

BUILDINGS & PARTNER BUSINESS

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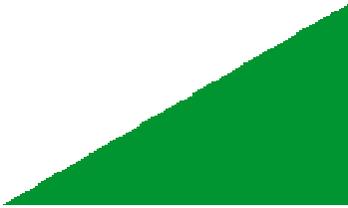
February 19, 2015



Disclaimer

All forward-looking statements are Schneider Electric management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. For a detailed description of these factors and uncertainties, please refer to the section "Risk Factors" in our Annual Registration Document (which is available on www.schneider-electric.com). Schneider Electric undertakes no obligation to publicly update or revise any of these forward-looking statements.

This presentation includes information pertaining to our markets and our competitive positions therein. Such information is based on market data and our actual revenues in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications, surveys and forecasts) and our own internal estimates. We have not independently verified these third party sources and cannot guarantee their accuracy or completeness and our internal surveys and estimates have not been verified by independent experts or other independent sources.



We are a **global leader** in low voltage & building automation





BUSINESS SIZE

€10.8bn

43% of Group 2014 revenues

Low voltage & Building Automation



#1 worldwide

OUR BUSINESS MODELS (% OF REVENUE)

73%
Products

22%
Systems

5%
Services



KEY SEGMENTS

 Office & Public buildings¹

 Residential

 Datacenters

 Commercial Building²

 Industrials

 Utilities & Infrastructure

1 Including hospitals and educational institutions

2 Including retail and hotels

GEOGRAPHIES (% OF REVENUE)

59%
Mature Countries

41%
New Economies

We have built solid competitive advantages

x2

MARKET LEADERSHIP

Versus the second largest player in electrical distribution, in a fragmented market (top 10 players total have approx 30% of market share)

BROAD DISTRIBUTION NETWORK

- > Present in over 1 out of 2 points of sale in the world
- > Strong presence in all geographies

STRONG PRICING POWER

- > Solid pricing discipline
- > Significant share of our business in small/mid size project

ECONOMIES OF SCALE

- > Manufacturing: a global network of performing plants leveraging strong volume
- > Global R&D centers

A WIDE PORTFOLIO ENHANCED WITH STRONG BRAND RECOGNITION

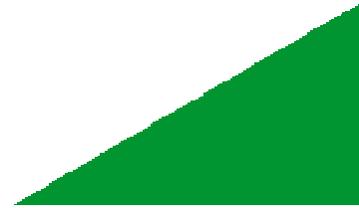
- > Brand(s) with a strong track record
- > The offer portfolio of a leader in all continents, relying on multi-local Innovation centers
- > Premium and Mid-market brand presence
- > Worldwide compliance with norms & standards
- > Innovation focus: electrical safety, energy efficiency, ease of use/installation, connectivity

Our portfolio is very strong across all geographies

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Solid supporting mega-trends and focused action plans will further strengthen our growth potential



We see 3 supporting mega-trends for our growth

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RETAIL DIVISION:

Expanding market reach & leveraging our brands

Retail Focus: four priorities to drive growth

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We leverage the brand to pull demand

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We leverage the brand to pull demand

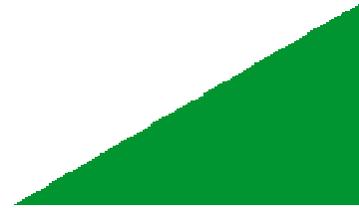
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We build intimacy with electricians to enhance loyalty

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Expand market reach through distributors

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CONCLUSION

We are a market leader with further growth potential and a solid track record

THE STRENGTHS OF A GLOBAL LEADER

Building & Partner Business is a solid global leader

- > X2 vs next players in electrical distribution
- > Across all 4 geographies and 3 offer categories
- > Key competitive advantages:
 - Brand portfolio
 - Offer breadth
 - Distributor network
 - Economies of scale
 - Pricing power
- > No competitor in our Industry has such a position

