

Investor day

November 17, 2010

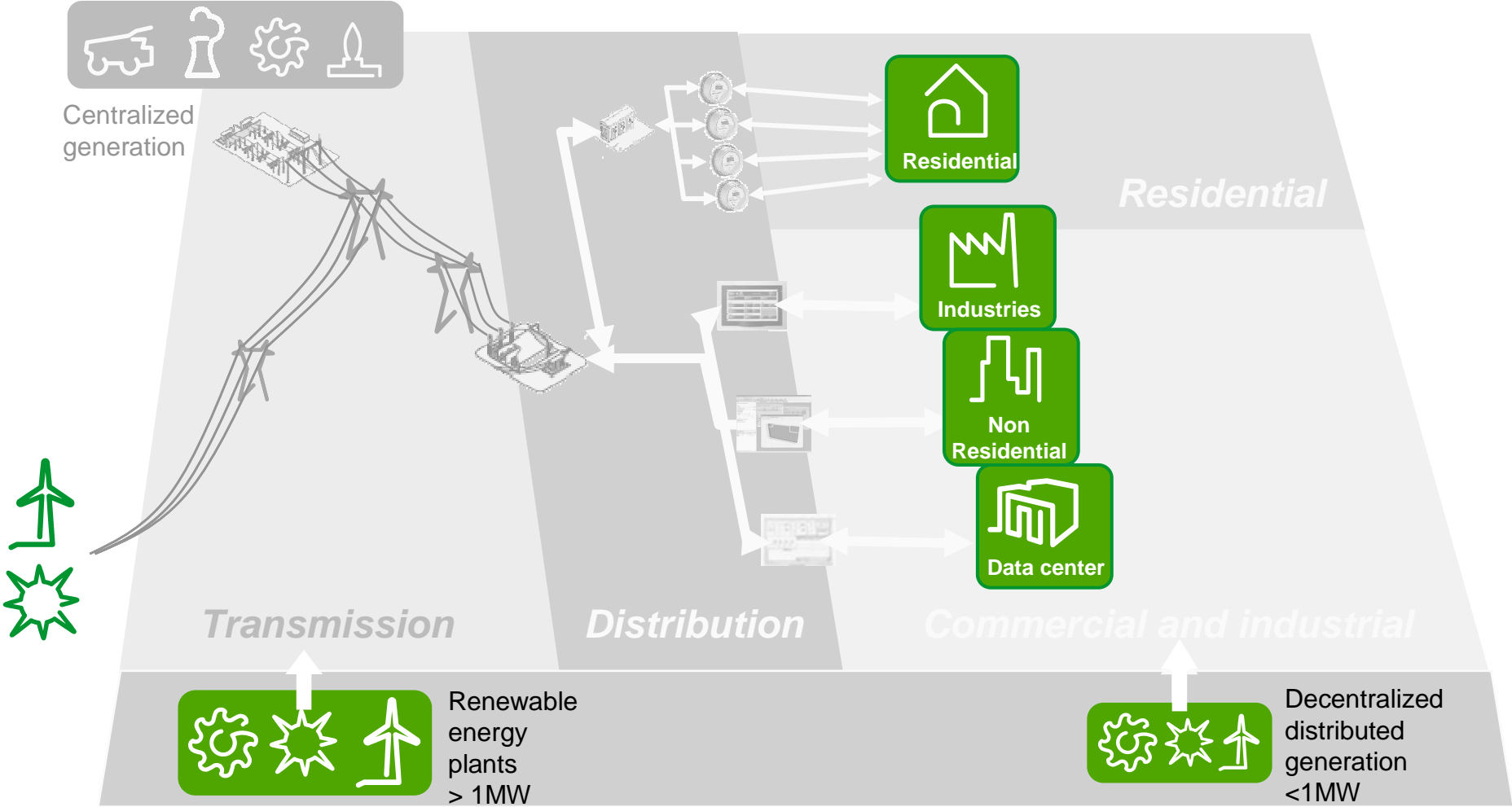
Power business

Julio Rodriguez

Executive Vice President



Power: Business strategic domain



Power: Business overview

Business size

€7.2bn

LTM sales
proforma*

Low Voltage
