

NEWSLTR

#01 IMPROVING LIVES

PG. 6 CONNECTED HOME

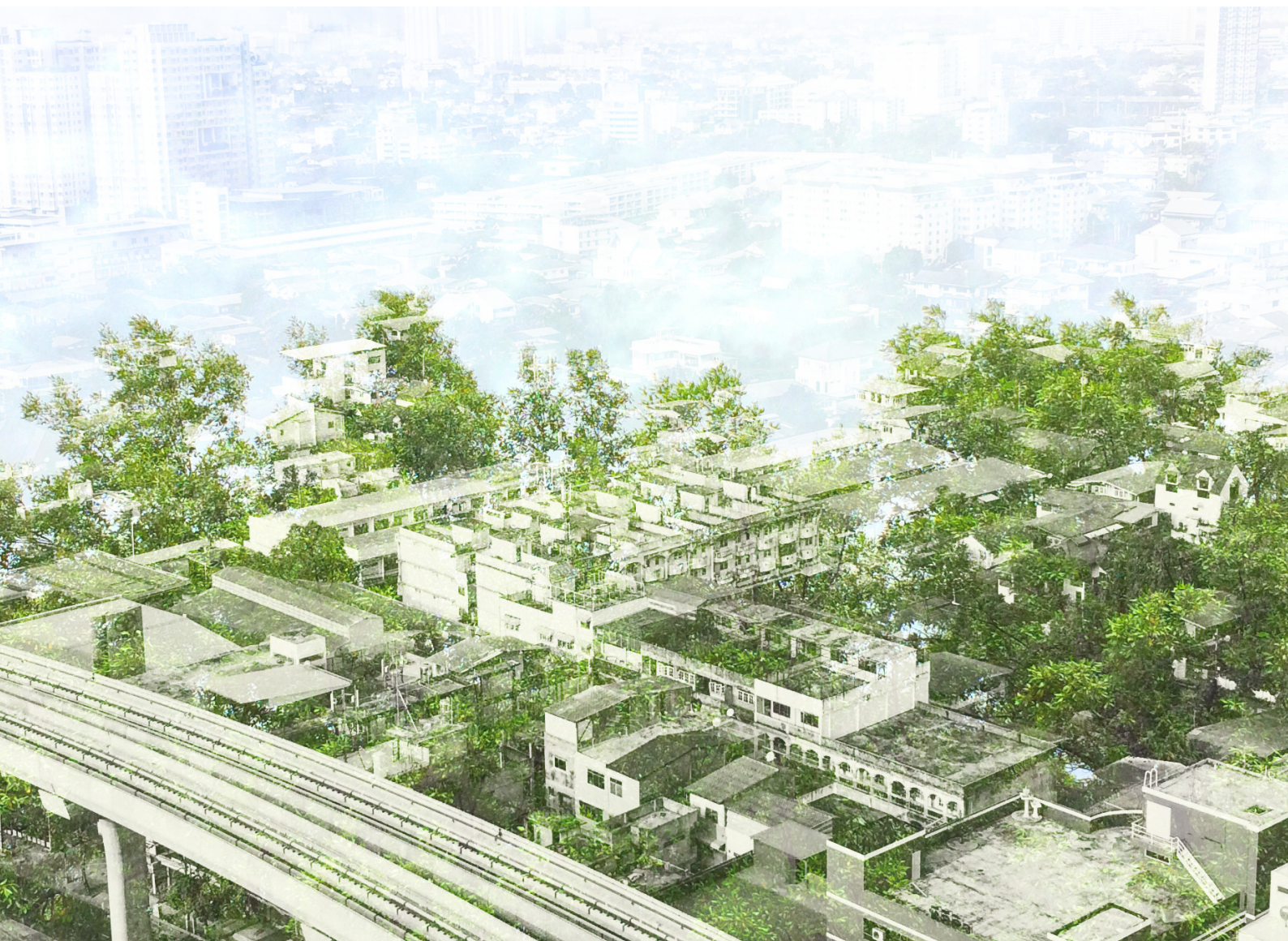
Arteor with Netatmo,
Eliot Up

PG. 8 LEGRAND SOLUTIONS

Data Centers,
UPS

PG. 12 DISTRIBUTORS & RESELLERS

DM Agencies,
Electra
Liteglo





Johan Bosch
General Manager Legrand South Africa

FROM THE GM'S DESK...

