

Press Kit

13-15 November 2012

Presence and support of Schneider Electric at the International Conference of off-grid lighting

Press release

Schneider Electric will present its access to energy program at the Lighting Africa Conference

Dakar (Senegal) the third conference on off-grid lighting will be held from 13 to 15 November 2012. Schneider Electric will present their solutions for access to energy for people at the base of the pyramid and exchange with other stakeholders and attendees.

This will be an unmissable event for those involved in energy access in Africa. Lighting Africa will bring together approximately 1,000 participants including 50% from industry. The local presence of Schneider Electric in Senegal is in line with the ambition to develop the **BipBop program** *. Of the 1.3 billion people on the planet who have no access to electricity, 70% of the population of Africa or 585 million people are included..



*Business, Innovation, People at the Base Of the Pyramid

This conference is an opportunity to renew our commitment from the 2010 Lighting Africa conference: «Our participation in the Lighting Africa conference is part of the development of our BipBop program. The many projects for electrification of villages and formations that have been implemented in recent months and our innovations in off-grid electrification give the measure of our commitment. We will be in Dakar from the 13 to 15 November because of our desire to be closely involved with the access to energy problem.» said Philippe Delorme, Director of Strategy and Innovation Schneider Electric.

Managed jointly by the World Bank and IFC (International Finance Corporation), Lighting Africa is a unique platform that enables the African BoP market to develop in the best conditions favouring exchanges between different stakeholders: information, consumer preferences, business models, distribution channels ...

Schneider Electric

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A growing market:

> The sale of quality off-grid lighting solutions in Africa grew by 450% during the year 2011 (source: Interim Report Lighting Africa, 1 July 2010-30 June 2011).

BipBop objectives 2012-2014:

- > Increase the number of investments and entrepreneurs supported
- > Increase the number of households gain access to energy
+1.000.000
- > Increase number of people trained
+30.000

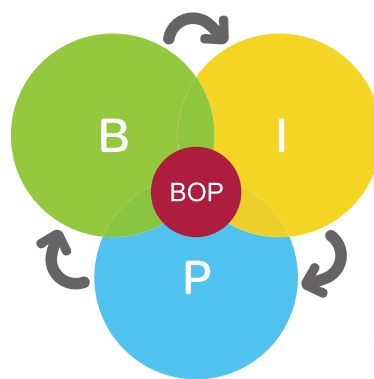
A challenge at the heart of Schneider Electric's strategy

Access to energy is a major preoccupation for millions of people who currently live without electricity. It contributes not only to a better quality of life, but also improves access to health care, education, and development for those who are most in need.

As a global specialist in energy management, Schneider Electric has positioned itself as a key player with a major role to play in assisting these underprivileged populations. The Group has invested in numerous projects in communities lying at the «base of the pyramid». Its «BipBop» program – Business, Innovation & People at the Base of the Pyramid – has enabled the provision of clean, safe electricity to such communities.

Business

Creation of an investment funds to support companies dedicated to the electrical business for the Base of the Pyramid



Innovation

Build adequate offers/solutions to be a champion in the electrical distribution field for the Base of the Pyramid

People

Train young people from the Base of the Pyramid in electrical skills

Always involving local people, BipBop expresses the Group's desire to be instrumental in creating a virtuous circle of action, innovation, and responsibility in some of the world's most underdeveloped regions. The progress made under the auspices of the program are measured regularly on Schneider Electric's Planet & Society Barometer. This measurement tool was put in place in 2005, and mobilizes all collaborators and partners towards the Group's sustainable development commitment goal.

Some BipBop figures >>

Since 2009

- > 6 major investments and 400 local businesses supported
- > 1 million households now have access to electricity
- > More than 12,000 people have received training



How Schneider Electric's commitment become a reality in areas affected by energy poverty?

Collaboration is essential. To develop solutions, it has to agree with the governments and NGOs. Lighting Africa allows better understanding between the different stakeholders and improving the performance of future solutions.

