Life Is On | Schneider Electric

June 19, 2017

The Manager
Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, Bandra Kurla Complex
Bandra (East)
MUMBAI 400 051

Fax # 022-2659 8237/8238/8347/8348
Symbol: SCHNEIDER

The Secretary
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers, Dalal Street
MUMBAI 400 001

Fax # 022-2272 3121/2037/2039
Scrip Code No. 534139

The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
KOLKATA 700 001

Fax # 033-2104486/4500/2230/3020
Scrip Code No. 10030003

Dear Sir,

Sub: Schedule of Investor Conference call and copy of presentation

In terms of Regulation 46(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we wish to inform that we will have an Investor Conference call on June 19, 2017 at 4:00 P.M.

A copy of the presentation to be shared at the call is enclosed herewith and simultaneously, is being uploaded on our website www.infra.schneider-electric.com/in.

We request you to take note of the same.

Yours faithfully,

For Schneider Electric Infrastructure Limited

(Anil Rustgi)
Company Secretary
Encl: As above

Schneider Electric Infrastructure Limited

FY 17 – March 2017

19th June 2017

Disclaimer

All forward-looking statements are Schneider Electric Infrastructure Limited (India) management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

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This presentation includes information pertaining to the our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications, surveys and forecasts) and our own internal estimates. We have not independently verified these third party sources and cannot guarantee their accuracy or completeness and our internal surveys and estimates have not been verified by independent experts or other independent sources.

Schneider Electric

Medium Term Segment Outlook

	Investment Drivers	Outlook
Utility	• System strengthening & AT&C reduction :IPDS, UDAY, DDUGJY • 24X7 Reliable power : Smart Grids (DMS, OMS AMS) Self Healing, Load Management	[++]
Conv. Generation	• Ultra mega projects not on priority and challenge in long term PPA • Private generators under financial stress due to low solar tariff	[-]
Renewable	• Continued focus on Solar capacity addition however low tariff is a challenge	[+]
MMM - Steel	• Investments mostly in Opex	[-]
MMM - Cement	• Segment Consolidation underway, grinding units planned to support urbanization and infra development	[-]
O&G	• Segment recovering: Investments to support Euro 6	[+]
Transport	• Next Wave of Metro (Nagpur, Ahmadabad, Bangalore Ph-2, Mumbai PH-2 to 4) & expansion projects • Freight corridors	[+]
Building	• Liquidity challenge in real estate	[-]
Smart Cities	• Govt. maintaining focus on smart cities (Smart Grid, Water management, mobility...) & push for Make In India	[+]
Water	• AMRUT scheme by GOI to transform water supply & sewerage networks.	[+]

Naya Raipur Smart City

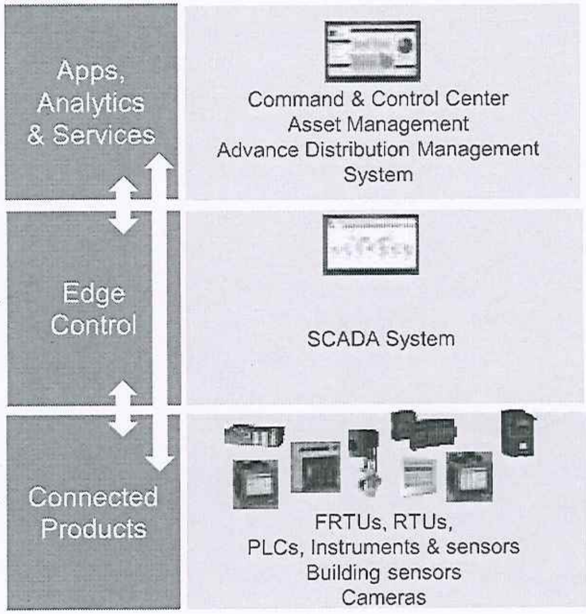
L1 S/w: **Analytics layer**

L2 S/w: **Operation Layer**

L3 H/w: 100,000 IO points
T-300 FRTU, PLC &
RTU, Sensors

EcoStruxure™ SMART CITY
Innovation At Every Level

Schneider Scope Overview



Upcoming Smart City/Smart Grid Opportunities

SL No.	Customer / Account
1	Bhubaneswar City
2	Bidkin Smart City
3	Shendra
4	Gurgaon Smart City

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Critical Power Challenges in India

Distribution side Challenges :

Increasing AT&C losses (revenue protection).

