



Schneider Electric

Company Overview

에너지 관리 및 산업 자동화 분야의 디지털 트랜스포메이션 글로벌 리더

2018년 주요 실적

5% 매출 대비 R&D 투자 비율

€26 billion

2018년 매출 규모 (한화 기준, 약 33조 원)

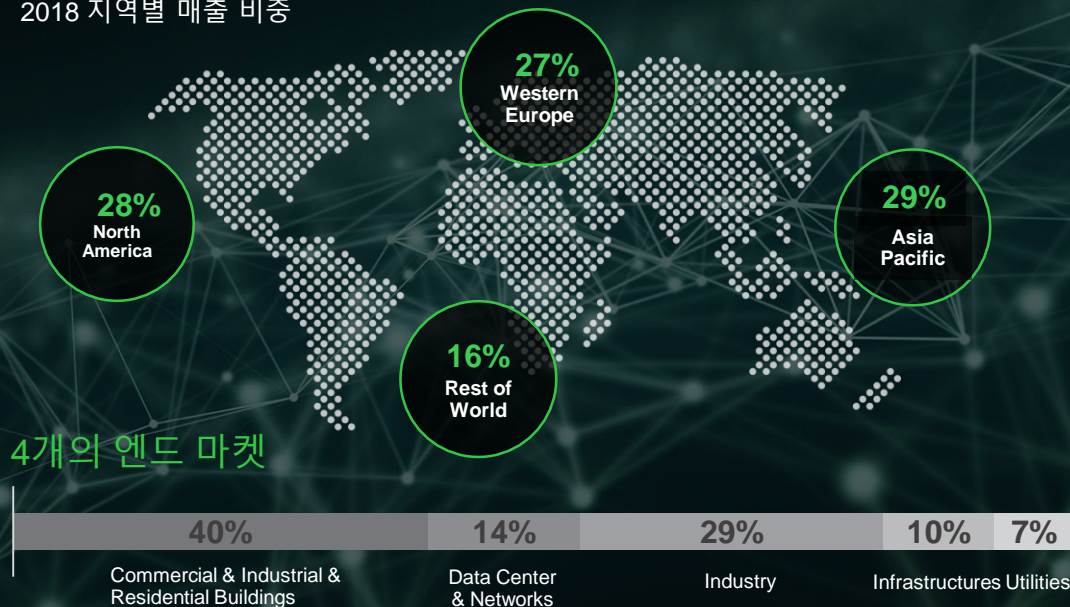
42%

첨단 기술을 통한 수익 창출

137,000+

전 세계 100여 개 국가의 직원 수

전 세계적으로 균형을 이루고 있는 매출 현황 2018 지역별 매출 비중



슈나이더 일렉트릭 코리아

Solid Foundation

44 년의역사 450 명의 임직원

6 사업부 1 공장

2 물류센터

Strong Partnership

65 대리점 60 SI 파트너

한국의 핵심사업 부문

Industrial
Automation
(Machine)



Power System
(Energy)



Power Products,
Digital Energy,
Home and Distribution
(Building & IT)



Secure Power
(ITD)



Process
Automation &
Software
(Plant)



Field
Service





Wind Turbine and Wind Farm

Integrated solutions to reduce your Levelized Cost Of Energy (LCOE)



