

Limoges, February 27, 2020

**Legrand strengthens positions in  
high added-value lighting controls and solutions  
by acquiring<sup>1</sup> Focal Point in the United States**

**Building on its growth momentum through the acquisition of front-runners, Legrand today announced the purchase<sup>1</sup> of Focal Point, strengthening solid positions in specification-grade architectural lighting solutions for commercial buildings in the United States.**

Focal Point is a front-runner in the United States for specification-grade architectural lighting for non-residential buildings – including hospitals, schools and universities, offices and more – and offers customized solutions, in particular for renovation. It has built a solid reputation, driven by innovation, customer service, and a wide network of partner lighting agents.

Based in Chicago, Illinois, Focal Point has over 750 employees and annual sales of more than \$200 million, primarily in the United States.

Following the acquisition of Pinnacle Architectural Lighting in 2016, OCL and Finelite in 2017, and Kenall in 2018, this operation<sup>1</sup> will strengthen Legrand's leading US positions in lighting controls and solutions, with a range of specification-grade architectural and mission-critical applications in commercial buildings, energy-efficient lighting management systems, and innovative connected solutions.

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<sup>1</sup> Subject to standard conditions precedent.



## KEY FINANCIAL DATES:

- 2020 first-quarter results: **May 7, 2020**  
“Quiet period<sup>1</sup>” starts April 7, 2020
- General Meeting of Shareholders: **May 27, 2020**
- Ex-dividend date: **June 1, 2020**
- Dividend payment: **June 3, 2020**
- 2020 first-half results: **July 31, 2020**  
“Quiet period<sup>1</sup>” starts July 1, 2020

## ABOUT LEGRAND

*Legrand is the global specialist in electrical and digital building infrastructures. Its comprehensive offering of solutions for commercial, industrial and residential markets makes it a benchmark for customers worldwide. Drawing on an approach that involves all teams and stakeholders, Legrand is pursuing its strategy of profitable and sustainable growth driven by acquisitions and innovation, with a steady flow of new offerings—including Eliot\* connected products with enhanced value in use. Legrand reported sales of over €6.6 billion in 2019. The company is listed on Euronext Paris and is notably a component stock of the CAC 40 index.*

(code ISIN FR0010307819)

<http://www.legrandgroup.com>



*\*Eliot is a program launched in 2015 by Legrand to speed up deployment of the Internet of Things in its offering. A result of the group’s innovation strategy, Eliot aims to develop connected and interoperable solutions that deliver lasting benefits to private individual users and professionals.*

<https://www.legrandgroup.com/en/group/eliot-legrands-connected-objects-program>

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<sup>1</sup> Period of time when all communication is suspended in the run-up to publication of results.