



Vertiv Driving Innovation: Powering the AI Era

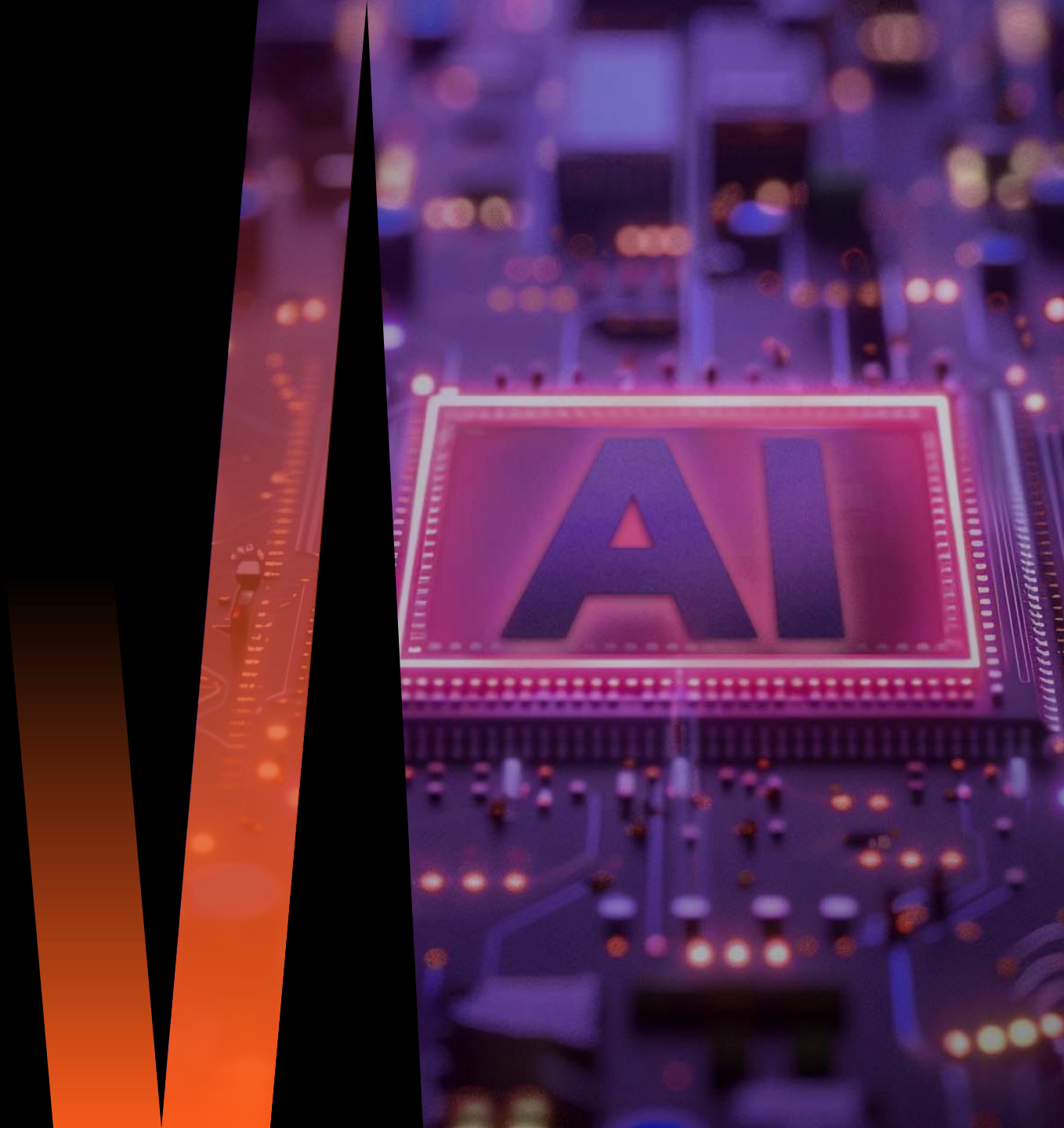
Bologna

21 November 2024



nVIDIA

Partner



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Forward-looking statements included in this presentation speak only as of the date of this presentation or any earlier date specified for such statements. All subsequent written or oral forward-looking statements attributable to Vertiv or persons acting on Vertiv’s behalf may be qualified in their entirety by this Cautionary Statement Regarding Forward-Looking Statements.