Despite uncertain economic and political climates, both locally and abroad, strong dedicated partnerships have been key to our subsidiary's success yet again for the first half of this year.

Showing double digit growth is almost unheard of in economical situations like we are currently experiencing, and this would not be possible without the loyal support of our clients and staff. Thank you!

With our Team Up 2 program, we aim to achieve the maximum result for Reseller and Installer alike - effective stock availability in each region as well as the best after sales support for all installers in South Africa.

Exciting things are happening at Legrand over the next couple of months of which we'll be sure to keep you informed via our newsletter, social media channels and press announcements.

Wishing you and your staff all the best for the last half of 2022.

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South African distributors for a South African market

The Legrand NEWSLTR publication team would like to thank all the participants:

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MOTHER CITY MOVES

Undoubtedly, Cape Town's growth potential for the future is enormous. Earlier this year, Lighthouse Properties reported that 43% of homeowners who sell their properties in Gauteng, buy another property in a different province – and of this percentile, 36% are buying in Cape Town and the Western Cape.

This semigration is believed to be underpinning Cape Town's resilient property market as skilled workers, entrepreneurs and big corporates migrate in favour of the metropole to find work, set up businesses and relocate their offices.

Taking note of this shift and adapting business environments, we have fortified our Cape Town operations to best serve the market and support our customers.

Meet THE TEAM



Lochner Kock

**Business Development -
Wholesale**

Lochner looks after our Distributor, Wholesale and DIY customers in the Western Cape and is also responsible for demand creation.



Jayson Gough

**Business Development
- Projects**

Jayson will be re-joining the Cape Town office in September of this year, to reinforce our operations, with a special focus on projects.



Marius Labuschagne

**Business Development
- Grey Space**

With his strong technical knowledge and experience, Marius heads up the specification and design division within the grey space environment.



BUSINESS NEWS



FAREWELL ALWYN

It is with much sadness, but with fond memories that we bid our Logistics Manager, Alwyn Van Heerden, farewell as he leaves us for retirement.

Alwyn has been an integral part of the Legrand South Africa team for over 11 years and his contributions will always be valued and remembered.

Though we will miss him, we can only feel happy for him after many years of service.



WHATEVER COULD GO WRONG, DID...

Everyday, more and more business are evolving, changing the way they do business, their interaction with employees and customers, and diversifying their offerings to ensure continuity in an ever changing economic environment.

We have all had to adapt to a new language in business. Meetings alone took a bit of getting used to. Everyone, yes, everyone has had one or more of the following situations that they had to deal with:

- Forgetting your microphone is on whilst shouting at the dog to leave your charger alone
- Sharing the wrong screen
- Not realising your camera was on whilst you go to make a cup of coffee
- And we all know the following all too well:

AUDIO ONLY



WITH VIDEO



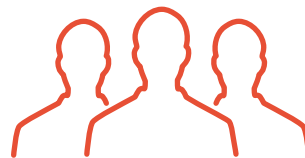
So many things have happened over the last 24 months, that has changed the way we do business, in a massive way.

We have had to deal with Covid, lockdowns, masks, wars, fuel price increases, loadshedding, floods, riots.

We are proud to say that we are still standing strong and more than ever, we are focussed on giving our customers, employees, and stakeholders the best experience possible.

BEWARE OF COUNTERFEIT GOODS

Please be aware of counterfeit Legrand products in the market (copies of Legrand products), people selling product (which is not Legrand product) as Legrand product and spraypainting of Legrand product with different colours. Legrand's two year warranty will only be entertained with genuine Legrand products.



PROMOTE DIVERSITY & INCLUSION

For Legrand, diversity and inclusion are a source of value and performance, (promoting innovation and making all lives better).

CORPORATE SOCIAL RESPONSIBILITY

LEGRAND

It is our responsibility to provide concrete answers to the major societal challenges of our time. This means raising awareness in our own teams but also among our partners and customers, to collectively act for a low-carbon society. Legrand is committed today to intensify its actions in favour of an increasingly responsible development of its activities.

OUR APPROACH

Acting as a responsible company means working for both internal and external stakeholders, while adopting exemplary behaviour and carrying out activities with the utmost respect for business ethics. For Legrand, this involves promoting a work culture that respects and values each employee, while meeting the needs of customers and making their satisfaction a priority.

