



# LEGRAND INVESTOR DAY

June 30, 2016 – Morning

# INVESTOR DAY – AGENDA

<b>Introduction</b>	<b>Gilles Schnepf</b> <b>Antoine Burel</b>	<i>Group Chairman and CEO</i> <i>Executive Vice-President – CFO</i>	<b>8:30 AM – 8:50 AM</b>
<b>Legrand in North America</b>	<b>John Selldorff</b>	<i>President and CEO – Legrand North &amp; Central America</i>	<b>8:50 AM – 9:50 AM</b>
<b>Factory &amp; Legrand Experience Center visits</b>			<b>9:50 AM – 11:50 AM</b>
<b>Lunch break</b>			<b>11:50 AM – 12:50 PM</b>
<b>Operations fully committed to serving business change towards IoT and digital</b>	<b>Patrice Soudan</b> <b>Manish Narain</b>	<i>Deputy CEO and Executive Vice President – Operations</i> <i>Vice President of Operational Excellence and Logistics – Legrand North &amp; Central America</i>	<b>12:50 PM – 1:35 PM</b>
<b>Legrand’s fundamental assets unique and dynamic</b>	<b>Paolo Perino</b> <b>Brian DiBella</b>	<i>Executive Vice President – Strategy and Development</i> <i>President, Electrical Wiring Systems – Legrand North America</i>	<b>1:35 PM – 2:15 PM</b>
<b>Legrand opens doors to the World of Things</b> <b>User powered product design</b> <b>Technology-driven products: higher value in use and more business opportunities</b>	<b>Ernesto Santini</b> <b>Milka Eskola</b> <b>Pierre-Yves Hasbrouck</b> <b>Tom Lowery</b>	<i>Vice President Innovation &amp; Systems</i> <i>Vice President Art &amp; Design</i> <i>Eliot Project Manager</i> <i>President, Building Control Systems – Legrand North America</i>	<b>2:15 PM – 3:35 PM</b>
<b>Final Q&amp;A and wrap-up</b>			<b>3:35 PM – 4:00 PM</b>



Investor Day – June 30, 2016

# Introduction

Gilles Schnepf, Chairman and CEO - Antoine Burel, CFO

# AGENDA

- 1 LOOKING BACK: 2014 INVESTOR DAY
- 2 NEXT STEPS
- 3 FINANCIAL PERFORMANCE
- 4 LONG-TERM VALUE CREATION (SINCE IPO)
- 5 4 PILLARS FOR LONG-TERM VALUE CREATION
- 6 AGENDA AND TAKEAWAY OF THE DAY

## LOOKING BACK: 2014 INVESTOR DAY

2003-2008

2009-2013

From 2014

### Reshaping Legrand

- **Growth:** enhance geographic growth profile by expanding in new economies and the USA
- **Productivity:** globalize back office through industrial divisions and global purchasing
- **Measure:** implement new KPI (Economic Income) to manage operating performance including cost of capital employed

### Pursue growth profile and performance enhancement during crisis

- **Growth:** enhance product growth profile by boosting new business segments
- **Productivity:** create platforms and revamp SG&A
- **Measure:** manage performance through Financial Performance Contract and Quarterly Performance Review
- **CSR:** start 2<sup>nd</sup> sustainable development roadmap (2011-2013)

### Next steps

- **Growth:** expand in complementary channels and business models
- **Productivity:** deploy a multipolar back office organization
- **Measure:** introduce new KPI such as NEPAT
- **CSR:** start 3<sup>rd</sup> sustainable development roadmap (2014-2018)

**Excerpt of 2014  
Investor Day presentation**

## NEXT STEPS (1/2)

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- **Growth:** expand in complementary channels and business models
  - Reinforce presence in:
    - ✓ IT distribution – acquisitions of Lastar and Valrack
    - ✓ Datacenter distribution – acquisitions of Raritan and SJ Manufacturing
    - ✓ Assisted living – acquisitions of Neat and Jontek
  - New topic – Accelerate the use of new technologies in Legrand's offering:
    - ✓ Eliot program launched in France, Italy and the US
    - ✓ Double-digit total growth in sales of connected products in 2015
  
- **Productivity:** deploy a multipolar back office organization
  - China: expertise in electronics, ACBs<sup>(1)</sup>, MCCBs<sup>(2)</sup>, IP door entry systems and user interface
  - India: expertise in MCBs<sup>(3)</sup>, metal cabinets and user interface

1. Air Circuit Breakers  
2. Molded Case Circuit Breakers  
3. Miniature Circuit Breakers

## NEXT STEPS (2/2)

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- **Measure: introduce new KPI such as NEPAT<sup>(1)</sup>**
  - Good proxy for cash flow generation
  - Embeds considerations on growth, operating profitability, capital employed and tax
  
- **CSR: start 3<sup>rd</sup> sustainable development roadmap (2014-2018)**
  - 2014 and 2015 achievement rates ahead of development plan
  - Legrand rewarded: Global 100 – Corporate Knights; Vigéo World index

1. *Net Economic Profit After Tax: adjusted operating profit less cost of capital employed after tax*

## FINANCIAL PERFORMANCE

As % of sales (rounded figures)	<u>1992-2002</u> <u>average</u>	<u>2003-2008</u> <u>average</u>	<u>2009-2015</u> <u>average</u>
<b>Adjusted operating margin</b>	14%	16%	19%
<b>Capex</b>	8%	4%	3%
<b>Working capital requirement</b>	21%	13%	≤10%
<b>Free cash flow</b>	6%	11%	13% <sup>(1)</sup>

1. On a normalized basis with working capital requirement representing 10% of the last 12 months' sales, and whose change is at constant scope of consolidation and exchange rates



## LONG-TERM VALUE CREATION (SINCE IPO) THROUGH AN INTEGRATED PERFORMANCE APPROACH

EPS

(2006-2015 CAGR)

**+8%**

⇒ Improving return on capital

Capital employed<sup>(1)</sup>

(2006-2015 CAGR)

**+3%**

CSR<sup>(2)</sup>

**2**  
fully executed roadmaps<sup>(3)</sup>

**≥120%**  
achievement rate for the 3<sup>rd</sup> roadmap<sup>(4)</sup>

⇒ Delivering demanding  
non-financial performance

TSR<sup>(5)</sup>

(from April 6, 2006 to June 24, 2016)

**+12%**  
per year

⇒ Robust value creation

1. (Net debt + equity – investments in associates) adjusted for asset step-up related to the acquisition of Legrand France in 2002 net of deferred tax
2. Corporate and Social Responsibility
3. 2007-2010 and 2011-2013 CSR roadmaps
4. Annual CSR achievement rate for both 2014 and 2015
5. Total Shareholder Return, dividend being reinvested in shares

## 4 PILLARS FOR LONG-TERM VALUE CREATION

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- **Key fundamentals (#1)**
- **Global/local organization (#2)**
- **Processes and KPIs (#3)**
- **Execution (#4)**

## 4 PILLARS FOR LONG-TERM VALUE CREATION

### KEY FUNDAMENTALS (#1)

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- **Strong market positions**
  - Country by country and product family by product family
  - Through ongoing innovation, commercial/marketing initiatives as well as M&A
  
- **Entrepreneurship mindset**
  - Active risk/opportunity management
  
- **Customer oriented**
  - Final end users: comfort, design, interoperability, safety, savings
  - Professionals: reliability, level of service, ease of installation, interoperability, productivity, savings
  
- **Performance oriented**
  - Disciplined management of capital employed, M&A valuation, purchasing, expenses, etc.

