

# LEGRAND VIETNAM

## Legrand group profile

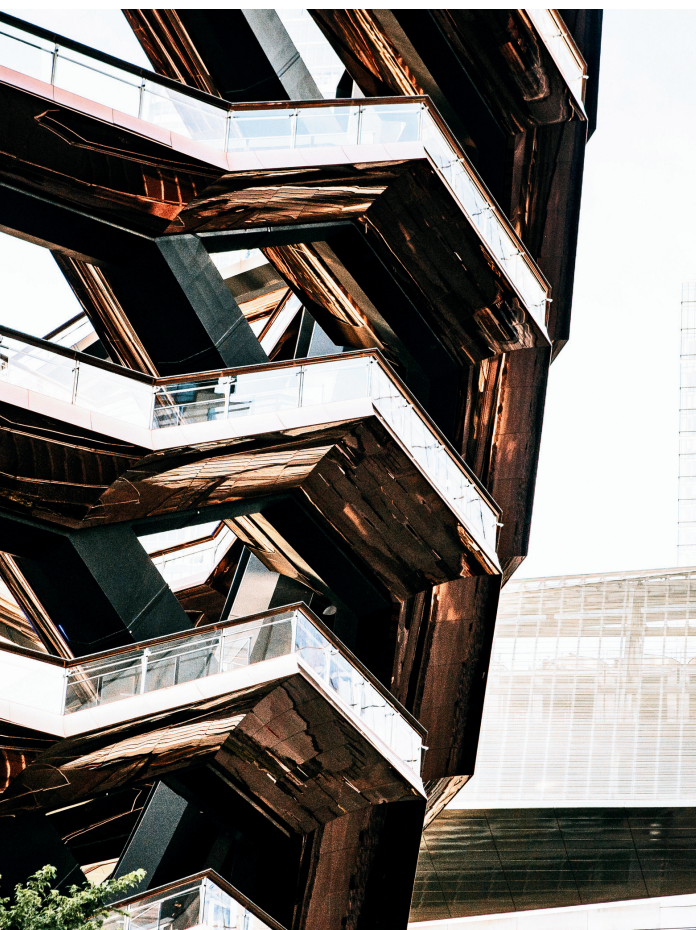
### OUR VALUES UNITE US

We seize the future. We embrace inclusion. We move in sync. We strive for simplicity. We are dependable. These five principles represent Legrand's values. They are the cornerstones of our purpose and an embodiment of our culture. They are easy for everyone to understand. They reflect who we are and they unite us. Read on – you will recognize yourself!

