

We spark industrial ingenuity by connecting people with trusted information and insights to drive responsible use of the world's resources.

Over 20,000 industrial enterprises use our innovative products to deliver the essentials of life: safe and reliable energy, food, water and more. We help them collaborate and thrive in an increasingly connected industrial economy.

This integrated report is produced in accordance with UK requirements for the year ended 31 March 2022. It provides insight into our efforts to create value for all stakeholders by driving productivity, economic growth and responsible use of the world's resources.



AVEVA is a global leader in industrial software

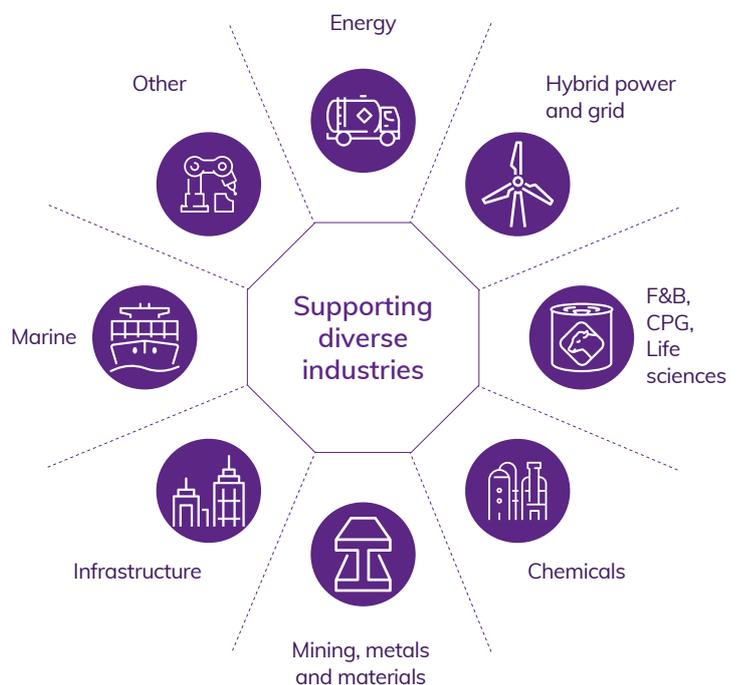
AVEVA's trusted solutions and expanding ecosystem empower our customers—over 20,000 industrial enterprises—to transform their businesses and our world.

These organisations use AVEVA's software to spark their industrial ingenuity and maximise performance in many ways, including:

- » **Accelerating innovation, such as digital transformation and energy transition**
- » **Visualising and simplifying industrial design and operations**
- » **Increasing resilience, sustainability and circularity**
- » **Reducing cost, time and resource consumption**
- » **Improving energy efficiency, accelerating low-carbon transition and redefining the frontiers of the energy system**
- » **Ensuring reliability, security, productivity, quality, safety and compliance**
- » **Anticipating, detecting and preventing problems**
- » **Training employees and customers**
- » **Enabling collaboration and remote operations**
- » **Enhancing value for and with their own customers, partners and suppliers**

Who we serve

AVEVA's global customer base spans the critical industries. AVEVA customers deliver the essentials of life, from vital energy, food and water to reliable supply chains, materials and transportation. Our hybrid SaaS solutions deliver a complete digital thread, purpose-built for industry.



Delivering the largest acquisition in our history

Our 2021 acquisition of OSIsoft underscored our position as one of the largest comprehensive industrial software companies in the world and provided a critical foundation layer for AVEVA applications. Uniting the talent, technology and opportunities of these two complementary businesses was a key focus in FY22. Learn more about the integration on page 15.



Global operations, ecosystem and reach



20,000+
customers

in 100+
countries

c. 6,500
employees

5,000+
partners

5,700
certified
developers

Learn more about
how we work with
customers on pages
10, 28 and 48

Real-time holistic optimisation through industrial data sharing

Historically, industrial ecosystems have been siloed, reactive and slow.

Many industrial organisations still face challenges sharing timely, accurate data within their own enterprises. The challenge grows for sharing that information with trusted suppliers, partners or customers.

This failure carries real cost, including downtime, delays, waste, and compromises in safety, human potential and environmental sustainability.

But imagine...

What if businesses could dismantle the silos, and enable secure industrial information sharing within a trusted ecosystem?

With 24/7 parallel information exchange:

- » partners know when an asset is likely to fail, and can proactively send out maintenance crews before an outage occurs
- » suppliers top up critical supplies before customers run low
- » OEMs initiate root cause analysis to improve next generation designs
- » and enterprises spark new business ventures based on these new efficiencies.

