

Make the most of
your energy™



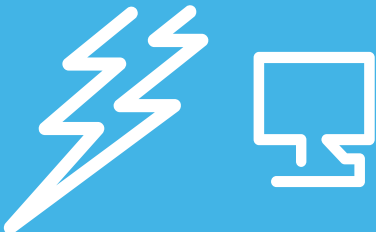
More than 175 years of history

Steel Industry

The icon depicts a steel mill on the left and a train on the right, both in white line-art style.


19th century

Power & Control

The icon features a lightning bolt on the left and a control panel with a screen and buttons on the right, both in white line-art style.

20th century

Energy Management

The icon shows a hand holding a three-pronged electrical plug, both in white line-art style.

21st century

Schneider Electric - The Global Specialist In Energy Management

27

billion \$ sales in 2010

37

% of sales in new economies

110 000+

people in 100+ countries

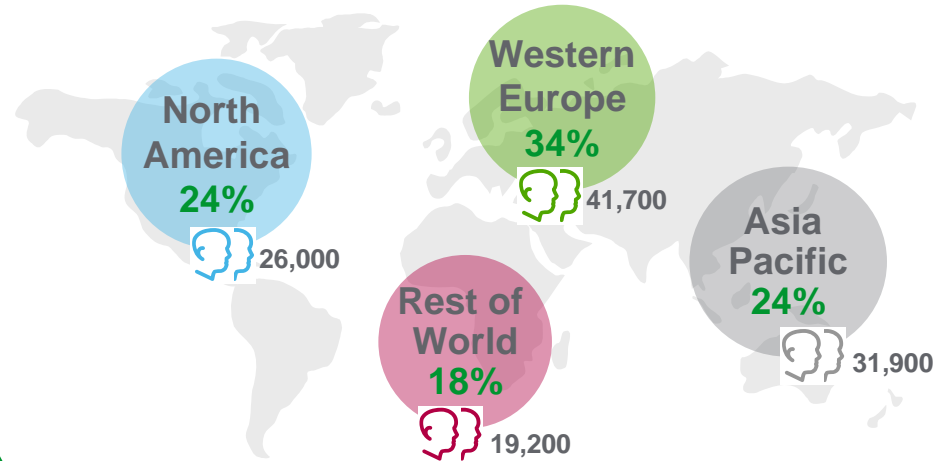
4-5%

