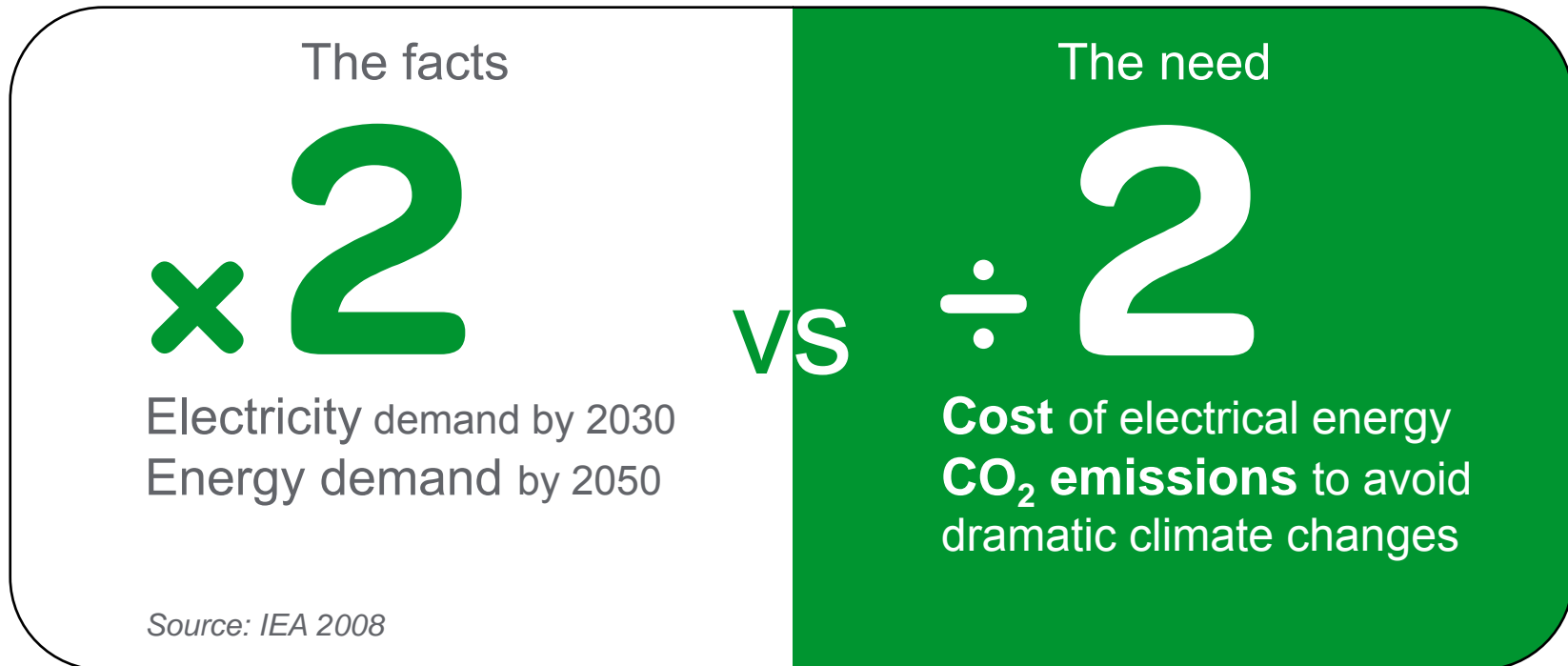


# Make the most of your energy in Nigeria

2010

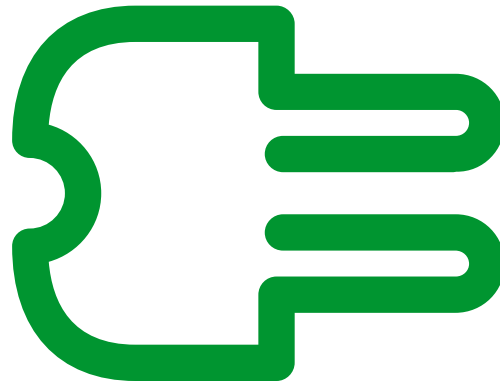
**Schneider**  
 Electric

# The energy dilemma is here to stay



Energy management is the key  
to address the dilemma

Our answer:  
Helping people make the most  
of their energy



# A unique positioning where it really makes the difference

Global specialist in  
Energy Management

Energy production  
& transmission



Making energy:

