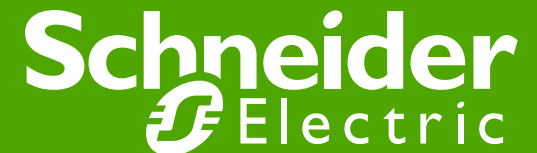
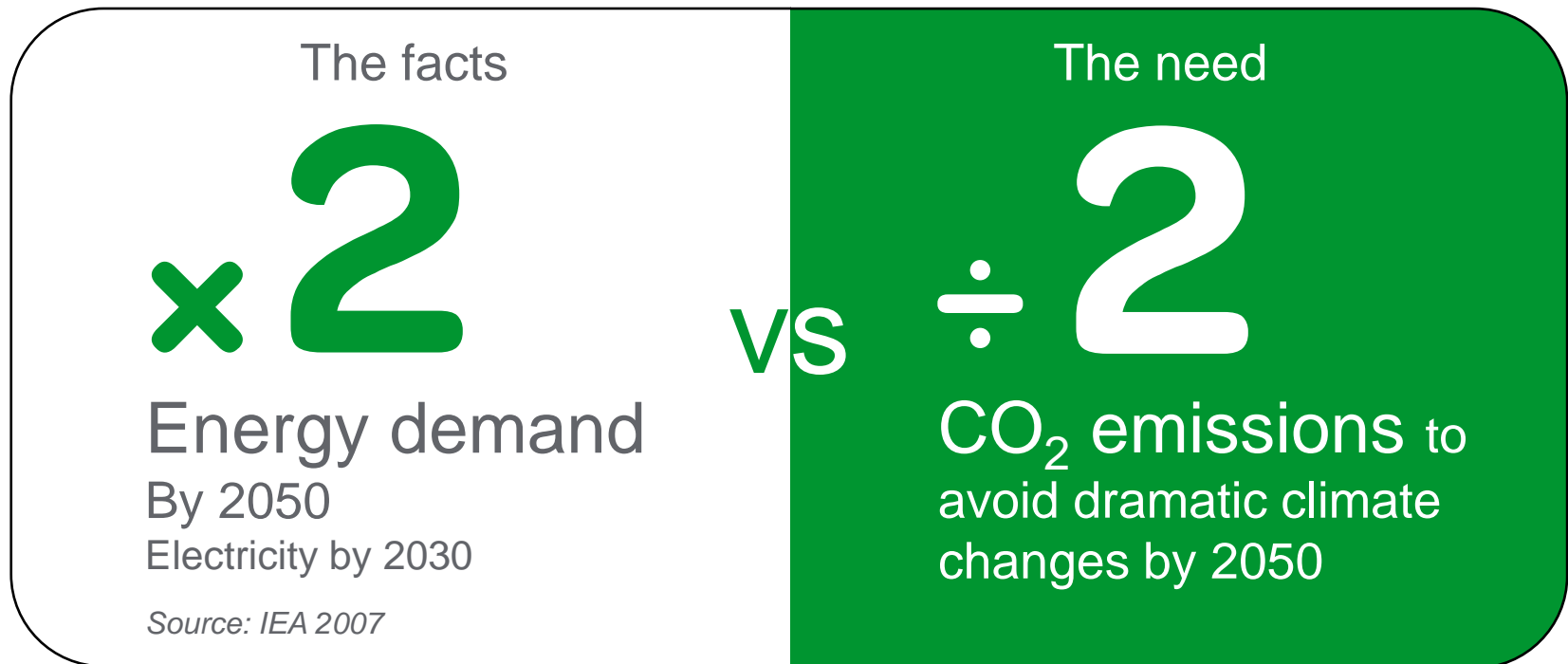


