


Press Kit
May 15, 2009

Inauguration of the Vinson-sur-Verdon Solar Park

Schneider
 Electric

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About Schneider Electric

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centres/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, and efficient, the company's 114,000 employees achieved sales of more than 18.3 billion euros in 2008, through an active commitment to help individuals and organisations "Make the most of their energy™".

www.schneider-electric.com

The Vinon-sur-Verdon Solar Park showcases Schneider Electric's unique expertise as a solutions provider for renewable energies

Vinon-sur-Verdon (France), May 15, 2009 - Schneider Electric today inaugurated the Vinon-sur-Verdon Solar Park in southeastern France, in partnership with SolaireDirect and Caisse des Dépôts.

With the Vinon-sur-Verdon photovoltaic solar farm, Schneider Electric sets the standard for safe, reliable, efficient, productive, green energy. Its ability to offer an array-to-grid solution and related services to manage and convert the electricity produced by the photovoltaic modules and feed it to the grid makes Schneider Electric the only market operator to provide end-to-end management of solar array intelligence.

The Vinon-sur-Verdon photovoltaic solar park will produce enough energy to meet the needs of 4,000 people, without the 2,800 metric tons of carbon emissions an equivalent fossil fuel-fired power plant would produce. Built for Solaire Durance, a joint venture between Caisse des Dépôts and SolaireDirect, the park sits on nine hectares of land and consists of 19,000 photovoltaic panels, for an installed capacity of 4.2 MW.

By offering an integrated, end-to-end solution and acting as the sole contact for plant management for Solaire Durance, Schneider Electric has demonstrated unique know-how that complements the expertise of solar panel designers and sets it apart from rivals. Its products and services cover every requirement, from photovoltaic solar cells to connection to the French national 20 kV grid. They include feasibility studies, power distribution architecture design, the supply of all types of equipment including junction boxes, inverters, prefabricated transformer substations, MV transformer substations, the supervision system and video surveillance, as well as operating and maintaining the site for 20 years.

Through its operating and maintenance services, Schneider Electric can guarantee Solaire Durance 97.5% availability, leveraging both preventive maintenance to anticipate problems and monitoring equipment installed at critical locations in the park. The monitoring devices provide a variety of data on the array's operation — the status of the photovoltaic modules and inverters, the production modules, fault reporting and alarms — and enable Schneider Electric to respond in real time to correct malfunctions and resume operations as soon as possible.

Renewable energies are the key to meeting changing energy demand while reducing carbon emissions. Over the last several years, the Group has added to its stature as a major provider of renewable energy solutions, notably by acquiring companies such as Xantrex, a world leader in the inverter market for the renewable energies sector.

In addition, venture capital fund Schneider Electric Ventures is responsible for identifying new growth and innovation opportunities, focusing on emerging market and technology trends early and cultivating partnerships with startups on the cutting edge of their fields. For these reasons, it acquired a 20% interest in SolaireDirect.

The major sustainable development issues of lowering consumption, producing more efficiently, enhancing energy efficiency, protecting the environment and helping to drive renewable energy development are core focuses of Schneider Electric's businesses and strategy. The Vinon-sur-Verdon Solar Park demonstrates its ability to deliver appropriate, integrated solutions and showcases its unique position in providing access to renewable energies.

On the record

« The Vinon-sur-Verdon Solar Park is a tangible example of how we implement our 'One' company program. It combines all of the Group's products and services in a seamless, end-to-end solution tailored to the customer's specific needs. »

Henri Lachmann,
Chairman of the Supervisory Board
Schneider Electric



« The park demonstrates Schneider Electric's renewable energies strategy, consisting of an end-to-end solution and related services to convert and manage the electricity generated by the photovoltaic solar panels and ensure a reliable connection to the power grid. »

