EATON ELECTRIC SRL
Digit ALL

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Tache Gabriel – Country Manager Ro + Bg

Who is Eaton?

We are an **intelligent power management** company made up of approximately **85,000 employee**s, doing business in more than **175 countries** with annual sales of over **$19 billion USD**.

We make what matters work.*

EATON
Powering Business Worldwide

Powering what matters: 100 years on the NYSE

We're celebrating a century of delivering for our shareholders. At Eaton, we make what matters work, and we power what matters next. There's never been a better time to be an investor in Eaton.

Powering Business Worldwide

Headquarters' locations and results

- Chairman & CEO – Craig Arnold
- Ranked 2nd among our 20 peer companies in total shareholder return in 2021
- Two-thirds of our Board of Directors are women or U.S. minorities

We make delivering your best work.*

ELECTRICAL

Power distribution and circuit protection

Power quality, backup power and energy storage

Life safety and security

Structural solutions

Control and automation

Harsh and hazardous environments solutions

INDUSTRIAL

Aerospace

Filtration

Vehicle

eMobility

Energy, power and digital transformation

Key findings, all segments

C-suite commitment
Only **50%** of enterprises consider themselves in the 'execution' phase of digital transformation today, compared to **47%** in consideration and **3%** with no digital strategy at all.

Digital talent & skills
74% said they are in the process of building a digitally skilled staff but have room to improve. Just **22%** described their in-house digital capabilities today as 'strong.'

Digital technology adoption
Similarly, **74%** of companies said they have adopted 'some' digital technologies, while just **22%** claimed 'broad' adoption (and **5%** no adoption at all).

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Sector deep dive:

Industrial

Industrial firms largely began their digital transformation journeys by targeting their most immediate problems:

48% supply chain issues
42% lack of skilled workers
39% concerns about aging plant

Key industrial digitalization takeaways

1 Accurate management and understanding of power usage is a key driver of efficiency impacting competitive, operational, financial and ESG goals in the industrial sector.

2 Digital transformation and improved power management in the sector – enabled by IIoT and AI/ML predictive analytics – will impact both industrial machines/systems and human capital, i.e., the industrial workforce.

3 Electrification and intelligent management of manufacturing and process systems will be required to meet sustainability and climate goals in the industrial sector, which will be enforced through regulations.

4 Simulation and modeling – from design and implementation to operations – for the entire plant will become the norm, enabled by increasingly detailed digital twins, including a representation of energy/power consumption.

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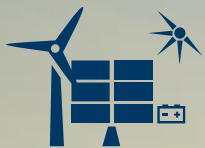
Sector deep dive:

Utilities

Digital transformation is a critical enabler for utilities, a sector facing a formidable task in managing a fast-moving energy transition while service demands are both growing and evolving. With those challenges as a backdrop, the utility sector is prioritizing an array of drivers for digitization efforts.

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Key utilities digitalization takeaways:

1 The utility sector is at a critical transition point – it is challenged to keep current grid and service levels in place among increasing demands and aging legacy infrastructure while facing the need to change service models and the opportunity to apply data insights to optimize operations.

2 Utilities can choose to view digital enablement and transformation through one of two lenses: More pressing challenges will slow digital progress vs. digital progress is essential to meet those challenges and move the industry forward.

3 Digital maturity/readiness/willingness will likely be a major competitive differentiator in the sector looking forward: Some traditional regulated energy providers will thrive; new competitors will emerge; and some utilities (and their customers) will get left behind. Interesting view to comment on.

Sector deep dive:

Buildings

Power optimization and ESG reporting are critical issues for building owners and operators as they digitally transform – from meeting city/federal sustainability targets to lowering operational costs and providing a superior tenant experience.

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Key buildings digitalization takeaways:

1 Smart building adoption will be strongly impacted by external forces – regulatory requirements, economic environment, post-pandemic return-to-office and return-to-cities – that will both drive and impact timelines and priorities.

2 Two prime drivers are most impactful:

- Energy efficiency and sustainability benefits and targets.
- The delivery of building features and comforts to spur and maintain building occupancy for both residential and commercial sites.

