

## Schneider Electric Acquires Applied Instrument Technologies

- **New analyzer capability to drive operational profitability for process industry customers**
- **Complements and strengthens the company's process measurement, automation and safety offerings**
- **Improves fuels-blending analysis, costs, efficiency and project execution**

**FOXBORO, MASS. – October 24, 2016** – Schneider Electric, the global specialist in energy management and automation, has acquired Applied Instrument Technologies, Inc., a leading provider of online process analyzers for the hydrocarbon, petrochemical, chemical, pharmaceutical and steel-making industries. The acquisition adds to Schneider Electric's process automation portfolio that already includes Foxboro plant instrumentation, Foxboro and PlantStruxure PES process automation systems, Modicon PAC systems and Triconex safety systems.

Based in Upland, Calif., AIT has an installed base of more than 1,000 systems and a breadth of spectroscopy and chromatography solutions, including a comprehensive portfolio of process analyzers and associated implementation services. Its technology improves process optimization, asset protection and compliance with environmental regulations, allowing customers to better manage and improve their operational profitability.

"AIT enhances our portfolio and strengthens our position as one of the world's leading providers of process automation systems, solutions and services," said Gary Freburger, president, Schneider Electric's Process Automation business. "Growing our capabilities is a critical part of our strategy to help our customers transform their businesses, improve their operational profitability and realize the future of automation. We are excited to add AIT and its accomplished team, and we will work closely and diligently with them to effect a seamless transition for our customers and other stakeholders."

Company leaders said the addition of AIT improves Schneider Electric's competitiveness and its ability to deliver broad, multi-stream, multi-component analytical systems with less project risk and execution time. As a single source provider, the combined offering provides additional flexibility in terms of how the company can price, position and package its process automation solutions. The acquisition builds on a partnership the two companies established in 2015.

"As a trusted partner, AIT enabled us to offer one integrated solution for enhanced process analysis, control and asset protection, improving efficiencies and adding significant value for our customers," said Chris Lyden, senior vice president, Process Automation, Schneider Electric. "Formally adding them to our business not only increases the value we are able to provide to existing strategic accounts, it fortifies us in new markets. In short, we'll be able to bring far more business value to customers we already share while enhancing our cross-selling abilities and opportunities."

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Experts believe the acquisition also provides Schneider Electric the ability to extend its process measurement, automation and safety solutions to a broader customer base, especially in fuels blending, petrochemicals and gas processing.

“This acquisition helps to advance Schneider Electric’s position in the refining, petrochemical and gas processing markets, enabling a more integrated and scalable control, safety and measurement portfolio,” according to Craig Resnick, vice president, ARC Advisory Group. “ARC expects these complementary offerings will enable additional customer value, especially safety, reliability and efficiency gains for both customer sets, helping Schneider Electric’s customers to become more cost-competitive and reduce risk and execution time on projects. The acquisition also opens up additional services, R&D and global execution capabilities for existing AIT customers, while improving AIT’s abilities to fulfill major projects.”

“AIT has been building a highly successful organization for almost 20 years, one that has helped revolutionize process analysis in several important industries,” said Joe LaConte, president, AIT. “Our employees and industry thought leaders have the proven ability and expertise to develop and deliver groundbreaking tools and technology that help our customers improve their operational profitability. We look forward to capitalizing on and strengthening the synergies we have cultivated with Schneider Electric over the years.”

AIT and its offerings will be fully integrated into Schneider Electric’s process automation business and will continue to be managed by its existing executive team.

“We will work very closely with Schneider Electric to ensure there are no disruptions to our day-to-day operations,” LaConte said. “It will be business as usual for AIT, meaning our customers will have the same access to the exceptional people, products and technology they have always had. However, we are always looking to improve and grow. Becoming part of Schneider Electric is the best pathway to achieving that goal because we are now more able to develop and deliver better solutions and expand our sales and service capabilities. Tapping into Schneider Electric’s global resources not only helps us strengthen our portfolio and enter new markets sooner, it provides our employees more opportunities to pursue and achieve professional success as well.”

The integration will be finalized in late 2017.

## About Schneider Electric

Schneider Electric is the global specialist in energy management and automation. With revenues of ~\$30 billion in FY2015, our 160,000+ employees serve customers in over 100 countries, helping them to manage their energy and process in ways that are safe, reliable, efficient and sustainable. From the simplest of switches to complex operational systems, our technology, software and services improve the way our customers manage and automate their operations. Our connected technologies reshape industries, transform cities and enrich lives. At Schneider Electric, we call this **Life Is On**.

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