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# INTRODUCTION

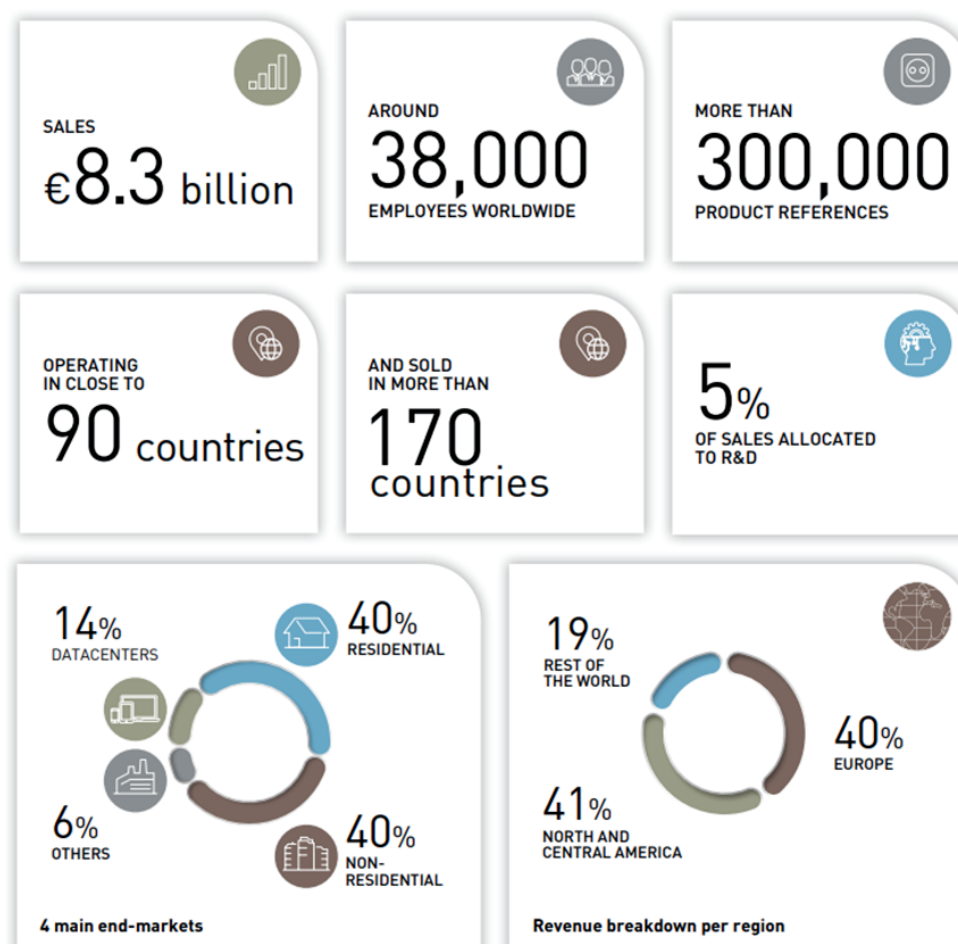
## ABOUT OUR COMPANY

### ABOUT US

As a global specialist, Legrand creates complete offers for commercial, residential and industrial buildings.

By converting innovative ideas into solutions that provide comfort, wellbeing and simplicity, Legrand aims to transform spaces, allowing their users to live better, at work and at home.

The Group's expertise, its leading positions, the breadth of its offer, its global presence and the strength of its brands make it a force to be reckoned with on the world stage.



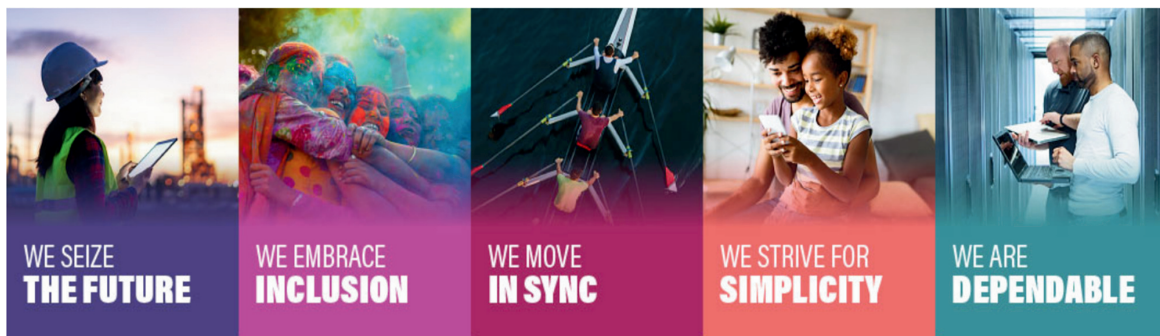
# INTRODUCTION

## ABOUT OUR COMPANY

### OUR PURPOSE & VALUES

Improving lives by transforming the spaces where people live, work and meet, with electrical and digital infrastructures and connected solutions that are simple, innovative and sustainable

