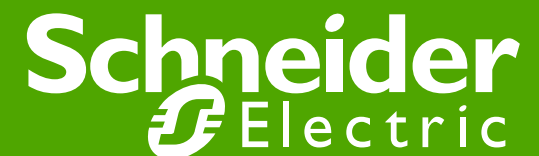


# Acquisition of Luminous Power Technologies

May 30, 2011



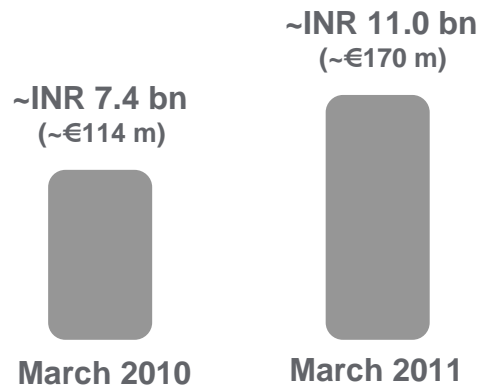
# Disclaimer

All forward-looking statements are Schneider Electric management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.



# Luminous Power Technologies - a leading player in the Indian inverter and power storage market

## Sales



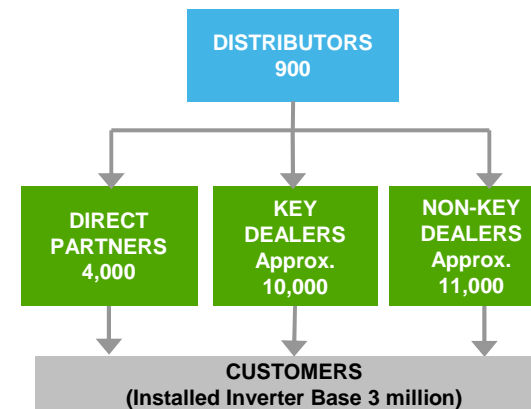
## 2010 sales breakdown



## Industrial and employee data

**3000** employees  
**8** industrial sites in **India**  
**1** industrial site in **China**

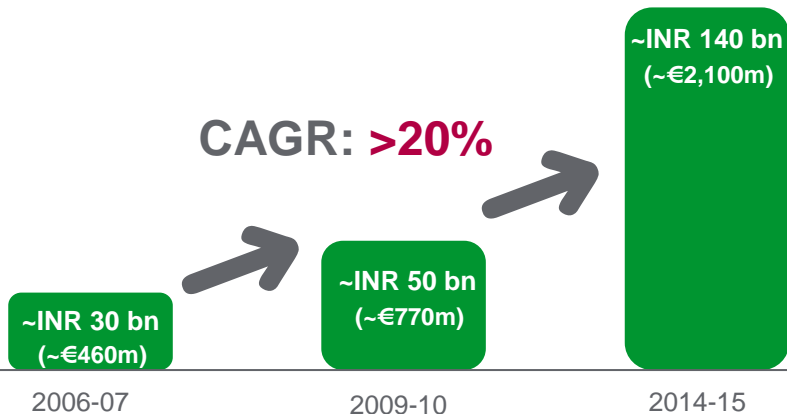
## Distribution channels



# We will leverage its strength to expand in this fast growing market in and outside of India

## Strong market potential

### Indian inverter and power storage market (estimation in billion INR)



- Sustained electricity supply deficit
- Increased lower tier town & rural penetration
- Higher load requirements
- Switch over from generators

## Attractive assets

- Strong brand
- Excellent diffuse network, complementary to IT distribution channels
- Large customer base (3 million existing inverter users)
- Strong installed base service capacity

## Leverage for growth

- Export opportunity to Middle East, Africa and South East Asia
- Cross-selling platform for low voltage products via the diffused channels
- Develop integrated renewable solutions

