



## **Presentation of Schneider Electric Ventures**

**May 2009**

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# Schneider Electric in a snapshot

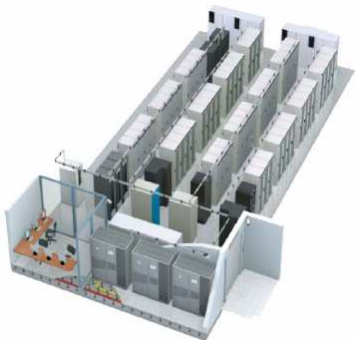
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- Schneider Electric generated revenue of €18.3 billion in 2008 through 15,000 distributor outlets, has more than 114,000 employees and operations in 190 countries

**Schneider Electric is a world leader in **power** and **control** addressing 5 end markets**

**Data Centers & Networks**

*availability, safety*



**Energy & infrastructures**

*availability, safety,  
Cost effective*



**Industry**

*productivity,  
flexibility, traceability,  
safety*



**Buildings**

*comfort,  
communication safety,  
operating costs*



**Residential**

*safety, comfort,  
communication*



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# Introduction to Schneider Electric Ventures

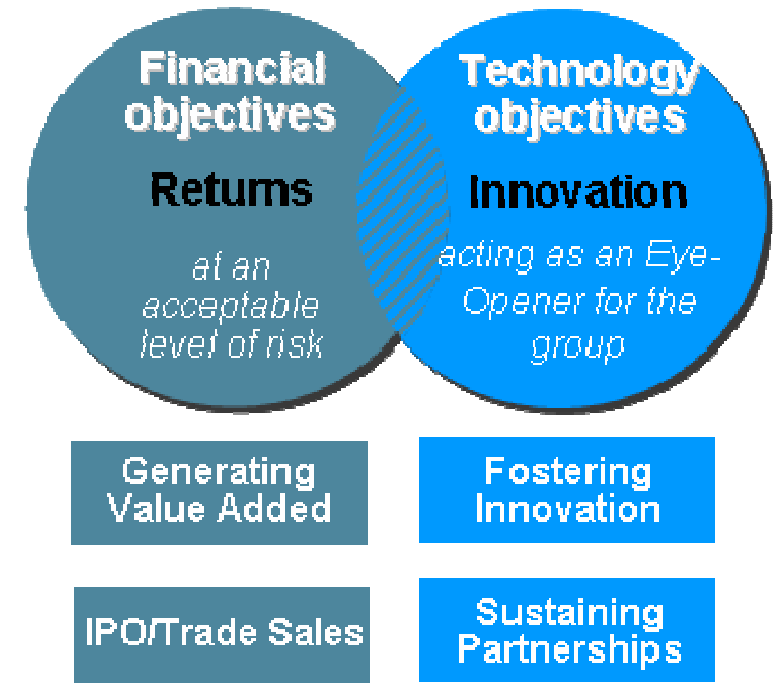
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- SEV has been **involved** in the VC market for the last **8 years** and developed its **expertise** with a **core team** of 4 people