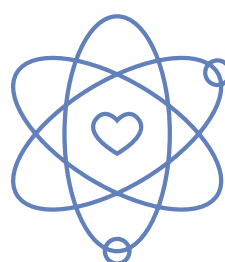


REDUCE OUR CARBON FOOTPRINT

Legrand's priority is to limit its carbon footprint. Our aim is to be carbon-neutral by 2050.

DEVELOP A CIRCULAR ECONOMY

We are speeding up our Circular economy initiative with new ways of imagining, designing and making our products.



BE A RESPONSIBLE BUSINESS

Acting responsibly means respecting all stakeholders on a daily basis, in particular employees and customers.



CONNECTED HOME

ARTEOR™ with NETATMO



South Africa is becoming one of the quickest growing markets as far as adoption of connected home devices is concerned.

Today, digitalisation and networking are an essential part of our daily lives, making them easier, more convenient and safer. Smartphones are always on and voice control and personalised automation of many everyday routines are already changing the way we live, work and travel. Legrand solutions for connected living using these technologies to enable users to easily adapt residential premises exactly to their needs.

The goal behind this solution is offering our customers the opportunity to maximize the benefits of the use of technology within their homes, whilst making it as easy to use as possible. The flexibility and functionality of this solution is packaged within our Arteor range, which in itself offers our customers a whole range of options to choose their style.

All Arteor with Netatmo functions can also conveniently be controlled on your smartphone or tablet: switching individual lights on or off, controlling roller blinds, curtains and electrical appliances or triggering more complex scenarios - using the app, you have everything under control. And you stay connected with your home, no matter where you are.

Using voice commands, the installation can be managed without lifting a finger. The system works smoothly with the most widely used voice assistants: Google Assistant, Amazon Alexa and Apple Siri. Just say the word and the house does as it's told. Voice control enables you to switch the lights on or off, run scenarios or set the desired temperature. Digital assistants are definitely making our lives easier.

Flexible. Stylish. Easy



ELIOT UP

Eliot Up is Legrand's dedicated installer programme for Eliot products, Specifically designed to support and grow our committed network of electrical contractors and system integrators.

The programme assists in business diversification through inclusion of IoT products such as Arteor with Netatmo and Netatmo connected devices.

Training (see opposite page) is available for all installers as well as technical support. With a dedicated department for Eliot products, we are focused on providing both solution and technical support for our installer base.



Arteor with Netatmo Accreditation Training - LEVEL 1

Duration: 3.5 hours

Registration QR Code:



Venue: Innoval Training Centre / Online via Microsoft Teams

Prerequisites: None

Arteor with Netatmo Accreditation Training - LEVEL 2

Duration: 7 hours

Registration QR Code:



Venue: Innoval Training Centre

Prerequisites: Qualification by invitation
AwN Accreditation Training - Level 1
AwN Portfolio of Evidence (x2)

LEVEL 1 COURSE OUTLINE

Part One

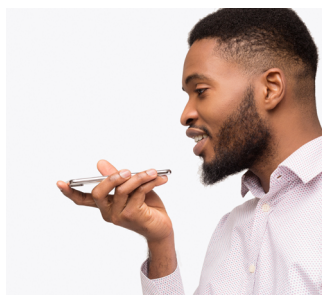
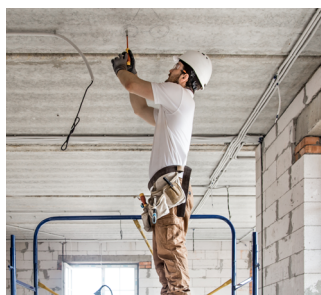
- Course Objectives
- Home Automation & IOT
- Introduction to Arteor with Netatmo
- Product Functionality
- Benefits & Features
- Interoperability with Digital Assistants

Part Two

- Product Range in Detail
- Multiway Switching
- Installation Process
- Trouble Shooting
- Mobile Application Functionality

Part Three

- Assessment
- Test Review



LEVEL 2 COURSE OUTLINE

Part One

- Course Objectives
- Level 1 Review
- Introduction to Smart Lighting
- Introduction to New Products
- New features

Part Two

- Product Range in Detail
- Advanced Arteor with Netatmo Solutions
- Advanced Trouble Shooting
- New product Road Map

Part Three

- Installation Process in Detail
- Project & Installation Registration
- Installer Requirements (ELIOT UP)

Part Four

- Smart Home
- Digital Assistant Interoperability
- Smart speaker configuration

Part Five

- Assessment Test
- Test Review



LEGRAND SOLUTIONS



DATA CENTERS

From both a personal and business perspective, we are consuming more data than ever before. IDC estimates the world's data will increase by around five times its current size by 2025.



