

Investor Day

February 20, 2014

Infrastructure Business

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EVP, Infrastructure Business



We have built a global
leader



A global leader in medium voltage, grid automation & network management software

Business size

€5.7bn
2013 revenues

Medium Voltage,
Grid Automation **#1**
worldwide

Key Channels

Direct

Contractor

Panel Builder

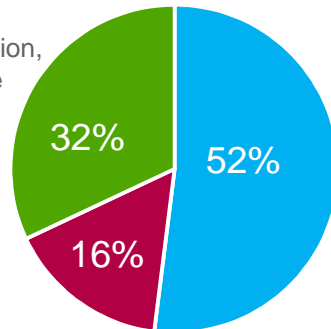
Distributor

 1st channel  Other key channels

Our offer

Products

Network Protection,
Medium Voltage
Switchgears,
Transformers



Services

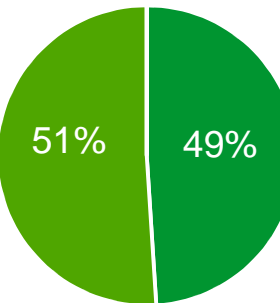
Field Services
Advanced Services

Systems

MV Equipments,
Substations & Feeder
automation,
Real-Time Energy
Management Systems,
Distribution Management
Systems (DMS)
Oil & Gas Pipeline
Management

Geographies

New
economies



Mature
countries

End markets


Utilities &
Infrastructure


Industrial &
Machines


Non-residential &
Residential Buildings


Data centers &
networks

 Primary end market

 Other end markets

We answer critical energy needs of our targeted customers thanks to our comprehensive portfolio

