



Rosatom & Schneider Electric: +20 years of cooperation

Life Is On



Resources in the next 40 years

×1.5

Energy consumption
will grow by 50%

÷2

CO₂ emissions
need to be halved

↑ 3×

We have to become
3 times more efficient

Note: Forecast for 2050 compared to 2009 levels

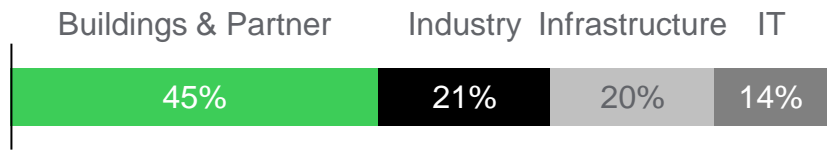
Schneider Electric, the Global Specialist in Energy Management, Automation and Software

+ €26.6 billion

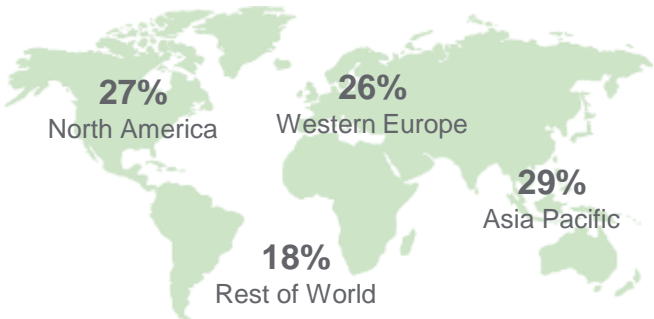
~5%
of FY revenues devoted to R&D

160,000+
people in 100+ countries

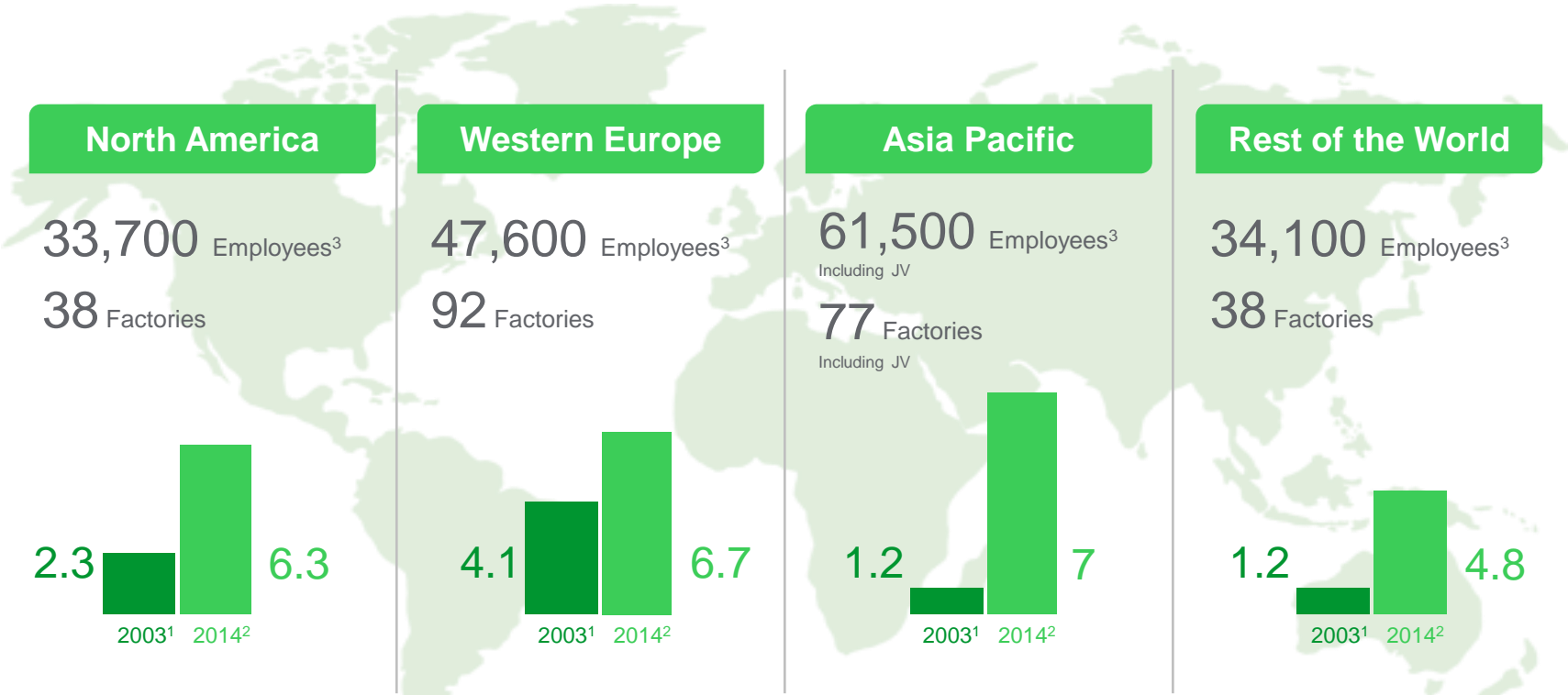
Four integrated and synergetic businesses



