



April 2016

Medium Voltage Customer Days

Enabling a stronger, smarter and greener power network

The world of 2026

Imagine how our world will change



By 2026 everyone will be able to generate and store power – an estimated population of 8.2 billion people

2006

Do you remember?

Flip phones or a Blackberry



Compact discs and iPods



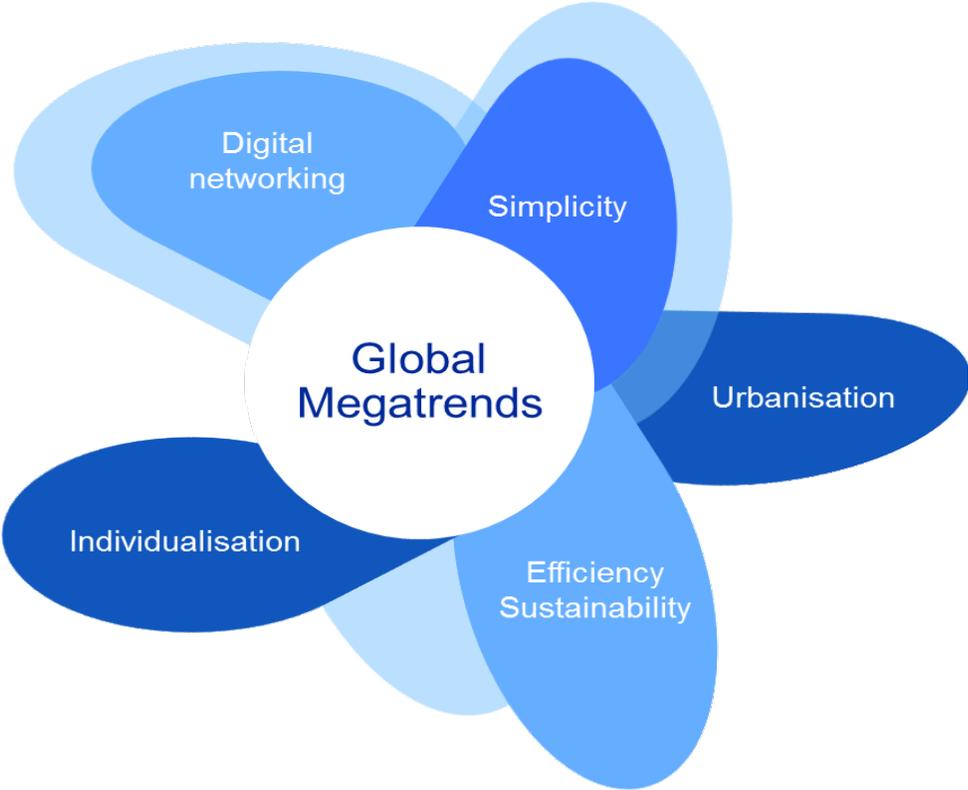
The launch of Twitter



It doesn't seem that long ago...

The future of our businesses

Megatrends are changing the world



Connectivity



The future of power



Better World

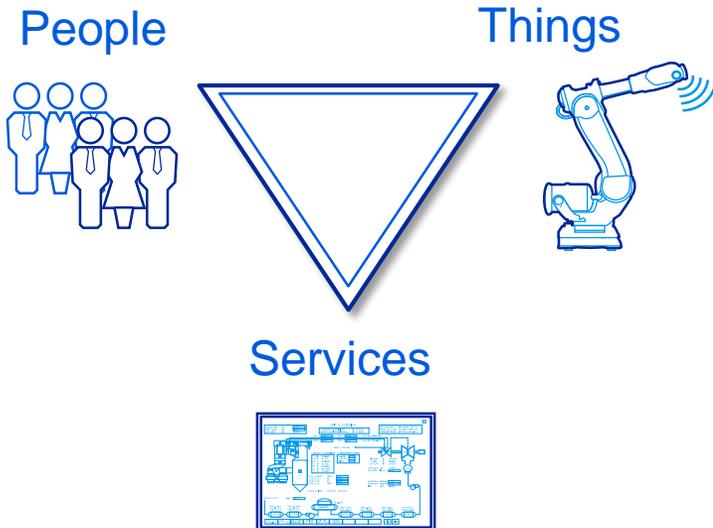
Connectivity

The Internet of Things, Services and People



Industry 4.0 – today and tomorrow

Internet of ...