IS&C

#1
worldwide

Key Channels

Electrical
distribution

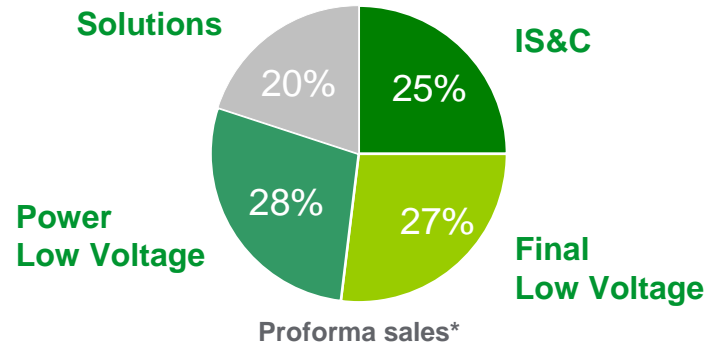
Contractors

Panel builder

OEMs

● 1st channel ● Other key channels

Our offer



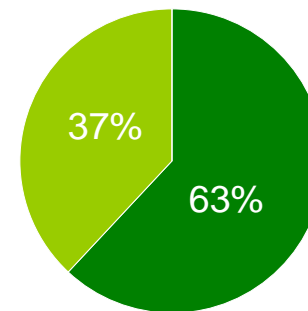
Segment responsibility



Backbone of