Vertiv at-a-glance

~\$7.8B
USD revenue¹

~30,000
employees globally

23 factories,
global footprint &
supply chain

130+
countries served

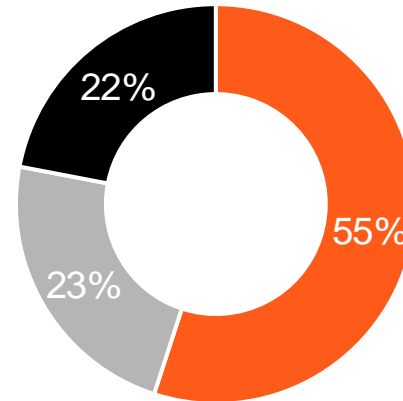
55+ years
in the industry

~4,000
field service engineers

#1 in thermal
management³

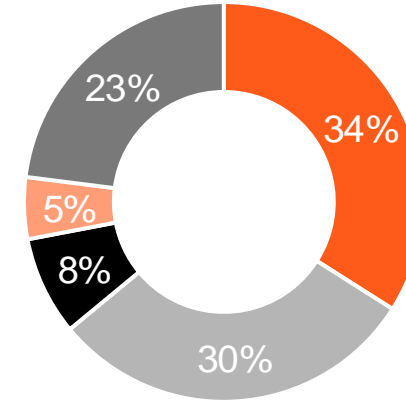
#1 in power switching,
distribution and 3-phase UPS⁴

Geography¹



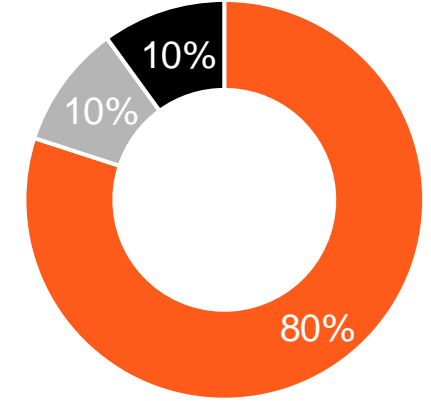
- Americas
- EMEA
- APAC

Portfolio¹



- Power Management
- Thermal Management
- IT Systems
- Infrastructure Solutions
- Services

Market Segment^{1,2}



- Data Center
- Communication Networks
- Commercial & Industrial

Note: ¹FY 2024 midpoint of sales guidance and associated mix estimates; ²Market segment rounded to 5%; ³Dell'Oro Worldwide Data Center Physical Infrastructure Q2-24 report. ⁴Omdia Data Center Power Distribution Tracker + Omdia UPS Hardware Market Tracker 2024, >250kva. All else, company information and management estimates as of October 2024.

The reach, scale, and uniquely strong and broad portfolio to support the growth of the digital world



Vertiv's 2024 Investor Event

The event held on Monday, November 18, 2024 is now available on-demand. Hear directly from Vertiv's management team about strategic direction, market trends, innovation, and operational initiatives.

[WATCH THE WEBCAST ON-DEMAND](#)[DOWNLOAD PRESENTATION](#)

Primary EMEA Manufacturing Locations

Campsie, Derry (Northern Ireland)

- Infrastructure Solutions
- Electrical Switchgear LV & MV
- Sheet Metal Fabrication



Burnfoot (Ireland)

- Electrical Switchgear LV
- Busbar
- Sheet Metal Fabrication
- EMS Software Development



Volyne (Czech Republic)

- Racks
- PDUs
- Sheet Metal Fabrication



Letterkenny (Ireland)

- Infrastructure Solutions



Nove Mesto (Slovakia)

- Power Management
- Thermal Management
- Infrastructure Solutions
- Electrical Switchgear LV
- Sheet Metal Fabrication



Tognana (Italy)

- Thermal Management



Rugvica (Croatia)

- Infrastructure Solutions
- Thermal Management



Bologna (Italy)

- Power Management



Ras Al-Khaimah (UAE)

- Infrastructure Solutions
- Electrical Switchgear
- Busbar
- Sheet Metal Fabrication



	MANUFACTURING
	DISTRIBUTION
	ASSEMBLY
	WITNESS TEST

Vertiv is a leading innovator with the most complete critical digital infrastructure portfolio in the industry.

Power

Power Train
We have all the “cars” from grid-to-chip, alternative energy interaction, controls and management.



Medium- and Low-Voltage Switchgear/Switchboard



3-Phase UPS Systems



DC Power



Power Distribution, Transfer Switches



Busbar

Cooling

Thermal Chain
We have all the “links” from chip, server, row heat collection, through data hall and facility heat rejection, controls and management.



Air Handlers



Chillers



Rear-Door Heat Exchangers



Immersion Cooling



Direct Expansion



In-Room Cooling



Direct-to-Chip Coolant Distribution

IT Systems

IT Systems Set
We have the components from distributed IT to gigawatt data center sites.



Racks and Enclosures



1-Phase UPS



Rack PDU



Rack Cooling



IT Mgmt Devices, Software, High-Performance KVM

Integrated solutions

Integrated solutions
for outdoor and indoor IT data rooms.



Power Modules



Smart Modules



Mega Mods



Integrated Aisles and Rows

Services

Project and Lifecycle Services
extend value of install base and maximizes market expertise.



Lifecycle Services



Project Services



Digital Services

Vertiv has been recognized as one of the leaders enabling the demand for AI.