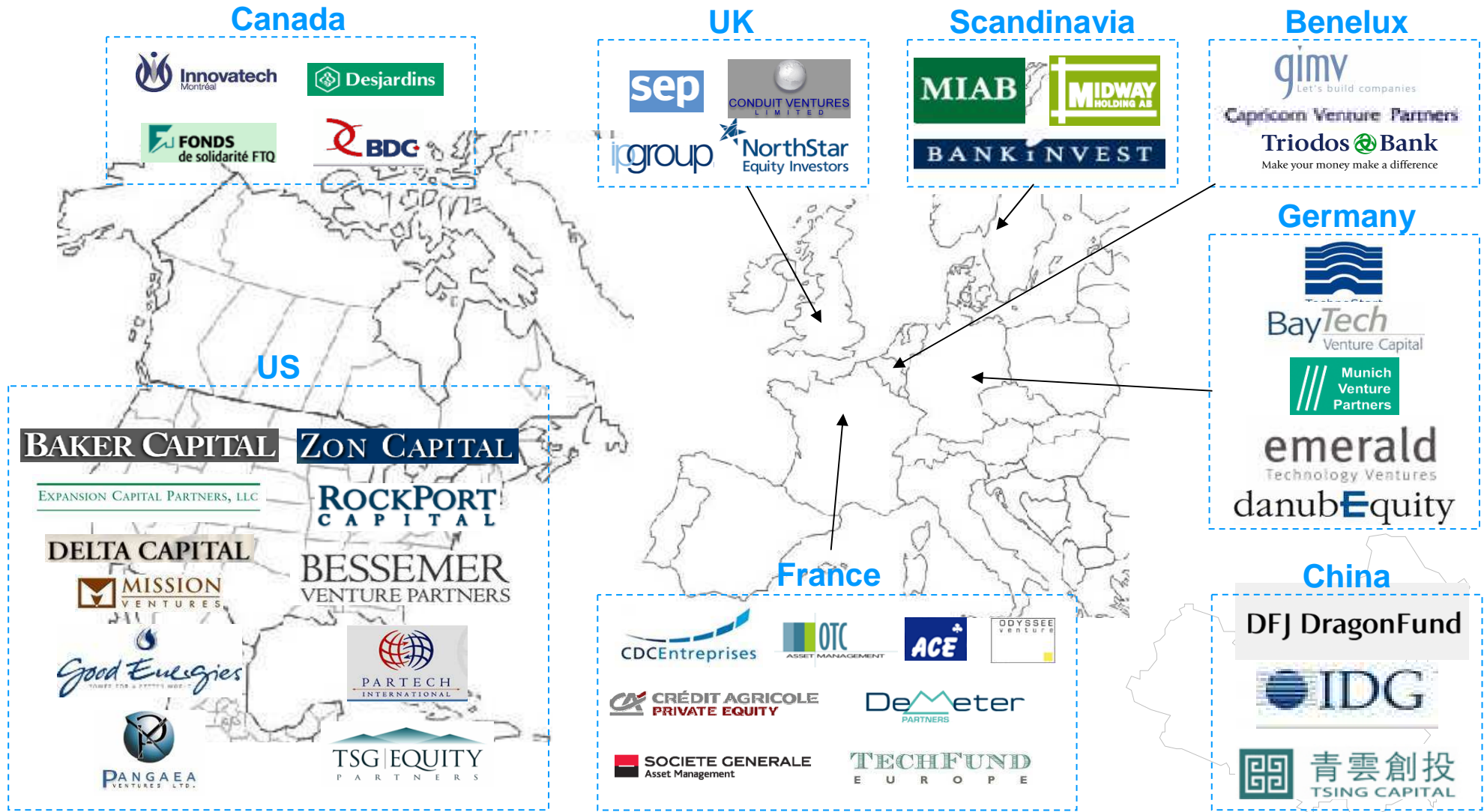
### IN A SNAPSHOT

- **An 8 year old company** : activity started in June 2000 with **very challenging first 2 years**
- **A venture organization** : the company has been **accredited** by **AMF** in 2002 (GP02 024) and manages a €50M Venture Fund (FCPR)
- **A highly selective process** : SEV reviewed more than **1300 companies** in 2008
- **A dedicated team** : **4 people** are working within SEV with 5 to 8 years of experience with additional Venture Partners in China & Japan
- **Schneider Electric commitment** : a **50 M€** fund financing and a **legal structure** according to **market standards**

### A TWOFOLD MISSION

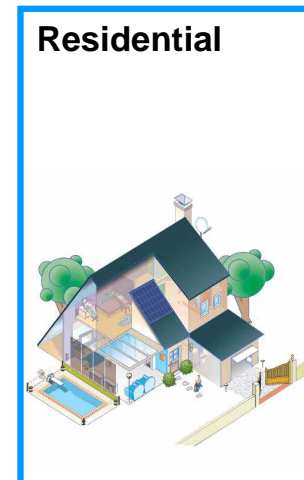
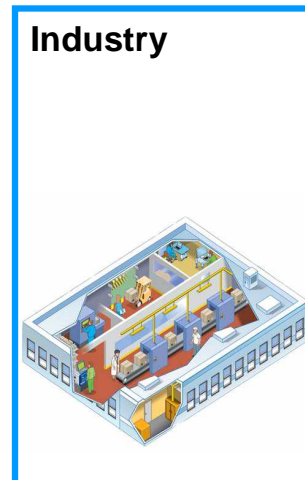
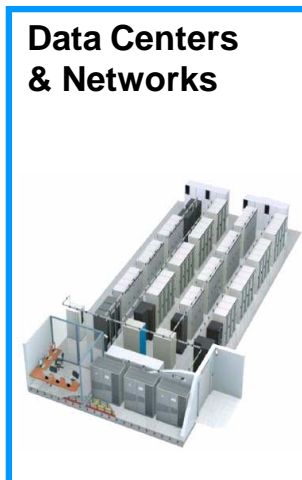


