

Q3 2022 - Revenues up +12% organic. Full Year 2022 Target confirmed

- **Q3 revenues of €8.8 billion; all four regions growing**
 - **Energy Management up +12.1% organic**
 - **Industrial Automation up +12.0% organic**
- **Long-term incremental growth drivers growing double-digit:**
 - **Services – up high-single digit organic**
 - **Software – Energy Management software up >20% org.**
 - **Sustainability Business – up >20% org.**
- **Continued sequential supply chain easing though pressure on electronic components remains**
- **Disposal program reaches targeted range:**
 - **Sale of industrial sensors business – EV of €723 million;**
 - **€1.5 billion of revenues addressed against €1.5-€2.0bn program**
 - **Committed to share buyback program: completion in coming months**
- **Completion of sale of Schneider Electric Russia to local management**
- **Schneider Sustainability Impact performance buoyed by continued climate action**
- **FY 2022 Target confirmed – Adj. EBITA growth of between +11% to +15% org.**

Rueil-Malmaison (France), October 27, 2022 - Schneider Electric announced today its third quarter revenues for the period ending September 30, 2022.

Jean-Pascal Tricoire, Chairman and CEO commented:

“We deliver strong growth in Q3, with revenues up +12% organic, and balanced between our two synergetic businesses and our four regions. We see double-digit growth in our Products and Systems revenues. We complement this strong momentum by our incremental growth drivers of Services, Software and Sustainability, with particularly strong dynamics in Energy Management software and Sustainability. As expected, we continue to navigate tightness in global supply chains particularly linked with the supply of electronic components. Our Q3 revenues are notably impacted by the exit of our business in Russia.”

We make strong progress in our disposal program of €1.5-€2.0 billion of revenues, reaching today a total of €1.5 billion, as we announce the disposal of our industrial sensors business and some other smaller non-strategic assets. Outside of this target, we also confirm the completion of the transfer of Schneider Electric Russia to the local management team, with Q3 being the final quarter we will consolidate those results. We

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announced in Q3 our intention to acquire the minority shareholding in AVEVA. This proposed transaction, though not compulsory, presents an opportunity to accelerate the growth of our software strategy, provide one data-hub and a fast track to the Enterprise Metaverse. We remain committed to the completion of our existing share buyback program, which we expect to complete in the coming months.

Despite an uncertain economic backdrop, demand for our products and solutions remains strong, though moderating from high levels in consumer-linked segments, as expected. We see strong demand in digitization and electrification everywhere, and particular momentum in areas of our portfolio associated with the energy transition in mature economies, and renewed momentum in resource-driven economies supportive of the later-cycle segments we serve. We confirm our 2022 full year target”.

I. THIRD QUARTER REVENUES WERE UP +12% ORGANIC

2022 Q3 revenues were **€8,779 million**, up **+12.1%** organic (against a +9% base of comparison from Q3 2021) and up +21.6% on a reported basis.

Products (58% of Q3 revenues) grew +11% organic in Q3, supported by some gradual easing in supply chain tightness where availability of electronic components remains a constraint and an area of focus for management. There was double-digit growth in both Energy Management and Industrial Automation. Pricing continued to drive organic growth, while volume was impacted by supply-chain pressures and the prior announced sale of Schneider Electric Russia.

Systems (25% of Q3 revenues) grew +17% organic in Q3, with a similar organic growth rate in each business. Energy Management experienced strong growth across the offer range. Industrial Automation saw further recovery in systems sales in Process Automation end-markets which showed strong growth and a sequential improvement on the previous quarter. Systems sales were constrained by the availability of electronic components but benefitted from price actions and strong demand.

Software & Services (17% of Q3 revenues) grew +10% organic in Q3.

Software and Digital Services grew double-digit organic in Q3. Agnostic software offers for Energy Management grew in excess of +20% in the quarter, with strong contributions from IGE+XAO, ETAP, ALPI and RIB Software. Digital service offers delivered strong double-digit growth led by EcoStruxure Advisors and in Cybersecurity. Agnostic software offers for Industrial Automation are represented through AVEVA which remains focused on its transition to subscription and the growth of Annualized Recurring Revenue (ARR) that has been growing double-digit year-on-year. This transition has a negative impact on sales growth and profitability which is expected to last for some time.

