



## 20% Reduction in Energy Costs

Reducing energy usage to improve profitability and sustainability

## A Super Energy Efficiency Strategy

Finding new opportunities to drive energy efficiency in markets

Legislation, energy price volatility, and customers' environmental expectations change constantly. As a result, many large retailers have made energy efficiency a primary concern.

### Purpose

For a world leader in hypermarkets and supermarkets, action on energy cost was necessary. This company has more than 1,500 sites – stores and logistics centers – in a dozen countries worldwide. The sheer volume of facilities, including some locations that occupy 20,000+ sq. meters of space, represents a massive real estate portfolio. The group has already launched several initiatives related to sustainable development. Today, their goal is to build and execute a global strategy.

Energy efficiency in the retail segment addresses two challenges:

- 1) Profitability, where energy expense can be controlled
- 2) Operational sustainability

### Path

The customer wanted to minimize the impact of energy expenses, which were expected to rise more than €20 million in the next five years. To combat this threat to profitability, the client turned to an experienced partner with expertise in the retail segment to define a common, global approach to energy management. Together, the retailer and Schneider Electric transformed a business case into strategies and projects that have delivered tangible results.

### Customer Profile

One of Europe's largest retailers and a leading grocer with:

- 1,500+ sites across 12 countries
- Annual utility bills of €600 million
- Costs increasing at more than 7% year-over-year



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Schneider Electric's services helped define and build a path to a more energy-efficient future. The key stages of the project were:

- Defined energy strategy to maximize energy efficiency by site and enable better procurement
- Extensive energy audit campaign of 100+ sites across 10 countries with reported results to include:
  - Data analysis and measurement
  - Identification of savings opportunities
  - Summary of actions
  - Development of attractive business case to support project execution
- Implementation of efficiency measures, analysis of operations to optimize performance, and a sustainability plan across the organization
- Co-design of energy management governance and change management support to "make energy visible" throughout the company



### Results

Schneider Electric met objectives and exceeded expectations for the project. We developed a cohesive energy strategy to address energy efficiency. Meanwhile, the client has reaped significant savings, bolstered its sustainability efforts, and launched more effective procurement efforts.

# 20%

Implementation energy savings added to the bottom line to improve profitability

# €10M

Cumulative identified savings

# #1

Schneider Electric named Best Supplier in sustainability achievements due to our success working with the client