Value Proposition

Monitor electrical assets by digitizing the electrical architecture

Simplify

**Install &
Commissioning**

Prevent

**Power failures &
Ensure Protection**

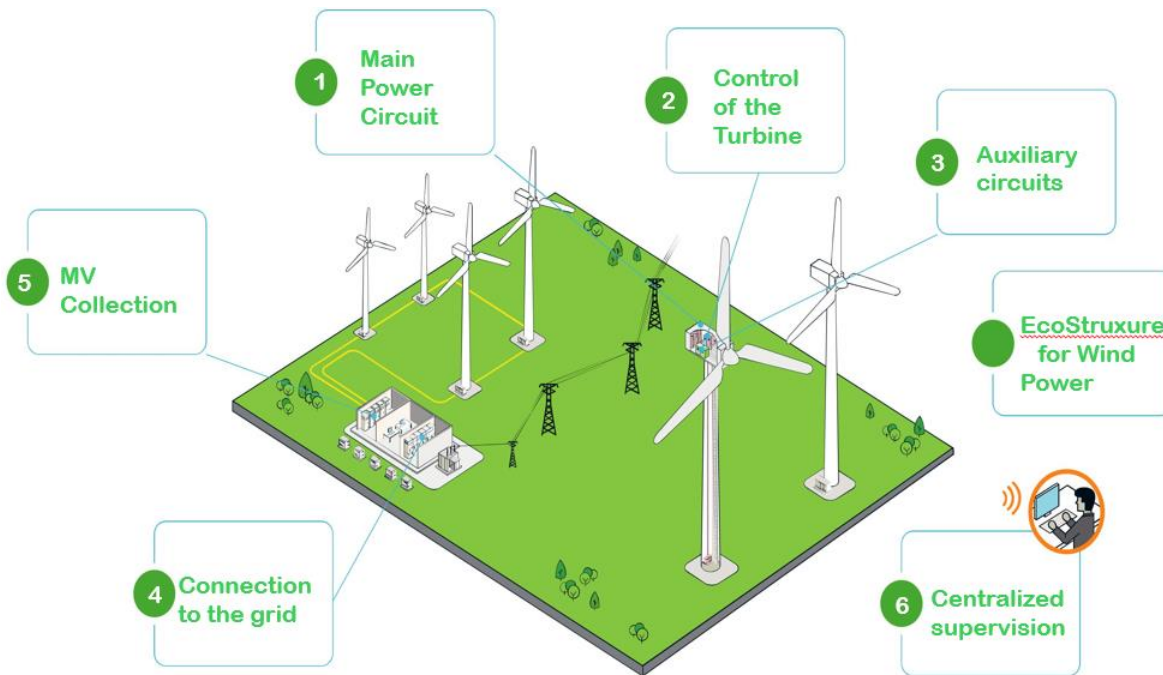
Increase

**Electrical System
& Asset Reliability**

Save

**Time, Money, Energy
and Maintenance
Costs**

Integrated solutions for every stage of the process



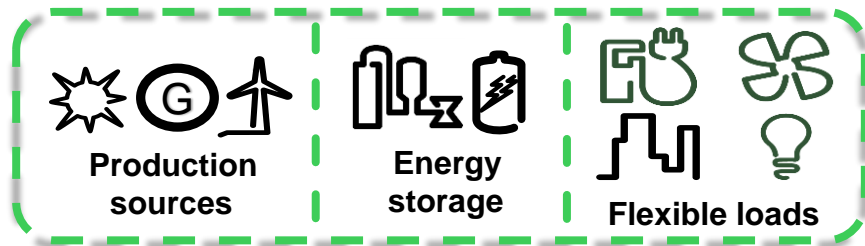
- An **effective infrastructure** that covers the **full electrical needs** for power generation
- Schneider expertise and experience through the **whole life cycle** of the equipment
- **Digital architecture** with **connected devices** for **efficient** monitoring and **optimized** maintenance

A man and a young boy are riding bicycles in a grassy field under a clear blue sky. In the background, several wind turbines are visible on a hill. A green horizontal band is overlaid across the middle of the image, containing the title text.

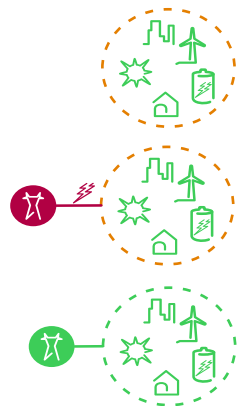
Solutions for Microgrid

Microgrid introduction and various applications

Small-scale power grid integrating decentralized, interconnected and local Distributed Energy Resources



Target different type of configurations



Grid-tied

Optimize electrical bill & sustainability footprint

Island-able

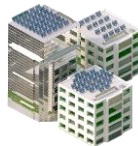
Manage blackouts while optimizing your electrical bill