Balanced geographies



Schneider Electric global Business in over 100 Countries



1: Published figures in billion € restated to reflect country-market view;
2: Billion € pro-forma basis including LTM Sep 2014 revenue for Invensys
3: Including Invensys, excluding Delixi and Fuji

Schneider Electric in Hungary



Schneider Electric has been continuously investing in its growing market presence in Hungary the past 70 years, with a consolidated turnover of more than 220 billion HUF in 2016. In our headquarter in Budapest, factories located in Gyöngyös, Zalaegerszeg and Kunszentmiklós, and international logistics center in Szigetszentmiklós we employ more than 1,300 people directly, while providing work for nearly 900 local companies and their workers indirectly.

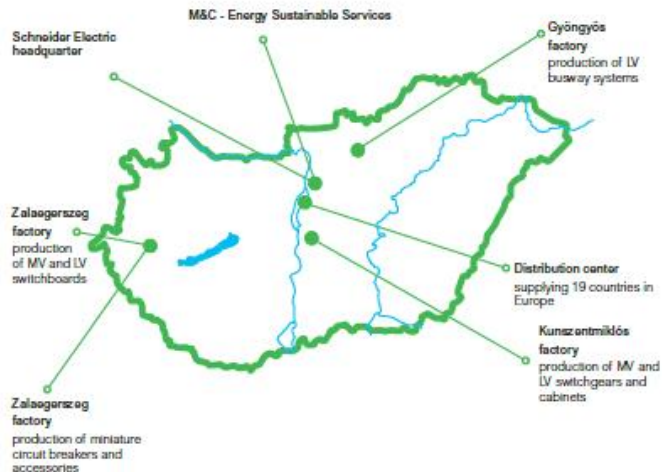
We provide full range of electrical distribution and automation products, as well IT products and services. At the beginning of the 90's, Schneider Electric acquired Vertesz, a former player of the Hungarian electrical industry. We have launched a number of investments since then, factories and a logistic center in the country, and we are continuously expanding our business by investing into our employees and local partners.

<p>Strategic agreement with the Hungarian government 2013</p>  <p>STRATEGICAL PARTNER AND ENERGY EFFICIENCY EXPERT OF THE HUNGARIAN GOVERNMENT</p>	<p>Hungary's Most Excellent Company</p> <p>in "Development of organizational and individual skills" category 2017</p>  <p>2017 Hungary's Most Excellent Company</p>	<p>MVM Ovit Zrt. Supplier of the Year Award 2016</p> 
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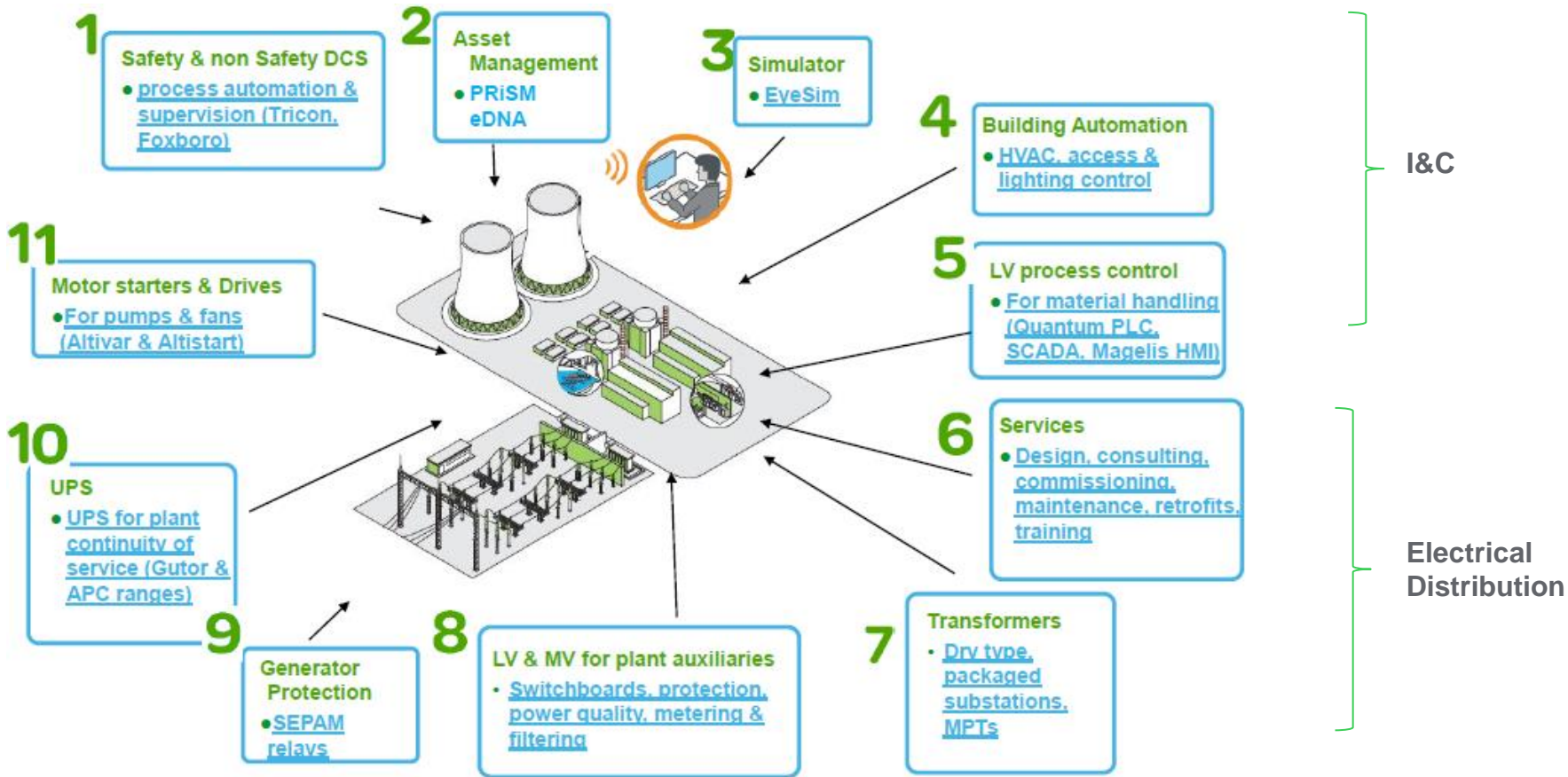
2016 KEY FIGURES



