

Limoges, April 12, 2016

Change in financial information by geographical region

As announced on February 11, 2016 when releasing FY 15 results, starting January 1, 2016, the United States/Canada region became the North and Central America region.

This region comprises the United States, Canada, Mexico and the other countries in Central America.

This change reflects the new organization of Legrand's operations in North America, with all of these countries now headed by the same management which is in keeping with the region's market structure.

This change in the geographical regions has no impact on total Legrand financials.

The following historical restated data for sales, growth and profitability are provided for the North and Central America region as well as Rest of the World region:

- 1) Change in sales on a full-year basis over the period 2006-2015 by destination and by origin, including sales in €m, total change in sales, organic change in sales, scope of consolidation and exchange-rate effect
- 2) Quarterly change in sales over 2015 by destination and by origin including sales in €m, total change in sales, organic change in sales, scope of consolidation and exchange-rate effect
- 3) Adjusted operating profit in €m and as % of sales over the period 2006-2015
- 4) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over Q1 2015, Q2 2015 and H1 2015
- 5) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over Q3 2015, Q4 2015, 9M 2015 and FY 2015

All numbers in the tables provided are unaudited.

1) Change in sales on a full-year basis over the period 2006-2015 by destination and by origin

Sales by destination⁽¹⁾

Total sales in €m	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	742,0	724,2	674,7	590,8	657,0	716,7	853,1	876,7	966,3	1 247,8
% total change	NA	-2,4%	-6,8%	-12,4%	11,2%	9,1%	19,0%	2,8%	10,2%	29,1%
Rest of the World	566,4	767,8	857,1	791,1	966,2	1 121,1	1 291,5	1 348,0	1 333,6	1 374,1
% total change	NA	35,6%	11,6%	-7,7%	22,1%	16,0%	15,2%	4,4%	-1,1%	3,0%

Organic change in sales	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	NA	2,7%	-4,2%	-15,1%	4,6%	4,2%	5,7%	4,7%	1,8%	5,4%
Rest of the World	NA	13,7%	8,0%	-6,5%	10,7%	10,6%	2,1%	5,3%	2,3%	-2,1%

Scope of consolidation	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	NA	3,6%	4,3%	0,3%	0,0%	10,0%	4,7%	1,1%	8,6%	4,0%
Rest of the World	NA	20,4%	7,0%	1,4%	1,7%	6,3%	11,4%	5,6%	1,1%	0,9%

Exchange-rate effect	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	NA	-8,3%	-6,8%	2,8%	6,3%	-4,8%	7,5%	-2,9%	-0,3%	17,8%
Rest of the World	NA	-1,0%	-3,4%	-2,7%	8,4%	-1,3%	1,3%	-6,1%	-4,3%	4,3%

⁽¹⁾ Market where sales are recorded

Sales by origin⁽¹⁾

Total sales in €m	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	747,0	735,2	683,9	599,9	670,4	732,8	868,3	896,1	991,1	1 278,6
% change	NA	-1,6%	-7,0%	-12,3%	11,8%	9,3%	18,5%	3,2%	10,6%	29,0%
Rest of the World	418,7	591,6	711,7	671,3	817,2	960,7	1 140,0	1 187,8	1 165,9	1 204,5
% change	NA	41,3%	20,3%	-5,7%	21,7%	17,6%	18,7%	4,2%	-1,8%	3,3%

Organic change in sales	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	NA	3,3%	-4,0%	-14,9%	5,0%	4,3%	5,2%	4,8%	2,0%	5,1%
Rest of the World	NA	12,1%	9,0%	-5,2%	10,5%	11,3%	2,7%	5,2%	2,0%	-2,0%

Scope of consolidation	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	NA	3,9%	4,0%	0,3%	0,0%	10,1%	4,7%	1,4%	8,8%	4,1%
Rest of the World	NA	27,5%	14,8%	2,6%	0,3%	7,0%	14,0%	6,2%	1,2%	0,8%

Exchange-rate effect	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	NA	-8,3%	-6,8%	2,8%	6,4%	-4,8%	7,6%	-2,9%	-0,3%	17,9%
Rest of the World	NA	-1,1%	-3,8%	-3,1%	9,9%	-1,2%	1,4%	-6,7%	-4,8%	4,6%

