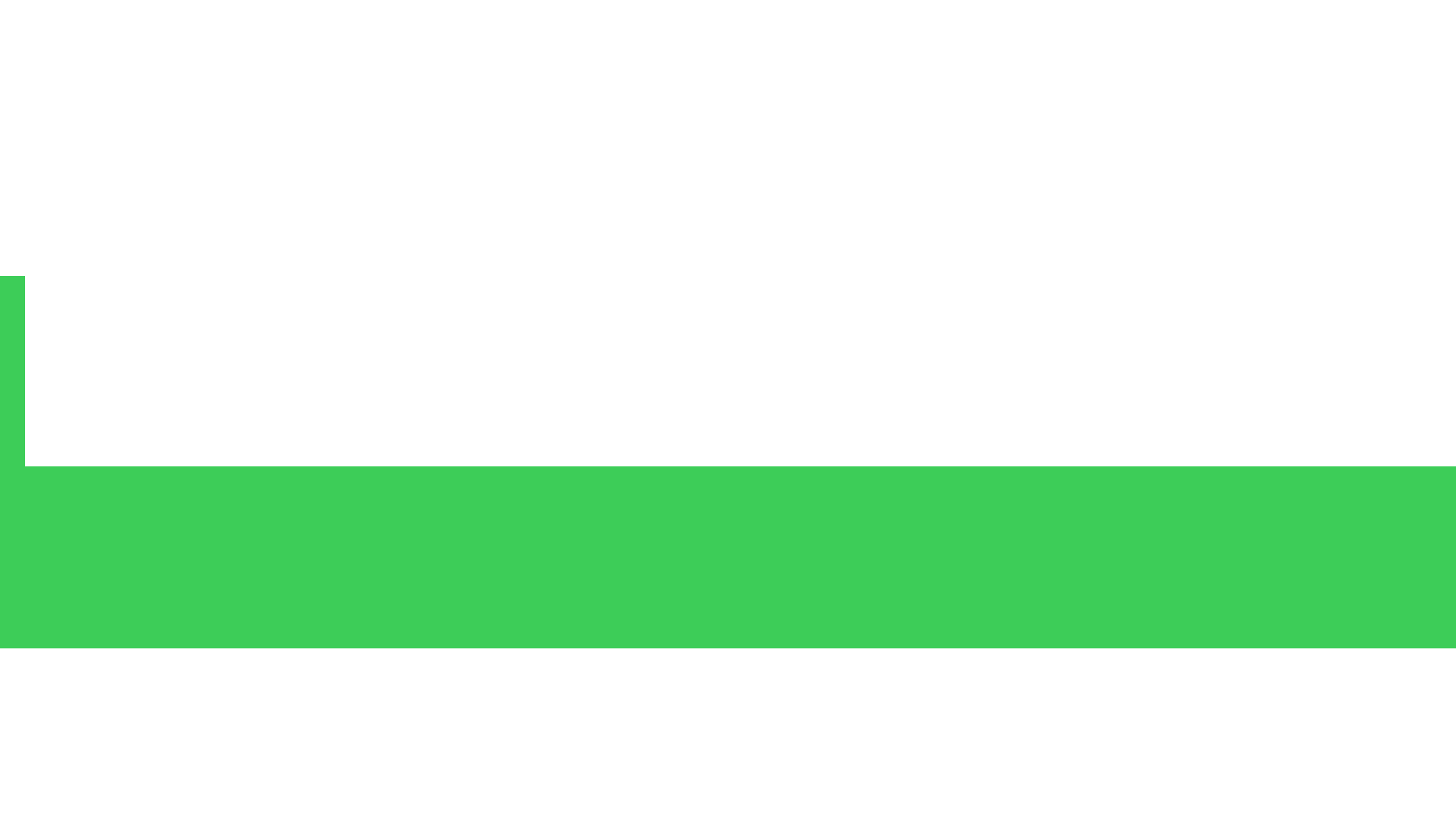


Every dollar
spent on better
work practices



Every dollar
spent on better
work practices





Life Is On



Schneider
Electric