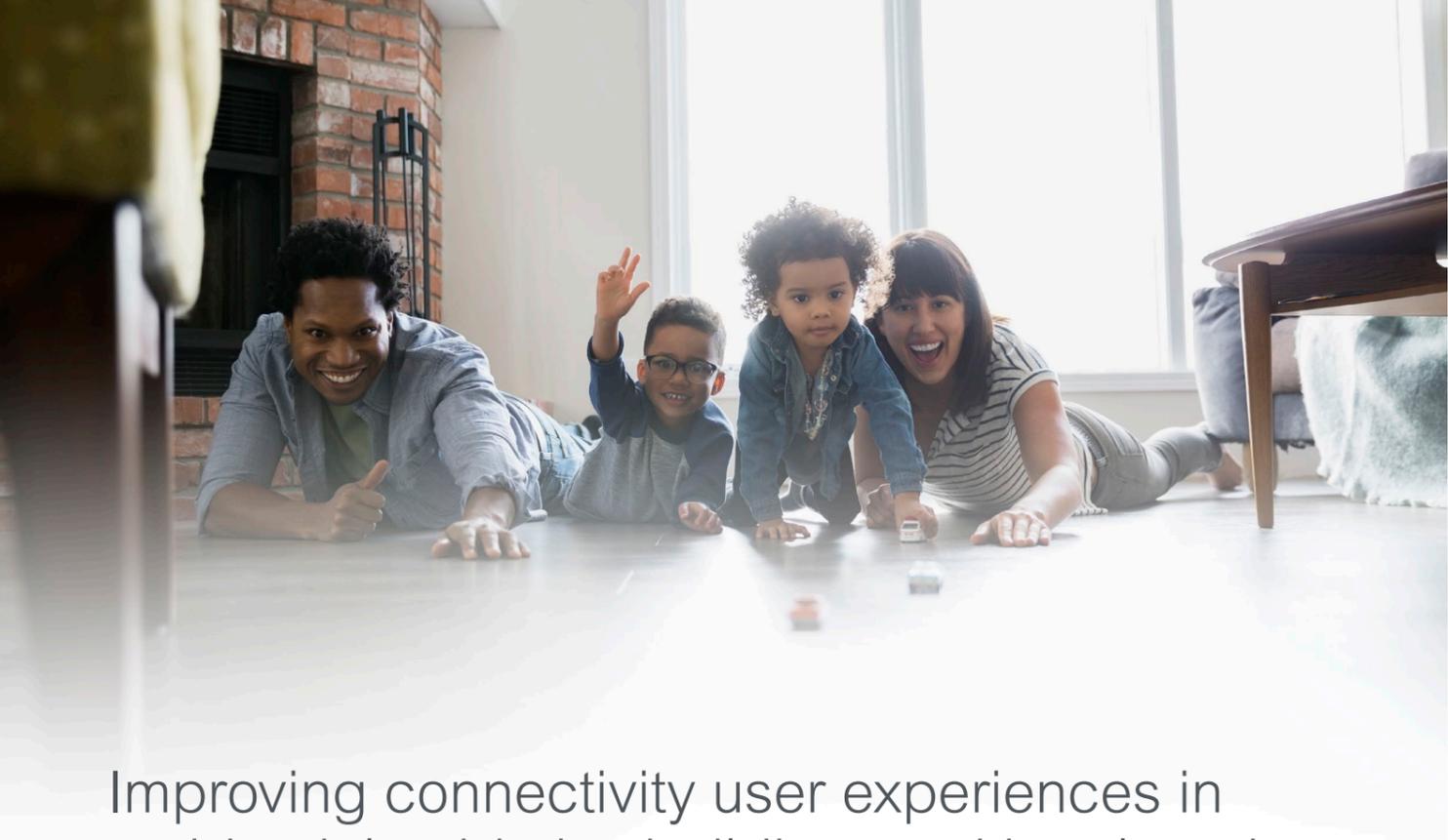


somfy. Schneider Electric Danfoss

It works simply together

A woman and a young girl are dancing in a bright, modern living room. The woman is on the left, wearing a light-colored cardigan and dark jeans, and the girl is on the right, wearing a light pink top and dark jeans. They are both smiling and holding hands. The room features large windows, a grey sofa, a glass coffee table, and a patterned rug. The lighting is warm and natural, coming from the windows.

Connectivity Ecosystem



Improving connectivity user experiences in residential, mid-size building, and hotel markets

Schneider Electric, Danfoss, and Somfy have joined forces to create the Connectivity Ecosystem that will boost the adoption of connectivity technologies and enhance the living and working experiences for people, everywhere.

Despite the traction of connected devices from early technology adopters, connectivity has a limited adoption rate. The perception is it lacks simplicity, reliability, interoperability, and post-sales support.

Over the past decade, its first wave of mass adoption has occurred predominantly in the single-application, stand-alone smart device market.

Connectivity is now gaining maturity momentum with multi-application solutions for homes and mid-size buildings. But to enhance this development, end users require simplicity, interoperability, and support of trusted installers.