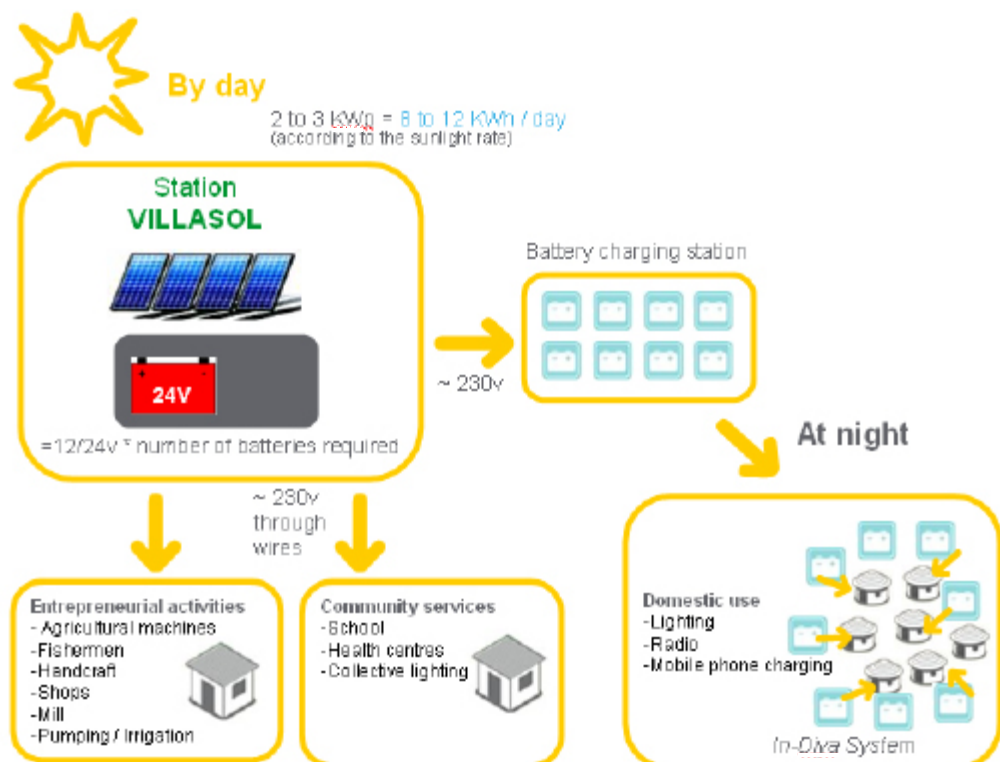
Our solutions – BipBop Innovation

There are various technological products that can address energy poverty. The development of a solution starts in the field and ends in our laboratories. Most often, we compose solutions with products that are already available.

VillaSol and Water of the sun are part of these solutions. The innovation is not only technological, but also social and economic.

Give autonomy to the villages that are deconnected from the national grid or who have limited access to water requires more than only to bring technological solution. It should work with local partners, to create an economy which allows self—managements of the solutions and finally train people to maintain the equipment. Our products and services are part of coaching process, a responsible approach that allows a sustainable and coherent development.