Example 1: New Relion® products

Enhanced interoperability with a new web-based user interface for easier service

Example 2: Arctic product family launch

Secure, reliable and real-time wireless connectivity to enable remote, real-time grid automation.

Example 3: Smart asset management

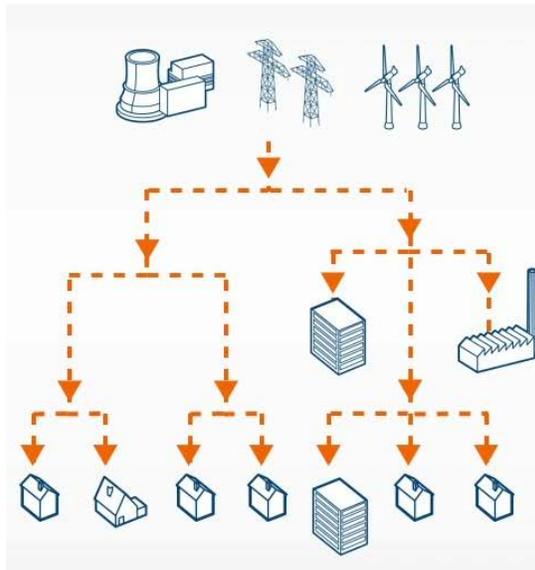
Remote condition monitoring concept for service and maintenance of low- and medium-voltage switchgear

Connectivity

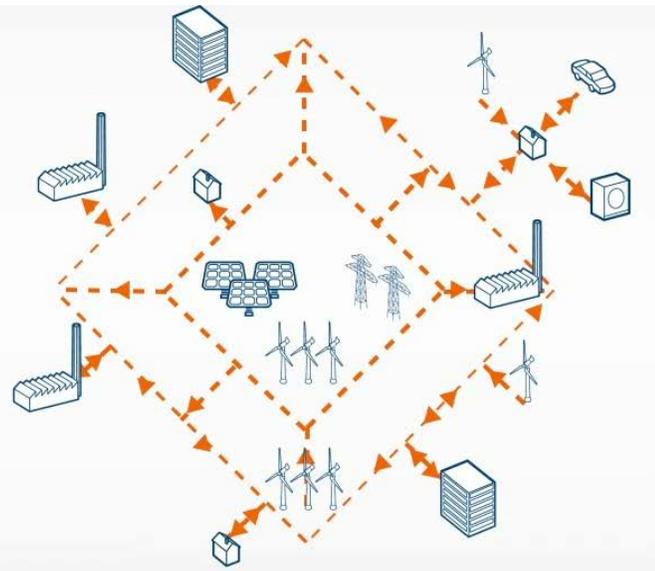
Global trend – big shift in the electrical value chain



Traditional grid



New grid



Implications

- Multi-directional power flows
- Need for power quality
- Greener grids
- Interconnections
- Asset management
- New private investors

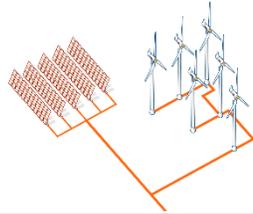
We are leading the transition to the digital grid



The future of power

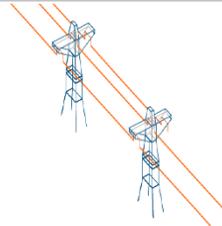
Big shift in the electrical value chain

Generation mix



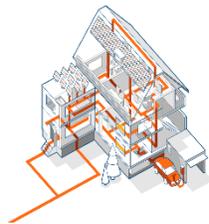
Renewable share: ~40% of capacity by 2035
Greater volatility, less predictability
More feed-in nodes

Power transmission and distribution



Increasing complexity
Control / information flow is key value driver
Transmission: longer distances, higher voltages

