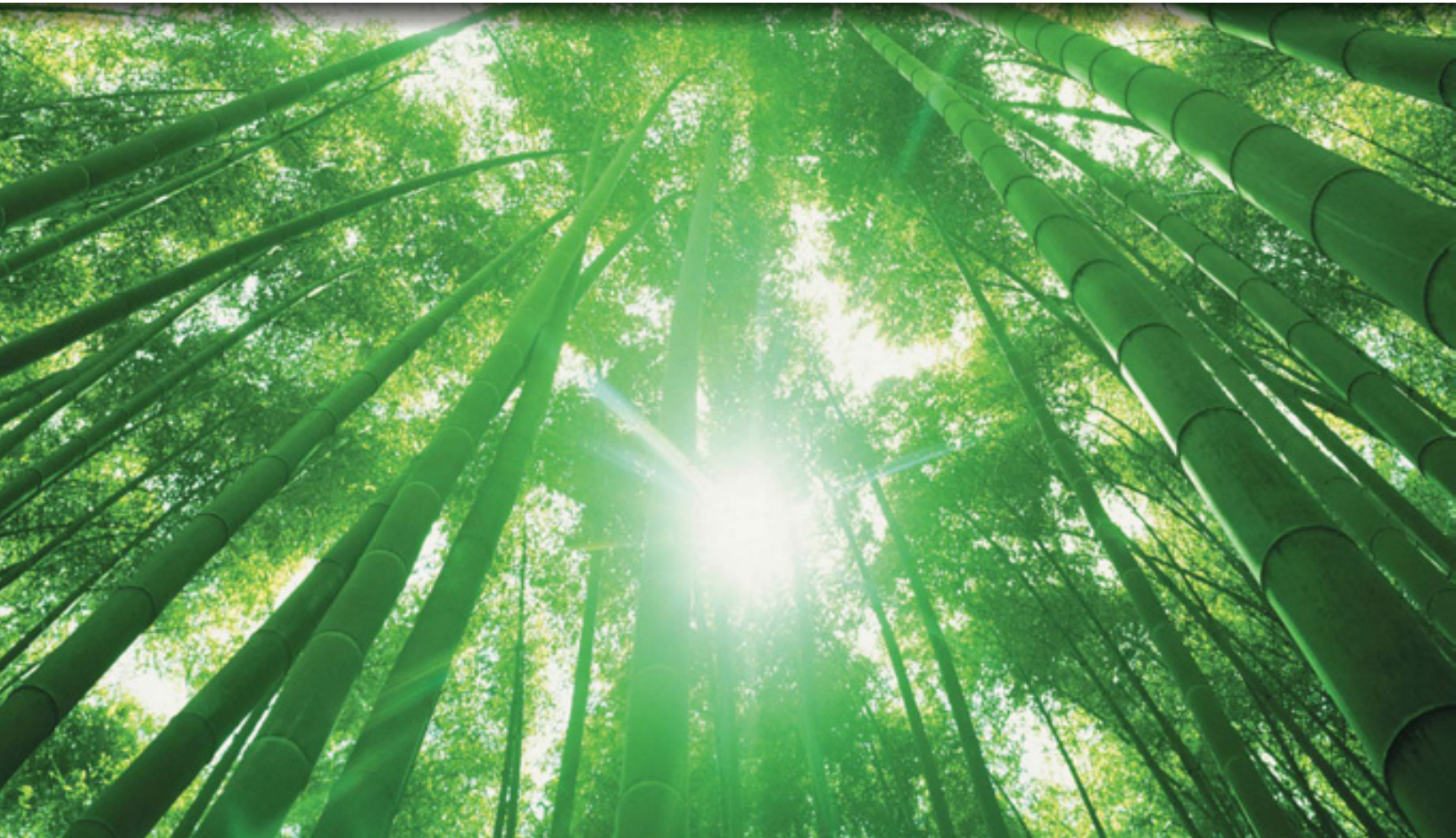


Sustainability Services

Strategy, technology and implementation services
that drive business performance improvement



Sustainability is good for business – period

That's why organizations around the world are implementing sustainability strategies in increasing numbers

Sustainability strategies are not only good for the environment. **They are good for your business, too.** With best-in-class software, hardware, solutions, and services, Schneider Electric can help your company develop a sustainability strategy that drives economic and social value.

Consider these facts about sustainability:

1 It's good for profitability.

Harvard Business Review cites more sustainable companies as outperforming their peers on net margin (+6%), return on assets (+3%), and return on equity (+11%) for the past eight years.

Source: Harvard Business Review

2 It drives growth.

According to Accenture, 78% of companies agree that sustainability is vital to the future growth of their business.