Schneider Electric: Company Overview

Make the most of your energy™



The energy dilemma is here to stay



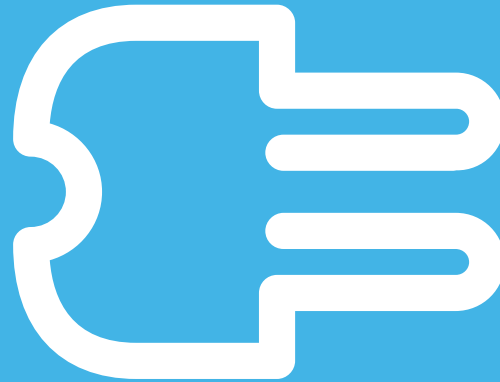
Frequent
power outages

Rising
energy prices

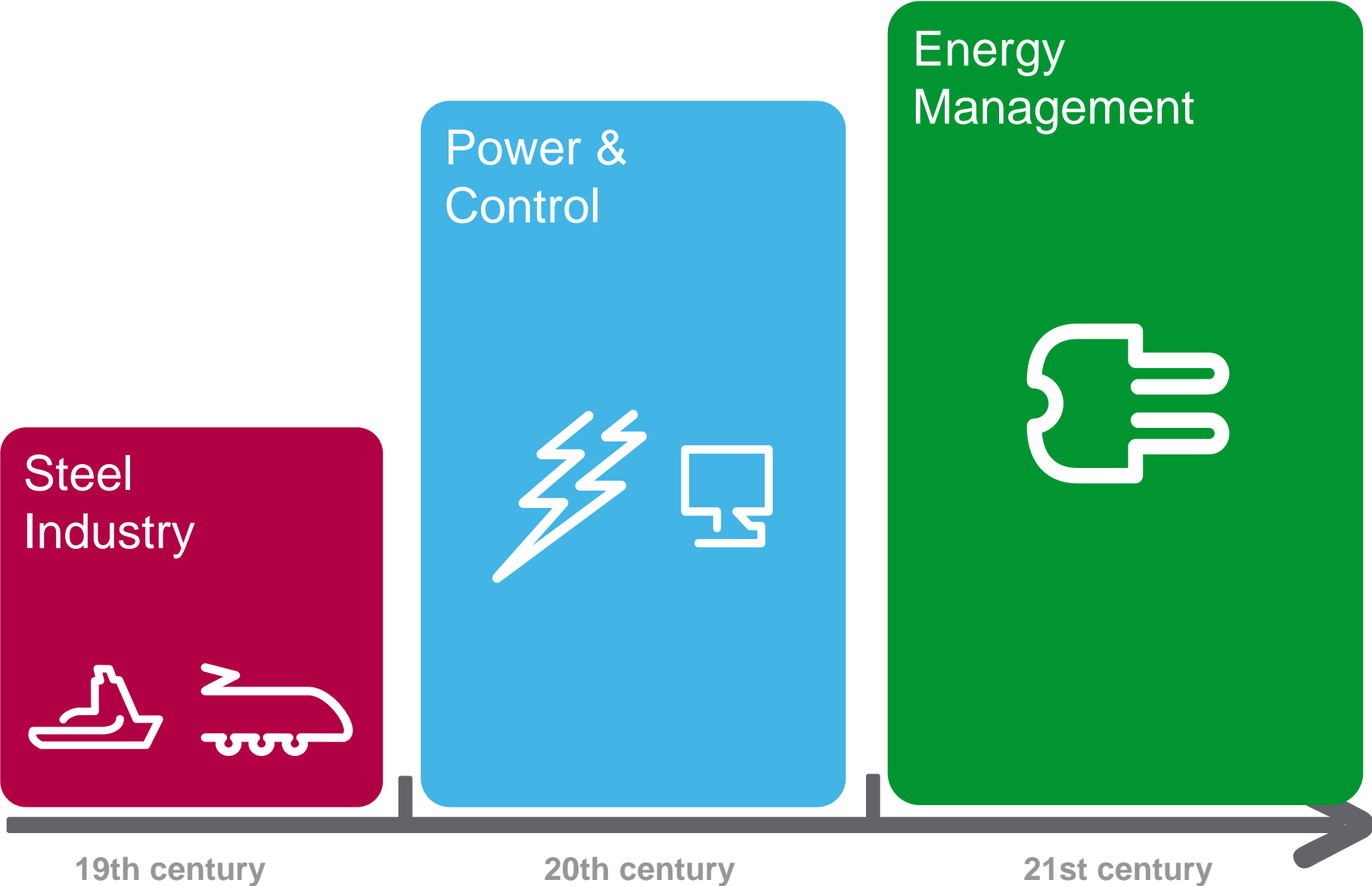
Climate change

Conflicts for
resource access
& control

Our answer:
Helping people make
the most of their energy



More than 175 years of history



