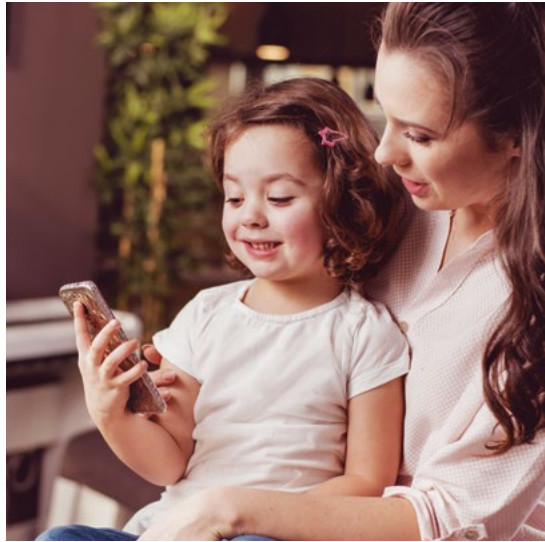




A connected life at your fingertips



LEGRAND AT THE LAS VEGAS CES



PRESS KIT  
JANUARY  
2020



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FEATURE OF THE ELIOT PROGRAM

## EDITORIAL BY BENOÎT COQUART, CEO OF LEGRAND

Since the launch of the Eliot program in 2015, Legrand has never stopped accelerating the deployment of its connected offer. This offer now accounts for 10% of sales and is at the core of our development and innovation strategy. After reaching the 2020 goals set for Eliot by 2018, we announced ambitious new targets: one billion euros in turnover to be achieved on connected products in 2022 (excluding acquisitions and the currency exchange impact).

This acceleration is made possible due to our 11 acquisitions in IoT since 2015. After the takeover of Netatmo in November 2018 which enabled us to broaden our connected products base thanks to the start-up's 1.3 million active products, and the takeover of Milestone in August 2017 to boost digital infrastructures, Legrand announced last November the acquisition of Jobo Smartech. This Chinese leader in connected systems for hotel room management (lighting, ambient temperature, etc.) will complement Legrand's offer in the dynamic hospitality sector in China.

This development momentum in the connected sector results from our R&D investments in new technologies and the successful launch of numerous products, in particular in the area of user interfaces, energy distribution or digital infrastructures.

Because interoperability is an essential condition for the development of connected solutions, our strategy in this area resulted in the launch of the Works with Legrand program two years ago. This portal enables third parties (start-ups, large groups, manufacturers, IoT platforms, etc.) to plug into Legrand's solutions to offer new services and features and create added value for the end user. Today, Legrand has over 35 new partners each month who register with the platform (i.e. over 330 applications developed by more than 1,100 partners since 2018).

After the success of the 2019 edition, culminating in a CES Innovation Award for a control device incorporating Amazon's voice assistant as a native feature, this year's CES in Las Vegas provides an opportunity to continue and consolidate our innovations.

Our approach is focused more than ever on users so they can control their connected lives with ease. Legrand places people at the core of all its developments so they can act on their environment with the Home + Control app to which new features are being added all the time.

This year, Legrand will be providing users with new connected scenarios, as simple and intuitive as ever, and will continue to launch new products with enhanced use value. A case in point is the launch of the first Legrand connected electrical panel: Drivia with Netatmo. This system enables users to remotely control lighting or power-hungry devices and cut their electricity bills. This launch is a continuation of the Céliane™ with Netatmo and dooxie™ with Netatmo offers. We are also very proud to launch the radiant® with Netatmo and adorne® with Netatmo ranges in the United States along with the Netatmo Smart Door Lock & Keys and the Smarther with Netatmo thermostat in Europe, all of which are signs of the Group's flourishing international and multi-brand dimension. We received 3 CES innovation Awards for the Drivia with Netatmo connected electrical panel and the Netatmo Smart Door Lock & Keys.



