



NECA NOW
2023
EXECUTIVE LEADERSHIP CONFERENCE

Growing Your Business With a New Work Area



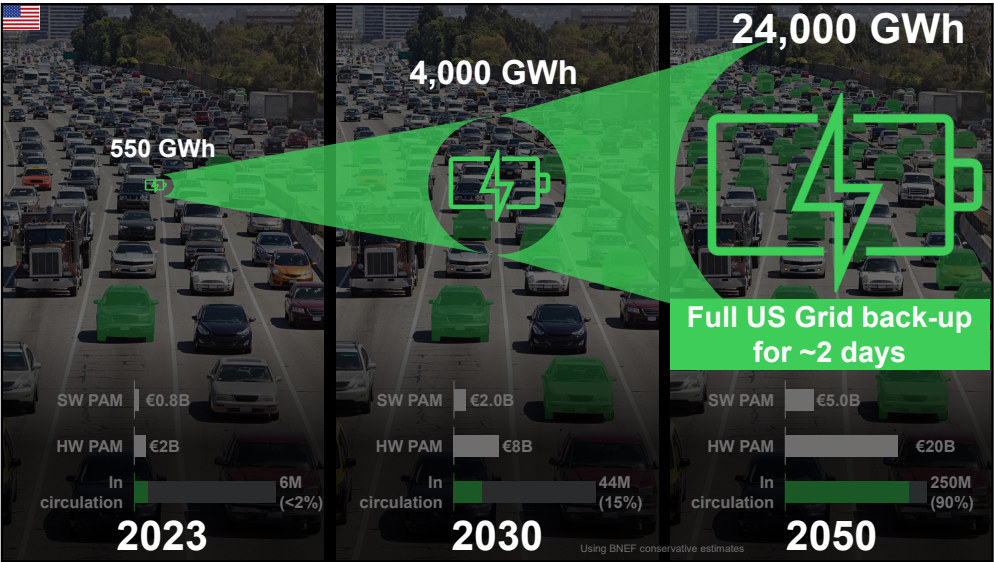
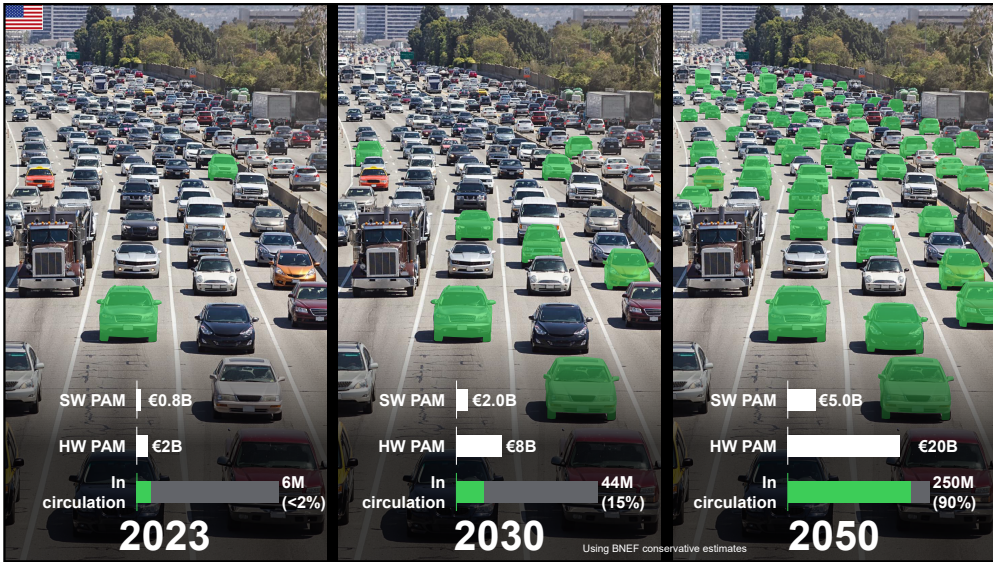
Introduction