Field Services grew high-single digit organic in Q3. There was high-single digit growth in Energy Management, supported by improvements in supply chain. Industrial Automation saw solid growth and a strong pipeline of service contracts is expected to support growth in coming quarters as the lag effect of COVID-19 on the delivery of large projects and their associated service contracts fades.

Sustainability Business: Sustainability offers (split between Digital and Field Services) delivered growth in excess of +20% organic in the quarter, led by North America and with good traction in Western Europe. Sustainability consulting continues to act as a catalyst for the rest of the portfolio.

Digital update: Schneider Electric continues to prioritize and track digital adoption with good progress in the growth of Assets under Management (AuM), reaching 6.8 million, up 29% year-on-year at the end of Q3, increasing from 6.5 million at the end of Q2 and including strong progress in monetized assets. Schneider Electric continues to track the evolution of its digital flywheel. In Q3, the organic growth of revenues included in the digital flywheel (representing c.50% of 2021 Group revenues) outperformed the Group average, led by organic growth in connectable products.

The breakdown of revenue by business and geography was as follows:

€ million		Q3 2022		
		Revenues	Organic Growth	Reported Growth
Energy Management	North America	2,414	+17.6%	+38.3%
	Western Europe	1,472	+14.3%	+15.2%
	Asia Pacific	2,053	+9.1%	+18.8%
	Rest of the World	869	+2.2%	+6.5%
	Total Energy Management	6,808	+12.1%	+22.3%
Industrial Automation	North America ¹	489	+8.9%	+24.8%
	Western Europe	503	+15.2%	+13.3%
	Asia Pacific	715	+18.4%	+28.6%
	Rest of the World	264	-2.3%	+1.1%
	Total Industrial Automation	1,971	+12.0%	+19.2%
Group	North America	2,903	+16.0%	+35.8%
	Western Europe	1,975	+14.6%	+14.7%
	Asia Pacific	2,768	+11.4%	+21.1%
	Rest of the World	1,133	+1.1%	+5.2%
	Total Group	8,779	+12.1%	+21.6%

¹ OSisoft global revenues are fully reported within North America

€ million		9m YTD 2022		
		Revenues	Organic Growth	Reported Growth
Energy Management	North America	6,392	+14.0%	+29.6%
	Western Europe	4,477	+12.6%	+12.4%
	Asia Pacific	5,731	+8.8%	+17.4%
	Rest of the World	2,515	+8.5%	+11.2%
	Total Energy Management	19,115	+11.3%	+19.1%
Industrial Automation	North America ²	1,444	+11.2%	+33.2%
	Western Europe	1,544	+12.1%	+9.5%
	Asia Pacific	1,948	+6.3%	+14.6%
	Rest of the World	805	+6.6%	+8.0%
	Total Industrial Automation	5,741	+9.1%	+16.2%
Group	North America	7,836	+13.5%	+30.3%
	Western Europe	6,021	+12.4%	+11.7%
	Asia Pacific	7,679	+8.1%	+16.7%
	Rest of the World	3,320	+8.0%	+10.4%
	Total Group	24,856	+10.8%	+18.4%

Q3 2022 PERFORMANCE BY END MARKET

Schneider Electric sells its integrated portfolio into four end-markets: Buildings, Data Center, Infrastructure and Industry, leveraging the complementary technologies of its Energy Management and Industrial Automation businesses. In Q3, there was continued strong demand overall and across the majority of end-markets and geographies with increased customer focus on electrification, digitization and sustainability.

- **Buildings** – Demand and sales growth were strongest in Non-Residential buildings markets, with some slowdown in demand for Residential buildings, as expected, in Western Europe and China. Sales growth in Residential buildings remained good overall, with particular strength in the U.S. The Smart Building offers to enable decarbonization of Buildings leading to increased efficiency and sustainability continued to see significant traction with customers, in all regions.