*Benoît Coquart,  
CEO of Legrand*

A handwritten signature in dark ink, appearing to be 'B. Coquart', written in a cursive style.

# 2020, YEAR OF CONSOLIDATION FOR LEGRAND'S IOT ECOSYSTEM





2020

FOLLOWING UP ON  
THE SUCCESSFUL  
LAUNCHES OF  
CONNECTED  
SOLUTIONS

NETATMO  
SOLUTIONS  
INTEGRATED  
INTO THE ELIOT\*  
PROGRAM



**Fred POTTER,**  
Chief Technology Officer of the Eliot program

“Today, the Eliot program accounts for 10% of the Group's sales and our results far exceed our growth forecasts. The 130 Netatmo engineers are now part of Legrand's R&D teams. Together, we are redefining the smart home with useful products that are easy to understand, install and use. Our goal is to design smart objects that are no longer just connected, but which render new services to users offering them a better smart home experience.”

After successfully launching such connected solutions as the Classe 300X connected door entry systems then, last year, the Classe 100X or the Smarther connected thermostat and Céliane with Netatmo (Legrand's first range of connected wiring devices), the Group is continuing to connect its existing products. Legrand is launching new high use value solutions, such as adorne® with Netatmo and radiant® with Netatmo in the United States, planned for October 2020 in the residential sector, and the UX Touch offer in the commercial sector.

A year after acquiring Netatmo, Legrand has integrated 100% of Netatmo's solutions into the Eliot program. As such, Legrand is now moving into new market segments, new channels and complementary users.



### WHAT IS ELIOT\*?

Eliot is the name of a program launched in 2015 by Legrand to speed up deployment of its connected devices offering. Stemming from the Group's innovation strategy, it is aimed at developing connected and interoperable solutions that provide sustainable benefits for both private and professional users.

NEW CONNECTED  
OFFERS FOR 2020  
PRESENTED  
ON THE LEGRAND  
BOOTH

At present, usage no longer has any boundaries, and experiences between the residential and commercial sector are coming together. Given this situation, Legrand enables users to act on their environment wherever they are: home, hotel room, work, etc.

This is why Legrand is presenting the Group's new connected solutions on its 180 m<sup>2</sup> booth along with innovations by partners from the residential and commercial sectors.



**IN RESIDENTIAL,**

Legrand and Netatmo's connected solutions: Drivia with Netatmo, the Netatmo Smart Door Lock & Keys, Smarter with Netatmo, VELUX ACTIVE with Netatmo, Aldes EasyHOME with Netatmo, iDiamant with Netatmo from Bubendorff, Muller Intuitiv with Netatmo, Somfy, etc.

**IN HOSPITALITY,**

the UX Touch offer in partnership with Roomchecking and mySmartJarvis, the DLM Digital Lighting Management offer, the connected emergency lighting offer, etc.



Jérôme BOISSOU,  
Eliot Program Manager



*Our challenge as industry leader is to offer everyone a great user experience regardless of the universe, residential or commercial. We provide smart solutions to make life simpler and easier for our users, by ensuring they systematically have control over their chosen system. Our product developments are focused on 4 user experience areas: energy management, safety, comfort & well-being, and assisted living. At the CES, we are presenting innovations in each of these areas, in particular: energy consumption management, building security and user comfort with the Drivia with Netatmo connected electrical panel and building security with the Netatmo Smart Door Lock & Keys."*

A woman and a child are walking through a doorway. The woman is on the right, holding a smartphone and a white bag. The child is on the left, wearing a backpack. The scene is overlaid with a semi-transparent orange filter. The text 'THE HOME + CONTROL APP TO TAKE FULL CONTROL OF YOUR INSTALLATION' is written in white, bold, sans-serif font across the center of the image.

