

Make the most of your energy

Who We Are and What Our Business Is About

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Agenda

Who we are

What our business is about

The global specialist in energy management



The power of a global enterprise, the service of a local partner



Schneider Electric in figures

- \$27.1 billion sales in 190 countries
- 120,000 employees*
- Local presence in 106 countries
- 205 factories
- 7,000 R&D people in 25 countries

Source: 2007

*workforce including permanent and temporary employees

32% of sales in emerging countries

Helping people make the most of their energy



Operating in five markets

% of revenue 2007



Energy & infrastructure
(Water & Wastewater Industry!)

16%



Industry

26%



Data centers & networks

17%



Buildings

29%



Residential

12%

Agenda

Who we are

 What our business is about

A world where we can all
**achieve more while
using less**
of our common planet

Building an integrated portfolio in automation and energy management

Safe

Productive

Reliable

Efficient

“Green”

Market



Helping customers to
focus on their core
business with
integrated solutions
in energy management



Historical presence



New businesses

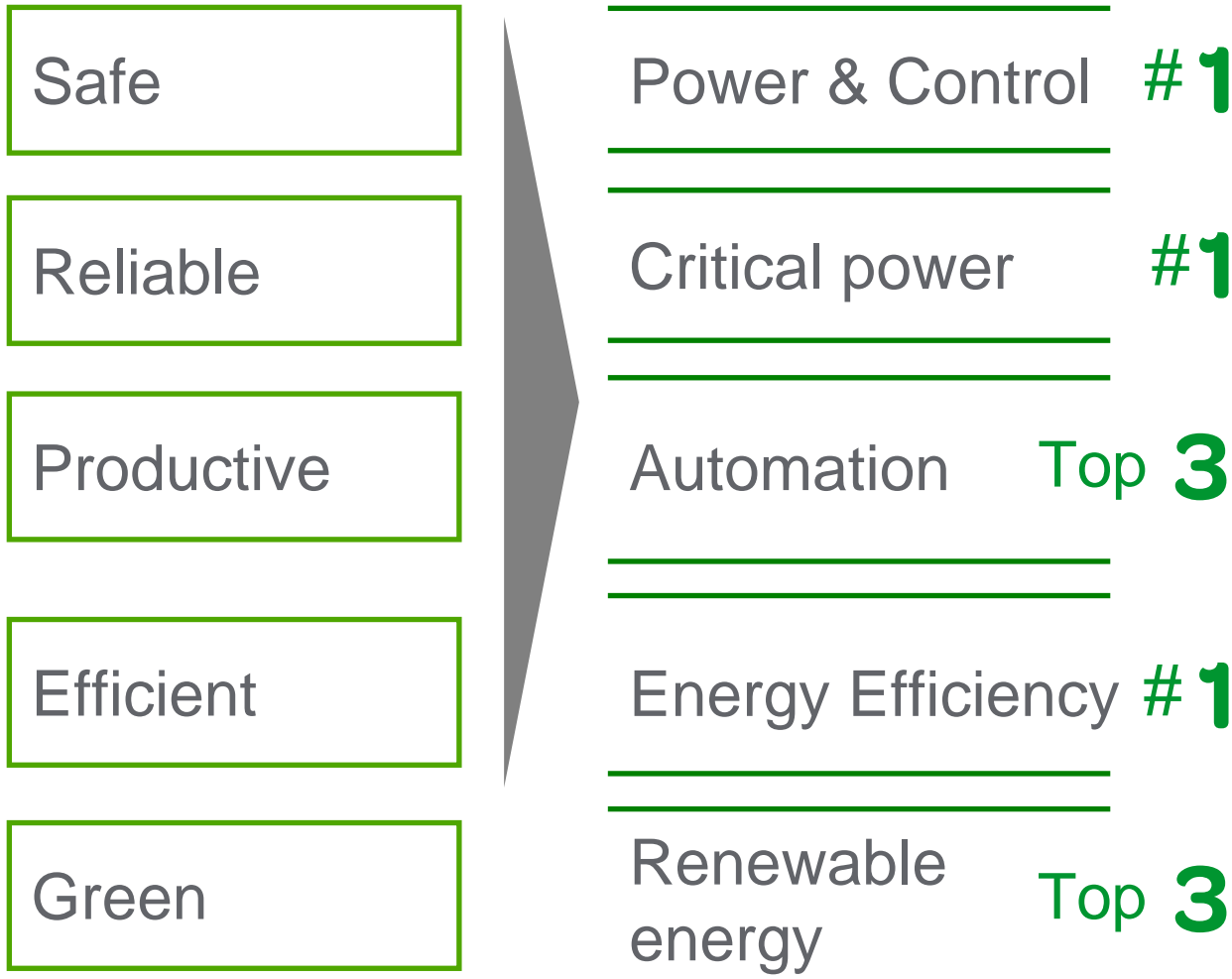
...thanks to targeted acquisitions

from 2000 to 2007*

Power monitoring & control	Installation systems and control	Building automation & security	Industrial automation & control	Critical power & cooling
Power Measurement Inc.	AEM OVA Merten Juno Lighting Clipsal GET	PELCO T.A.C Andover Controls. ABS EMEA IBS	ELAU Citect BEI tech. Crouzet Kavlico	MGE UPS Systems APC

*non complete list

Leading to unique positions to make energy...



Focusing on energy efficiency

Energy is key in our business

 → **72%** of energy consumption

Our solutions deliver up to 30% savings

1. Measure
2. Use efficient devices
3. Automate
4. Monitor



Make the most of your energy

