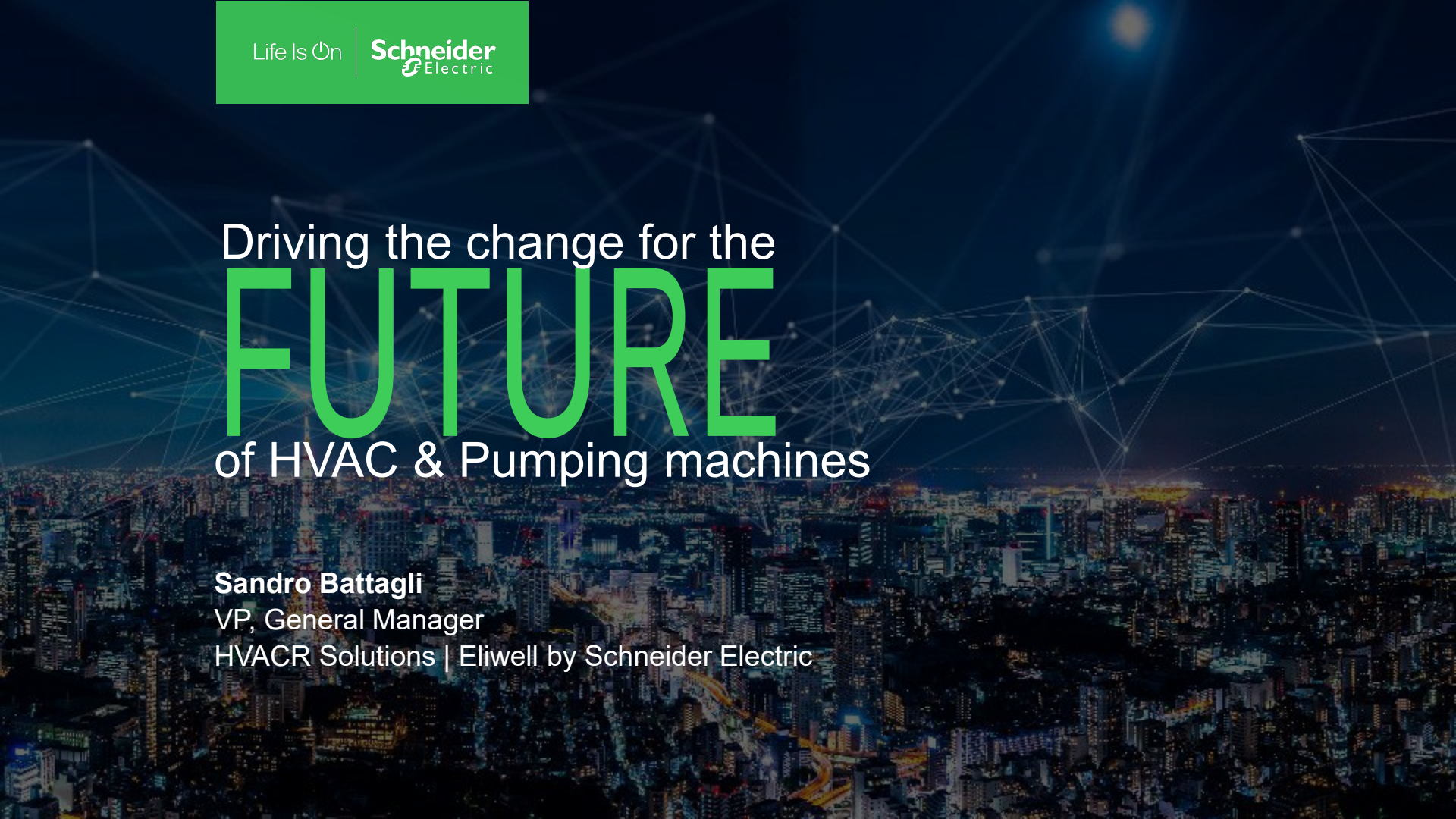
