

## Europe Satellite\*

Recommended since 18.09.2020

25.08.2023



<b>Country</b> FR	<b>Market capitalization (bn)</b> EUR 88.1	<b>Perf. since reco. (%)</b>
<b>Secteur</b> Industrial Goods & Services	<b>Free float</b> 93.6%	Schneider Electric 47.7
<b>Factset</b> SU-FR	<b>Closing price</b> EUR 155.90	Sector 23.1
<b>ISIN</b> FR0000121972	<b>ESG Risk score*</b> 11.3 Low risk	



### Profile

Schneider Electric is a French group founded in 1836 specialising in energy management and industrial automation. With 150,000 employees and a balanced geographical footprint, the company offers efficient and sustainable solutions for residential customers (connected objects), buildings (low-voltage), datacentres (inverters), infrastructure (high-voltage) and industry (software). Schneider has refocused its business model around process digitalisation and optimised energy management by developing its digital offering. Its main competitors are Eaton, ABB, Legrand and Keyence.

### Strengths/opportunities

- Strategy focused on digitalisation and energy efficiency.
- Resilient growth and margins; pricing power.
- A beneficiary of investment and fiscal stimulus in support of the energy transition.

### Weaknesses/threats

- ROCE still slightly below high-quality industrials.
- Cycle-sensitive earnings.
- Sensitivity to Chinese economic activity.

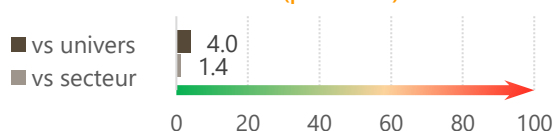
### Investment case

- We think Schneider Electric is ideally positioned in the high value-added themes of energy efficiency and the digital transition. We expect energy management in industry and infrastructure, combined with ever increasing electrification of the economy, to offer long-term high potential.
- Buildings, factories and datacentres offer potential energy savings for many businesses that would make natural customers for Schneider, which offers digital solutions for reducing CO2 emissions (with savings averaging out at 40m metric tons a year) and Aveva (industrial software – 100% owned by Schneider), which has acquired OSIsoft, strengthening Schneider's services and software offering.
- Free cash flow has historically been resilient: in 2022, it equated to 10,7% of sales, and it should remain sustained in the 10-15% range in the coming years, which will be characterized by the acceleration of transition and industrial digitalization investments, already clearly visible in FY2022 and 1H-2023 results.
- We have assigned the b-Transition label to Schneider Electric given its environmental impact around the world. With >40% of the group's sales being digital, the share will be eligible for the b-Digital label if this proportion increases further.

### Valuation

Schneider is trading at a fwd P/E of c.19x, with EPS expected to grow close to 13% p.a. over 2023-25. Taking into account the company's ESG credentials and positive contribution to the energy transition, our fundamental valuation comes out at €166 per share.

### ESG risk vs. universe & sector (percentile)\*



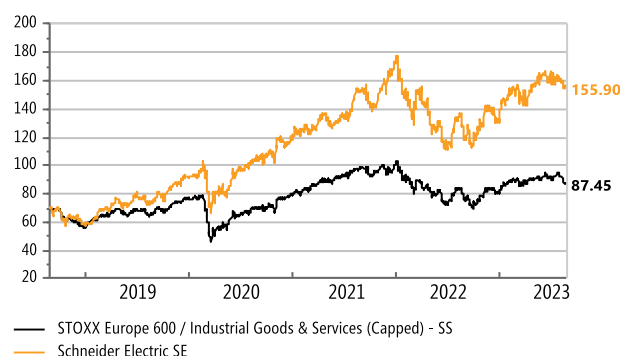
EUR	12/2022	2023e	2024e
Sales revenue (mio)	34 176	36 054	37 712
Sales growth	18.2%	5.5%	4.6%
EBIT adjusted (mio)	5 543	6 110	6 529
% of sales	16.2%	16.9%	17.3%
Net income (mio)	3 477	4 233	4 581
Net income growth	8.5%	21.8%	8.2%
FCF/Sales	10.7%	10.6%	11.9%
Net debt/Ebitda	1.1x	1.2x	0.9x
Dividend yield	2.0%	2.3%	2.4%
PE	21.0x	19.9x	18.3x
P/BV	2.9x	3.3x	3.0x

Factset estimates

### ESG - risks and key points

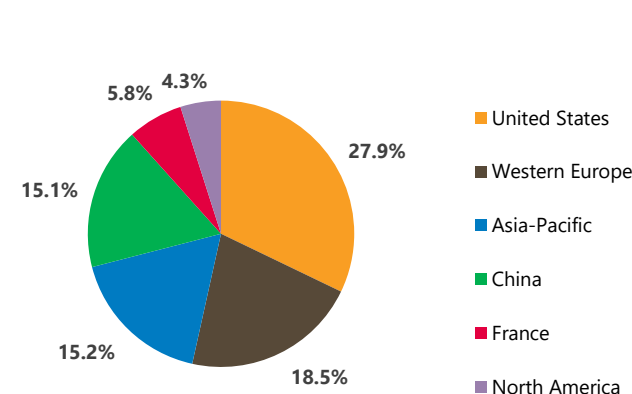
- Schneider has little exposure to ESG risks. Management adheres to a strict policy on controversial issues.
- The group has a strict ethics programme (workforce diversification and equality). Schneider is exposed to the risk of being unable to recruit/retain highly skilled employees.
- Consumer electricals: safety forms an integral part of the company's strategy (it has implemented continuous monitoring and assessment processes).

### 5-year performance vs sector



Source: FactSet

### Sales breakdown - 12/2022



\*: see overleaf

Source: Factset, Sustainability

# Glossary

## Satellite

From 2015, B&Cie separates its investment recommendations into Core Holdings (higher organic growth potential, high free cash flow, ROCE in excess of the cost of capital and balance sheet efficiency throughout the cycle) and Satellite Recommendations, which do not meet the above criteria but are likely to outperform in the short-to-medium term.

## ESG Risk Score

At B&Cie, we take particular care to ensure that the companies in which we recommend investing are sustainable. Accordingly, our selection process takes account of risks relating to environmental, social and governance (ESG) issues. This approach is underpinned by research from Sustainalytics, the global leader in ESG and corporate governance analysis, whose methodology aims to identify major controversies and risks and assess a company's ESG risks relative to both its sector and the investment universe as a whole. The corresponding score is expressed as a percentile: the lower the overall risk score, the lower the risk within the investment universe.

## b-Digital, b-Transition & b-Well

Over and above the conventional geographical and sectoral approaches to asset management, at B&Cie we believe the world of tomorrow is being shaped by structural trends. We have identified three main megatrends: ongoing digital globalisation of the economy; economic transition, particularly in the energy sector; and the quest for wellness. We believe selecting and investing in companies that play an active role in these transformations should lead to more resilient portfolios that generate higher long-term returns. Our investment recommendations in the digital globalisation space are labelled "b-Digital", those in the economic transition space "b-Transition" and those in the wellness space "b-Well". A given recommendation may fall under more than one theme, in which case it will carry the relevant matching labels.

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