⁽¹⁾ Zone of origin of the product sold

2) Quarterly change in sales over 2015 by destination and by origin

Sales by destination⁽¹⁾

Q1 2015 vs Q1 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	283,1	37,6%	4,1%	9,9%	20,3%
Rest of the World	324,8	8,2%	-2,2%	0,7%	9,8%

Q2 2015 vs Q2 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	321,9	30,6%	7,0%	0,0%	22,1%
Rest of the World	347,1	3,7%	-5,1%	0,3%	8,9%

Q3 2015 vs Q3 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	320,9	24,8%	6,6%	0,1%	17,0%
Rest of the World	329,0	-1,2%	-1,8%	0,0%	0,6%

Q4 2015 vs Q4 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	321,9	25,2%	4,0%	6,9%	12,6%
Rest of the World	373,2	1,3%	0,5%	1,7%	-0,9%

H1 2015 vs H1 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	605,0	33,8%	5,6%	4,5%	21,2%
Rest of the World	671,9	6,0%	-3,7%	0,6%	9,4%

9M 2015 vs 9M 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	925,9	30,5%	6,0%	2,9%	19,7%
Rest of the World	1 000,9	3,7%	-3,1%	0,6%	6,3%

FY 2015 vs FY 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	1 247,8	29,1%	5,4%	4,0%	17,8%
Rest of the World	1 374,1	3,0%	-2,1%	0,9%	4,3%

Sales by origin⁽¹⁾

Q1 2015 vs Q1 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	290,3	38,3%	3,8%	10,7%	20,4%
Rest of the World	286,5	9,7%	-1,6%	0,6%	10,9%

Q2 2015 vs Q2 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	330,0	30,1%	6,4%	0,0%	22,2%
Rest of the World	306,5	5,1%	-4,7%	0,4%	9,8%

Q3 2015 vs Q3 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	329,1	24,8%	6,5%	0,1%	17,1%
Rest of the World	289,7	-1,7%	-2,1%	0,0%	0,5%

Q4 2015 vs Q4 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	329,2	24,8%	3,6%	7,0%	12,7%
Rest of the World	321,8	0,2%	0,1%	1,3%	-1,1%

H1 2015 vs H1 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	620,3	33,8%	5,2%	4,8%	21,3%
Rest of the World	593,0	7,4%	-3,2%	0,6%	10,3%

9M 2015 vs 9M 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	949,4	30,5%	5,6%	3,1%	19,8%
Rest of the World	882,7	4,5%	-2,9%	0,6%	6,9%

FY 2015 vs FY 2014	Total sales (€m)	Total change	Organic change in sales	Scope of consolidation	Exchange-rate effect
North & Central America	1 278,6	29,0%	5,1%	4,1%	17,9%
Rest of the World	1 204,5	3,3%	-2,0%	0,8%	4,6%

⁽¹⁾ Market where sales are recorded

⁽¹⁾ Zone of origin of the product sold

3) Adjusted operating profit in €m and as % of sales over the period 2006-2015

Adjusted⁽¹⁾ operating profit in €m	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	100,7	109,8	86,5	83,4	110,0	142,3	164,0	164,6	183,5	243,2
Rest of the World	53,9	79,2	74,5	88,6	122,7	136,8	170,4	165,0	156,4	182,7

Adjusted⁽¹⁾ operating profit as % of sales	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
North and Central America	13,5%	14,9%	12,6%	13,9%	16,4%	19,4%	18,9%	18,4%	18,5%	19,0%
Rest of the World	12,9%	13,4%	10,5%	13,2%	15,0%	14,2%	14,9%	13,9%	13,4%	15,2%

(1) 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

4) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over Q1 2015, Q2 2015 and H1 2015

Q1 2015 (in €m)	North & Central America	Rest of the World
Net sales	290,3	286,5
Cost of sales	142,4	169,0
Administrative & selling expenses, R&D costs	99,8	82,5
Reversal of acquisition-related amortization, expense & income accounted for in administrative and selling expenses, R&D costs	3,8	4,2
Adjusted operating profit before other operating income (expense)	51,9	39,2
As % of sales	17,9%	13,7%
Other operating income (expense)	2,0	1,4
Reversal of acquisition-related amortization expense & income accounted for another operating income (expense)	0,0	0,0
Adjusted operating profit	49,9	37,8
As % of sales	17,2%	13,2%