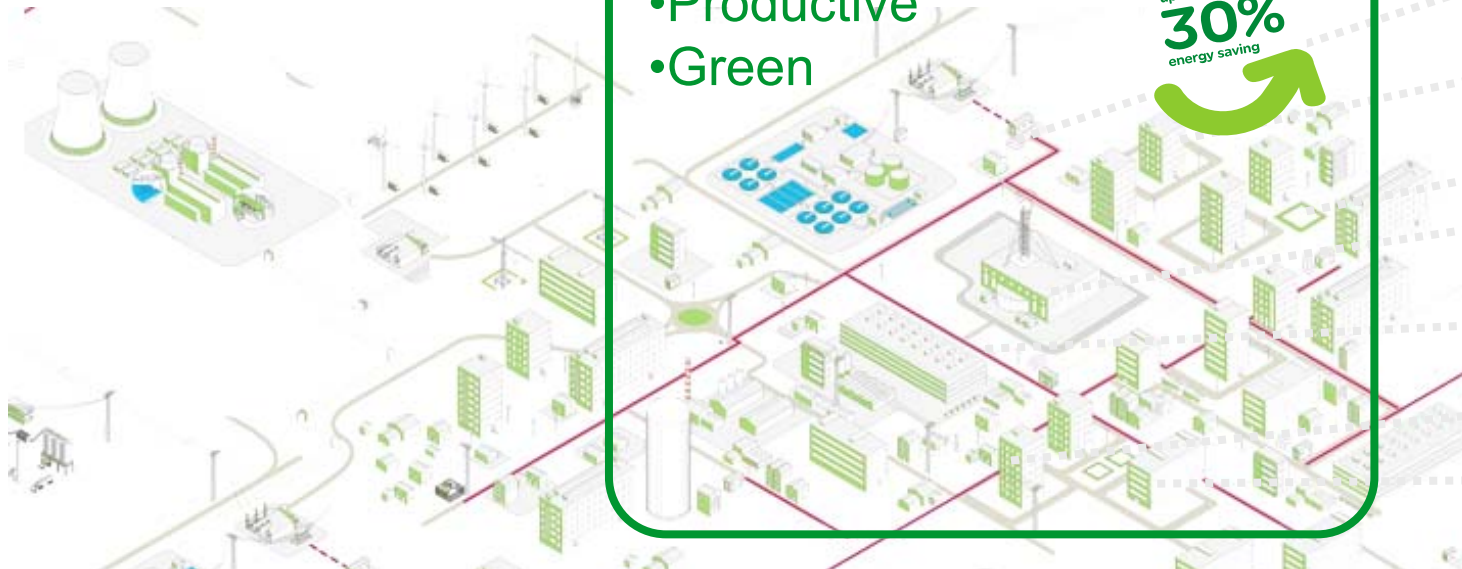
- Safe
- Reliable
- Efficient
- Productive
- Green

