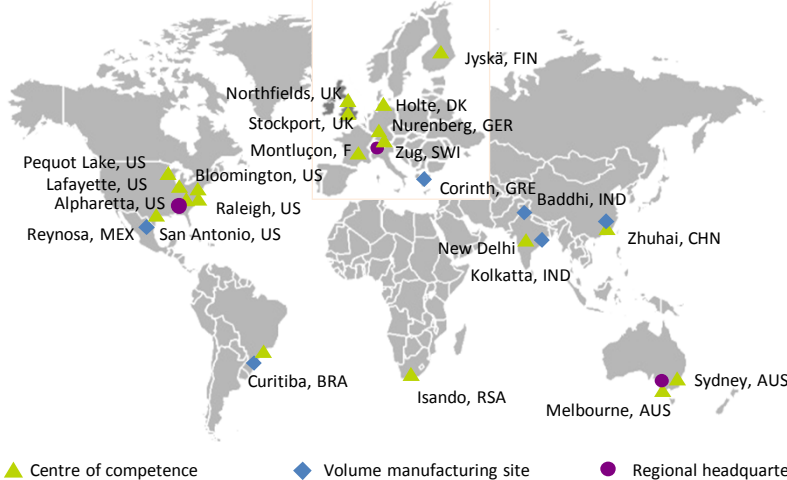


# Factsheet

Landis+Gyr is the leading global provider of integrated energy management solutions for electricity, heat/cold and gas tailored to help energy company building smart grids. The Company offers the broadest portfolio of products, systems and services including advanced metering, sensing and automation tools, load control, analytics as well as energy storage.

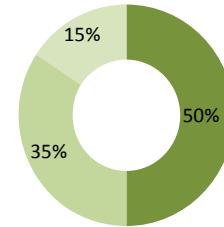
Solutions provide real-time, unprecedented access to energy usage data, enable energy utilities to model, operate and control their processes and assets and create greater engagement of end-users. The offering allow for smart metering, intelligent process and asset management, demand response, distributed energy resource management and storage, advanced grid and data analytics.

With an installed base of over 300 million electricity meters, 14 million meters under managed services and delivery of smart metering solutions to over 1,000 customers world-wide, Landis+Gyr is helping utilities around the globe making the grid smart.



## Sales

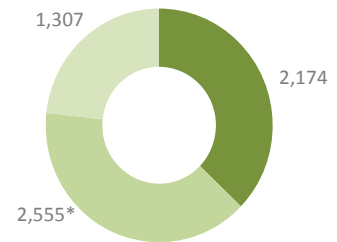
Worldwide BY 2015/16 1,569bn USD



(in mUSD)	2015/16
Americas	785
EMEA	538
Asia Pacific	247
<b>Total</b>	<b>1,569</b>

## Employees

Worldwide (03/2016) 6,036



Americas	36%
EMEA*	42%
Asia Pacific	22%

\* incl. Group Headquarters

## History

Landis+Gyr has been a leader in the electric meter market since its foundation in 1896 in Zug, Switzerland, as the Elektrotechnisches Institut Theiler & Co. In 1904, founder Richard Theiler appointed engineer Heinrich Landis as his successor. After partnering with Dr. Karl Heinrich Gyr in 1905, the Company assumed its longstanding name of Landis & Gyr. In 1998 Landis & Gyr was acquired by Siemens who divested the business to financial investors in 2002 under the new name Landis+Gyr.

In 2011, Toshiba Corporation (60%) and Innovation Network Corporation of Japan (40%) acquired Landis+Gyr as an independent growth platform with the sole mission to help the world manage energy better.

## Management

Andreas Umbach	President & Chief Executive Officer
Richard Mora	Executive Vice President & Chief Operating Officer
Jonathan Elmer	Executive Vice President & Chief Financial Officer
Roger Amhof	Executive Vice President & Chief Strategy Officer
Prasanna Venkatesan	Executive Vice President Americas
Oliver Iltisberger	Executive Vice President EMEA
Ellie Doyle	Executive Vice President Asia Pacific
Dieter Hecht	Executive Vice President & Chief Procurement Officer

Operations	60%
R&D incl. Product Management	21%
Sales, General Management & Administration (SG&A)	20%

## Our Market Offering

### Products, Solutions, Services helping energy utilities and consumers manage energy better

- Industry's largest offering of intelligent multi-energy meters and load management solutions that cover electricity, gas, heat and cold.
- Full range of two-way communication options including PLC, GPRS, PSTN, Ethernet, RF mesh, 3G and 4G.
- Proven applications for smart metering, network management and controls, value-added data management.
- Tailor-made services ranging from installation, meter park and network operations to cloud based meter data provisioning.

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For utilities seeking a flexible partner to build and manage an increasingly intelligent grid, Gridstream® is the interoperable, future ready suite of solutions delivering proven performance for today and tomorrow. Gridstream helps realize the full potential of investments by providing access to better, faster, more actionable data and the command and control applications to ultimately manage energy better.



#### Gridstream Customer Intelligence

Customer Intelligence solutions that enable utilities to create greater engagement with their customers.



Customer Intelligence

#### Gridstream Advanced Metering Infrastructure

Advanced Metering Infrastructure solutions that provide real time, unprecedented access to energy usage data.



Advanced Metering Infrastructure

#### Gridstream Distribution Intelligence

Distribution intelligence solutions that enable utilities to model, operate and control their processes and assets intelligently.



Distribution Intelligence

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## Industry-wide technology leader

- The industry's largest installed meter base with more than 300 million devices installed
- More than 49 million fixed network advanced meters deployed
- Managed services for 14 million endpoints
- Nearly 150 million USD in annual R&D investments (9.3% of Sales)
- 25 R&D labs incorporating global centers of competence
- 1,379 engineers & scientists globally

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## Global customer base

- Involved in the biggest smart metering / smart Grid projects worldwide including Tepco (Japan), British Gas (UK) EDF/ErdF (France) and Light (Brazil)
- Blue chip customer base, including
  - Leading utilities in North America including Oncor, AEP, Hydro Québec, Ameren, PG&E, Xcel Energy, Salt River Project
  - National and multinational European Utilities such as, EnBW, E.ON, TreFor, Iberdrola, SydEnergi, Helsingin Energia
  - Investor and state owned utilities in Australia, China, India, Japan, Brazil and in almost every major meter market



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