Micro- / Nano-grids

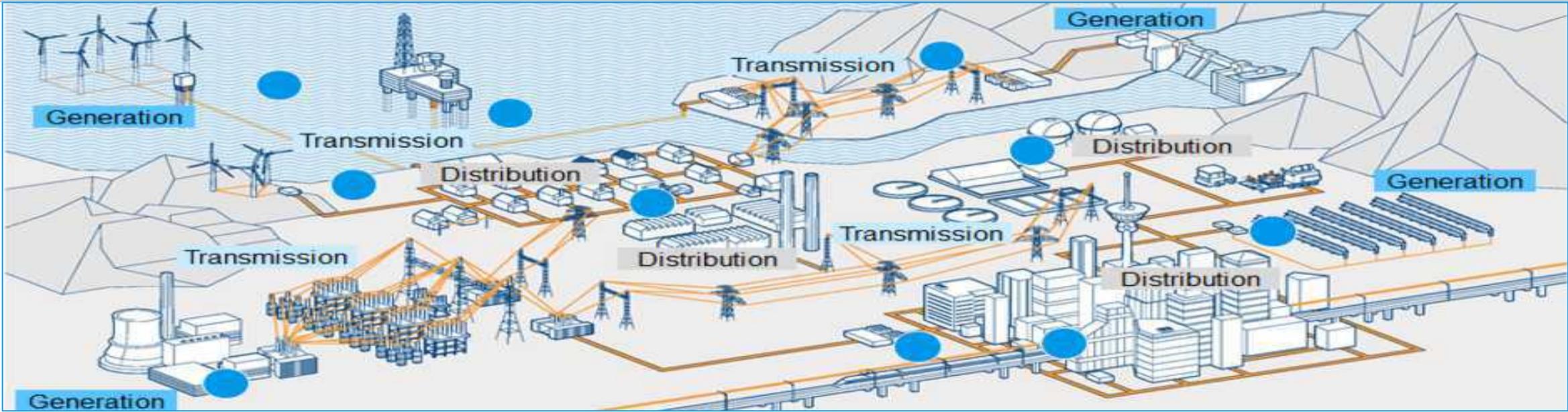


On- and off-grid
Control / automation on “local” level
Energy storage is key

We are at the forefront of the change

The future of power

Solutions to drive markets



Utilities



Industry



Transport & Infrastructure



Better World

Low- and medium-voltage solutions to help protect people and the planet



Improving energy efficiency



Delivering solutions to reduce power loss, improve reliability and energy efficiency

Smart load management



Smart grid technologies – automation and load management

Protecting people & equipment

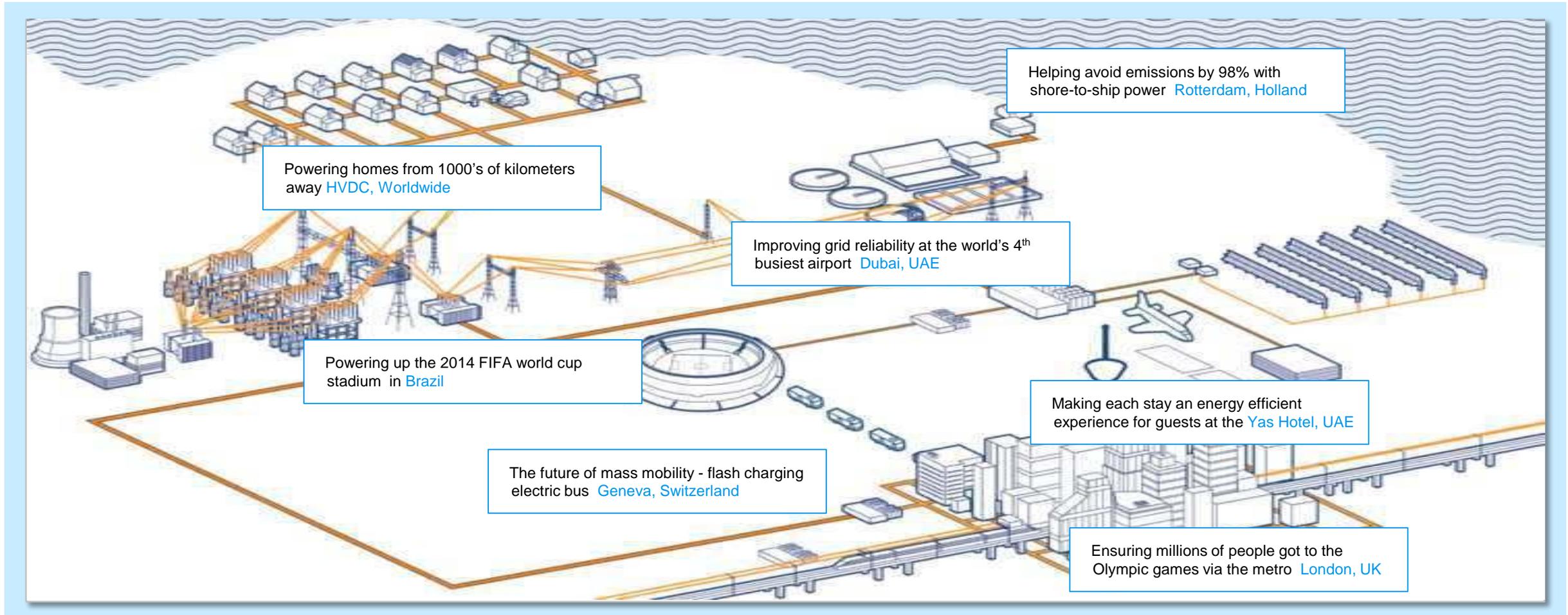


A Better World means helping to protect people and equipment with safe, reliable technology

