



FUTURE

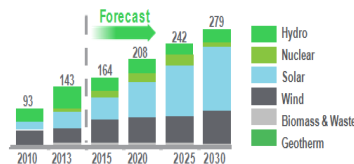
EcoStruxure Grid

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Trends

1 Decarbonization



Huge growth forecast for variable renewables

Solar PV and Storage
are expected to count for **32%**
of new capacity additions by 2030

2 Digitization

Proliferating automated devices connecting the “grid of things”

Big data integration
Internet of Things will connect **50bn devices** by 2020

3 Decentralization

Expanding energy consumerism
(smart homes, self-generation, EVs, financing services)

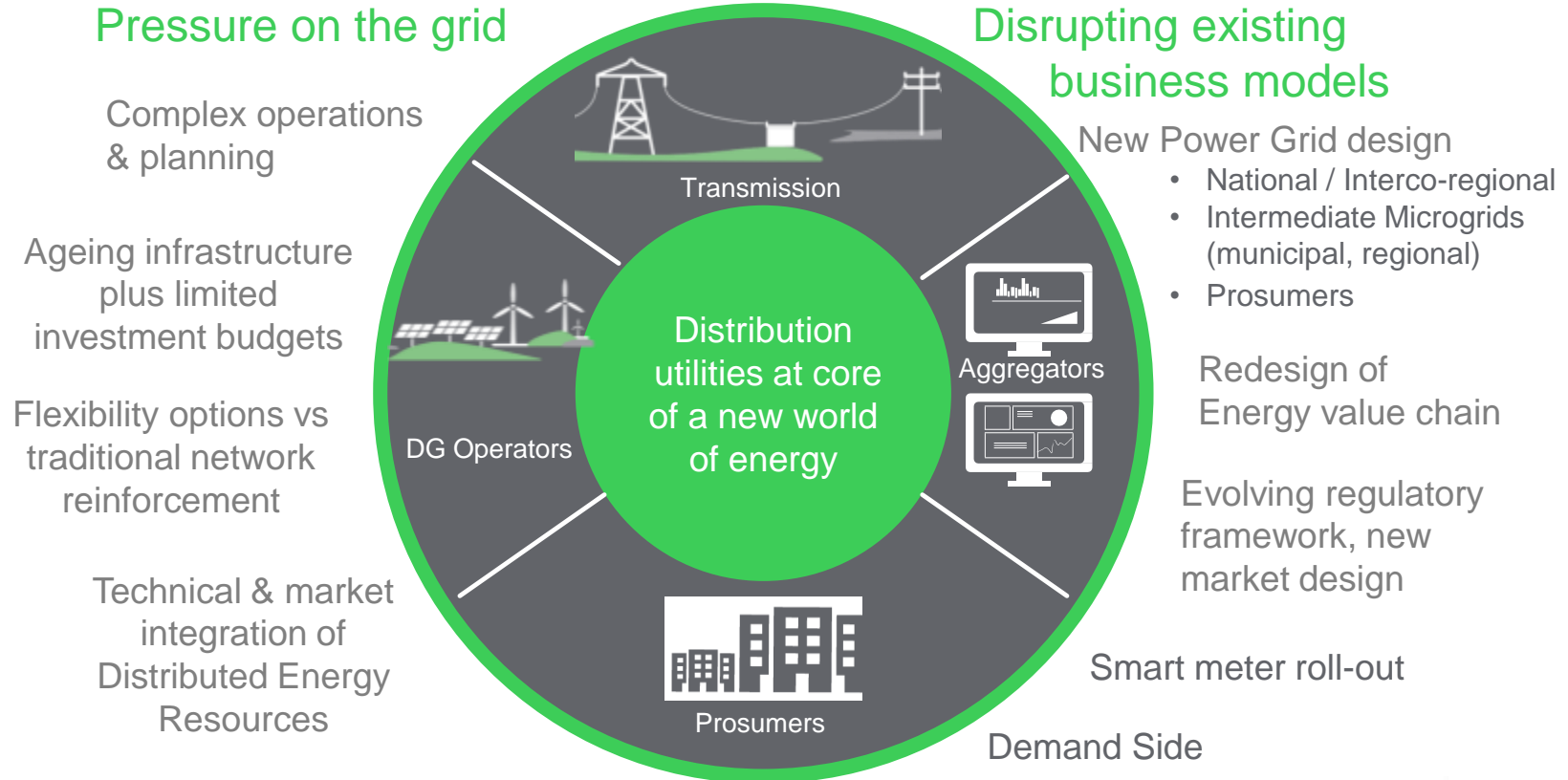
Prosumer challenge
57% of consumers consider becoming power
self-sufficient