...with a large scope of co-investors and close partners



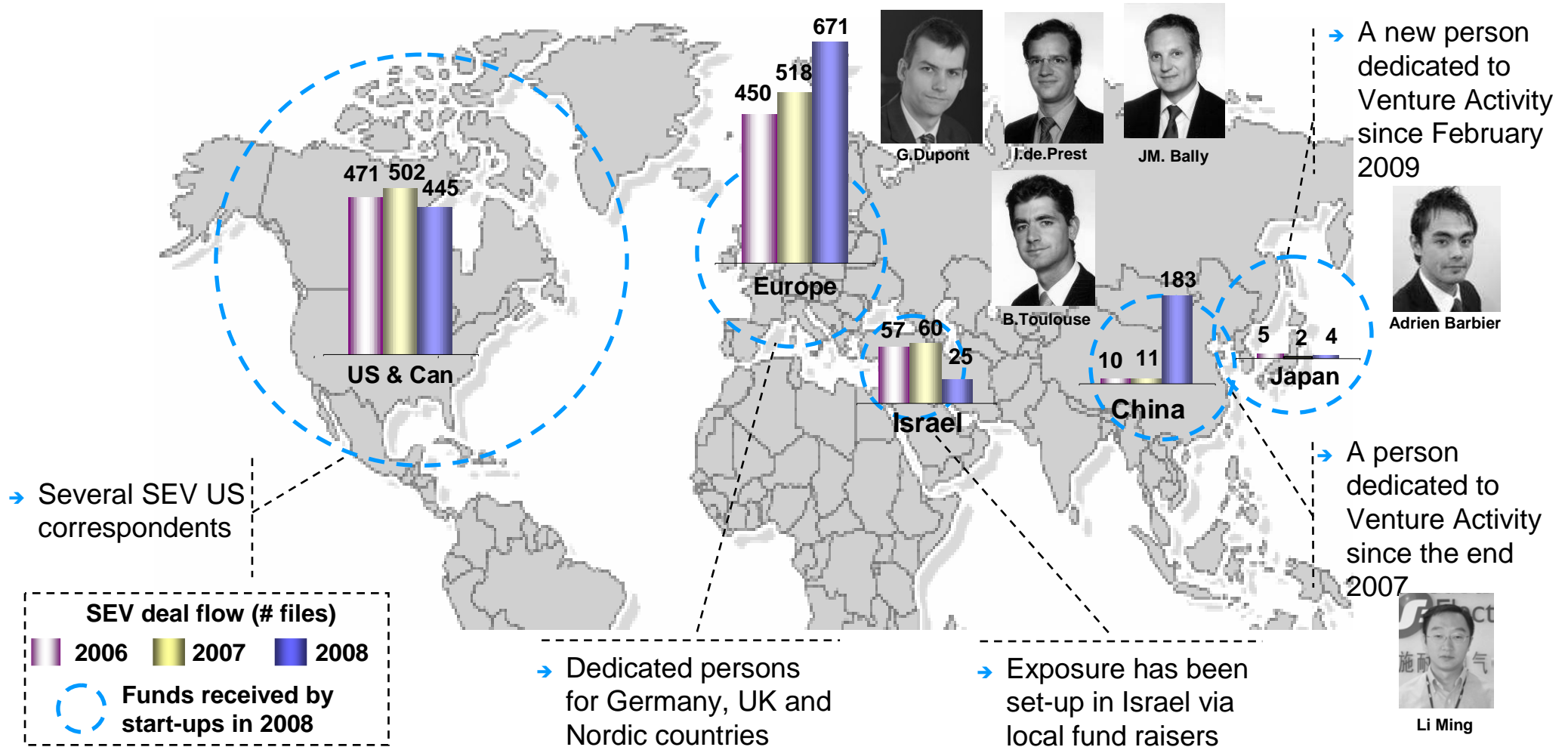
## SEV has developed a strong industrial expertise managing emerging trends & technologies in targeted markets...