Services

Full life cycle services



- Field services
- Energy & sustainability services

Systems and software

Utilities & Infrastructures & Electro-intensive

Buildings & Data centers

Advanced DMS



Utility + O&G SCADA



Smart Meter Management



Substation Automation systems



MV/LV switchgear systems



Modular & prefabricated MV/LV substations



E house

Products

MV breakers



Transformers



Protection Relays



RTU & feeder automation



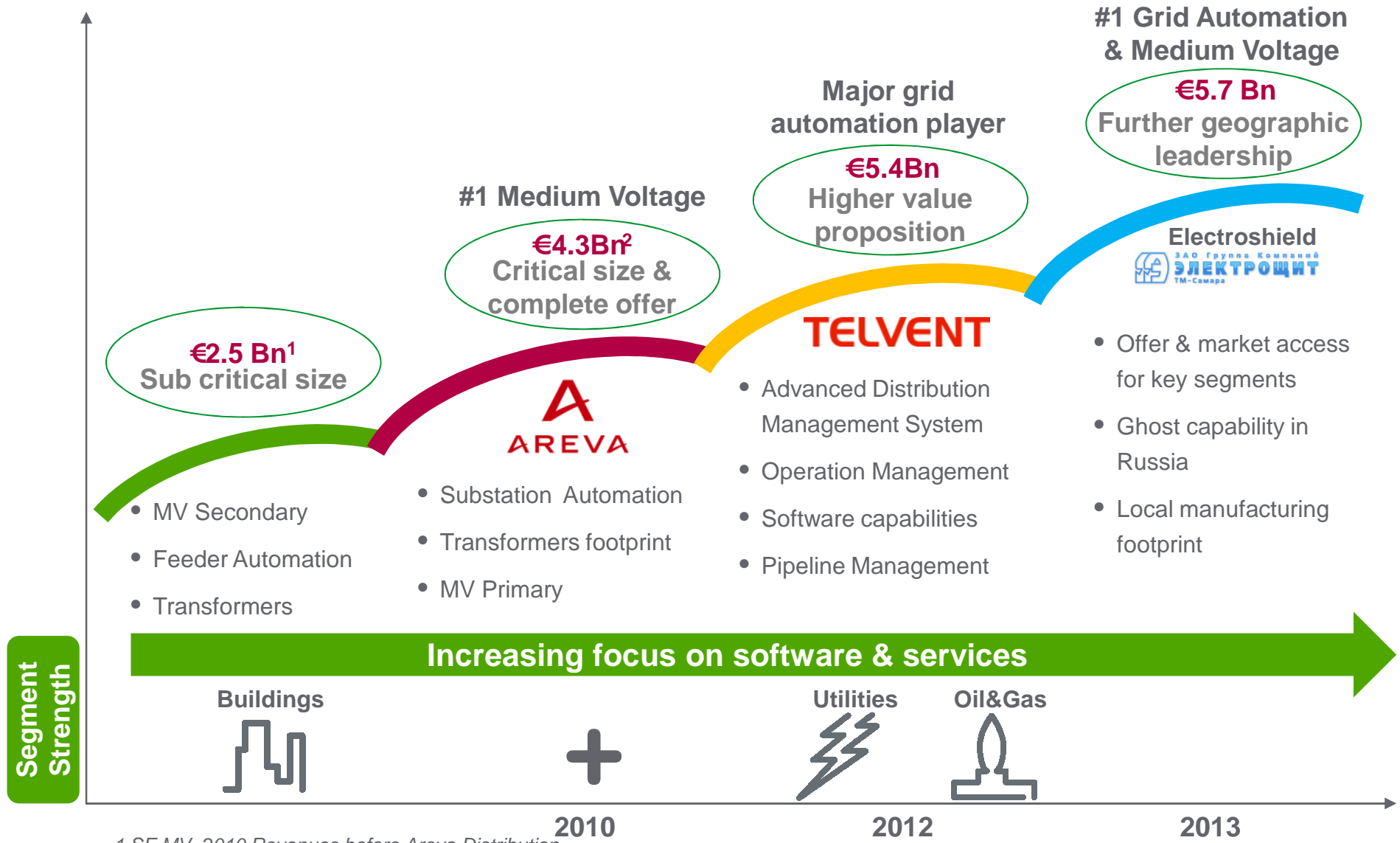
Power quality monitoring



Capacitors



Successful transformations created a world leader able to provide richer value propositions