Cleaner, safer water

A municipal water utility

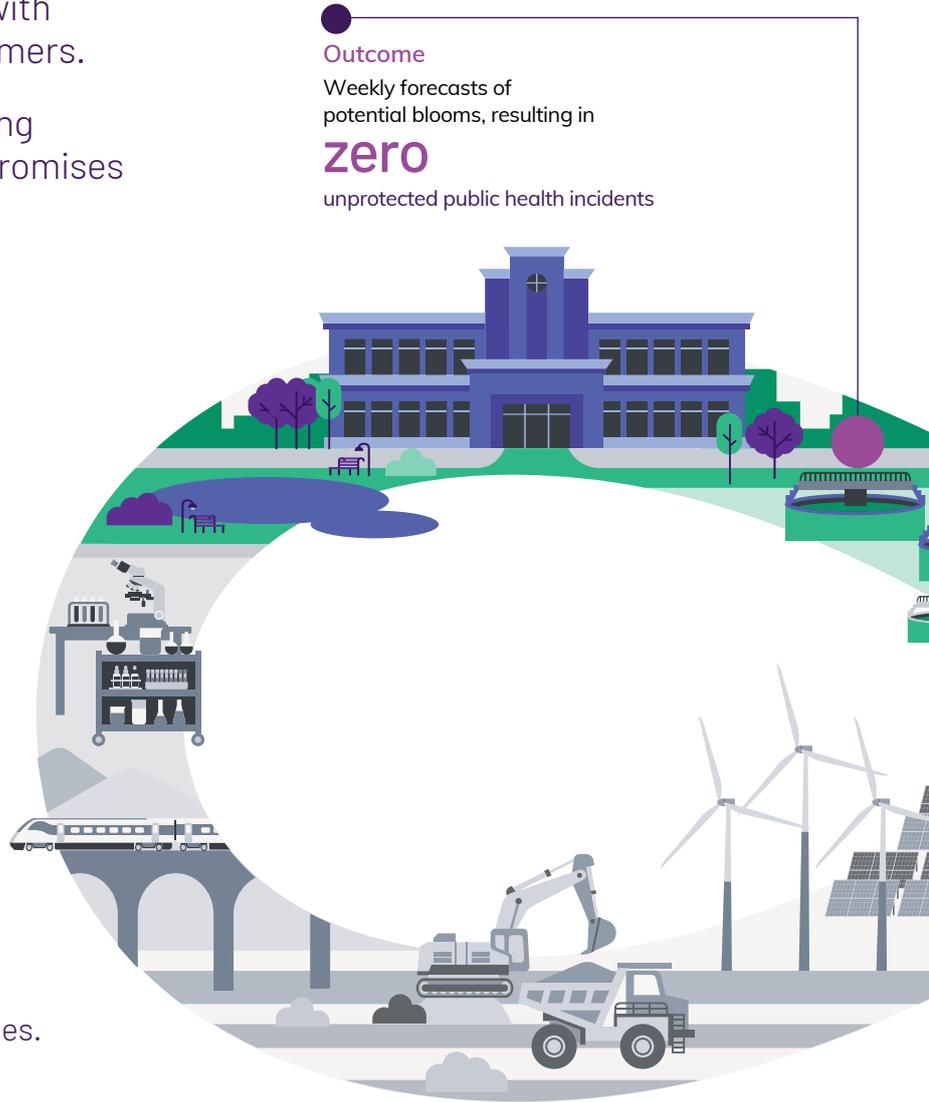
collaborates with consultants, a pontoon operator, university researchers and data scientists to measure environmental factors in a local lake. Together, they create a model to predict and protect against harmful algae blooms in the water supply.

Outcome

Weekly forecasts of potential blooms, resulting in

zero

unprotected public health incidents



In short, a business could transform from a disconnected member of a linear value chain to a digitally empowered partner in a multi-directional value network.

AVEVA customers are already beginning to realise this vision.

Industrial data is an appreciating asset. The more widely it circulates, the more valuable it becomes.

Reduced time, food waste and carbon footprint

A food company uses real-time operational data to identify inefficiencies. It starts notifying its ingredient supplier when stocks will run low and when storage capacity will be available. The supplier no longer wastes time and energy idling in the loading dock. The local utility provides rebates due to the company's reduced energy consumption.