## 4 PILLARS FOR LONG-TERM VALUE CREATION

### GLOBAL/LOCAL ORGANIZATION (#2)

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#### □ **Global back office**

- Economies of scale and productivity: platforms, global purchasing, logistics, etc.
- Best practice deployment across the board: Legrand Way
- Fast implementation of Group initiatives on a global scale: Eliot program

#### □ **Local front office**

- Addressing end-market specificities
- Considering Legrand's specific local market positions
- Setting business plan at local level

## 4 PILLARS FOR LONG-TERM VALUE CREATION PROCESSES AND KPIs (#3)

- **Strong Group processes**
  - Talents
  - Developments/Investments: innovation, capex, M&A
  - Risks
  - Financial Performance Contract and CSR<sup>(1)</sup> performance
  
- **Straightforward KPIs**
  - Market shares
  - Economic Income<sup>(2)</sup>/NEPAT<sup>(3)</sup> and CSR

1. *Corporate and Social Responsibility*

2. *Economic Income = adjusted operating profit less cost of capital employed*

3. *Net Economic Profit After Tax = Economic Income after tax*

## 4 PILLARS FOR LONG-TERM VALUE CREATION EXECUTION (#4)

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- **People empowerment**
  
- **Compensation aligned with performance**
  - Annual bonus linked to Financial Performance Contract
  - Long-term incentive plan subject to Group demanding long-term performance conditions, both financial and non-financial

## AGENDA AND TAKEAWAY OF THE DAY

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- **Morning** – North America, a textbook case illustrating Legrand's business model
- **Afternoon** – Legrand fully embraces new tech and digital opportunities



# Legrand in North America

John Selldorff – President & CEO – Legrand North & Central America

Investor Day – June 30, 2016



**Transforming spaces**  
where people live & work



# AGENDA

**1 MARKET BACKGROUND & LNA EVOLUTION**

**2 LNA GROWTH DRIVERS**

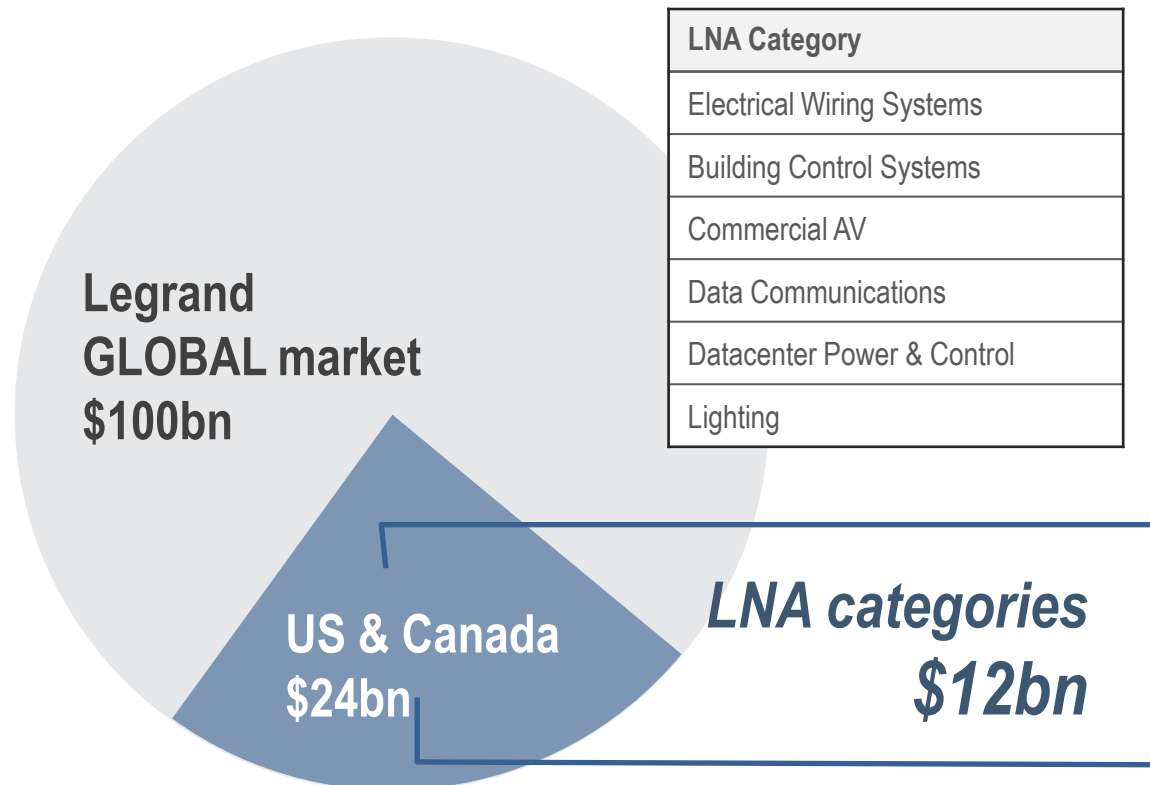
**3 TEAM & TOUR**

**4 APPENDICES**

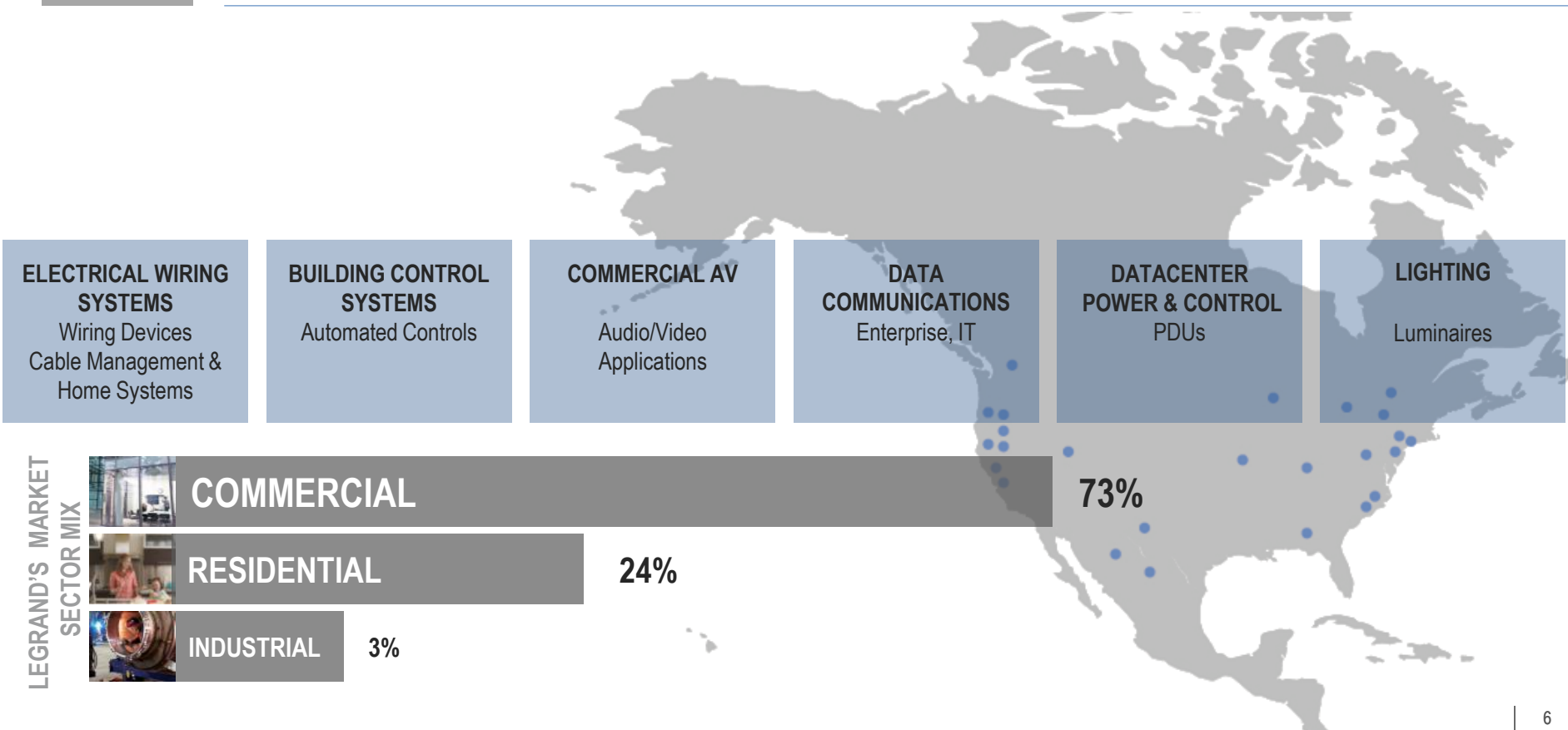
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# MARKET BACKGROUND & LNA EVOLUTION