Off-grid

Ensure stability for remote and island places

Target different type of applications

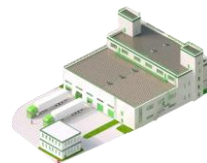
Buildings / District



Campus / Life camp



Factories / Distribution centre

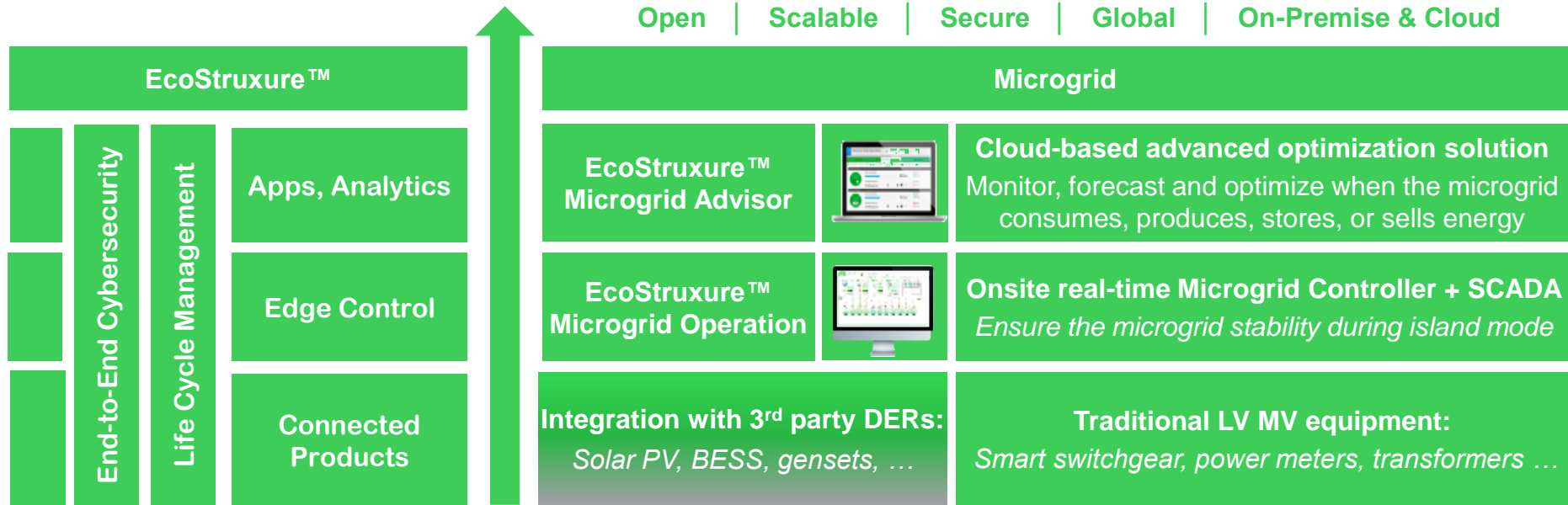


Industrial site



Zoom on EcoStruxure solutions for Microgrid

Focusing primarily on **Electrical Distribution** (LV/MV) and **monitoring / control / optimization** solutions



Presales and Power System Engineering services

Capabilities for solar inverters, building management system, EV charging station ...

Working with partners for DERs, battery storage, direct EPC / financing capabilities ...

Main Microgrid references in EAJP

Schneider Electric Bangpoo factory (Thailand)



EGAT campus in Bangkok



REIDS island in Singapore



Description

Islandable Factory
750 kW of PV + 125 kW BESS

Islandable Campus
0.4 MW of Solar PV (0.2) & BESS (0.2)

Off-grid microgrid
1 MW of PV / BESS / wind turbine / gensets

Customer pain points

Island the factories in case of grid-outage

Optimize peak demand & dynamic electricity price

Increase ReN penetration and reduce emissions

Increase site reliability

Increase ReN penetration and savings

Enable energy trading & blockchain technology

Offer a 24/7 reliable and affordable power

Enable a 100% ReN Microgrid

Limit fuel consumption and optimize battery storage

Apps, Analytics & Services

Microgrid Advisor

Microgrid Advisor

Edge Control

Microgrid Operation

Microgrid Operation

Connected Products

LV, BMS, Solar inverters ...