Claude Graff,
Executive Vice President, Renewable Energies
Schneider Electric

See biographies on page 10

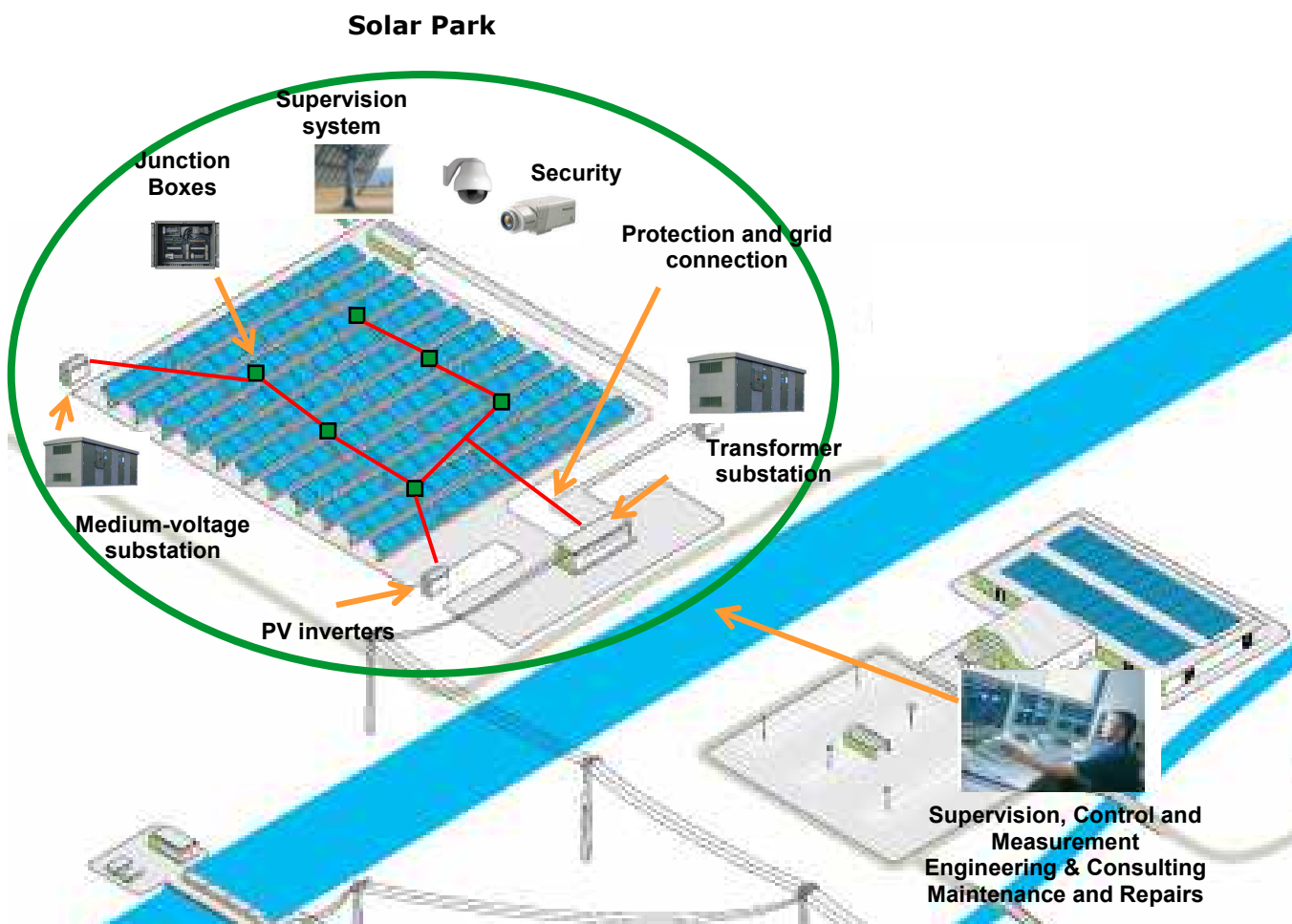
Schneider Electric's technical solutions for the Vinon-sur-Verdon Solar Park

Located in Vinon-sur-Verdon in southeastern France, the Solaire Durance Solar Park sits on nine hectares of land and consists of 19,000 photovoltaic panels, for an installed capacity of 4.2 MW.

The Solar Park meets the power demand of the 4,000 residents of Vinon-sur-Verdon by producing nearly 5,900 MWh. It saves 2,800 metric tons of carbon emissions a year compared to equivalent power production by a fossil fuel-fired plant.

On behalf of Solaire Durance, Schneider Electric's employees will manage all aspects of the solar plant's "brains," including four transformer substations rated at 1 MVA each, a medium-voltage and grid connection transformer substation, 32 junction boxes and a complete video surveillance system, as well as operate and maintain the park for 20 years. The solution is supported by a performance contract guaranteeing 97.5% facility availability.

> Diagram of a standard Schneider Electric renewable energy solution



Schneider Electric solutions available around in the world

Schneider Electric is fast making a name for itself by regularly providing end-to-end renewable energy solutions worldwide.

> Marovato (Madagascar)

Official inauguration on May 27, 2009

The tiny Madagascan village of Marovato, home to 120 people in 21 separate households, has had a clean, sustainable energy supply since late April 2009. Working with Ambatovy and Socotec, Schneider Electric installed the first "Jirano" solar photovoltaic facility, generating peak power of 1,180 watts. The village currently uses 490 watts.