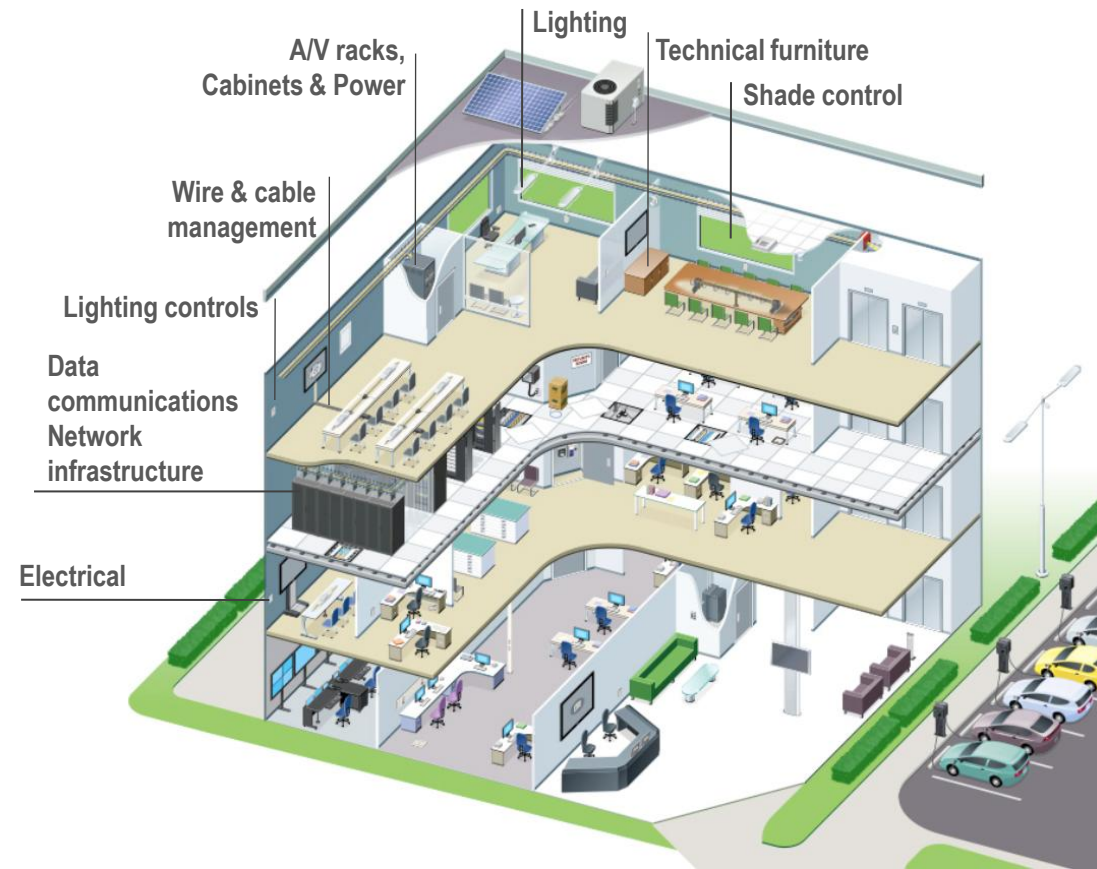
**NORTH AMERICA (US & CANADA) IS 24% OF THE TOTAL GLOBAL MARKET FOR ALL LEGRAND GROUP PRODUCT LINES.**