of sales devoted to R&D

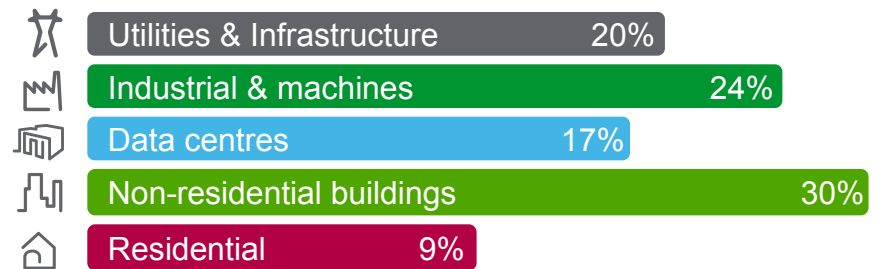
7000+

R&D engineers in 50 centres
& 25 countries

Balanced geographies – FY 2010 sales Year-end 2010 employees

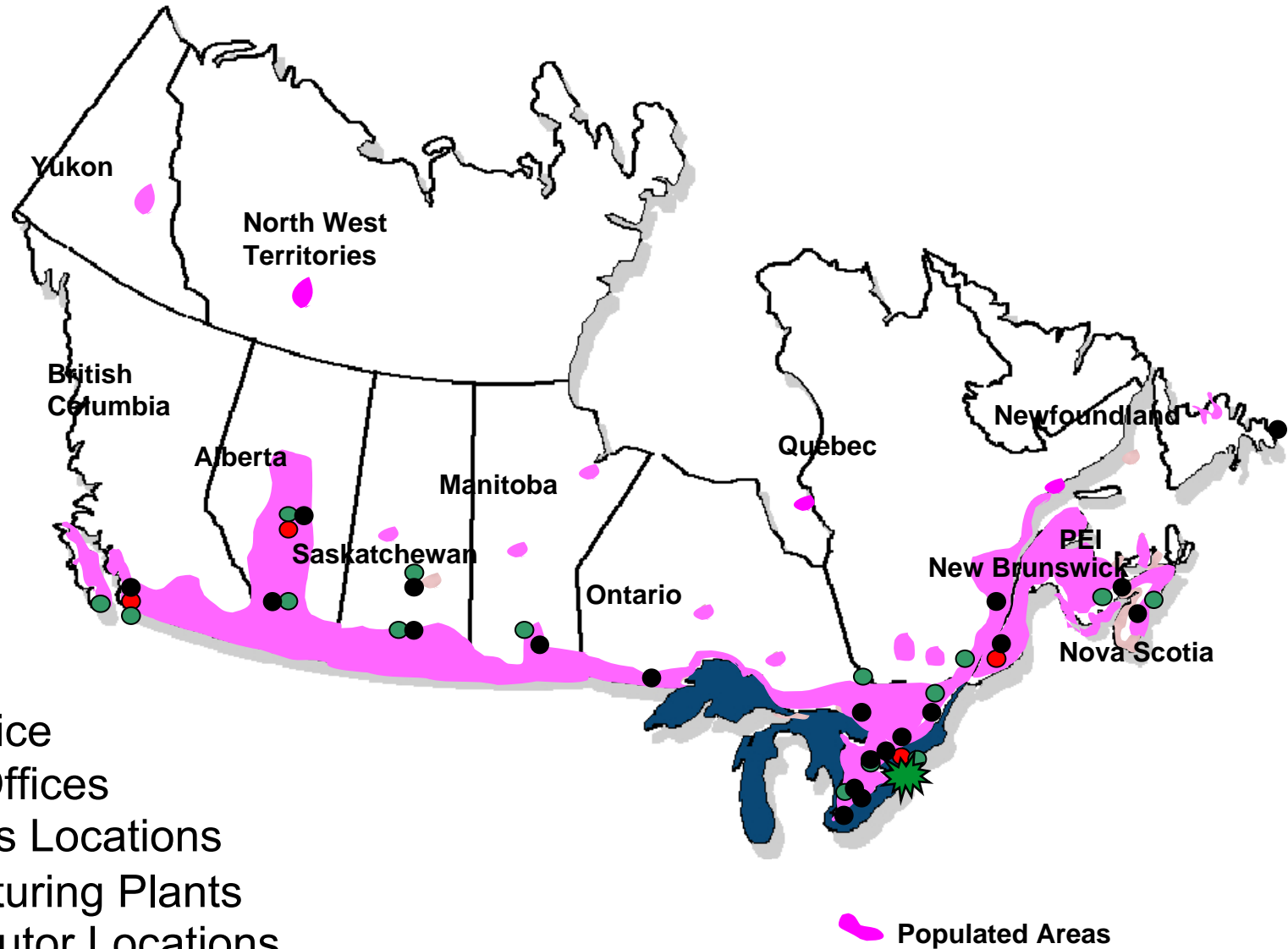


Diversified end markets – FY 2010 sales¹



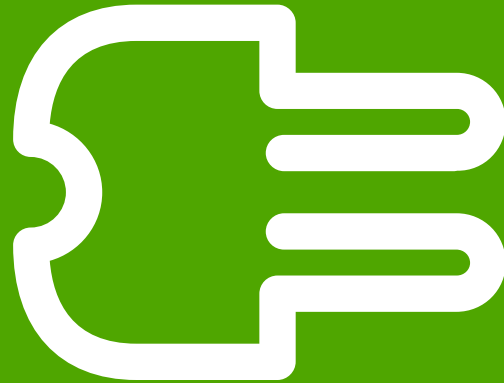
¹ Proforma with Areva D integrated on 12-month basis

Canadian presence








- ★ 1 Head Office
- 21 Sales Offices
- 20 Services Locations
- 3 Manufacturing Plants
- 300 Distributor Locations

Our Mission:
Helping people make the most
of their energy



The Global Specialist in Energy Management

Energy production
& transmission







- Wind energy 
- Solar energy 
- Hydro 
- Biofuels 
- Hydrocarbons 
- Nuclear 

**Energy
Management**

Making energy...