**MORE
ELECTRIC**

Global energy
consumption will
increase by 40% in
next 25 years ...
and electricity
consumption will
increase by 80%

Smart Grid is becoming the new standard for grid operators

...Creating unprecedented change and business uncertainty



By 2025 traditional centralized model will be complemented by a world of distributed energy

EcoStruxure™ Architecture



Connected devices, real-time control & open software, analytics & services

We focus on reliability and safety

Increase your network reliability up to 99%* and increase safety for field crews by implementing network automation solutions



- 99% improvement in SAIDI (90 min to 1 min)
- Investment: 3186 KEUR
- Benefits: 2773 KEUR / year
- Payback: 14 months

* Based on previous customer data. Future performance depends on customer's particular circumstances.



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We reduce energy losses

Reduce your energy losses cost by 4 MEUR/year with our ADMS



- **Avoided energy losses of 4% per year**
(144 GWh and 75000 tCO₂)
- **Costs reduction of 5,7 MEUR / year**



We enable efficient day-to-day operations

Our ADMS optimizes network performance as well as crews performance, allowing to **do more with less**



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The ArcFM solution help the utility to efficiently maintain and share the Smart Grid network model allowing for the digital transformation



- 60% savings in time to sketch a design
- Making information an asset with a central position and high attention
- Integrating business processes across the Utility

