WELCOME

Hugo van Goor
Logistics Director BENE-DACH

Schneider Electric

Ruud Meijer
Service Director Field Service Operations

Schneider Electric

Sabine Klesman
Business Development Caroz

Caroz / Nunner Logistics

AGENDA

9:30	Introduction Schneider Electric - Schneider Electric - TSC 4.0
10:20	Coffee break
10:35	Schneider Electric Field Service Proposition
10:50	Caroz 4PL Control Tower
11:10	Open Discussion
11:30	End & Go to Venlo for Summit

Introduction of the DC's
Key figures

Helmond DC (ITD / PELCO)

Safest DC of NL in 2016

Since 2006

Floor area:
- Warehouse area: 43 047m²
- Adaptation Area: 4 965m²

Headcount:
- 95 DVC (incl. 39% suppl.) + 30 SFC

Turnover: 640M€

Workflow:
- Inventory value: 40M€
- Lines / day: 597 (I) / 1420 (O)
- Tons shipped / day: 144

References:
- Stock items: 2983

Customers:
- EMEA + Intra-Group deliveries: WW

RDC Venray

Since 2001

Floor area:
- Warehouse area: 11 000m²
- Adaptation Area: 500m²

Headcount:
- 95 DVC (incl. 32% suppl.) + 25 SFC

Turnover: 620M€

Workflow:
- Inventory value: 16M€
- Lines / day: 2660 (I) / 7614 (O)
- Tons shipped / day: 46

References:
- Stock / Sold items: 11 000 / 86 000

Customers:
- DE, BE, NL, CH (+FE)

Intra EDL (Merten / Ritto)

INTRA EDL

3PL outsourced (1994)

Floor area:
- Warehouse area*: 4 000m²

Headcount:
- 5 SFC, 25 DVC at 3PL

Turnover: 100M€

Workflow:
- Inventory value*: 7M€
- Lines / day: 500 (I) / 3400 (O)
- Tons shipped / day: 10

References:
- Stock / Sold items*: 8100 / 6484

Customers:
- OG: DE, NL, AT
- IG: 60 destinations

Our technologies ensure that **Life Is On** everywhere, for **everyone** and at **every moment**.

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Life is on when it is…

POWERED

x2
worldwide power capacity by 2040
(BNEF, 2017)

+80%
new capacity additions in renewables
by 2040 (BNEF, 2017)

Power leads
global investment in electricity overtook
Oil & Gas for the first time in 2016 (IEA 2017)

30%
of vehicle stock running electric
by 2040 (BNEF)

DIGITAL

10X more
incremental connected devices than
incremental connected people by 2020
(IHS, March 2016; UN population stats)

+25%
CAGR YoY growth of IP traffic

+40%
productivity by 2035 thanks to new
automation techniques (EPSC 2018)

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Schneider Electric leading the digital transformation of energy management and automation

Key figures for 2018

5% of revenues devoted to R&D
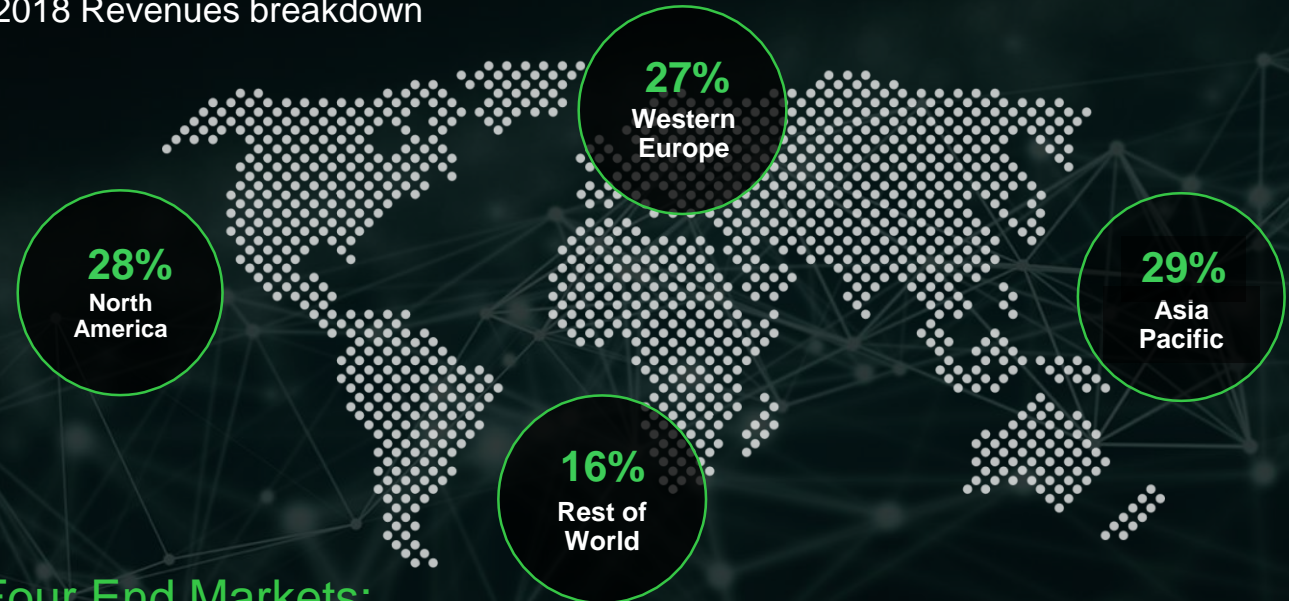
€26 billion
2018 revenues

