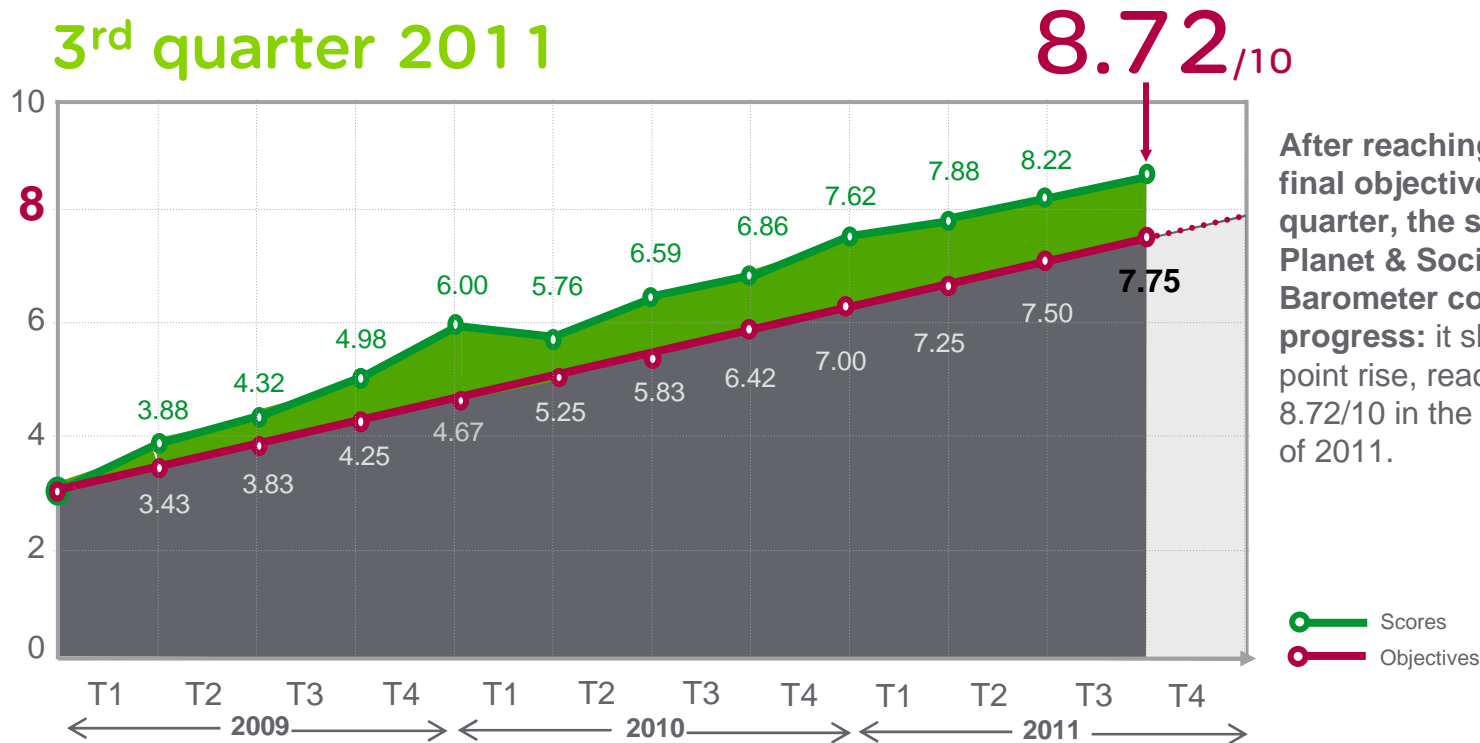


The Planet & Society Barometer Letter

Schneider Electric sustainable development performance

3rd quarter 2011



After reaching the 8/10 final objective last quarter, the score of the Planet & Society Barometer continues its progress: it shows a 0.5 point rise, reaching 8.72/10 in the 3rd quarter of 2011.

Contents

Change in performance	1
Dashboard	2
Main Changes	3-5

Key facts & figures

In brief

- ▶ **7 indicators** out of 13 have already reached their objective set for end of 2011.

Indicators of the quarter

- ▶ **Ethical Stock Market Indices:** Schneider Electric is in the *Dow Jones Sustainability Index World* for the year 2011-2012!
- ▶ **Training in energy management trades for 10,000 youth at the base of the pyramid:** 10,000 people trained objective achieved!
- ▶ **Green Premium:** significant growth (+14 points) thanks to the constant increase in the number of PEPs (Product Environmental Profiles) and EoLI (End of Life Instructions) and major updates in the « Check a Product » data base.

+ Information

Web site:
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Performance of the 3rd quarter 2011

Dashboard

How is performance measured?

At Schneider Electric, we measure progress in sustainable development using all actions carried out as a yardstick. A score out of 10, which is an average of all the indicator results, is the way in which we monitor the overall progress achieved. The results for each of our key performance indicators - expressed in tons of CO₂ emissions, growth points, employee numbers, or percentages - are converted into a score out of 10 (not shown here). The average of these scores gives the Barometer's overall performance level.

