



On September 5th 2017, Schneider Electric announced that it has reached a binding agreement with AVEVA Group plc on the key terms and conditions of a transaction to combine AVEVA plc with the Software business of Schneider Electric.

Subject to successful conclusion of the transaction, expected to be toward the end of 2017 or early 2018, the company comprising the combined business of AVEVA plc and the Software business of Schneider Electric would continue to be listed on the Official List of the United Kingdom Listing Authority ("Official List") and traded on the Main Market of the London Stock Exchange. Schneider Electric would be the majority shareholder with 60% ownership in AVEVA plc following the conclusion of the transaction.

As an important and valued customer, I am writing this letter to provide you the assurance that the transaction and its envisaged operating model will ensure continuity of engagement and support for you; and that your investments in our portfolio of software solutions and services will remain secure and fully supported.

The transaction also represents a significant milestone in the evolution of the Schneider Electric Software portfolio; one that we believe will enable us to contribute more to your business and to our strategic relationship.

The following are the key dimensions of what this transaction means to our relationship with you:

- It underscores Schneider Electric's commitment to enabling the digital transformation of our customers' businesses through its industrial software portfolio. The independent, publicly listed software company with the majority shareholding interest from Schneider Electric would ensure the investments, focus and agility required to stay ahead of, and indeed shape emerging trends in industrial software, so as to support your business even better.
- It emphasizes our strategy to offer software solutions across the full lifecycle of your business critical assets. AVEVA's portfolio in plant design, simulation and capital project management perfectly complement our portfolio in process design and optimization, manufacturing operations and supply chain management, asset management, process control and real-time information management.
- We will continue our planned investments in our existing products and businesses. In addition, our product roadmaps and R&D investments will continue as planned. We will continue to be the innovation leader in industrial software, and we have a number of major new releases scheduled over the next 18 months and beyond. These programs will remain on track.
- While this transaction extends our reach and expertise, your points of engagement and account relationship contacts will remain the same. Your Support contacts will continue to answer your calls and emails and ensure timely response to your support requests. Your Services personnel will continue to support your implementations, upgrades and deployments. Our Distributors, Systems Integrators and Consulting partners will continue to be our partners and will continue to serve you.

- Finally, we have defined operating arrangements between AVEVA and the rest of Schneider Electric to ensure that you can continue to leverage the extensive portfolio of automation and energy management solutions from Schneider Electric, including the complete software portfolio represented in the transaction. Your account relationship managers will ensure that the engagement models remain smooth and streamlined.

While the parties have signed a binding agreement, the transaction will not close and become effective until all closing conditions relevant to the transactions are satisfied. The closing conditions related to the transaction are customary for a transaction of this type and include informing and/or consulting relevant employee representative bodies and the receipt of applicable regulatory approvals.

Through your account relationship managers, we will provide you with regular updates on the progress of this transaction. In the interim, should you have any questions, please do not hesitate to contact your account relationship manager and we will ensure that your questions are addressed as quickly and as comprehensively as possible.

Thank you for your valued business and your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read "Ravi Gopinath". The signature is fluid and cursive, with a large, stylized initial "R" and "G".

Ravi Gopinath

Executive Vice President, Software
Industry Business
Schneider Electric