solutions for all
other segments

Geographies

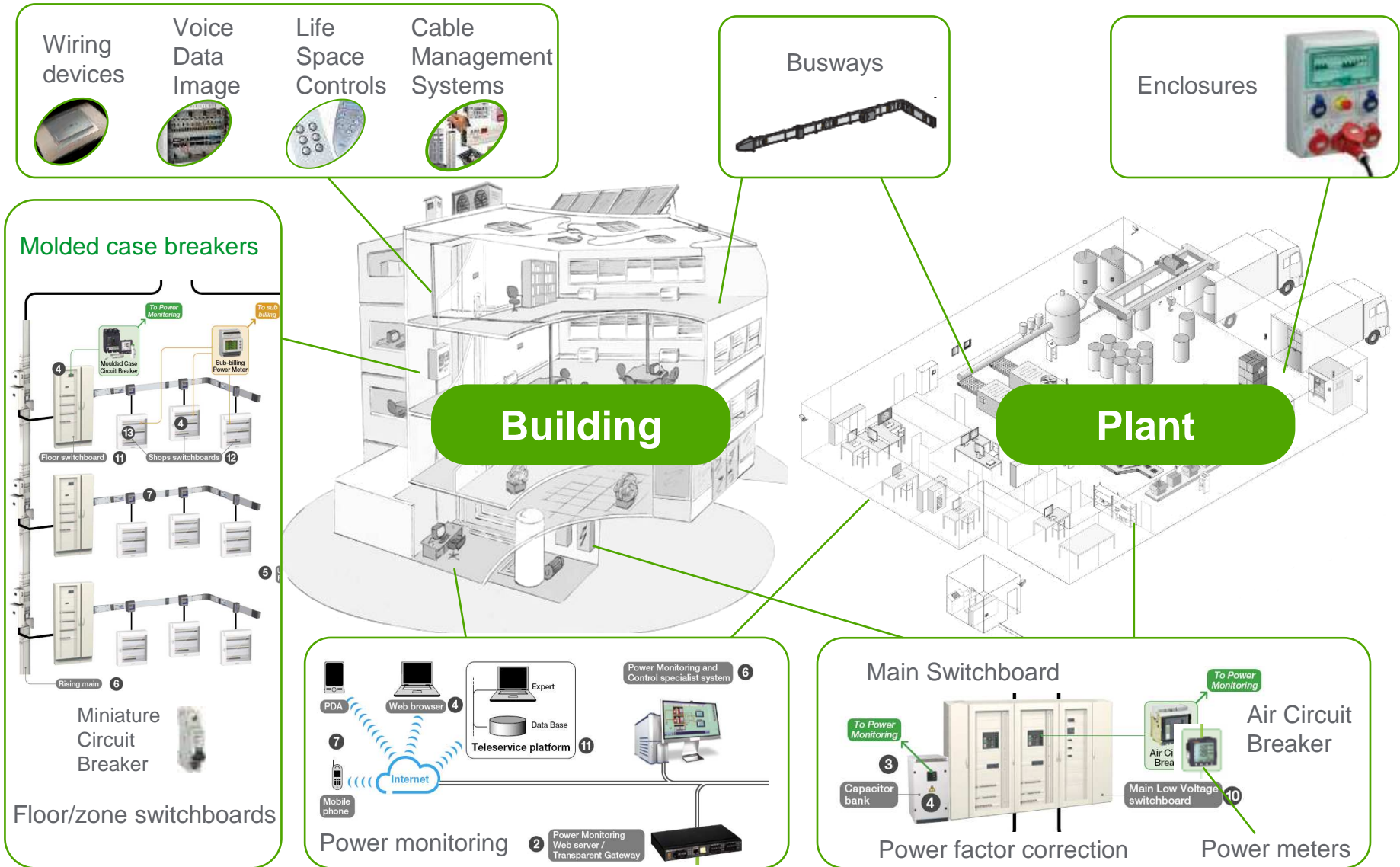
New
economies



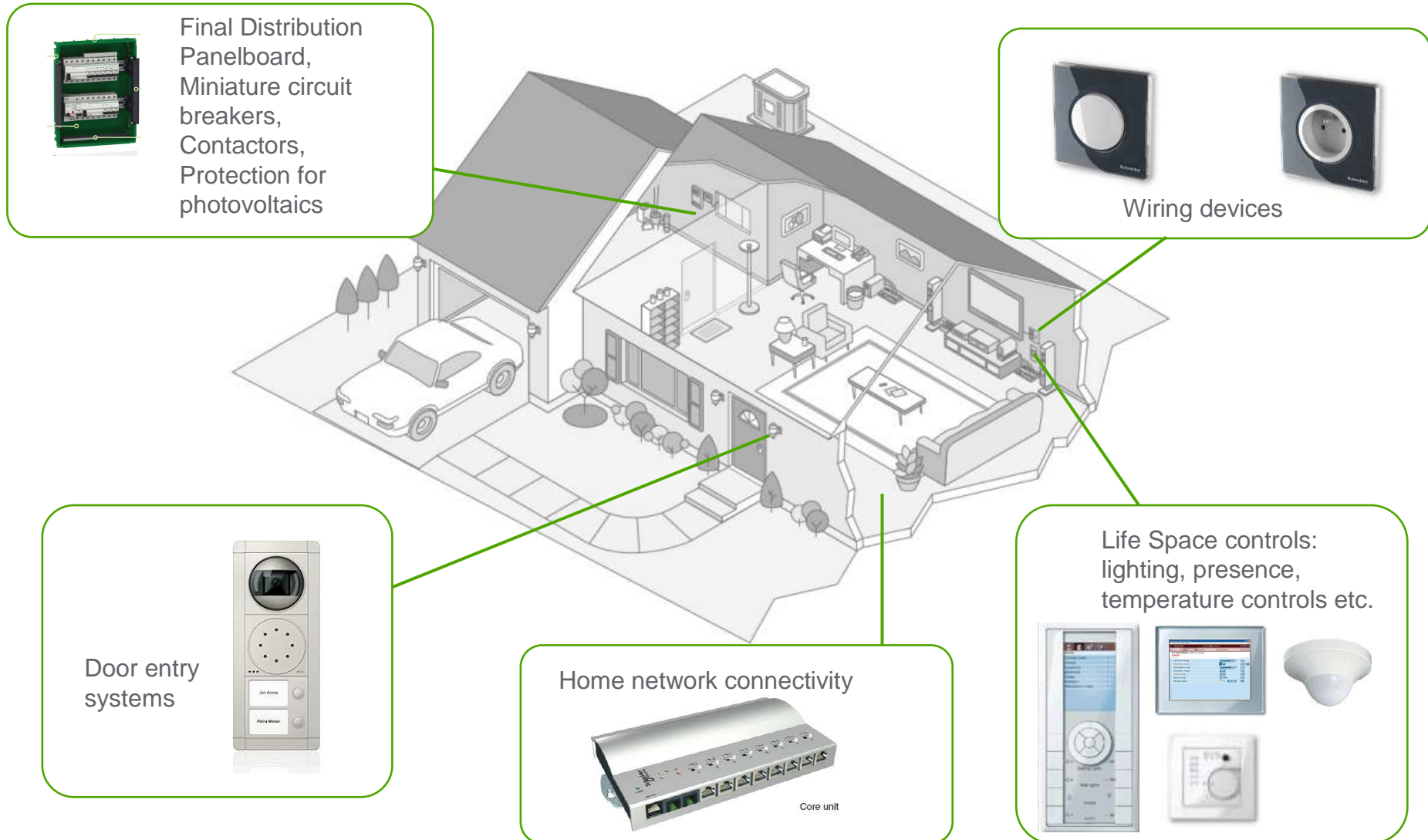
Mature
countries

* Estimates subject to changes. Final split between Power and Energy to be finalized.

