

Making the Smart Grid happen

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Schneider Electric – the global specialist in energy management

22.4

billion € sales
(last twelve months)

39%

of sales in new economies
(last twelve months)

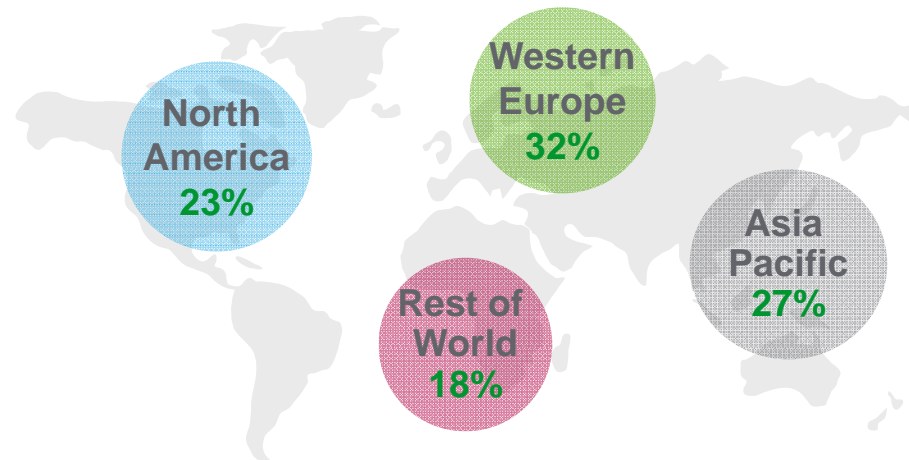
137 000+

people in 100+ countries

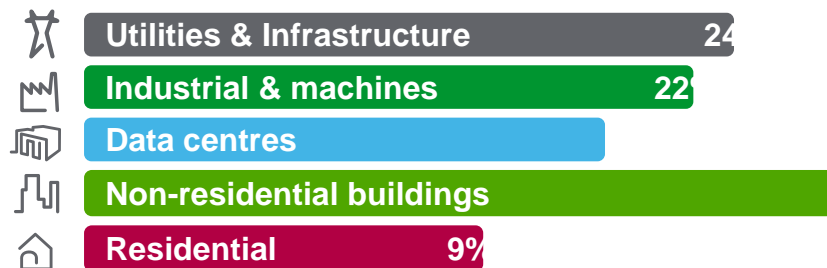
4–5%

of sales devoted to R&D

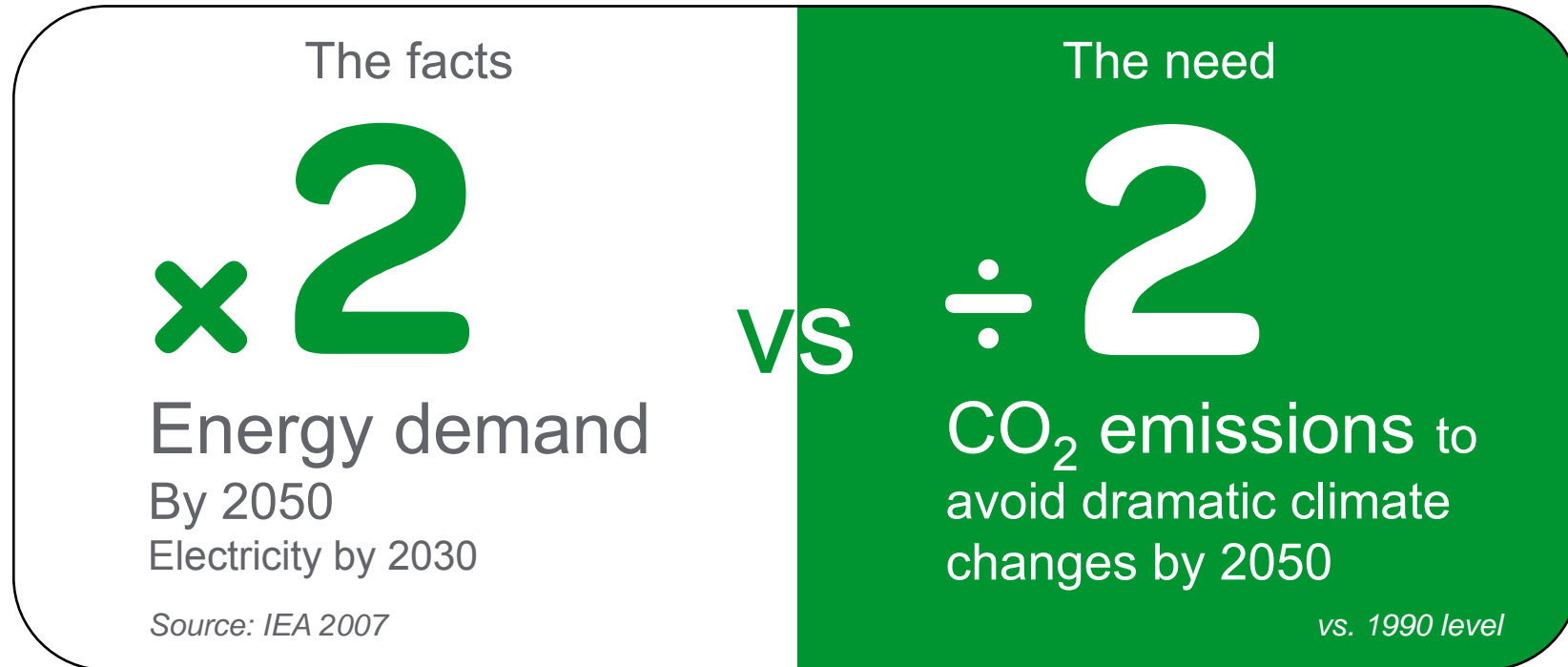
Balanced geographies – FY 2011 sales



Diversified end markets – FY 2011 sales



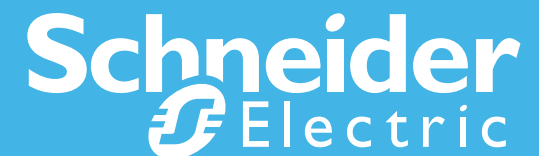
...with the Energy challenge as
cornerstone of our business strategy



we want to help address this challenge



Introducing the **Smart Grid**



The new Grid equation:

