

B2G Summit

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Part 1- Schneider Electric Overview

From plant to plug™, helping customers make the most of their energy

5 end markets

- Energy and infrastructure
- Industry
- Data centers & networks
- Buildings
- Residential

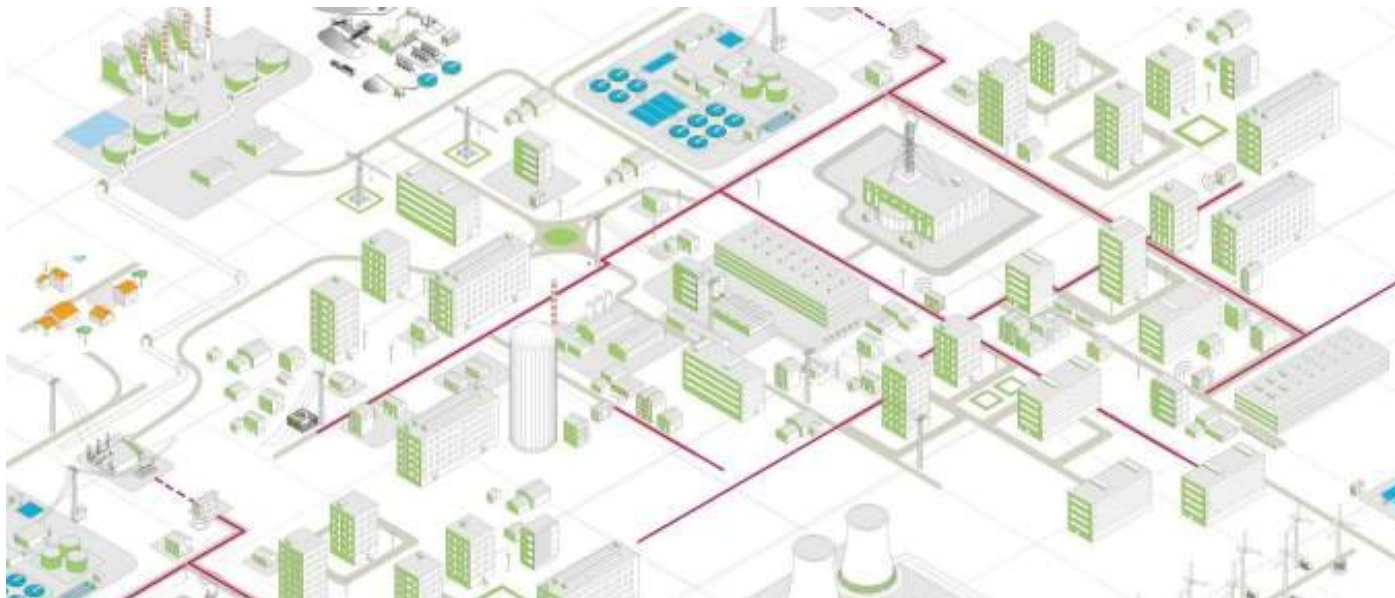
72%

part of the worldwide energy consumption of these five markets



Offering integrated solutions for segments like...

- Electric utilities
- Water & waste water
- Oil & Gas
- Marine
- Mining, Mineral, Metals
- Machine builders
- Data centers/IT
- Hospitals
- Hotels
- Office buildings
- Education
- Retail
- Residential



A unique positioning...

Global specialist in Energy Management

Energy production & transmission



Making energy:

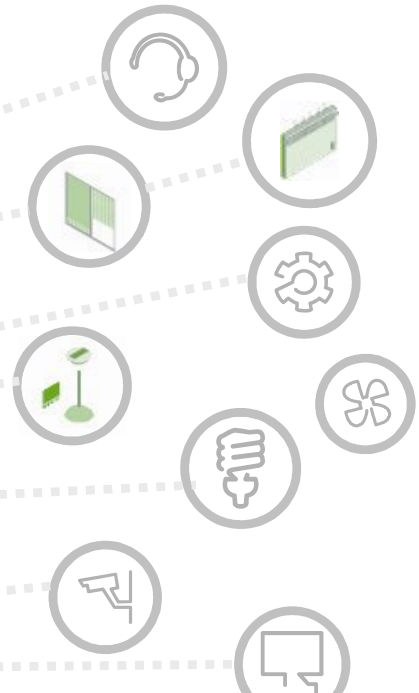
- Safe
- Reliable
- Efficient
- Productive
- Green