Best-in-class offers for buildings & industrial plants



Best-in-class offers for living space



Best-in-class offers for renewable energy

PV power plants

Tracking systems

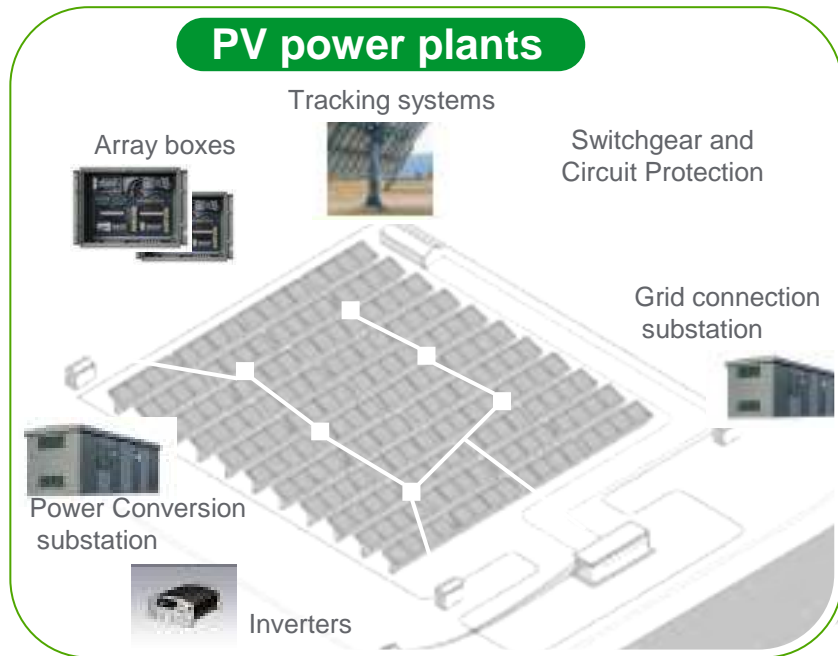
Array boxes

Switchgear and Circuit Protection

Grid connection substation

Power Conversion substation

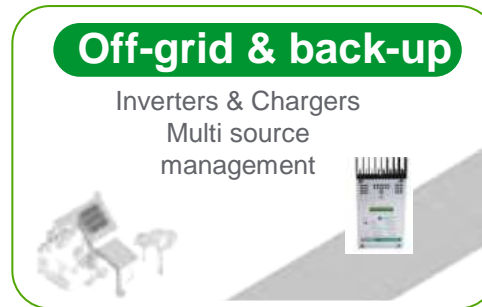
Inverters



Off-grid & back-up

Inverters & Chargers

Multi source management



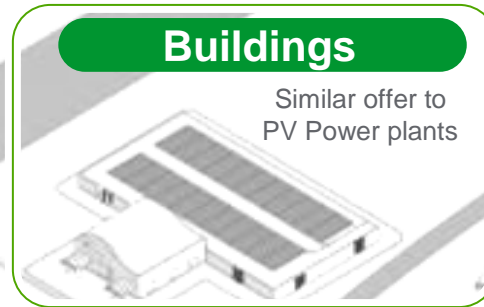
Wind power plants

Similar offer to PV Power plants (OEM Wind inverters)



Buildings


Similar offer to PV Power plants



Supervision and monitoring (incl. metering)

Engineering & consulting

Maintenance and operation



Inverters

Distribution Panels

Residential



Our business benefits from favorable market drivers

Global Market Drivers

Regulations and energy cost drive accelerating demand for energy efficiency

Smart Grid means new opportunities

New economies: Huge needs for electricity supply, safety and reliability

Business Specific Drivers

The “green” push

- Compliance with regulations
- Carbon footprint
- Measure and trace power consumption

New expectations from end-user

- Add renewable sources of energy
- Electrical vehicle charging infrastructure
- Load control
- Efficient home