3 drivers + **3** accelerators

Growing electricity demand



Technology availability



Need to reduce CO₂ emissions



Active government & regulators



Constraints on existing networks

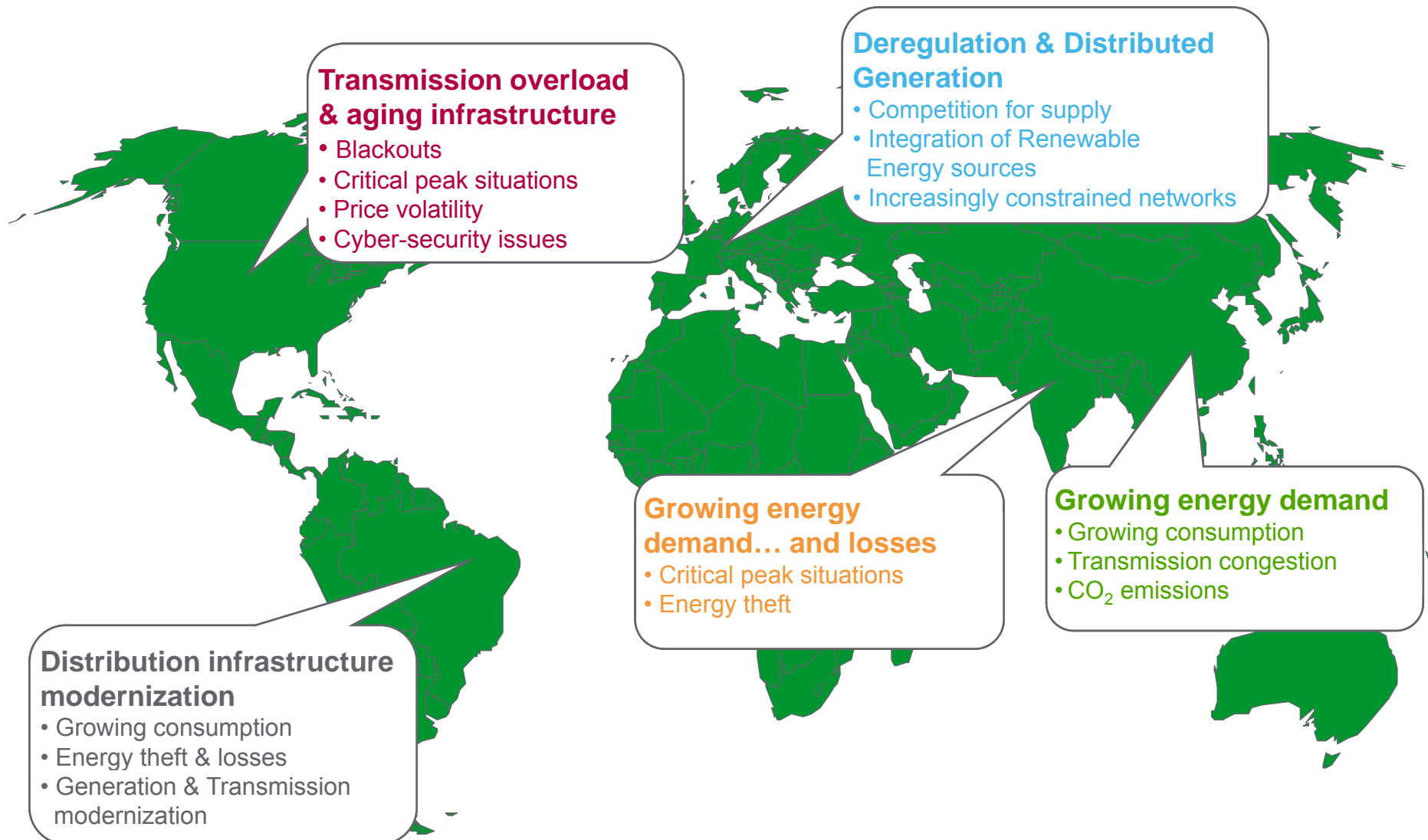


Active end-users

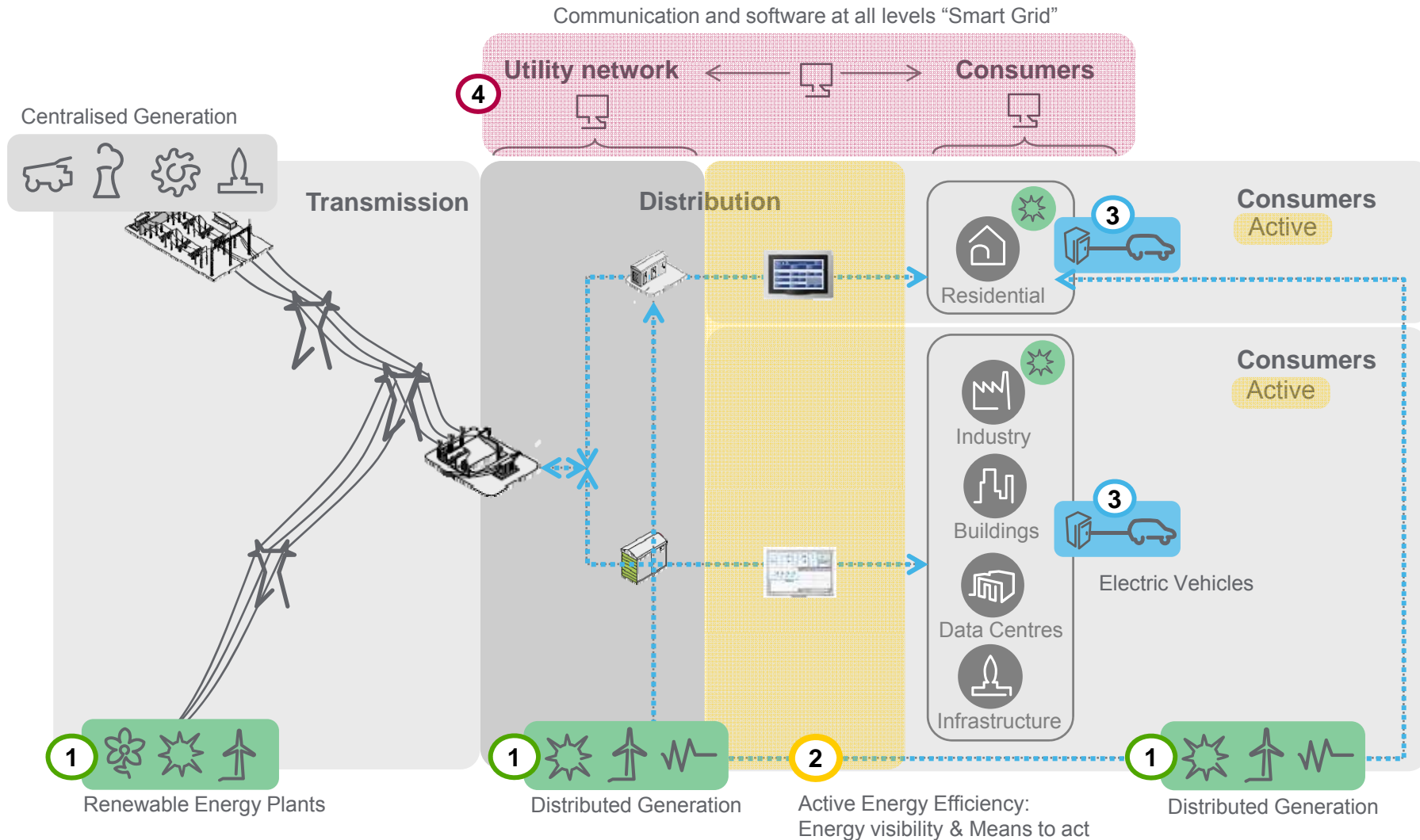


= making the smart grid happen

The equation parameters vary across the world.