VRT
LISTED
NYSE

28-Aug-2024

BARRON'S This 'Cool' Stock Is More Than Just an AI Play. It's Time to Buy.

2-Apr-2024

Bloomberg
AI Boom Needs Vertiv Almost as Much as It Needs Nvidia

20-May-2024

**BUSINESS
INSIDER**

'The real AI darling': This data-center stock has beaten Nvidia by 310% since last year's blockbuster earnings

22-Mar-2024

 The Motley Fool.

Why Shares in This Nvidia Partner Soared This Week

31-Dec-2023

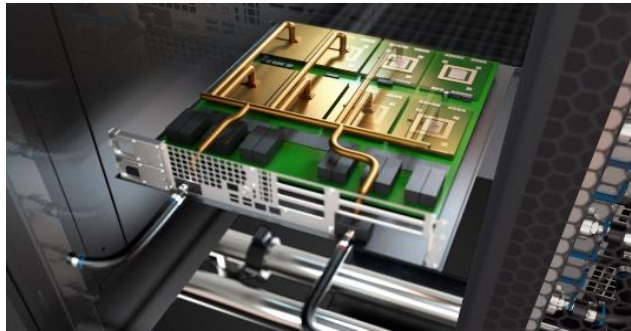
Forbes

Up 269% In 2023, Vertiv Stock Could Outperform Nvidia Shares In 2024

Innovation fueled by technology partnerships



- Multi-year research and development partnership with NVIDIA and leading research universities
- Full range of liquid, air, and air + liquid technology evaluations
- Joint thought leadership of dual thermal solutions (air + liquid)



- 2-phase direct-to-chip technology evaluation
- Validation of Columbus, Ohio-based demo system



Robust technology pipeline and close customer collaboration accelerate time-to-market

Everyone is talking about AI.

But how does AI matter to you? Have you been using AI? How has your organization been impacted?



AI has a long history connected to the evolution of computer and data science.

1950s and 60s
Birth of AI and initial enthusiasm.

1970s
AI winter with funding and enthusiasm fading.

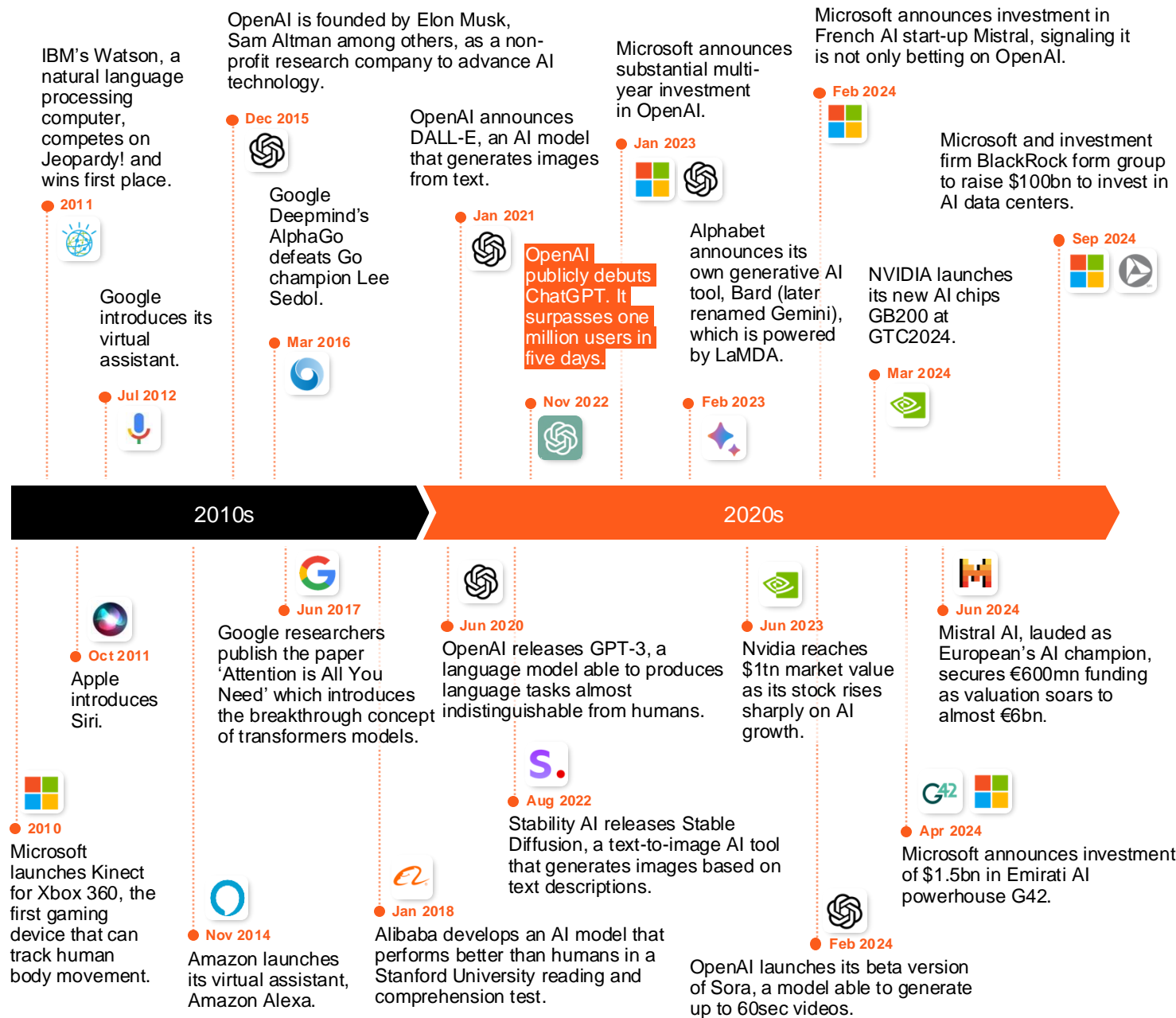
1990s and 2000s
AI propelled by internet, compute and big data.

