

PRESS RELEASE

Schneider Electric and Dalkia pool know-how to assist China with energy challenges

Paris-Beijing, September 25, 2013 – Dalkia and Schneider Electric have announced the signature of a strategic agreement to develop the energy efficiency market in China. The agreement covers the pooling of the two companies' respective expertise and know-how in building energy performance. It comes in the wake of the momentum created by the Chinese government's decision to set targets for resource savings and environmental protection.

Energy efficiency and the reduction of greenhouse gas emissions are central to the 12th five-year plan of the People's Republic of China. Implementation of the plan includes the construction of a billion square meters of low-consumption buildings with the label "Green Buildings." This involves a massive program to improve the energy performance of 400 million square meters of residential buildings in the north of the country, as well as 120 million square meters of existing public buildings in the rest of the country. This ambitious program comes with an overall budget of around €300 billion and must be carried out by the end of 2015. It should enable China to reduce its energy consumption by 16% per GDP unit compared with 2010 and its carbon footprint by 17%.

By putting forward appropriate solutions combining energy renovation, optimization of technical installations and consumption management, Schneider Electric and Dalkia want to meet the specific expectations of Chinese clients in regard to energy savings and sustainability. The partnership will enable Dalkia to speed up the development of its energy performance contracts in cooperation with Schneider Electric, which will supply the energy audits, the energy and building management systems, the speed variators and the safety solutions. The two companies want to strengthen their presence in the Chinese market.

"The building sector is currently one of the world's biggest consumers of energy and one of the biggest producer of greenhouse gases. As a global specialist in energy management, it was a logical step for Schneider Electric to team up with Dalkia to offer Chinese clients solutions to help them consume less and better," said Franck Marteau, Sales Director at Schneider Electric. "Schneider Electric technologies and services are perfectly leveraged by the unique know-how of Dalkia in operating buildings. Together we will achieve greater outcomes for our customers."

For Marie Mugler, Senior Executive Vice President of Dalkia in charge of strategy and development, "China is a strategic market for Dalkia; we've had operations there for over 10 years, in particular through our heating and cooling networks, as in Harbin and Hong Kong. As elsewhere, Dalkia wants to step up its growth in China in the building energy efficiency market, which is currently emerging; it offers considerable potential for growth, innovation and economic and environmental performance. By linking up with Schneider Electric, we are going to be able to offer more clients effective solutions more rapidly based on the know-how and brand recognition of our two companies."

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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 Utilities & Infrastructure, Industries & Machines Manufacturers, Non-residential Building, Data Centres & Networks and in Residential. Focused on making energy safe, reliable, efficient, productive and green, the Group's 140,000 plus employees achieved sales of 24 billion euros in 2012, through an active commitment to help individuals and organizations make the most of their energy.
www.schneider-electric.com

About Dalkia

A subsidiary of Veolia Environnement and Electricité de France (EDF), Dalkia, a global leader in energy services provides innovative solutions to support the sustainable growth of cities and businesses. In an era of climate change, volatile energy prices and scarce resources, Dalkia offers customers its expertise in developing, constructing and operating greener and more economical energy solutions. With almost 50,000 employees in 35 countries, Dalkia reported managed revenue of €8.9 billion in 2012. www.dalkia.com

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