LV equipment

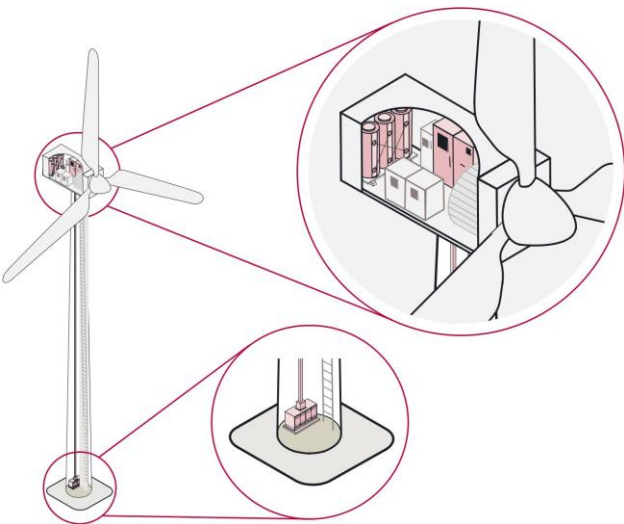
Solar inverters, Smart LV Switchboard ...

A man and a young boy are riding bicycles in a grassy field under a clear blue sky. In the background, several wind turbines are visible on a distant hill. A green horizontal band is overlaid across the middle of the image, containing the title text.

Solutions for Wind Turbine

1 — Main power circuit

Maximum efficiency to improve your energy harvest



- Customized coordinated solutions for continuity of supply and reliability of operations
- Harmonics mitigation for optimized power quality

- Wind-specific products provide **added reliability** for your main power circuit
- LV switchgear adapted to your architecture

Contactor



LV Circuit Breaker



Energy Monitoring



Busway



Cable support systems



LV/MV Transformer



Ring main unit

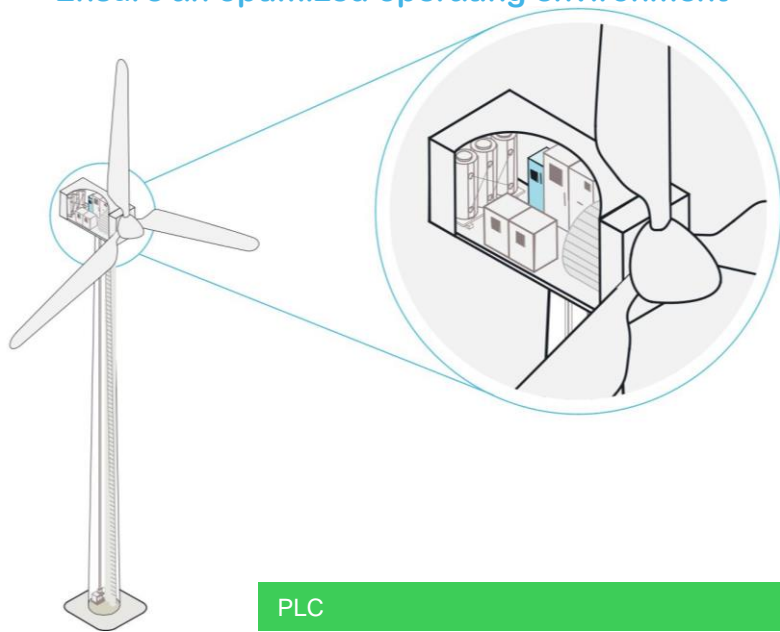


Active Power Correction



2 — Control of the wind turbine

Ensure an optimized operating environment



- Greater control through automation and backup power
- Compact, high-performance solution to optimize your efficiency and get the results you've been seeking.