42%
of revenues in new economies

137,000+
Employees in over 100 countries

A well-balanced global presence
2018 Revenues breakdown

28% North America

27% Western Europe

29% Asia Pacific

16% Rest of World

Four End Markets:

40%	14%	29%	10%	7%
Commercial & Industrial & Residential Buildings	Data Center & Networks	Industry	Infrastructures	Utilities
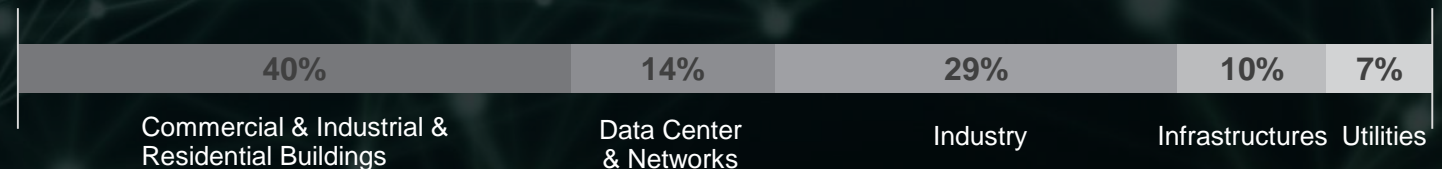
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Our technologies enable the digital transformation of industrial automation and energy management

Industrial automation ➡ **Process efficiency**

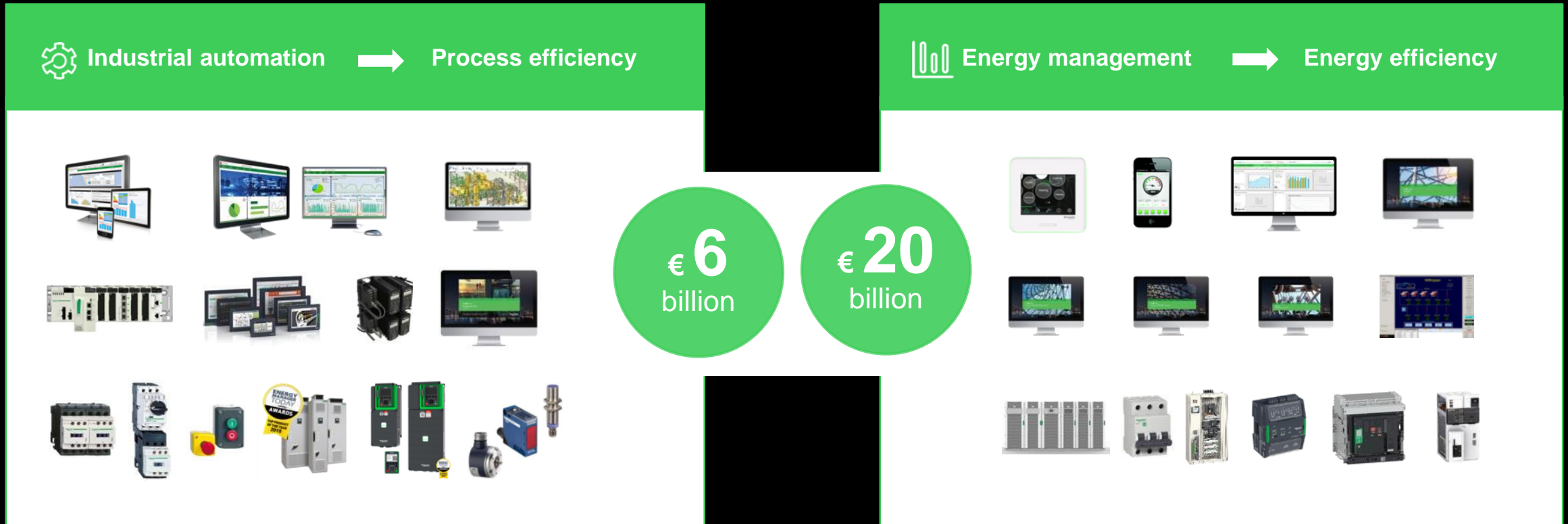**Energy management** ➡ **Energy efficiency**

