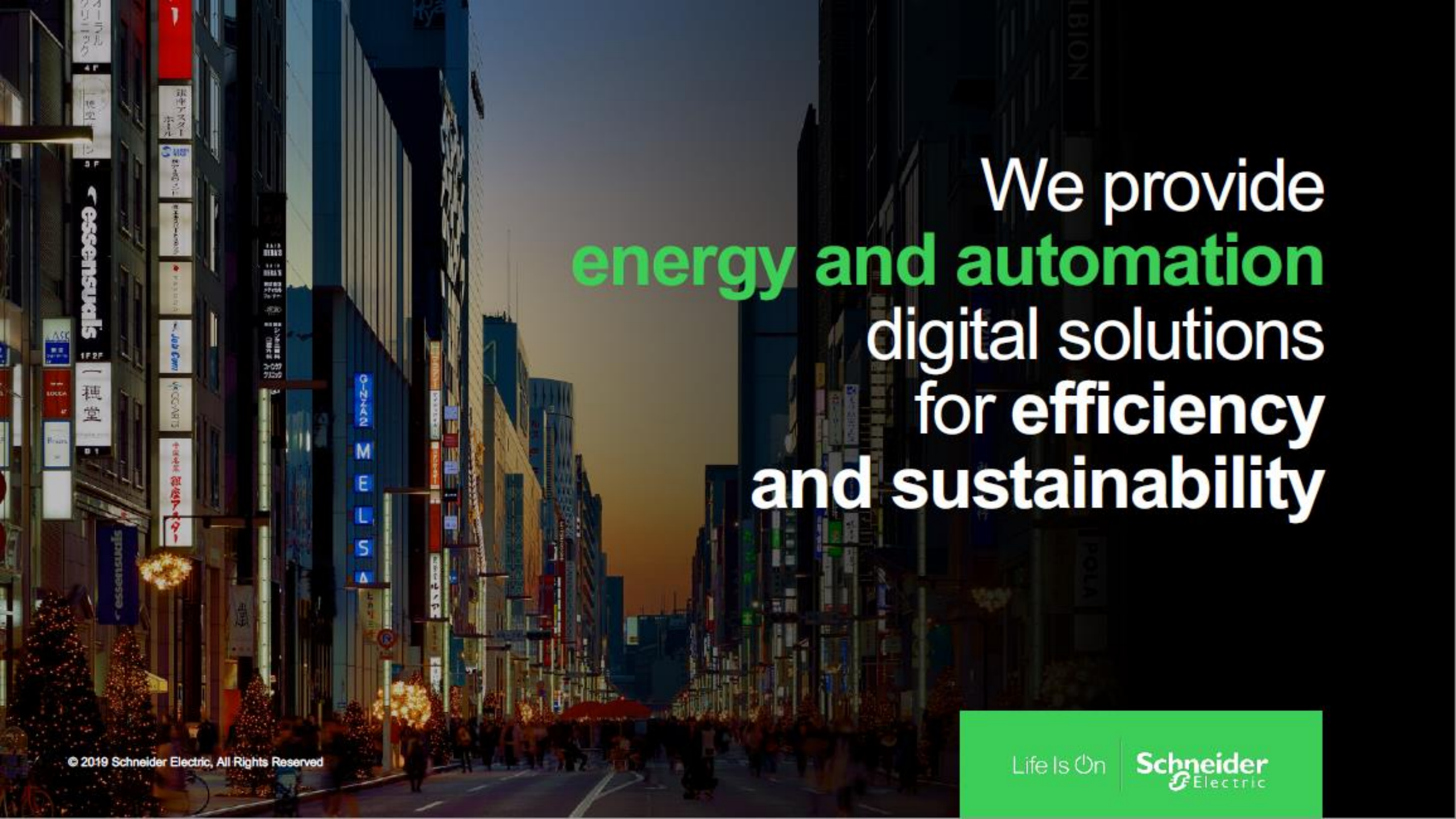




Ultimate Efficiency

Lenovo Tech world

Jean-Pascal Tricoire, Chairman & CEO



We provide
energy and automation
digital solutions
for **efficiency**
and **sustainability**