Schneider Electric at a glance

The global specialist in energy management

Large company

24

billion € of sales in 2012

41%

of sales in new economies

140 000+

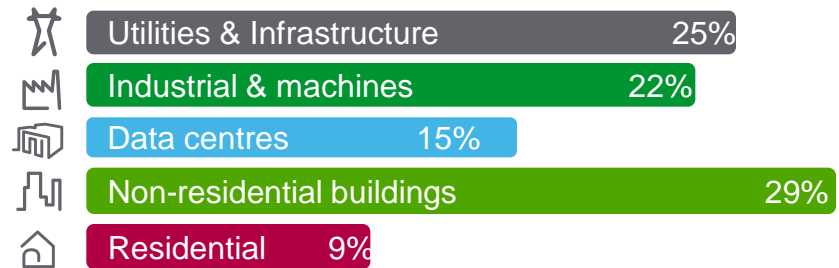
employees in 100+ countries

4-5%

of sales devoted to R&D

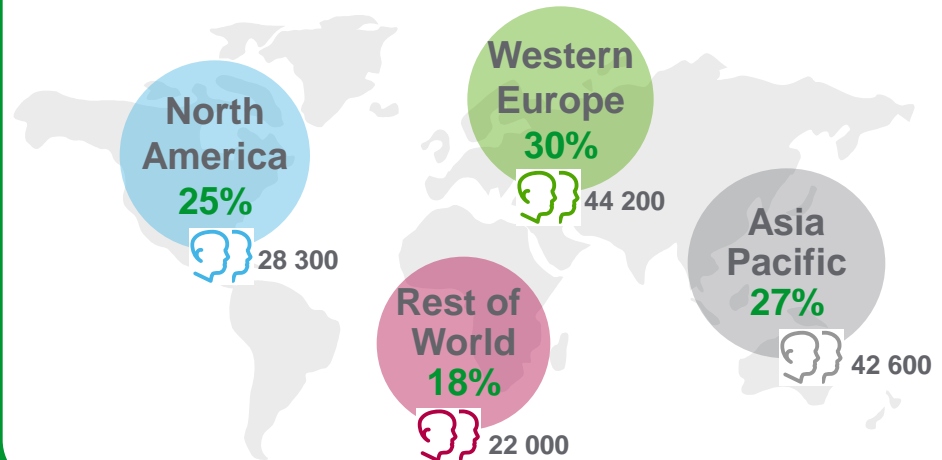
Diversified end markets

FY 2012 Sales
(billion €)