The initiative is part of Schneider Electric's in-house BipBop energy access program for "people at the bottom of the pyramid."



Schneider Electric's photovoltaic expertise being deployed in Marovato, Madagascar.



World's biggest solar farm on a factory rooftop near Saragossa (Spain), with a complete Schneider Electric solution

> Saragossa (Spain)

Operational since January 2009

General Motors and Veolia Environnement have built the world's biggest solar farm on a factory rooftop near Saragossa. Covering 180,000 square meters and consisting of 84,800 photovoltaic panels, it is estimated to cut carbon emissions by about 6,700 metrics tons annually. Schneider Electric designed and built the complete electrical system, from the low voltage AC power through its connection to the medium-voltage 45 kV grid managed by Endesa. A flagship photovoltaic solar project for the company, the Saragossa contract is valued at more than €2.9 million.

France's Grenelle Environment Forum Road Map Doubling the share of renewable energies by 2020

A round table scheduled for June 25, 2009, 9:30 to 11:00 a.m. in the French Senate, attended by Claude Graff, Executive Vice President, Renewable Energies, Schneider Electric

How can major energy companies help achieve this goal? What kind of leeway does the government have? How will the power grid be impacted?

Other participants will include Pierre Gadonneix, Chairman and CEO of EDF; Gérard Mestrallet, Chairman and CEO of GDF Suez; Anne Lauvergeon, Chief Executive Officer of Areva; Philippe Boisseau, President, Total Gas & Power; Dominique Maillard, Chairman of the Executive Board of Réseau de Transport d'Electricité (RTE).

Xantrex, a world leader in inverters for the renewable energy market

In July 2008, Schneider Electric acquired Xantrex Technology Inc., a Canadian company that is one of the top three players in the market for solar and wind plant inverters.

> Significant growth potential

Xantrex has significant growth potential thanks to its:

- Leading position in the booming North American market.
- Inroads in the main European markets (Germany and Spain).
- Extensive portfolio of reliable, quality single-phase and three-phase inverters on the cutting edge of technology.
- Targeted market access via a network of specialized distributors, system integrators and OEMs

The acquisition of Xantrex strengthens Schneider Electric's stature as a major provider of renewable energy solutions.

Renewable power generation is booming. In the period 2006-2012, it is projected to grow at an annual rate of 30% for solar power and 20% for wind power. Driven by soaring fossil fuel prices, heightened public awareness of environmental issues and financial incentives in a number of countries, demand will be steady.

« This acquisition sharply strengthens our foothold in the energy management market: we are even better prepared to meet our customers' energy efficiency needs, by developing integrated, end-to-end solutions. »

Jean-Pascal Tricoire
President & CEO
Schneider Electric

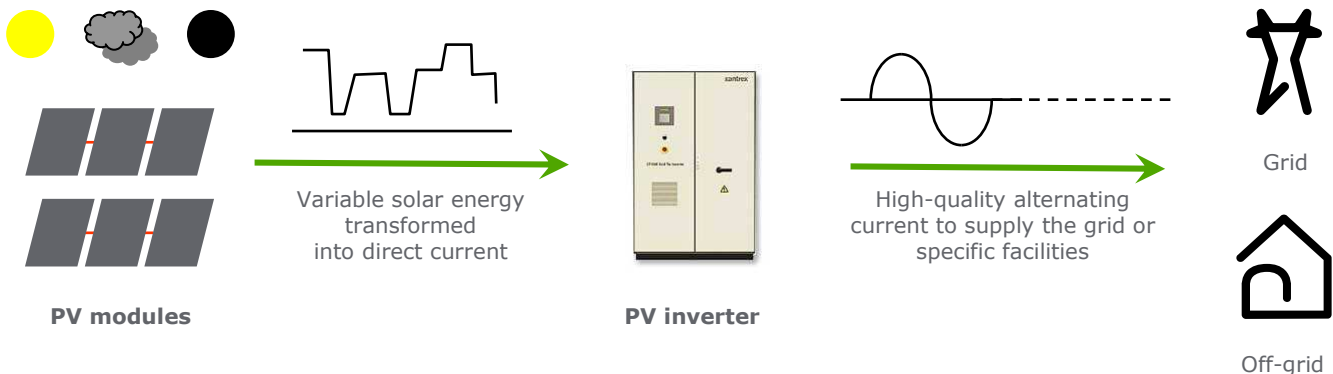
> Significant synergies

Xantrex specializes in inverters, gateways to solar and wind plants, that convert the direct current produced by "clean" generators such as photovoltaic panels or wind turbines into alternating current. The electricity produced is high quality and compatible with the public grid.