From one-way energy-only grid to two-way energy+data Smart Grid

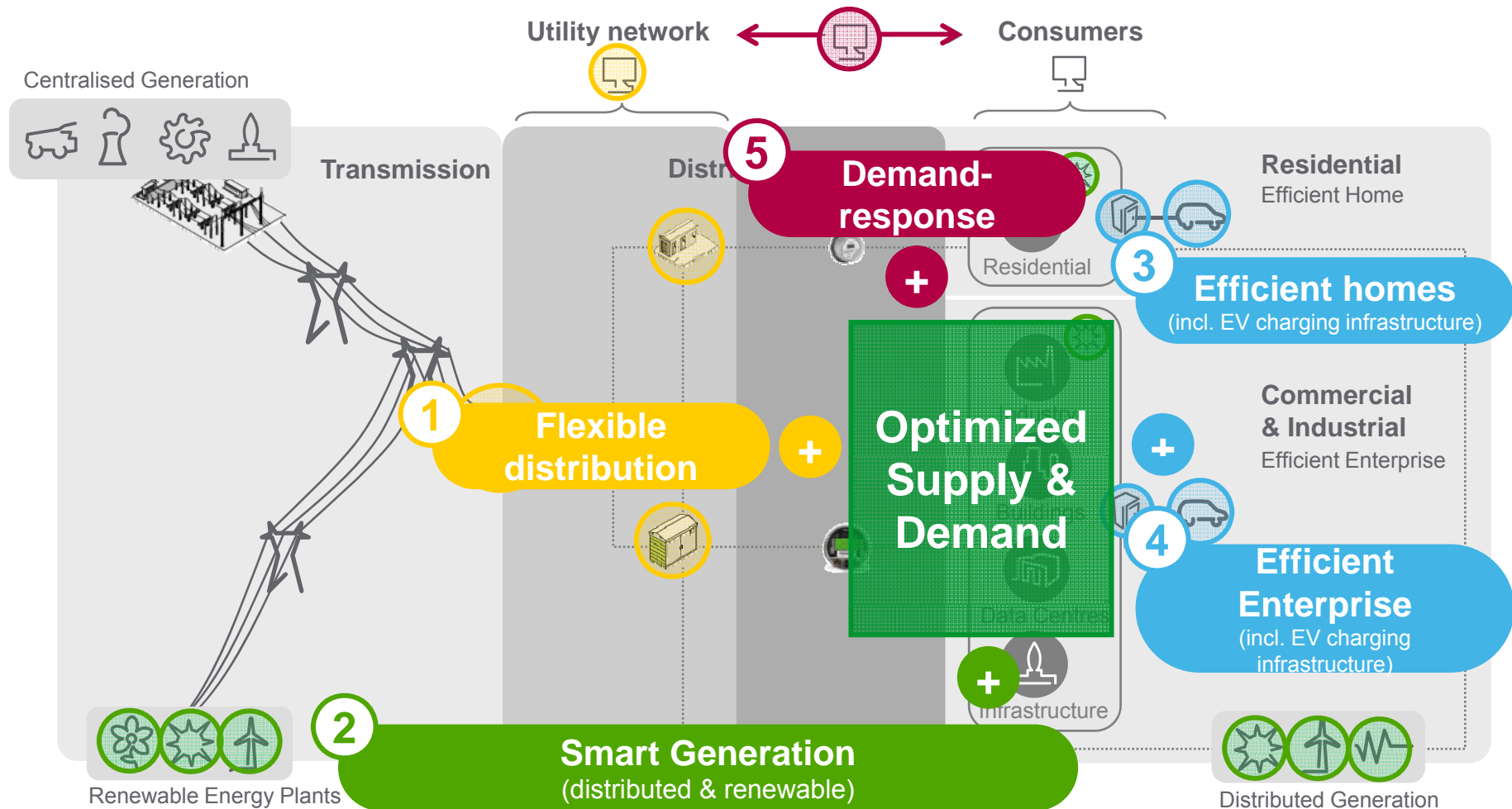




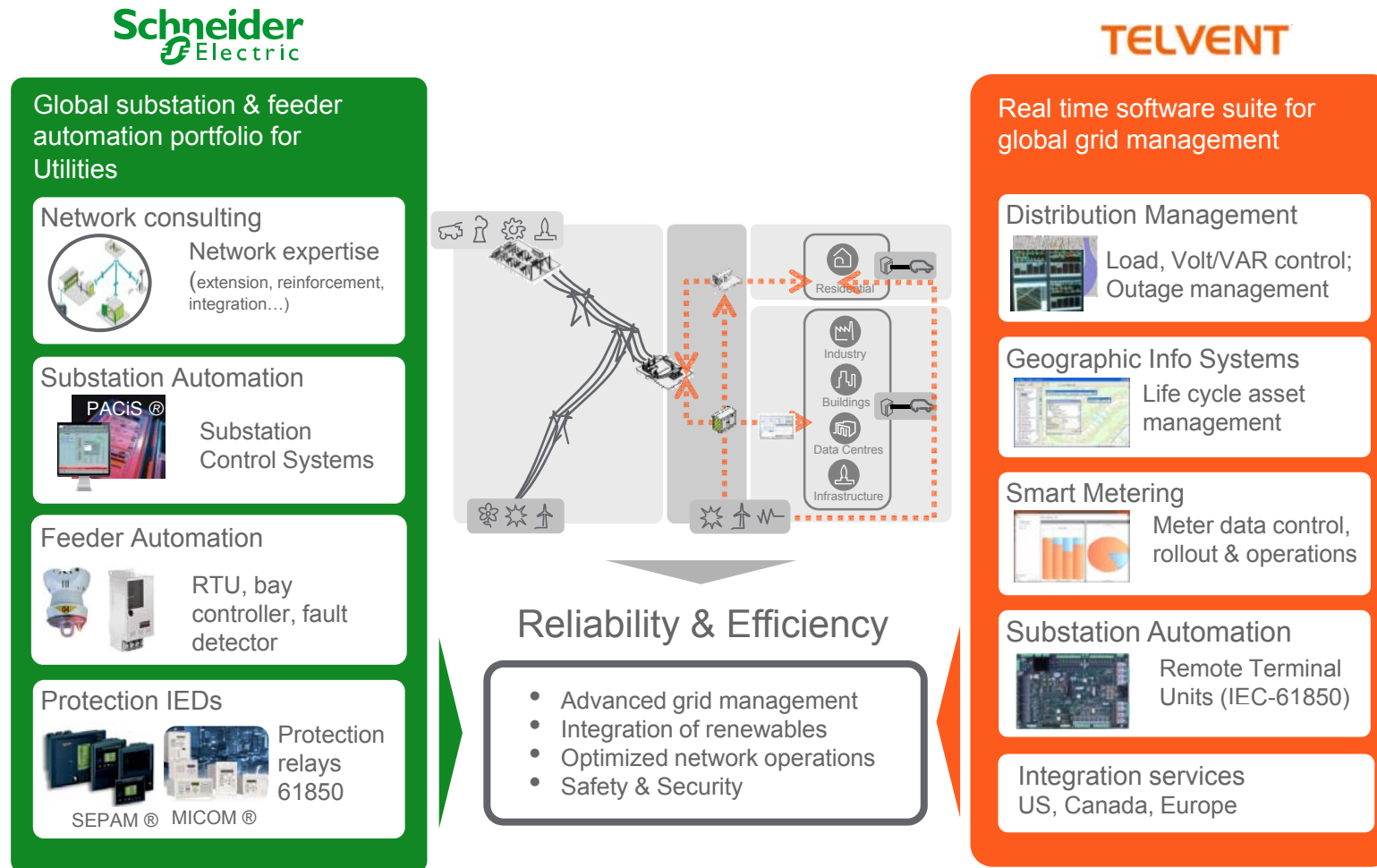
Making the **Smart Grid**