### #LegrandImprovingLives



### CORPORATE SOCIAL RESPONSIBILITY

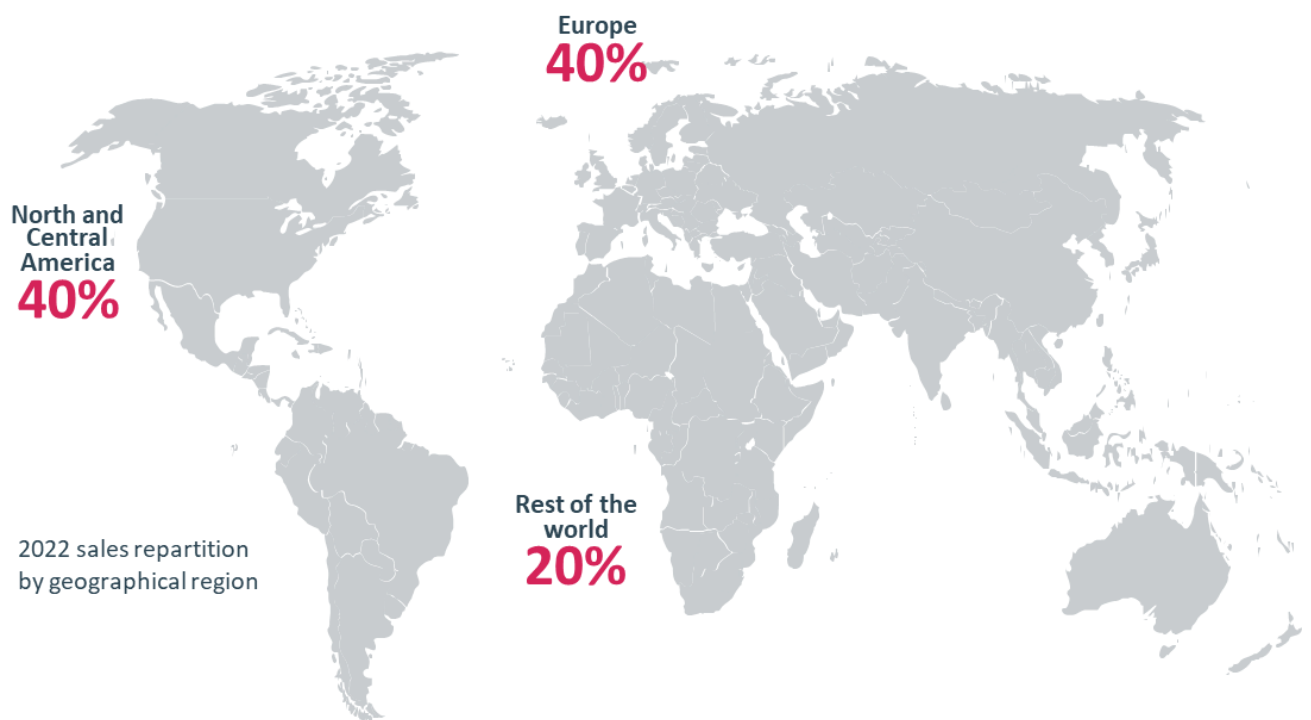
Key CSR commitment in Circular Economy and Carbon Footprint to set tangible actions driving positive impact towards a greener world.

RESPONSIBLE BUSINESS	DIVERSITY AND INCLUSION
<ul style="list-style-type: none"> <li>Customer satisfaction</li> <li>Legrand business ethics commitment (compliance)</li> <li>Employee development (training)</li> <li>Safe workplace (health &amp; safety)</li> <li>Serenity On</li> </ul> <ul style="list-style-type: none"> <li>Increased use of recycled materials</li> <li>Phasing out single use plastic in packaging</li> <li>Product Sustainable Profiles</li> </ul>	<ul style="list-style-type: none"> <li>Gender diversity</li> <li>Diversity &amp; Inclusion labelling</li> <li>Employability of early in careers</li> <li>Suppliers Diversity &amp; Inclusion</li> </ul> <ul style="list-style-type: none"> <li>Avoided CO<sub>2</sub> emissions for our clients</li> <li>CO<sub>2</sub> emissions decrease (Scope 1 &amp; 2)</li> <li>CO<sub>2</sub> emissions decrease (Scope 3)</li> </ul>
<p>CIRCULAR ECONOMY</p>	<p>CARBON FOOTPRINT</p>

# WORLD PRESENCE

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As a global and balanced presence ensuring proximity to your customers.



