



Schneider Electric non-financial results Q3 2017

October 26th, 2017



This quarter, our Planet & Society barometer reaches 9.01/10

Indicators & objectives 2017 - selection

Q3 2017

Q2 2017

PLANET

- **10%** energy savings 9.2% 8.7%
- **Towards** zero waste to landfill for 100 industrial sites 116 109

PROFIT

- **120,000 tons** of CO₂ avoided through maintenance, retrofit and end-of-life services 148,415 139,004
- **x5** turnover of Access to Energy program to promote development x2.09 x2.10

PEOPLE

- **One** day training for every employee every year 85.2% 85.3%
- **150,000** underprivileged people trained in energy management 143,756 136,906

Highlights of Q3 2017:

- **Schneider Electric in the CDP Climate A list for the 7th consecutive year**
7 years in a row: this is particularly noteworthy for this ranking
- **“Integrated Thinking Award” received**
Best company in integrating strategic, financial and sustainability dimensions
This is the first edition of these annual European awards



The Planet & Society barometer 2015-2017 - Results as of Q3 2017

Planet & Society barometer

Our megatrends 2015-2020 and our targets 2015-2017

	Start 01/2015	Results Q2 2017	Results Q3 2017	Target 12/2017
Overall score (out of 10)	3.00	8.91	9.01	9/10

PLANET	CLIMATE	1	10% energy savings	-	8.7%	9.2%	10%
		2	10% CO ₂ savings from transportation	-	17.2%	11.6%	10%
PLANET	CIRCULAR ECONOMY	3	Towards zero waste to landfill for 100 industrial sites	34	109	116	100
		4	100% of products in R&D designed with <i>Schneider ecoDesign Way</i> TM	-	100%	100%	100%

PROFIT	CLIMATE + DEVELOPMENT (Sustainability offers)	5	75% of product revenue with <i>Green Premium</i> TM eco-label	60.5%	74.6%	75.9%	75%
		6	100% of new large customer projects with CO ₂ impact quantification	-	16%	16%	100%
7	120,000 tons of CO ₂ avoided through maintenance, retrofit and end-of-life services	-	139,004	148,415	120,000		
8	x5 turnover of Access to Energy program to promote development	-	x2.10	x2.09	x5		
PROFIT	ETHICS	9	100% of our recommended suppliers embrace ISO 26000 guidelines	48%	84.1%	84.6%	100%
		10	All our entities pass our internal Ethics & Responsibility assessment	-	79% ¹	88.7%	100%

PEOPLE	HEALTH & EQUITY	11	30% reduction in the Medical Incident Rate (MIR)	-	40%	37%	30%
		12	One day training for every employee every year	79%	85.3%	85.2%	85%
13	64% scored in our Employee Engagement Index	61%	64%	64%	64%		
14	85% of employees work in countries with Schneider gender pay equity plan	-	75%	75%	85%		
PEOPLE	DEVELOPMENT	15	150,000 underprivileged people trained in energy management	73,339	136,906	143,756	150,000
		16	1,300 missions within Schneider Electric Teachers NGO	460	1,202	1,289	1,300

The arrow shows if the indicator has risen, stayed the same or fallen compared to the previous quarter. The colour shows if the indicator is above or below the objective of 9/10. ¹ Q3 2016

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