

## NOTICE

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# Forward Looking Statements

This presentation may include predictions, estimates, intentions, beliefs and other statements that are or may be construed as being forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could result in actual outcomes differing materially from those projected in these statements. No statement contained herein constitutes a commitment by AVEVA to perform any particular action or to deliver any particular product or product features. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.

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**AVEVA**WORLD  
SAN FRANCISCO 2022

**SPARK YOUR**INGENUITY

NOVEMBER 16, 2022

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# Chemicals Track

Customer Insights

Presented by: Stephen Reynolds | Industry Principal



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## Your host

Stephen Reynolds

Industry Principal, Chemicals





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RiTECH  
SOFTWARE

SeQent  
Real-Time Decision Solutions

Software  
toolbox

Stratus

fipi

WIN-911  
THE MOST WIDELY USED ALARM NOTIFICATION  
PLATFORM FOR INDUSTRY AND 911



# DOWNLOAD THE MOBILE APP

Search “Attendee Mobile” in the app store  
and select “AVEVA World San Francisco 2022”

A photograph of three men in business attire smiling and talking at a trade show booth. The man on the left is wearing a light blue shirt and glasses. The man in the middle is wearing a dark suit jacket over a blue shirt and glasses. The man on the right is wearing a blue shirt, a dark vest, and glasses. In the background, there is a whiteboard with the title "PI System Calculation Engine" and a list of bullet points. The text "management" is also visible on a sign in the background. The entire image has a purple overlay.

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# PARTNER & PRODUCT EXPO DINNER TONIGHT – DON'T MISS IT!

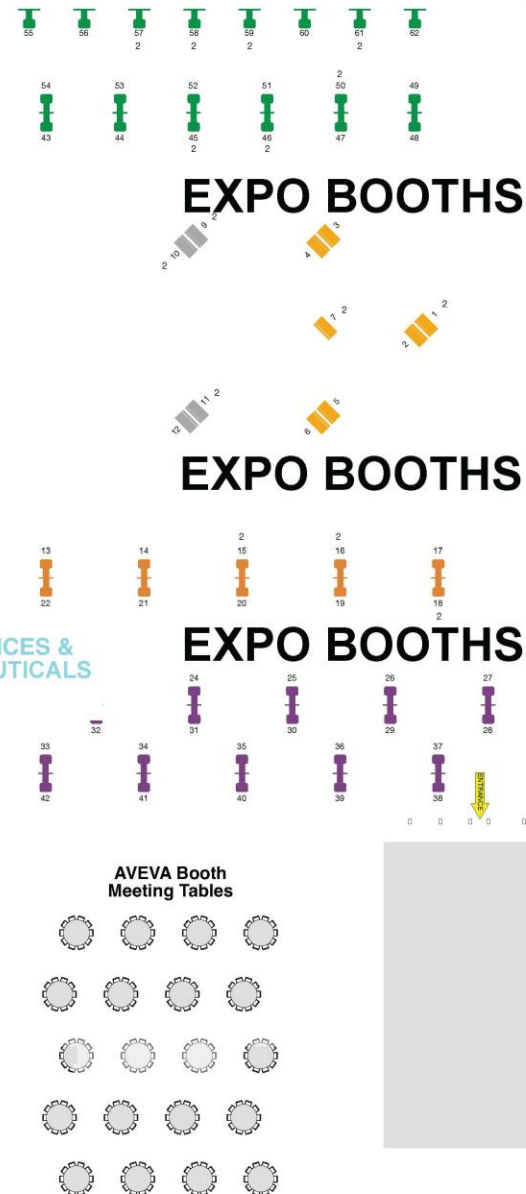
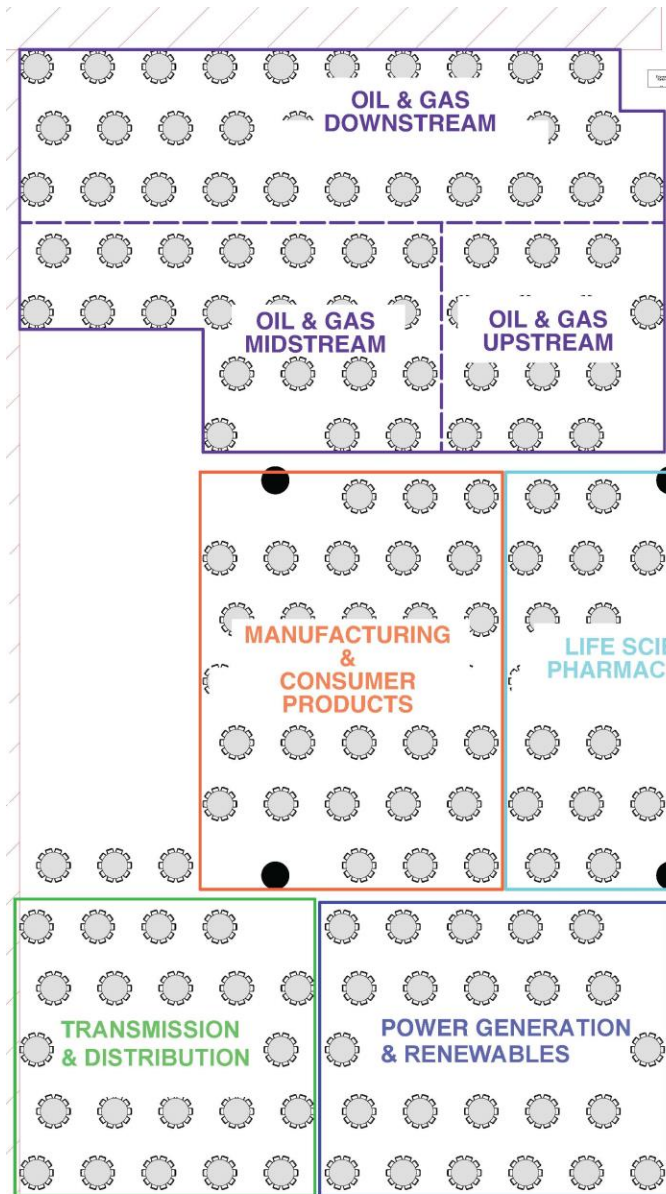
**WEDNESDAY, NOVEMBER 16  
5:00 PM – 7:30 PM, EXPO**