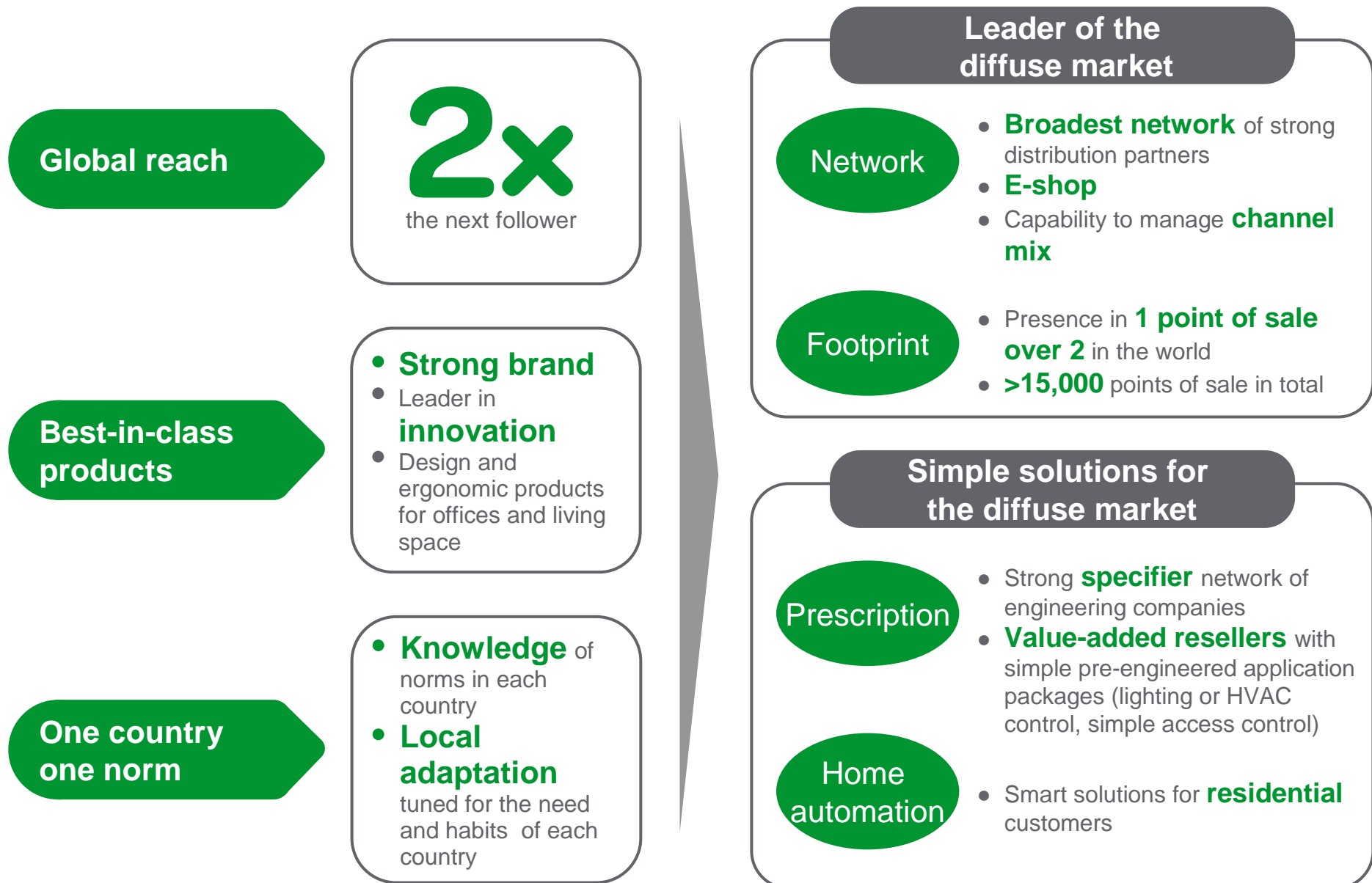
Connectivity everywhere

- Need simple and integrated solutions to regulate energy usage
- Wireless installation and connection

Growing middle class looking for better life quality

- Need for more safety and simplicity
- Need for local offer adapted to new economies

The “Power” of a global leader



Home automation enabled by a simple integrated solution to manage energy at home

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We innovate to bring integrated solutions to our customers

Solutions capability

Backbone

- **Global leader** in power monitoring, backbone for all group businesses
- Seamless integration into other business solutions with **EcoStruxure**
- Low voltage everywhere

Solutions

- Solutions with focus on **energy efficiency** solutions

Advanced services

- Advanced **energy services**
- Installed base services

Link users to smart grid

End-user knowledge

- **Demand side management** enabled by power monitoring solutions, and the link to the Energy business supply side solutions
- Link efficient homes to the grid

Renewables

- **Integrated solutions** for photovoltaic solar farms and for buildings
- Best-in-class products for wind and hydro markets

Electric cars

- **Electric vehicles** charging infrastructure



Power is a key support for integrated solutions
for an operating theatre (hospital)

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Solutions for renewables: Turnkey Photovoltaic Plant in Puglia Il Primo Project - AES Solar Italy

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Power: solid base for growth

- ✓ Best-In-class **product leadership** and strong **brand** image
- ✓ **Diffuse channels** and strong penetration in all end segments
- ✓ Seamless **integration** with all Schneider Electric businesses for solutions **EcoStruxure™**
- ✓ **Customer proximity**



Energy Efficiency

- ✓ Develop solutions with focus on Energy Efficiency and main market segments
- ✓ Focus on service capabilities

Smart Grid

- ✓ Drive innovation
- ✓ Develop renewable projects
- ✓ Leverage our offer and strategic position on Energy (Response) and Power (Demand) to offer a complete solution

New economies

- ✓ Increase exposure to new economies and accelerate global footprint
- ✓ Speed of local adaptations with R&D centers in China, India and Mexico

Global leadership

Best-in-class diffuse model

Backbone for integrated solutions

**Help people make the
most of their energy**