Balanced Geographies

FY 2012 sales
Year-end 2012 employees



Schneider Electric North America

6.7

billion \$ sales in 2012

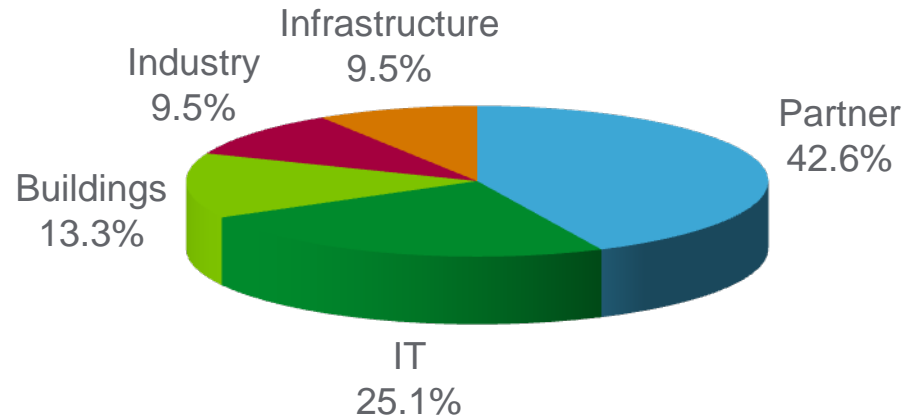
25

% of global sales

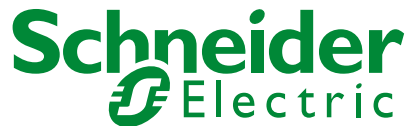
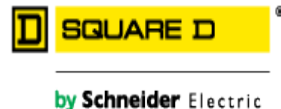
26 000

people in 3 countries

FY 2012 Sales



Market Leading Brands



Sales by Business Unit – FY 2012 sales



Schneider Electric U.S.A.

5.6

billion \$ sales in 2012

18 000

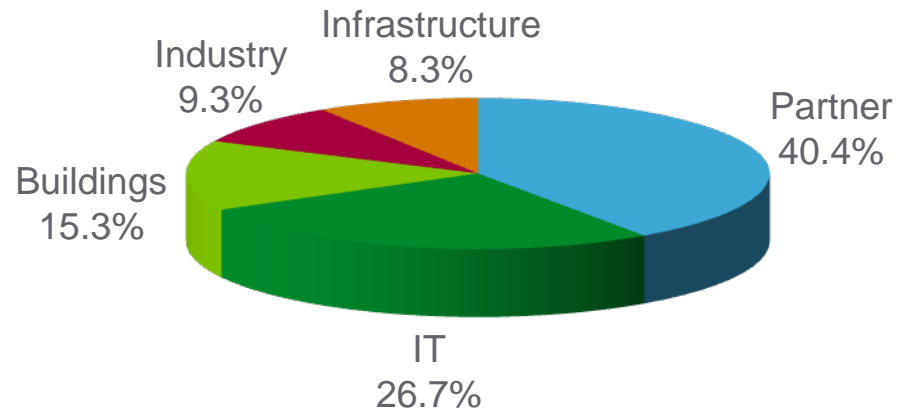
people across the country

240

facilities across the country

- 40 Manufacturing facilities
- 6 Distribution centers
- 6 R&D centers
- Business, sales & services

