

A photograph of four children in a rural setting, likely in Myanmar, looking at a solar-powered light. The children are wearing traditional white clothing and have white powder on their faces. The background is a rustic wooden wall. The light is a green, dome-shaped device with a solar panel attached to it.

#WFRE20

Corporate Venture for impact : Schneider Electric

Schneider Electric provides energy and automation digital solutions for efficiency and sustainability

Key figures for 2019

5% of revenues devoted to R&D

€27.2 billion

2019 revenues

41%

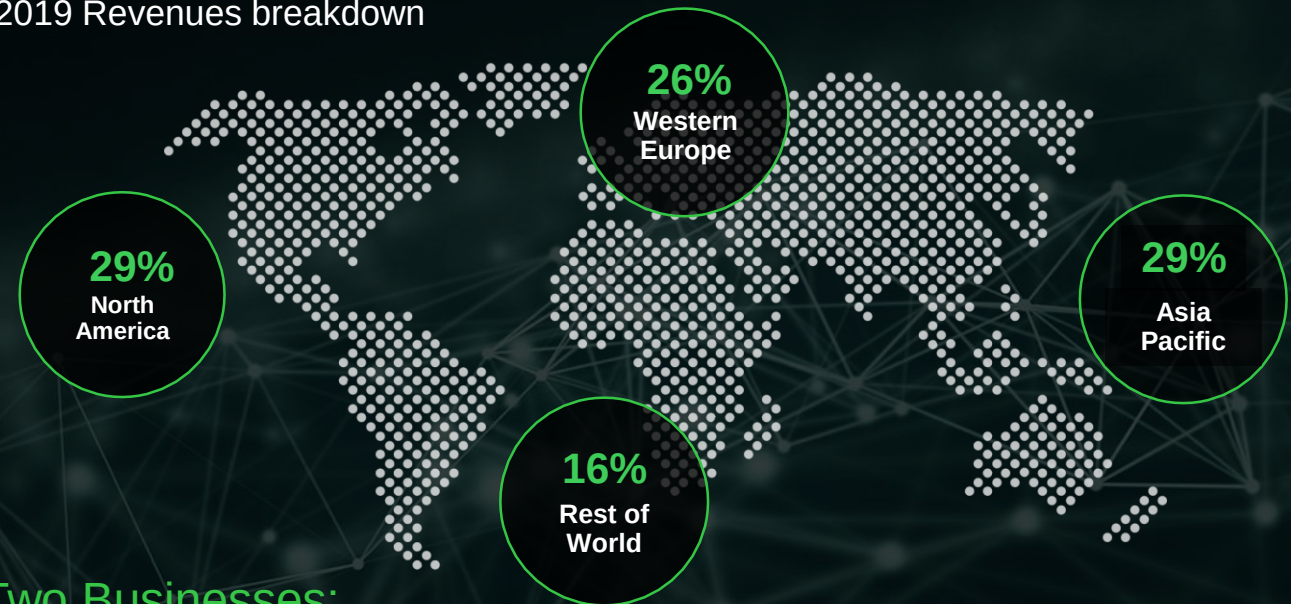
of revenues in new economies

135,000+

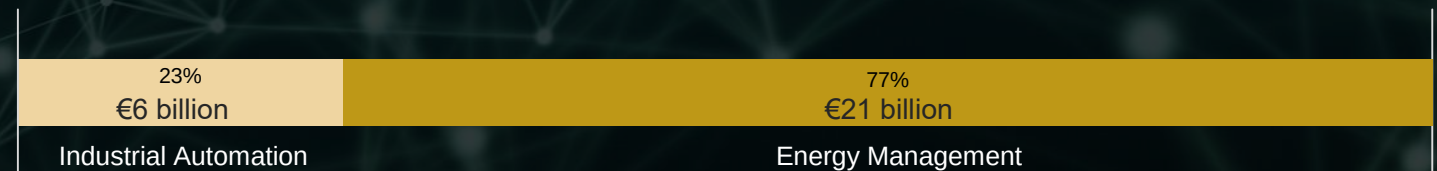
Employees in over 100 countries

A well-balanced global presence

2019 Revenues breakdown



Two Businesses:



SCHNEIDER ELECTRIC IMPACT INVESTING FRAMEWORK

1 PROJECT, 2 PROGRAMS, 3 PILARS TO CLOSE THE ENERGY GAP

	SOLUTIONS	FINANCING <i>Impact funds</i>	TRAINING <i>Foundation</i>
TACKLING ENERGY POVERTY <i>Europe</i>	 Consumption control solutions	 Impact investing in European-based start-ups	 Awareness and NGOs support
ACCESS TO ENERGY <i>Africa & Asia</i>	 Clean electricity access solutions + more than 4.2 M households	 Impact investing in African and Asian-based start-ups	 Vocational training + more than 208 800 people

IMPACT INVESTING ACTIVITIES

LAUNCHING OF SCHNEIDER ELECTRIC ENERGY ACCESS ASIA

€20M impact fund, co-funded with DFI's and Amundi

Contributing to developing the energy access ecosystem in South East Asia & India

