

Limoges, April 4, 2019

### **Change in financial information by geographical region**

As announced on February 14, 2019, starting January 1, 2019, the reporting of France, Italy and Rest of Europe countries were grouped under a Europe region. The Group is thus organizing its financial reporting in three regions, compared to a similar organization in five regions before, in line with its front office evolution.

This change in the geographical regions has no impact on consolidated Legrand financials.

The following historical data for sales, growth and profitability are provided on our website for Europe region:

- 1) Change in sales on a full-year basis over the period 2014-2018 by destination and by origin, including sales in €m, total change in sales, organic change in sales, scope of consolidation and exchange-rate effect
- 2) Quarterly change in sales over 2018 by destination and by origin, including sales in €m, total change in sales, organic change in sales, scope of consolidation and exchange-rate effect
- 3) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over the period 2014-2018
- 4) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over Q1 2018, Q2 2018, H1 2018, Q3 2018, 9M 2018, Q4 2018 and FY 2018

All numbers in the tables provided are unaudited. North and Central America as well as Rest of the World regions remain unchanged.

**1) Change in sales on a full-year basis over the period 2014-2018**  
**by destination and by origin**

**Sales by destination<sup>(1)</sup>**

<b>Europe region</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
Total sales in €m	2,199.2	2,188.0	2,239.0	2,351.1	2,466.3
% total change	-1.6%	-0.5%	2.3%	5.0%	4.9%
% organic change in sales	-1.0%	-0.1%	1.7%	4.3%	5.5%
% scope of consolidation	1.4%	0.9%	2.4%	1.3%	1.5%
% exchange-rate effect	-2.0%	-1.3%	-1.7%	-0.5%	-2.0%

<sup>(1)</sup> Market where sales are recorded

**Sales by origin<sup>(2)</sup>**

<b>Europe region</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
Total sales in €m	2,342.1	2,326.8	2,351.8	2,471.8	2,589.5
% total change	-1.4%	-0.7%	1.1%	5.1%	4.8%
% organic change in sales	-0.8%	-0.2%	0.5%	4.5%	5.8%
% scope of consolidation	1.3%	0.8%	2.3%	1.2%	1.0%
% exchange-rate effect	-1.9%	-1.3%	-1.7%	-0.6%	-1.9%

<sup>(2)</sup> Zone of origin of the product sold

## 2) Quarterly change in sales over 2018 by destination and by origin

### Sales by destination<sup>(1)</sup>

Europe region	Q1	Q2	H1	Q3	9M	Q4	Full-Year
Total sales in €m	643.0	648.6	1,291.6	556.0	1,847.6	618.7	2,466.3
% total change	6.0%	6.2%	6.1%	3.0%	5.1%	4.2%	4.9%
% organic change in sales	6.2%	7.1%	6.7%	2.9%	5.5%	5.5%	5.5%
% scope of consolidation	1.6%	1.6%	1.6%	2.6%	1.9%	0.1%	1.5%
% exchange-rate effect	-1.8%	-2.5%	-2.1%	-2.4%	-2.2%	-1.4%	-2.0%

<sup>(1)</sup> Market where sales are recorded

### Sales by origin<sup>(2)</sup>

Europe region	Q1	Q2	H1	Q3	9M	Q4	Full-Year
Total sales in €m	669.3	680.5	1,349.8	583.4	1,933.2	656.3	2,589.5
% total change	6.3%	5.8%	6.0%	2.7%	5.0%	4.0%	4.8%
% organic change in sales	6.8%	7.0%	6.9%	3.1%	5.7%	6.0%	5.8%
% scope of consolidation	1.2%	1.2%	1.2%	2.1%	1.5%	-0.5%	1.0%
% exchange-rate effect	-1.6%	-2.3%	-2.0%	-2.5%	-2.1%	-1.4%	-1.9%