Covering

72%

World Energy consumption

Energy usage



up to
30%
energy saving

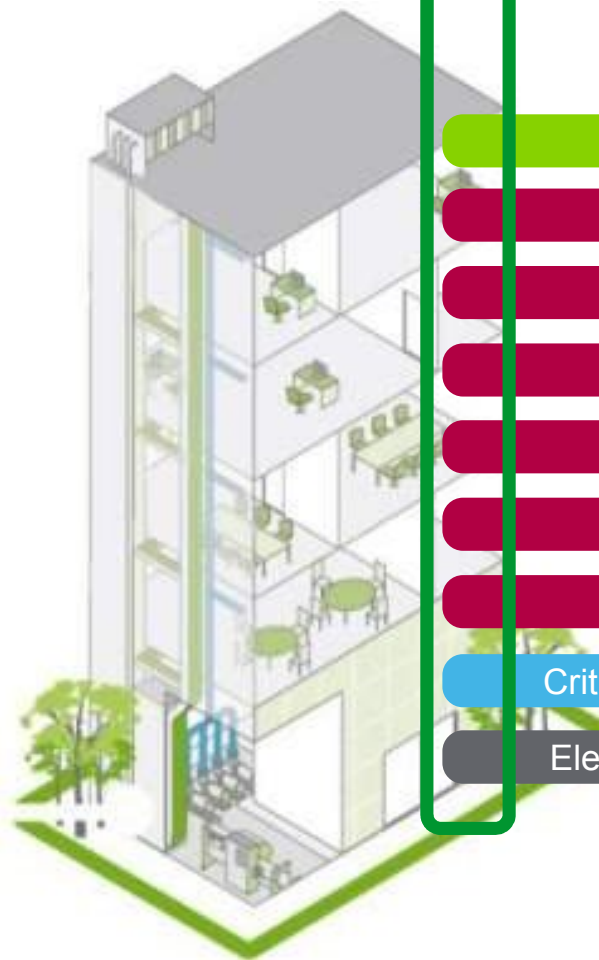


B2G 2010

Example: Integrated solutions in a building

Simple software integration

Interoperability and openness to third party systems



Renewable energies

HVAC control

Lighting control

Energy monitoring & control

Motor control

Access control

Security

Critical Power & cooling

Electrical distribution

Green: Make the connection of renewable energy sources easy, reliable and cost-effective

Efficient & productive:

- Measure and control energy, automate, provide relevant diagnosis
- Manage processes
- Make all the utilities of any Infrastructure more efficient