€ **6** billion

€ **20** billion

A portfolio of integrated digital solutions designed to increase customer efficiency

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Connecting deep domain expertise with ~20,000 application and software engineers

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 and Wastewater** installations in **120** countries

1 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 biggest **hyper scale cloud** providers

8 the top 10 **packaging machine** builders

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Powering and Digitizing the economy

Energy efficiency

Consumption savings up to

85%

Cost savings average

~30%

Productivity

CapEx: Engineering & Commissioning reduction up to

60%

OpEx: Maintenance costs reduction up to

75%

Reliability

Equipment availability increase up to

50%

Safety

Workforce safety improvements up to

25%

Sustainability

CO_2 footprint reduction up to

50%

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The Tailored Supply Chain journey

has seen several breakthroughs towards Customer-centricity and cash efficiency, while delivering improved performance on productivity

2005-2008	2009-2011	2012-2014	2015-2017	2018-2020
				TSC 4.0 Tailored Sustainable Connected
			Tailored Supply Chain 2.0	Tailored Supply Chain 2.0
		Tailored Supply Chain	Tailored Supply Chain	Tailored Supply Chain
	Simplification	Simplification	Simplification	Simplification
Footprint & Lean Manufacturing	Footprint & Lean Manufacturing	Footprint & Lean Manufacturing	Footprint & Lean Manufacturing	Footprint & Lean Manufacturing
2005-2008 New 2	**2009-2011** Connect	**2012-2014** One	**2015-2017**	**2018-2020**

Schneider is On

Best-in-class across industry

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*T*ailored *S*ustainable *C*onnected *4.0* Supply Chain

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customer segments with different buying behaviors

6

digital accelerators

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supply chain models

- Electrical distributors
- IT distributors
- Consumer retailers

- Consumers

- Small and medium installers
- Panel builders
- Repetitive OEMs
- System integrators, large installers, non-repetitive OEMs, EPC

- Utilities
- Other end users
- Web giants

Source → **Make** → **Deliver**

Plan

Care

Innovate

COLLABORATIVE

LEAN

AGILE

PROJECT-DRIVEN

FULLY FLEXIBLE

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key transformations

- End-to-end customer lead times
- Special care units
- SIOP: Sales inventory op planning
- Customer process capabilities