happen



Our 5 Smart Grid domains optimize Supply and Demand

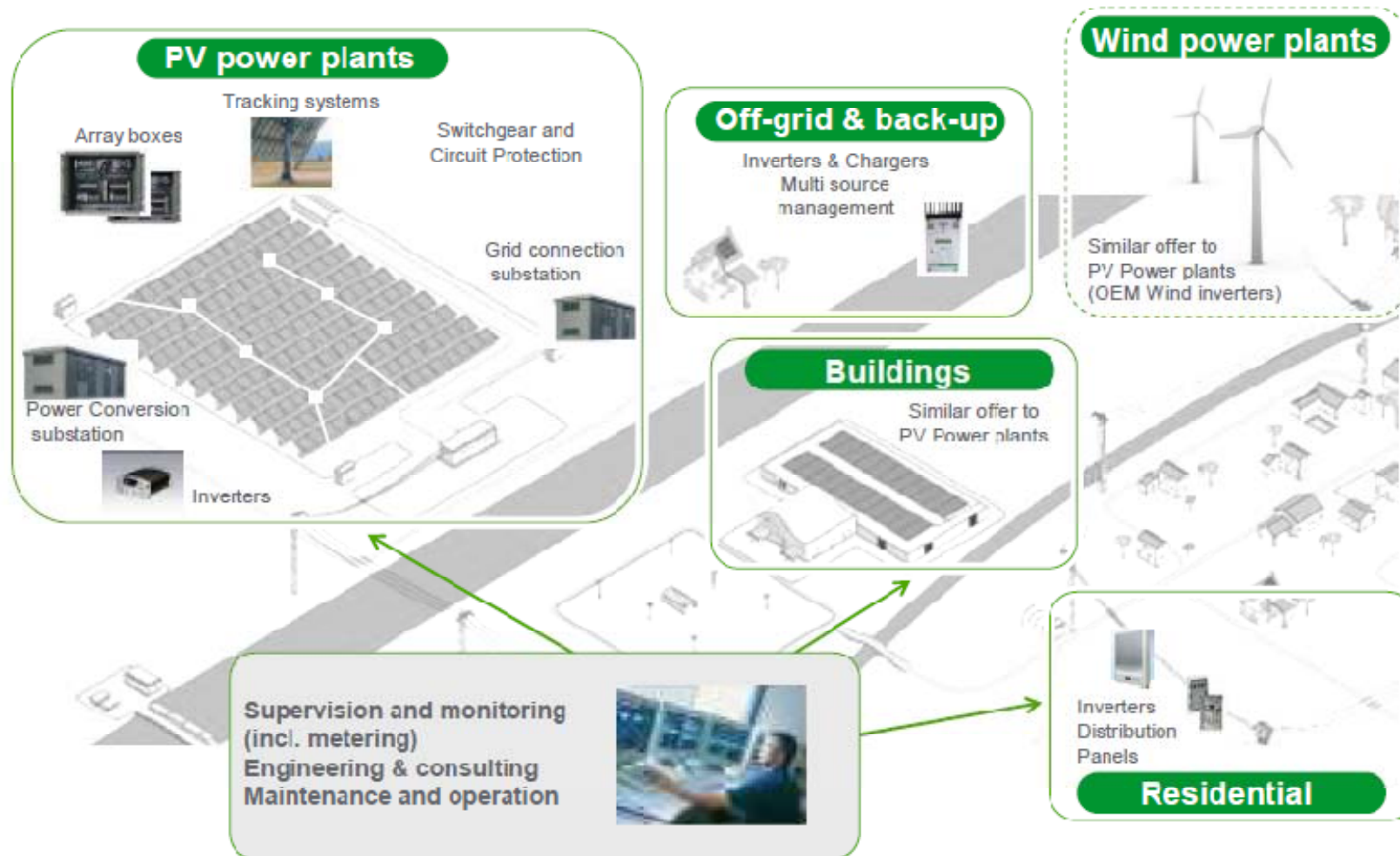


① Flexible Distribution : combining Schneider Electric and Telvent solutions

