

Press Release

Initi@tive 2007 in Nice: Schneider Electric creates value for its customers through energy efficiency

Nice, 30 January 2007 – For the 12th edition of the Initi@tive trade fair, which takes place from January 30th to February 2nd 2007, Schneider Electric plays host to 4,000 customers from the Mediterranean basin to the Baltic, from the Atlantic coast to the shores of the Black Sea.

For them, this private event is an opportunity to discover – through conferences, demonstrations or exhibition stands – the solutions, innovations and applications presented in the fields of energy efficiency and automation.

In the field of energy efficiency, Schneider Electric offers innovating solutions and services for sharpening its clients' competitive edge through better energy management and greater energy savings.

1. Schneider Electric and Energy Efficiency: a sustainable commitment

It has been Schneider Electric's policy since 2004 to make the efficient use and management of energy one of the key components in its sales offer. Schneider Electric is currently pursuing this commitment through targeted acquisitions, the rollout of growth platforms and key investment in Research and Development.

Schneider Electric thus plans to pursue the following measures in 2006 and 2007:

- Creation of a cross-functional energy efficiency program throughout the company;
- Creation of a Services division dedicated to offering services in the energy efficiency and critical energy sectors;
- The boosting of our global position in the field of building automation through the acquisition of Invensys Building Systems (IBS) in North America and Asia;
- Creation of a world leader in critical power with the acquisition of the US firm American Power Conversion (APC);
- An enhanced home automation and lighting control offering with the acquisition of Merten GmbH & Co Kg, a German company specialising in smart low voltage solutions for the residential and building markets.

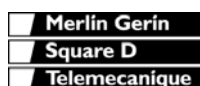
2. Solutions and innovations for improved energy efficiency

- Reducing and managing energy consumption:

Schneider Electric has developed a range of innovating lighting, ventilation, air conditioning and heating control solutions, and building and energy management solutions.

Customers will thus be able to view:

- integrated building control systems;



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Press Release (p. 2)

- electricity measurement and management software;
- energy management software for businesses;
- energy management services for buildings and industry;
- solutions allowing energy savings such as Altivar variable speed drives, network lighting, heating and ventilation control systems.

- Optimising energy costs

New software and services to lower energy bills and improve their management will be proposed:

- request processing services;
- cost-spreading services;
- peak reduction services;
- services to reduce energy consumption.

- Improving the reliability and availability of electrical energy

Through critical power services and architecture, and tools and services to ensure energy reliability, Schneider Electric can offer its customers:

- critical power solutions with a high degree of availability;
- MGE UPS architecture;
- energy management solutions;
- solutions for managing harmonic factors and correcting the power factor.

- Up-to-the-minute innovations

- LED based energy efficient lighting solutions devoted to specific segments, including control and electrical distribution architecture;
- HOMES, new power and control products and solutions for Building and Residential applications;
- Smart Electricity, miniaturized, intelligent electrical distribution components and ancillaries for smarter energy management;
- SHOPS, flexible and open solution between energy suppliers and consumers, to promote energy efficiency in a competitive new market through improved measurement, control, and payment services.

“The efficient use and management of energy have become a key concern. Schneider Electric is supporting its clients in this endeavour and helping them to achieve energy savings, optimise energy costs and improve energy availability,” said Paul Hamilton, Schneider Electric Vice-President Energy Efficiency Program.

The future is in your hands ... let's build it together!



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Press Release (p. 3)

About Schneider Electric

As the global leader in power supply and automation & control through its world-class brands Merlin Gerin, Square D and Telemecanique, Schneider Electric develops a global offer of products and services for the residential, buildings, industry, energy and infrastructure markets. Its 92,000 employees generated sales amounting to €11.7 billion in 2005 via 13,000 sales outlets in 190 countries.

Schneider Electric

**Bringing the best from the New Electric World
to everyone, everywhere, at all times**



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