- Network optimization & transportation
- ETO supply chain management
- Field services supply chain
- Supply base management
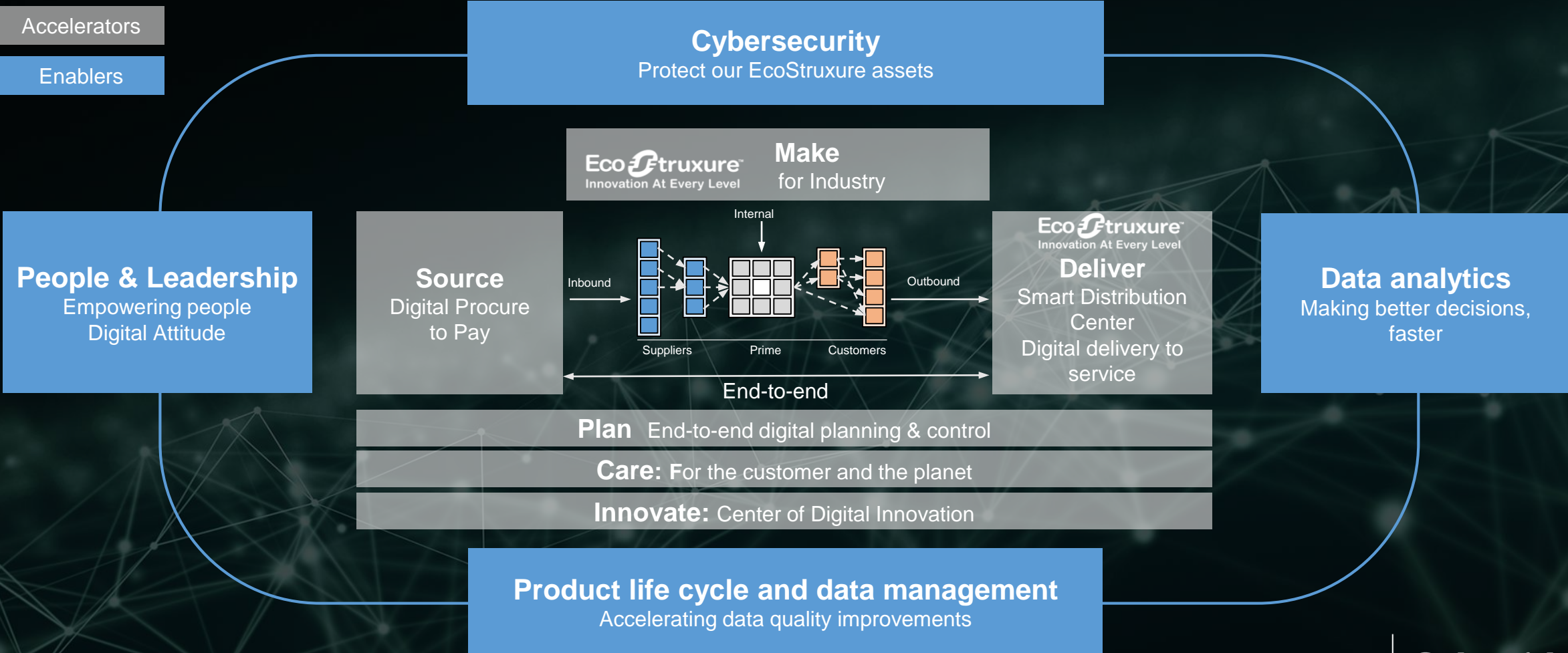
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TSC4.0 is based on 6 digital accelerators and 4 enablers

Digitization to empower our teams, improve customer experience and end-to-end operational efficiency

Accelerators

Enablers

Cybersecurity
Protect our EcoStruxure assets

EcoStruxure
Innovation At Every Level
Make
for Industry

Internal

People & Leadership
Empowering people
Digital Attitude

Source
Digital Procure
to Pay

Inbound

Suppliers   Prime   Customers

Outbound

EcoStruxure
Innovation At Every Level
Deliver
Smart Distribution
Center
Digital delivery to
service

Data analytics
Making better decisions,
faster

End-to-end

Plan End-to-end digital planning & control

Care: For the customer and the planet

Innovate: Center of Digital Innovation

Product life cycle and data management
Accelerating data quality improvements

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6 Accelerators

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TSC 4.0 - Source
Digitization accelerates procurement and suppliers efficiency

Schneider Supplier portal

Schneider supplier portal: One digital platform

Procurement analytics

Fully-automated, real-time visibility: 2000+ users with 100% spend coverage

Cloud e-procurement for indirect procurement

A global platform: An interface with all Federated ERPs (80% spend coverage)

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TSC 4.0 - Make: EcoStruxure™ for Smart Factory

Catalyze optimization with high level of platforming data

EcoStruxure™
Innovation At Every Level

Apps, Analytics & Services

End-to-End Cybersecurity

Cloud and/or On Premise

EcoStruxure Industrial Software

- On-Line Insight
- Manufacturing Execution System
- Enterprise Asset Performance Management
- EcoStruxure Augmented Operator Advisor
- EcoStruxure Asset Advisor
- EcoStruxure Resource Advisor
- EcoStruxure IT Advisor