Why have a Planet & Society Barometer?

The Planet & Society Barometer has driven and measured progress in sustainable development made by Schneider Electric since 2005. Communicated to our stakeholders, the Barometer presents Group objectives for 3 years over the period 2009-2011 and quarterly results of our key performance indicators. Initial score: 3/10 (on 01/01/09) Target score: 8/10 (on 31/12/11)

The Planet & Society Barometer (objectives at the end of 2011)	Start 01/01/09	Results Q2 2011	Results Q3 2011	
Overall Barometer performance (out of 10)	3.00	8.22	8.72	↗
Planet				
1. 30,000 tons annual reduction of our CO ₂ equivalent emissions	0	-132,292	-161,934 ¹	↗
2. 2/3 of our products' revenues achieved with Green Premium products	0	33.0 %	47.0 %	↗
3. 2/3 of our employees work in ISO 14001 certified sites	58.8%	67.1%	67 %	↘
Profit				
4. 7 points above the Group's organic growth gained by our energy efficiency activities	0	16.7	15.9	↘
5. 10 countries set up a recovery process for SF ₆ gas	0	3	4	↗
6. 1 million households at the Base of the Pyramid have access to energy thanks to Schneider Electric's solutions	0	1,169,809	1,246,996	↗
7. 60% of our purchases from suppliers who support the Global Compact	30%	45%	49%	↗
8. 4 major ethical stock market indexes select Schneider Electric**	3	2	3	↗
People				
9. 10% annual reduction of the frequency rate of occupational accidents	0	-50%	-53%	↗
10. 14 points increase in the company's employee recommendation score	0	+30	+31	↗
11. 2,000 employees trained on energy management solutions	0	503	873	↗
12. 10,000 young people at the Base of the Pyramid trained in energy management trades	0	8,724	10,096	↗
13. 500 entrepreneurs at the Base of the Pyramid set up their activities in the field of energy management*	0	319	319	→

↗ ↘ → The arrow shows if the indicator has risen, stayed the same or fallen compared to the previous quarter. The colour shows if the indicator is above or below the objective.

*Indicator calculated every half year

**Indicator calculated every year

¹Excluding international freight

Performance of the 3rd quarter 2011

Main changes

Planet
Indicator 3

ISO 14 0001 certification Keeping the pace of the certification!

Environmental management standard ISO 14001 helps companies control their impact on the planet: defining their policies, planning and implementing actions, controlling and measure their efficiency. Schneider Electric certifies all its industrial sites with more than 50 employees, and all its tertiary sites with more than 300 people within 2 years after their creation or acquisition.

67% of Schneider Electric employees work on ISO 14001 certified sites. At Q3 2011, 245 industrial and tertiary sites are certified.

[Click here to find out more](#)



Leader:
Global Supply Chain
department

Profit
Indicator 8

Ethical Stock Market Indices Schneider Electric is back in the *Dow Jones Sustainability Index World!*



Today, the DJSI is the leading ethical stock market index in the world. Its selection method, based on a comprehensive questionnaire, follows a « best-in-class » approach and compares the 2,500 largest capitalized companies according to their economic, environmental and social performance. Schneider Electric is one of the 342 companies (and one of the 25 French companies) selected this year for the DJSI World, and is among the 172 selected for the DJSI Europe. Being excluded from the DJSI World last year, it was a priority to get back in the index in 2011, and this goal has been achieved!!!

Thus, Schneider Electric appears in **3** out of the 4 ethical stock market indices targeted by the Planet & Society Barometer: the DJSI World, the DJSI Europe and the ASPI Eurozone (Advanced Sustainable Performance Index)

[Find out more about the Dow Jones Sustainability Indexes](#)

[Find out more about the ASPI Eurozone Index](#)



Leader :
Sustainable Development
department

People
Indicator 11

Training of employees in energy management solutions Significant increase this quarter!

This indicator takes into account the employees who have completed one of the training courses aimed at preparing specialists in energy management (in-class and e-learning), including a general phase on energy efficiency and a specialisation phase applied to customer experiences.

By the end of the 3rd quarter of 2011, **873** employees have completed a training course. Due to the duration of the training (from 12 to 18 months), we expect to have a significant increase in the number of trained employees by the end of the year.



Leader :
Strategy and Innovation
department

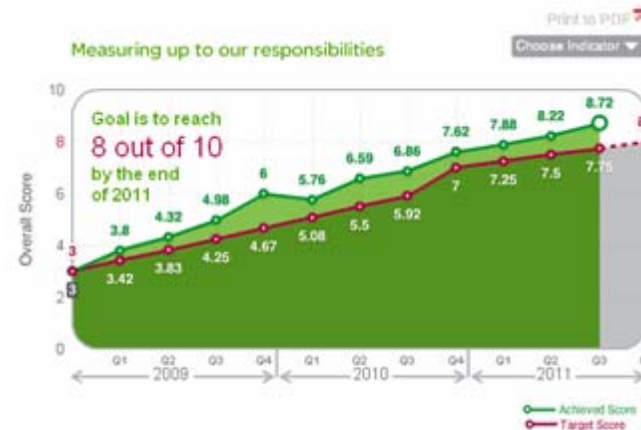
Overview of our news

The Planet & Society Barometer – A brand new on-line tool!