Outcomes

Reduced critical control point failures by

64%

Slashed food product recalls caused by fluctuating conditions by

73%

Lower cost and energy consumption

A marine engine manufacturer

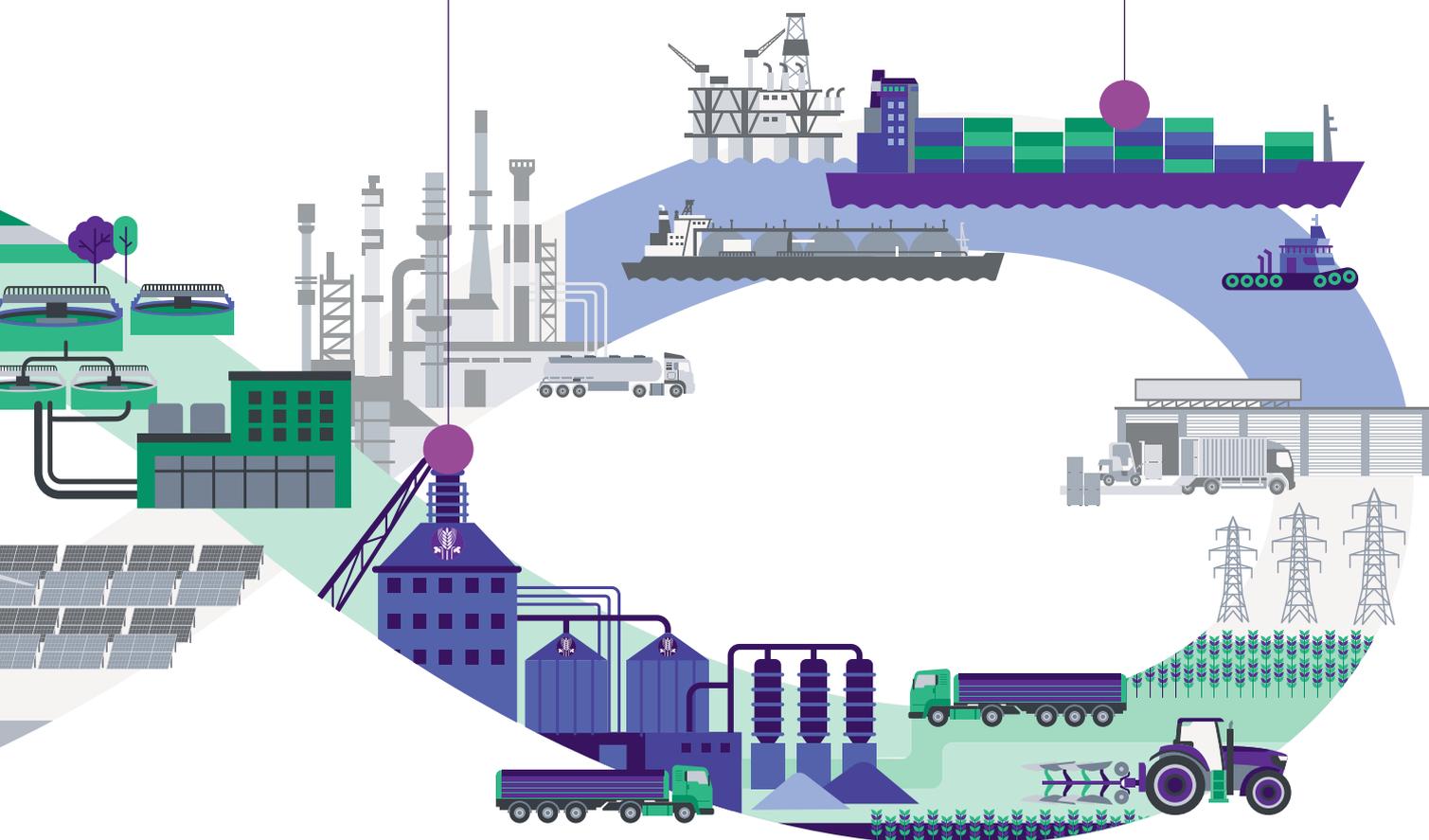
Uses real-time operational and engineering data captured to monitor performance of ships deployed across customer fleets and turns this data into a value-added service. It advises a cargo operator to change its hull cleaning regimen to reduce fuel drag, and notifies a tugboat operator that a third-party engine needs preventive maintenance.

Outcome

A saving in fuel costs of over

\$450,000

per vessel per year



AVEVA is uniquely positioned to help our customers—and our planet—succeed in this connected industrial economy.

We are applying over 50 years of industrial expertise and innovation, with a vision to become a leader in industrial information as a service.