



THE GROUP

WORLD PRESENCE

OUR SOLUTIONS

OUR RESPONSIBILITY

INVESTORS - SHAREHOLDERS

PRESS

CAREERS



FROM THE CHAIRMAN GOVERNANCE KEY FIGURES SUSTAINABLE DEVELOPMENT INDICATORS

NEW ECONOMIES

INNOVATION & DESIGN

NEW BUSINESS SEGMENTS

SUSTAINABLE DEVELOPMENT

FROM THE CHAIRMAN



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Message of Gilles Schnepf
Chairman and Chief Executive Officer



EXECUTIVE COMMITTEE | MEMBERS OF BOARD DIRECTORS



Gilles SCHNEPP
Chairman and
Chief Executive Officer



Olivier BAZIL
Vice Chairman
and Chief Operating Officer

[Visit the corporate website "Governance" section](#)

SEE ALSO



KEY FIGURES | FINANCE

€3,891 M
SALES IN 2010

LEADERSHIP
WORLDWIDE LEADER
IN WIRING DEVICES AND IN CABLE MANAGEMENT PRODUCTS
2/3 OF THE GROUP'S NET SALES WERE OF PRODUCTS ENJOYING NUMBER 1 OR NUMBER 2 POSITIONS IN THEIR RESPECTIVE MARKET

EMPLOYEES
OVER **31,000** EMPLOYEES
OF WHICH MORE THAN **50%** IN NEW ECONOMIES

SALES IN
180 COUNTRIES

33% OF TOTAL SALES IN NEW ECONOMIES

178,000 CATALOG ITEMS



SOCIAL INDICATORS | ENVIRONMENTAL INDICATORS



BREAKDOWN OF WORKFORCE IN 2010 (in %)

AGE	WOMEN	MEN
< 26	7%	5%
26 - 35	12%	17%
36 - 45	10%	20%

LEGRAND IN 2010

2010: Added strength for Legrand's profitable growth profile



NEW BUSINESS SEGMENTS

INNOVATION AND DESIGN

SUSTAINABLE DEVELOPMENT

NEW ECONOMIES

FROM THE CHAIRMAN

GOVERNANCE

KEY FIGURES

SUSTAINABLE DEVELOPMENT INDICATORS



New Economies

New economies are the mainsprings of world growth and a key focus of Legrand's strategy for business development, which aims to raise their contribution to Group sales to 50% five years from now.

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KEY FIGURES

- 33% of total sales
- 24% sales growth in 2010

INTERVIEW

"India: a middle class nine times the population of France by 2030," by Palash Nandy, Vice-President Marketing, India

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- [Visit Legrand in India](#)
- [Visit Legrand in China](#)
- [Visit Legrand in Brazil](#)

LEGRAND IN 2010

2010: Added strength for Legrand's profitable growth profile

- NEW ECONOMIES
- INNOVATION AND DESIGN
- SUSTAINABLE DEVELOPMENT

NEW BUSINESS SEGMENTS

KEY FIGURES

- Close to 20% of total sales in new business segments
- 13% sales growth in 2010



INTERVIEW

"A new approach to home life,"
by Ernesto Santini,
Vice-President
Development and
Technologies,
Home Systems

New business segments

New social and technological developments open up extraordinary growth opportunities for Legrand.

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[Visit the "Our solutions" section](#)