Covering  
**72%**  
World Energy  
consumption

up to  
**30%**  
energy saving



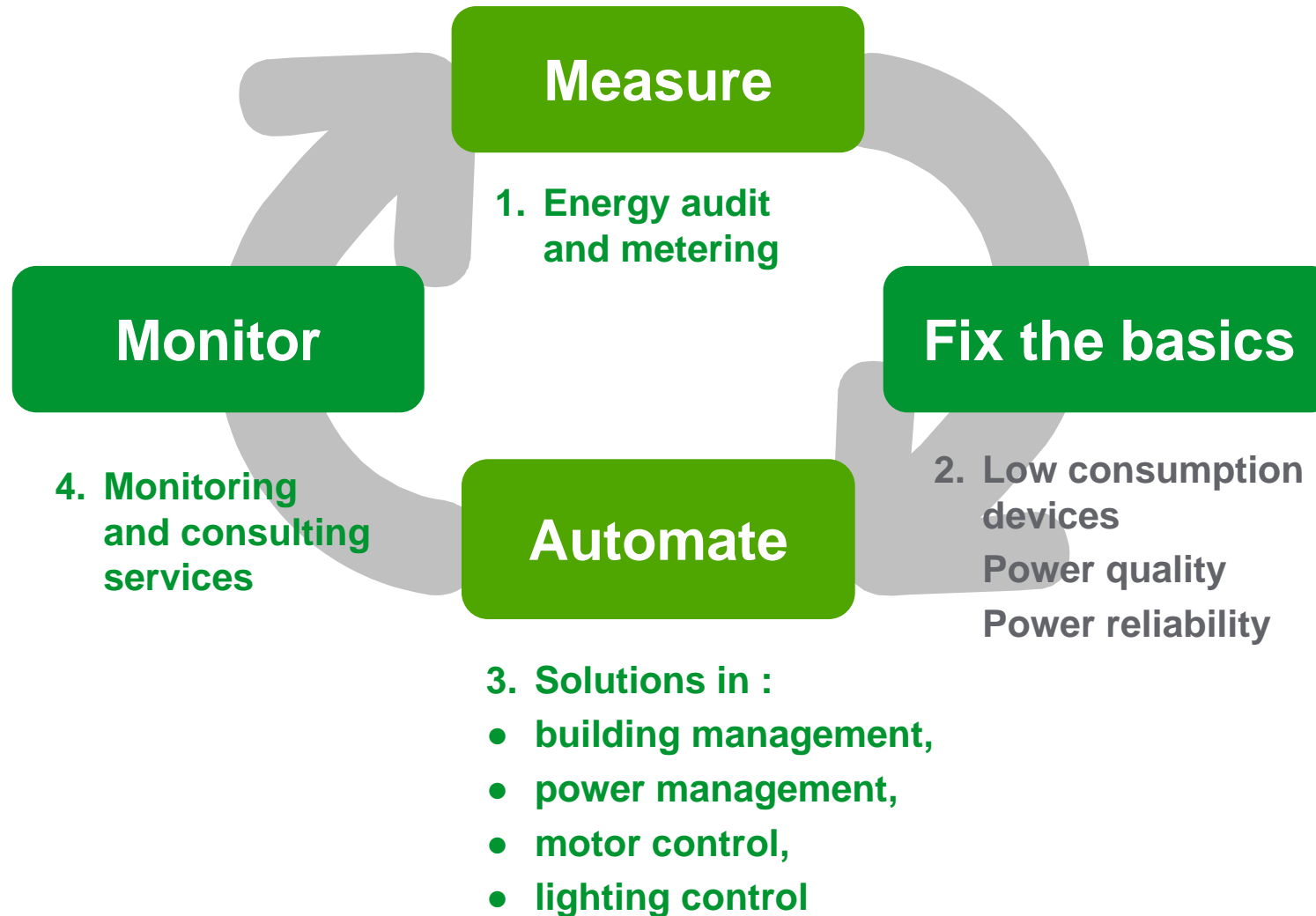
Energy usage



# Energy management for significant savings

- Your **energy manager**... improving business via metering, monitoring, control solutions and cost optimization services
- Your **energy expert**... improving business via consultative services, technical and behavioral energy action plans and implementation services
- Your **green partner** improving business via environmentally friendly and energy reducing products

# Reducing cost of electricity is easy, just follow the 4 Energy Efficiency steps



# Operating in five markets...



Energy & Infrastructure



IT



Buildings



Oil & Gas



Industry

% of revenue 2009



# Covering West Africa...

- Nigeria
- Gambia
- Ghana
- Liberia
- Sierra Leone



# Integrated solutions in Critical Power and Cooling



- **Products/equipments**

- Power & surge protection – Single & three phase (Smart UPS, Back UPS), Data centres (complete & integration), surge arrestors & protectors, Accessories

- **Management systems**

- InfraStruXure Central DC management software, Capacity & Change Management software