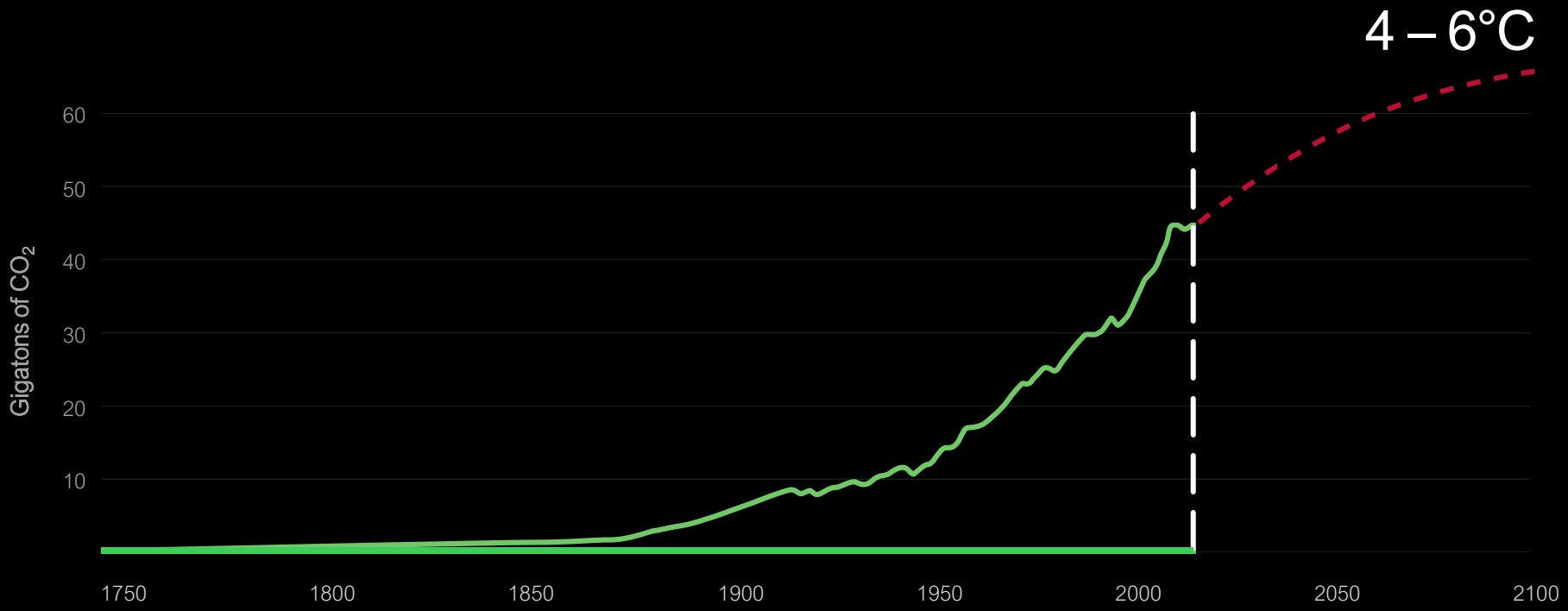