² OSISOFT global revenues are fully reported within North America

- **Data Center** – The Data Center & Networks end-market continues to experience strong demand. Schneider Electric has a broad exposure across the full spectrum of offers (MV, LV, Secure Power, Cooling, BMS, Software). There was strong sales growth across a broad number of geographies with good demand dynamics. Data Center growth was stronger than that for Distributed IT which experienced some channel destocking, slowdown in consumer-linked categories and with continued impacts from supply chain. Overall, there were strong demand for Services in larger Data Center settings.
- **Infrastructure** – Demand in the Infrastructure end-market was strong. In the Electric Utilities segment, the strong demand was supported by sustainable and renewable investments. Governments and consumers are prioritizing the need for resilience of the grid and energy security, contributing to the strong growth in Q3. Demand in the Transportation segment was good, particularly in relation to automation offers and Services. Water and Wastewater (WWW) demand remained at high levels.
- **Industry** – Sales into Discrete automation markets grew double-digit in Q3, led by OEM growth, though impacted by constraints on electronic components affecting some countries. Sales into Process & Hybrid markets also grew double-digit with strong demand led by Metals, Mining and Minerals (MMM), Consumer-Packaged Goods (CPG) and Energies & Chemicals (E&C). In general, sales growth benefited from an easing in supply chain tightness over the quarter. There continues to be an increasingly positive impact from customer's sustainability initiatives, the introduction of new technologies and digital transformation.

Group trends by geography:

North America (33% of Q3 revenues) was up +16.0% organic despite ongoing supply chain tightness impacting both businesses.

In Energy Management, which grew +17.6% organic, the U.S. and Canada each grew double-digit, while Mexico grew mid-single digit. Sales growth across the region was strong across end-markets, including in Residential buildings in the U.S. where demand continued to be strong. The Data Center & Network end-market remained a key growth driver with strong sales and demand in Data Center, with sales growth for Distributed IT offers (predominantly sold through channel partners) more muted, in part due to ongoing supply challenges as well as some distributor destocking particularly in consumer-linked offers. Field Services delivered good growth in the quarter, coupled with a strong acceleration in Systems revenues on improved project delivery. The Sustainability Business in the U.S. delivered strong double-digit growth.

Industrial Automation grew +8.9% organic with double-digit growth in sales for both Process & Hybrid and Discrete automation markets outside of Industrial Software, which grew. The U.S. saw strong revenue growth in Discrete automation markets including in the HVAC and hoisting segments, with demand also strong. In Process & Hybrid markets, sales growth turned positive in the quarter. Canada saw double-digit growth in Discrete automation and Industrial Software, while Mexico saw double-digit growth across the full automation offer, including benefitting from execution on an ongoing process industry project.

Western Europe (22% of Q3 revenues) grew +14.6% organic supported by a gradual easing of supply chain pressures.

Energy Management grew +14.3% organic. There was double-digit growth in Italy, France, Spain and the U.K. while Germany delivered high single-digit growth. Outside the major economies of the region, Belgium and Norway each reported double digit growth, driven by the Data Center end-market. Across the region, there was strong growth in Systems revenues, supported by strength in Non-residential buildings, Data Center and Infrastructure end-markets. Product sales saw good growth, despite some softening in demand in Residential buildings and some distributor destocking. Energy Management software saw high-single digit growth and there was also strong growth in Field Services across the region.

Industrial Automation grew +15.2% organic. There was double digit growth in Italy, Spain, France and Germany while the U.K. delivered mid-single digit growth. There was good performance across the rest of the region, with several countries reporting strong double-digit growth. Sales into Discrete automation markets grew double-digit, led by contributions from Germany, Italy, France and Spain, while the U.K. market was more muted. There was good growth from sales into Process & Hybrid markets as E&C and other late-cycle segments remained well oriented and as supply chain impacts eased.

Asia-Pacific (32% of Q3 revenues) grew +11.4% organic.

In Energy Management, which grew +9.1% organic, China saw mid-single digit growth with contrasting dynamics between Residential building and other sectors and supported by an easing of supply-chain pressures with recovery from the Q2 lockdowns in Shanghai. There was good growth in Data Center and in Non-residential buildings supported by backlog execution. Sales into the Residential building end-market were down in the quarter, among broader demand softness linked to construction. India was up mid-single digit against a double-digit base of comparison with strong growth in the Buildings end-market including double-digit growth in Residential. There was strong growth in Data Centers, while revenues from consumer-led Distributed IT were down against a high baseline. Australia was up high-single digit with good growth in Non-residential buildings, including for digital offers, while growth in Residential buildings was down, linked with pressures on consumer spending. There were strong contributions elsewhere in the region, notably Indonesia, Malaysia and Thailand, all of which grew strong double-digit.