Q2 2015 (in €m)	North & Central America	Rest of the World
Net sales	330,0	306,5
Cost of sales	157,5	170,6
Administrative & selling expenses, R&D costs	107,5	88,3
Reversal of acquisition-related amortization, expense & income accounted for in administrative and selling expenses, R&D costs	5,0	4,0
Adjusted operating profit before other operating income (expense)	70,0	51,6
As % of sales	21,2%	16,8%
Other operating income (expense)	2,2	6,6
Reversal of acquisition-related amortization expense & income accounted for in other operating income (expense)	0,0	0,0
Adjusted operating profit	67,8	45,0
As % of sales	20,5%	14,7%

H1 2015 (in €m)	North & Central America	Rest of the World
Net sales	620,3	593,0
Cost of sales	299,9	339,6
Administrative & selling expenses, R&D costs	207,3	170,8
Reversal of acquisition-related amortization, expense & income accounted for in administrative and selling expenses, R&D costs	8,8	8,2
Adjusted operating profit before other operating income (expense)	121,9	90,8
As % of sales	19,7%	15,3%
Other operating income (expense)	4,2	8,0
Reversal of acquisition-related amortization expense & income accounted for in other operating income (expense)	0,0	0,0
Adjusted operating profit	117,7	82,8
As % of sales	19,0%	14,0%

5) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over Q3 2015, Q4 2015, 9M 2015 and FY 2015

Q3 2015 (in €m)	North & Central America	Rest of the World
Net sales	329,1	289,7
Cost of sales	158,8	164,2
Administrative & selling expenses, R&D costs	105,1	79,6
Reversal of acquisition-related amortization, expense & income accounted for in administrative and selling expenses, R&D costs	5,0	3,8
Adjusted operating profit before other operating income (expense)	70,2	49,7
As % of sales	21,3%	17,2%
Other operating income (expense)	3,8	4,4
Reversal of acquisition-related amortization expense & income accounted for in other operating income (expense)	0,0	0,0
Adjusted operating profit	66,4	45,3
As % of sales	20,2%	15,6%

Q4 2015 (in €m)	North & Central America	Rest of the World
Net sales	329,2	321,8
Cost of sales	157,0	180,8
Administrative & selling expenses, R&D costs	110,6	82,0
Reversal of acquisition-related amortization, expense & income accounted for in administrative and selling expenses, R&D costs	3,9	3,9
Adjusted operating profit before other operating income (expense)	65,5	62,9
As % of sales	19,9%	19,5%
Other operating income (expense)	6,4	8,3
Reversal of acquisition-related amortization expense & income accounted for in other operating income (expense)	0,0	0,0
Adjusted operating profit	59,1	54,6
As % of sales	18,0%	17,0%

9M 2015 (in €m)	North & Central America	Rest of the World
Net sales	949,4	882,7
Cost of sales	458,7	503,8
Administrative & selling expenses, R&D costs	312,4	250,4
Reversal of acquisition-related amortization, expense & income accounted for in administrative and selling expenses, R&D costs	13,8	12,0
Adjusted operating profit before other operating income (expense)	192,1	140,5
As % of sales	20,2%	15,9%
Other operating income (expense)	8,0	12,4
Reversal of acquisition-related amortization expense & income accounted for in other operating income (expense)	0,0	0,0
Adjusted operating profit	184,1	128,1
As % of sales	19,4%	14,5%

FY 2015 (in €m)	North & Central America	Rest of the World
Net sales	1 278,6	1 204,5
Cost of sales	615,7	684,6
Administrative & selling expenses, R&D costs	423,0	332,4
Reversal of acquisition-related amortization, expense & income accounted for in administrative and selling expenses, R&D costs	17,7	15,9
Adjusted operating profit before other operating income (expense)	257,6	203,4
As % of sales	20,1%	16,9%
Other operating income (expense)	14,4	20,7
Reversal of acquisition-related amortization expense & income accounted for in other operating income (expense)	0,0	0,0
Adjusted operating profit	243,2	182,7
As % of sales	19,0%	15,2%