Edge Control

- InTouch (Machine Edition) Development Studio
- EcoStruxure Machine SCADA Expert
- Modicon
- Magelis Edge Box and Industrial PC
- EcoStruxure Power Monitoring Expert

Connected Products

- Sensors & RFID
- Easergy TH110
- Harmony
- Transmitters
- Antenna (option)
- Receivers
- Altivar™: Variable Speed Drives
- Meters iON (PM8000)
- Masterpact MTZ
- Galaxy UPS

EcoStruxure Plant **EcoStruxure Machine** **EcoStruxure Grid** **EcoStruxure Power** **EcoStruxure Building** **EcoStruxure IT**

Augmented Operator
- For Assistance, expertise, training or assemble

Advanced Robotics
- Collaborative robot
- AGV

Additive Manufacturing
- For non- production parts (Plastics)

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Schneider Electric Smart Factories:
Le Vaudreuil, France
Batam, Indonesia
Lexington, U.S.
Wuhan, China

Innovation At Every Level

EcoStruxure Industrial Software

On-Line Insight | Manufacturing Execution System | Enterprise Asset Performance Management | EcoStruxure Augmented Operator Advisor | EcoStruxure Asset Advisor | EcoStruxure Resource Advisor | EcoStruxure IT Advisor

Apps, Analytics & Services

Edge Control

End-to-End Cybersecurity

Cloud and/or On Premise

InTouch (Machine Edition) Development Studio

Connected Products

Sensors & RFID | Easergy TH110

EcoStruxure Plant | EcoStruxure Mac...

Augmented Operator
• For Assistance, expertise, training or assemble

Advanced Robotics
• Collaborative robot
• AGV

Additive Manufacturing
• For non-production parts (Plastics)

Press release

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Two Schneider Electric smart factories recognized as the Lighthouses of the Fourth Industrial Revolution by the World Economic Forum

- Le Vaudreuil factory in France was awarded among the world's top nine most advanced "lighthouse" that is leading the successful implementation of Fourth Industrial Revolution technologies at scale
- Wuhan site in China recognized as a developing "lighthouse" that sets the standard for smart factories in China and beyond
- Schneider Electric becomes part of an elite network of "manufacturing lighthouses" that share knowledge and best practices amongst the industry
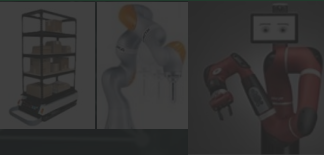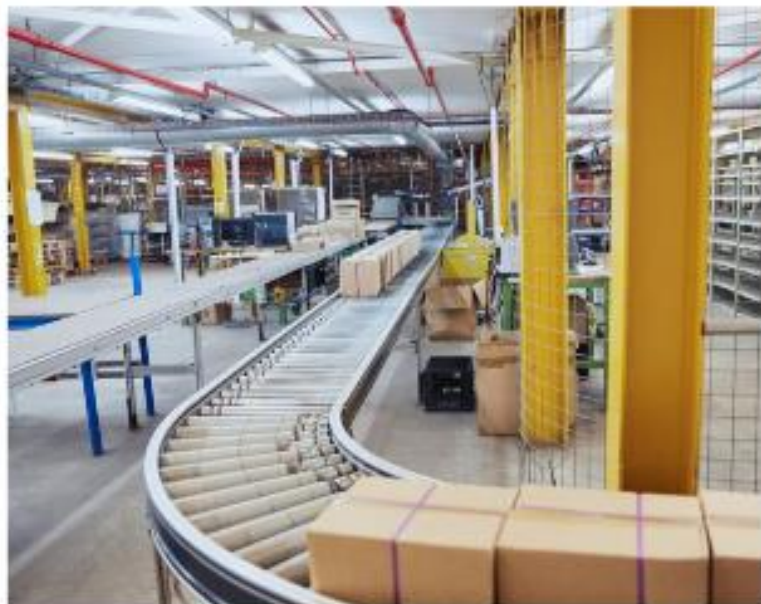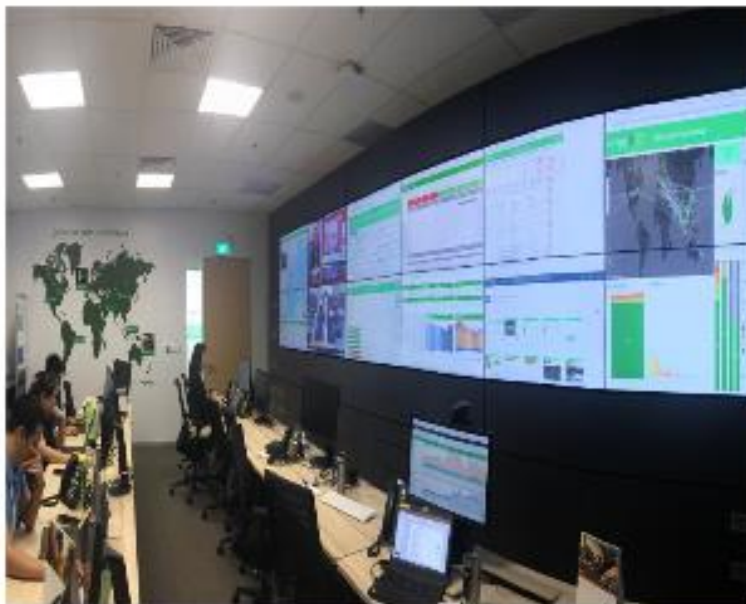
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TSC 4.0 - Deliver
Digitization improves customer experience through more efficient and sustainable logistics