# THE HOME + CONTROL APP TO TAKE FULL CONTROL OF YOUR INSTALLATION

## COMMUNICATE AND ACT ON YOUR HOME WITH HOME + CONTROL

Launched in 2018, Home + Control is a free, simple and intuitive application co-developed by Legrand and Netatmo to allow you to take over control of your connected home. It enables users to be notified of the status of their installation and to track consumption remotely.



### NEW FEATURES

Now, the app offers even more features, incorporating:

- **New Legrand solutions:** Smarter with Netatmo, Netatmo smart radiator valves and the Netatmo smart thermostat, etc.
- **New compatibilities with partner products:** Bubendorff and Somfy shutters, Aldes air conditioning units, radiators from the Muller Group, etc. and all with the leading voice assistants: Siri, Amazon Alexa and Google Assistant.
- **New features:** the schedule. This feature is used to set automation operations in your home that will trigger at a time set in advance from Home + Control.



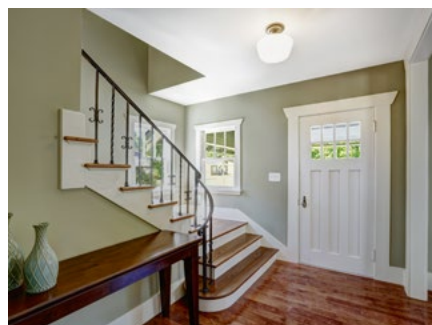
**Notify**

**Act**

The Home + Control application enables users to be notified in real time about the status of their home and gives them the ability to act remotely.

In addition to the notifications sent to users, the Home + Control app can control lighting, shutters, heating and electrical appliances from a smartphone. It also enables scenarios to be created.

### USE CASE



Delphine goes off on holiday and forgets to switch off the light in the corridor. She is notified by the Home + Control app and can switch it off remotely.

### USE CASE



Eve decides to take a few days off and, to secure her home, she switches on the presence simulation feature from the app. Eve can now head off with peace of mind.



**Emmanuel BALLANDRAS,**  
Vice-President Partnerships and External Relations at Legrand France



*Home + Control is the Legrand application enabling you to control your connected home on a daily basis. This app is a perfect illustration of our interoperability strategy, since it incorporates our Legrand connected solutions, but also partner solutions that we felt were relevant to users. We remain attentive and continue to enrich the app regularly through new partnerships.*

*We also give other players the opportunity to create their own user experience when using our products. This is part of the interoperability strategy that we propose through our Works with Legrand developer portal, in which we make our product APIs available to third parties."*



# NEW RESIDENTIAL SOLUTIONS



## MONITOR AND MANAGE EVERYDAY ENERGY CONSUMPTION THANKS TO DRIVIA WITH NETATMO

The first Legrand smart electrical panel, Drivia with Netatmo, is at the heart of the home power infrastructure. It enables users to take full control of their smart home, from lighting to power-hungry appliances, such as a Green'up electric vehicle charging station or a hot water tank. By using Drivia with Netatmo, users can manage their energy consumption while driving their electricity bill down due to predictive energy management features.



Drivia with Netatmo is compatible with the Home + Control app

**Drivia with Netatmo** comprises a range of 6 smart modules to be installed directly in the electrical panel:

- a **smart contactor** for remote control of home appliances & power-hungry equipment;
- a **smart latching relay**, for remote control of lighting circuits;
- a **smart energy meter** or an **eco-meter** for detailed monitoring of the home's energy consumption;
- a **smart load controller** which proactively prevents power outages in the home due to overloads, by intelligently shutting down relevant smart devices when consumption exceeds the amount contracted (e.g.: water heater, electric vehicle charging socket, cooker, etc.);

- a **gateway module** that connects the installation to the internet.

These Drivia with Netatmo smart modules can be an extension to existing Legrand smart switches and power outlets. In this case the Gateway module is not necessary, as the Drivia with Netatmo solution is fully compatible with product ranges such as Céliane™ with Netatmo, Mosaic™ with Netatmo, Arteur™ with Netatmo, Living Now with Netatmo or Valena™ with Netatmo.

