

Business View on Green Growth – Connecting the Dots

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Outlook for G20 – Los Cabos

June 5, 2012



Schneider Electric – the global specialist in energy management

29

billion \$ sales
(last twelve months)

39%

of sales in new economies
(last twelve months)

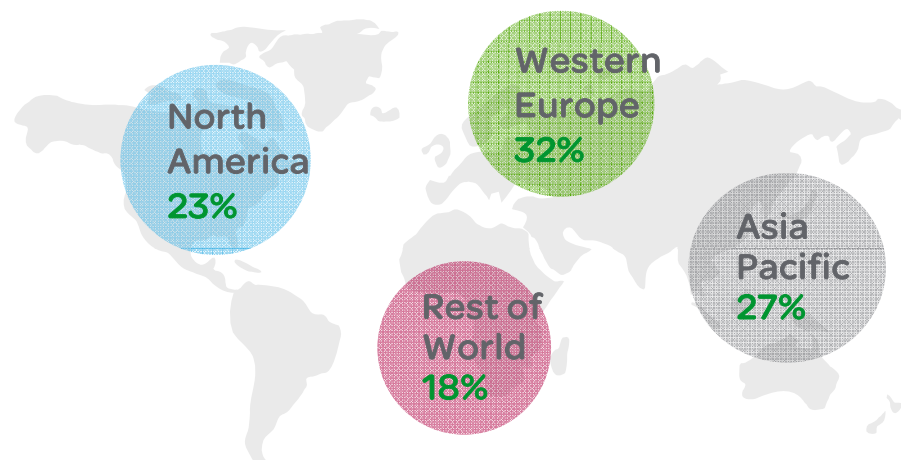
130,000+

people in 100+ countries

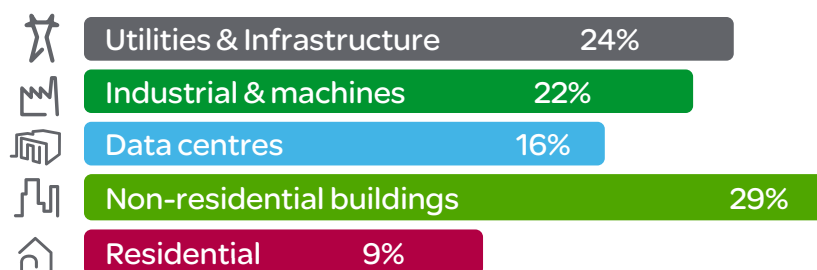
4-5%

sales devoted to R&D


Balanced geographies – FY 2011 sales



Diversified end markets – FY 2011 sales



B20 Task Force Final Report – Green Growth Action Items

1. Launch a Green Growth Club
 2. GET FiT: A new Leveraging Approach for Green Finance in LDC's
 3. Support Free Trade Negotiations for Green Goods and Services
 4. Kick Start the Use of New Carbon Market Mechanisms
 5. End Fossil Fuel Subsidies and Other Inefficient Forms of Support
 6. Accelerate Low Carbon Innovation Through Energy Efficiency
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Energy Efficiency + Buildings = Carbon Reduction

Buildings are **40%** of Global Energy Demand

..... set to grow to **60%** by 2050

Potential for Annual Carbon Savings is HUGE:

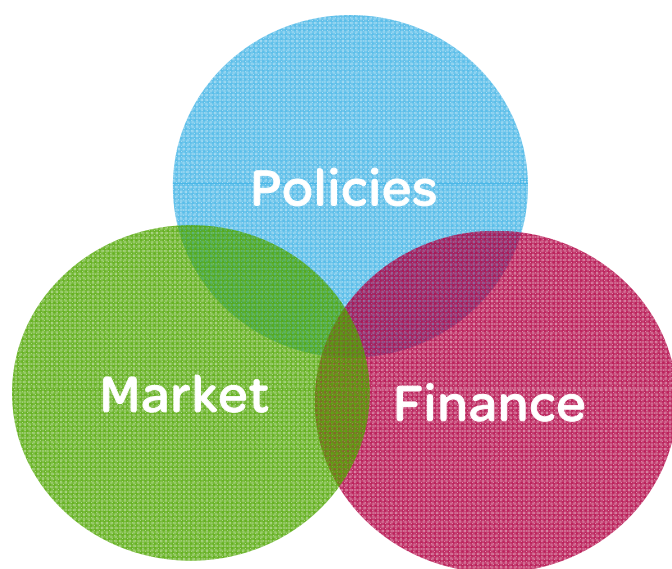
1.8 GT of CO₂ by 2030



Buildings are where **PEOPLE** work, live, play

Government and Private Sector Cooperation

(US centric examples)



Ideal space for government to work with private sector to make an impact.

Initiative	Impact Area	Action
Energy Codes	Policy	Mandate energy code use and increase enforcement
Building Labeling	Policy	Mandate energy use labeling for buildings
Measurement and Verification	Market	More standardized approach to increase investment visibility
Performance Contracting	Finance	Grow to commercial use models
PACE	Finance	Use to attach efficiency to building versus owner

Other countries actions may differ based on market approach, but the opportunity remains.

Make the most of your
energy™