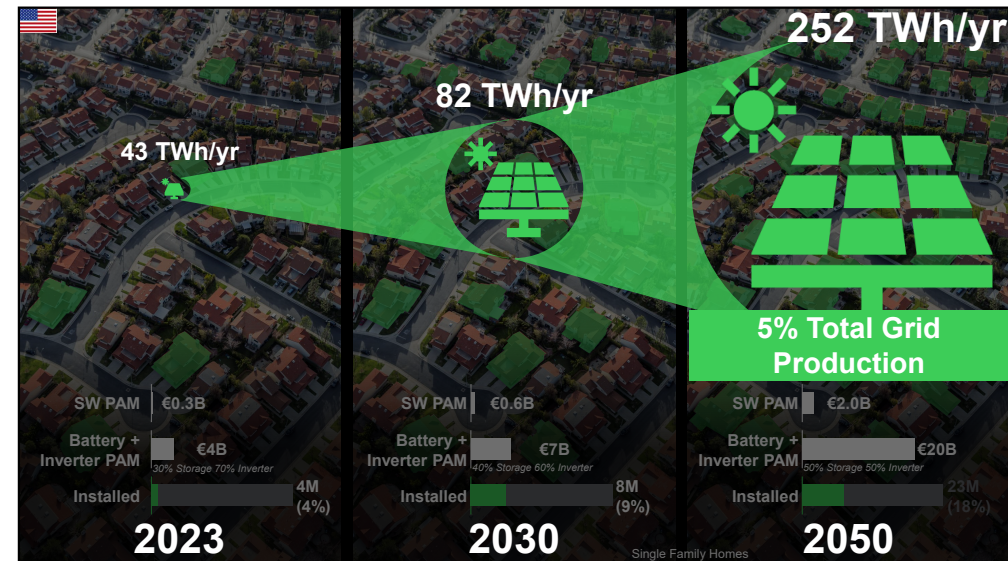


Bassem Ammouri

VP Innovation at the Edge
Schneider Electric







Assess the opportunity



The business potential



Other considerations



Your workforce capabilities



Choosing the right opportunity



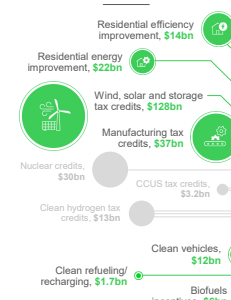
The Business Potential

External Factors

- IRA passed Q3 2022: Opens \$369B in new funding for clean technologies, highlighting solar, storage, EV, and electrification incentives
- IIJA (Infrastructure) passed early 2022: Enables fed funds for grid enhancement and to expand EV charging infrastructure on US hi-ways
- Rebates, Incentives & Tax Credits
- Battles for market will be won State by State policy will impact
- Made in America pre-requisite to unlock opportunity

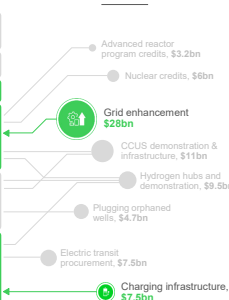
Inflation Reduction Act

\$260bn for energy transition



Bipartisan Infrastructure Law

\$80bn for energy transition

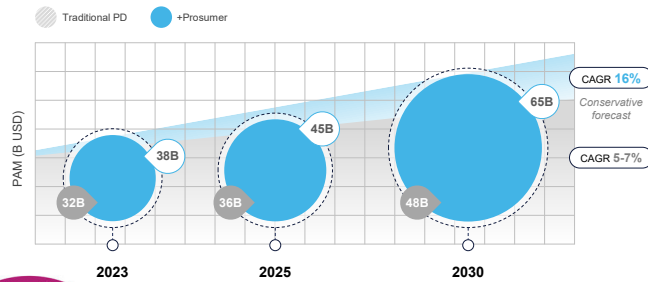


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The Business Potential

Opportunity Size and Growth Vector



Accelerated Market Growth

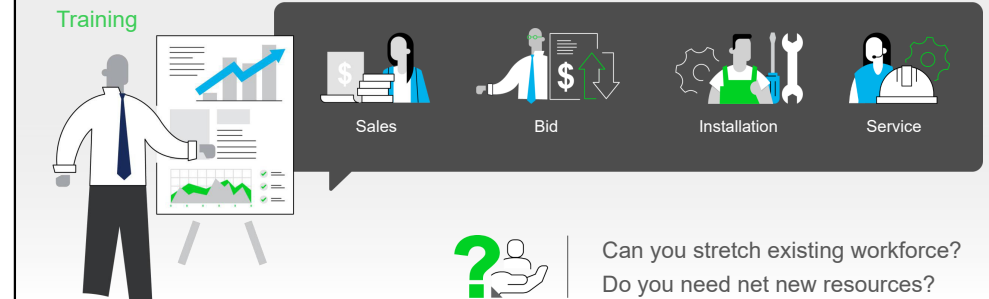
Growing at **16% CAGR** vs single digit for traditional business

EV leading with 8B USD PAM growing at **CAGR 25%**

1) Prosumer Scope: EV, Inverter, Battery and Microgrid
2) Assumed 5% CAGR for Traditional Power Distribution market

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Your Workforce Capabilities



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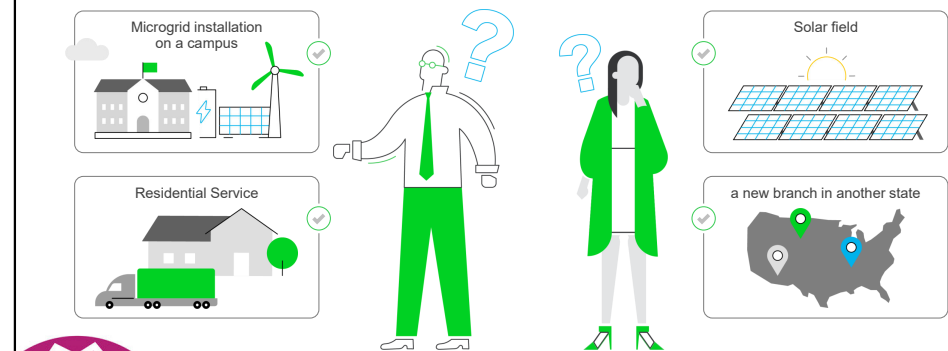
Other Considerations

- Licensing
- Insurance
- Certifications



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Choosing the right opportunity



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