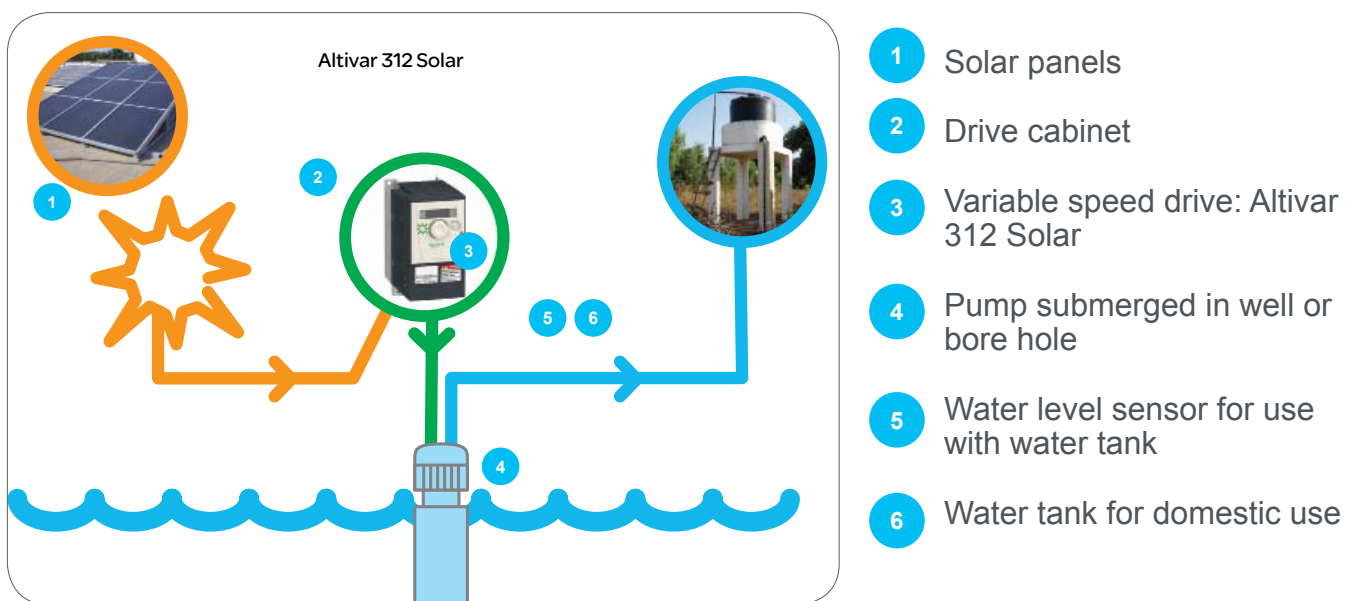
Villasol Micro off-grid solution



Water of the Sun Water pumping solution

Water pumping for domestic use and/or irrigation purposes in areas with no grid power or erratic supply of power from grid

Water of the Sun is a fully automatic solar powered water pumping system using an advanced variable speed drive (Altivar 312) to enable maximum utilization of solar energy from photovoltaic panels to pump water.



> Features

- Available in **modular units up to 3 kWp** to meet the energy requirements of community infrastructure, economic activities and households
- **Centralized storage battery** to supply power during night
- MPPT Charge Controller to **harvest maximum energy** from photovoltaic panels to charge storage batteries
- **Protection** against short circuit, over current and over voltage

+ Benefits

- **Easy to set up** > only 3 connecting points (Battery, PV panels, Loads)
- Reliable **factory assembled and factory tested** solution
- **Standard solution duplicable**

Efficient lighting, everytime, everywhere !

LED technology,
unique features :



250 %

additional brightness compared to compact fluorescent light bulbs (CFL) thanks to LED technology.



50 000 h

It's the expected lifetime of an In-Diya LED lamp which is equivalent to 20 years of daily lighting !



2,5 & 5 W

Low power consumption (depending on the lamp) which is 50% less than a CFL !

For immediate
benefits :



Autonomy

The autonomous feeding of the In-Diya lamp with solar panel or battery preserves you from complete darkness in case of electrical black-outs.



Savings

With the In-Diya lamps you start saving money after a few months by not buying kerosene or candles any more.



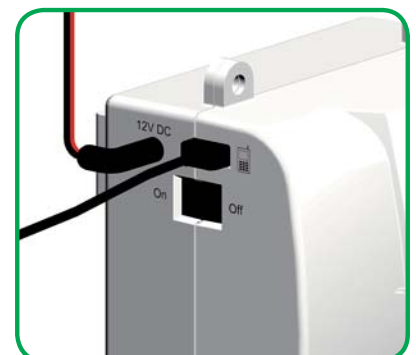
Health

Lighting your house with In-Diya helps preventing exposure to candles or kerosene lamps smokes.

The 5 W In-Diya lamp is able
to light evenly a 144 ft² room.



In-Diya batteries and solar charge controllers
are now equipped with a **USB port** to charge
your mobile phone !



A SOLUTION, FOR EVERYONE !



Pour l'alimentation des lampes, des téléphones portables, d'une TV, d'un ventilateur

Solar Home System (SHS):

- **Ref. AEH-SHS01-10W2L**
10 Wp solar panel + 2,5 W lamps x2 + solar charge controller 3 A (with USB port and jack plug for mobile phone recharging)
- **Ref. AEH-SCC02-3A**
Solar charge controller 3 A (with USB port and jack plug for mobile phone recharging)



Solution autonome d'éclairage équipée d'un port USB pour les foyers isolés

Solar Home Lighting Systems:

Each reference contains:

a 10 Wp solar panel + a 4.5 Ah battery (with USB port), plus :