FY 2012 Sales



Market Leading Brands

APC[™]
by Schneider Electric

SQUARE D[®]
by Schneider Electric

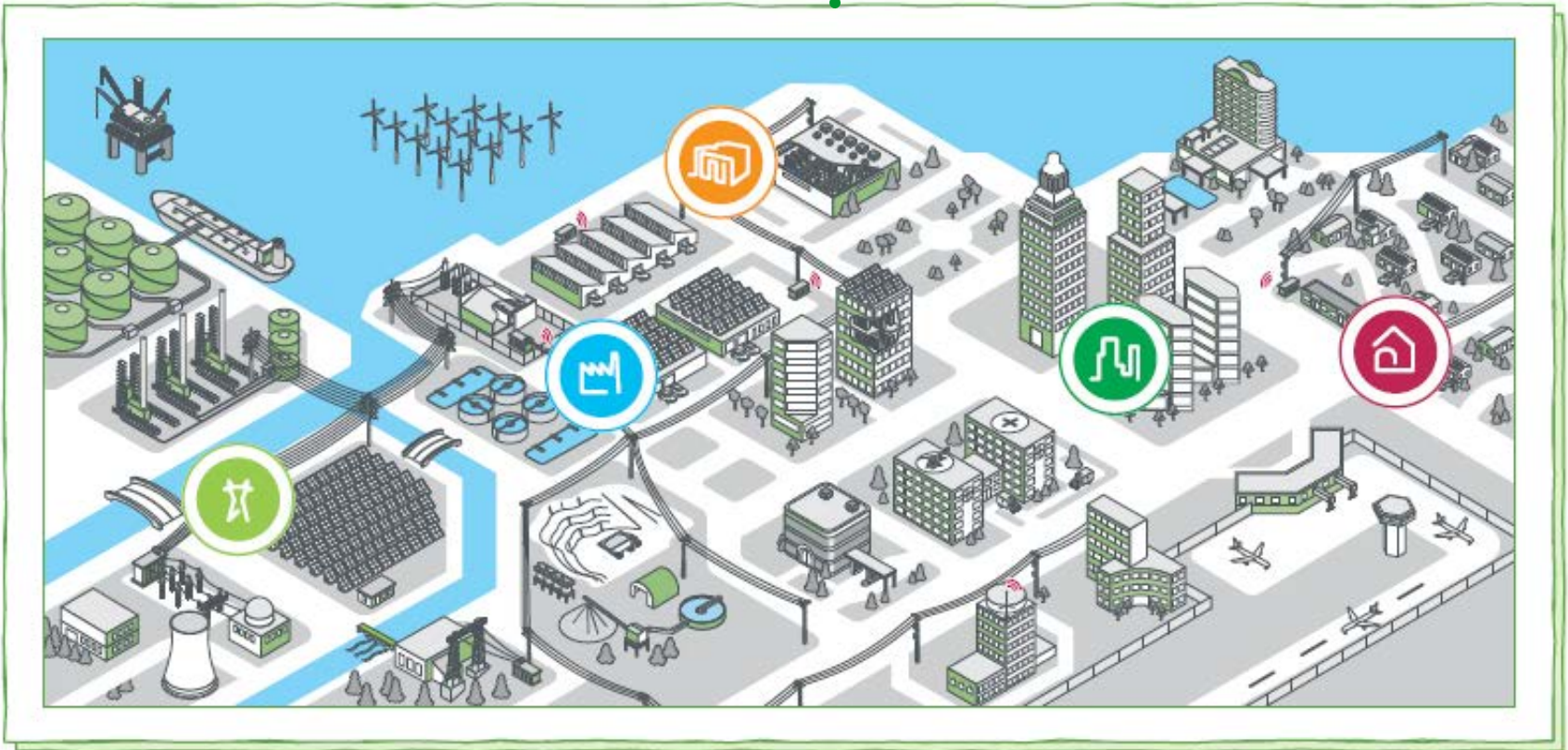
Schneider
Electric
PELCO
by Schneider Electric

Energy production
& transmission

Energy Management

•Making energy...
Safe, Reliable, Efficient, Productive and Green

Energy
Usage



...with 30-70% savings everywhere



How do we do it?