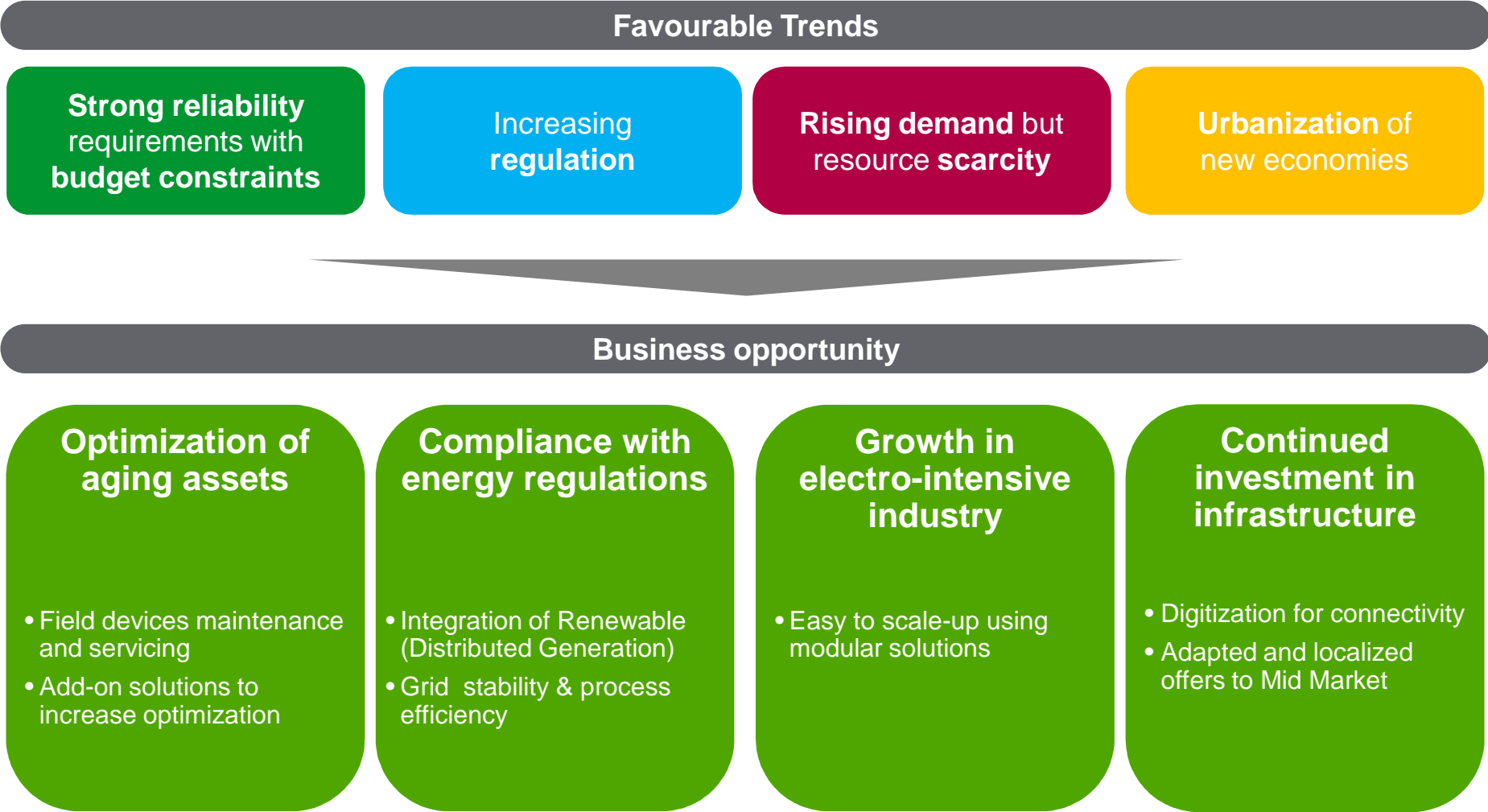


1 SE MV 2010 Revenues before Areva Distribution
 2 Proforma including Areva Distribution acquisition on a 12-month 2010 basis