- **Local added value services**

- Consulting analysis, Site audits, Design engineering & support, Start up / Installation and commissioning, Project management, On site technical assistance, Training



Banks

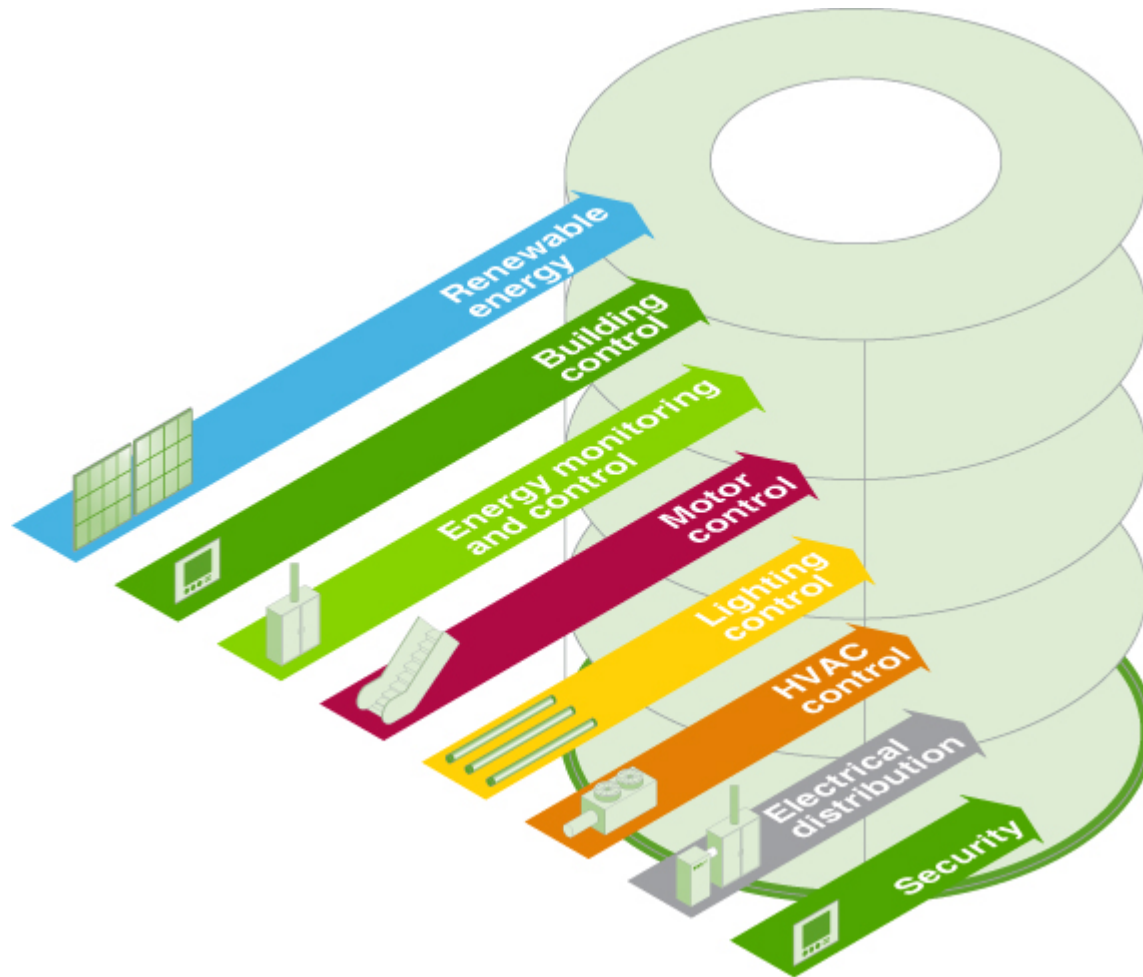


Telecoms



Industries

# Integrated solutions in Buildings & Industry



- **Products/equipments**

- Indoor/outdoor MV switchboards, Packaged substation, Power & Distribution transformers, LV boards, MV/LV equipment, UPS

- **Management systems**

- Power & process monitoring, analysis & control, Building management systems

- **Local added value services**

- Site audits, Data collection and analysis, Improvement plan & execution, site commissioning, LV panel assembly up to 4000A, customization, adaptation, Training



Offices



Hospitals



Hotels



Food & beverages



Material handling

...