Since September 2011, a brand new interactive tool is available on-line on the website of the Group to navigate through the different indicators of the Planet & Society Barometer.

This tool will allow you to discover the overall results of the Planet & Society Barometer per quarter, as well as the evolution of each indicator. It also provides the definitions and calculation methods of the 13 indicators together with single PDF with indicators' description and performance. Available in English and French, it allows you to discover the Barometer in an interactive way.

Didactic and User-Friendly tool, [click here to find it out!](#)



In brief

➤ Schneider Electric is the main sponsor of the exhibition on the Forbidden City at the Louvre. The exhibition “The Forbidden City at the Louvre – Chinese Emperors and French Kings” takes place from September 28 to January 9, 2012. Promoting cultural exchanges, the exhibit invites us to go through the 800 years of Chinese history – from the Yuan Dynasty till modern days – and to discover a selection of more than 200 original works.

[Find out more](#)

Partnership – Solar Decathlon

Schneider Electric is expanding its partnership with the Solar Decathlon, to promote efficient, sustainable and innovative energy solutions.

Created in 2002 by the US Department of Energy (DoE), the Solar Decathlon is an annual international competition between universities on sustainable housing integrating solar energy. Twenty student teams work during 2 years to design the best eco-friendly house, which will be evaluated during 10 days of competition according to 10 criteria.

This event takes place in a “solar village” built in the heart of a large international city, and is open to the public. Buildings created by the students use state-of-art technologies in eco-construction and energy management.

As a specialist in energy management and sponsor of educational programmes designed to develop competencies among the youth, it is natural that from 2009 until 2013 Schneider Electric has committed to support Solar Decathlon events (US last September, Europe in 2012, and China in 2013).

[Find out more](#)



➤ Walking the talk.

After certifying ISO 50001 its headquarters in Rueil-Malmaison in June, Schneider Electric continues to forge ahead! In Carros, close to Nice, a new French site that brings together a manufacturing unit and R&D centre in the field of automation was inaugurated on October 21. Fully equipped with the Group's energy management solutions, it is expected to have a 40 kw/h/m² energy consumption, which is 6 times lower than the national average level.

[Find out more](#)

Overview of our news

Collaboration and Innovation – A winning approach for Schneider Electric

EnergeTIC project: Energy Efficiency of data centres

The first results of the “EnergeTIC” project, launched a year ago, were presented.

The EnergeTIC project was launched on the 1st of July 2010 by seven partners: Bull, Business & Decision Eolas, Schneider Electric, UXP and university laboratories G2Elab, G-SCOP, and LIG in association with the Joseph Fourier University. This research project aims at developing expertise in the management of data centres’ energy efficiency, designing an information system for their optimization, and implementing it in real conditions.

The impact of the project is primarily collective, since all partners work together to deepen and broaden their knowledge on the energy management of a data centre: power distribution, cooling systems, and computer systems. The results are also visible in terms of social impact with jobs created among the partners and the creation of a university course on energy data management

[Find out more](#)



The Microsol project: Solar power stations for the base of the pyramid

The new innovative project of the BipBop program (Business, Innovation & People at the Base of the Pyramid) was released and enjoys its first success!

The Microsol project has the objective to develop solar power stations for rural areas not connected to local grids. The aim is to convert solar heat into electrical energy without using batteries, the heat being stored in the form of hot water which is kept at low pressure. This technology not only allows the Bop to cut the costs of investments in micro solar stations, but also reduces the pollution risk related to a lack of battery recycling. Working together with a French start-up, Stiral, specializing in energy conversion (from heat, cold or electricity), Schneider Electric got recognition for this innovative project and received financial support from ADEME (Agency for Environment and Energy Management).

Presented at the Summer University of the MEDEF (September 1), the project got the following recognition:

- Winner of the 2011 Observatory of the IE-Club (ITech-Economy), International category;
- Report broadcast on French television channel LCI;
- Selection for the Innovation Forum of ADEME in Paris, September 26, 2011.

[Find out more about BipBop program](#)



In brief

> Green Business Awards 2011 of BFM Business

On September 29, Schneider Electric was awarded the Green Workplace Award 2011 by BFM Business (French TV & Radio broadcast), together with Steria. This award recognizes the company with the most environmentally friendly general services, including business trips, the use of ICT (Information and Communication Technology), paper consumption, and air conditioning & heating.

[Find out more and watch the video](#)

[Find out more about environmental management of Schneider Electric headquarters](#)