### PRICES\*

Contacteur €100,  
Smart latching relay €70,  
Energy meter €68,  
Gateway module €75

### AVAILABILITY

First quarter 2020



This year, Drivia with Netatmo won two CES Innovation Awards in the **Sustainability, Eco-Design & Smart Energy** and **Tech for a Better World** categories.

\*Manufacturer's suggested retail price

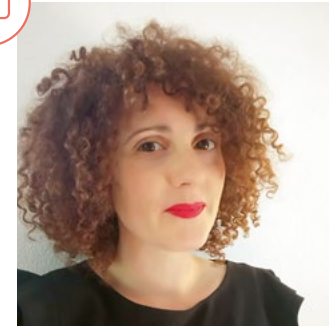
### USE CASE

#### EXAMPLE 1

When leaving her home for a few days, Muriel launches a customized "Vacation" scenario from her Home + Control App to instantly turn off all the lights, close the shutters, switch off the water heater, and deactivate the electric vehicle charging station in her front yard to prevent unknown people from using it while she is away. When she comes back, she can switch the water heater back on from her car on the way home so she can enjoy a hot shower once she gets home.

#### EXAMPLE 2

Andrew has an electricity supply contract limited to 6kVA with his power provider. His electric vehicle is charging outside, while his electrical heating and hot water tank are also on. Turning on his electric cooker, he reaches the threshold allowed by his contract. His hot water tank is therefore automatically switched off to avoid a power outage in his home.



**Leslie COMPAN,**  
Marketing Manager, Energy  
Distribution SBU, Legrand



*Drivia with Netatmo enables users to take full control of their home, from lighting to power-hungry appliances, while reducing their energy bills thanks to predictive energy management features. Compatible with the main voice assistants and the Home + Control application, Drivia with Netatmo provides users with a complete smart home experience via remote and voice control."*

## MANAGE AND SHARE ACCESS TO THE HOUSE EASILY AND IN TOTAL SAFETY WITH THE NETATMO SMART DOOR LOCK & KEYS

The Netatmo Smart Door Lock & Keys boost security at home, offering users more autonomy in their everyday lives. With the Netatmo Smart Door Lock, users manage and share access to their home simply and in total security. They lock and unlock their door by inserting the Smart Key in the Lock, just like any conventional key, or by using the Netatmo Security app.

### Security/precautions

The Netatmo Smart Door Lock is designed to resist physical and hacking attacks. It is certified A2P\*, BZ+ and SKG\*\*\*. These highly demanding labels are only granted to the most secure locks in Europe. The Door Lock works by Bluetooth and is therefore not connected to the internet. It operates by Near-Field Communication (NFC) with the Smart Keys, which are tamper-proof and impossible to duplicate. If Keys get lost or stolen, access to the house remains secure: the user disables these keys in real time without having to change the entire Lock, wherever they are, with a simple click on their smartphone. Finally, to protect user data, access authorisations and identification data for each Key are stored locally in the Smart Door Lock and not on the Cloud.



Virginie GOLICHEFF,  
Netatmo Marketing Vice-President



*With the Netatmo Smart Door Lock, users open and close their doors either with the Smart Key, which is secured and tamper-proof, or from their smartphones. They no longer need to wait for hours for a locksmith if they have left their keys in the office or inside the house. The Netatmo Smart Door Lock & Keys meet the growing need from users for useful, reliable and subscription-free products."*



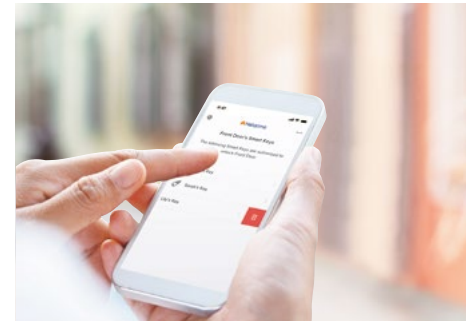
The Netatmo Smart Door Lock & Keys won a CES Innovation Award in the Home Appliances category.