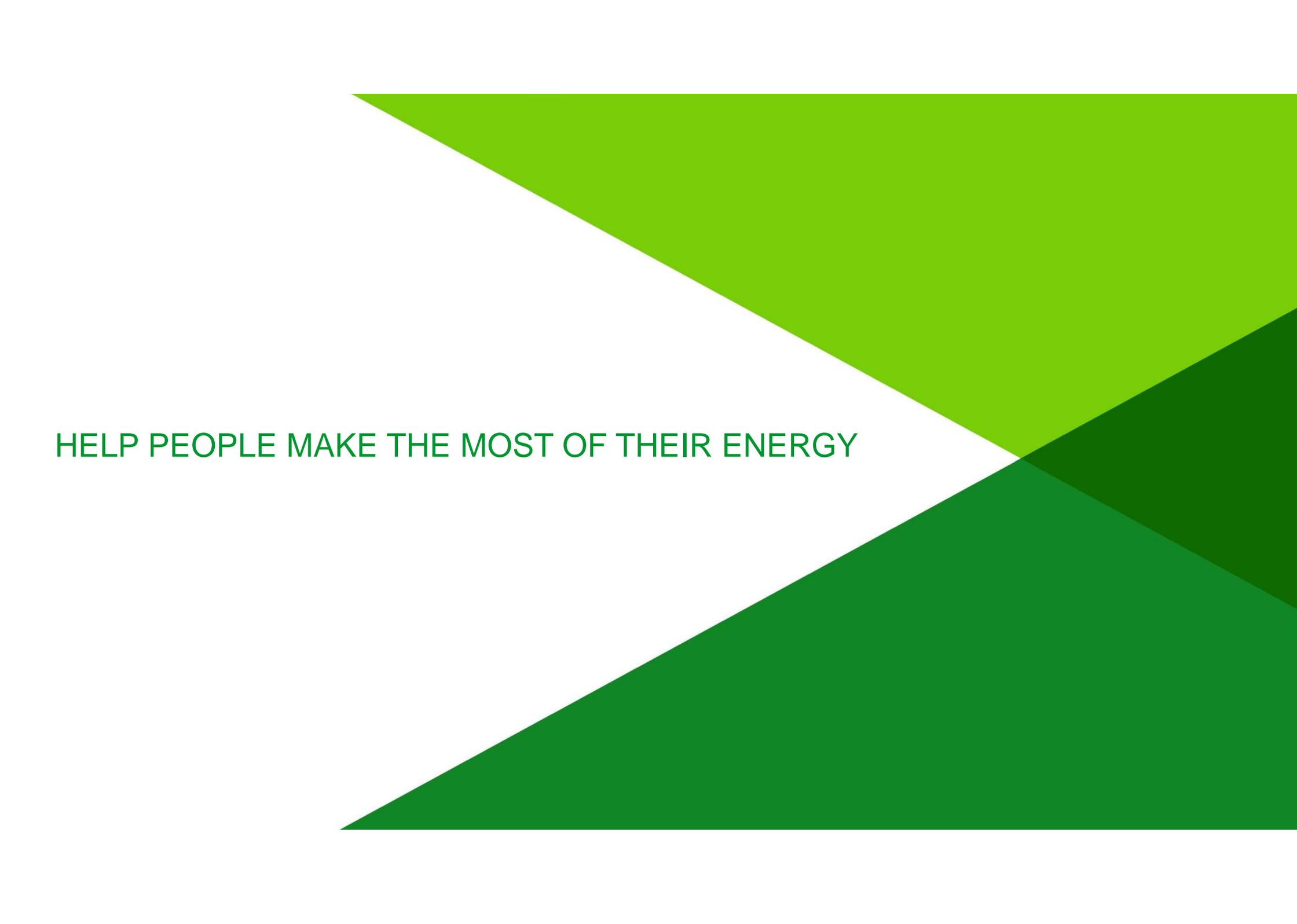
WITH SOLID GROWTH POTENTIAL

3 growth fundamentals

- > Energy / Operational Efficiency and Sustainability
- > Urbanization
- > Digitization

And targeted plans to expand market share

- > More customer proximity and geographic coverage
- > Digital as a mean to drive customer intimacy and bring new value
- > Innovation on both offers and business models

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HELP PEOPLE MAKE THE MOST OF THEIR ENERGY