3 The building is very much a living environment, 'enlivened' by a variety of connected systems and all driven by energy/power. The ability to reflect the function/repair of those systems via modern user interfaces (dashboards, alerts, digital twins, etc.) and manage them automatically and with efficiency delivers significant cost savings and more agile operations.

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Sector deep dive:

Buildings

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Key data center digitalization takeaways:

1 Data centers are the lifeblood of the digital economy; intelligent management of energy, power and cooling issues are as critical as the management of the infrastructure that sits inside them.

2 There are many types of data center owners and 'users.' They have common energy and power management drivers and goals in many instances – efficiency, sustainability, cost savings, etc. – but they are also driven by unique concerns – from commercial hyperscale operations that require massive amounts of power to small installations enabled by simple UPS, and everything in between.

3 New energy business models are key to the data center industry – renewables, grid integration, data center-as-energy-provider, etc., which impact how they view and manage their power needs.

4 By their nature, data centers are technology-driven, so operators are more comfortable than organizations in many sectors with advanced technologies such as IoT and AI/ML that can help them improve operations.

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The electrical industry's role is expanding to become the central switchboard to power the future as we move to a net zero carbon energy system.

Electrification

75M
Projected EV chargers in 2030

50%
Increase in proportion of global building energy from electricity

Renewables

~50%
Global GDP covered by government Net zero pledges

75%
Of global additions in power gen through 2050 from solar and wind

Digitalization

~30B
Networked devices by 2023

75%
Proportion of enterprise-generated data processed at the edge by 2025

Grid resilience

67%
Increase in major US power outages over the last two decades

~900GW
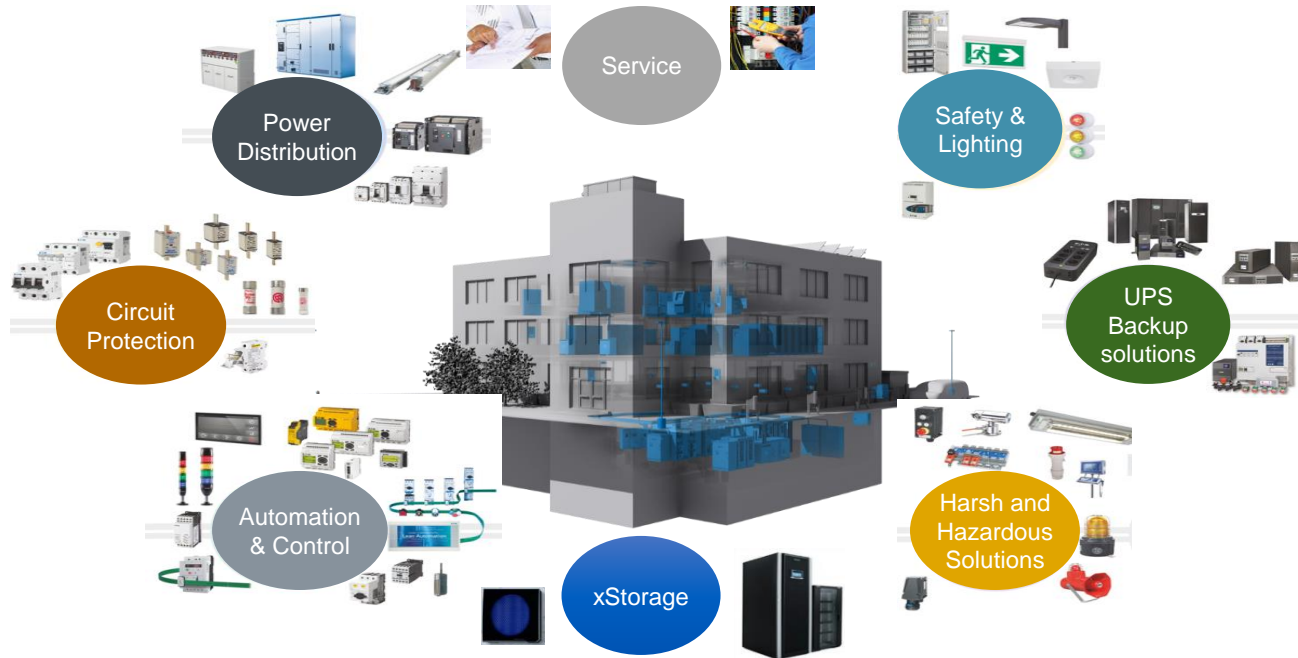New storage needed for US to shift 100% renewable energy

← Energy transition →

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Eaton Solution for All Segments

Power Distribution

Service

Safety & Lighting

Circuit Protection

UPS Backup solutions

Automation & Control

xStorage

Harsh and Hazardous Solutions

Powering Business Worldwide

Flexible energy systems will power the future.

