

# LEASE

## Legrand accelerates development in emerging markets and energy efficiency by acquiring Inform in Turkey

- Legrand takes control of Inform, the undisputed leader for UPS<sup>1</sup> in Turkey
- Legrand reinforces its presence in emerging markets and the promising energy efficiency sector

Continuing its strategy of targeted acquisitions, Legrand today announced – subject to the approval of Turkish competent authorities – the acquisition of Inform, Turkey's number-one contender in UPS<sup>1</sup> and secured electrical equipment.

With this new move, Legrand is stepping up its expansion in emerging markets, which have now returned to their pre-crisis growth rate. In 2010, they should account for over 30% of consolidated sales, with margins in line with the group average. Inform reinforces Legrand's presence in Turkey, where the group already has leading positions in wiring devices, power distribution and cable management. Since its acquisition of Estap in 2008, Legrand has also been the country's uncontested leader in cabinets and enclosures for digital infrastructures.

Moreover, the acquisition of Inform enables Legrand to accelerate its development in energy efficiency, a fast-expanding market where group sales have seen average growth in double digits for the past ten years, driven in particular by steady innovation and the takeovers of Alpes Technologies, a French leader in the optimization and measurement of electricity quality, and Zucchini, a specialist in low-loss transformers in Italy and the leader in prefabricated busbar systems.

Inform rounds out Legrand's ranges with a secured electrical equipment offering that includes UPS<sup>1</sup>, voltage regulators, rectifiers, and static transfer switches covering all market needs from low-power applications to sophisticated solutions for industrial and IT applications. This comprehensive offering will enable the group, building on its global presence in most major markets, to accelerate expansion in the digital infrastructure and power distribution sectors, where demand for reliable, secure electricity in both mature and emerging markets is rising rapidly.

Based in Istanbul, Inform employs 360 people and generated sales close to \$70 million in 2009, with an operating margin in double digits.

<sup>&</sup>lt;sup>1</sup> UPS: Uninterruptible Power Supply



#### **Key financial dates**

2010 first-half results: July 29, 2010

• 2010 nine-month results: November 4, 2010

#### **ABOUT LEGRAND**

Legrand is the global specialist in electrical and digital building infrastructures. Its comprehensive offering of solutions for use in commercial, industrial and residential markets makes it a benchmark for suppliers worldwide. Innovation for a steady flow of new products with high added value is a prime vector for growth. Legrand reported sales of €3.6 billion in 2009. The company is listed on Euronext and is a component stock of indexes including the SBF120. FTSE4Good, MSCI World and ASPI (ISIN code FR0010307819). www.legrandgroup.com

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