# Integrated solutions in Oil & Gas

- Products/equipments
  - Modicon based PLC's, GIS/AIS switchgears, substations, LV & MV MCC's, MV Substations, LV switchboards
- Management systems
  - Electrical distribution and automation systems solution, Energy management & control systems
- Local added value services
  - Project consultation, design, execution, Service centre, Project management, Energy audits, Training



Off shore



Onshore



Refineries/  
Petrochemicals



Pipeline  
transportation

# Focused on 5 priorities through our company programme, One (2009-2011)

two  
fundamentals

three  
transformations

customer 1

1 team



1 solution provider

1 leader in new economies

1 company

# Our greatest reward: the satisfaction of our customers

## Project engineering centre

- MV & LV network engineering and studies
- Expert team of Engineers
- Project Management



## Panel assembly centre

- Design and assembly of LV panels up to 4000A
- Customisation of MV cubicles



## Meter repair centre

- Audit, service and repair of faulty prepaid meters
- Calibration of meters



## Customer care

- Reliable support for commercial and technical questions
- Complaints management



## A measured commitment

- Quarterly customer satisfaction survey

+ 3pts



Q2 - 2009 VS Q4 - 2009

# Trusted by customers everywhere!

## TEMA Thermal Power Plant - Ghana

Design, manufacture, test and installation supervision of MV equipment and transformers (11kv MC set distribution switchboard, Power transformers, Distribution transformers)



## Total Nigeria Plc – Port Harcourt

Power upgrade for new multiple offices extension (Design, Supply, Install, Test and Commission of 2500A synchronization panel, 110 LV distribution panels, 3 bus bar risers )



# A team of talents

- Promoting **Diversity**

- 20% of women
- Cross cultural teams

- Rewarding **performance**

- Incentive plans, Bonuses
- 86% of employees are willing to take extra effort to help the company succeed\*

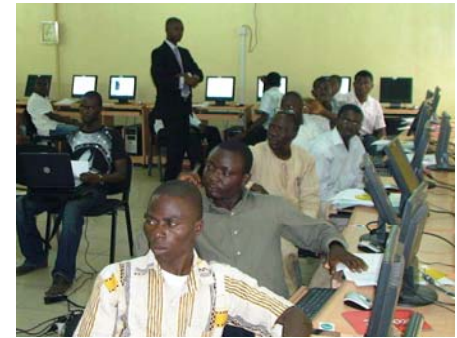
- **Numerous career opportunities** from marketing to industry, logistics, IT, communication etc.

- **Nurturing expertise** through training and development



# Passionate about Sustainable development

- Partnership with Nigerian universities
  - 950 Students and lecturers trained through our university electrical training programme (2007 – 2009)
- Electrical training support
  - Training support and equipment donated to IIT (Institute for Industrial technology)
- Health and Communities
  - 100% of employees have medical coverage
  - Employee and Partners mobilisation through Sport



# Contact us

## Head Office



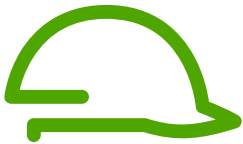
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Off Adeniyi Jones street  
Ikeja, Lagos

Tel: + 234 1 270 39 42 – 5

Fax: + 234 1 270 39 41

[www.schneider-electric.com.ng](http://www.schneider-electric.com.ng)

## Distribution & Service Centre



Plot 9, Block A, Ogba Industrial centre,  
End of Adeniyi Jones Street, Ikeja

Tel: + 234 1 7611637

## Customer care centre



Tel: + 234 1 7646273, 7646283, 7646284

Fax: + 234 1 270 39 41

E-mail: [ccc.nigeria@afr.schneider-electric.com](mailto:ccc.nigeria@afr.schneider-electric.com)

Make the most of  
your energy™