- Safe
- Reliable
- Efficient
- Productive
- Green

Energy
Usage

- Appliances 
- Climate control 
- Security 
- Lighting 
- Machines 
- IT servers 

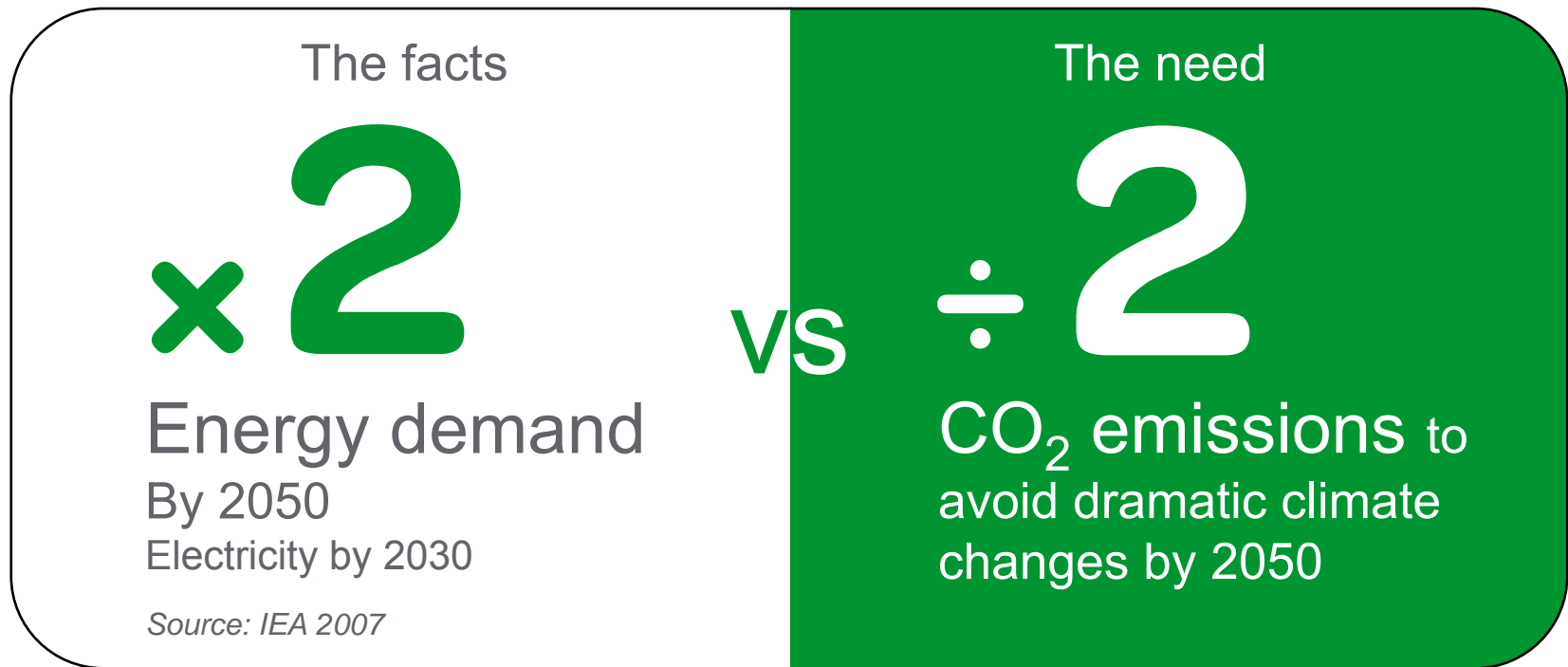
...with 30-70% savings everywhere



The Energy dilemma



The energy dilemma is here to stay



**Frequent
power outages**

**Rising
energy prices**

Climate change

**Conflicts for
resource access
& control**

How do we do it?