1980s
Interest in AI revived with rise of ML.

2010s
AI mainstream within big tech companies.

2020s
Democratization of AI, race towards AGI.

In the last few years, we saw the **game-changing launch of ChatGPT** amongst many other important developments in AI.



Each new version of AI models is coming with **impressive improvements** in very short timelines. What's next?

Midjourney generations over time:
“a hyper-realistic image of Harry Potter”



V1, February 2022



V2, April 2022



V3, July 2022



V4, November 2022



V5, March 2023



V5.1, March 2023



V5.2, June 2023



V6, December 2023

AI is here, and it is here to stay.

It will transform our IT, it will transform our businesses, it will transform our lives.

“ AI is one of the most important things humanity is working on. It is more profound than electricity or fire.

— Sundar Pichai, CEO



“ This is the first time that a technology developed in Silicon Valley benefits the lives of everyday people so quickly and so tangibly.

— Satya Nadella, CEO



“ We are fundamentally changing how computing works and what computers can do. The next industrial revolution has begun.

— Jensen Huang, CEO & Founder



“ AI is on the fast track to becoming ubiquitous — at home, at work, and everywhere in between.

— Predictions 2024: AI



“ Gen AI could potentially raise annual labor productivity growth by around 1.5pp over a 10-year period, and eventually raise global GDP by 7%.

