

Partnerships of the Future

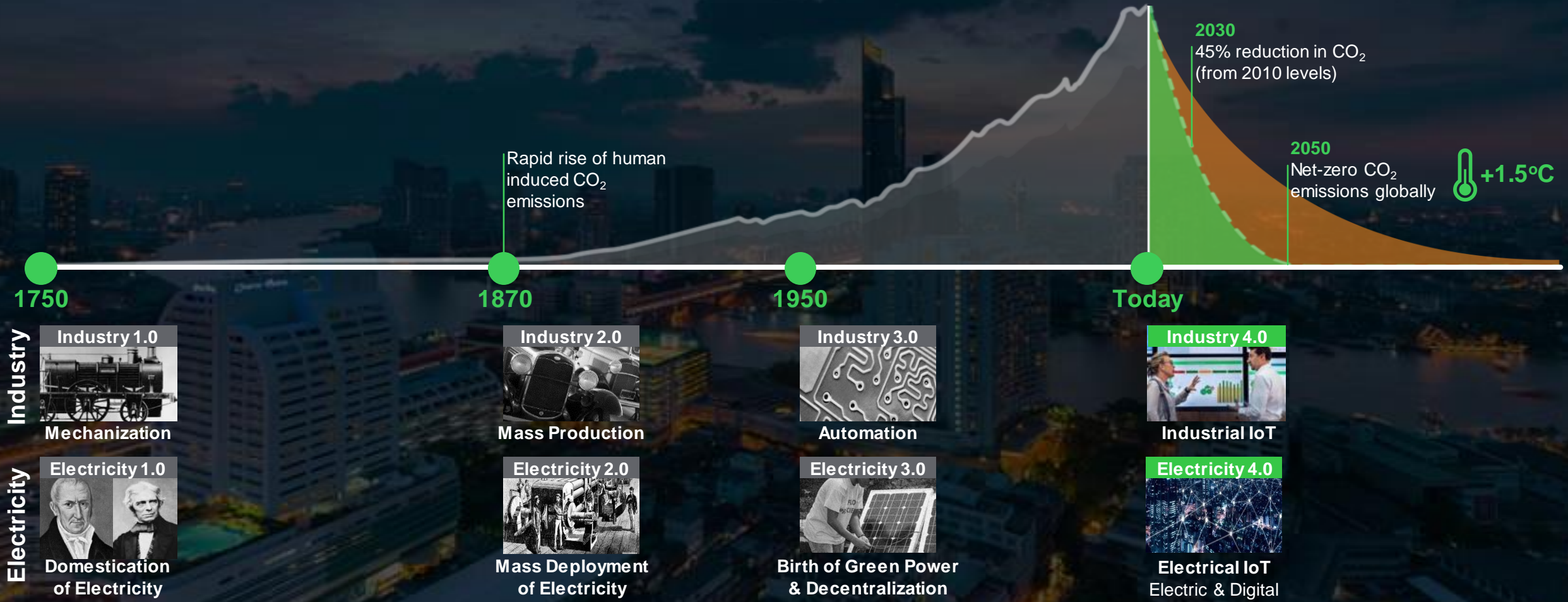
Thailand Innovation Summit 2023

Romarc Ernst

Commercial Vice President, Power Products and Home & Distribution

Schneider Electric East Asia

Over the last 250 years, the world has gone through **four tech-driven revolutions**



Source(s): Schneider Electric Sustainability Research Institute

Partnerships of the Future

It is our collective
duty to **massively deploy**

Electricity 4.0

Decarbonisation is the fastest
route to a **sustainable future**

Decarbonising the economy is a **business opportunity**; of 500 Thai business leaders surveyed...

99%

believe that pursuing sustainability leads to more business opportunities and growth

100%

feel that having a sustainability strategy helps attract/retain talent for the company

99%

agree that energy efficiency is a crucial aspect of their corporate sustainability strategy

99%

agree that digitalisation is key to their corporate sustainability strategy

Source: "Thriving in the Green Economy" Regional Report by Milieu & Schneider Electric

Transforming your customers' decarbonisation journey from **strategy setting to execution** – our 3-step approach



Trusted Advisor on
Sustainability & Efficiency



Digital Partner to create
system of record for
sustainability and asset
performance across life-cycle



Leading Technology provider
of Decarbonisation solutions

We help partners Strategise, Digitise and Decarbonise – the decarbonisation journey starts with **4 key levers**

ELECTRIFY OPERATIONS

- Mobility
- Industry & Building Processes
- Microgrid

REDUCE ENERGY USE

- Digitalization
- Efficiency
- Optimization



REPLACE RESOURCES

- Sustainable Packaging
- Eco-friendly Products
- Material & Space Optimization

ENGAGE VALUE CHAIN

- Vendor & Supplier Decarbonization
- Circularity
- Design & Build for Sustainability

Schneider Electric's extensive portfolio of innovations can help you execute on the 4 key decarbonisation levers