- In line with its Sponsor activities, SEV has developed a strong industrial expertise in **three main sectors**



## ...through its international deal flow generation in Europe, North America and Asia

- In 2008, SEV has developed its deal flow in **China** through the opening of a local representation followed in February 2009 with **Japan**





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## **What represents Schneider Electric Ventures for Schneider Electric ?**

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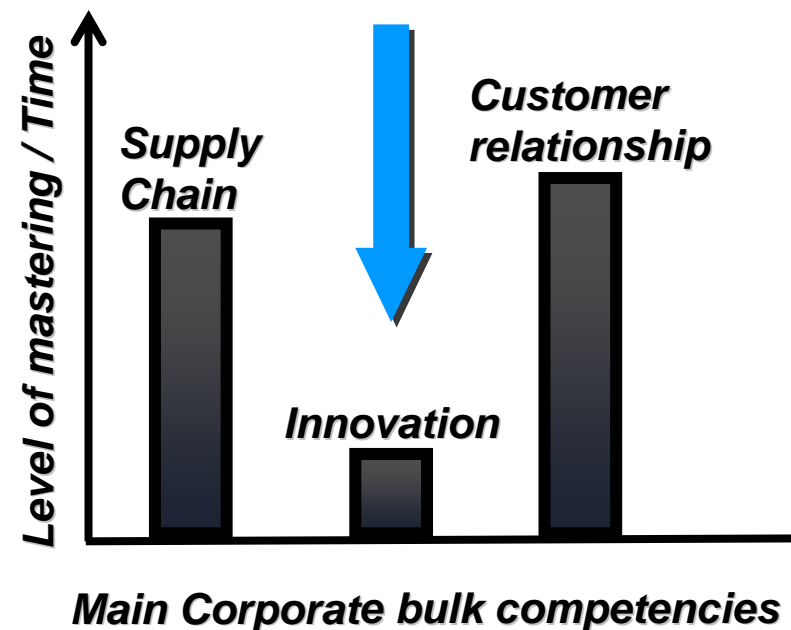
- Schneider Electric Ventures vision is to be a **complementary** and **sustainable support** for **Innovation** within Schneider Electric

### SEV FROM SCHNEIDER PERSPECTIVES

- **A tool** to detect, identify and promote small and innovative companies
- **A mean** to create an ecosystem that fosters innovation, new technologies and new growth opportunities in new markets
- **A way** to balance Corporate inertia related to innovation

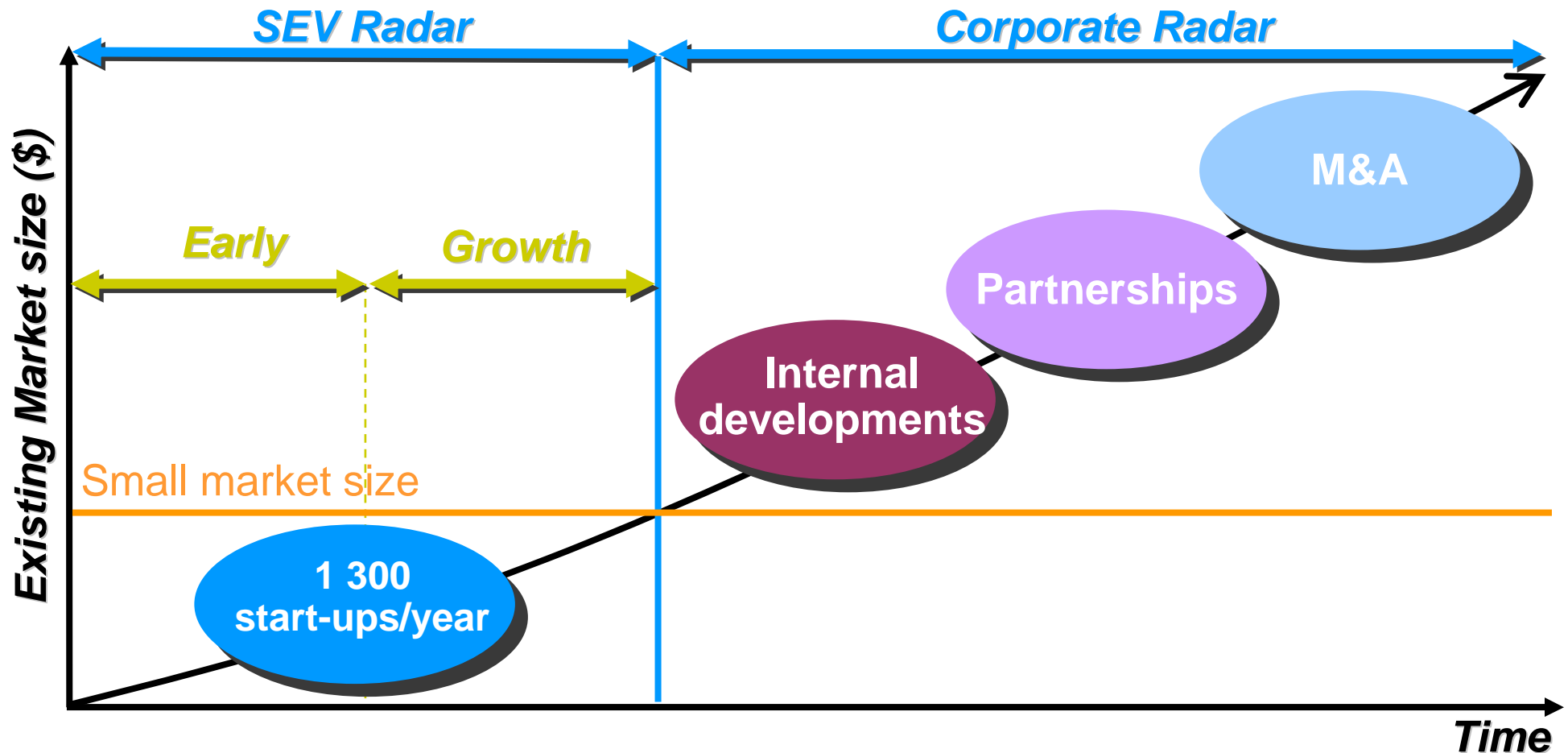
### SOME REASONS WHY ?