PLC

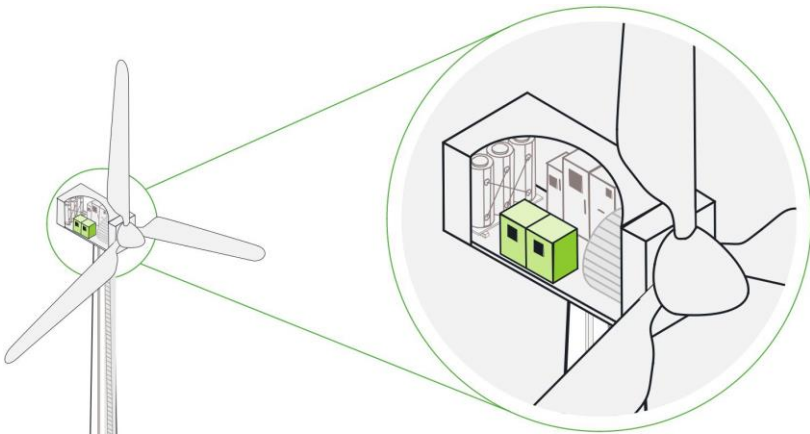


SECURE POWER



3 – Auxiliary circuits

A customized solution from a single provider



- Best fit for your auxiliary circuits thanks to our expertise in automation and electrical distribution
- Our wide portfolio and pre-engineered architectures help you deliver faster and reduce costs

Cable support systems



Lightning protection



Variable speed drive



Magelis GTU



Push Buttons



Motor Control



Panel Boards





Solutions for Wind Farm

4 — MV collection

Protect your turbines and monitor digitally your wind farm



Optimize equipment safety and availability through MV collection

- Fast design and engineering, simple to install and commission
- Proactive detection through reliable data and actionable information

Protection
Relay

LV/MV
Transformers

Secondary Switchgears



Our MV Switchgear units from 33 to 72.5 kV



GHA

WS

DVCAS

WI

WI *

- References in over 40 farms in Northern EU alone
- Offshore wind developments for over 12 years
- More than 2000 panels installed