EVERYTHING AS A GRID is our approach to reinventing the way power is distributed, stored and consumed. With advanced technologies and digital intelligence, we are unlocking a low-carbon energy future for all.

EVERYTHING
AS A GRID

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Buildings as a Grid

Buildings are becoming **energy hubs**. Building owners and operators need to be prepared for the future and meet new regulations – design future buildings, integrate EV chargers or leverage renewable energy produced on site while managing the energy flows and planning power capacity.

We enable our customers to:
- Simulate and design for compliance and sustainability
- Get a future-proof electrical infrastructure
- Reduce carbon footprint
- Safely and securely adapt to fast changing standards and regulations
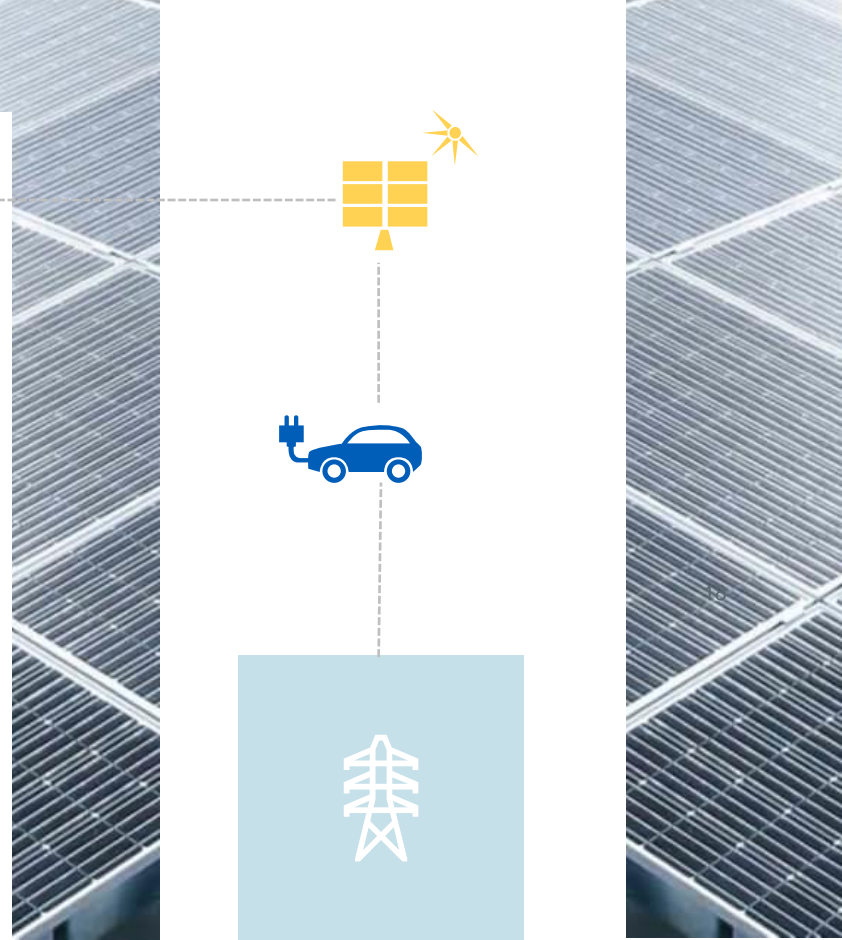
Buildings as a Grid – Product portfolio
## Integrating EV chargers in buildings