We believe it is time to partner together and bring connectivity to maturity by delivering efficient solutions that work simply together and improve value for our customers.

More than 300 years of industry expertise delivering integrated IoT solutions

Application expertise is essential. We bring together our expertise in lighting, electrical distribution, heating, security, and shutter control. Our mission is to redefine the future of connectivity, advanced active energy efficiency, security, and comfort to meet our customers' expectations.

Concrete applications with tangible benefits

We are engaged with customers and partners in reviewing and co-developing customized solutions for selected segments. This includes tested, validated, and documented solutions, which our expert installers and system integrators are trained on and ready to support.

Together, we have a global network of more than 300,000 installers to include our partner programs – Schneider Electric's EcoXperts, Somfy Experts, and Danfoss. This trusted network delivers the expertise required to advance connectivity maturity.

Openness and interoperability for best-in-breed solutions

Through this partnership, we will align our connectivity and technology strategies to develop an open ecosystem, making our products seamlessly interoperable at the controller level, or at the cloud level through APIs (Application Programming Interface).

"Controlling lighting, heating, and shutters is an expertise that we can now jointly offer, by combining more than 300 years of global industry expertise."

• *Lars Tveen*
Danfoss President

"Thanks to close, daily interaction, we have built mutual trust and understanding with our installers. For them, our brands signify reliability, ease of use, and effective technical support."

• *Jean-Guillaume Despature*
Somfy CEO

"We have already built established connectivity platforms based on our core applications. We believe in openness and interoperability and we are fully committed to long-term compatibility with our legacy platforms."

• *Philippe Delorme*
Schneider Electric
Executive Vice President

A partnership embracing the needs of our customers.



Hotel Owner

"My number one priority is to ensure guest satisfaction while maximizing operational efficiency ...

Now, I can meet brand standards to deliver a consistent guest experience across all of my properties and feel confident with worldwide support."



Home Owner

"I want my home to be comfortable and secure ...

Now, I have peace of mind about the complexity of smart home technology because dedicated support is at my fingertips."



Property Developer

"Attracting tenants and owners is my main objective ...

Now, I can trust my investment and be worry-free with post-sales support for my customers during the lifecycle of their new homes."



Retail Manager

"Business continuity is most important to me ...

Now, I can trust my contractor to advise the most reliable and future-proof solutions."



System Integrator

"I need help growing my business with new technologies that drive integration and speed migration ...

Now I can increase my demand by offering differentiated proven solutions with efficient engineering and commissioning"



Contractor

"I need simplicity to deliver solutions on time, on budget and without risk ...

Now I can install proven, standardized architectures that optimize efficiency without increasing cost."

About Somfy

Somfy, a French company which is present in around 60 countries, is world leader in the automatic control of openings and closures in homes and buildings, with more than 150 million motors sold worldwide.

Somfy is pioneering a global, interoperable home automation offer, bringing innovative home automation solutions for the connected home, which help transform people's living environment by meeting their needs in terms of comfort, security and energy savings.

www.somfy.com

About Schneider Electric

Schneider Electric is leading the Digital Transformation of Energy Management and Automation in Homes, Buildings, Data Centers, Infrastructure and Industries.

With global presence in over 100 countries, Schneider is the undisputable leader in Power Management – Medium Voltage, Low Voltage and Secure Power, and in Automation Systems. We provide integrated efficiency solutions, combining energy, automation and software.

In our global Ecosystem, we collaborate with the largest Partner, Integrator and Developer Community on our Open Platform to deliver real-time control and operational efficiency.

We believe that great people and partners make Schneider a great company and that our commitment to Innovation, Diversity and Sustainability ensures that Life Is On everywhere, for everyone and at every moment.

www.schneider-electric.com

About Danfoss

Danfoss engineers' technologies that enable the world of tomorrow to do more with less. We meet the growing need for infrastructure, food supply, energy efficiency and climate-friendly solutions.

Our products and services are used in areas such as refrigeration, air conditioning, heating, motor control and mobile machinery. We are also active in the field of renewable energy as well as district heating infrastructure for cities and urban communities.

Our innovative engineering dates back to 1933 and today Danfoss is a world-leader, employing more than 25,000 employees and serving customers in more than 100 countries. We are privately held by the founding family.

www.danfoss.com



Shutter Control & Security

- Footprint in 60 countries, 125 subsidiaries
- World leader in the automatic control of openings and closures in homes and buildings
- Key player in the connected home since 10 years
- Strong Somfy Expert and installers network worldwide



Electrical Distribution, Lighting Control, and Energy Management

- World leader in final distribution
- 250M homes served worldwide
- 28M buildings served worldwide
- >65% small and medium buildings
- Strong Schneider Electric EcoXpert™ and Electrician network worldwide



Smart Heating Control

- Leading position within residential heating and indoor climate
- #1 position in district energy solutions
- Leading within hydronic balancing and HVAC controls for non-residential
- Strong installer network spanning across Europe, Russia, and China