Smart distribution center

New capabilities from EcoStruxure for improved performance and customer experience

Transportation

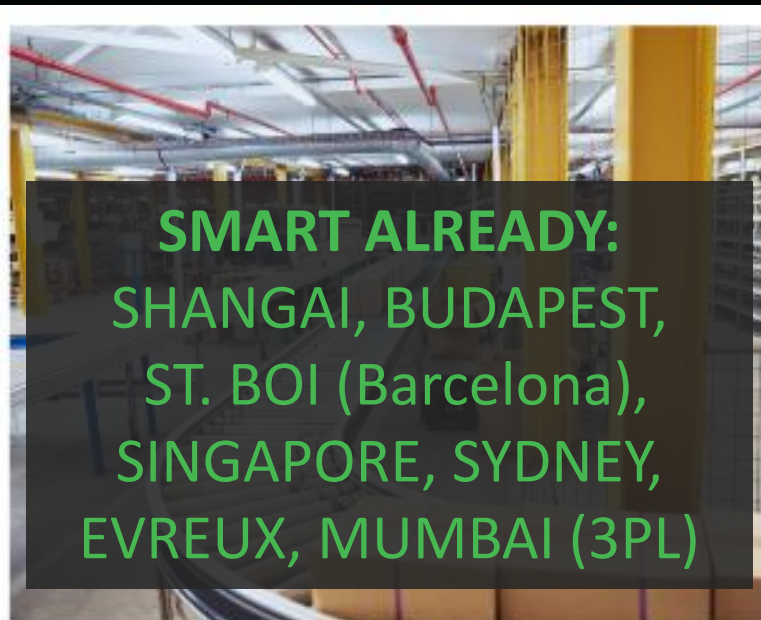Control towers for real-time monitoring and end-to-end visibility of transportation

Customer delivery experience

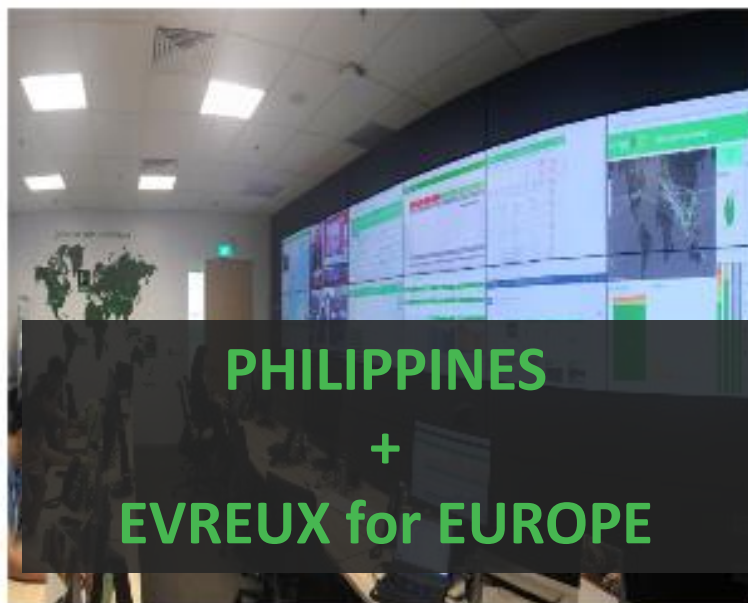30 capabilities to segment customer delivery experience