1.5°C coalition



MAAL Associates, LLC, Pogo Company Ltd, Smart Phases Inc



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



Two synergetic businesses:



A **wide business** reach in **China**

- **25,000+** Employees
- **9** Branches
- **1,100+** Distributors
- **1,500+** R&D Engineers
- **5** RDcenters
- **~300** field service representatives
- **1,600+** Local Suppliers
- **27** production facility

x4 Integration for efficiency

Energy

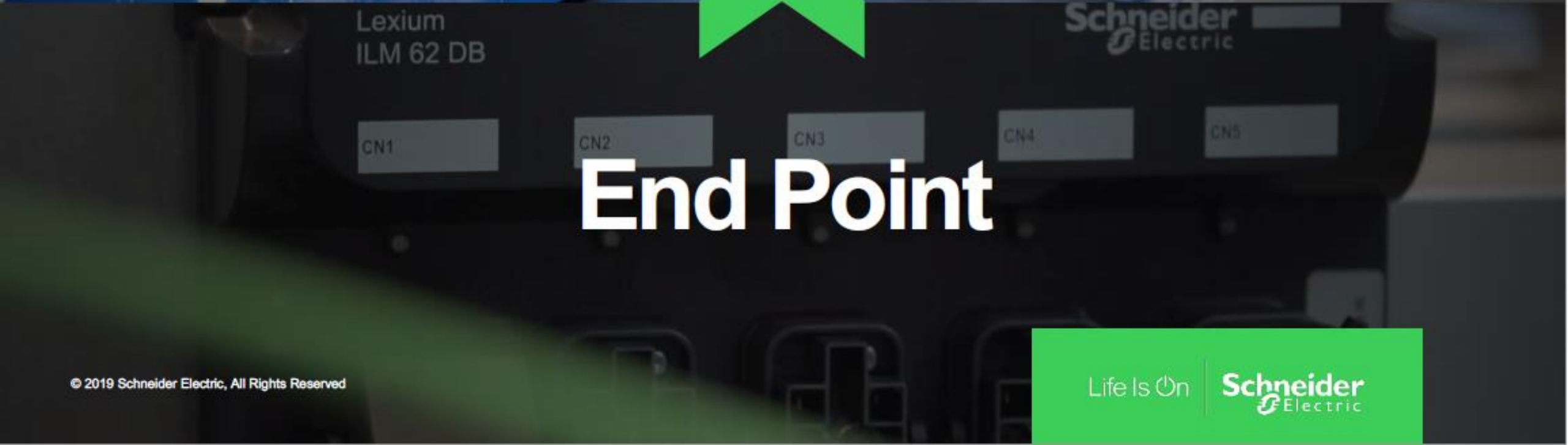


Automation



Cloud

2



Lexium
ILM 62 DB

Schneider
Electric

CN1

CN2

CN3

CN4

CN5

End Point

EcoStruxure™

Innovation At Every Level for Data Center



1.31

data center PUE

20%+

energy savings vs air conditioning fans

Life Is On

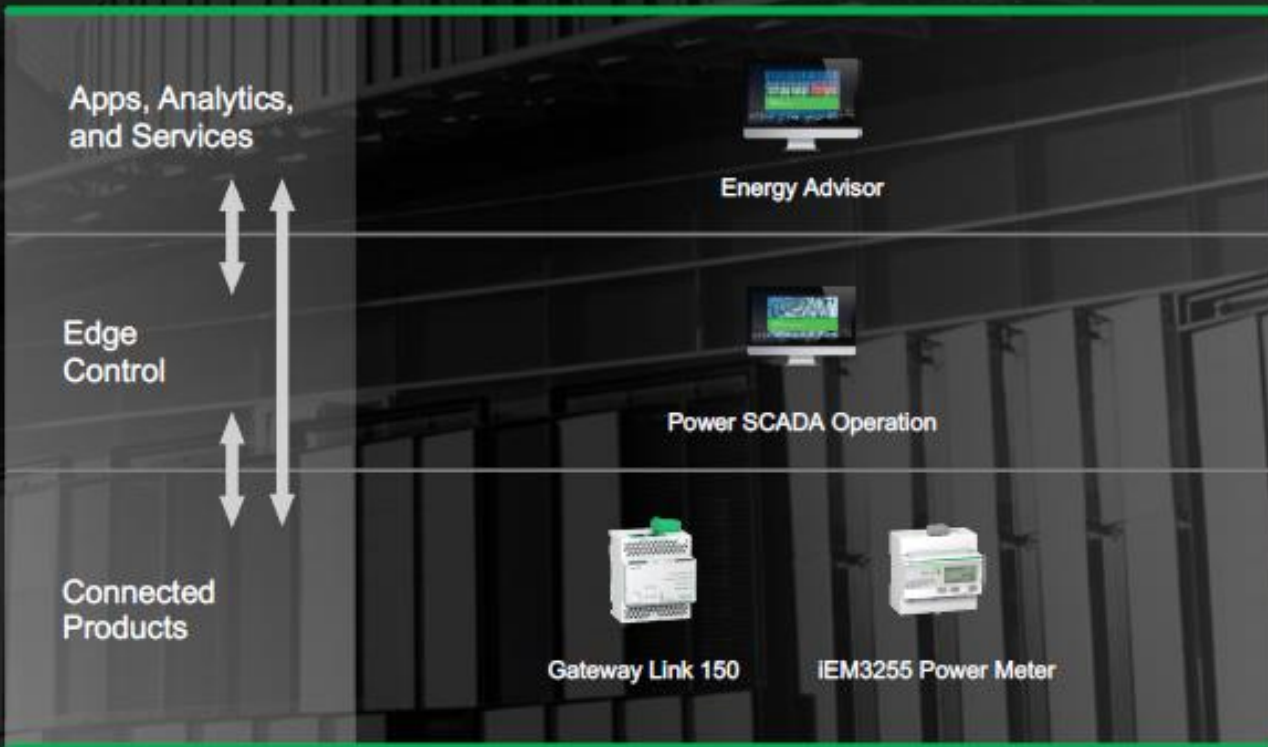
Schneider
Electric

Not allowed to mention « indigo » but we can use the case and the figures



Ecostruxure™

Innovation At Every Level for Building



Real time monitoring integrated platform

-10% cost savings to landlord

-10% electricity consumption



Design & Build

Operate & Maintain



Project phase : Design & Build

Operation phase : Operate & Maintain

Generative design

Virtual commissioning

Production quality Process simulation

Predictive maintenance

Refineries design

Condition Simulation

Multi dimensional pattern analysis

Asset condition modelling

From Site-by-site to Integrated Company Management



12TH
largest oil producer
in the world

3M
barrels per day

151
oil transport and
support vessels

16
operating