Schneider Electric's sites in Hungary



Complex offer for Nuclear Power Plant



Compliance with international safety standards

QA Standards

NQA	Nuclear Quality Assurance (US)
RCC	Règles de Conception et de Construction (FR)
IAEA	International Atomic Energy Association
KTA	Nuclear Safety Standards Commission (GE)
CSA	Canadian Standards Association (CA)
ISO	International Standards Organization
GOST	Industrial & Commercial Standards of the Russian Federation

Technical Qualification Standards

IEEE 344	Seismic
IEEE 650	UPS general
IEEE 7-4.3.2	Software
TR10.23.23	EMC
IEC 60780	Seismic
IEC 60880	Software
IEC 60508	General

Key milestones of Rosatom cooperation

- **In the middle of 90's of the last Century within TACIS program:**
 - **In cooperation with Russian partners, the first deployment of SF6 6-10 kV circuit breakers type LF;**
 - **Transfer technology of LV switchboard production, qualification and supply of 0,4 kV components;**
 - **The first supply of fire detection system to LAES**
- **At the beginning of 2000: Co-development, qualification and pilot world-wide installation of digital protection SEPAM80NPP relays 6-10 kV;**
- **2004: First overseas projects (India Kudankulan NPP...)**
- **2012: Licensee agreement with UEMZ for the 6-10 kV cubicles type McSet and 0,4 kV circuit breakers assembling;**
- **2008-present: localization program**
- **Today's agenda: install-base services support project**

2015-2016: SE nomination as Rosatom Strategic Partner, Cooperation roadmap



Cooperation backbones:

- Industrial cooperation, transfer technologies
- Financial support (financial insurance)
- Co-development

New horizons for Rosatom

- An offer compliant with various international and local Nuclear requirements;
- Extension of Rosatom export scope for overseas projects
- World wide support from the global player

Transfer technology roadmap:

- 6-10 kV Cubicles
- 0,4 kV circuit breakers
- IEC certification and qualification plan

Offer extension plan:

- RF projects
- Overseas projects



Signature of Strategic Cooperation Agreement, cooperation program



In conclusion:

- **Resources required to enter into the Nuclear market:**
 - Dedicated team, in-depth expertise and knowledge in SE offering and in nuclear industry requirements and applications.
 - Committed to complying with Rosatom technical requirements, investment decision and engineering process.
 - Alignment with RF, Rosatom strategies: localization of key components and technology transfer.
- **Long-term vision on competitive positioning:**
 - Retention of exchange rate fluctuations.
 - Transfer technology and localization.
 - Availability of low interest rate financing support option.
- **Adherence to the tendering process and legislation requirements:**
 - Proposition of unique technological solutions in the early stages of a project, otherwise it is too late!
 - Qualification process.

"We have decided to be the partner of Rosatom and we have to admit that: this is a slow-moving business with no-compromise on technical requirements and full compliance with Safety regulations. And if we are committed to fitting with Nuclear segment rules, aligning with Rosatom strategy, we will become trustworthy partners for many years to come".

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