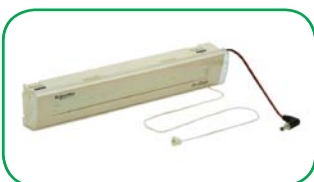
- **Ref. AEH-LP01-SBG-5W**
A 5 W lamp (with CC input, solar panel input and mains input AC 110-220 V / 50-60 Hz)
- **Ref. AEH-LP05-SB-5W**
A 5 W lamp (with CC input and solar panel input)
- **Ref. AEH-LP13-SB-2.5W**
A 2.5 W lamp (with CC input and solar panel input)



Système d'éclairage avec une autonomie de huit heures pour les foyers raccordés au réseau électrique

Lamp + battery system:

- **Ref. AEH-LP03-GB-5W**
A 5 W lamp (with CC input and mains input AC 110-220 V / 50-60 Hz) + a 4,5 Ah battery (w USB port)



Eclairage

Stand alone In-Diya lamps:

- **Ref. AEH-LP02-G-5W :**
A 5 W lamp (with CC input and mains input AC 110-220 V / 50-60 Hz)
- **Ref. AEH-LP04-5W :**
A 5 W lamp (with CC input) for any 12V battery
- **Ref. AEH-LB11-2.5W :**
A 2.5 W lamp (with CC input) for any 12V battery

Universal In-Diya lamps (compatibles with any 12 V solar system):

- **Ref. AEH-LP07-5W :**
A 5 W lamp (with CC input)
- **Ref. AEH-LB01-2.5W :**
A 2.5 W lamp (with CC input)

each In-Diya lamp has an internal charge controller (except from SHS)



Our projects at a glance

Some of our projects of off-grid lighting in rural villages: India, Senegal, Bangladesh, Nigeria, Egypt, China...

Bangladesh

In Bangladesh, among 158 million people only 33% have got access to electricity. In 2011, the successful business model of Grameen Shakti, part of the Grameen social business and Schneider Electric production capacity and industrial know-how have joined to provide 50,000 households with reliable affordable and clean lighting. Until now, these families living in rural areas were using polluting and expensive energy sources – gas lamps.



Senegal

In rural Senegal, a collaborative Access to Energy project between the Agence Nationale des EcoVillages (ANEV) and Schneider Electric. Responding to local needs, the solution on offer consists of a micro off-grid solar energy plant for community buildings (Villasol) and individual lighting for villagers (In-Diya).

Nigeria

Of Nigeria's 160 million inhabitants, 100 million inhabitants have no access to electricity. Schneider Electric, which has been based in the country for a number of decades, may bring a solution. Since September 2011, the community of Asore has benefited from reliable, clean and affordable electricity without being connected to the national grid. Thanks to the «Villasol» electrification solution, the village school and local traders now benefit from a continuous electricity supply. At the same time, inhabitants can hire batteries, meaning they can light their homes and recharge their mobile phones thanks to the In-Diya lighting system.



The energy situation in Africa

Access to energy in Africa is one of the major challenges of the next decade. In rural areas, the solution to bring is more complex. The majority of villages located several kilometres from the national electric grid. How, in this conditions, responding to problems of access of energy?

The energy has a direct impact on the economic and social development of a region or a country. Thought the problem of interne growth (the Africa growth stagnate at 3%) and ageing infrastructure, meet this demande is one of the most challenges in Africa over the next decade.

In urban areas, this answer will probably pass by the combination of three levers: production, to meet the emergency, renovation, to limit heat loss and at last, save energy, to reduce waster and therefore the request.

In rural areas, the classic solutions may quickly find their limits. However, the access of electricity rate is by 5% on average. It's difficult to connect a remote village of several kilometres to the national grid. The investments required are substantial, new structure maintenance and possible monitoring are also expensive. That's why, the solution could be the "off-grid", it's independent local installation, using renewable energy. And to meet the demand of a village of a hundred people, the power requirements are relatively low, which it reduces the necessary investment.





Gilles Vermot Desroches
Senior VP Sustainable Development, Schneider Electric

46 years old
Married with 3 children
Engineer

Gilles Vermot Desroches started out his career at «Scouts de France» and then worked in a ministerial cabinet before joining Schneider Electric in 1998 to establish and develop the Schneider Electric Foundation. Three years later he became the Group's Sustainable Development Senior VP. This role involves, in addition to the Foundation, driving forward and deploying Schneider Electric's environmental, ethical, and social responsibility policies, together with raising the awareness of all stakeholders to the challenges of sustainable development. He is also in charge of the BU «Access to Energy».