### USE CASE



#### EXAMPLE 1

David has left the keys of his house at the office. He can use his smartphone to open the door, no need to go back to the office or call a locksmith.



#### EXAMPLE 2

Lily has lost her bag containing her Netatmo Smart Keys. Instead of changing the Lock, she disables the Key with one click from the app.



#### EXAMPLE 3

Jim is having friends over this weekend, but he cannot be home to greet them. No need to leave the key with the neighbour or under the mat, he simply sends them an invitation on his app which replaces the entry key. When his friends' stay is coming to an end, he simply cancels the invitation from the app, without having to be at home.

## OTHER NEW DEVELOPMENTS PRESENTED AT THE LAS VEGAS CES

Among the Group's solutions presented on the CES booth, three other new devices will be put forward: the Smarter with Netatmo connected thermostat in Europe and two new connected wiring device ranges "with Netatmo" in North America: **adorne® with Netatmo** and **radiant® with Netatmo**.

### Smarter with Netatmo

This new thermostat comes in white, black or sand coloured and offers more intuitive control over heating and air conditioning, enabling users to adapt the temperature to their needs in real time. This allows house occupants to better control their heating while optimising energy consumption. Smarter with Netatmo is compatible with the Home + Control app and has the same features as the "with Netatmo" ranges, enabling control locally, remotely by smartphone, and by voice. Smarter with Netatmo is compatible with Apple Home Kit and such Legrand/Netatmo products as Netatmo smart radiator valves for central heating installations.

### adorne® with Netatmo and radiant® with Netatmo

After the launch of traditional and connected switch and socket ranges such as Céliane™ with Netatmo in early 2018, Living Now with Netatmo in 2019 in Europe, Valena™ with Netatmo in 2019 in Spain, and the current deployment of Arteor with Netatmo in Europe, two new solutions will be introduced to the North American market.

The adorne® and radiant® ranges will soon be available in "with Netatmo" mode in addition to their traditional versions. Compatible with the Legrand Home + Control app, these two control solutions enable control not only of lighting and power outlets but also of all the other connected devices in the home. Whether from home or remotely, using a wireless switch, a smartphone or voice control. They are compatible with over one hundred ecosystems including Apple HomeKit, Google Assistant, Amazon Alexa and many others.



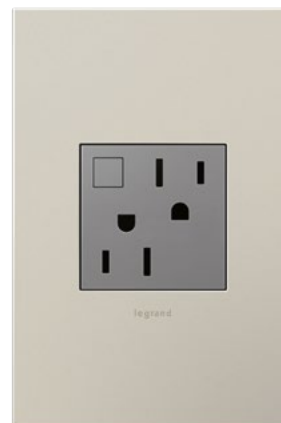
**Pierre-Yves HASBROUCK,**  
Marketing Manager, Innovation and  
New Uses

**“**Choosing Legrand for their connected home guarantees customers all over the world to avail of the most innovative products on the market to make their homes more comfortable, more efficient and also safer. The launch of the **adorne®** and **radiant®** with Netatmo ranges in the US and Canada is part of our highly ambitious international deployment policy.”



**PRICE**  
From €179 retail price incl. VAT

**AVAILABILITY**  
From April 2020 in Italy and France, then from June 2020 in the rest of Europe



**AVAILABILITY**  
Deployment of the ranges in North America at the end of 2020



# SOLUTIONS DESIGNED FOR THE HOSPITALITY SECTOR

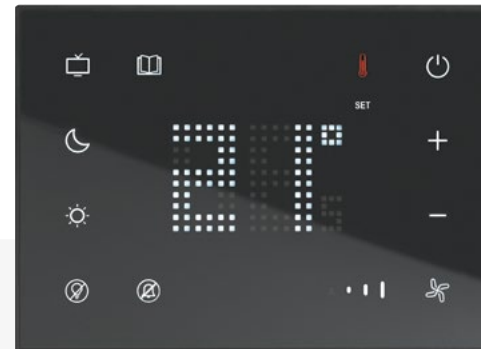


## SOLUTIONS DESIGNED FOR THE HOSPITALITY SECTOR

With its international network and outreach, Legrand supplies integrated solutions for all types of commercial and industrial buildings, with years of experience addressing the specific requirements of hotels.