MORE THAN

**90**

COUNTRIES

**3 ZONES**

NORTH & CENTRAL  
AMERICA EUROPE  
APMEASA

**12**

**COUNTRIES IN SEA**  
SG/MY/TH/ID/VN/PH/M  
M/KH/TW/BR/LA/MV

# SOUTHEAST ASIA



MALDIVES



**12 COUNTRIES**  
**700+ STAFFS**

**5 OFFICES**  
**4 REP OFFICES**

**6 FACTORIES**  
**1 LOGOSTICS**  
**CENTERS**

# ONE CORE BUSINESS

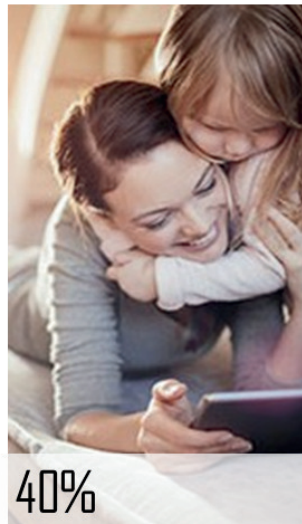
Our products, systems, and services improve electricity professionals and end-users' lives alike. They are simple, innovative, and high-added value

 Commercial




40%

 Residential



40%

 Industrial and Infrastructures



6%

 Datacenters



14%

MORE THAN  
**300,000**  
REFERENCES

**40+**  
CONNECTED  
PRODUCTS FAMILIES

**100+**  
PRODUCTS FAMILIES  
TO IMPROVE LIVES

# FLAGSHIP BRANDS

Legrand owns over 70 brands

	 INNOVATORS IN CABLE MANAGEMENT	 A brand of legrand	 A brand of legrand	
	 Middle Atlantic Products			

Flagship brands in Southeast Asia

	 INNOVATORS IN CABLE MANAGEMENT		 A brand of legrand
		 A brand of legrand	 A brand of legrand
		 A brand of legrand	



# FASTER EXPANDING SEGMENT

## FOCUS ON FASTER EXPANDING SEGMENT

Providing a response to the growing need for connectivity, the climate emergency, people's desire for comfort and the desire of more vulnerable people to remain independent for longer

**18 %**

OF SALES  
2015

**33 %**

OF SALES  
2022

**50 %**

OF SALES  
MEDIUM TERM

### Datcenters



Infinium accAIM connection interfaces



Nexpand cabinets



XL3 DO Distribution switchboard



Linkeo C connecting systems

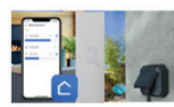
**x2**  
SALES HAVE DOUBLED  
SINCE 2017

AROUND **14%**  
OF SALES IN 2022

### Connected products



New modules Drivia with Netatmo



New connected user interfaces



Netatmo Air quality professional monitoring



Uralife V smart emergency lighting

**MORE THAN 40**  
CATEGORIES OF CONNECTED  
PRODUCTS OUT OF MORE THAN  
100 CATEGORIES

AROUND **14%**  
OF SALES IN 2022

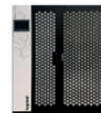
### Energy efficiency



Smarter AC thermostats



Digital Lighting Management Wireless Slim Switch



New Keor UPS (HPE 600kVA)



"GreenT" Dry transformer

**4.2 MILLION**  
TONS OF CO<sub>2</sub>E AVOIDED  
BY CUSTOMERS IN 2022

AROUND **22%**  
OF SALES IN 2022

# OUR SOLUTIONS

## SOLUTION BY BUILDING

### Residential

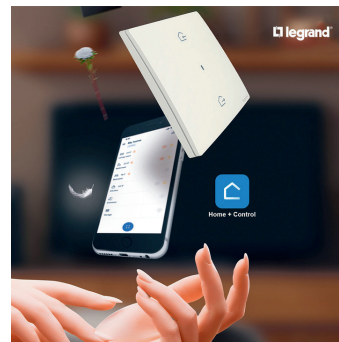
Solutions for the home that are simply connected, easy to install, and conventional functions for numerous applications.

- A network of partners who will support you during every stage of your project.