Mix and match :

| PV | Energy storage | Energy Management Software | EV chargers | Charging network manager |
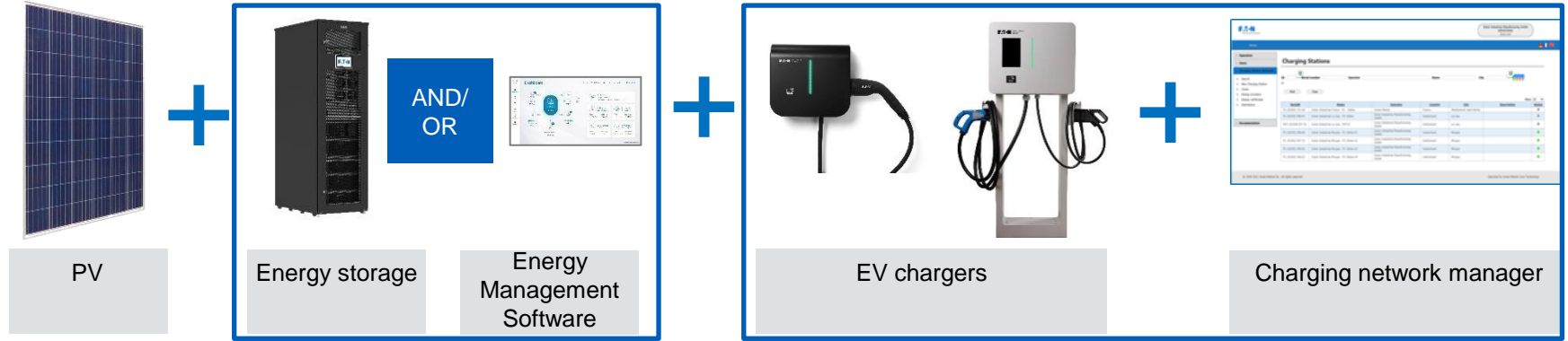
- Take control of energy supply, cut bills
- Harness the full potential of renewable sources and move towards a more sustainable future
- Get uninterrupted, high-quality power for EV chargers even during grid outage
- Gain reliability and independence and avoid potential peaks in the grid supply
- Take control of your charging network

We help customers integrate EV chargers, leverage renewable energy produced on site while managing the energy flows and planning power capacity.

Enabling intelligent assets and delivering secure insights in the cloud and at the edge
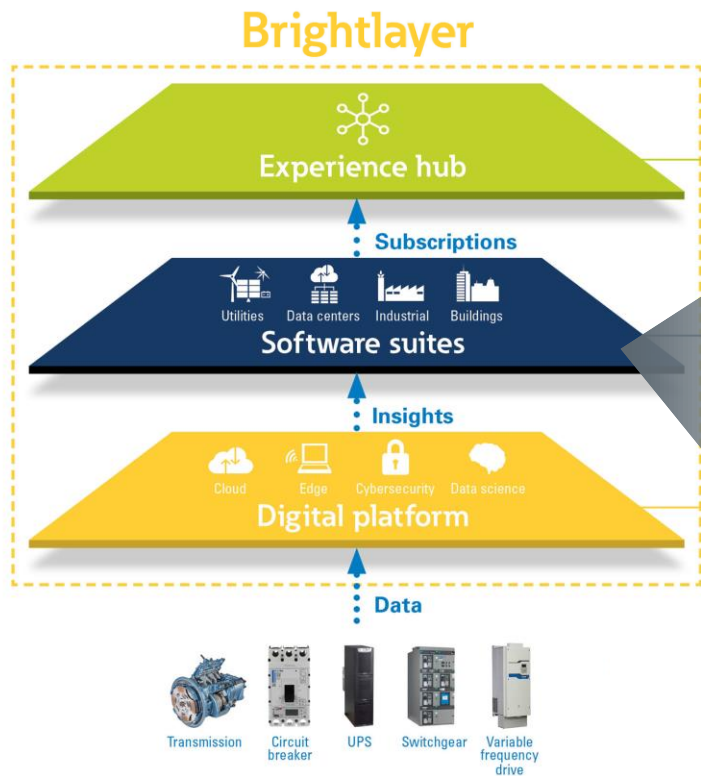
Cloud connectivity
Enable assets, data and software to be accessed via the cloud

Edge enablement
Enable assets at the edge with compute and connectivity capabilities

Cybersecurity
Secure assets, data and software from cyber risk

User experience
Standardize visual tools and design theme

Analytics
Power domain insights and analytics through data science

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