Legrand has developed a highly comprehensive offer: from basic standard functions to functions with embedded intelligence to address the growing automation needs of hotel operators through the use of a range of technologies.

**The UX Touch offer** is a hotel room control system enabling operators to offer guests a connected experience. Combining design and technology, this wiring devices range enables easy control of the room temperature, lights and roller shutters, the badge-operated lock and customisable scenarios.



**AVAILABILITY**

Already available all over the world (except LNCA: Legrand North and Central America)

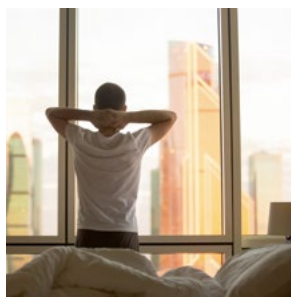
Legrand has forged two partnerships with French start-ups for this offer:



**1. mySmartJarvis** is an AI based butler called Jarvis which links up all connected solutions (lighting, heating, music, etc.), in particular Legrand's solutions, as well as all the services offered by the hotel (booking an Uber, room service, theatre seats or express check-out). Jarvis will make the link between a Legrand UX Touch thermostat and the Daikin air conditioning with tablet or voice control. With its intelligence, Jarvis learns from guests' behaviour in their rooms. So just before they arrive the room is already in their preferred configuration: light, temperature, Netflix account, etc.

**2. RoomChecking** is a communication and productivity solution for hotel teams. The platform is built on state-of-the-art mobile apps and brings together housekeeping, maintenance and communication. When connected to Legrand's UX Touch range, the RoomChecking solution provides hotel teams with useful information on the life of the hotel (temperature, lighting, etc.). RoomChecking is present in over 500 hotels worldwide.

**USE CASE**



In his hotel room, Loris sets his alarm for 7:30 a.m. At 7:15, Jarvis slowly opens the curtains, gradually increasing the amount of light in the room. The temperature of the bathroom is already perfect and his Apple Music playlist already up and running. Loris has nothing to do but get into the shower! Through the speakers, Jarvis speaks to him: "Breakfast in your room is on its way, Sir." Then, Loris asks Jarvis to prepare the check-out and to book him a taxi to the airport.

**USE CASE**



Alex, a hotel manager, receives a notification when the guest performs pre-check-in/ check-out. It can also send a message to the guest indicating the temperature of the room before he/she arrives by using the thermostat.



**Jean-Pierre VIANNAY,**  
VP Marketing, Building Systems  
SBU



Today, Legrand no longer addresses only users in their homes every day, but also reaches out to their professional lives and travel. Having already developed a connected offering in the residential sector with Céliane™ with Netatmo in 2017, we naturally focused on the commercial sector and specifically the hospitality sector with our UX Touch offering. Our solutions are therefore intended for end users but also for building managers."