In Industrial Automation, which grew +18.4% organic, China was up double-digit, with strong growth in Discrete automation markets. There was strong growth in sales to OEMs, led by continued demand in the electronics segment, and strong backlog execution supporting growth in other OEM segments. Late-cycle demand was strong, including in MMM and E&C segments. India was up strong double-digit against a double-digit base of comparison, with strong growth in Discrete automation markets, particularly with OEMs. Japan and South Korea each also grew strong double-digit, with strong growth in Discrete automation and industrial software. Australia was up double-digit, due to strength in Process & Hybrid automation markets.

Rest of the World (13% of Q3 revenues) grew +1.1% organic. Rest of the World faced a high base of comparison (+16% org. in Q3 2021) and was significantly impacted in Russia, where the sale of Schneider Electric Russia to local management closed at the end of the quarter.

In Energy Management, which grew +2.2% organic, each of Middle East, South America and Central & Eastern Europe grew double-digit. The Middle East saw strong growth in Turkey, with continued high demand for Energy Management products, and in the U.A.E. The growth in South America was broad-based, led by Argentina which benefited from price actions, along with strong contributions from Peru and Chile. Brazil was impacted by softening in the Residential buildings market. Africa grew low-single digit against a high base of comparison with a large infrastructure project in Egypt in the baseline, compensated by project execution elsewhere in the region. CIS was down as expected due to the exit from Russia.

In Industrial Automation, which declined -2.3% organic, Middle East and Africa were each up strong double-digit. The Middle East saw strong growth coming from Discrete automation markets in Turkey, while there was also strong growth in Process & Hybrid markets in the Gulf region. Africa saw strong growth in both Discrete automation markets and Process & Hybrid markets. Central & Eastern Europe saw double-digit growth, primarily due to continued demand in Discrete automation markets. South America grew mid-single digit led by growth in Process & Hybrid end-markets, while consumer-linked OEMs impacted discrete automation growth in Brazil. CIS was down as expected due to the exit from Russia.

II. CONSOLIDATION³ AND FOREIGN EXCHANGE IMPACTS IN Q3

Net acquisitions / disposals had an impact of **+€22 million** or **+0.2%** of Group revenues, representing the net impact of several small acquisitions in 2022 offset by some disposals made in the second half of 2021.

The impact of foreign exchange fluctuations was positive at **+€594 million** or **+8.3%** of Group revenues, primarily due to the strengthening of the U.S. Dollar and Chinese Yuan against the Euro.

Based on current rates, the FX impact on FY 2022 revenues is estimated to be between **+€1.7 billion** to **+€1.8 billion**. The FX impact at current rates on adjusted EBITA margin for FY 2022 could be **around +20bps**.

³ Changes in scope of consolidation also include some minor reclassifications of offers among different businesses

III. SCHNEIDER SUSTAINABILITY IMPACT

Schneider Electric published today the third quarter, 2022 results of its sustainability impact target for 2025, with a score of 4.54 out of 10. These results provide further evidence of the company's long-standing commitment to sustainability and reflect its leadership and positive impact in tackling climate change.

This news comes during an intense period for the climate community: shortly after the [Climate Week NYC](#) and just ahead of the [UN's COP27 summit](#) in Egypt, where Gwenaëlle Avicé-Huet, Schneider Electric's Chief Strategy & Sustainability Officer, will share the company's substantial expertise and recommendations on accelerating the transition to net-zero – an ecological imperative made all the more urgent by the current energy crisis.