Legrand provides a sustainable response to these expectations by offering an array of secure and energy-efficient technological solutions. The products also adapt to your habits and your habitat thanks to Legrand's design expertise.



**Wiring Devices**



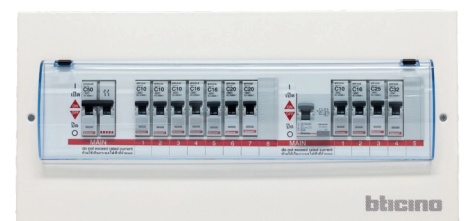
**Connected Wiring Devices**



**Door Entry System**



**Smarter AC Control**



**Consumer Unit**

# OUR SOLUTIONS

## Hotels

- To meet guests' requirements while optimizing operating costs, Legrand has developed solutions designed to increase customer loyalty and maximize profits by offering services with added value.
- To support hotels in their environmental approach, Legrand provides various eco-solutions including lighting management, automatic pilot lights, key switches, energy meters, etc.



## Hotel Equipment



## Hotel room management and User interfaces

# OUR SOLUTIONS

## Data Centers

Product solutions designed to meet the challenges faced by data centers: energy efficiency, continuity of service, security, flexibility and ability to adapt to technical development.

Global expertise:

- Legrand Datacenter Solutions (LDCS) front-office teams deployed in ~45 countries
- Global Key account approach for Google, Amazon, Facebook, Apple and Microsoft
- Teams capable of monitoring your projects and your specific requirements worldwide
- High-level technical support to guide you through setting up solutions adapted to your needs.

In Asean:

- LDCS teams now structured in 5 countries with a Center of Expertise in Singapore (racks, containment, wiremesh, UPS, PDU, Cooling) supporting all the local LDCS teams in the area.

## Specislist Brands

Smart and Basic PDU's, KVM	Server Technology A brand of legrand	Raritan A brand of legrand		
Racks, hot & cold aisle containment, Cooling solution	MINKELS A brand of legrand	modulan A brand of legrand		USystems A brand of legrand
UPS solutions		Eaton Uninterruptible Power Solutions		
Power distribution BusWay	Starline A brand of legrand			
Cabling solutions				

# OUR SOLUTIONS

## Offices

Flexibility and scalability of offices, wellbeing of occupants, energy efficiency, stylish design and connected products: every configuration will find its perfect solution in our cable management, lighting management, and audio/video solutions, etc

Specialist brands:

- Van Geel, Cablofil, Elektrak, CP Electronics, Wattstopper and Milestone



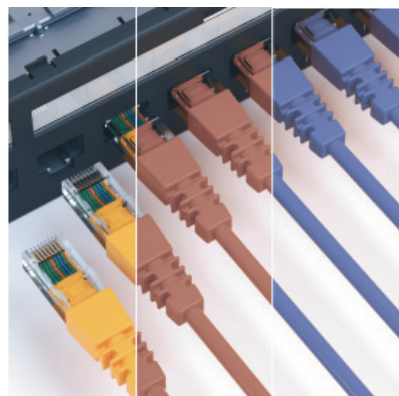
**Pop-Up and workstation**



**Lighting Control**



**Sensors and Workstation Solutions**



# OUR EXPERTISE

## Wiring Devices and Smart Building



## Power Distribution



# OUR EXPERTISE

## Power and Data Distribution



## Data Infrastructure



# OUR SUCCESS STORIES

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## Residential



### WESTPOINT SOMERSET

#### LOCATION

HANOI

#### PRODUCTS INSTALLED

- WIRING DEVICE: MALLIA
- ISOLATORS



### DIAMOND CROWN PLAZA -DOJI

#### LOCATION

HAI PHONG

#### PRODUCTS INSTALLED

- WIRING DEVICE: GALION
- STRUCTURED CABLING
- POWER PROTECTION



### THU THIEM ZEIT - GS E&C

#### LOCATION

HO CHI MINH

#### PRODUCTS INSTALLED

- WIRING DEVICE: GALION
- POWER PROTECTION



# OUR SUCCESS STORIES

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## Offices



### **BRG TOWER**

#### **LOCATION**

**HANOI**

#### **PRODUCTS INSTALLED**

- **WIRING DEVICE: GALION**



### **GOVERNMENT OFFICE**

#### **LOCATION**

**HOANG HOA THAM, BA DINH, HA NOI**

#### **PRODUCTS INSTALLED**

- **BUSWAY 1600A SCP CU: 500M**



### **TECHCOMBANK SAI GON**

#### **LOCATION**

**HO CHI MINH**

#### **PRODUCTS INSTALLED**

- **WIRING DEVICE: GALION**
- **WORKSTATION**

# OUR SUCCESS STORIES

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## Hotels



### NOVOTEL SUITE

#### LOCATION

HANOI

#### PRODUCTS INSTALLED

- WIRING DEVICE: MALLIA
- STRUCTURED CABLING
- POWER PROTECTION



### NOVOTEL QUY NHON

#### LOCATION

QUY NHON, VIETNAM

#### PRODUCTS INSTALLED

- MALLIA
- ARTEOR



### GRAND VICTORY TAM DAO

#### LOCATION

VINH PHUC

#### PRODUCTS INSTALLED

- WIRING DEVICE: ARTEOR
- ROOM CONTROL UNIT

# OUR SUCCESS STORIES

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## Data Centers



### SEA BANK PHASE 1,2,3

#### LOCATION

HANOI

#### PRODUCTS INSTALLED

- FIBER MPO SOLUTION
- COPER PRE-TERMINATED SOLUTION
- RACK CABINET



### NEW DC FOR VIETTEL CHT

#### LOCATION

HANOI

#### PRODUCTS INSTALLED

- DATA CABLE
- DATA RACK
- CABLE TRAY: CABLOFIL
- INDUSTRIAL PLUGS AND SOCKETS



### HOA PHAT FACTORY EXPANTION

#### LOCATION

QUANG NGAI

#### PRODUCTS INSTALLED

- DATA CABLE
- DATA RACK
- CABLOFIL
- UPS

# OUR SUCCESS STORIES

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## Industry & Infrastructures



### LEGO FACTORY

#### LOCATION

HO CHI MINH

#### PRODUCTS INSTALLED

- ELOE SWITCHES AND SOCKETS
- INDUSTRIAL PRODUCT AND SOCKET
- CABLOFIL



### JAKOB FACTORY

#### LOCATION

BINH DUONG

#### PRODUCTS INSTALLED

- DMX3, DEX, DPX3, DRX, TX3,
- RX3, CTX3, RTX3, MODULAR DISTRIBUTION BLOCKS

# OUR SUCCESS STORIES

## Healthcare Buildings



### VUNG TAU GENERAL HOSPITAL

#### LOCATION

VUNG TAU

#### PRODUCTS INSTALLED

- MCCB DRX 125, 250, 630 RANGES
- MCB RX3, RCBO DX3
- CONTACTOR CTX3, RELAY
- EMDX3 MULTI-FUNCTION
- MEASURING UNITS ON DOOR
- SPD, VIKING 3 TERMINAL



### 108 HOSPITAL

#### LOCATION

HANOI

#### PRODUCTS INSTALLED

- WIRING DEVICE: NEW MOSAIC
- WORKSTATION
- STRUCTURE CABLING: LCS3



### BINH DUONG COLUMBIA HOSPITAL

#### LOCATION

BINH DUONG

#### PRODUCTS INSTALLED

- 45 DMX3
- FULL POWER PACKAGE:
  - RX3
  - DX3
  - DPX3
  - RTX3
  - CTX3



# LEGRAND VIETNAM

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## CONTACT US :



### Address

#### Main Office in HCMC:

Central Garden Tower, 7th Floor, 328 Vo  
Van Kiet, Co Giang ward, District 1, HCMC

#### Office in Hanoi:

PRIMA Building, 9th Floor, 22 Mai Anh  
Tuan, O Cho Dua ward, Dong Da district, Ha Noi



### Web Address

[www.legrand.com.vn](http://www.legrand.com.vn)