Life Is On
Schneider Electric
Driving the change for the
FUTURE
of HVAC & Pumping machines
Sandro Battagli
VP, General Manager
HVACR Solutions | Eliwell by Schneider Electric


Our world **today**
Innovation gaps
F-Gas
Energy costs
Cybersecurity
Rising inflation
P-FAS
Accessibility from remote
Motor efficiency
Electric consumption
Globalization
Non-renewable resources
Raw material cost

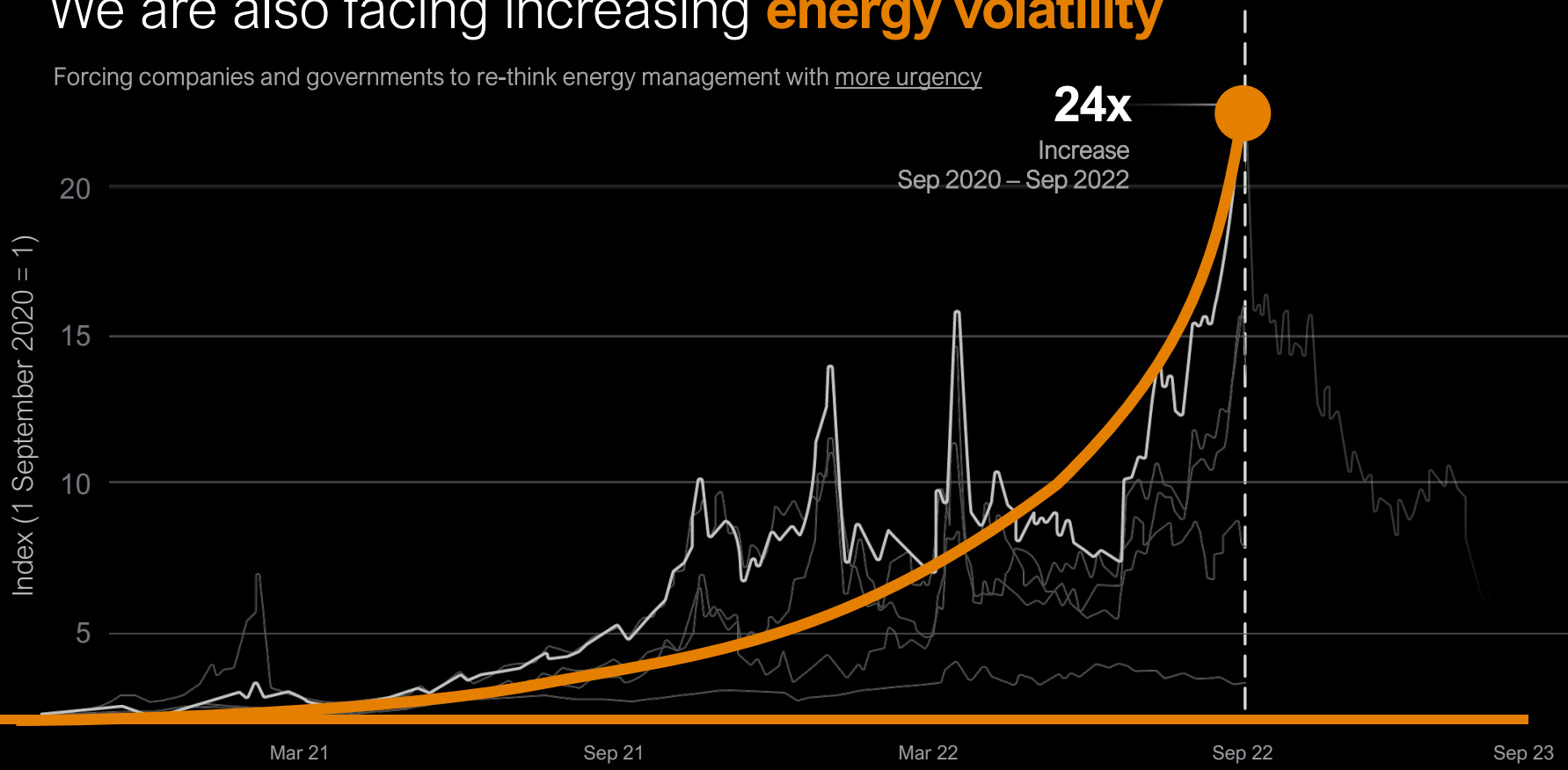
To tackle the climate crisis, we must **decarbonize**



Global Carbon Budget (2019); IPCC (2020), ETC, Making clean electrification possible (2021), Schneider Electric Research Institute
View includes industry process emissions, changes in land uses, such as deforestation