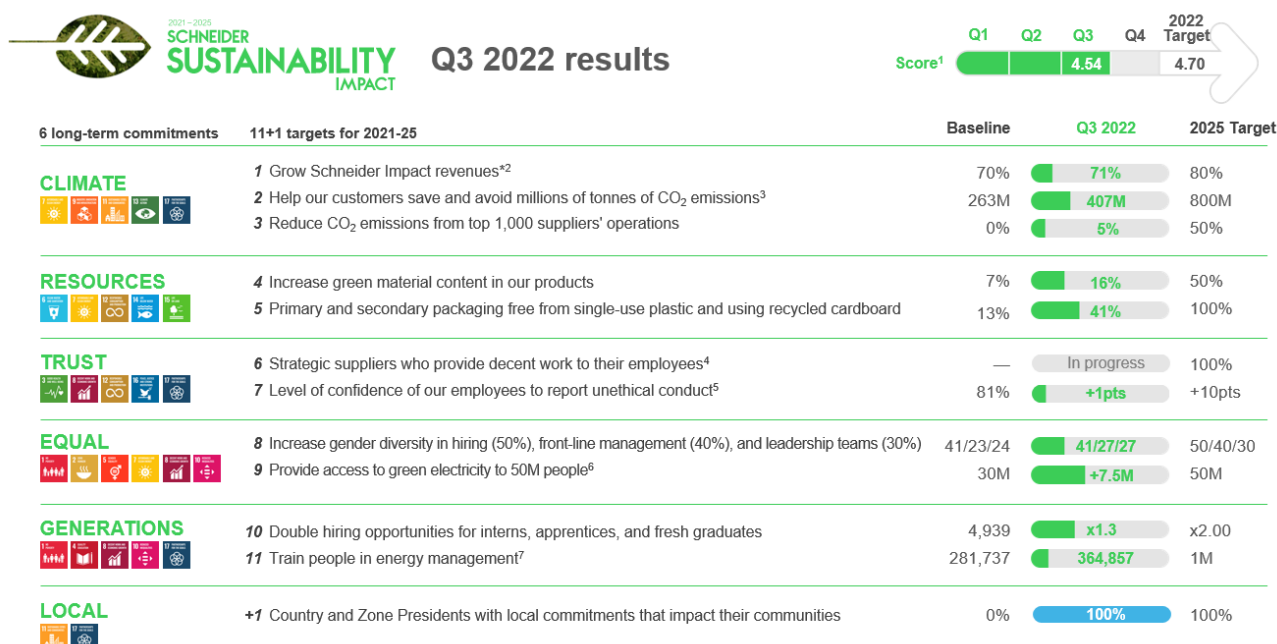
Schneider's strong sustainability performance this quarter, is highlighted by:

- Becoming one of the world's first companies to have its Net-Zero commitment roadmap validated by the Science Based Targets initiative's new [Corporate Net-Zero Standard](#).
- Gaining the industry-leading score of 89 out of 100 in the 2022 Corporate Sustainability Assessment by S&P Global, a renowned ESG rating agency (score date: October 21, 2022).
- Reaching the milestone of having saved and avoided 407 million tonnes of CO₂ emissions for customers since 2018, halfway to its 2025 commitment.

"Sustainability is key to tackling today's most pressing global issues, with both immediate gains and our collective future in mind," said Gwenaëlle Avicé-Huet. *"This is not just for purposeful reasons, but because sustainability is good for business. Our financial and extra-financial results demonstrate that companies can be a driving force to transform entire stakeholder ecosystems and better protect our planet."*

As highlighted by its recently announced decarbonization partnership with [MSCI, a leading provider of ESG data](#), the company confirms that it is living up to impact company principles, by which it strives to be the best-possible Environment, Social and Governance (ESG) practitioner and a leading enabler of sustainability.

The details of SSI Q3 2022 results are as below:



* Per Schneider Electric definition and methodology

¹ 2021 baseline 3/10, 2025 target 10/10 ² Baseline 2019 ³ Cumulated since 2018 ⁴ Program in development ⁵ Baseline 2021 ⁶ Cumulated since 2008 ⁷ Cumulated since 2009

To access Schneider Electric Sustainability reports with detailed results and highlights, click here: <https://www.se.com/ww/en/about-us/sustainability/sustainability-reports/index.jsp>

IV. PORTFOLIO UPDATES

Schneider Electric has built a compelling, integrated and synergetic portfolio across its two businesses in the past years, with a focus towards driving sustainable growth in the short, medium and long-term. The Group continues to review its portfolio on an ongoing basis. As set out in its November 2021 Capital Markets Day, Schneider Electric remains focused on completion of its ongoing €1.5 billion to €2.0 billion revenue disposal program, by the end of 2022. The disposal program has now reached the targeted range with revenues of €1.5 billion having been cumulatively addressed.