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LEGRAND IN 2010

2010: Added strength for Legrand's profitable growth profile

-  NEW ECONOMIES
- NEW BUSINESS SEGMENTS
- SUSTAINABLE DEVELOPMENT

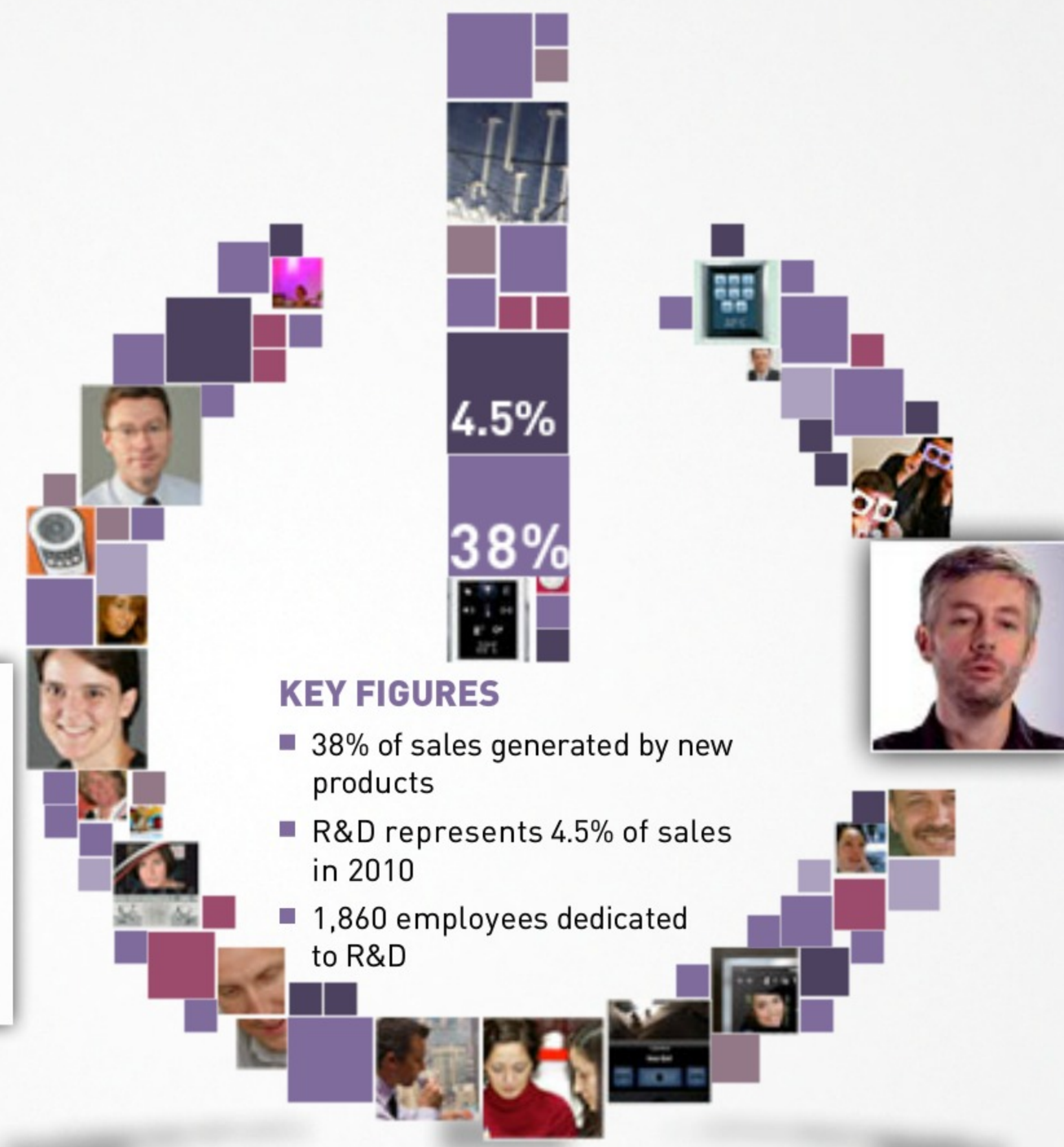
INNOVATION AND DESIGN



Innovation and design

Changing lifestyles and practices call for continuing innovation to anticipate new needs.

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KEY FIGURES

- 38% of sales generated by new products
- R&D represents 4.5% of sales in 2010
- 1,860 employees dedicated to R&D



INTERVIEW

"Design is part and parcel of R&D and innovation,"
by Pierre-Yves Panis,
Vice-President Industrial Design and Art Direction

SEE ALSO

-  [Visit the "Innovation" section](#)
-  [Visit the "Design" section](#)