— Joseph Briggs, Sr. Global Economist

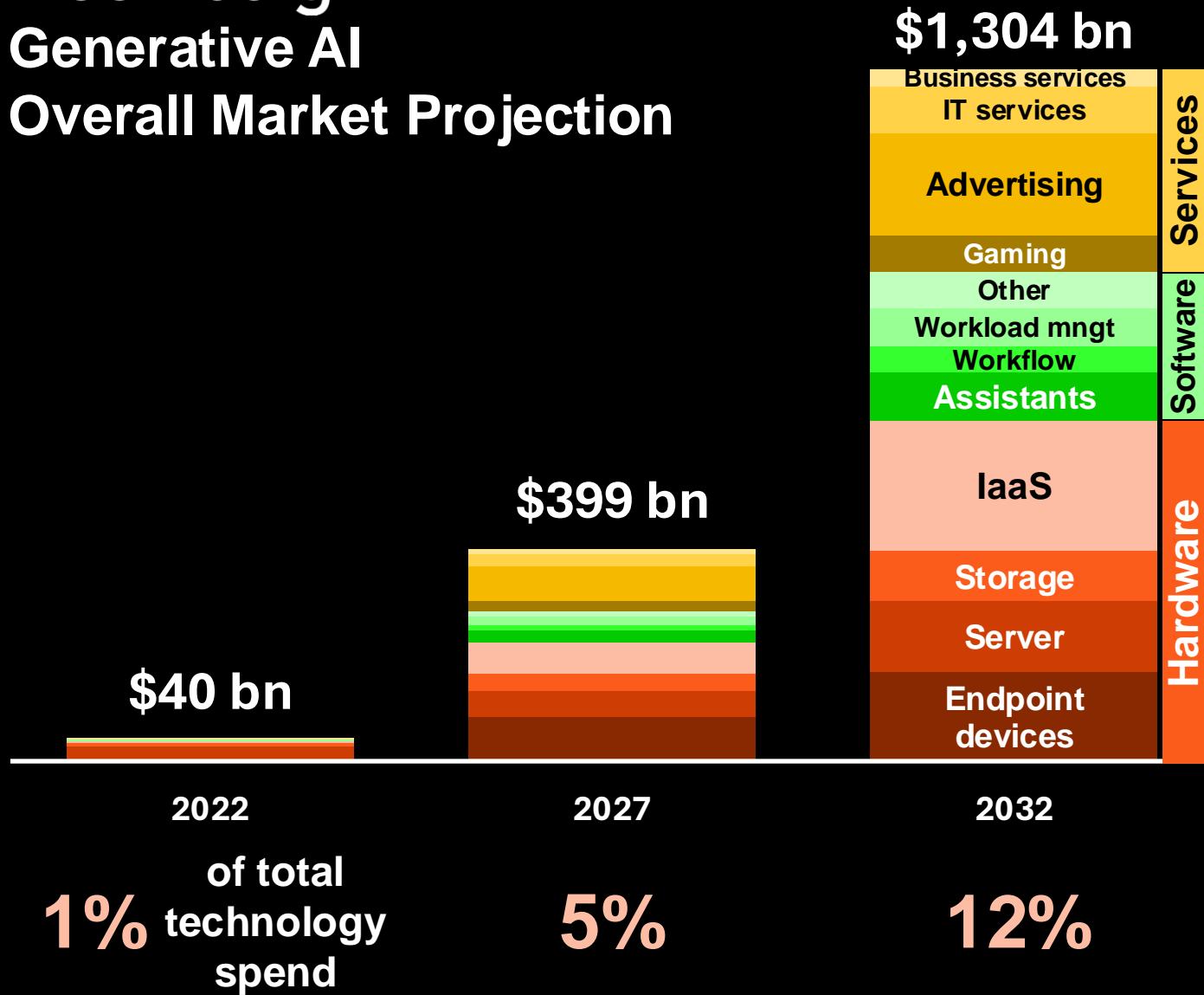


“ AI workloads (are) leading to a broad proliferation of accelerated computing infra-structure. This will require investments in next-generation data center physical infrastructure to support new architectures with higher power and thermal management requirements.

— Lucas Beran, Research Director



Bloomberg Generative AI Overall Market Projection



AI represents an extraordinary opportunity.

Bloomberg projects generative AI to be a **\$1.3-trillion business** by 2032.



Technology

Higher coding
productivity



Consumer

Conversion rate
increase



Biopharma

Research
timeline
reduction



Financial Institutions

Higher fraud
detection
accuracy



Entertainment

Higher quality of
animated
images



Insurance

Customer
service cost
optimization

**AI use-cases
are already
delivering
encouraging
results to
businesses
in every
industry.**

Leading financial institutions are announcing **generative AI use cases** every day.



J.P.Morgan

Financial advisory.

Working on a ChatGPT like tool which aims to revolutionize investment decisions by providing advanced AI-powered assistance in analyzing and recommending financial securities such as stocks, bonds, commodities, and alternatives.

AMERICAN EXPRESS

Predicting customer behavior.

Aims to predict how customers are going to perform over time, enabling better financial planning and decision-making. AmEx exploring ways LLMs could be used to analyze the feedback and inquiries customers provide through customer service portals, as well as on social media.

Bloomberg

Financial analyses.

Bloomberg created a dedicated BloombergGPT model that is trained for analyzing financial information and data to assist with risk assessments, judging financial sentiment, and can also be applied for automating accounting and auditing tasks.



Deutsche Bank

Operational Efficiency.

Testing Google's Gen AI and LLMs to provide new insights to financial analysts, driving operational efficiencies and execution velocity. This will empower employees by increasing productivity while helping safeguard customer data privacy, data integrity, and system security.



Commonwealth Bank

Call Center Support.