# MIX OF BUSINESS SPANS RESIDENTIAL AND NONRESIDENTIAL BUILDING MARKETS IN NORTH AMERICA.

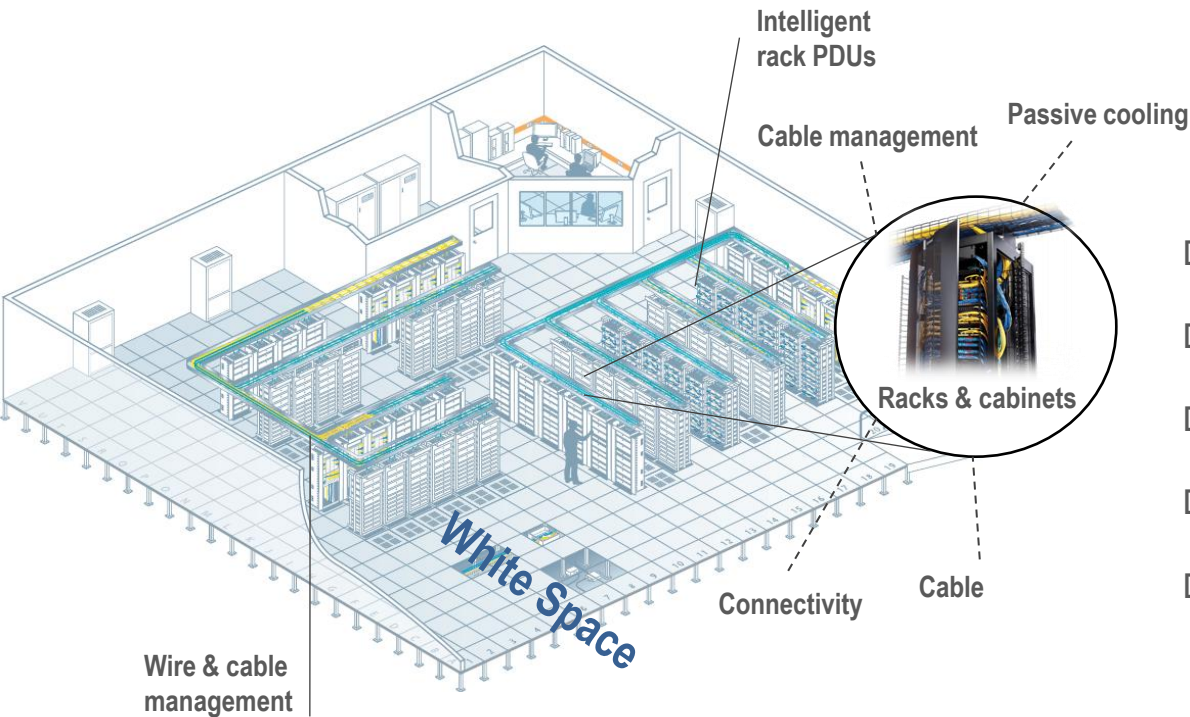


# OUR EXPANDED OFFER ALLOWS US TO MOVE FROM PRODUCTS TO SOLUTIONS FOR PRODUCTIVE, EFFICIENT AND EFFECTIVE SPACES.



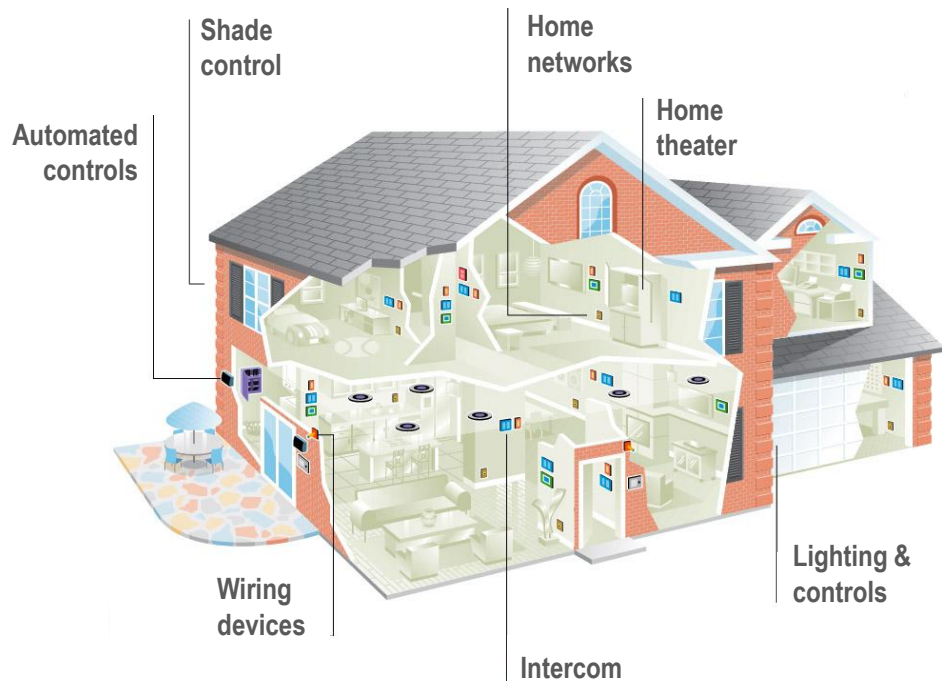
- ❑ Electrical and data infrastructure solutions
- ❑ Energy management solutions for high performance buildings
- ❑ Flexible and accessible pathways for power, communications & AV
- ❑ Energy efficiency

# THE DATACENTER “WHITE SPACE” MANAGER NEEDS INFRASTRUCTURE SOLUTIONS THAT BEST BALANCE PERFORMANCE, FLEXIBILITY AND ENERGY EFFICIENCY.



- Heat mapping
- Air flow and containment
- Intelligent power management
- High density deployment
- Expandability

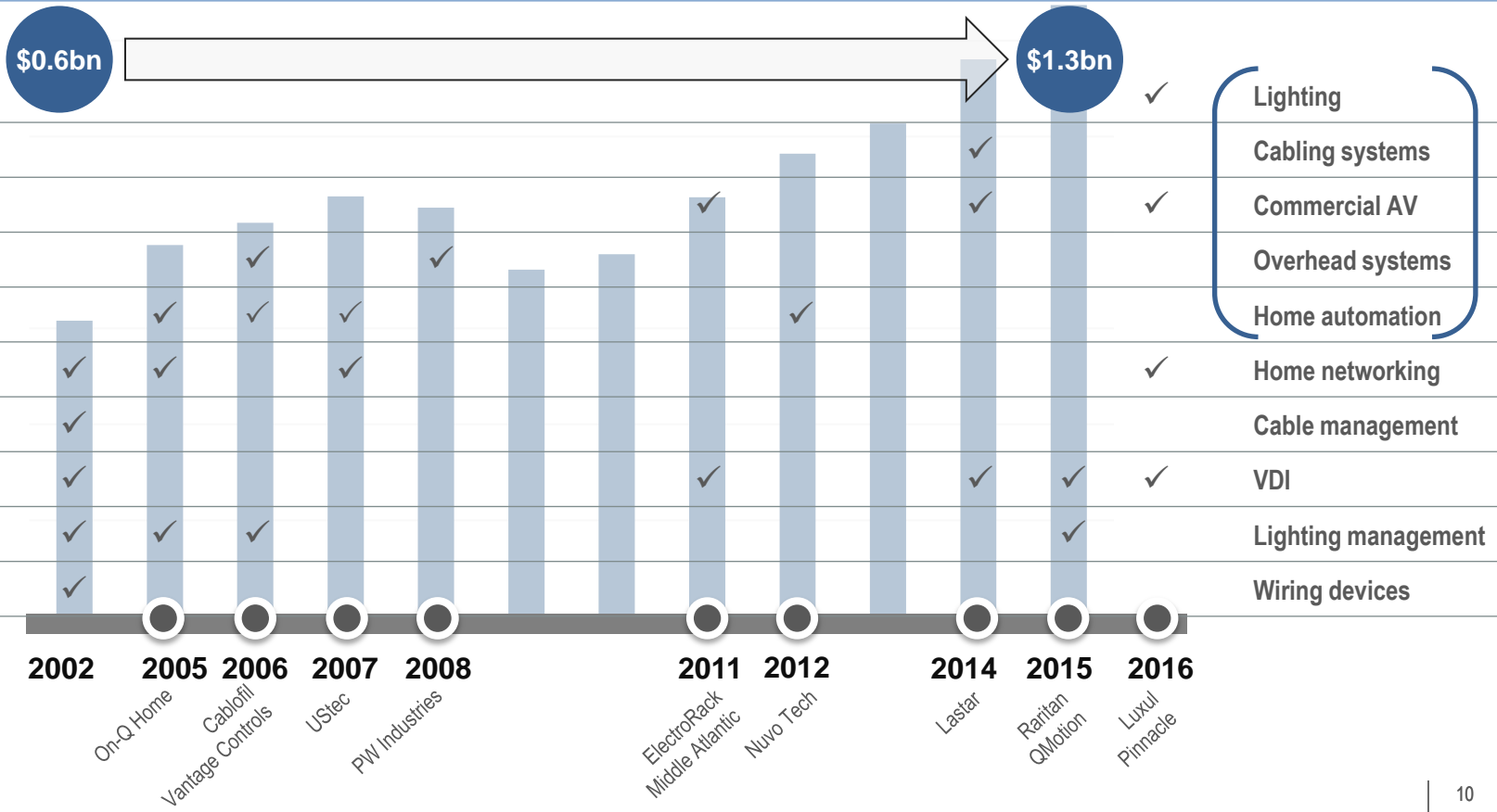
## WE MORE THAN DOUBLE THE POTENTIAL REVENUE PER HOME WITH MULTIPLE RANGES AND DESIGN CHOICES.



