Ultimate Efficiency

Lenovo Tech world

Jean-Pascal Tricoire, Chairman & CEO
We provide energy and automation digital solutions for efficiency and sustainability
1.5°C coalition
Make It Possible: -50% CO₂ by 2040 ahead

Save
30% - 50% efficiency in buildings vs historical stock
50% of the stock

Electrify
2x efficiency vs other sources (building heat, road transport)

Decarbonize
6% → 40% electricity from Wind / Solar by 2040
Digital innovation is thriving at **breakneck speed**

**IoT**

35% of 5G apps in the manufacturing and utilities sectors

*GSMA 2019*

**Big Data**

> 5x generated data from 33 ZBs today to 175 ZBs by 2025

*IDC, 2018*

**AI**

6x worldwide spending on cognitive and AI systems btw 2017 & 2022

*International data corporation*
Building

All Electric All Digital
user centric modular & flexible
50-70% decentralized generation

Industry

All Electric All Digital
horizontal / vertical integration, digital twin
new circular processes and green supply chains
Leading the digital transformation of energy management & automation

Key figures for 2018

137,000+
Empl. in 100+ countries

€26 bn
2018 revenues

R&D c.5%
of revenues

A global presence
2018 revenues breakdown

North America: 28%
Western Europe: 27%
Asia Pacific: 29%
Rest of the world: 16%

Two synergetic businesses:

<table>
<thead>
<tr>
<th>Energy Management</th>
<th>Industry Automation</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUILDINGS 35%</td>
<td>DATA CENTERS 15%</td>
</tr>
<tr>
<td>DATA CENTERS 20%</td>
<td>INFRASTRUCTURE 30%</td>
</tr>
</tbody>
</table>

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A wide business reach in China

- 25,000+ Employees
- 9 Branches
- 1,100+ Distributors
- 1,500+ R&D Engineers
- 5 RD centers
- ~300 field service representatives
- 1,600+ Local Suppliers
- 27 production facility
x4 Integration for efficiency
Energy + Automation
Design & Build

Operate & Maintain
Project phase: Design & Build

- Generative design
- Refineries design

Operation phase: Operate & Maintain

- Virtual commissioning
- Condition Simulation
- Production quality Process simulation
- Multi dimensional pattern analysis
- Predictive maintenance
- Asset condition modelling
From Site-by-site to Integrated Company Management
ADNOC

12th largest oil producer in the world

3M barrels per day

151 oil transport and support vessels

16 operating companies

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Life Is On

Schneider Electric
### Multiple Benefits

<table>
<thead>
<tr>
<th>Category</th>
<th>Benefit Description</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Efficiency</td>
<td>Consumption savings</td>
<td>up to 85%</td>
</tr>
<tr>
<td></td>
<td>(Ave 24%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cost saving average</td>
<td>~30%</td>
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<tr>
<td></td>
<td>(Ave 28%)</td>
<td></td>
</tr>
<tr>
<td>Productivity</td>
<td>Engineering and commission reduction</td>
<td>up to 60%</td>
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<td></td>
<td>(Ave 30%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Maintenance costs reduction</td>
<td>up to 75%</td>
</tr>
<tr>
<td></td>
<td>(Ave 28%)</td>
<td></td>
</tr>
<tr>
<td>Reliability</td>
<td>Equipment availability increase</td>
<td>up to 50%</td>
</tr>
<tr>
<td></td>
<td>(Ave 22%)</td>
<td></td>
</tr>
<tr>
<td>Safety</td>
<td>Workforce safety improvements</td>
<td>up to 25%</td>
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<tr>
<td></td>
<td>(Ave 20%)</td>
<td></td>
</tr>
<tr>
<td>Sustainability</td>
<td>CO₂ footprint reduction</td>
<td>up to 50%</td>
</tr>
<tr>
<td></td>
<td>(Ave 20%)</td>
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</tbody>
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Open

Network of Partners

Strategic Technology Partners

Open Standards

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We empower all to make the most of their energy and resources ensuring Life Is On everywhere, for everyone, at every moment.