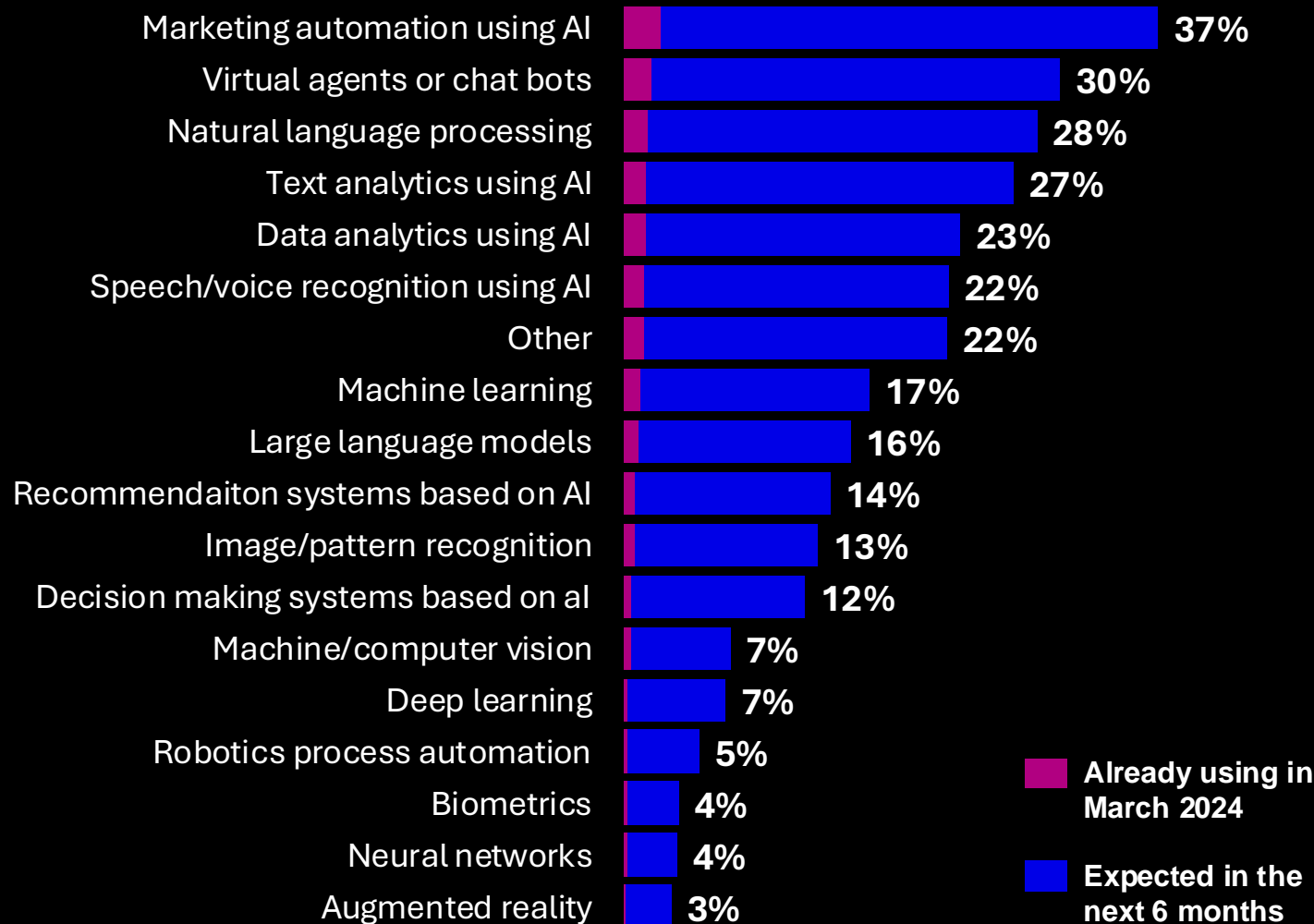
At the bank's call centers, a Gen AI model is already being used to help staff answer complex customer questions by interrogating 4500 documents on the bank's policies in real time. It's making its apps smarter, including tailoring new offers to 7.7 million users.

Financial services is one of the **leading industries** in AI adoption.

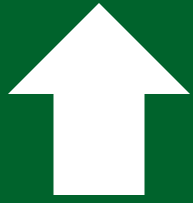
Use cases are seen in most leading players in this industry.

Share of companies using various forms of AI applications

Goldman Sachs



Companies are racing to adopt AI and not be left behind competition.



AI sovereignty

- ✓ own AI needs
- ✓ own infrastructure
- ✓ own data
- ✓ own workforce
- ✓ own business networks.

Attracting and developing **local AI talent**



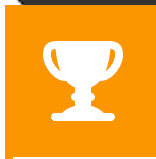
Building **local data center infrastructure**