*Improving Innovation Time to market through SME perspectives*



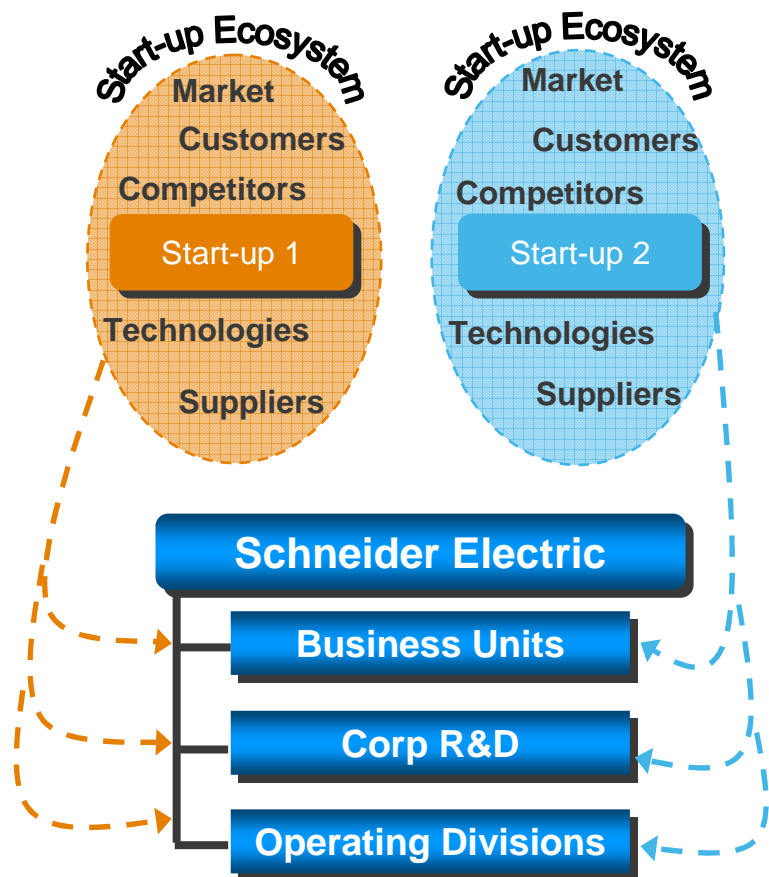
**For Schneider Electric, SEV is a scouting & experimentation tool for new technologies and market trends...**

- SEV activity is concentrating on the **future** and **emerging trends** which have **limited stakes** at the time they are **starting** and **difficult to identify** (weak signal, below the radar...)