In addition to his responsibilities within Schneider Electric, Gilles Vermot Desroches is a member of the board of directors for the French Environment and Energy Management Agency ADEME, a member of the National Council for Sustainable Development and Environmental Policy, on the board of directors for the Forum of Friends of the Global Compact in France, the French Enterprises for the Environment association (EpE), and the Observatory on the Social Responsibility of Enterprises (ORSE), and a lecturer at Sciences Po in Paris. He is also President of the «100 Chances 100 Jobs» association, the Access to Energy fund and the French Scouts and Guides Association.



Mohamed Saad
President, Schneider Electric Africa & Caribbean

38 years
Married, 2 children

Mohamed Saad occupied several positions in Schneider Electric since 1998. Prior coming back to Egypt, he lived for 10 years working in Europe (Paris and Barcelona) occupying various positions of which the latest was Vice president of Human Resources for the International Division handling different countries in Latin America, Africa, Europe and Middle East. In 2006, he was appointed country manager for Algeria. In January 2010 he was nominated as president of Schneider Electric Egypt and North East Africa, this region encompasses 6 countries with a Headquarter and two industrial facilities in Egypt. Since April 2012, Mohamed Saad is the zone president of Schneider Electric Africa & the Caribbean. This promising geographical area of more than 50 countries covers 7 time zones.

Besides his corporate operational missions, Mohamed Saad provided lectures for graduate students in Paris at "l'Ecole Supérieure de Management en Alternance – l'ESMA" - Marne La Vallée from 2002 to 2005. He also acted as graduate professor in HEC, Joy-en-Josas from 2002 till 2004.

Graduated from the American University in Cairo, Mohamed Saad pursued his education with an MBA and an executive education program at London Business School (LBS). Mohamed Saad is fluent in Arabic, English and French besides his knowledge of Spanish and Portuguese.

He particularly appreciates straight talking and his favorite quote is "Walk the Talk".



Lighting Africa

Lighting Africa provides an opportunity for participants to exchange ideas, to innovate and to recognize the effectiveness of certain solutions, while educating the local population.

A network for actors of the access to energy in Africa

What is Lighting Africa's approach?

Lighting Africa works on three levels to accelerate the development of off-grid lighting markets.

- > Demonstrates the viability of the market to companies and investors by providing them with information on market size, consumer preferences and behavior, business models, and distribution channels.
- > Improves the enabling environment for the sector. Lighting Africa has developed a quality assurance program, and facilitates business-to-business partnerships through conferences, workshops, and its website.
- > Supports the scale-up and replication of successful businesses. Lighting Africa provides business development services for its associate companies, and facilitates access to finance for distributors and retailers.

A responsible initiative in a market in strong growth

In 2012, the sales of quality off-grid lighting products in Africa registered a 115 percent growth over 2011. We have contributed to this market transformation by removing market obstacles for several players:

- > Manufacturers and distributors can now test lighting products at the University of Nairobi's testing lab, using our low-cost initial screening method. The lab is the first in East Africa to offer testing of off-grid lighting products as a commercial service.
- > Consumers are better equipped to make buying decisions with Lighting Africa's consumer education campaign, which explains the benefits of clean off-grid lighting. This initiative has reached 22 million people in rural Kenya and Ghana. In total, 40 products have passed the full set of Lighting Africa quality tests.
- > To address the bottleneck of upfront costs for consumers, Lighting Africa have reached out to microfinance institutions. Seven microfinance institutions in Kenya and Ghana are actively providing finance to consumers in rural areas.
- > Governments can benefit from our advice on how to make modern offgrid lighting an integral part of their energy access expansion programs.

To find out more about Lighting Africa :

<http://www.lightingafrica.org/>

About Schneider Electric

A global specialist in energy management, with a presence in more than 100 countries, Schneider Electric offers integrated solutions for a number of market segments. The Group is the market leader in sectors such as Public Administration and Infrastructures, Machine Industries & Manufacturers, both non-Residential and Residential Buildings, Data centers and Networks. Dedicated to producing safe, reliable, efficient, productive and clean energy, its more than 130,000 employees have realized sales of €22.4 billion in 2011, working alongside individuals and organizations to help them make the most of their energy.

www.schneider-electric.com/group

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