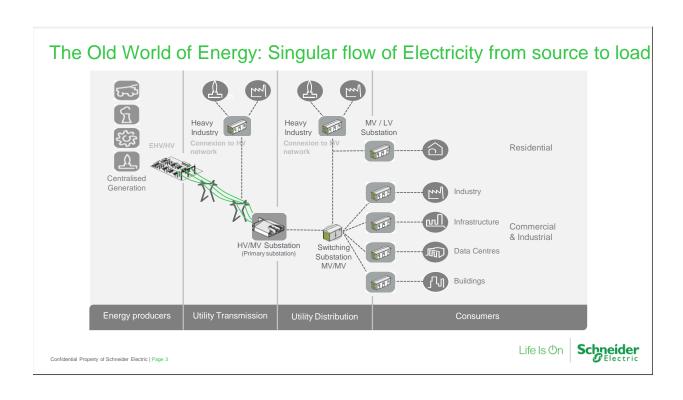
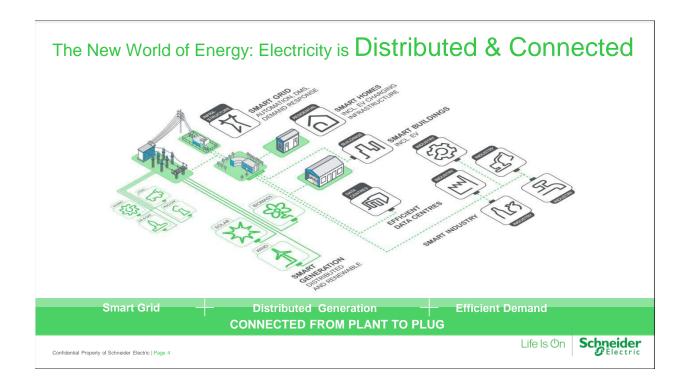


How is the world of energy changing?

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Our World will be...

MORE ELECTRIC

 Demand for electricity driven by sustainability, intelligent devices, and evolution of key energy consumers (e.g., mobility)



MORE CONNECTED

Internet of Things will connect at least 50bn devices by 2020



MORE DISTRIBUTED

- Provide local energy to facilities, around positive energy and micro grids, to empower users
- Falling prices of renewable energy and storage



MORE EFFICIENT

- > 2/3 of energy efficiency potential remains untapped¹
- Buildings, industry & infrastructure end-users and datacenters all look to improve performance, efficiency and environmental footprint

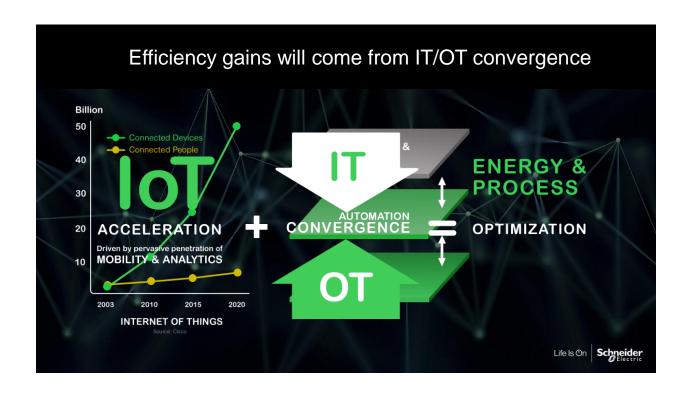
79% Buildings & Data
Centers

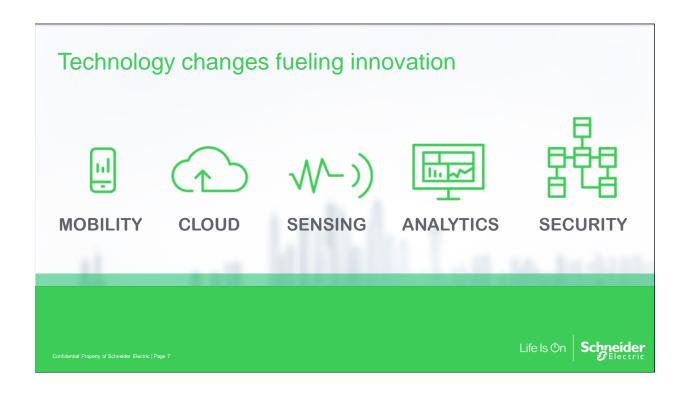
58% Infrastructure
Industry
Untapped energy efficiency potential by

1 World Energy Outlook 2012, OECD / IEA, Internal analysis

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Current Energy and Climate Scenario

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Indian Scenario

- A quarter of our population has no access to electricity and another third has only 4-6 hours of daily access to electricity.
- To maintain economic growth and development, our power generation capacity needs to triple by 2030:
 - An addition of a 600-700 MW power plant every week for the next ~15 years.
- We have committed to reducing our emissions intensity by a third



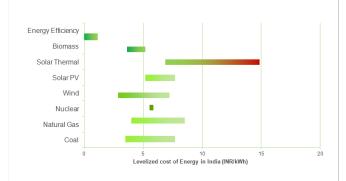
The Solution

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Turning to the cheapest, cleanest and most abundant source of energy Energy Efficiency as a Resource



Energy efficiency has the least levelized cost of energy in India

- Energy that is NOT used, therefore NOT needed to be generated
 - NEGA-watts
- When done right, energy efficiency comes with a compelling business case
 - A free lunch you get paid to eat!