Starline Busbars

Because of the sheer volume of data that we are in contact with on a daily basis, the way we interact with data has changed significantly. The bulk of this data flow is made up of a combination of business applications, connected home solutions, social media and streaming services.

All this data resides somewhere, and this is where data centers come into play.

Legrand has not only been working with some of the biggest players in the South African data center market, but have also been involved with many projects globally.

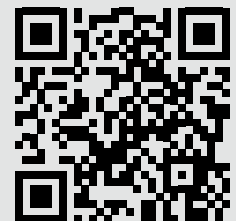
With a comprehensive offer for both grey and white space solutions within the data environment, we are able to assist our clients to determine which solution delivers the most value and flexibility for their business.

Accelerating digital transformation is imperative for companies to reach their customers or maintain business operations in an ever changing digital world.

Legrand's Data Center Solutions help businesses meet these demands in creating a sustainable strategy that ensures long-term success.



Dry Type Cast Resin Transformers



Watch our Data Center Product Focus video on YouTube.

<https://youtu.be/XLpftTpkxLQ>



WORK MUST GO ON, EVEN DURING A POWER OUTAGE



Keor Sp
Single-phase
line interactive UPS VI,
from 600 up to 2000VA

KEOR Line RT
Single-phase
line-interactive UPS,
from 1 up to 3kVA

South Africans continue to face the exasperating challenges of daily load shedding and things with Eskom – the country’s electricity public utility – seem to get more and more worrying.

Just when we thought the Stage 4 load shedding was bad, Stage 6 was announced. In fact, recent statistics indicate that an entire working month has been lost to load shedding so far in 2022.

Many hours without electricity are not only a very real problem for families at home trying to cook meals, do homework and just function normally, but hours on end in the office without power are extremely serious for the survival of a business. When the power goes out, it is important for everyone to be able to keep working – time is money, even in a home office.

Legrand makes it simple to overcome the problems of power failures with our offer of uninterruptible power supply (UPS) systems.

The nifty Keor UPS ensures the continuity of service of essential electrical equipment, like a Wi-Fi router, PC and security systems so is ideal for residential or home office use.

A UPS system allows computers, the internet server and other home office equipment to continue operating even when the power goes out. And apart from allowing the user to keep working during a power outage, the UPS system also prevents data loss and ensures there is no damage to equipment when the power unexpectedly goes off.

With a UPS, it is also possible to save changes to documents during a power failure, make a backup of files and save data to a hard drive or cloud storage system. A UPS system is also designed to protect computers and other electronic equipment from surges in electricity, as the power goes off and back on, by maintaining a steady flow of power to machines. There is no longer the need

to stress about power variances that could cause an interruption of power or a complete shutdown of the home office.

Legrand’s UPS solutions for the home environment do it all. These compact

devices are easy to install and configure and not only provide reliable power in the event of a power outage or loadshedding, but also protect office equipment, data and processes.

Apart from efficient solutions for the home office, Legrand also offers UPS systems with specific design characteristics for other installations including offices, data centres, shopping centres (especially cash registers), hospitals, medical centres, and hotels. Other applications are in factories and warehouses, as well as airports, rail and ship transport.

2022 Eskom Statistics:

- Loadshedding 73 days out of a total of 180 days this year
- 1104 hours of loadshedding
- In July we surpassed the total amount of load shedding 2021
- Loadshedding forecasted for 48 out of 52 coming weeks



INNOVAL

ENHANCING SALES THROUGH SKILLS DEVELOPMENT



Product knowledge and know how are essential tools for employees of any business and are crucial for sales and customer support. Legrand South Africa's Innoval training center provides both training for our clients and professionals as well as Legrand staff.

So far this year, through our Innoval training center, we have trained 188 people on various topics.

Staff Training Initiatives

We provide regular internal staff training sessions, to ensure our employees are up to date with both product knowledge and best business practices.