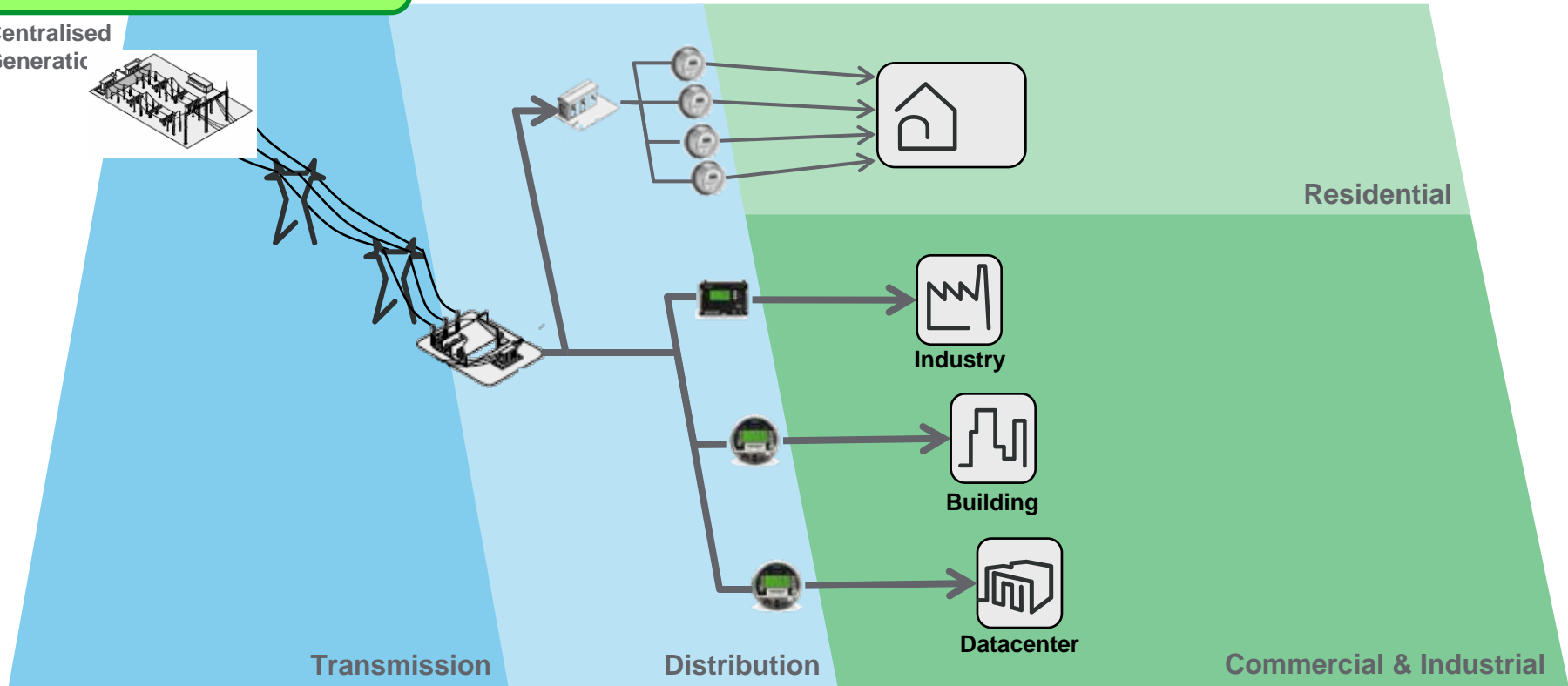
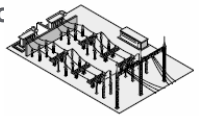