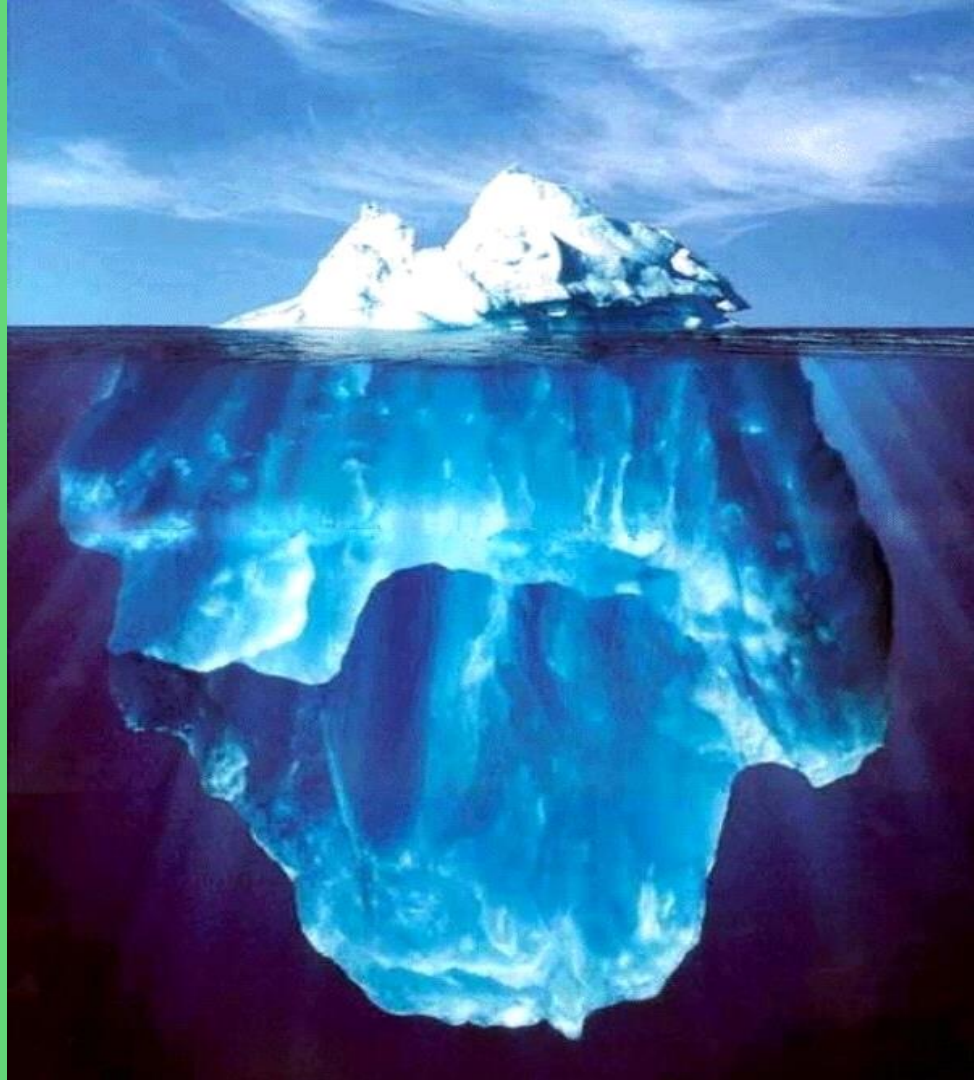


We help unleash the benefits of the investments on smart metering

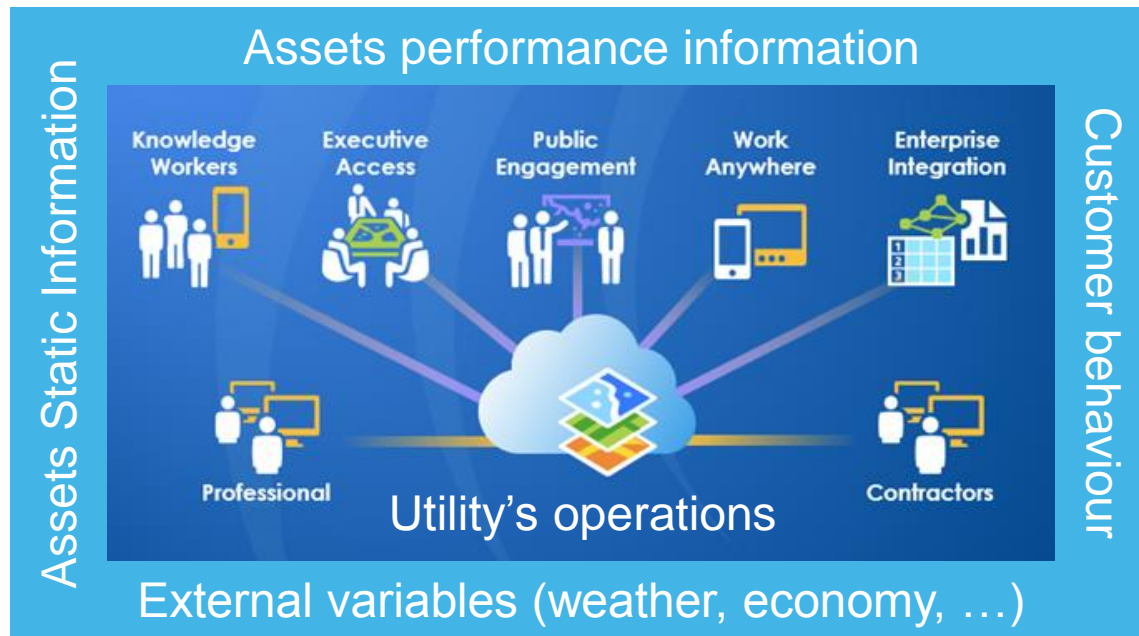
Our Titanium solution optimizes meter to cash process while allowing new customer services



- **Cost Saving of High performance (1M meters):**
 - Saving 1 read a year for 1%: 500 k€
 - Saving 3 reads a year for 1%: 1.500 k€
- **Cost Saving of Remote connection/disconnection (8% of population change residence every year)**
 $48.000 \times 150 \text{ EUR} = 7.200 \text{ k€}$



The Digital Utility: when all dots are connected



Complex data and results shared in real time across the utility's systems are converted into actionable intelligence and proactive actions that exponentially increase their value when available at all levels in the organization.

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