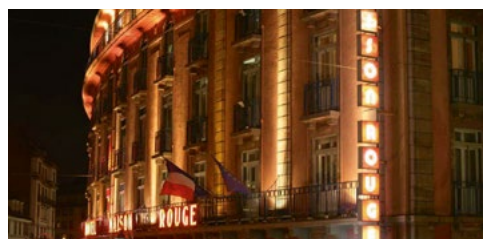


**Antoine BUREL,**  
Deputy CEO and Executive VP Group Operations

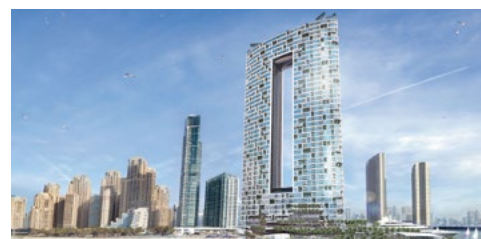
“ Our hospitality customers account for a growing share of our sales, in particular due to the offers developed by our engineers (Legrand has over 2,500 staff working on R&D) in over 20 countries and by our Art and Design Department. Legrand thus proposes a full and customisable offering to perfectly address the technical and aesthetic needs of our customers all over the world.”



**Location:** South Dakota (United States)  
**Project:** 4 Bears Hotel & Casino  
**Legrand solutions:** RACCESS (solution for the American market)