The Jurassic Grid

old-style power distribution



Centralised
Generatic



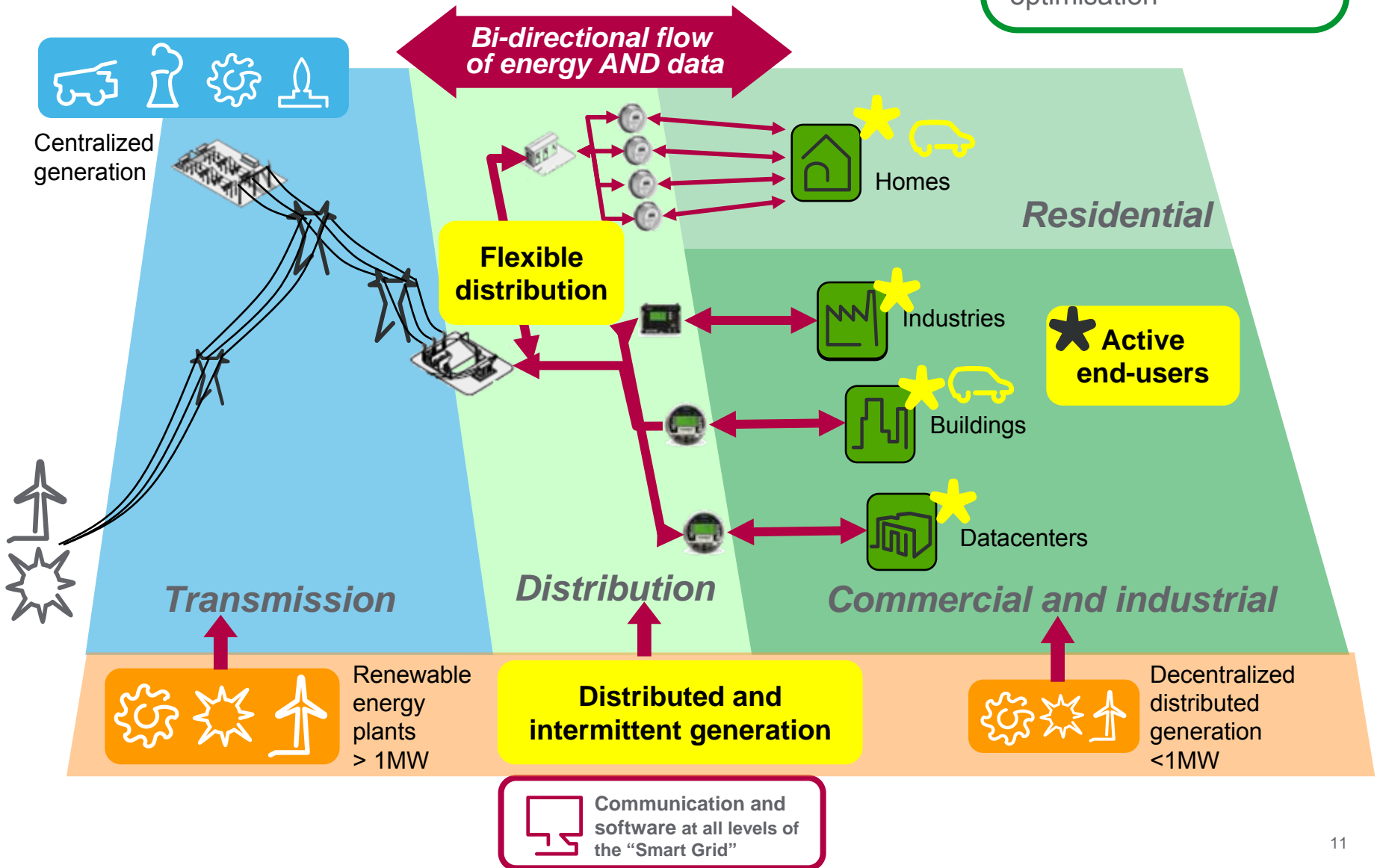
- **Central production** adapting to demand variation
- **Top-down** energy flow

- Production / consumption balance done by **integrated utility companies**
- Rather **passive users**