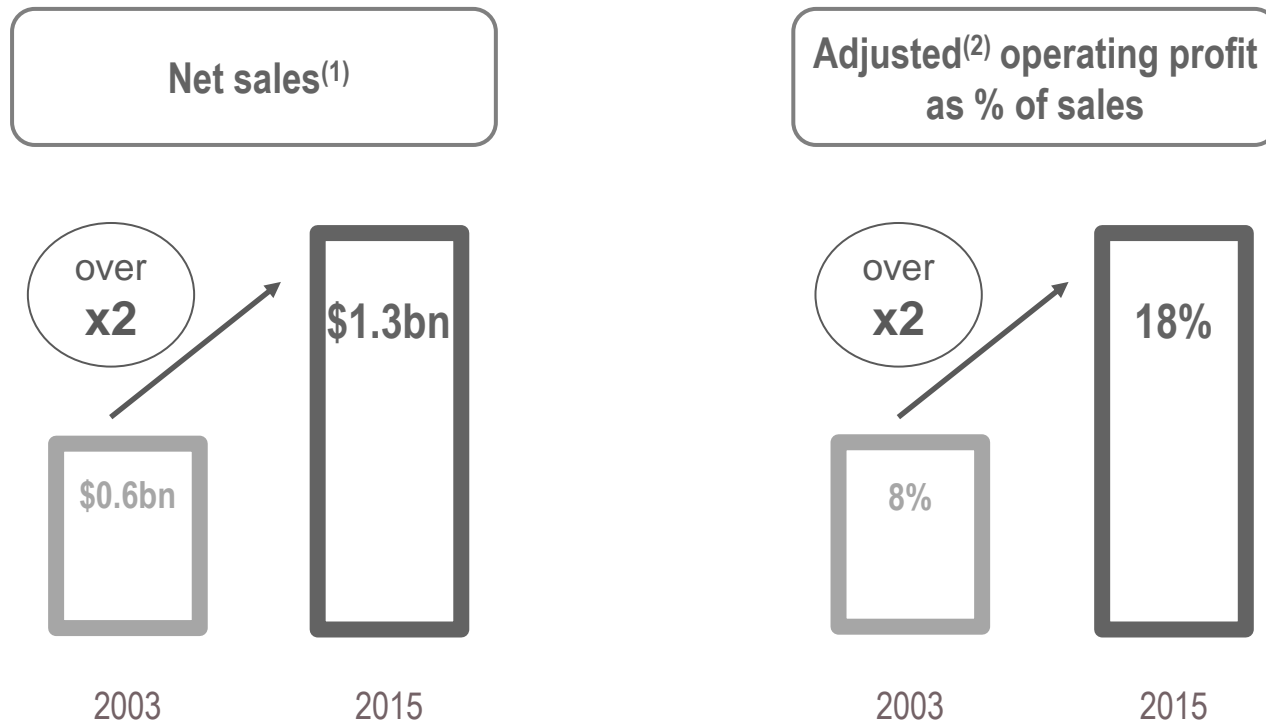
- Every type of switch and receptacle
- Multiple ranges offer upgraded designs
- Home networking foundation for IoT
- Room and whole home systems for audio, lighting, entertainment, and security
- Automated controls



# LNA GROWTH THROUGH ACQUISITIONS HAS ALSO OPENED NEW PRODUCT MARKETS AND CHANNELS TO NEW CUSTOMERS.



## PROFIT RATES MORE THAN DOUBLED FROM 2003 TO 2015.



1. By origin.
2. Operating profit adjusted for amortization of revaluation of intangible assets at the time of acquisitions and for expense/income relating to acquisitions and, where applicable, for impairment of goodwill.

## ACQUISITIONS PINNACLE ARCHITECTURAL LIGHTING



- ❑ #2 in LED specified linear architectural lighting solutions for non-residential buildings
- ❑ Annual revenues around \$105m
- ❑ 230 employees
- ❑ LED linear lighting one of the most popular design trends and very complementary to Legrand's existing controls position



- ❑ Strengthens Legrand position in the US lighting market for non-residential buildings, which is underpinned by regular adoption of new energy codes
- ❑ Advances Legrand's capabilities by taking advantage of flexible LEDs and distributed sensing in new ways to deliver the most efficient and quality light controlled by a switch, dimmer, panel or system

## ACQUISITIONS RARITAN INC.



- North american frontrunner in intelligent PDUs<sup>(1)</sup> and KVM<sup>(2)</sup> switches
- Annual revenues around \$114m
- 350 employees



- Ideal complement to Legrand's global offer in the growing market for digital infrastructure
- Reinforces Legrand's US presence in IT, audio/video and datacenter distribution channels

1. PDU: Power Distribution Unit.

2. A KVM switch enables users to control multiple computers from a single Keyboard, Video and Mouse console.

## ACQUISITIONS QMOTION

- US specialist in natural light control for residential buildings
- Annual revenues around \$16m
- 80 employees

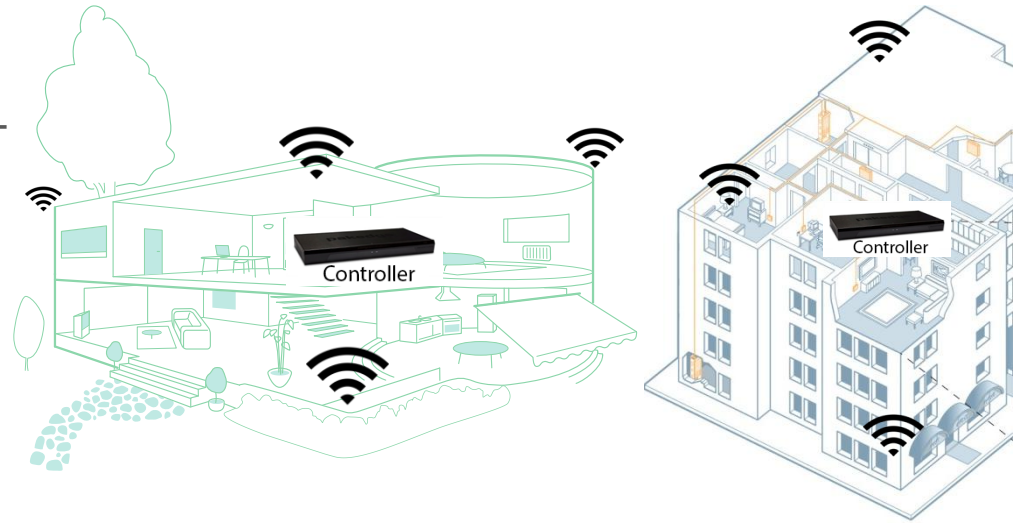


- Ideal complement to Legrand's lighting control offer in the US, where the Group holds leading positions in highly energy efficient lighting control and high-end residential lighting control
- Enables Legrand to offer solutions for both artificial and natural light control

## ACQUISITIONS LUXUL WIRELESS



- ❑ US leader in audio/video infrastructure products<sup>(1)</sup> for residential and small-to mid-size commercial buildings
- ❑ Annual revenues over \$20m
- ❑ Around 30 employees
- ❑ IoT devices



- ❑ Ideal complement to Legrand's generalist US offering of structured cabling for housing (On-Q)
- ❑ Rounds out the Group offering in the specialized and growing US market for audio and video applications

1. *Wireless routers, access points and switches.*

# LEGRAND HAS A LEADING POSITION IN EVERY NORTH AMERICAN MARKET WE TARGET.

## ELECTRICAL WIRING SYSTEMS

#1 in cable management  
#1 in residential structured wiring  
#2 in wiring devices

## DATA COMMUNICATIONS

#1 in preterminated solutions

## BUILDING CONTROL SYSTEMS

#1 in energy efficient lighting controls

## COMMERCIAL AV

#1 in AV enclosures

## LIGHTING

#2 in LED specified linear architectural lighting

## DATACENTER POWER & CONTROL

#2 in intelligent PDUs

LNA IS A LEADER AMONG A WIDE RANGE OF GENERALISTS AND SMALLER SPECIALISTS.

