

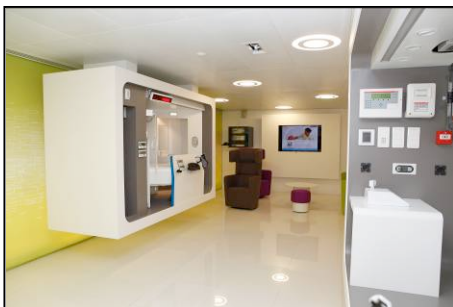
28 February 2012

Legrand opens two new training facilities to support the development of the electrical trade

By providing training for all players in the electrical trade, from investors to installers, Legrand adds value to its solutions, and helps these professionals adapt to a constantly changing business. The purpose of Innoval, the Legrand Group's training provider for the residential and commercial markets, is to support all of these partners by helping them to acquire new skills in order to better understand the market. This is why Legrand recently boosted its offering by opening two new training centres close to Paris.

An enhanced training offer to give practical support to the electrical trade

Keeping step with a fast-evolving business while meeting ever more demanding customer requirements - that's the challenge faced by the various players in the electrical sector. And it makes training an all the more essential tool, providing tangible solutions that facilitate adaptation to a changing market. As a leader in its field, Legrand, through its training centre Innoval, offers tailored support to suit the needs of every player in the trade.



Bagnole

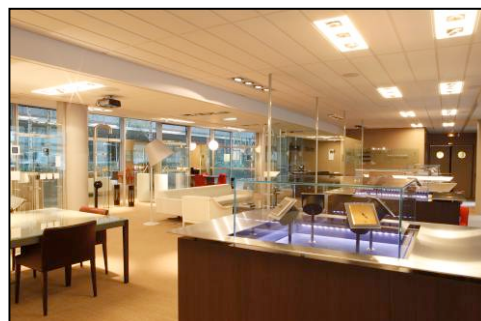
To boost this training offer and enhance its geographical coverage, two new specialist facilities were recently opened just outside Paris. The "home systems academy" in Pantin is dedicated to residential automation technology, while solutions for the commercial sector are the main focus at Bagnole.

Pantin

"Innoval allows Legrand to be more than just a supplier, rather to act as a genuine partner, creating close ties with the electrical trade as a whole", explains Astride Estève, Head of France & International Customer & Sales Force Training at Legrand.

By enabling all those involved, from specifiers through to installers, to expand their know-how and gain new competencies, training is a means to raise the skill

level of the entire profession. By way of the courses provided and the demonstration of functioning solutions in the various show-rooms, professionals are able to take on board Legrand solutions and thereby enrich their projects.



The knock-on effect means they, in turn, will inform and advise others, explaining the workings of a smart electrical and digital installation. Training thus ensures the dissemination of knowledge about installation solutions, so that the systems on offer will be used to their full potential. This way, training beneficiaries can move forward in step with technological advances, stay up to the mark and provide expert advice to their own customers.

As it launches new products, Legrand regularly updates and reviews its training offer to make sure the electrical trade gets to know its latest innovations. In 2012, some ten new courses are available, focusing on the RT 2012 pass in particular, to help professionals put forward suitable solutions for lighting management, consumption measurement and energy quality.

Legrand: a highly diverse, tailored training offer

Innoval is the Legrand Group's training provider. Set up in 1999 at the Group's headquarters in Limoges, it has developed over time in response to demand and currently comprises five structures both in France and elsewhere. Three Innoval centres are located respectively in Limoges, São Paulo (Brazil) and Dubai (United Arab Emirates), while two further specialist facilities for residential and commercial applications respectively recently opened near Paris.

At its three French establishments (Limoges, Pantin, Bagnolet) Innoval each year trains some 5,000 people during 800 separate sessions. Courses or information meetings can also be organised regionally or abroad, depending on demand, while custom training is sometimes provided directly on a construction site. Innoval comprises about thirty staff, two thirds of whom are training instructors. They all have threefold expertise through their knowledge of the market, teaching ability and technical skills, so that they speak the same language as their trainees.



The courses provided come in three phases to effectively enhance participant skills: theory, practical exercises, and exposure to actual work situations. In all, half the time is spent on practical work. The training workshops reproduce genuine working environments to encourage immediate application of fresh theoretical knowledge by confronting trainees with real-life challenges. The instructor is there to provide guidance and advice, and of course to reexplain where necessary. Innoval also proposes a mixed training programme combining classroom sessions with e-learning and self-training modules.

Limoges

About Legrand

The Legrand Group is the global specialist in electrical and digital building infrastructures. Its comprehensive offering, catering to the needs of commercial, industrial and residential markets worldwide, makes it an international benchmark. The Group's growth is driven by innovation and regular launching of new value-added products. In 2011, Legrand recorded net sales of over 4.2 billion euros. Legrand is listed on NYSE Euronext and forms part of the CAC 40, FTSE4Good, MSCI World, ASPI and DJSI indexes (ISIN code: FR0010307819).

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