## ...which provides the innovation bridge between innovative companies and Schneider Electric

- SEV provides new growth opportunities through scouting, selection and promotion of external innovations



### *From market trends...*

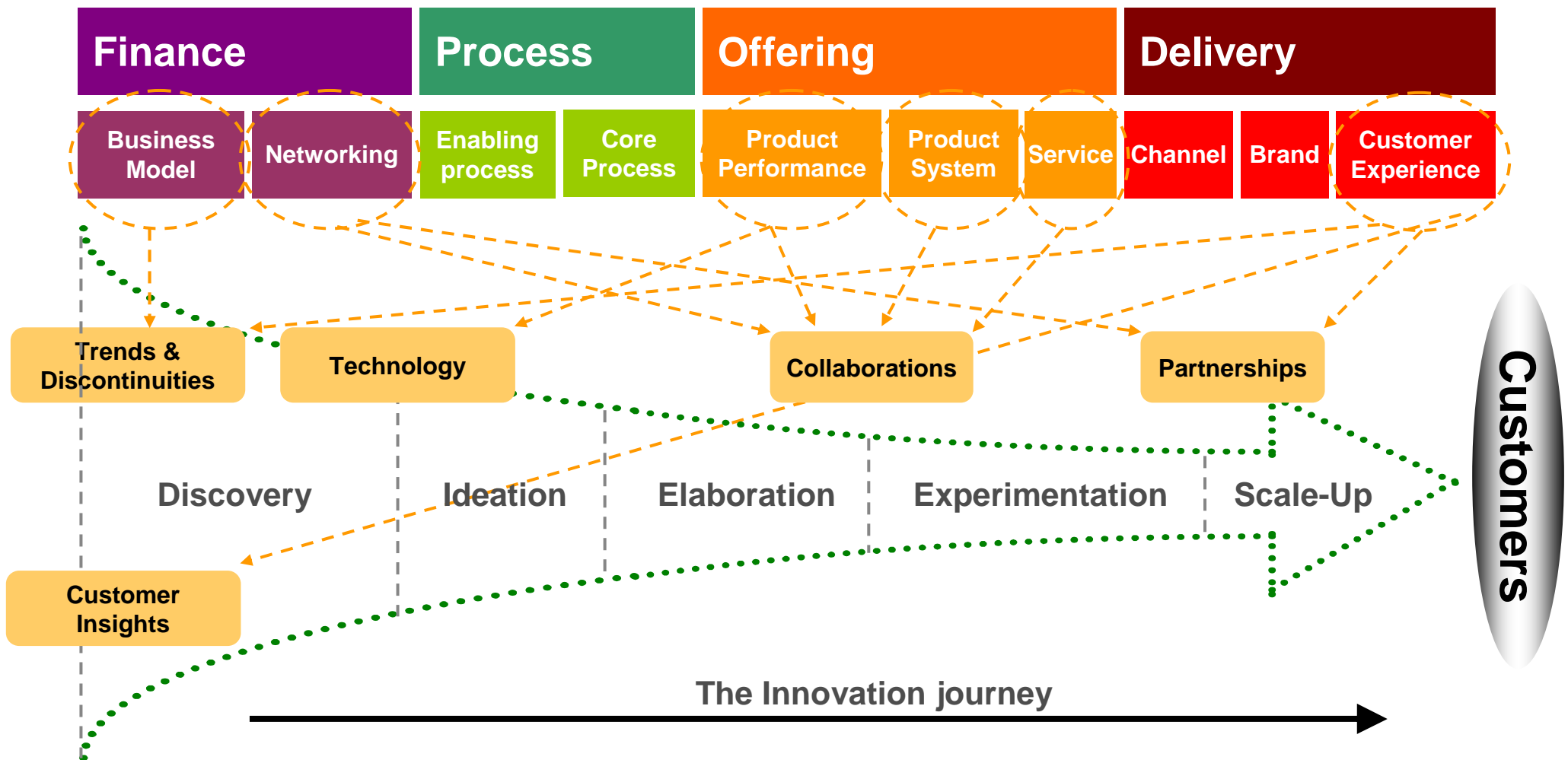
- **Identification** and **monitoring** of emerging markets & technologies
- **Development** of relationships with start-ups to foster innovation within Schneider Electric
- **Highlight** of new business opportunities through surveys

### *...to cooperation*

- **Business** cooperation on emerging markets (Photovoltaic, Demand response...)
- **Global** cooperation on emerging technologies / applications (Wireless, Security...)
- **Monitoring & Deployment** of disruptive technologies (MEMS, SIC...)