We benefit from
promising external trends



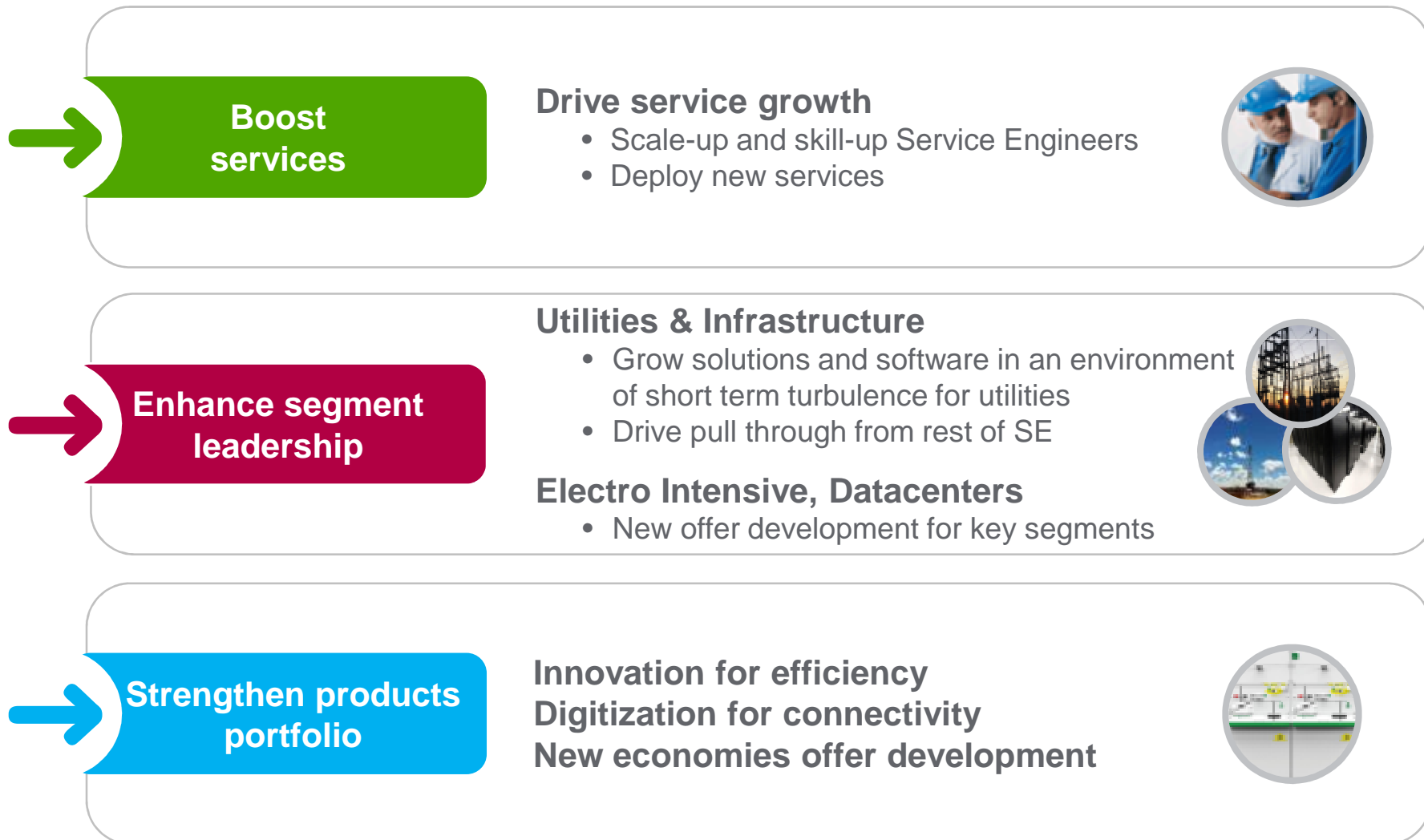
Global mega trends nurture and drive our Infrastructure Business



We aim to capture
growth despite short
term headwinds

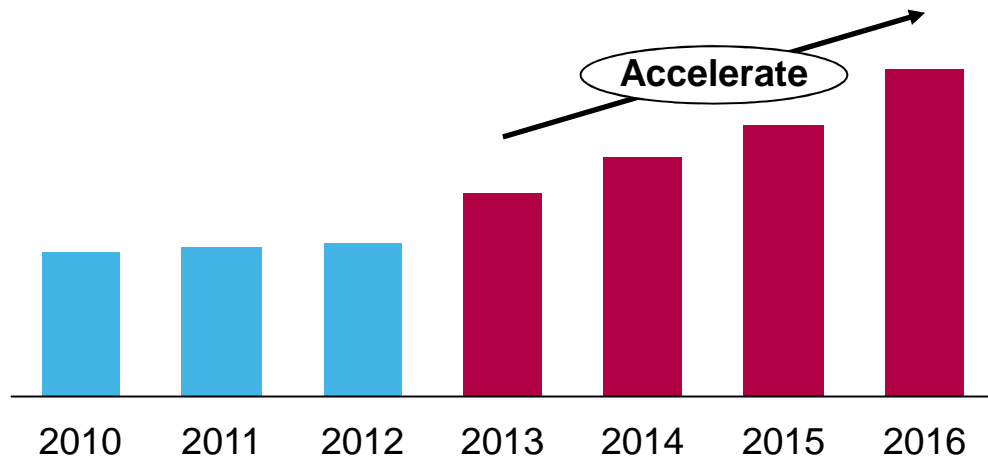


We implement focused initiatives to capture growth across the board



We grew field services double digit in 2013, and we keep accelerating

Field Service Growth Plan Execution



Phase 1:

- Build global services footprint**
- Developed installed base tracking
 - 200+ service centers
 - 30+ countries

Phase 2:

- **Scale-up and skill-up** Service Engineers
- **Deploy new services**

Boost services

Customer case

Tuscany regional hospitals



Scope:

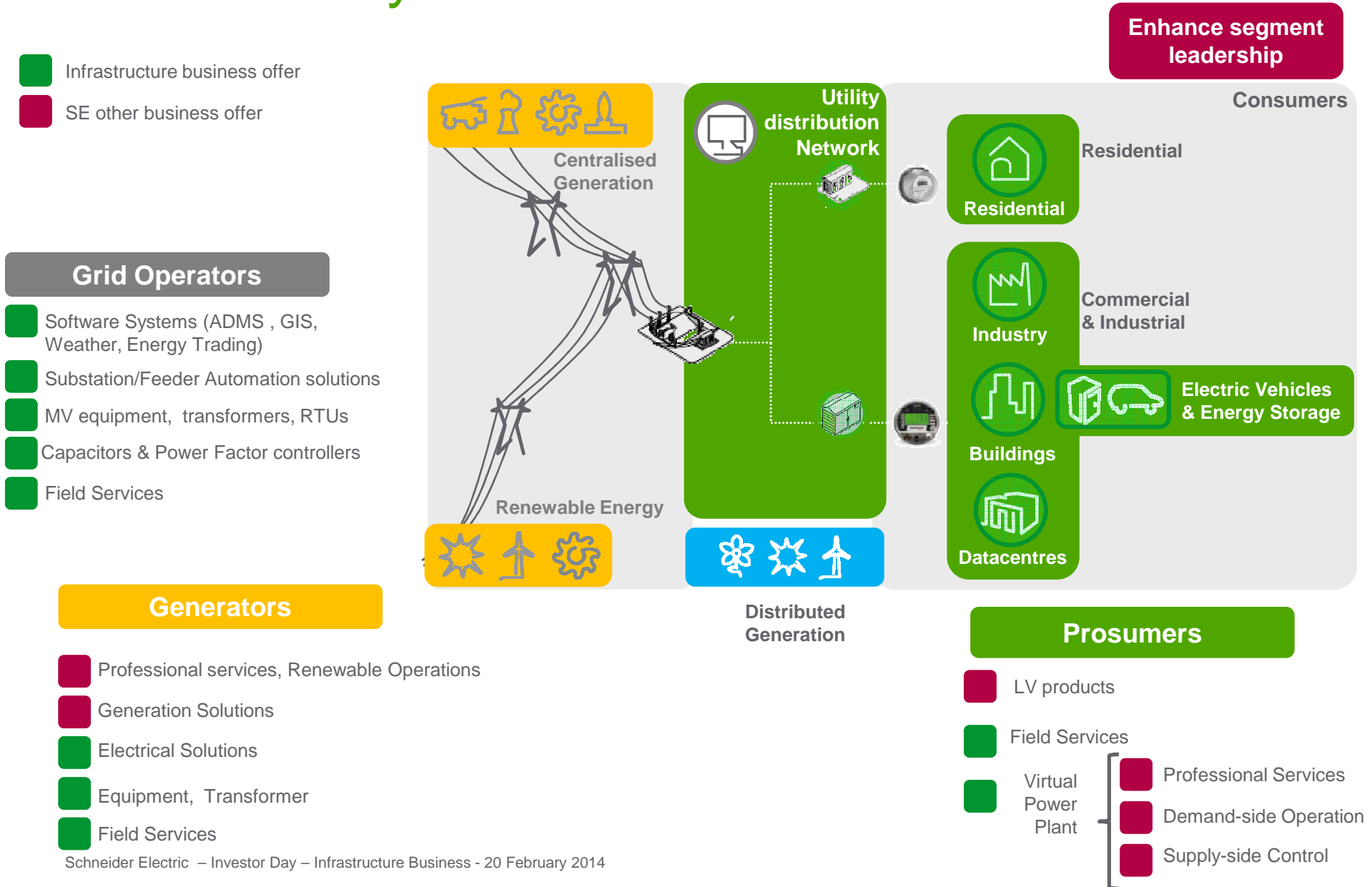
- **Infrastructure services** for Non-residential building (Hospital)
- **Wide scope** of electrical services
- **Recurring Revenues** thanks multi-annual (5y) Service Plan