Topics covered through regular training:



Business ethics, compliance and fair business practices



Customer Service and relationship building



Regular product training to keep up to date with customer requirements



Legrand Data Center Solutions Training

The Data Center environment is an area that is growing in South Africa. As such we have extended our training for data centers to include the following components:

- LCS3: Structured cabling training, understanding of the complex needs of customers and an ability to offer solutions that best suit applications and requirements
- Cable Management
- Power distribution
- Backup Power Supply
- Racks and Containment
- Connectivity solutions

Visit the Legrand Data Center Website:
<https://datacenter.legrand.com/>



Connectivity Solutions

According to a study and forecast by Frost and Sullivan in 2020, there were more than 24.37 billion IoT devices in service. By 2026, there will be 66.82 billion IoT devices in service, representing roughly 8 devices per human being. Looking at this, it is quite easy to see why there is an ever-increasing need for connectivity solutions and why training on Legrand's portfolio of Eliot is an important focus.



actices



Product Specific Training

Electrical, Architectural or Design professionals are offered comprehensive training in a number of other subjects including:

- Wiring devices: Range and configuration options
- UPS: Range, Benefits and specifications
- Power Distribution Solutions

ected Home ons Training

forecast done in July
n, in 2019, there
on IoT devices in
ll be approximately
a service
nnected IoT devices
at these figures,
we are seeing an
nnected home
g on the subject and
(IoT) devices is such



Training for our clients and professionals can be done online or in our Innoval Training Center (dependent on subject matter and geographical location) and normally involves groups of 6 to 15 people. Expert trainers enable individual learning with adapted teaching aids to help progress your skills. Tailor made training is also offered in collaboration with our trainers, whereby you are able to integrate your project objectives and specifics benefiting from an accumulated expertise adapted to your professional requirements, and as such, having at your disposal a larger scope for subsequent building projects. To find out more about our training modules, please call our training center on: 011 444 7971.



DISTRIBUTORS & RESELLERS

SOUTH AFRICAN DISTRIBUTORS FOR A SOUTH AFRICAN MARKET

So much has happened over the past few years. We have seen the introduction of masks, experienced riots, terrifying floods, relentless lockdowns, fuel shortages, load shedding and price hikes.

Throughout all of this, we are extremely thankful that business continued, and we were able to maintain supply and customer service levels.



DM Agencies - Western Cape Region

The relationship between Legrand and DM agencies dates back to 1991.

Over the past 30 years, there have been many meetings, many discussions, and always a willingness to work together, resolve, and find the best way forward. This really has been the glue that has held together a relationship, that we trust will continue for many more years.

Dave and Mike are very well known in the Western Cape region, and the work and commitment that they have put into the Legrand brand is really appreciated.

Liteglo - Gauteng Region

Legrand and Lite-Glo's relationship dates back to 1998.

The team at Lite-Glo have really been phenomenal partners to work with. Marko, Lance, Ricky and Darren have become very well known in the Gauteng region since the opening of their doors in 1984.

We are always excited to see our distributors growing and doing really well, and over the past few years and coming months we have seen the introduction and growth of the online store, and the expansion of current operations, which is really exciting. As always, we are thankful to work with Lite-Glo, a great company and a great team.



Electra Lighting & Electrical - KZN Region

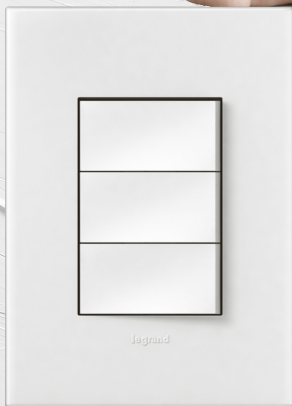
Surviving the riots and then the floods, KZN really has had a rough time of late.

Faheem, and the team has really been a great partner and has been on board with Legrand since 1998, and we have seen how the KZN region has grown over the years.

Thanks to Faheem, Sikander, Kyrin and the team for all your efforts in supporting our Brand, and we are looking forward to what the future holds.

ARTEOR™

NEUTRAL FINISHES



WHITE



SOFT ALU



GRAPHITE



MAGNESIUM



CHAMPAGNE



DARK BRONZE



Alwyn's Farewell



Architect Networking Event (left to right):
Johan Bosch, Quinton Pillay, Donovan James
and Jayson Gough

legrand® PHOTO WALL



Then



Now

The Legrand trailer then and now with a new focus on Connected Homes