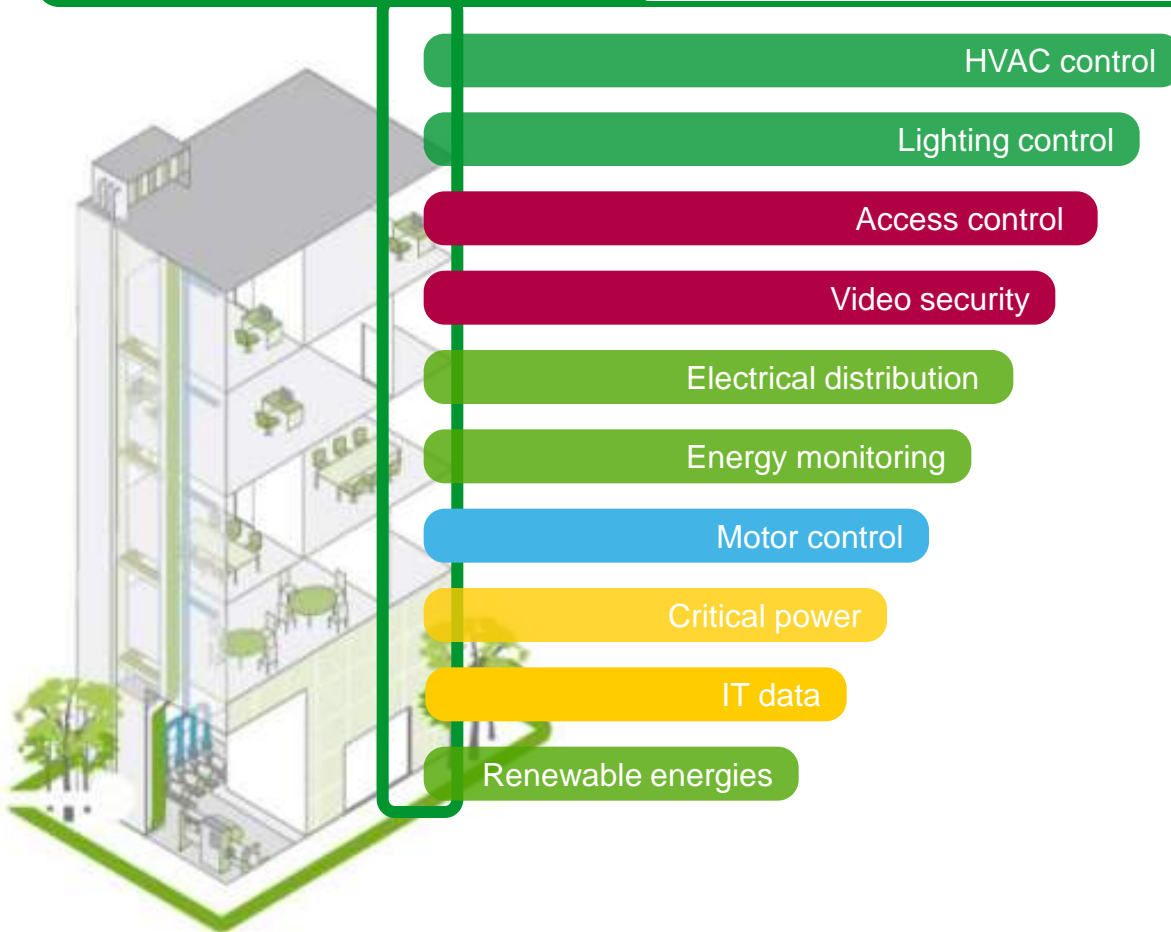


Providing integrated solutions

Integration

Make energy visible
Make systems work together

EcoStruxure™



HVAC control

Lighting control

Access control

Video security

Electrical distribution

Energy monitoring

Motor control

Critical power

IT data

Renewable energies

Efficient & productive

- Measure and control energy, automate, provide relevant diagnosis
- Manage processes
- Make all the utilities of any Infrastructure more efficient