Customer Benefits:

Peace of mind by outsourcing Maintenance to electrical distribution specialist

Our privileged position and broad offer is one of the key enablers for smarter utilities



We deploy the most Advanced DMS bringing higher value and stability for grid operators

Enhance segment leadership



- Reduce risk and delivery time: Integrated DMS, GIS, OMS...
- Optimized grid: network reconfiguration
- Enhanced reliability: FLISR, OMS, WFM
- Enhanced Efficiency: Volt/ Var.

70+ projects worldwide



the only company to have a “strong positive rating”

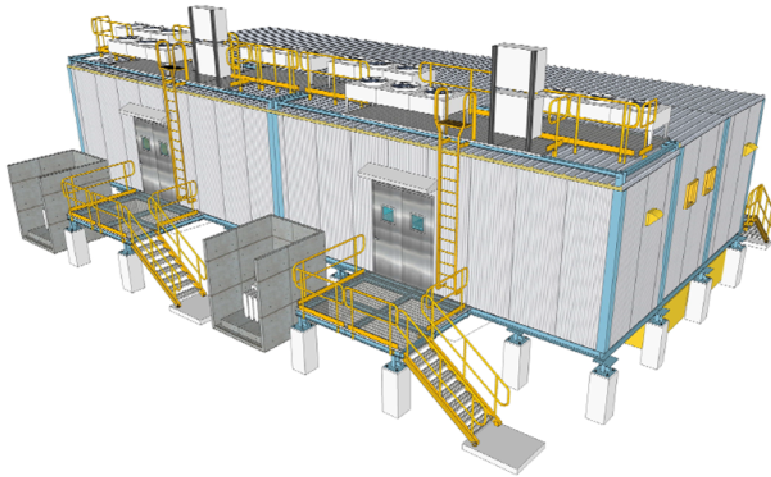
(for SE ADMS)¹

¹: Gartner's MarketScope for Advanced Distribution Management Systems

We take our electro-intensive and electro-sensitive solutions to the next level

Enhance segment leadership

E-house



- **Complete prefabricated** electrical building including design, equipment, security, HVAC, & Building Management Systems
- **Reduced installation lead time & risks** due to **limited civil works**

 **Oil & Gas** **Complete Electric Distribution system** 

Wheatstone LNG plant, Australia

SE solution value: 150M€

 **Datacenter** **Largest facility in Europe**  

Design & build 80 MW data center

SE solution value: 18M€

We reinforce our product leadership through cutting-edge innovations

Strengthen products portfolio

Premset



the **latest generation** of **switchgear** technology

Safe & Reliable
Long-lasting performance with intuitive architecture



Compact & Flexible
A compact and modular design for faster implementation



Connected & Efficient
Smart grid ready and advanced management solutions across the network

We address new economies with dedicated offers

Strengthen products portfolio

Relays



Vamp50

Switchgear



CBGS-0 DVCA

Transformer



Cast Resin

Key features

- Chinese User Interface adaptations
- Just enough functions

- Adapted to wind farm provider needs in new economies

- Core produced by SE
- Transformer locally manufactured

We continuously optimize
operational efficiency



We focus on three main sources of efficiency



Conclusion



Be the global leader medium voltage, grid automation & network management software

Key Strengths

- > **Global leader** in MV, grid automation & network management software
- > **Unique & Comprehensive** value proposition
- > **Long term** customer relationships and large **installed base**

Key Opportunities

Optimization of aging assets

Compliance with energy regulations

Growth in electro-intensive industry solutions

Continued investment in infrastructure

Growth Initiatives

Boost services

Enhance segment leadership

Strengthen products portfolio

Efficiency Initiatives

Offer rationalization

Footprint optimization

Project Selectivity

**Help people make the
most of their energy**