Reliable: Prevent from power outage & quality variance

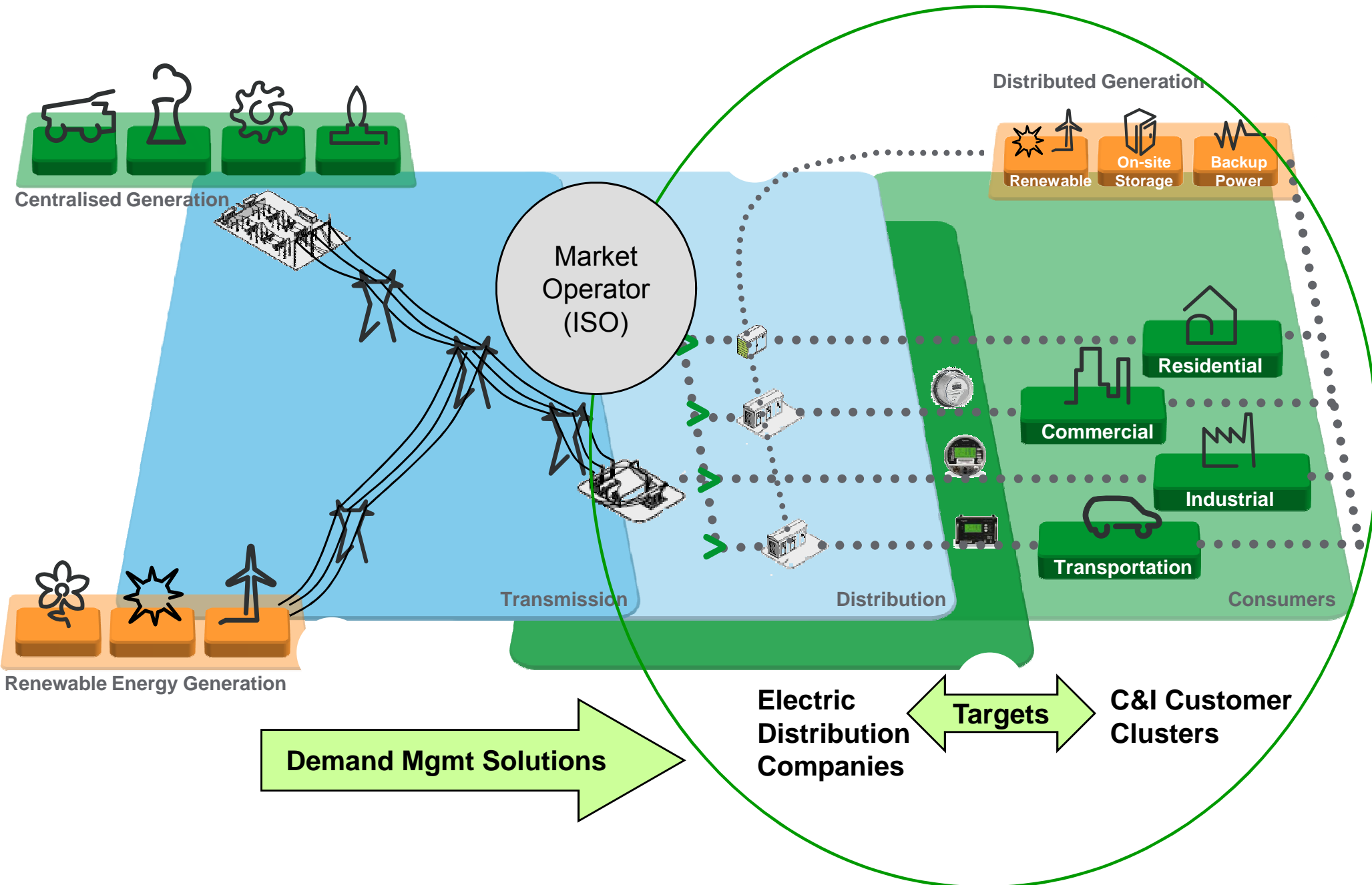
Safe: Transform and distribute power safely