**Location:** Strasbourg (France)  
**Project:** Hotel Maison Rouge  
**Legrand solutions:** BACnet GRMS and UX Touch

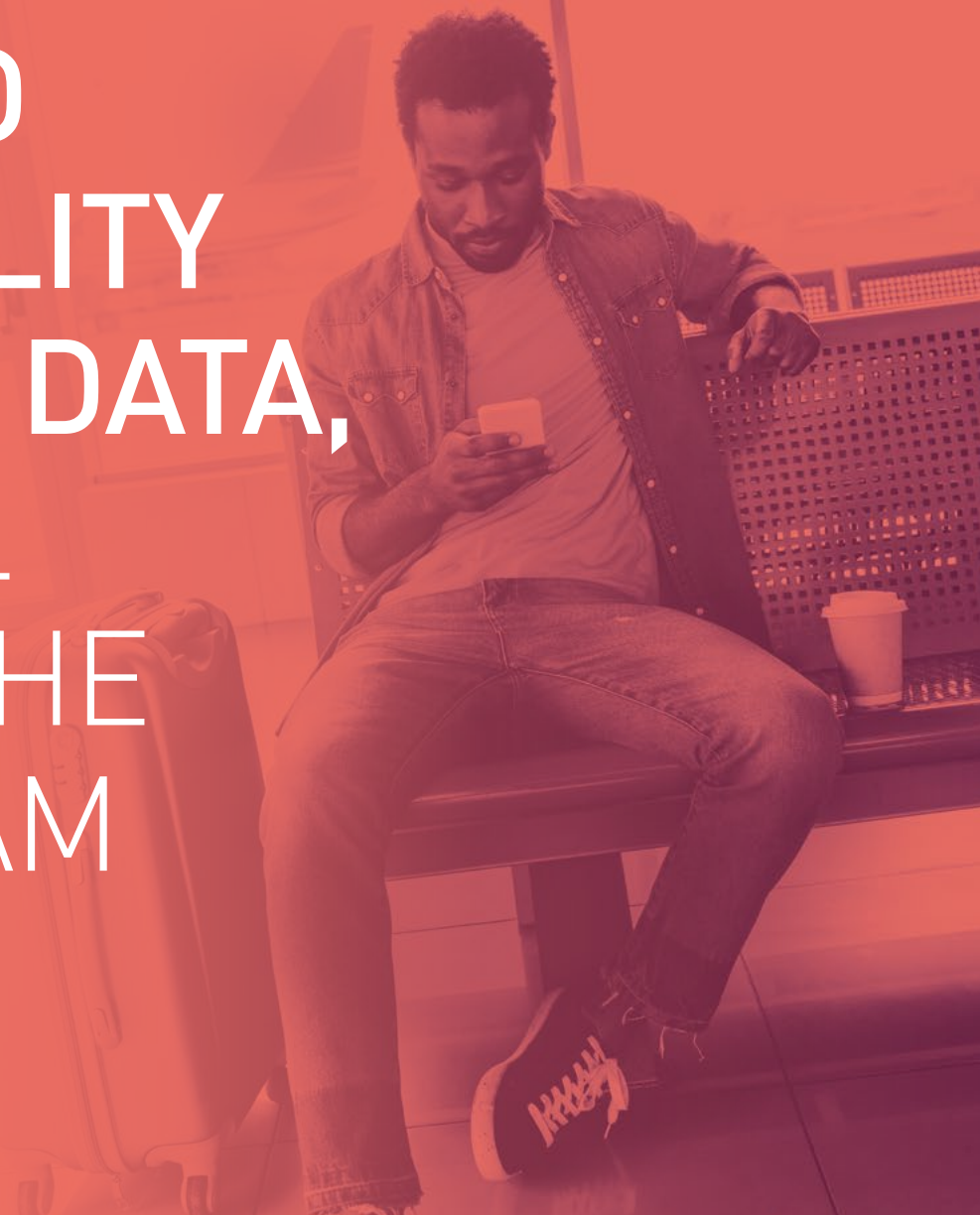


**Location:** Dubai  
**Project:** Jumeirah Gate (The Address Residences Jumeirah Resort – 657 rooms)  
**Legrand solutions:** User Interface UX, and BACnet IP Room Controller



**Location:** Perth (Australia)  
**Project:** Ritz - Carlton Perth  
**Legrand solutions:** MSB / DBs / Meter Panels, Busbars, Arteor, Cablofil, Bticino Intercom (IP)

# SECURITY AND CONFIDENTIALITY OF PERSONAL DATA, AN ESSENTIAL FEATURE OF THE ELIOT PROGRAM





We guarantee our users an ever more reliable and secure experience while ensuring total personal data confidentiality. Legrand provides the highest level of security to limit fraudulent use of its solutions as much as possible.

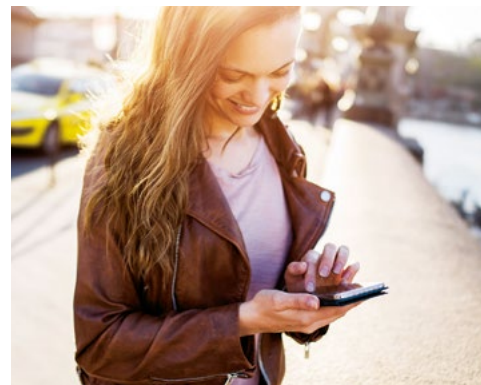
**Security and confidentiality of personal data, an essential feature of the Eliot program**

Legrand guarantees the confidentiality of user data. Users may wish to benefit from third party services to enrich their experience. In this case, Legrand will allow the third party to access the user’s data, provided the user consents. This access to data can be revoked by users at any time, in a very simple way. In addition, Legrand’s applications require the creation of a password that complies with cyber-security experts’ recommended rules, in order to prevent connections by third parties, and regularly provide firmware and software updates.



**Legrand provides “Security by design” and “Privacy by design” solutions**

Convinced of the need for an increasingly stringent level of security, Legrand goes further than mere compliance with current security standards by directly incorporating these security rules into the design of solutions: this is “Security by design”. These rules enable data to be segmented from the product’s very inception, thereby preventing, for example, the synchronisation of usage data with the user’s address details. With the same aim in mind, Legrand conducts PIAs (Privacy Impact Assessments) for connected products, in order to incorporate respect for users’ privacy from the design stage. In parallel, security audits and intrusion tests are also performed by leading cyber-security companies. They are conducted in the form of hacking simulations by different service providers, throughout a product’s development and life.



**Legrand works with trusted third parties**

Lastly, Legrand also demands the same level of commitment from its partners in terms of security and certification, and works with trusted third parties. All these aspects are guaranteed by governance, i.e. dedicated teams, and product development and control processes.



*Emmanuelle LEVINE,  
Group VP Legal Affairs*



*The Group remains true to its development policy of compliance with applicable standards and regulations, drawing on current international work. ISO 27001 certification for the entire Legrand Cloud provides users with additional security guarantees.”*

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