Reliable

- Prevent from power outage & quality variance

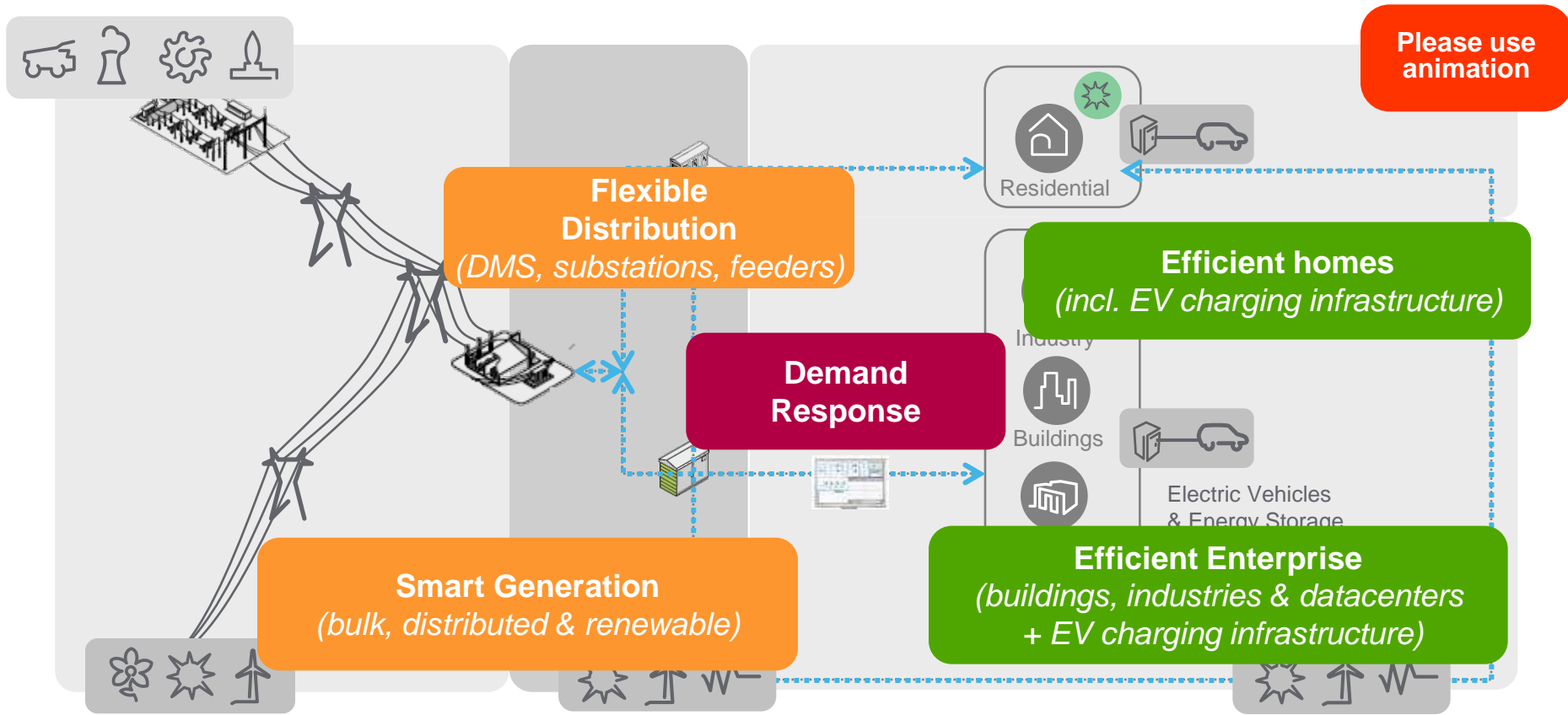
Safe

- Protect people and assets
- Transform and distribute power safely

Green

- Make the connection of renewable energy sources easy, reliable and cost-effective