## ELECTRICAL WIRING SYSTEMS

LEVITON®  
EAT•N



Thomas & Betts

ABB



## BUILDING CONTROL SYSTEMS

LEVITON®

EAT•N

Acuity Brands®



CRESTRON

Control4

LUTRON®

PHILIPS

## DATA COMMUNICATIONS



CORNING

COMMSCOPE®

TRIPP-LITE

belkin



LEVITON®

StarTech.com  
Hard-to-find made easy

BELDEN  
SENDING ALL THE RIGHT SIGNALS

Schneider  
Electric

## COMMERCIAL AV



PANAMAX

CHIEF®

Lowell™  
Professional AV Products

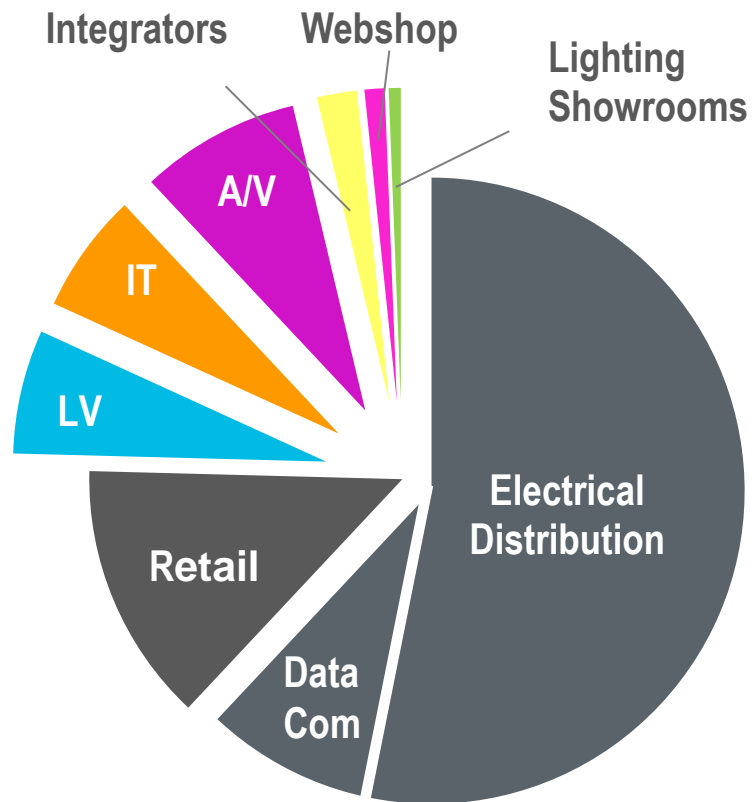


Snap  
av

EVANS  
DESIGNS & EQUIPS MISSION CRITICAL OPERATIONS



## OUR EXPANDED DISTRIBUTION CHANNELS ENSURE OUR CUSTOMERS CAN BUY WHERE THEY PREFER.



**95%**  
of sales through  
distribution

2

LNA GROWTH DRIVERS

## WE HAVE MANY GROWTH DRIVERS...

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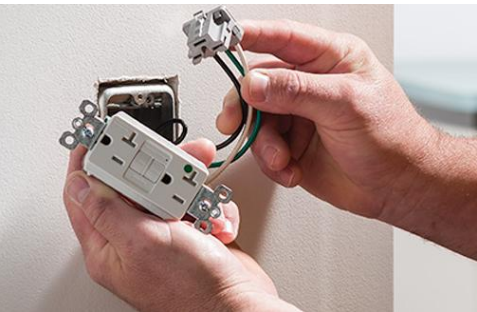
**INVEST IN INNOVATIVE  
ORGANIC INITIATIVES**

**BE RELEVANT WITHIN THE  
CATEGORIES WE CHOOSE**

**LOOK BEYOND ELECTRICAL  
TO SPACES**

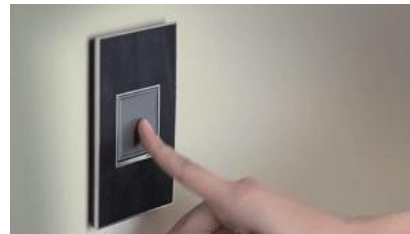
**PROVIDE BEST-IN CLASS SERVICE  
AND CUSTOMER ENGAGEMENT**

# LEGRAND DELIVERS UNIQUE FEATURES AND BENEFITS THROUGH ORGANIC PRODUCT INNOVATIONS BASED ON DESIGN & FUNCTION.



**LABOR SAVING  
FEATURES**  
Plugtail devices  
Reduced costs, time

**UNIQUE SOLUTIONS**  
Universal dimmers  
Buy and keep on hand for  
any lighting requirement



**ICONIC DESIGNS**  
Adorne pop-out  
Great design by  
aesthetics & functionality

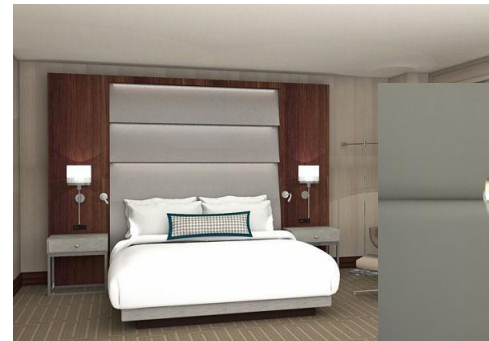
**INTUITIVE FOR USER**  
Equinox automation  
User interface to beautify  
and simplify experience





[BeautifulSwitch.com](https://BeautifulSwitch.com)

## WE INVEST IN CUSTOM DESIGN AND SOLUTIONS TO EXPAND GROWTH OPPORTUNITIES.



### JW Marriott Minneapolis at Mall of America Minnesota – 341 rooms

- ❑ Custom, turnkey furniture power solution offers premium design and function for high-profile Marriott location
- ❑ New line being considered as standard offer for all Marriott locations and to be introduced to market by end of June

7x  
\$ PER PROJECT

## WE CREATE RELEVANT SOLUTIONS THAT MEET STRINGENT DEMANDS OF HIGH PERFORMANCE BUILDINGS.

### Liberty Mutual Tower Boston, Massachusetts

- ❑ Legrand is one of few to offer scalable, easy to implement whole-building energy management
- ❑ Customer service in addition to technology differentiated Legrand
- ❑ Same solution can handle one room to whole campuses
- ❑ 750 Plug Load controllers bring in the electrical infrastructure

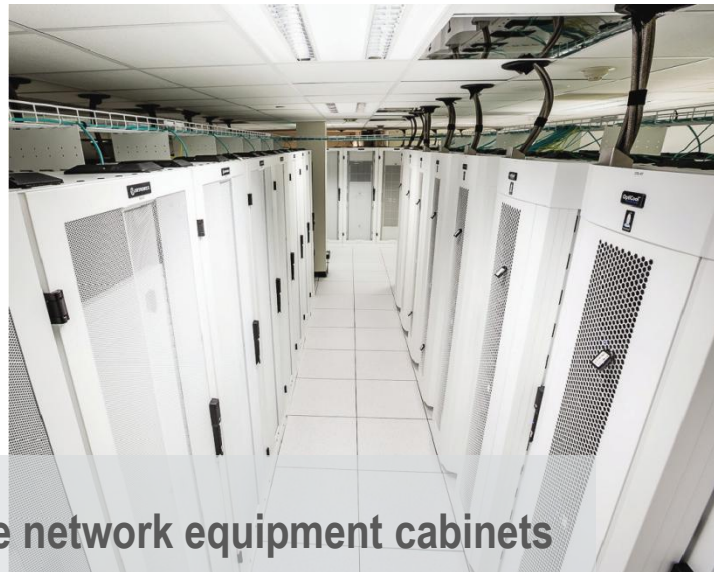
**Solutions:**  
**Digital Lighting Management**  
**Wire management**  
**Data communications**  
**Wiring devices**