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The energy efficiency opportunity

Sector	Best in Class Energy Costs	Business as Usual Energy Costs	Energy Efficiency Gap
Offices	Rs 3.25/sq ft/month Rs 325/emp/month	Rs 14/sq ft/month Rs 1400/emp/month	75%
Hotels	Rs 11/sq ft/month Rs 9000/room/month	Rs 23/sq ft/month Rs 16000/room/month	50%
Hospitals	Rs 8/sq ft/month Rs 4300/bed/month	Rs 16/sq ft/month Rs 8500/bed/month	50%
Iron & Steel	Rs 6900/T	Rs 9700/T	30%

[•]Cost-effective when done right, with a compelling business case

- · Takes 4 units of primary energy input at power plant to provide 1 unit of electricity
- 1 unit of electricity saved at end use reduces need for 4 units of primary energy input
- •Two-thirds of our building stock and electricity generation infrastructure needed in 2030 is yet to be built

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Making energy use visible, meaningful and actionable

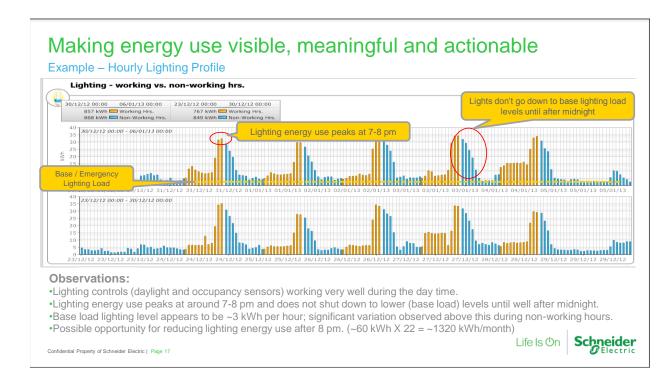


Energy is invisible. Energy efficiency is the absence of that which is invisible.

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[•]Compounding losses in electricity supply become compounding gains with end-use energy efficiency:



Super-efficient IT/ITES Building

- Hyderabad; 1350 employees, 22,500 sq ft
- Energy Performance Index of 90-95 kWh/m².year
- Helped identify ~5% savings
 - Using energy use visibility to build enhanced analytical capability
 - · No audit or on-site assessment involved
 - · Low-cost tune-ups, no investment required
 - · Validated by facility management team

Total energy cost (Jan'13)

Rs. 488,687 (at Rs. 6.23 per kWh)

Energy use comparison

-12% (Jan'13 vs Dec'12)

Energy cost comparison

-58,400 INR (Jan'13 vs Dec'12)

CO₂ emissions comparison

-305 Kg (Jan'13 vs Dec'12)

Our own energy management story

Schneider Electric Energy Action

- In-house energy management program
- Targeted 17 of our most energy intensive facilities
- Avoided energy costs of over INR 7.5 crores in 5 years (2012-16) over 2011 baseline
- Results vetted by a global team every month; audited by external auditors every year
- 13 ISO 50001 certified sites, 3 IGBC (2 Gold, 1 Platinum) rated sites, 1 LEED Platinum rated site

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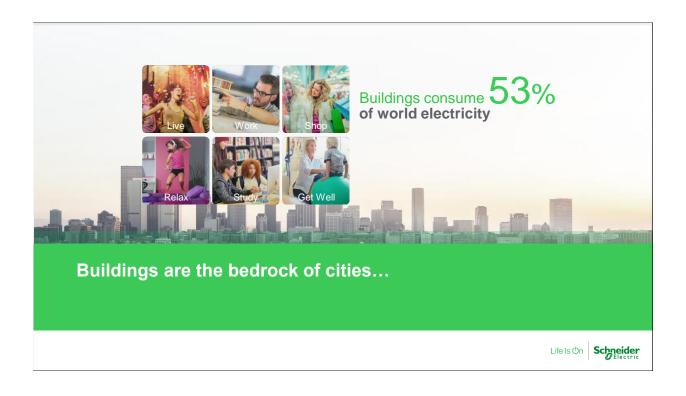


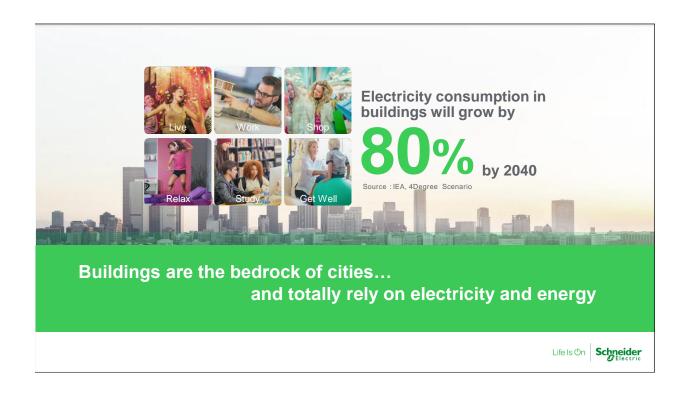
Why do buildings matter?

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The energy efficiency opportunity

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CSR achievements in India

Up to 2015

16,200 remote households electrified with off grid solar in **325** remote villages

Livelihood training to over **52,700** unemployed youth

Outreach to **350** schools on energy efficiency

686 Green Teachers and **26000** students registered as Green Ambassadors

120 Scholarships to Engineering and Diploma students from financially disadvantaged background