The acquisition of Xantrex creates significant synergies for Schneider Electric by strengthening the solid fundamentals of both companies:

- For Xantrex, proficiency in electronic technologies for renewable energies and prime access to solar and wind markets.
- For Schneider Electric, a recognized international reach that includes solution centers and the potential for significant synergies with other activities, such as procurement, technology and operations.

> Photovoltaic inverters, a key function



Schneider Electric Ventures, a partner in innovation

Conceived in 2003 as a technology intelligence resource and springboard for partnerships, Schneider Electric Ventures is Schneider Electric's venture capital fund to finance and support innovative companies.

> Identifying new opportunities for growth and innovation

Schneider Electric Ventures is responsible for identifying emerging market and technology trends early and cultivating partnerships with startups on the cutting edge of their fields.

Schneider Electric Ventures focuses on investing in high-technology startups whose innovations address issues that Schneider Electric considers critical, especially in the fields of energy efficiency, renewable energies, communication, automation, advanced materials and electronics.

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> A vast portfolio of companies supported by the fund

Each year, Schneider Electric Ventures contacts more than a thousand small and medium-sized companies around the world. Some 20 have already been selected for their intriguing innovative solutions and technologies and potential to create value. Schneider Electric acquires an active ownership interest in such companies.

> A few recent investments around the world



C-Power, a leading provider of Demand Response services in the United States, gives infrastructure managers ways to automatically reduce loads during periods of peak power usage. (New York, USA)

O-Flexx Technologies develops thermoelectric microgenerators (heat-to-power conversion) using production processes borrowed from electronics. (Ratingen, Germany)

SemiSouth, is a specialist in electrical components using silicon carbide (SiC) technology, the basis for future high-efficiency power conversion products. (University of Mississippi, USA)

Watteco develops electronic solutions that enable electrical devices connected to the grid to communicate, purpose designed for the energy efficiency market. (Toulon, France)

Schneider Electric and France's Tenerrdis competitiveness cluster

Schneider Electric signed on to Tenerrdis as soon as the project was launched in September 2004. The stakeholders involved quickly formed a policy group made up of experts, among them Claude Graff, Executive Vice President of our Renewable Energies Business Unit. An industry representative, Claude Graff chairs the Board of Directors of Tenerrdis.

The goal of the competitiveness cluster is to promote the sharing of ideas and information among allied stakeholders to drive innovation, which it does while working with different Schneider Electric employees on different projects. A number of our employees are active in the various collaborative R&D projects certified by the cluster, focusing on grid management and solar-powered buildings.

> What Schneider Electric brings to the cluster and to its partners

Schneider Electric bring the viewpoint of an industrial operator and technology integrator in close touch with customer applications to the competitiveness cluster's projects and facilitates the creation of markets for the new technologies developed by Tenerrdis through its professional disciplines and international reach. Schneider Electric also acts as a growth accelerator for innovative small businesses and industry, both locally and internationally.

> How Tenerrdis impacts Schneider Electric

Schneider Electric's involvement in Tenerrdis has raised its profile and its reputation for innovation.

To offer customers the best technologies, the R&D process concentrates on three major goals:

- Focusing on customers' current and future needs, being careful to keep technologies easy to install, implement and use.
- Acquiring the skills and know-how needed to integrate or combine existing technologies in order to devise innovative applications.
- Pushing and harnessing new technologies that can be used to develop fresh applications with high value-added for customers and test those technologies in real-world settings.

The work of Tenerrdis has speeded the integration of the technologies created by the cluster into Schneider Electric's electrical distribution, building automation and security, industrial automation and control, and critical power and cooling services, with a particular focus on energy efficiency.

The company's collaboration in the competitiveness cluster with various technology leaders in related fields gives it access to the best of innovation and research and development.

A CQPM Technician Certificate in New Energy Technologies

Through its Paul-Louis Merlin technical school, Schneider Electric is lending its expertise as a major industrial operator to help create a French Certificat de Qualification Paritaire de la Métallurgie (CQPM), accrediting the professional skills and capabilities of metal industry workers in new energy technologies. The project builds on the work already accomplished in Tenerrdis to address issues raised by new energy technologies with respect to new occupational fields and potential human resources for manufacturers.

www.tenerrdis.fr

Biographies

> Henri Lachmann

Chairman of the Supervisory Board, Schneider Electric

Education: Graduate of the École des Hautes Etudes Commerciales (HEC) business school, 1961
Degree in Public Accounting