Act now to future-proof your business for life

Learn

Assess

Act

Advocate

Grow



We help our partners **strategise...**

- Sustainability School for Partners



We help our partners **digitise...**

- EcoXpert Partner Programme

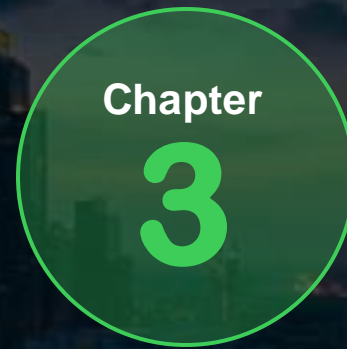
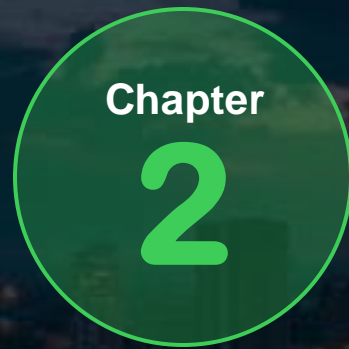
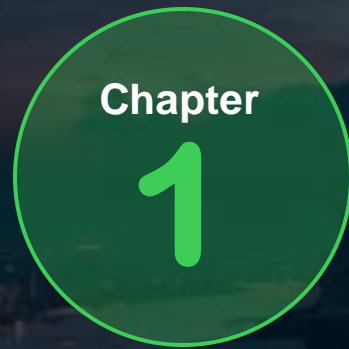


We enable partners to **decarbonise...**

- EcoXpert Partner Programme
- Green Heroes for Life



Sustainability school for partners – closing the sustainability knowledge/skills gap



Understand
sustainability and
what we all risk

Discover how to
take action as a
company

Leverage skills to
increase business
opportunities

Available Now

Available Q3 2023

Available Q1 2024

LANGUAGES AVAILABLE

❖ Voice by local actor:



❖ Subtitles only:



LAUNCH TARGETS

❖ Country targets:



❖ Channel targets: all channels

Schneider Electric's **EcoXpert Partner Programme** – a global ecosystem of expertise

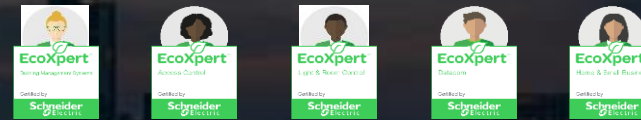
- A global ecosystem delivering **local support**



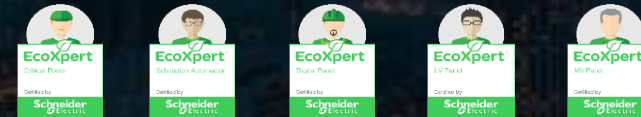
4,027 EcoXpert Partners
79 Countries

- Offering **11** competency **certifications** (badges)

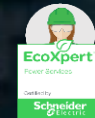
Building & Residential Automation



Power Distribution & Management



Services



- And 6 segment **specializations**



Hotels



Healthcare



Data Centers



Real Estate



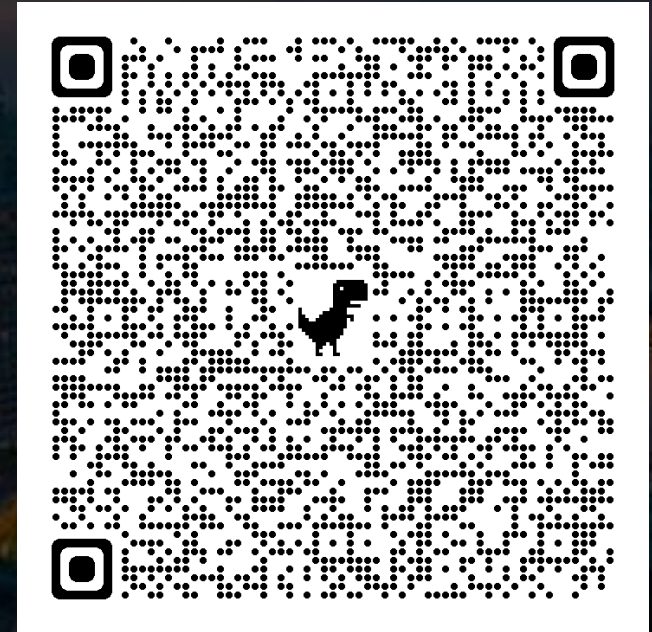
Retail



Life Sciences

Share your
sustainability
stories & become
#greenheroesforlife

JOIN US



Spotlight on Schneider Electric Sustainability Impact Awards for Partners

Celebrating the decarbonisation efforts of our channel partners



Winning submissions from our partners

- **419** registrations from around the globe
- **241** complete submissions showcasing efforts
- **92** country/zone winners from **40** countries
- **39** regional winners
- **6** global winners



World-class impact: meet our 6 global winners



Life Is On

Schneider
Electric

Life Is On

Schneider
Electric