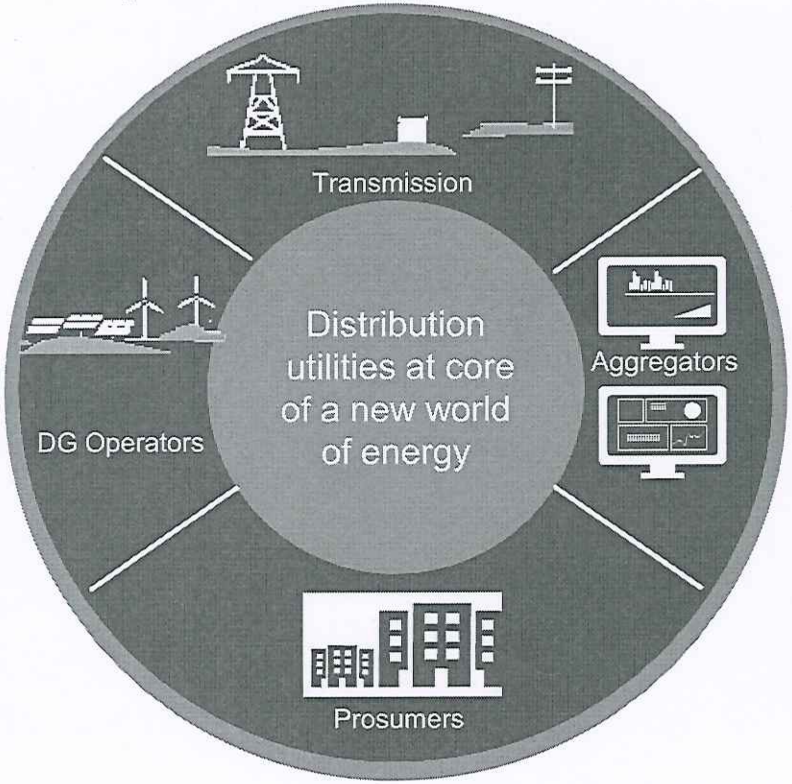
Increasing Energy Demand with shortage of equipment.

Lower Asset Utilization

Increasing network complexity

Increasing cost of Operation & Maintenance.

Increasing evolving energy mix



Consumption side Challenges :

Power shortage owing to inadequate power infrastructure.

Unreliable power owing to frequency fluctuations causing equipment damages, production lags in industries/ manufacturing /transport.

High cost of power due to high cost of fuel + power distribution Cos operational issues.

Renewable infusion without Grid readiness.

These trends create complexity on multiple layers – on demand and production or "load profiles".

EcoStruxure™ Grid
Innovation At Every Level

EcoStruxure Grid

Is an interoperable, IoT-enabled architecture that helps distribution utilities to optimize efficiency and maximize assets utilization

Open IoT- enabled Frame work for digital transformation of distribution utilities

1. *Ensuring high efficiency in Grid operations*
2. *Providing optimal Asset Management*
3. *Enabling the digital transformation*

Reduction
Reduction of power losses

Reduction
Reduction of operation costs

Improvement
Improving power quality

Upto 50%
Reduce time and costs of integration

Upto 5X
Reduce outage duration

SMART RMU : BSES

BSES

SN	ITEMS	FY 15		
		BRPL	BYPL	BSES
1	Grids (Nos)	77	51	128
2	Power Transformers (Nos)	217	142	359
3	EHV Capacity (MVA)	4966	3004	7970
4	EHV Cable /Line Length Laid (KM)	1125	755	1880
5	66 & 33 kV Feeders (Nos)	200	147	347
6	Shunt Capacitors (MVAr)	1470	961	2431
7	Distribution Transformer (DT)(Nos)	7056	3550	10606
8	DT Capacity (MVA)	4241	2578	6819
9	11 kV Feeders (Nos)	1147	738	1885
10	11 KV Cables laid (Kms)	2180	1779	3959
11	11 KV Lines laid (Kms)	1783	249	2033
12	LT Feeders (Nos)	21832	13447	35279
13	LT Lines laid (Kms)	10445	5630	16075

Key Challenges

- Number of faults in electrical Grid- ↑ ↑ ↑
- Densely Populated,
- Complex distribution Network

Key Success Factors

- Value proposition to address customer's pain point

Results Highlights

Key Financials Highlights –FY 2016-17

Rebound Strategy of selectivity, focusing on profitability yielding results

Liquidity remain challenging in Industry

Orders	Orders in FY16/17 at **11,023 MINR.** -14% over last year.
Sales	Sales of **12,649 MINR** in FY 16/17 -10% over last year.
EBITDA	EBITDA growth **28%** y-o-y (**669 MINR (5.3%)** in FY 16/17 Vs.**521 MINR (3.7%)** last year)
Net Income before exceptional	Net income at **89 MINR (1%)** in FY 16/17 vs. **(165) MINR (-1%)** last year