LEGRAND IN 2010

2010: Added strength for Legrand's profitable growth profile



NEW ECONOMIES

NEW BUSINESS SEGMENTS

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FROM THE CHAIRMAN

GOVERNANCE

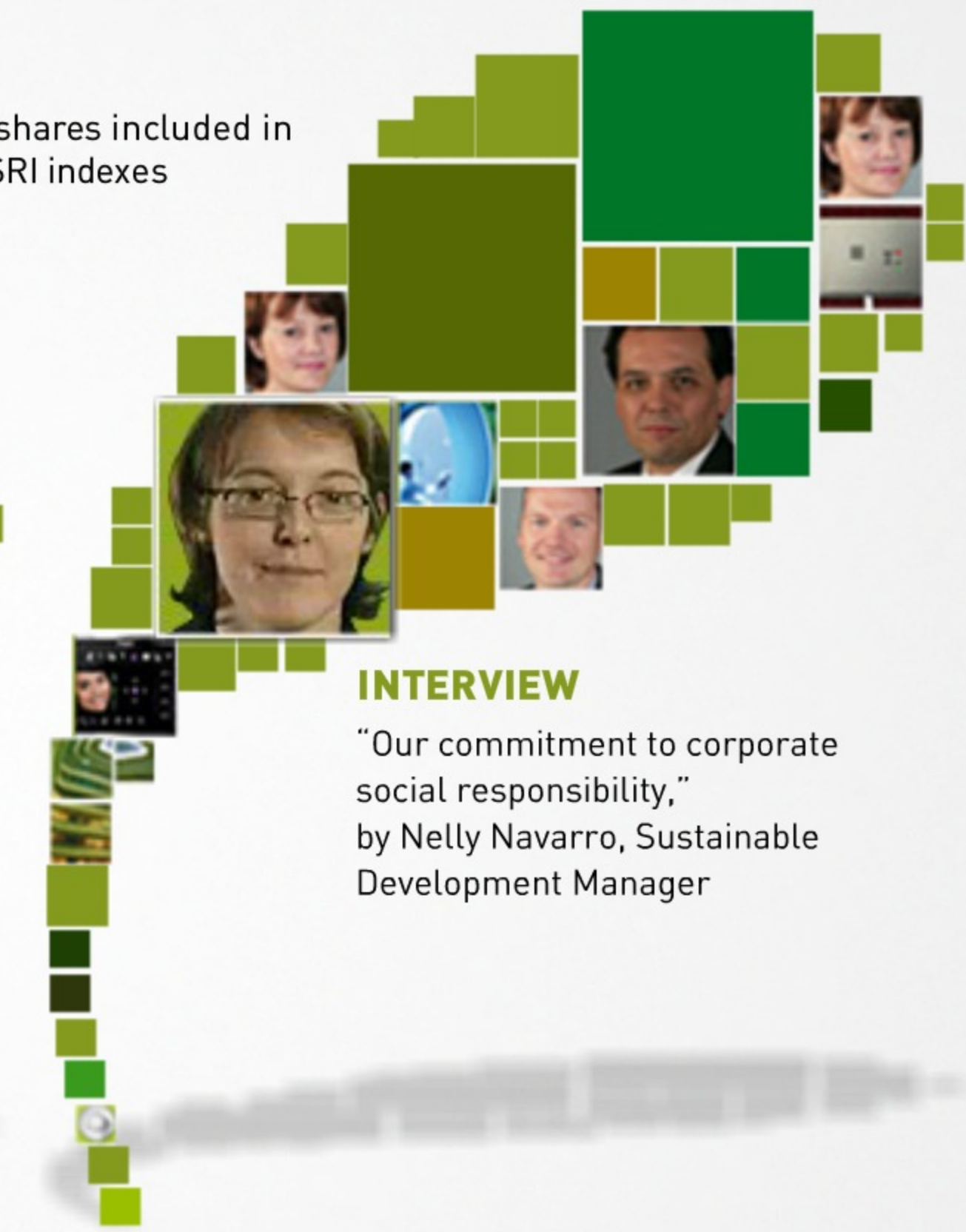
KEY FIGURES

SUSTAINABLE DEVELOPMENT INDICATORS



KEY FIGURES

- Nearly 100% of 2010 objectives achieved
- 3 areas
- Legrand shares included in 4 major SRI indexes



Sustainable development

With long-term growth a constant focus, Legrand has put its full weight behind a model based on responsible development. This addresses three areas: social responsibility, the environment, and governance that promotes ethics, transparency and dialog.

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INTERVIEW

"Our commitment to corporate social responsibility,"
by Nelly Navarro, Sustainable Development Manager

[Visit the Sustainable Development section](#)

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