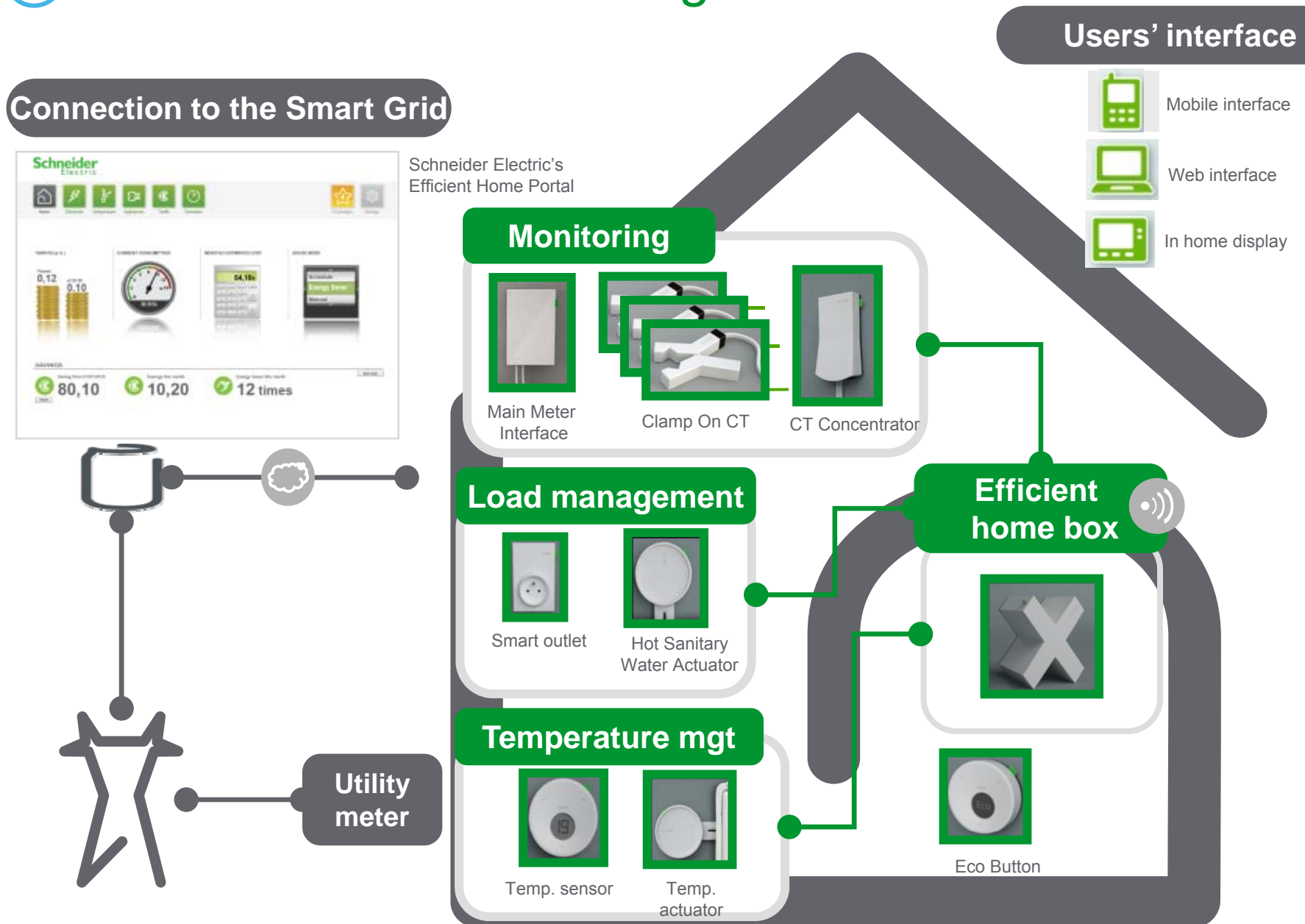


A complete medium and low voltage portfolio and a full set of management software for a more reliable, efficient, and secure grid