We are also facing increasing **energy volatility**

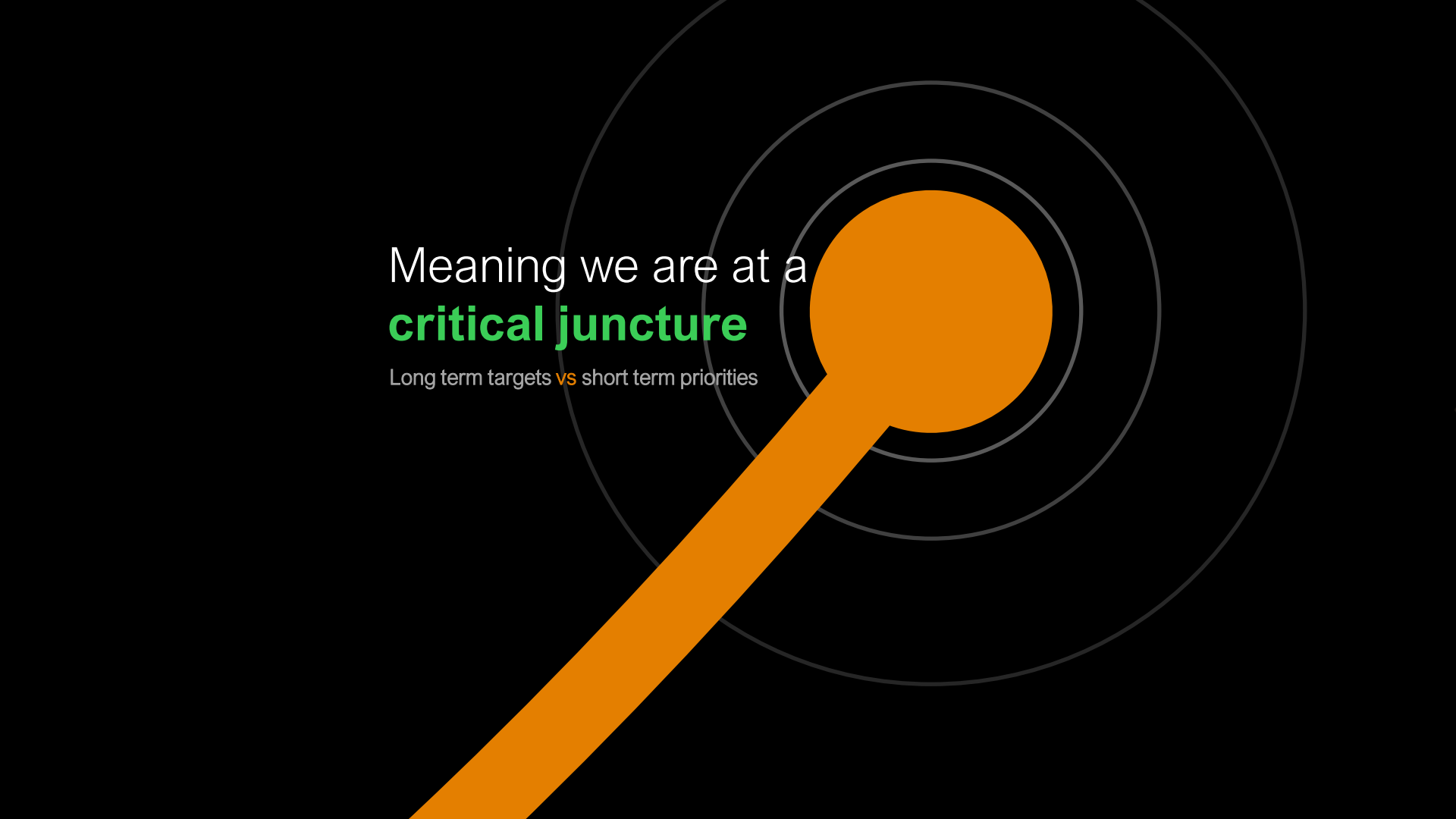
Forcing companies and governments to re-think energy management with more urgency



European gas reached a multiple of almost 25 between Sept '20 and Sept '22

Meaning we are at a
critical juncture

Long term targets vs short term priorities




Short term
Energy crisis
Our solution is…
Long term
Climate crisis

Greener & Smarter
Machines of the FUTURE



DIGITIZE making machine smarter to improve its performance

Optimize energy usage to achieve best-in-class **EFFICIENCY**

DECARBONIZE

How we can help you to reach your Sustainability and Efficiency targets

Eliwell by Schneider Electric

Eliwell, together with Schneider Electric, is a global partner offering digital, sustainable and efficient solutions and services for HVAC, Pumping and Refrigeration.



Refrigeration

Playing a leading role since more than 40 years in the commercial and industrial refrigeration industry, offering products and solutions characterized by technological innovation, energy efficiency and optimized environmental impact, to control food preservation and distribution.

Eliwell and Schneider together can offer a unique and complete solution to manage the full assets of food retails buildings.



HVAC & Pumping

Delivering energy efficient solutions for HVAC OEMs, while reducing environmental impact and offering optimal climate control for building of any size.

Schneider is a global player in HVAC and with Eliwell acquisition can offer a complete solution under Schneider brand with TVDAs, AFBs, ADEs.

Eliwell is the Centre of Expertise for MSol for HVAC.

20M+
Controllers
Installed wordwide

1M+
HVAC PLCs
installed wordwide

Eliwell identity

•One team

from product strategy to R&D development, with specific sustainability focused resources

Core knowledge

on embedded and IoT solutions applied to thermodinamics

Solid partnership

with universities, combining advanced research and talent acquisition

Agile mindset

fostering reliable and timing digital solutions

No compromise on quality

by leveraging on automation and cybersecurity

YoY growing Research & Development investments



Our mission is to be your digital partner for Sustainability and Efficiency

A complete solution
including our next generation PLC and all control panel components you need

Connectivity
boosting integration inside and outside your machine

Sharing our knowledge
through ready-to-use templates, libraries and baselines at your disposal