Since reporting on H1 2022, Schneider Electric engaged in the following transactions:

Proposed Acquisition

- AVEVA minorities

On September 21, Schneider Electric confirmed its firm intention to acquire the share capital of AVEVA that it does not already own. The offer of 3,100 pence per AVEVA share has been recommended by the AVEVA Independent Committee and will be voted upon by AVEVA's shareholders in a General Meeting to be held on November 17. Schneider Electric is committed to maintain AVEVA's software as fully agnostic, to preserve AVEVA's business autonomy and to keep AVEVA's specific culture as a software company.

Disposals

- Eberle

On September 29, the Group signed an agreement to divest Eberle Controls GmbH (Eberle) to Eberle's management and Borromin Capital Fund IV. Eberle is a German provider of heating and air conditioning solutions for residential, commercial and public buildings. The deal is subject to regulatory approval and is expected to complete in Q4 2022. The business has around 160 employees and is currently reported as part of Energy Management.

- ASCO load banks

On September 30, the Group closed the transaction for the disposal of the load bank business of ASCO Power Technologies to Hidden Harbor, a U.S.-based private equity firm. Load bank is a critical power testing device used to measure, test and improve the efficiency and effectiveness of power systems across a broad range of industries and applications.

- Industrial sensors business

On October 27, YAGEO entered into a binding commitment with Schneider Electric to acquire its industrial sensors business, Telemecanique Sensors. Telemecanique Sensors had revenue of around €280 million in 2021 and is currently reported under the Industrial Automation business unit. The all-cash transaction values Telemecanique Sensors at €723 million (Enterprise Value) and is expected to complete in the coming months. Schneider Electric will grant YAGEO a license to use the Telemecanique Sensors™ name.

Further to the announcement of July 4, regarding the agreement to divest Schneider Electric Russia to local management, the Group confirms that on September 27 all closing conditions were met, and the transaction has been completed. The financial impacts of the transaction are in-line with the July 4 communication, with an expected write-off of net book value of up to €300 million⁴, and a non-cash reversal of the currency translation reserve associated with these activities now fixed at a €19 million loss. Starting Q4 2022 Schneider Electric Russia will be deconsolidated and will be treated as a scope item for the year following disposal, with no restatement of prior periods. The divestment of Schneider Electric Russia is not considered part of the ongoing €1.5 billion to €2.0 billion revenue disposal program.

V. SHARE BUYBACK

Schneider Electric remains committed to the completion of the existing €1.5 billion to €2.0 billion share buyback program. Since the beginning of the program in 2019, Schneider Electric has bought back 7.6 million shares for €797 million, at an average price of €105 per share.

Schneider Electric did not further progress the buyback in Q3 due to restrictions on account of the proposed transaction with the AVEVA minority shareholders.

The current program is now expected to complete in the coming months.

VI. 2022 FISCAL YEAR DIVIDEND CALENDAR

Dividend ex-date:	May 9, 2023
Record date:	May 10, 2023
Dividend payment date:	May 11, 2023

⁴ Of which an initial €220 million was booked in H1 2022

VII. EXPECTED TRENDS IN Q4 2022

- A continuation of strong and dynamic market demand, supported by accelerating energy transition trends and further recovery in late-cycle segments
- As-anticipated, deceleration in consumer-linked segments (Residential buildings in Western Europe and China, and consumer-led Distributed IT)
- Backlog execution to compensate for some softening demand in consumer-linked segments
- Gradual easing in supply chains to continue, though pressures on electronics remain
- Some deceleration of inflationary pressures, though increased costs particularly in energy and supply constrained inputs
- Despite the overall inflationary environment, and current supply chain pressures, the Group expects to be net price positive for the full year (including impacts of freight and electronics)

VIII. 2022 TARGET CONFIRMED

The Group acknowledges the ongoing economic/geopolitical uncertainties and the strong inflationary pressures which remain elevated. Considering the strong demand environment and the Group's effort to address the current uncertainties with agility, the Group confirms its FY 2022 target, as follows:

2022 Adjusted EBITA growth of between +11% and +15% organic.

The target would be achieved through a combination of organic revenue growth and margin improvement, currently expected to be:

- Revenue growth of **+9% to +11% organic**
- Adjusted EBITA margin up **+30bps to +60bps organic**

This implies Adjusted EBITA margin of **around 17.7% to 18.0%** (including scope based on transactions completed to-date and FX based on current estimation).