Officer, French Legion of Honor
Officer, Ordres des Palmes Académiques (contributions to French education)
Commander, National Order of Merit (distinguished civil and military achievements)

An entrepreneur's career

1963 – 1970 Arthur Andersen
Auditor, then manager of the Accounting Review Department
1970 – 1998 Compagnie Industrielle et Financière de Pompey, later Strafor-Facom
Chief Executive Officer (1976)
Chairman and Chief Executive Officer (1981-1998)
1999 Schneider Electric
Director since 1996
Chairman and Chief Executive Officer from 1999 to May 2006
Chairman of the Supervisory Board since May 2006

Other directorships

Member and Vice Chairman of Vivendi's Supervisory Board
Member of the Supervisory Board, Groupe Norbert Dentressangle
Director of various AXA insurance group companies and mutual associations
Non-voting director, Fimalac
Chairman, Board of Directors, Centre Chirurgical Marie Lannelongue
Chairman, Fondation pour le Droit Continental/Civil Law Initiative
Chairman, Fondation Télémaque (educational aid for disadvantaged students)
Director, Fondation Entreprendre (entrepreneurship promotion)
Member, Conseil des Prélèvements Obligatoires (evaluation of the impacts of mandatory withholding)
Vice Chairman and Treasurer, Institut Montaigne, an independent think tank
Chairman, Association Pacte PME International (small business assistance)

> Claude Graff

Executive Vice President, Renewable Energies, Schneider Electric

Education

Ecole Centrale, CPA (HEC), Harvard Business School (USA)

Career

After two years as an engineer in North Africa in the hydroelectric sector, Claude Graff joined Merlin Gerin in 1972. His experience covered the full spectrum of sales and business development in the electrical industry, as manager in Lille, Tours and Paris, France. In 1988, he was appointed Chief Marketing Officer of Schneider Electric in Paris and was also in charge of medium-voltage business nationally and of all negotiations with Électricité de France (EDF). He joined the UPS division in 1995, as Vice President of Asian and European operations, to be part of the creation of the new spinoff company MGE UPS Systems through a successful leveraged buyout (LBO). In 1999, as Chief Operating Officer, he participated in a second LBO and successfully managed the company through the dot.com bubble. In 2002 he became CEO of MGE UPS, leading the company (\$800 million, 4,000 people in over a hundred countries) to years of successful growth. He was a driving force in Schneider Electric's 2006 acquisition of the U.S. leader APC and its merger with MGE and joined Schneider Electric's Executive Committee, serving on it through December 2008. Claude Graff has been responsible for developing renewable energies for Schneider Electric since 2007. He has also been chairman of the French competitiveness cluster Tenerrdis, which aims to develop new energy technologies, since 2005. Claude Graff is also a member of the Corporate Management Committee of Gimelec and participated in that capacity in the Grenelle Environment Forum in France. He is a member of the Board of Directors of Grenoble INP and of Syndicat des Energies Renouvelables (SER).

A short solar energy glossary

Some useful words and expressions to know when talking about solar energy. This is not an exhaustive glossary.

Alternating current: An electric current that reverses direction at regular intervals. Power producers distribute alternating current.

Direct current: An electric current flowing in one direction only. Photovoltaic solar panels generate direct current.

Efficiency: The percentage of energy input an energy system puts out as useful energy. All energy systems suffer losses during operation.

Electrical voltage: The difference in potential between two points of an electrical device or circuit. Voltage is measured in volts.

Instantaneous solar radiation: The solar energy flux hitting the Earth's surface across one square meter at a given instant. It is expressed in watts per square meter (W/m^2) and ranges from zero to a maximum of $1,000 W/m^2$ on the earth's surface.

Integrated solar radiation: The solar energy flux hitting the earth's surface across one square meter in one day. It is expressed in watts per square meter per day ($W/m^2/day$). Also called daily solar energy.

Peak power: Maximum power output of a photovoltaic panel when exposed at a perpendicular angle to $1,000$ watts/square meter of sunlight under ideal conditions. Peak power is measured in peak watts (Wp).

Photovoltaic (or PV) solar panels: An assembly of interconnected photovoltaic cells producing enough power to supply a device.

Power: The amount of electricity used instantaneously by a device or delivered instantaneously by an energy source, for a given electrical current and voltage. Power is measured in watts.

Volt: An international unit for measuring voltage, the symbol for which is V. One kV is equal to $1,000$ volts.

Watt: The international unit for measuring power, the symbol for which is W. One watt is equivalent to a current of one ampere across a potential difference of one volt. One kW is equal to $1,000$ watts.

Learn more about renewable energies at
www.schneider-electric.com !

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