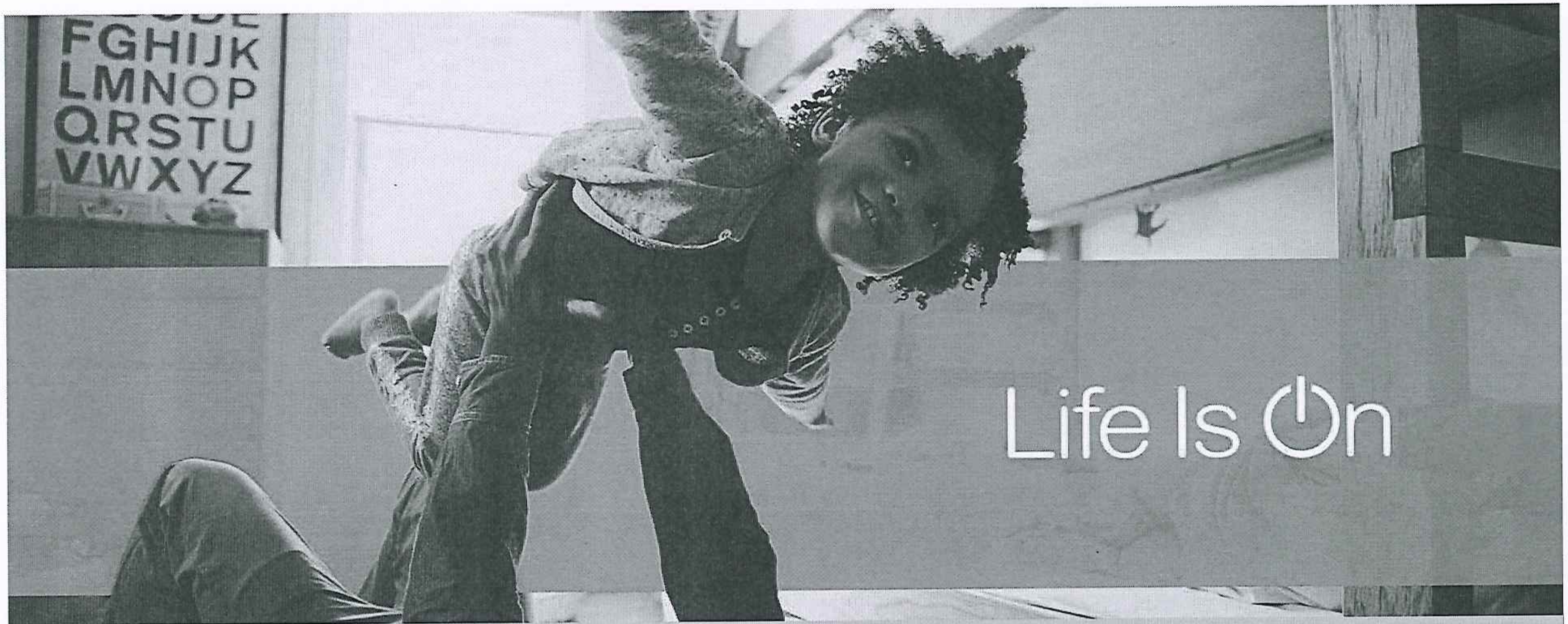
*PAT after exceptional -1598 (-13%) MINR in FY 16/17

FY17 (Apr– Mar) Vs. FY16 (Apr– Mar)

SEIL results analysis	FY 2016-17		FY 2015-16		YoY (%) Change
	MINR	%	MINR	%	
Sales	12,649		14,026		-9.8%
Other income	227		106		
Total Sales	**12,876**		**14,132**		
Material costs	8,760	69%	10,080	72%	-2.6%
Gross Margin	**4,116**	**33%**	**4,052**	**29%**	**3.7%**
Employee costs	1,710	14%	1,682	12%	1.5%
Other expenses	1,737	14%	1,849	14%	-0.5%
EBITDA	**669**	**5%**	**521**	**4%**	**1.6%**
Depreciation	255	2%	258	2%	
EBITA	**414**	**3%**	**263**	**2%**	**1.4%**
Interest	325	3%	428	3%	-0.5%
Profit before Exceptional items	**89**	**1%**	**-165**	**-1%**	**1.9%**
Exceptional	1,687	13%	17	0%	13.2%
Profit after tax	**-1,598**	**-13%**	**-182**	**-1%**	**-11.3%**

FY17 (Apr– Mar)

Description	FY 2016-17 MINR	Comments
Exceptional items		
Debtors provision	1,360	Re-assessment based on worsening financial condition of certain customers/sectors, selectivity and passage of time
Litigation provision	271	On account of old Tax forms
Restructuring	72	Employee settlements as part of Energy Rebound
Sales of fixed assets	-16	Sale of Kolkata Flat
Total	**1,687**	



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