2020

LAUNCHING OF ENERGY ACCESS VENTURES

€75M impact fund, co-funded with DFI's

Contributing to access to electricity in Africa

2015

INVESTMENT IN LIVELIHOODS

€90M Carbon funds (€10M participation from Schneider Electric)

Backing reforestation, agrogerstry and improved cookstoves

2011

LAUNCHING OF SCHNEIDER ELECTRIC ENERGY ACCESS

€7M Solidarity-driven fund

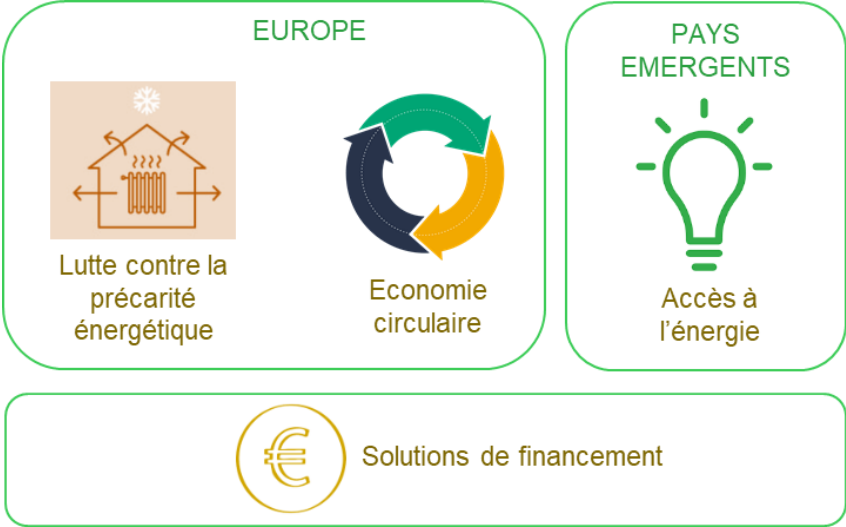
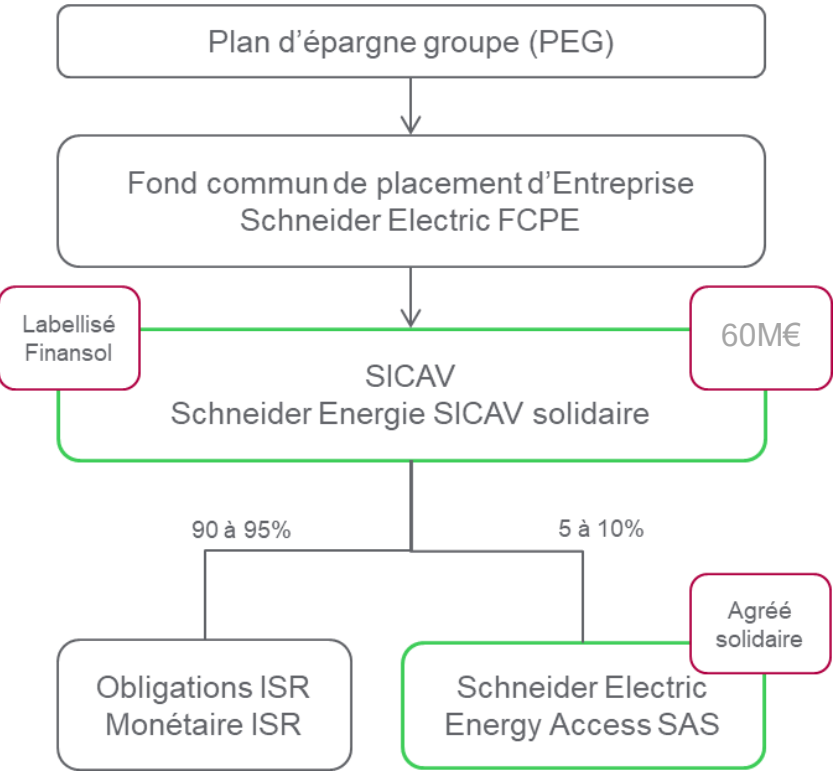
Bridging the energy gap worldwide

2009

Life Is On

Schneider
Electric

Schneider Electric Energy Access: Une société d'investissement agréée ESUS ouverte à l'épargne salariale



	Social	Personnes touchées	> 10 millions
		Logements sociaux rénovés et/ou produits	> 20.000 m2
	Economique	Emplois créés	> 1.700
		Emplois en insertion	> 900
	Environnemental	CO2 évités	> 2,5 millions t
		Déchets recyclés	> 160 mille t

Source : SEEA – impact cumulé de 2010 à 2018

Avec un objectif de rendement modeste 2-5%

INVESTMENT POLICY: INVESTING IN EARLY STAGE COMPANY

STRATEGIC CRITERIA



Mission-driven: Contributes to reducing the energy gap



Measurable social and environmental



Long-term financial sustainability and exit return



Clear governance



Common values and willingness to work in partnership

SEEA ALWAYS INVESTS

1

In equity - with average tickets size between 100 and 500K€.