# Finally, SEV is one element of Schneider Electric Innovation process

→ SEV brings a complementary contribution within several types of innovation



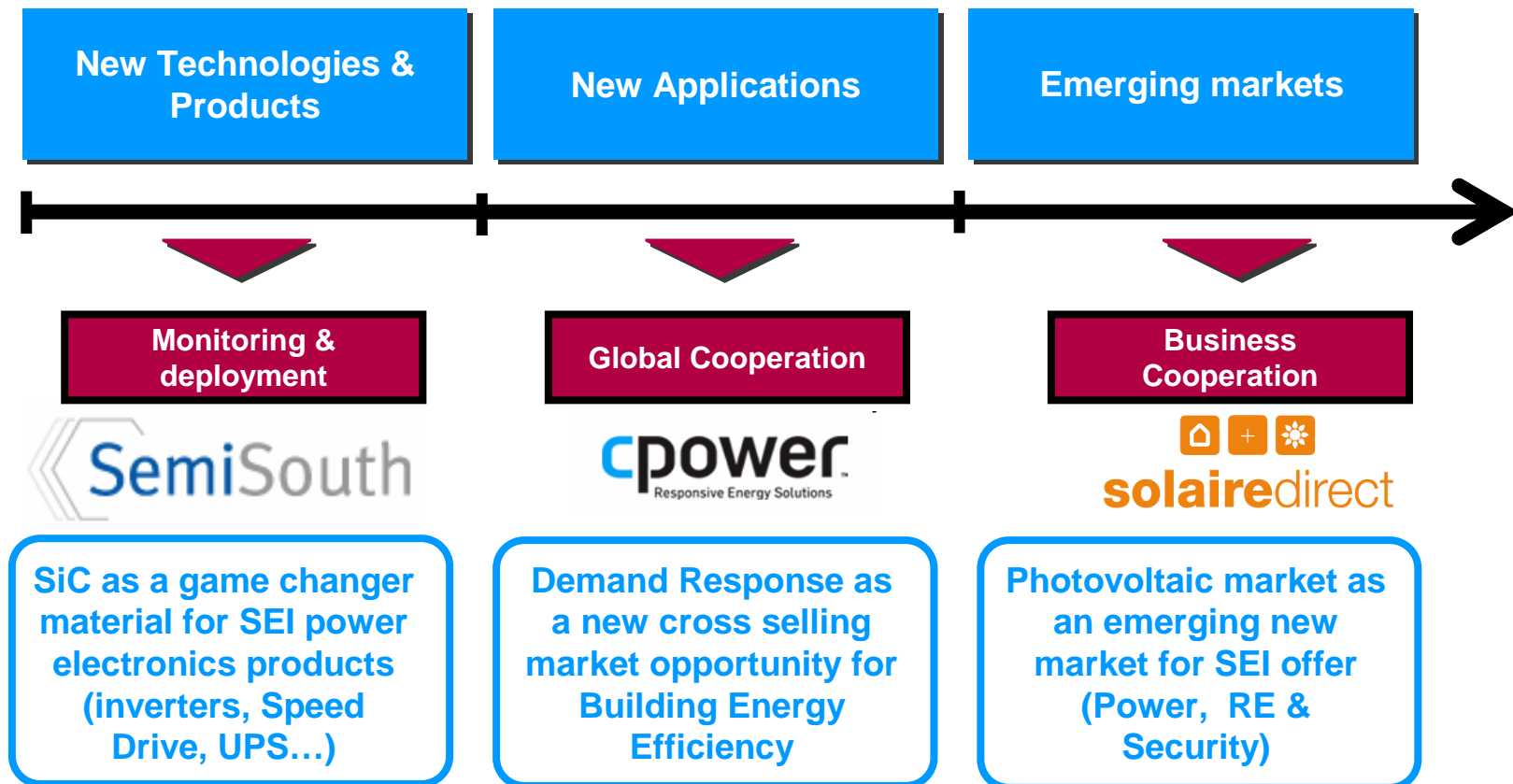
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## **A practical focus : examples of what SEV has done for Schneider Electric in the Energy field**

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## SEV has covered several levels of innovation in the Energy value chain

→ Whatever the **position** in the **value chain**, **innovation** can have a strong **impact** on the **business**



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