40,5 kV



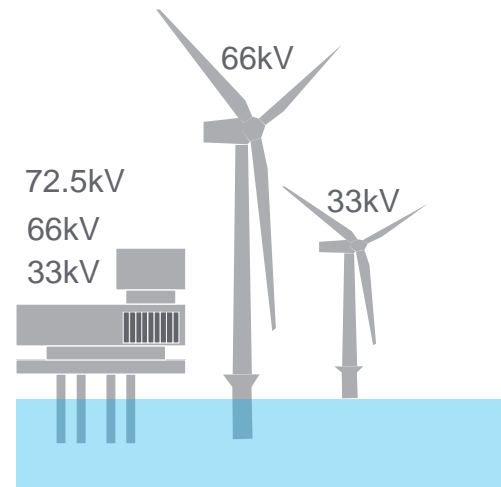
36 kV



60 kV



72.5 kV

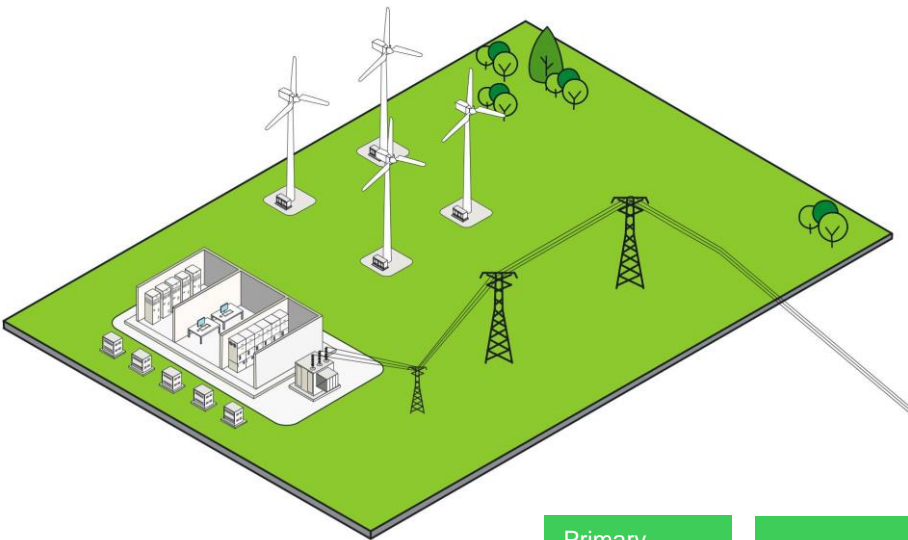


WI*
GHA

WI* WS

5 — Connection to the grid

Achieving power quality and reliable integration to the grid



A solution to connect you to the grid and to extend the life of your equipment

- Easy connection to grid thanks to our open IoT Architecture
- Deliver clean energy with low level harmonics to optimize life of equipment and reduce maintenance costs

Primary switchgears



Reactive energy compensation



Power transformers



ION9000

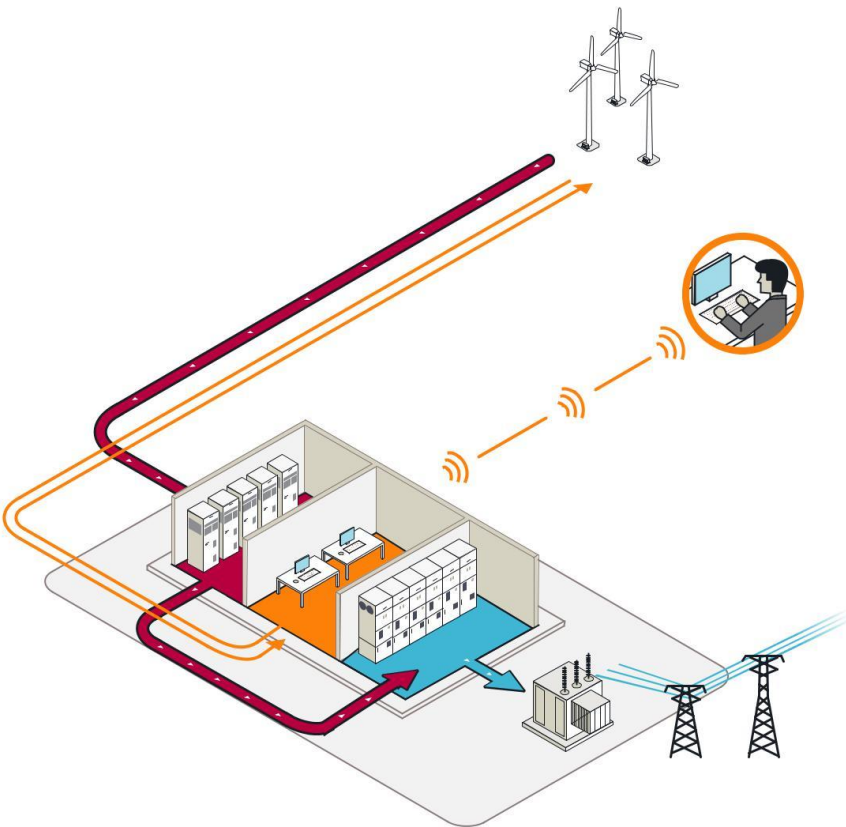


6 —Supervision

Centralized supervision with one open integrated IoT architecture



➤ Lower expenses and measure efficiency with real-time remote management



Power meter



SCADA



I/O





For Wind Power

EcoStruxure™ Architecture



A child with blonde hair, wearing a light blue jacket and dark pants, is seen from the side, holding a large, colorful diamond-shaped kite. The kite has red, blue, and yellow sections and a long, flowing tail. The child is standing in a grassy field. In the background, a large white wind turbine stands tall against a clear blue sky with some light clouds. The horizon is lined with trees.

THANK YOU.

Life Is On



Schneider
Electric