Our Vision

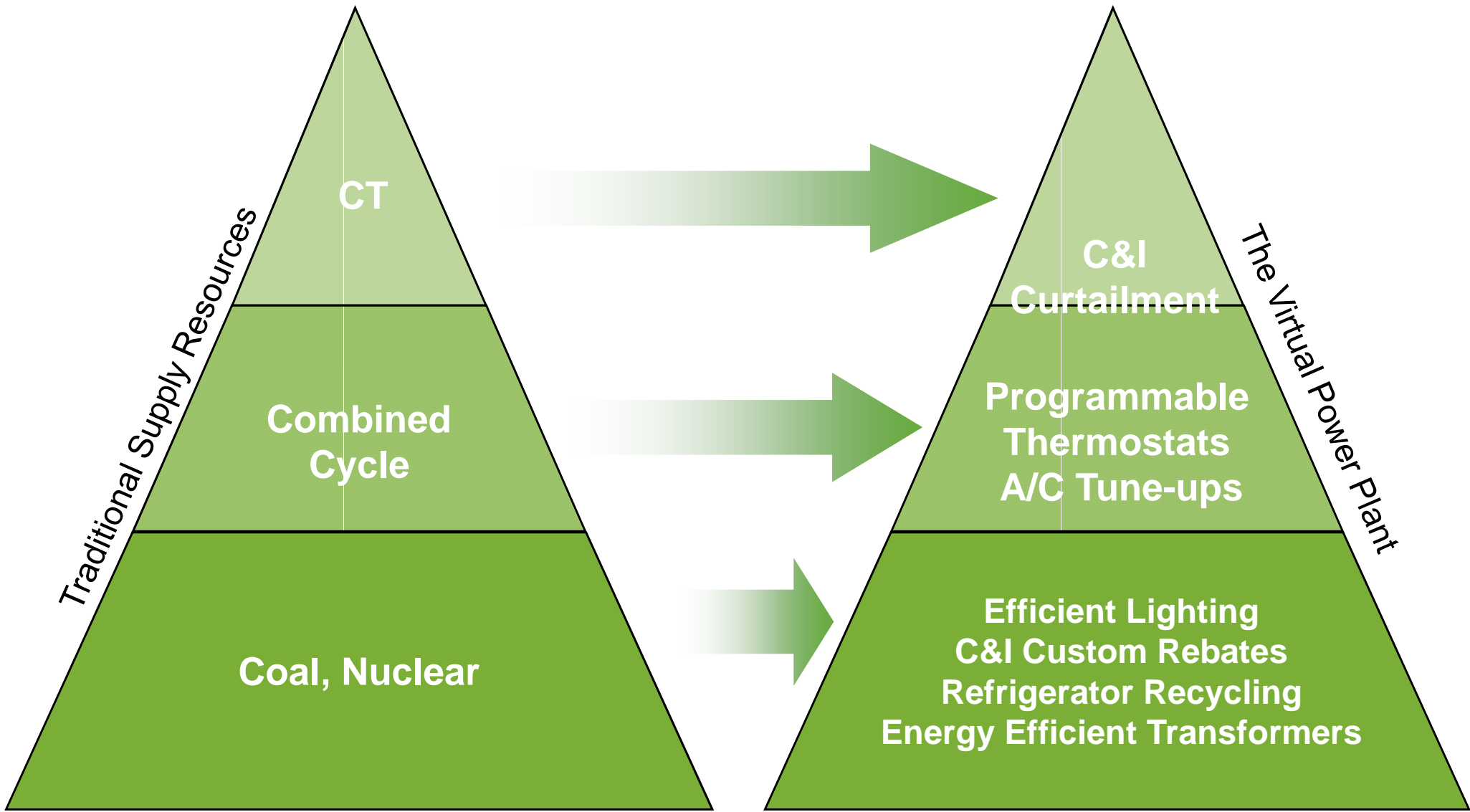
A world where we can all
achieve more
while using less
of our common planet