<sup>(2)</sup> Zone of origin of the product sold

**3) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over the period 2014-2018**

(in Euro millions)	2014	2015	2016	2017	2018
<b>Net sales</b>	<b>2,342.1</b>	<b>2,326.8</b>	<b>2,351.8</b>	<b>2,471.8</b>	<b>2,589.5</b>
Cost of sales	-1,027.2	-1,033.2	-1,025.9	-1,087.5	-1,137.1
Administrative and selling expenses, R&D costs	-764.5	-771.0	-767.4	-794.1	-822.8
Reversal of acquisition-related amortization, depreciation, expense and income accounted for in administrative, selling expenses and R&D costs	-6.5	-10.1	-8.4	-8.3	-6.1
<b>Adjusted operating profit<sup>(1)</sup> before other operating income (expense)</b>	<b>556.9</b>	<b>532.7</b>	<b>566.9</b>	<b>598.5</b>	<b>635.7</b>
<b>as % of sales</b>	<b>23.8%</b>	<b>22.9%</b>	<b>24.1%</b>	<b>24.2%</b>	<b>24.5%</b>
Other operating income (expense)	-16.4	-28.2	-36.5	-41.8	-40.6
Reversal of acquisition-related amortization, depreciation, expense and income accounted for in other operating income (expense)	0.0	0.0	0.0	-0.7	-2.2
<b>Adjusted operating profit<sup>(1)</sup></b>	<b>540.5</b>	<b>504.5</b>	<b>530.4</b>	<b>557.4</b>	<b>597.3</b>
<b>as % of sales</b>	<b>23.1%</b>	<b>21.7%</b>	<b>22.6%</b>	<b>22.6%</b>	<b>23.1%</b>

<sup>(1)</sup> Operating profit adjusted for amortization and depreciation of revaluation of assets at the time of acquisitions and for other P&L impacts relating to acquisitions and, where applicable, for impairment of goodwill.

**4) Adjusted operating profit in €m and as % of sales before and after other operating income (expense) over Q1 2018, Q2 2018, H1 2018, Q3 2018, 9M 2018, Q4 2018 and FY 2018**

<b>2018</b> (in Euro millions)	<b>Q1</b>	<b>Q2</b>	<b>H1</b>	<b>Q3</b>	<b>9M</b>	<b>Q4</b>	<b>Full-Year</b>
<b>Net sales</b>	<b>669.3</b>	<b>680.5</b>	<b>1,349.8</b>	<b>583.4</b>	<b>1,933.2</b>	<b>656.3</b>	<b>2,589.5</b>
Cost of sales	-285.3	-293.7	-579.0	-258.6	-837.6	-299.5	-1,137.1
Administrative and selling expenses, R&D costs	-219.4	-207.4	-426.8	-192.3	-619.1	-203.7	-822.8
Reversal of acquisition-related amortization, depreciation, expense and income accounted for in administrative, selling expenses and R&D costs	-2.3	-0.6	-2.9	-1.8	-4.7	-1.4	-6.1
<b>Adjusted operating profit<sup>(1)</sup> before other operating income (expense)</b>	<b>166.9</b>	<b>180.0</b>	<b>346.9</b>	<b>134.3</b>	<b>481.2</b>	<b>154.5</b>	<b>635.7</b>
<b>as % of sales</b>	<b>24.9%</b>	<b>26.5%</b>	<b>25.7%</b>	<b>23.0%</b>	<b>24.9%</b>	<b>23.5%</b>	<b>24.5%</b>
Other operating income (expense)	-14.9	-2.6	-17.5	-13.1	-30.6	-10.0	-40.6
Reversal of acquisition-related amortization, depreciation, expense and income accounted for in other operating income (expense)	-2.2	0.0	-2.2	0.0	-2.2	0.0	-2.2
<b>Adjusted operating profit<sup>(1)</sup></b>	<b>154.2</b>	<b>177.4</b>	<b>331.6</b>	<b>121.2</b>	<b>452.8</b>	<b>144.5</b>	<b>597.3</b>
<b>as % of sales</b>	<b>23.0%</b>	<b>26.1%</b>	<b>24.6%</b>	<b>20.8%</b>	<b>23.4%</b>	<b>22.0%</b>	<b>23.1%</b>

<sup>(1)</sup> Operating profit adjusted for amortization and depreciation of revaluation of assets at the time of acquisitions and for other P&L impacts relating to acquisitions and, where applicable, for impairment of goodwill.