Source: Accenture, Long-Term Growth, Short-Term Differentiation, and Profits from Sustainable Products and Services

3 It cuts costs.

In an Ernst & Young survey, 74% of respondents cited cost reduction as the principal driver of their company's sustainability agenda.

Source: Ernst & Young survey in cooperation with GreenBiz Group, Six Growing Trends in Corporate Sustainability

4 It delivers superior stock performance.

Since 2006, companies listed on the Carbon Disclosure Leadership Index (CDLI) delivered returns of 67.4%, more than double the 31.1% return of the Global 500.

Source: Carbon Disclosure Project

5 Your shareholders expect it.

In an Ernst & Young survey, 66% of sustainability executives report an increase in inquiries from shareholders and investors regarding sustainability-related issues.

Source: Ernst & Young survey in cooperation with GreenBiz Group, Six Growing Trends In Corporate Sustainability

6 Your customers expect it.

According to Accenture, consumer demand is the primary driver of investment in sustainable initiatives at 62% of companies.

Source: Accenture, Long-Term Growth, Short-Term Differentiation, and Profits from Sustainable Products and Services

7 Your competition is doing it.

51% of companies surveyed by the Carbon Disclosure Project say they have a dedicated budget for energy efficiency programs; according to an Ernst & Young report, 70% of billion-dollar companies in the United States are implementing renewable energy integration and procurement strategies.

Source: Carbon Disclosure Project; Ernst & Young Report, Cleantech Matters



Overview

Sustainability pressures continue to increase in today's environment for businesses, cities, governments and global communities. Organizations proactively tackling these pressures need a customized sustainability strategy that addresses these ever-changing dynamics.

Schneider Electric has a proven record of leading organizations to thriving sustainability programs across economic, environmental, and social dimensions. As a global leader

in sustainability services, we provide an unmatched end-to-end solution that encompasses every phase of the sustainability journey. Through our offering of strategy, technology, and implementation, we are able to drive successful sustainability programs that accelerate business performance.

No other company can deliver the end-to-end sustainability solutions that Schneider Electric can provide.

Benefits



Experienced sustainability professionals guiding clients to a successful program



Ability to integrate global environmental, economic, and social sustainability initiatives into one program



Leverage Schneider Electric's global breadth with regional expertise



Independent and unbiased opinions and recommendations on the market and regulation

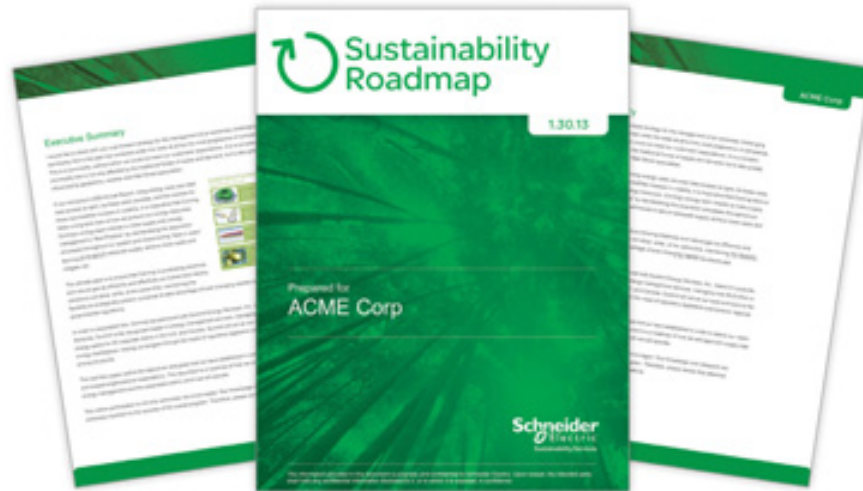


Utilize our web-based tool, Resource Advisor™ to centralize information, plan initiatives, and manage progress



Strategy

High-impact strategic sustainability planning to properly position and accelerate your business.



No two companies approach sustainability from the same perspective, start in the same place, or have the same destination in mind. No matter where you are, no matter where in the world you do business, Schneider Electric's Sustainability Services can guide you down a strategic and effective journey. We work with our clients to drive value as we lead them in addressing their unique sustainability needs and initiatives.

Our strategic services provide organizations with an experienced group of professionals to assess, develop, and lead the development and ongoing performance of complex, global programs. Key features of the strategy process include:

> Sustainability Exchange

Schneider Electric's unique and proven approach for leading clients in the development of a Sustainability Roadmap leveraging our proprietary GreenProfiler tool. Our approach drives the creation of a thought

leading strategic plan for integrating sustainability in an organization's overall pursuits across the value chain.

> Mitigation and adaptation planning

Our Sustainability Services team is keenly experienced with supporting and leading innovative adaptation and mitigation strategies for resources including energy, carbon, water and other key resource management issues faced by many global organizations. Our approach supports the development of reduction targets rooted in driving achievable cost reductions and lessening environmental impacts.