Active energy management

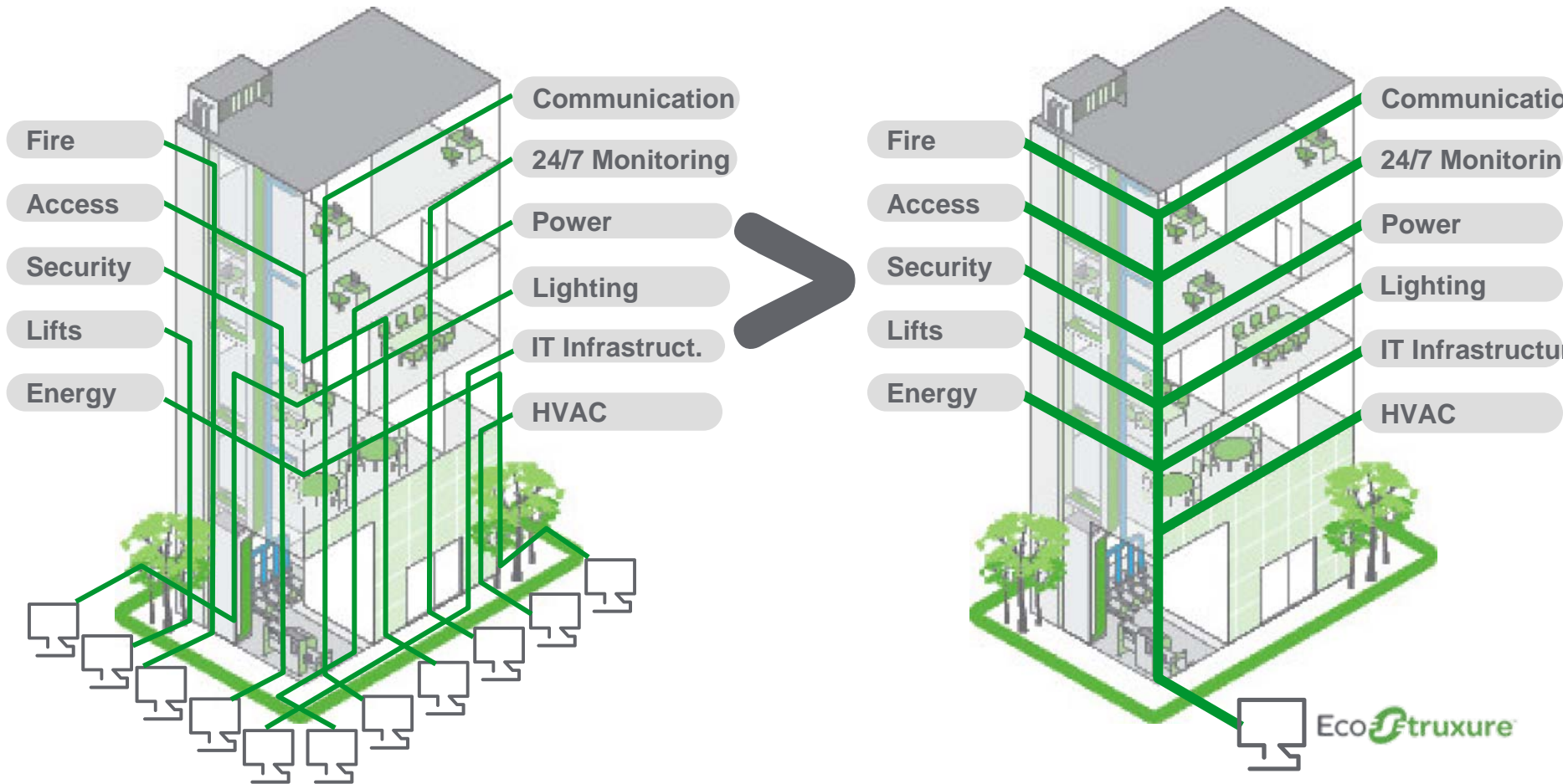
is about creating a smarter grid

Demand / supply mgt :
Active Energy Efficiency
Energy visibility
Energy control & optimisation



From multi-silo to a single backbone

example: integrated systems in buildings



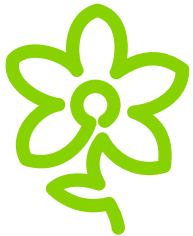
Up to 30% savings on Capex & Opex

Sustainable development: Walking the talk



Worldwide commitments

- World's first ISO50001 certified head office – Schneider Electric
- Canada Green Building Council
- Global compact of the United Nations
- Head of Green Grid association
- Signing the Clinton Climate Initiative
- Partner of the Alliance to Save energy association



Respect for environment & community

- Adherence to standards like RoHS, REACH, WEEE
- Eco-design
- ISO14001 certification
- Habitat for Humanity



International Polar Foundation

- Providing simple and efficient energy management solutions for the Princess Elisabeth Antarctica “Zero emission” research station

Make the most of your energy™



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