Amassing **stake in AI leaders or challengers**



Securing **access to resources** with diplomatic effort

Developing **local AI champions**



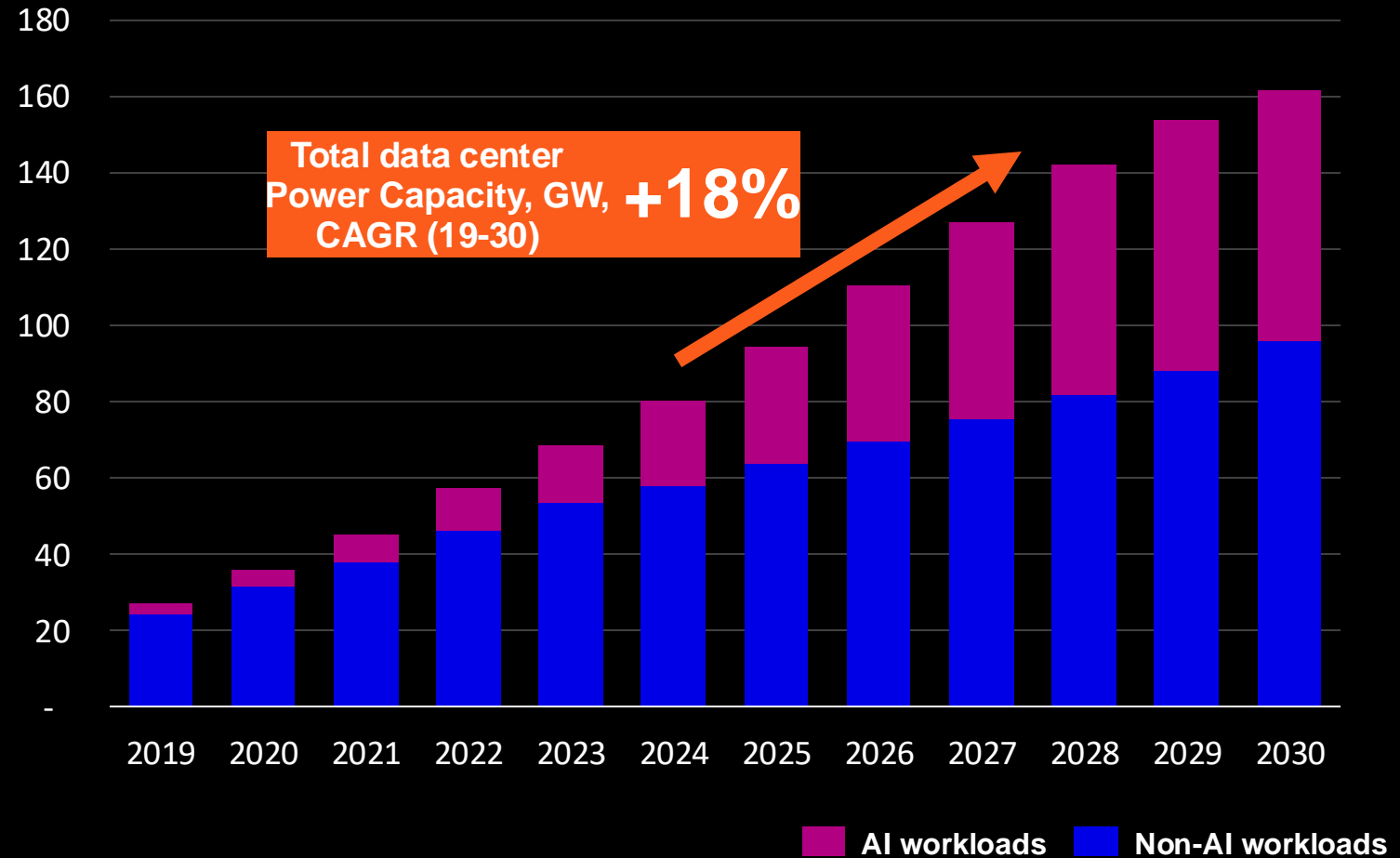
Investing in **local language models**

Governments are developing strategies to attain AI sovereignty as topic goes up in national security agendas worldwide.

In the data center business, AI will accelerate **capacity expansion.**

AI workloads are incremental to conventional IT loads, not substitutive.

Total data center installed capacity (GW)