Enabling a stronger, smarter and greener power network

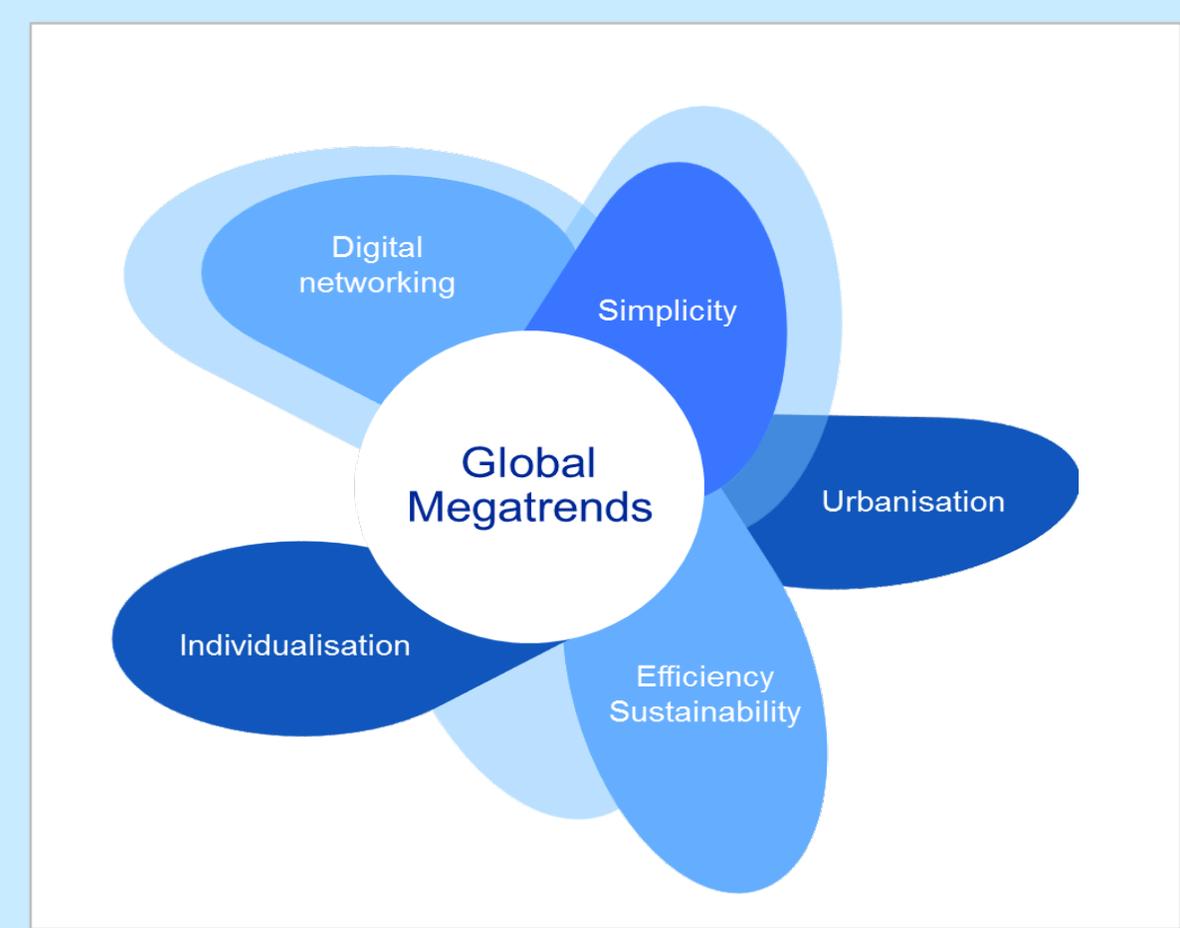
Better World

Low- and medium-voltage solutions to help protect people and the planet



Conclusion

Ready for a stronger, smarter and greener power network



Connectivity



The future of power



Better World

Power and productivity
for a better world™