## WE WORK WITH CUSTOMERS THROUGHOUT THEIR PROJECT LIFECYCLE TO DESIGN AND DELIVER HIGH PERFORMANCE WHITE ROOMS.

### MITRE Corporation – primary datacenter for research centers Bedford, Massachusetts

- ❑ Creative design supports higher power density up to 30kW per cabinet while mitigating additional heat
- ❑ Solutions enabled repurposing legacy datacenter white space at lower cost than cloud or other traditional options
- ❑ Made it easy for customer by packaging bigger power distribution units as one kit with one part number



**Configurable network equipment cabinets**

**Customized rails & air dams**

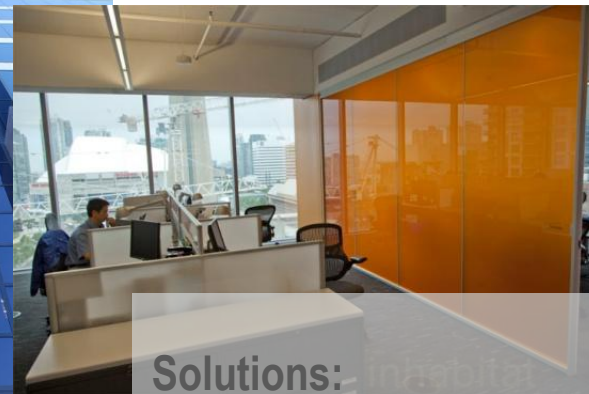
**Incorporates active cooling**



## WE PROVIDE BEST-IN-CLASS SERVICE TO MAKE LEGRAND A STANDARD ON FIRM'S NATIONAL BUILDINGS SPECIFICATION.

### PriceWaterhouseCoopers (PWC) U.S. Nationwide

- ❑ Scalable solution fit current and anticipated electrical needs of multiple buildings nationwide
- ❑ 34 buildings renovated with potential to renovate PWC's remaining 40+ buildings in near future
- ❑ New renovation to be NYC high-rise complex totaling 1.3m sq ft
- ❑ Strong partnership and proven solutions earned Legrand products place on PWC national specification



Solutions:

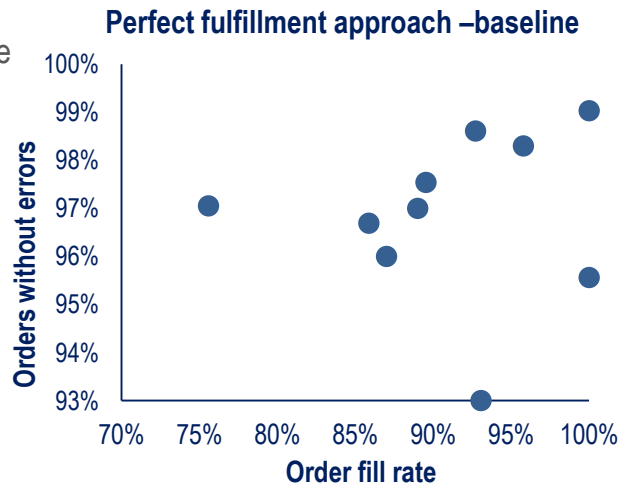
**Power & Plug Load receptacles**  
**Wire & cable management**  
**Racks & enclosures**

## WE STRIVE FOR SERVICE EXCELLENCE THROUGH VARIOUS IMPROVEMENT INITIATIVES.

### Perfect fulfillment

- More than fill rate
- Viewing things from customer perspective:
  - Received on-time
  - Received complete
  - Correct material
  - Correct quantity
  - Undamaged

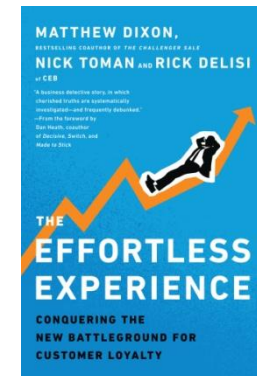
***We need to look beyond internal measurements to validate customer experience.***



### Effortless experience

- How often does customer inquiry get resolved on first contact?
- Current performance = 81.6%
- 2016 improvement target = 86.6%
- Goal > 95%

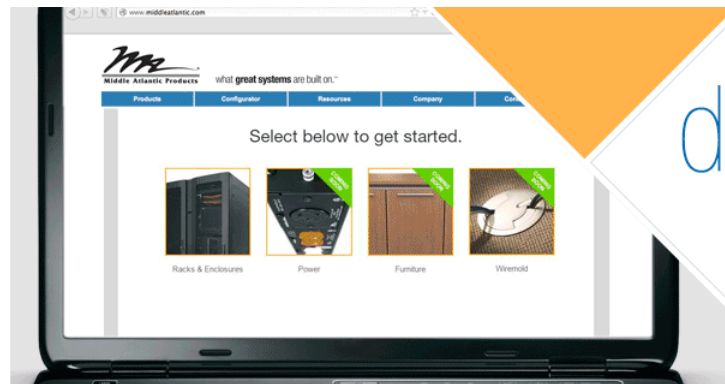
***“The Company made it easy for me”.***



## WE DESIGN FOR PRODUCTIVITY IN PRODUCTS AND SERVICE.

### Installer productivity

- **Customer experience, based on...**
  - Customer support
  - Electronic tools
  - Personalization
  - Product availability for rapid build-to-order
  
- **Elimination of labor and waste**



design,  
quote & purchase  
online

*From components in a box that must be assembled and installed to pre-configured “plug and play” solutions.*