VERTIVTM

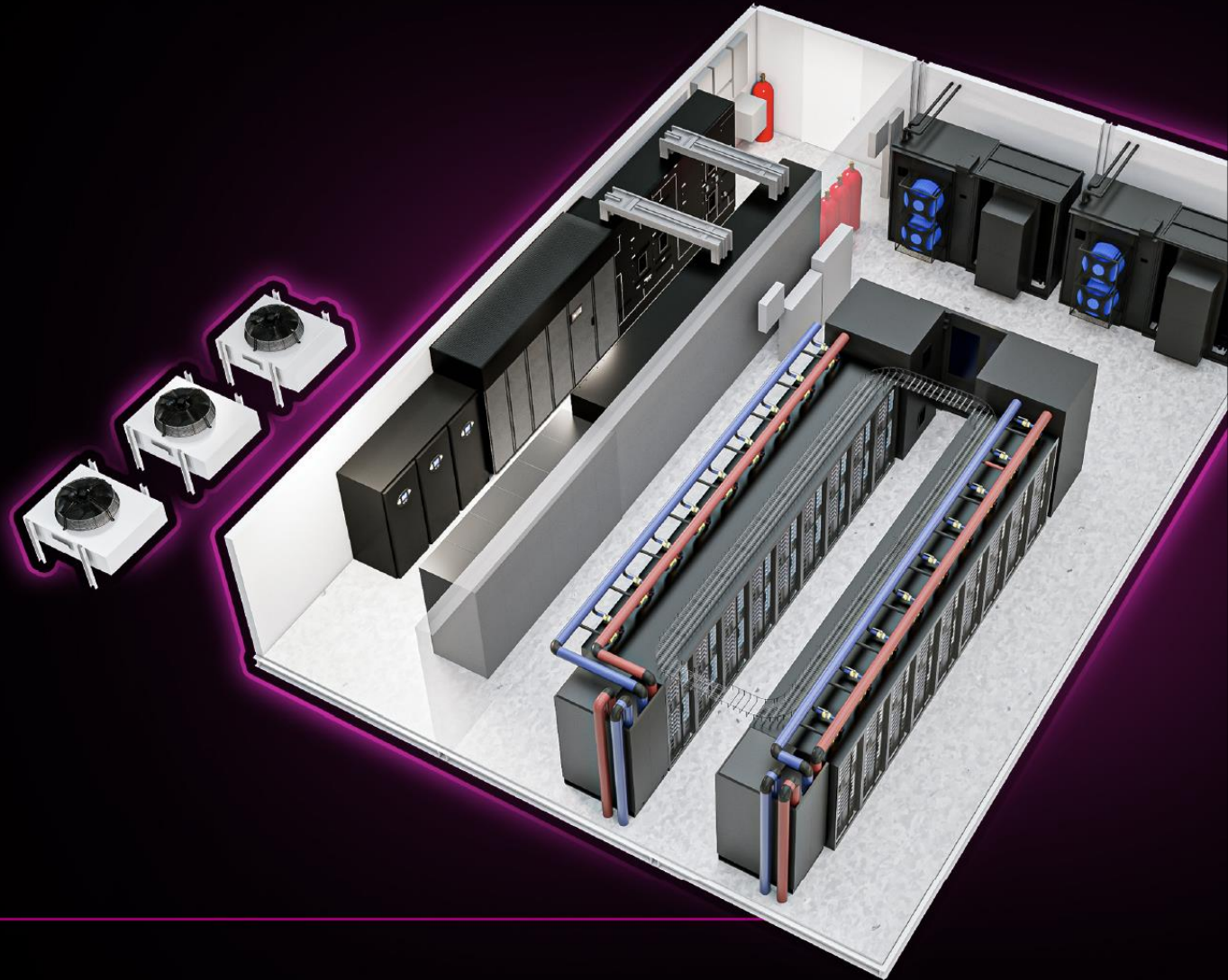


2025 DATA
CENTER
TRENDS

New power and cooling for high-density AI

1. AI could drive rack densities into triple-digits kW, requiring advanced power and cooling.
2. Shifts from CPU to GPU increase thermal demands, driving cold-plate and immersion cooling.
3. Liquid cooling is expected to be paired with high-density UPS systems to support AI workloads reliably.
4. Integrated solutions streamline manufacturing, boost efficiency, and speed deployment.

Take Action: Explore new high-power density and liquid/hybrid cooling solutions designed for high-performance computing and AI. Consider prefabricated modular options for faster deployment than traditional builds.



Boosting investment in energy efficiency

1. AI-driven power demands push data center energy use to 3-4% globally by 2030.¹
2. Organizations prioritize energy-efficient solutions and alternatives like microgrids and fuel cells.
3. BESS adoption grows, supporting backup and reducing grid dependence.
4. Small modular reactors show potential as future energy solutions for data centers.²

Take Action: Align energy solutions with your availability and sustainability goals. Explore technologies like BESS, microgrids, and alternative energy sources that enhance resilience and reduce environmental impact.

¹ AI is poised to drive 160% increase in data center power demand | Goldman Sachs

² Dominion Energy and Amazon to explore advancement of Small Modular Reactor (SMR) nuclear development in Virginia



Industry collaboration for AI integration

1. Industry stakeholders collaborate to enable AI Factory growth and high-density designs.
2. Partnerships drive IT and infrastructure integration for streamlined solutions.
3. Shared roadmaps and tools improve manufacturing and deployment efficiency.
4. Collaborative innovation is set to transform data center capabilities, enabling greater flexibility and responsiveness to rapid AI adoption.

Take Action: Partner with companies that value industry relationships that focus on innovation and collaboration. This can help to expand your visibility for the future of AI and enable a future-friendly data center.



AI's impact on cybersecurity

1. AI powered attacks increase cyber risks with more sophisticated methods. ³
2. Hackers target control systems and connected infrastructure.
3. Defensive AI tools strengthen cybersecurity measures.
4. Advanced AI technologies are key to protecting critical systems.

Take Action: Prioritize a cybersecurity strategy that will anticipate potential threats by incorporating AI-driven tools and best practices to prevent attacks. Focus on AI applications specifically designed to strengthen cybersecurity defenses.

³ DBIR Report 2024 - Summary of Findings | Verizon



Regulating AI and energy use

1. Governments worldwide are racing to develop AI regulations that address privacy, data protection, and resource consumption.
2. Countries are launching sovereign AI initiatives, such as Denmark's AI supercomputer, to control and regulate AI development and deployment. ⁴
3. Regulations are increasingly focusing on AI applications in addition to resource consumption.
4. Enforcement remains regional, with varying stringency.

Take Action: Maintain IT compliance by staying current with government and industry regulations relevant to your sector. Engage with local officials to ensure alignment with regulatory developments and to anticipate any requirements impacting your operations.

4. Nvidia's Jensen Huang inaugurates DCAI's Danish supercomputer 'Gefion' - DCD





2025 DATA CENTER TRENDS

1. Power and cooling infrastructure innovates to keep pace with computing densification.
2. Increased investment in energy efficient solutions and energy alternatives.
3. Industry leaders collaborate to drive innovation and roadmaps.
4. AI makes cybersecurity harder – and easier.
5. Governing bodies analyze AI application and energy use.