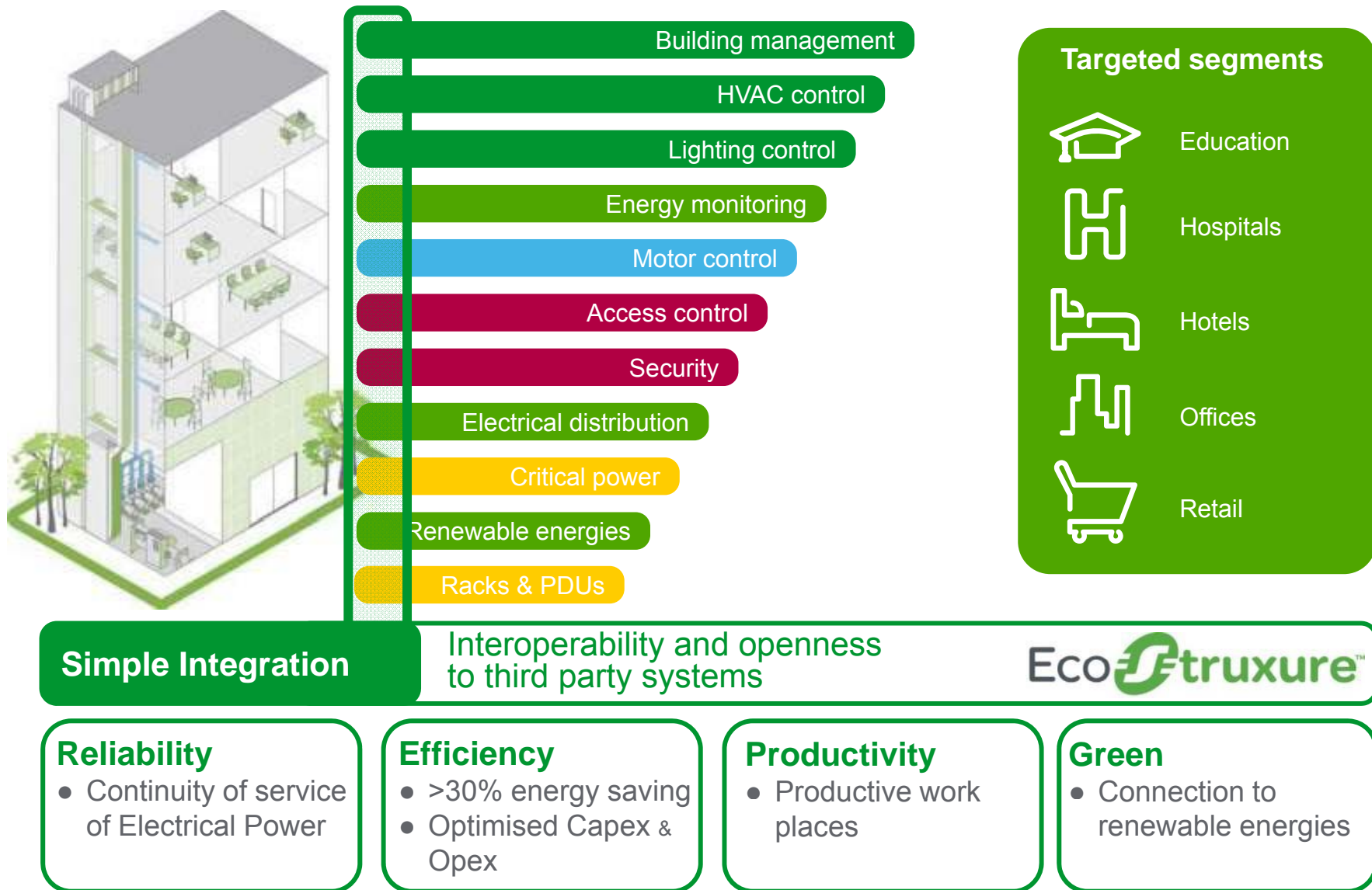
② Smart Generation: integrating Renewables safely and efficiently into the Grid