> EnviroMap

Schneider Electric's proprietary methodology for establishing guidelines for accurately measuring an organization's sustainability inventories ranging from greenhouse gas (GHG) emissions to water to corporate social responsibility metrics.



"Schneider Electric provided the experience and leadership required to accelerate our sustainability program. We had a lot of initiatives going on with sustainability, but lacked a clear plan and management system across our organization. They led us in the creation of an executable roadmap that allowed us to set new sustainability goals and chart a path to get there. Now using Resource Advisor, we manage our progress toward our goals while reducing costs and providing clear value to our stakeholders."



BROWN-FORMAN

Tim Nall,
Director, Environmental
Performance and
Governmental Compliance



Technology

Track, manage, and forecast key sustainability metrics such as carbon, water, waste, and corporate social responsibility.

Technology is a key lever for accelerating your global sustainability program. At Schneider Electric, we couple market leading technology with domain expertise in sustainability to lead our clients in getting the most out of technology solutions. Our award winning technology solution, Resource Advisor, provides secure access to data, reports and management tools to drive your sustainability and energy programs.



Resource Advisor™



> Customize Your Experience

Resource Advisor can be customized to meet your needs and configured to your unique preferences including language, currency and units of measure.

> Localized Preferences

Currently, more than 15 languages are supported and includes conversions for 68 currencies with the ability to add more at any time.

> Know Your Spend & Usage

Collect, analyze and report on your cost and consumption at the macro or micro level.

> Control Your Impact

Establish and track your carbon, water and waste footprints and communicate the results of your reduction efforts to key stakeholders.

> Track Performance

Track your sustainability program's performance across a number of criteria.

> Manage Projects & Scenarios

Built-in project warehouse and scenario planning components are enhanced by goal setting and forecasting functionality, which allows you to see potential impacts prior to inception.

> Survey Development

Easily build, distribute, and manage surveys, questionnaires, and scorecards.

> Communicate & Collaborate

Share best practices and communicate with other Resource Advisor users within your organization.



"The marketplace is crowded with tracking solutions focused on carbon, energy, costs, etc. Resource Advisor ties predictive energy cost modules to project prioritization, portfolio-wide diagnostics, and reporting. As a result, Blackstone has chosen Resource Advisor to serve as our own sustainability dashboard. The combination of portfolio-oriented diagnostics and project management is perfect for organizing and prioritizing both disparate and interconnected elements of an effective sustainability program."

Blackstone

Don Anderson,
Chief Sustainability Officer



Implementation

A global team of sustainability professionals to ensure you attain your business goals.

So, you know where you are and you know where you want to go. Now, the hard part. You have to actually start making the investment decisions that will take you where you want to go. "Portfolio optimization" is an area where our team of sustainability professionals excels. We can help you reduce, renew and restore in a way that aligns with your corporate goals and sustainability objectives.

Our team can implement your sustainability initiatives through:

> Compliance Management

Our team is primed on global regulatory and voluntary sustainability initiatives from carbon management programs, renewable standards, water scarcity evaluations and resource compliance

> Corporate communications support

> Efficiency & Reliability Solutions

Global capabilities to drive resource management and efficiency across energy, water, waste, and other key resource impacts

> Renewable energy and cleantech

Optimize the diversification, utilization, and financial management of renewable and alternative energy solutions

> Value and supply chain sustainability

Our team helps manage and lead on the evaluation of supply chain risks and opportunities



"Macy's turned to Schneider Electric to leverage its regional depth, auditing expertise, and analysis skills. Schneider Electric's team has proven reliable and knowledgeable across an array of skill sets and, as a result of their efforts, Macy's has benefitted from their support as a part of our team."



Bill Lyon,
Vice President, Energy
Services



38
International Offices

300,000
Managed Sites

100+
Active Country Coverage

\$30 Bil
Managed Spend

4,500+
Multinational Companies

850+
Dedicated Employees

Our Sustainable Clients*



BNY MELLON



*A sampling of our sustainability clients

About Schneider Electric Sustainability Services

As a global leader in sustainability services, Schneider Electric provides the strategy, technology, and implementation necessary to drive successful sustainability programs and accelerate business performance. Our 140,000 team members support our clients every step of the way in their sustainability journey.

To learn more about our approach to sustainability and how we can help increase your business performance, contact us at:
sustainability@ems.schneider-electric.com



Named a leader in the Verdantix 2013 Green Quadrant Energy Management Software (Global) report.



Ranked 13th in the Global 100 Most Sustainable Corporations in the World by Corporate Knights.



Named a leader in the Verdantix 2013 Green Quadrant Sustainability Management Software report.

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