Source: Based on Schneider Electric estimates and market research

# The combination with Luminous will position Schneider Electric as the leader in this market

Market leadership

Balanced geographical coverage

Multiple accesses to markets

Growth platform

Purchase price for 74% of the shares is INR **14.0 bn**(~€ 215 m)

Total net debt of INR **2.4 bn** (~€37 m) as of 31 March 2011

EV/EBITDA multiple of ~16x

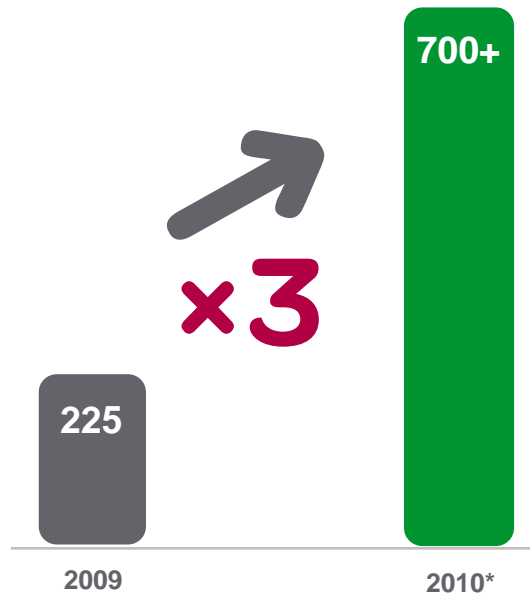
Expected to beat **Schneider Electric's WACC** in year 4

Put and call options for the remaining 26%

# Schneider Electric has become a very significant player in India

## Step-change in size

Group Revenue  
In € million

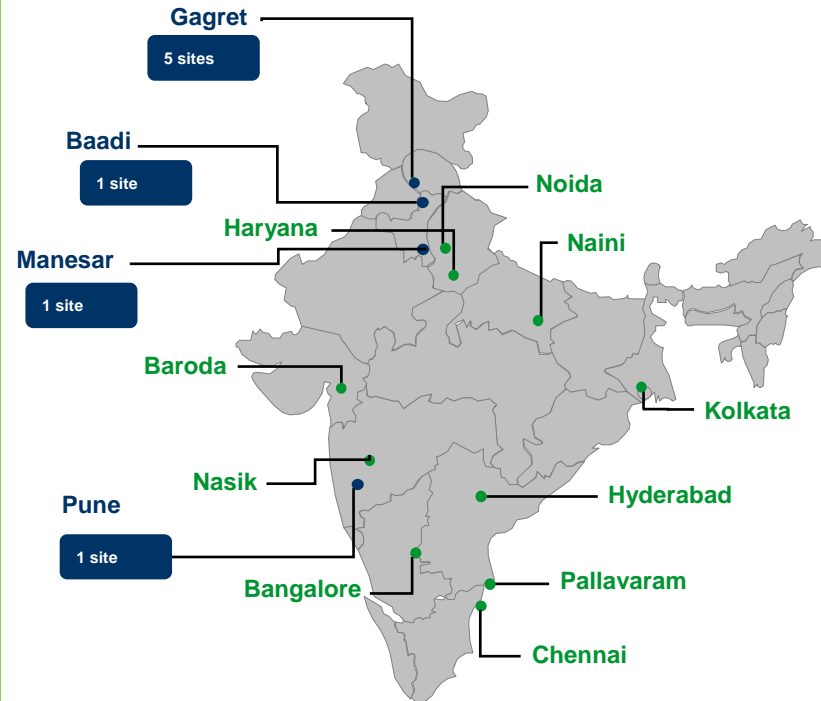


\* Pro-forma basis, including acquisitions signed in 2010 and 2011

- 3 main building blocks: Power, Energy and IT
- Reinforced competencies and product offers for local needs
- Strong platform for future growth

## Large geographical coverage

Manufacturing and R&D footprint



	Before	Luminous	After
Employees*	8,500	3,000	11,500
Industrial Sites	23	8	31
R&D engineers	900	100	1,000

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