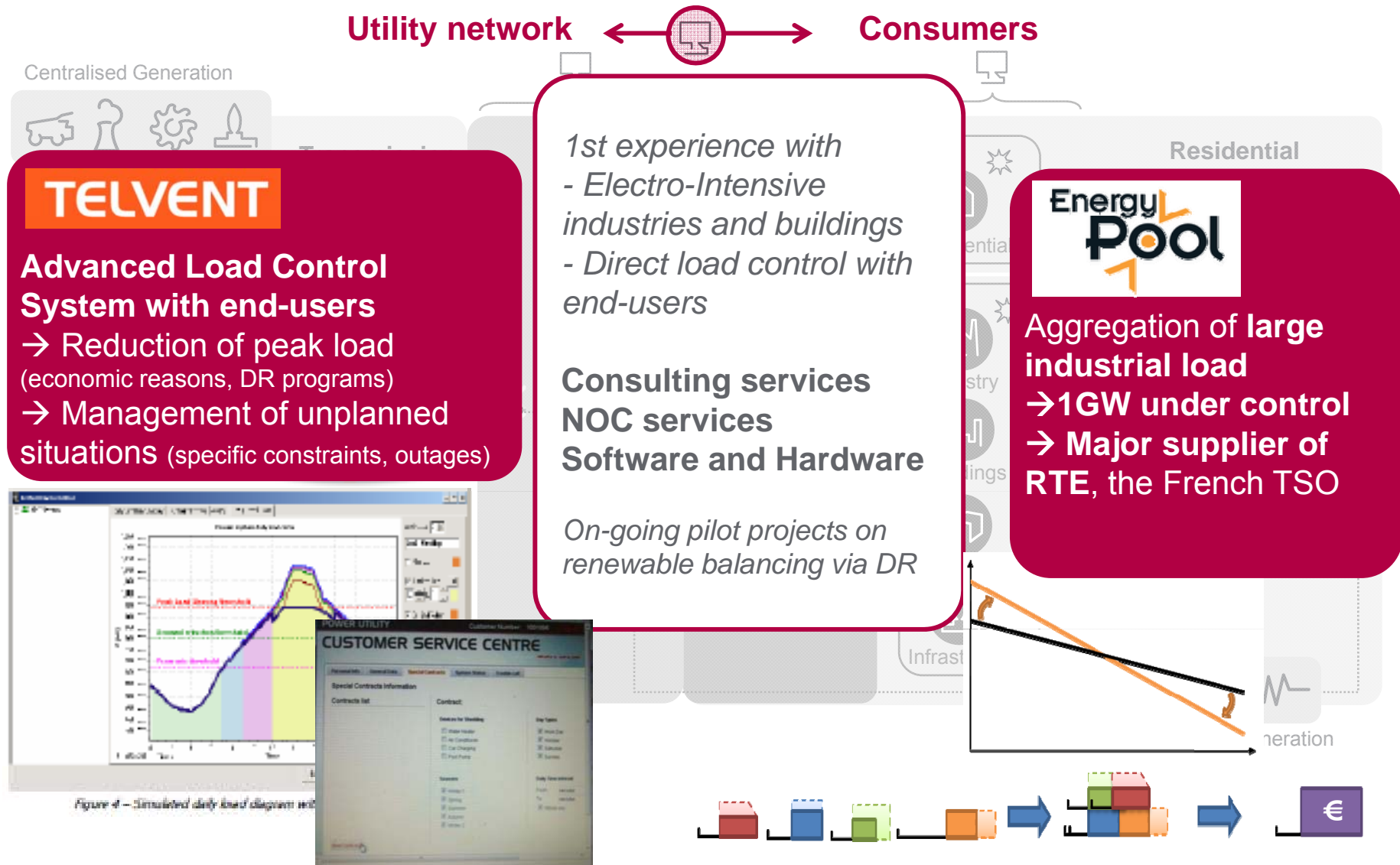
③ Efficient Homes: involving end-users



④ Efficient Enterprise: complete integrated architecture



⑤ Demand response network management and Renewables integration





Needed: a **collaborative
business model**

Innovative R&D smart grid projects

- Collaboration with more than 60 partners (utilities, universities, industrials,..)
- More than 15 projects
- More than 200M€ global investment
- More than 10 countries



LV automation



Smart
Substation



Self healing



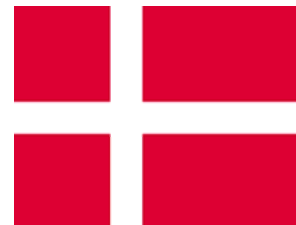
Losses



Smart city



Inedin





In conclusion...

In conclusion...

- All over the world, electricity networks are becoming more complex and less stable. To continue to efficiently balance supply & demand, the grid needs to become smarter.
- Schneider Electric is smart grid-ready and we help all our customers in homes, buildings, industrial facilities, and across the electricity network be smart grid-ready too:
 - Utilities will drive **smarter Supply**, to manage increasing demand, network complexity and environmental concerns
 - Energy-efficient companies and active end-users will drive **smarter Demand**, to maximize the cost & environmental benefits from Energy Efficiency.
 - and **Demand Response** will efficiently link Demand and Supply.

Make the most of your energy™