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TSC 4.0 - Deliver

Digitization improves customer experience through more efficient and sustainable logistics

SMART ALREADY:
SHANGAI, BUDAPEST,
ST. BOI (Barcelona),
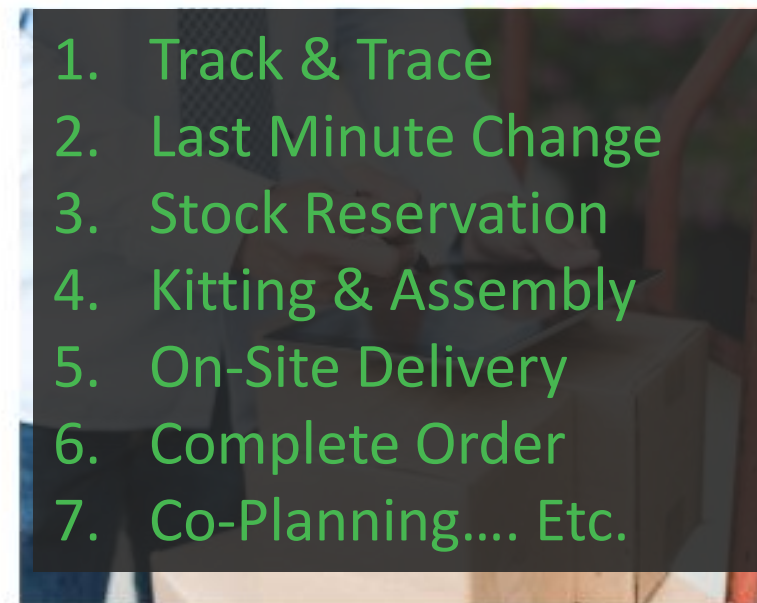SINGAPORE, SYDNEY,
EVREUX, MUMBAI (3PL)

PHILIPPINES
+
EVREUX for EUROPE

1. Track & Trace
2. Last Minute Change
3. Stock Reservation
4. Kitting & Assembly
5. On-Site Delivery
6. Complete Order
7. Co-Planning…. Etc.

Smart distribution center	Transportation	Customer delivery experience
New capabilities from EcoStruxure for improved performance and customer experience	Control towers for real-time monitoring and end-to-end visibility of transportation	30 capabilities to segment customer delivery experience

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TSC 4.0 - Care for the Planet
Our 2020 Sustainable Supply Chain ambitions

Clean and safe facilities

0 serious and fatal accidents

100% of sites certified with ISO 14001, ISO 50001, and ISO 45001

Carbon light and digital

80% of electricity comes from renewable sources

100% of sites deliver energy savings, leveraging EcoStruxure Power and EcoStruxure Resource Advisor

Resource efficient – circular

95% waste recovery rate and 200 sites on the way to zero waste to landfill sources

