Investor Day

February 20, 2014

Infrastructure Business

Frederic Abbal EVP, Infrastructure Business Schneider

We have built a global leader



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

Business size

€5.7bn

2013 revenues

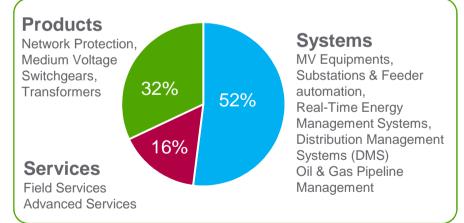
Medium Voltage, **Grid Automation**

#1 worldwide



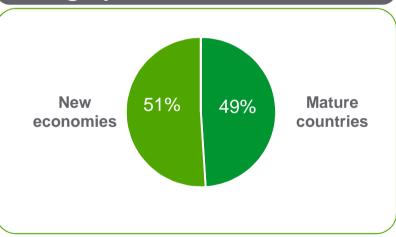
Other key channels 1st channel

Our offer



Geographies

Key Channels



End markets



NNN 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

Advanced DMS





Smart Meter Management

Utility + O&G SCADA





Substation Automation systems

Buildings & Data centers



MV/LV switchgear systems



Modular & prefabricated MV/LV substations



E house

Products



Transformers



Protection Relays



RTU & feeder automation



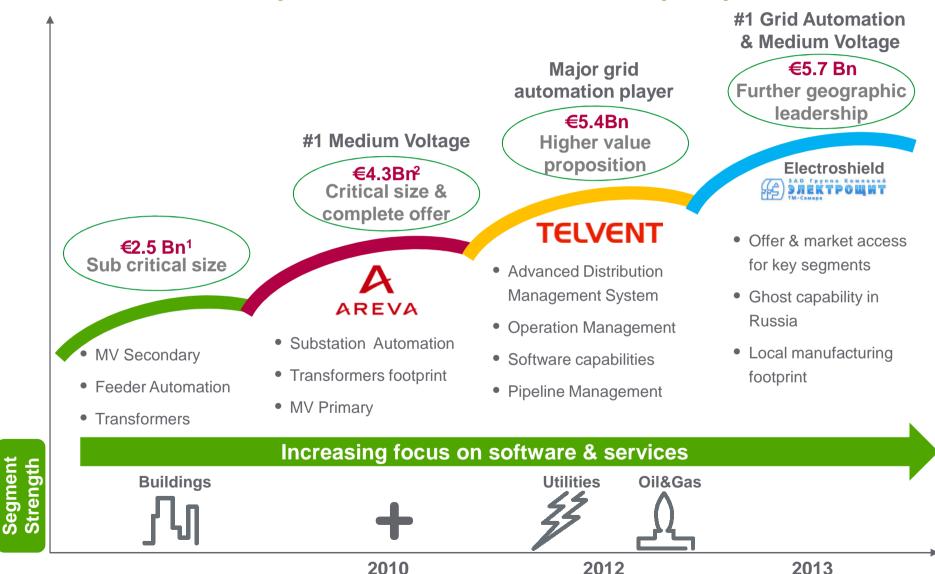
Power quality monitoring



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

Favourable Trends

Strong reliability requirements with budget constraints

Increasing regulation

Rising demand but resource scarcity

Urbanization of new economies

Business opportunity

Optimization of aging assets

- Field devices maintenance and servicing
- Add-on solutions to increase optimization

Compliance with energy regulations

- Integration of Renewable (Distributed Generation)
- Grid stability & process efficiency

Growth in electro-intensive industry

 Easy to scale-up using modular solutions

Continued investment in infrastructure

- Digitization for connectivity
- Adapted and localized offers to Mid Market

We aim to capture growth despite short term headwinds



We implement focused initiatives to capture growth across the board



Drive service growth

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





Utilities & Infrastructure

- Grow solutions and software in an environment of short term turbulence for utilities
- Drive pull through from rest of SE

Electro Intensive, Datacenters

• New offer development for key segments



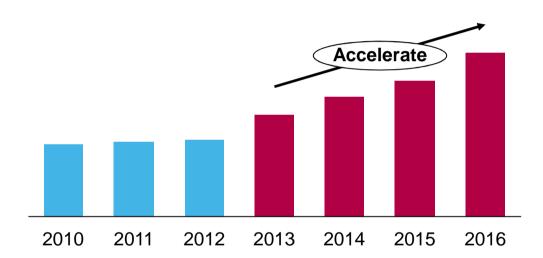
Innovation for efficiency
Digitization for connectivity
New economies offer development



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

Boost services

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

Customer case

Tuscany regional hospitals



Scope:

- Infrastructure services for Nonresidential building (Hospital)
- Wide scope of electrical services
- Recurring Revenues thanks multiannual (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

Enhance segment leadership Infrastructure business offer Utility Consumers **远**免袋. SE other business offer distribution **Network** Residential Centralised (3) Generation Residential **Grid Operators** M Commercial Software Systems (ADMS, GIS, & Industrial Industry Weather, Energy Trading) Substation/Feeder Automation solutions **Electric Vehicles** & Energy Storage MV equipment, transformers, RTUs Capacitors & Power Factor controllers **Buildings** Field Services Renewable Energy **Datacentres Generators** Distributed Generation **Prosumers** Professional services, Renewable Operations LV products Generation Solutions Field Services **Electrical Solutions Professional Services** Virtual Equipment, Transformer Power **Demand-side Operation**

Field Services

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Plant

Supply-side Control

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









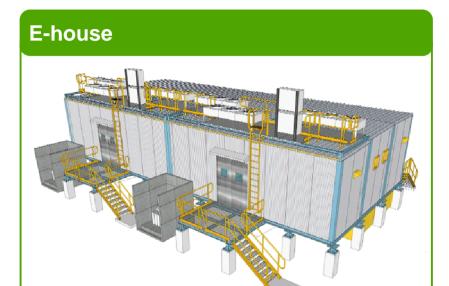
the only company to have a "strong positive rating"

(for SE ADMS)1

1: Gartner's MarketScope for Advanced Distribution Management Systems

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

Enhance segment leadership



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



Complete Electric Distribution system



Wheatstone LNG plant, Australia

SE solution value: 150M€



Largest facility in Europe

Data Carrier Services



Design & build 80 MW data center

SE solution value: 18M€

We reinforce our product leadership through cutting-edge innovations

Premset



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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

Strengthen products portfolio

We address new economies with dedicated offers

Strengthen products portfolio

Relays



Vamp50



- Chinese User Interface adaptations
- Just enough functions

Switchgear



CBGS-0 DVCA

 Adapted to wind farm provider needs in new economies

Transformer



Cast Resin

- Core produced by SE
- Transformer locally manufactured

We continuously optimize operational efficiency



We focus on three main sources of efficiency



Continue to rationalize offer

Number of references since 2010





Optimize industrial footprint

In line with offer rationalization efforts





Enhance project selectivity

Dedicated teams to assess and manage project risk

Conclusion



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

Key Strengths

- **Solution** Solution Solution
- **▶** Unique & Comprehensive value proposition
- Long term customer relationships and large installed base

Key Opportunities

Optimization of aging assets

Compliance with energy regulations

Growth in electrointensive industry solutions Continued investment in infrastructure

Growth Initiatives

Efficiency Initiatives **Boost services**

Enhance segment leadership



Footprint optimization

Project Selectivity

Strengthen products

portfolio

Offer rationalization

Help people make the most of their energy