2

Mainly in early-stage companies

3

As a minority shareholder (max. participation of 35%)

4

With co-investors (preferably)

5

Participating to the governance : Board Seat
(at least as an observer)

PORTEFEUILLE PRÉCARITÉ ÉNERGÉTIQUE (FRANCE)

Incub'Ethic

- Conseil en efficacité énergétique
pilotage de projets d'efficacité énergétique
- Prestations par du personnel en insertion



Envie Rhône Alpes

- Remise en état des appareils électroménagers
- Entreprise d'insertion du réseau ENVIE, réalisant de la collecte et du traitement de D3E



Soliha BLI

- Foncière solidaire pour la réhabilitation de logements
- Location de logements performants en bail social



Réseau Eco-Habitat

- Structure associative pour l'amélioration thermique de l'habitat
- Rénovation de logements précaires



DORéMI

- Rénovation thermiques complète des maisons individuelles avec équilibre en trésorerie pour les particuliers
- Formation des artisans à rénovation complète



Foncière Chênelet

- Prestations par du personnel en insertion
- Construction et gestion de logements sociaux à haute performance énergétique et écologique



LVD Energie

- Création de bâtiments à haute performance énergétique à base de conteneurs maritimes recyclés.
- Prestations par du personnel en insertion.



RESEAU ECO-HABITAT

RENOVATING UNHEALTHY HABITAT FOR LOW INCOME PEOPLE



ACTIVITY

Reseau Eco-Habitat is an associative group created in 2014 which renovates unhealthy habitat for the most modest households. With the support of Secours Catholique's network of volunteers, the association aims to offer comprehensive and sustainable support for the renovation process to modest and very modest households and thus place itself at the heart of public and private players in the field of energy renovation.

A SAS was created in July 2019, with the label "social utility solidarity company", known as ESUS. This SAS also makes it possible to carry a financing tool. A Social Bonds contract was signed in 2020 between REH, ANAH and Secours Catholique with the objective of financing the social and technical support for the energy renovation of 200 very precarious households over 5 years.

MAIN RESULTS AT THE END OF 2019

+ 30 houses renovated



Created in 2019
Invested in 2020



€100K invested
To be € 250K total



France



[Access the website](#)

FOUNDER

Franck Billeau



ACCESS TO ENERGY PORTFOLIO (INTERNATIONAL)



OKRA Solar



- Designs and manufactures Mesh Grids for developers.
(interconnected solar home systems).
- **Cambodia, Indonesia, Philippines**

SunFunder



- Financing solutions for Energy Access projects
- **Mainly Sub-Saharan Africa**

Amped Innovation



- Designs and manufactures Solar Home Systems (PayGo) and efficient DC Equipment (TV, Fridges, ..)
- **Senegal, Rwanda, Myanmar**

ACTIVITY

Okra solar is an Australian technology company providing an IoT hardware + software solution to provide more accessible, affordable and scalable electricity.

The solution enables target customers; Distributed Energy Service Companies (**DESCOs**) to create **plug & play modular solar mesh-grids** at 1/3 the setup and opex cost of traditional microgrids.

This changes the game for DESCOs, enabling them to access more customers, shorten payback periods, increase their return and scale revenues over time. Okra is purely B2B, allowing them to leverage the scale and experience of existing distribution networks.

FOUNDERS

Afnan Hannan &
Damian Veling



Main results at the end of 2019



214 households connected/ 1070 peoples receiving energy



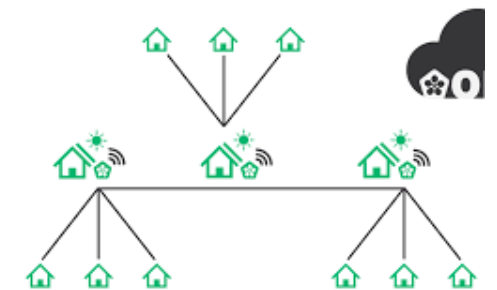
16 labourers working 248 humans days



47 tons of CO2 saved last year



9 MWh delivered



EXITS : Global Profitability

ENTREPRISES	DATE 1er INVEST.	TYPE D'ENTREPRISE	MONTANT INVESTI	% DETENTION	SORTIE	DATE SORTIE	RETOUR (MULTIPLE)
<i>Exits - before tax</i>							
Fenix International	Jul-13	A2E	670K€	-		Mar-18	1-2
Nice International	Oct-11	A2E	255K€	-		Mar-16	-
Nova Lumos	Oct-13	A2E	330K€	-		Nov-15	>5
One Degree Solar	Jul-13	A2E	575K€	-		Dec-17	-
Simpa	Jul-12	A2E	910K€	-		May-19	-
Autres			260K€				1-2
INVESTISSEMENTS REALISES			3,000K€		4,500K€		1,5

We only exited companies from the A2E portfolio. So far we have been able to preserve the rentability of our investments without compromising on impact.

BUT we are investing in young companies, acting on a new market, and serving poor customers so we make no promise on the future.

THANK YOU / MERCI