Expo  
Dinner  
Reception

Industry  
Areas

Level 1



EXPO ENTRANCE

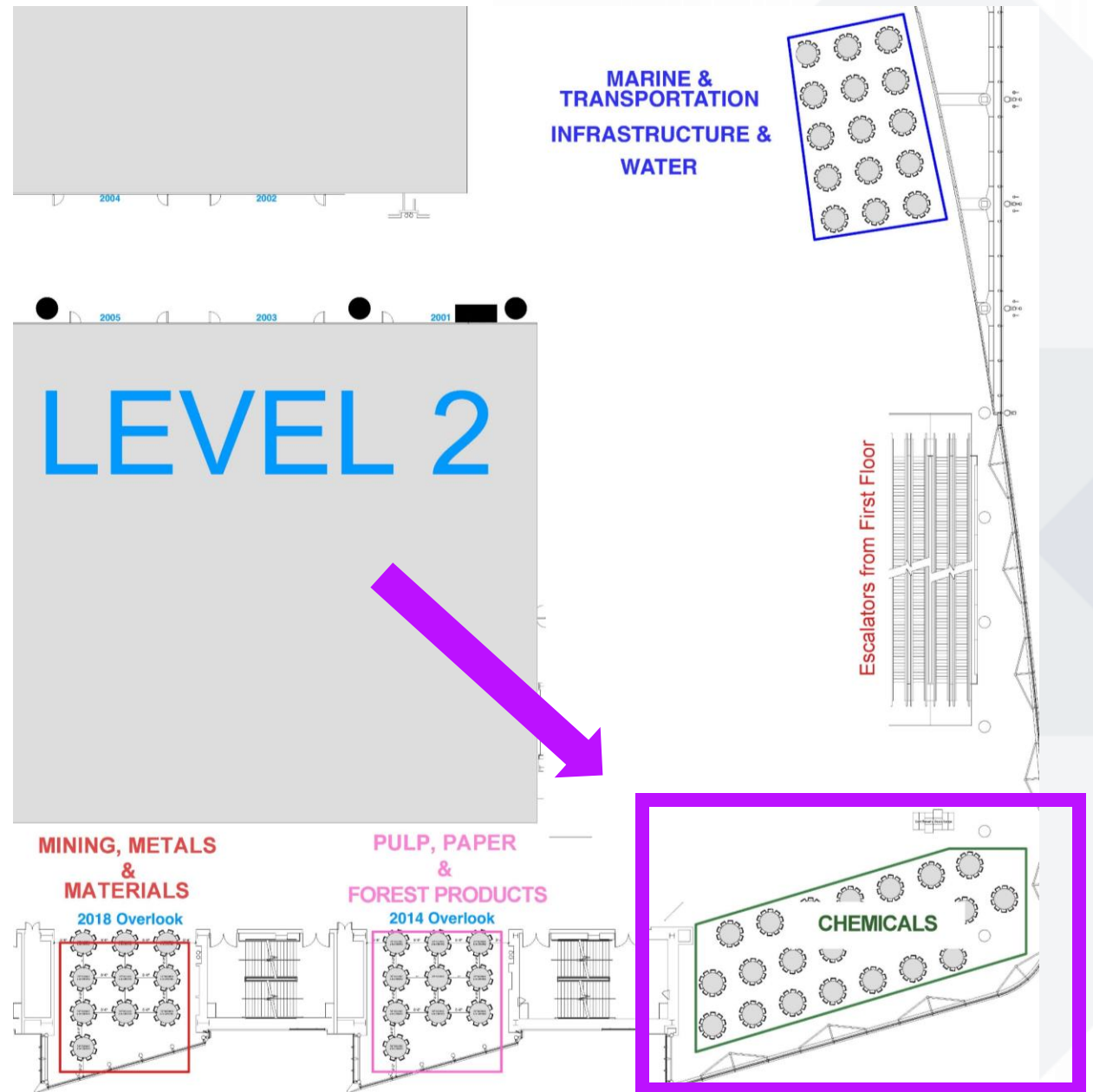
LEVEL 1

Exit

Expo  
Dinner  
Reception

Industry  
Areas

Level 2



**UP NEXT -  
TOMORROW**

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# **TECHNICAL SESSIONS**



**AVEVA tech tracks**



**PI System tech track**



**Learning labs**

# Industry & market pressures



Capital projects constraints

**70%**

of chemical companies are significantly investing in innovation beyond traditional products R&D<sup>1</sup>



Workforce disruption

**25%**

of the industry's workforce will likely retire in the next five years<sup>2</sup>



Demand shifts and market fluctuations

**85%**

of low-level digitalization companies acknowledge supply chain blind spots<sup>3</sup>



Production disruptions and pressure to lower costs

**65%**

of agrochemicals leaders say reducing operational costs is their first business priority<sup>4</sup>