Part 2- Market Opportunities

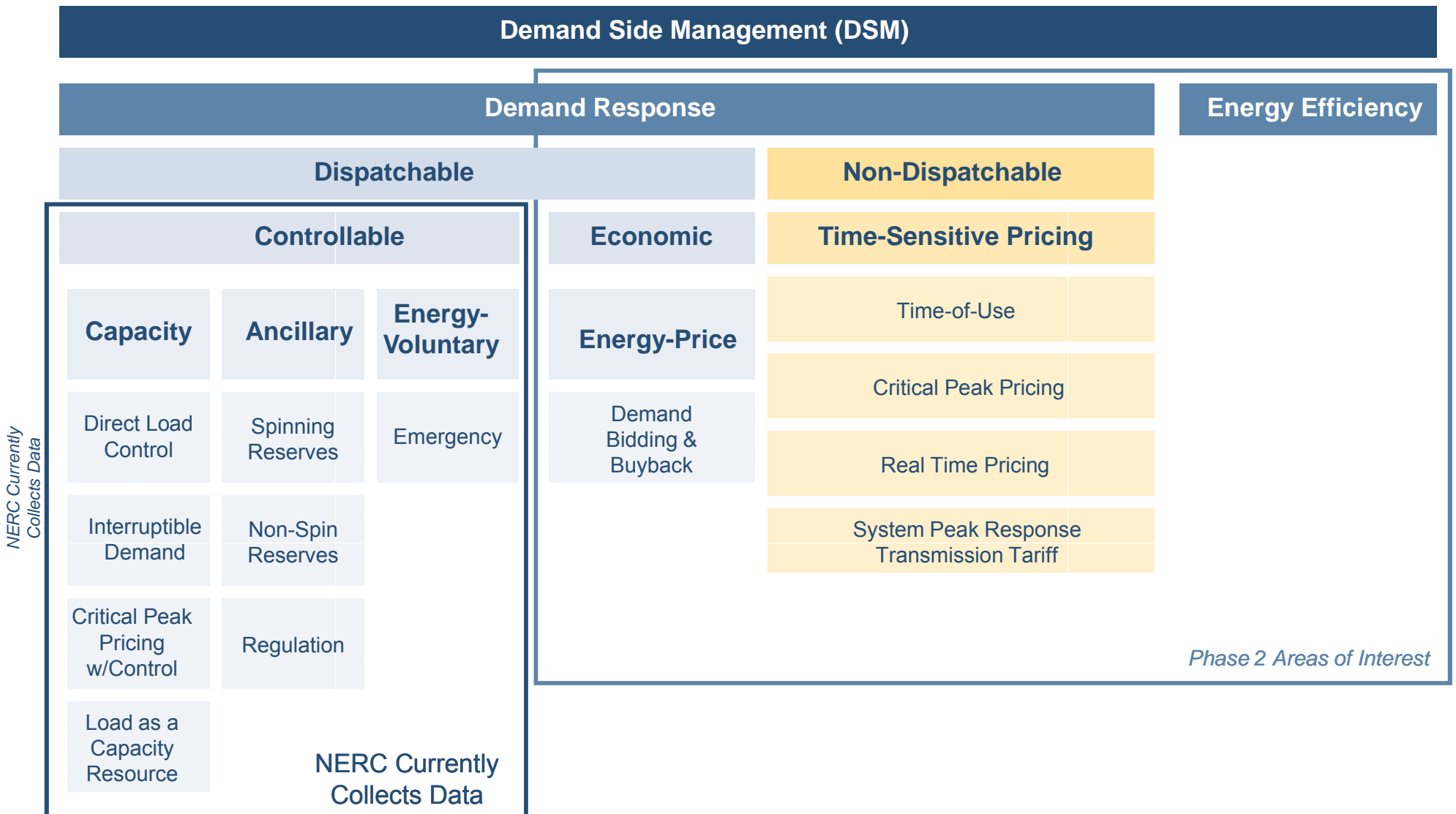
Schneider Smart Grid Focus Area



Virtual Power Plant = Demand Response + Energy Efficiency + Smart Grid



Classifying DR Resources



Why our Customers Care

- Risk Management
- Revenue Stream
- LEED certification
- Increase in market value
- Tenant Pressure
- EPA and local reporting requirements
- Net Zero and similar initiatives

What we are doing

- Connecting Grid Signals to BAS
- Dashboards that give more granular understanding
- Modeling
- Audits
- “Grid Friendly” equipment/system upgrades
- Advice on local programs, requirements, incentives
- System interoperability

Summary

- Schneider Electric is uniquely positioned as a global leader in Building Automation, Electrical Distribution and Secured Power
- Our Global Vision is to be the global specialist in Energy Management
- We will act as an advocate, consultant and energy partner to our end user installed base of Buildings and Industrial customers
- We intend to give end use customers the knowledge and capability to take advantage of new opportunities for:
 - Minimizing exposure to price risk in energy markets
 - Minimizing overall energy costs
 - Creating new revenue streams through participation in various wholesale energy markets with assets created through demand management