companies



Multiple Benefits

Energy Efficiency

up to
85% consumption savings
(Ave 24%)

~30% cost saving average

Productivity

up to
60% CapEx: Engineering and commission reduction
(Ave 30%)

up to
75% OpEx: Maintenance costs reduction
(Ave 28%)

Reliability

up to
50% equipment availability increase
(Ave 22%)

*From monitoring and analysis of project data

Safety

up to
25% workforce safety improvements
(Ave 20%)

Sustainability

up to
50% CO₂ footprint reduction
(Ave 20%)

Deep Domain Expertise

 **20**

of the largest **Oil and Gas** companies

 **9**

of the 10 largest **Mining, Metals and Minerals**

 **11**

of the top brands within **Food & Beverage**

 **40k**

Water & Wastewater installations in **120** countries

 **1 Mil+**

million+ **buildings** including 3 of top 5 **hotel chains** and approx. 40% of the world's **hospitals**

 **10**

of the world's top **electric utilities**

 **4**

of the top 4 **hyper-scale cloud** providers

 **8**

of the top 10 **packaging machine** builders

 **10**

of the biggest **Automotive Companies** globally

 **1**

of the top 4 **semiconductor manufacturers** recognized us as 2018 Preferred Quality Supplier

 **10**

of the world's largest **Airports**

Empower People

Augment

Support

Collaborate

Safety

Open

**Network
of Partners**

**Strategic
Technology
Partners**

**Open
Standards**

Partnering with **Lenovo**

**Data Center
innovation**

**Green smart
Manufacturing**

AI & Big Data

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