Further notes on 2022 available in appendix

The 2022 Q3 revenues presentation is available at www.se.com

The 2022 Full Year Results will be presented on February 16, 2023

Disclaimer: All forward-looking statements are Schneider Electric management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. For a detailed description of these factors and uncertainties, please refer to the section "Risk Factors" in our Annual Registration Document (which is available on www.se.com). Schneider Electric undertakes no obligation to publicly update or revise any of these forward-looking statements.

About Schneider Electric: Schneider's purpose is to **empower all to make the most of our energy and resources, bridging progress and sustainability** for all. We call this **Life Is On**. Our mission is to be your **digital partner for Sustainability and Efficiency**.

We drive digital transformation by integrating world-leading process and energy technologies, end-point to cloud connecting products, controls, software and services, across the entire lifecycle, enabling integrated company management, for homes, buildings, data centers, infrastructure and industries.

We are the **most local of global companies**. We are advocates of open standards and partnership ecosystems that are passionate about our shared **Meaningful Purpose, Inclusive and Empowered** values.

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Appendix – Further notes on 2022

- **Foreign Exchange impact:** Based on current rates, the FX impact on FY 2022 revenues is estimated to be between **+€1.7 billion to +€1.8 billion**. The FX impact at current rates on adjusted EBITA margin for FY 2022 could be **around +20bps**
- **Scope:** Around **-€20 million** on 2022 revenues and **around -10bps** on 2022 Adj. EBITA margin, based on transactions completed to-date
- **Tax rate:** The ETR is expected to be in a **23-25%** range in 2022, excluding the one-time impacts relating to the sale of the Group's Russia operations.
- **Restructuring:** The Group expects restructuring costs of between **€850 million to €950 million** over three years (2020-2022) as previously announced.

Appendix – Revenues breakdown by business

Third quarter 2022 revenues by business were as follows:

€ million	Q3 2022				
	Revenues	Organic growth	Changes in scope of consolidation	Currency effect	Reported growth
Energy Management	6,808	+12.1%	+0.6%	+8.5%	+22.3%
Industrial Automation	1,971	+12.0%	-0.9%	+7.3%	+19.2%
Group	8,779	+12.1%	+0.2%	+8.3%	+21.6%

9m YTD 2022 revenues by business were as follows:

€ million	9m YTD 2022				
	Revenues	Organic growth	Changes in scope of consolidation	Currency effect	Reported growth
Energy Management	19,115	+11.3%	+0.4%	+6.6%	+19.1%
Industrial Automation	5,741	+9.1%	+0.9%	+5.7%	+16.2%
Group	24,856	+10.8%	+0.5%	+6.4%	+18.4%

Appendix – Consolidation

Number of months in scope	Acquisition/ Disposal	2021				2022			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Larsen & Toubro E&A Primarily Energy Management Business	Acquisition	3m	3m	2m					
RIB Software Energy Management Business	Acquisition	3m	3m						
ProLeiT Industrial Automation Business	Acquisition	3m	3m	1m					
OSIsoft Industrial Automation Business	Acquisition		3m	3m	3m	3m			
ETAP Energy Management Business	Acquisition			3m	3m	3m	3m		
Qmerit Energy Management Business	Acquisition					3m	3m	3m	3m
EnergySage Energy Management Business	Acquisition					3m	3m	3m	3m
EV Connect Energy Management Business	Acquisition							3m	3m
Autogrid Energy Management Business	Acquisition							2m	3m
Cable Support Energy Management Business	Disposal	3m	3m						
Schneider Electric Motion USA Industrial Automation Business	Disposal	3m	3m	2m					
IMServ Energy Management Business	Disposal	3m	3m	2m					
ASCO Load banks Energy Management Business	Disposal	3m	3m	3m	3m	3m	3m		
Schneider Electric Russia Energy Management & Industrial Automation Businesses	Disposal	3m	3m	3m	3m	3m	3m		