Leading the development of the Smart Grid



Smarter Demand



Smarter Supply



Demand Response

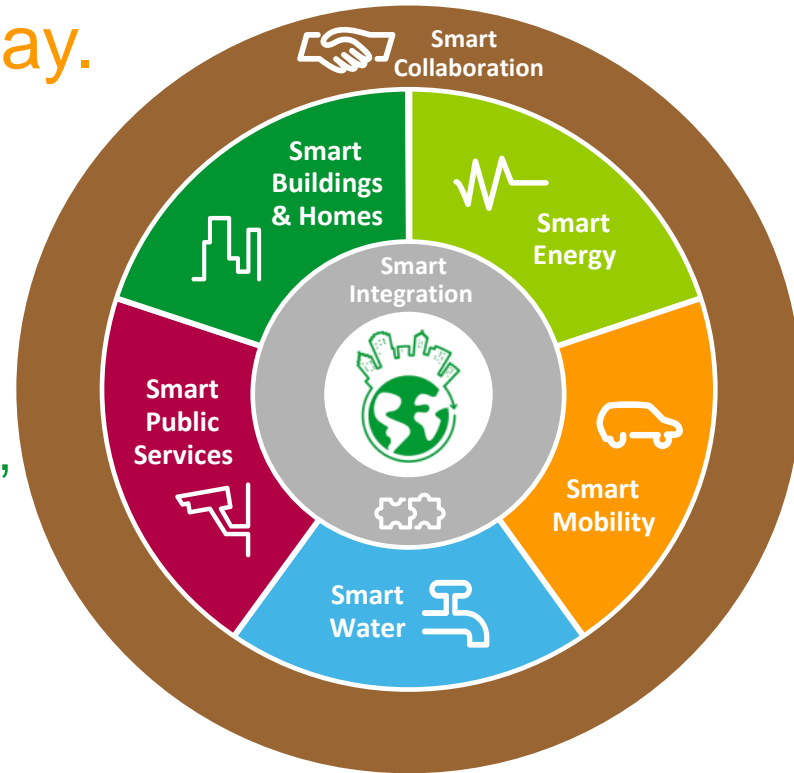


the Smart Grid

...and Smart Cities!

We deliver urban efficiency. Today.

- **Solutions** to cities' immediate challenges,
- **Integration** for increased efficiency,
- **Innovation** for a holistic sustainable future,
- **Collaboration** to make it all happen.



We understand what it takes. We make Smart Cities a reality.

Within an innovative eco-system for a simpler and greener future

We start today...

Partnering with 50+
best-in-class public and
private organizations



**Leading global
projects** for Intelligent
buildings, renewables,
nanotechnologies

Homes
Minalogic
Smart
Electricity

**Boosting
standardization**
Zigbee, IEC, NEMA



Funding start-ups
Schneider Electric
Venture capital fund

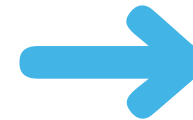
Demand
response,
software
breakthrough

**11000
R&D
engineers
70 sites in
22 countries**

So we can be...



Energy
efficient



Environmentally
friendly



Open and
connected



Available 24/7,
on site and remote

Tackling the stakes of today and tomorrow to support Schneider Electric's responsible growth

Green business



Energy efficiency



Renewables



Electric Vehicles



Smart cities and smart grids

Responsible company



Access to energy



Environment protection



People well being



Social commitment



Ethics & responsibility

Measured commitment



Objective 2014: 8/10
January 2012 start: 3/10

- Communicate quarterly
- Audited annually
- Revised with each company programme

With people at the heart of our strategy

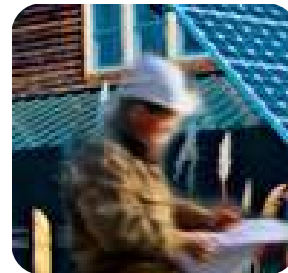
Individual behaviors driven by...

- Technology that makes things visible
- Regulations
- *Incentives*



Skills

- Renew competencies
- Build new educational programs
- Develop maintenance, audits, etc.



Collaboration

- Public-private partnerships
- Cross-business alliances
- Competitiveness projects



Respect and passion for diversity

- Loving difference
- Diversity for innovation



Our greatest reward:
the satisfaction of our
stakeholders

A recognized and awarded commitment

Reference Ethical Stock index and ratings



- Among the 300 selected companies in the DJSI world out of 3500

CARBON DISCLOSURE PROJECT

- Top 52/500 in transparency index
- Top 29 on the performance index



- In the best-in-class companies for Vigeo CSR rating agency



- In the Prime category of the Oekom research ranking



- Top 5 of the best French listed companies in CSR



- Top 100 most ethical companies By Ethisphere, EU - For our ethics commitment and governance

Prestigious awards

Gigaton award

by carbon war room, UK
for our commitment to smart grid and energy efficiency



Zayed Future Energy prize

By Masdar, UAE
For our contribution to renewables and sustainable development



Green Cross

By national safety council, US
For our health & safety practices



Human Capital trophy

France
For our management internationalization policy



Make the most of your energy™



www.schneider-electric.com

Schneider
Electric