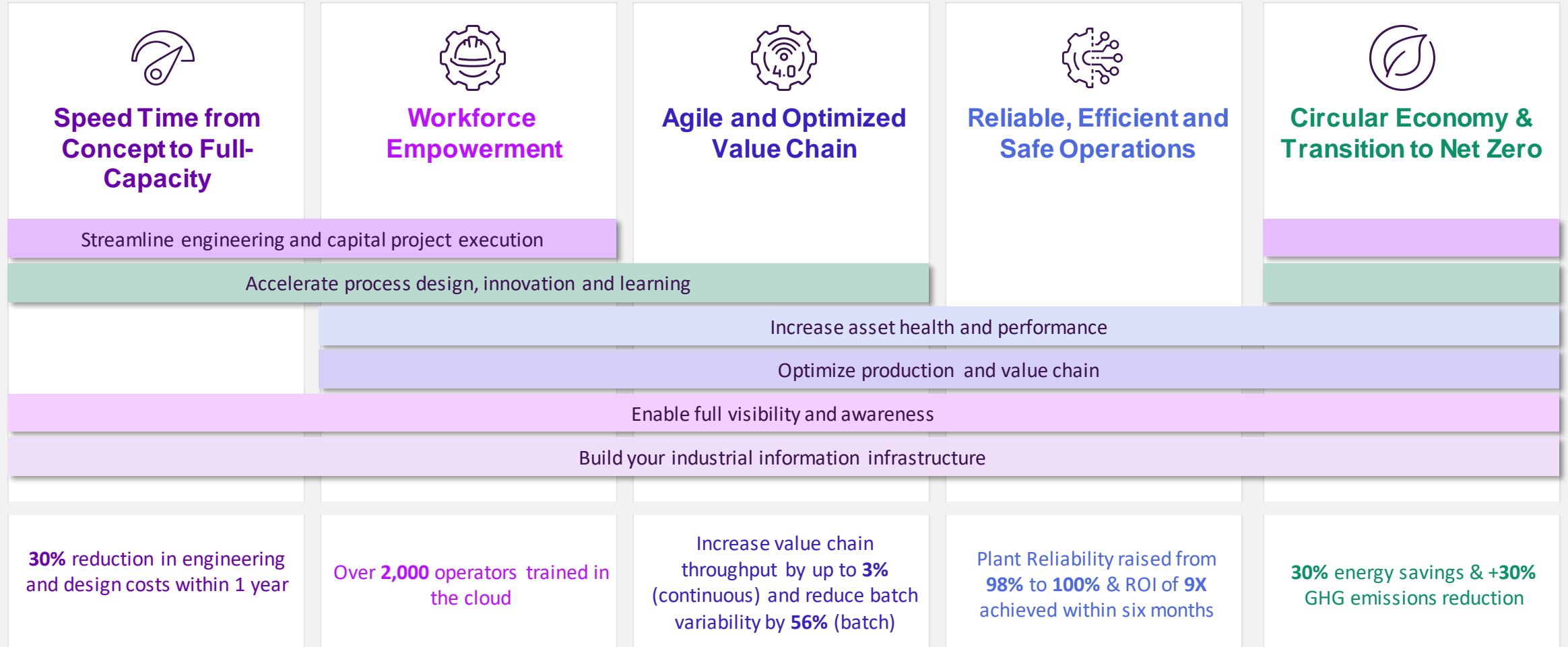
Increased regulations and business discontinuity

**58%**

of chemicals CEOs see sustainability and circular economy as the priority for investing<sup>5</sup>

Sources: 1. [FY 2. Deloitte](#); 3. [Forbes](#); 4. [IBM](#) 5. [PwC](#)

# Potential Digital Initiatives and Value



# TODAY'S AGENDA

Topic	Presenters	When
The International Group: Lityx, use AVEVA™ Data Hub (ADH) to implement AI-based analytics, improving yield and profit at 20x ROI	Bill Sandblom, The International Group Gary Robinson, Lityx	10:55 – 11:20
AmSty: Utilizing Event Frames with Downtime Reason Codes to improve Asset Utilization	Michael Jonozzo, Americas Styrenics (AmSty)	11:30 – 11:55
Albemarle: Data is the new Gold - Using the AVEVA PI System to accelerate growth in AI - Albemarle Intelligence	Jonathan Alexander, Albemarle	12:05 – 12:30
Evonik: OneCAE - Data Driven Asset Lifecycle Management	Martin Blumoehr, Evonik Chad Mossak, Evonik	14:00 – 14:25
Cyanco: Enabling Proactive and Predictive Maintenance Using PI System	Anurudh Vinayak	14:35 – 15:00
Covestro : Leveraging OSIsoft PI data to Assess Asset Health and Prevent Unplanned Outages	Rich Guhl, Covestro Jonas Hellgren, Aperio	15:10 – 15:35
Eastman Chemical: Using Asset Framework and PowerBI to Identify Alarm Management Opportunities	Ryan Dube, Eastman Fritz Wewers, Eastman	16:00 – 16:25
Chemicals Panel Discussion	Astrid Poupart-Lafarge, Schneider Electric Tobias Scheele, AVEVA	16:35 – 17:00

# Sustainability impact study

## Join us on this journey

AVEVA and Capgemini are partnering with customers to validate the digital solutions sustainability impact on plant operations.

If your company is interested in a free evaluation of sustainability KPI improvements, go to the expo and **ask about the sustainability study**.

### Expo Booth

- Energy transition & circular economy
- Capgemini (Partner Expo)



### Use cases

- Accelerate low carbon transition with process simulation
- Process and utility optimization
- Increase reliability and efficiency with predictive analytics
- Reduce waste and energy consumption with information and production management

### Metrics

- GHG emissions
- Materials waste
- Energy consumption
- Water consumption

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# WE VALUE YOUR FEEDBACK!

Please use the mobile app to provide session feedback.