100% of regions with circular supply chain innovations

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TSC 4.0 - Care for the Planet
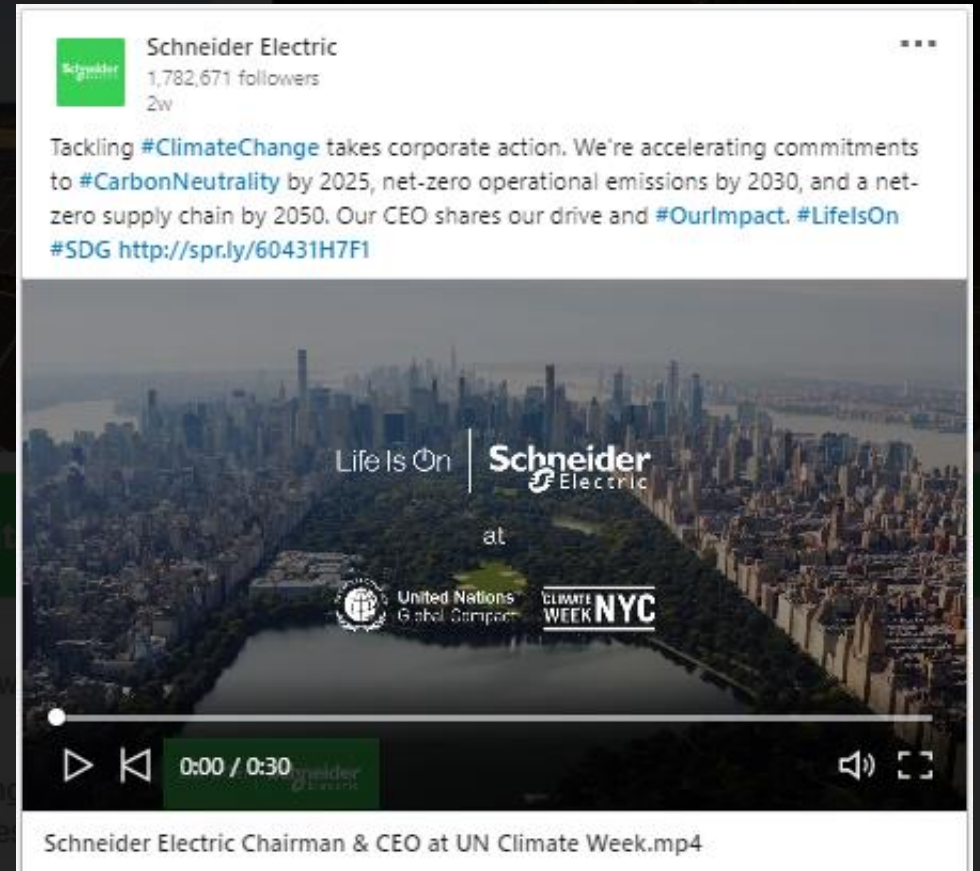## Our 2020 Sustainable Supply Chain ambitions

- **Carbon Neutral by 2025**
- **Net-Zero operational emissions by 2030**
- **Net-Zero Supply Chain by 2050**

0 serious and fatal accidents

100% of sites certified with ISO 14001, ISO 50001, and ISO 45001

80% of electricity comes from renew

100% of sites deliver energy saving EcoStruxure Power and EcoStruxure Re Advisor

Schneider Electric
1,782,671 followers
2w

Tackling #ClimateChange takes corporate action. We're accelerating commitments to #CarbonNeutrality by 2025, net-zero operational emissions by 2030, and a net-zero supply chain by 2050. Our CEO shares our drive and #OurImpact. #LifeIsOn #SDG http://spr.ly/60431H7F1

Life Is On | Schneider Electric
at
United Nations Global Compact · CLIMATE WEEK NYC

0:00 / 0:30

Schneider Electric Chairman & CEO at UN Climate Week.mp4

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People & Leadership
Empowering people
Digital Attitude

Cybersecurity
Protect our EcoStruxure assets

Data analytics
Making better decisions, faster

Product life cycle and data management
Accelerating data quality improvements

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TSC 4.0 - Cybersecurity
An essential pillar of our smart Supply Chain

Holistic approach

- Integrated in overall Schneider Electric cybersecurity strategy
- Leverage Schneider Electric EcoStruxure offer
- Connect and integrate external inputs (e.g. suppliers, machine investment, etc.)

Strong focus on architecture

- Covering IT/OT convergence (hardware and software) through strategic partnerships at a global and regional level
- Support from Schneider Digital organization to implement best practices
- Internal conformance process and centralized governance

Cybersecurity embedded in operations

- Creation of a network of supply chain cybersecurity referents
- Improved coordination for threats identification, detection, and responses
- Regular assessment of the maturity level of every site, with action plans to reach the expected level of protection

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TSC 4.0 - People

Empowered people to drive the digital transformation with "competencies of the future"

Competencies of the future

- Evolving skillset (hard and soft)
- Digital technologies all pervasive
- Increased focus on analytics driven by new technologies

Constant learning culture

- Prepare future adaptations through constant learning experience for blue-collar workers
- Technology solutions offering easy access

Leadership in supply chain of the future

- Higher empowerment of blue-collar workers through digital – direct link with suppliers to share and manage quality issues
- Management transformation: from technical to coaching skills

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