# WE ENGAGE WITH OUR CUSTOMERS THROUGH OUR DIGITAL CAPABILITIES.

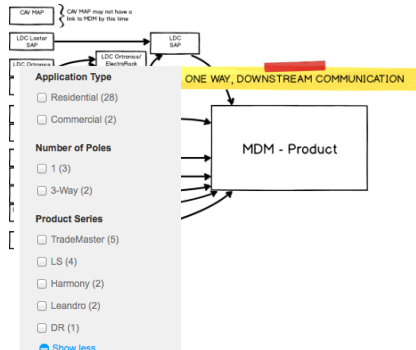
## Digital tools

Specify & quote | Design & configure | Automation tools | Web shop



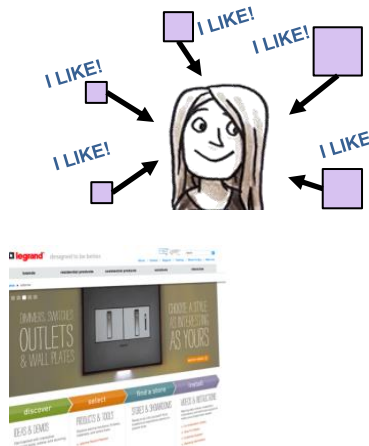
## Digital collaboration

Data storage | BIM  
PIM - Attribute management  
Business software



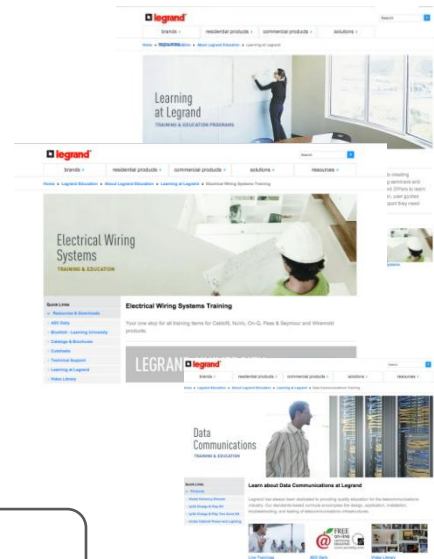
## Digital communications

Web site | CRM  
Marketing automation



## Digital training

Learning management systems



Productivity yield | Efficiency | Reaching end customer

3

TEAM & TOUR

## TEAM &amp; TOUR

# BUSINESSES LED BY A MIX OF INTERNAL, EXTERNAL AND ACQUIRED TALENT.



Brian DiBella  
President,  
EWS



Tom Lowery  
President,  
BCS



Mike Baker  
President,  
CAV



Mark Panico  
President,  
LDC



Doug Fikse  
President,  
Raritan



Chris Hammelef  
President,  
Pinnacle

## ELECTRICAL WIRING SYSTEMS

Wiring devices  
Wire & cable management  
Home systems

## BUILDING CONTROL SYSTEMS

Lighting controls  
Custom home automation  
Shading solutions

## COMMERCIAL AV

Power & connectivity  
Technical furniture  
Racks & enclosures

## DATA COMMUNICATIONS

Racks & cabinets  
Cable management  
Connectivity

## DATACENTER POWER & CONTROL

PDUs  
KVM

## LIGHTING

Architectural lighting  
LED luminaires

# LNA IMPROVES THROUGH INCREASED SCALE AND BY LEVERAGING GROUP BEST PRACTICES.

## Technology

- Eliot
- Value in use enhancement



## Well established with key markets

- History
- Channels
- Scale



## Digital / Design

- Marketing
- eBusiness
- Customer experience



## Legrand Way

- Factory optimization
- Logistics
- Supply chain



## LEGRAND EXPERIENCE CENTER & PLANT TOUR

Time	Blue Group	Orange Group
9:50 AM 10: 50 AM	Plant Tour	Legrand Experience Center Tour
10:50 AM 11:50 AM	Legrand Experience Center Tour	Plant Tour



**transforming spaces**  
where people live & work



4

## APPENDICES

## ELECTRICAL WIRING SYSTEMS (EWS)



Brian DiBella  
President,  
EWS



### Wiring devices



Wall plates  
Switches  
Outlets  
Dimmers  
Sensors  
Plug Load controls  
GFCI



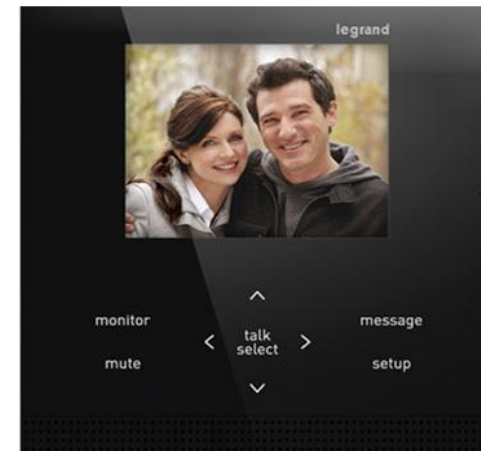
### Wire & cable management



Raceway poke-thru  
Floor boxes



Cable tray  
Ladder tray | Tray



### Home systems



Data networking  
Intercom  
Lighting controls  
Security camera



Wireless audio system  
Home networking

## BUILDING CONTROL SYSTEMS (BCS)



Tom Lowery  
President,  
BCS



### Lighting controls



### Custom lighting automation



Lighting control  
Audio  
Video  
Climate  
Integration



### Shading solutions



## COMMERCIAL AV (CAV)



Mike Baker  
President,  
CAV



Power & connectivity



Technical furniture



Racks & enclosures

## COMMERCIAL DATA COMMUNICATIONS (LDC)



Mark Panico  
President,  
LDC



### Enterprise

- Racking systems
- Power distribution
- Thermal management
- A/V solutions
- Cable management

- Pathways
- Accessories
- Connectivity & cabling solutions



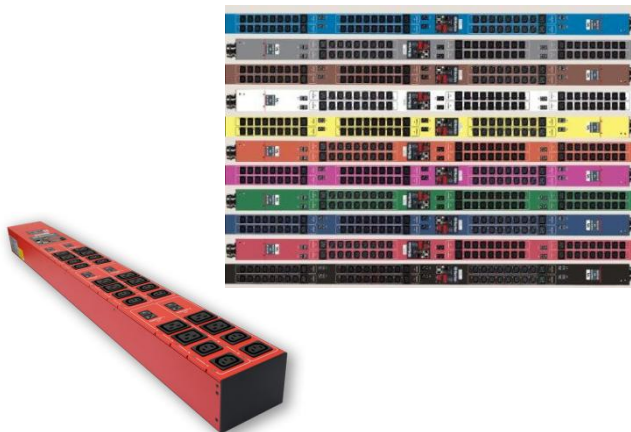
### IT

- Copper solutions
- Fiber solutions
- PC cables & adapters
- A/V connectivity
- Networking

## RARITAN – POWER DISTRIBUTION AND CONTROL FOR DATACENTERS



Doug Fikse  
President,  
Raritan



### PDU

Outlet metered & switched  
Rack transfer switch  
Environmental sensors  
Smart controllers  
Branch circuit monitoring



### KVM

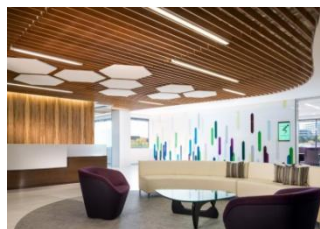
Enterprise KVM over IP  
Secure console  
Analog KVM  
AV over IP



## PINNACLE – ARCHITECTURAL LIGHTING & LED LUMINAIRES



Chris Hammelef  
President,  
Pinnacle



### Specification indoor

Recessed  
Linear suspended  
Asymmetric  
Surface (ceiling)  
Surface (wall)

Pendant  
Perimeter  
---  
Direct  
Indirect  
Bidirectional

### Specification outdoor

Recessed  
Surface  
Pendant  
---  
Direct  
Bidirectional



## GLOSSARY OF ORGANIZATIONAL ABBREVIATIONS

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Term	Definition
<b>LNA</b>	Abbreviation for Legrand, North America.
<b>EWS</b>	Abbreviation for Electrical Wiring Systems division of LNA.
<b>BCS</b>	Abbreviation for Building Control Systems division of LNA.
<b>LDC</b>	Abbreviation for Legrand commercial Data Communications division of LNA.
<b>CAV</b>	Abbreviation for Commercial A/V division of LNA.

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## GLOSSARY OF TECHNICAL TERMS

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Term	Definition
<b>AV or A/V</b>	Audiovisual or audio/video.
<b>PDU</b>	Power Distribution Unit.
<b>KVM</b>	Console to control multiple sets of Keyboards, Video monitors, and Mouse devices.
<b>VDI</b>	Voice, Data, Image = Datacom & A/V
<b>LED</b>	Light-Emitting Diode
<b>IP</b>	In networking context, refers to networks based on Internet Protocols.
<b>IT</b>	Information Technology
<b>GUI</b>	Graphical User Interface
<b>PIM</b>	Product Information Management
<b>BIM</b>	Building Information Modeling

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