

SEIL/Sec./SE/19-20/41

November 07, 2019

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
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
MUMBAI 400 001
Fax#022-2272 3121/2037/2039
Scrip Code No. 534139

Dear Sir,

Sub: Schedule of Investor Conference call on Unaudited Financial Results for the 2nd quarter and half year ended September 30, 2019

In continuation to our letter No. SEIL/Sec./SE/19-20/38 dated November 05, 2019 regarding the above subject, please find enclosed herewith the copy of presentation on the Company's Unaudited Financial Results and performance for the 2nd quarter and half year ended September 30, 2019, to be presented in today's call.

This information is also available on the Company's website i.e. www.schneider-infra.in.

We request you to take note of the same.

Yours Sincerely,

For Schneider Electric Infrastructure Limited

(Bhumika Sood)
Company Secretary and Compliance Officer
Encl: As above

Schneider Electric Infrastructure Limited

Q2 FY 2019-20

7th Nov 2019

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.

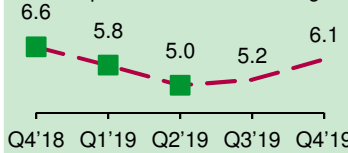
This presentation includes information pertaining to the our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications, 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.



Broad Economic Indicators

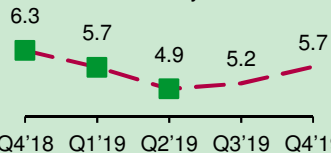
GDP – Gross Domestic Product

Economy grew at its slowest pace since past 6 years in Q2'19 due to muted growth in private consumption and manufacturing.



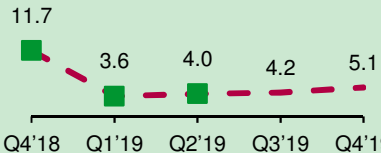
GVA- Gross value added

GVA growth also slowed down on account of lower growth in manufacturing, agricultural and construction activity.



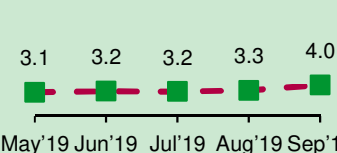
GFCF – Gross Fixed capital formation

GFCF growth rate has shown signs of improvement with respect to the last quarter.



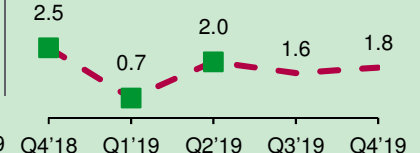
CPI - Inflation

CPI inflation increased to 4.0%, highest since July 2018.



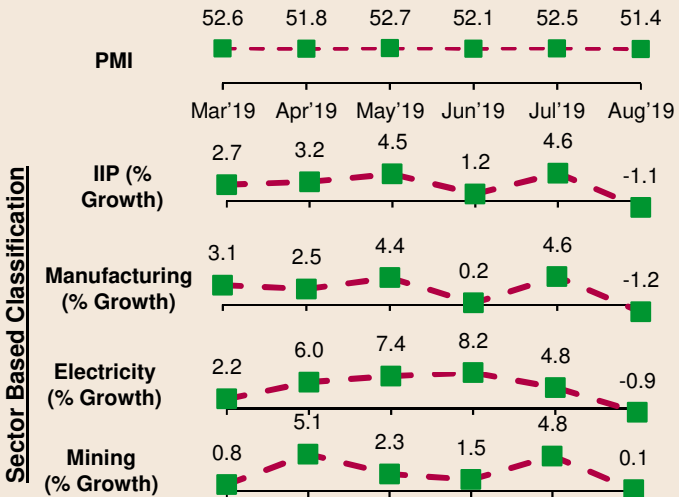
CAD (%GDP) Current account deficit

India's CAD widened to 2.0% as compared to 0.7% in last quarter.



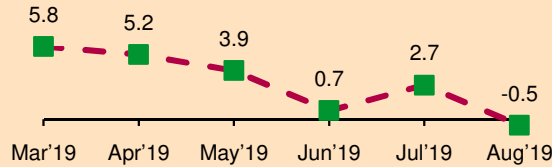
Industry growth Indicators

IIP growth dropped to -1.1% in Aug'19 owing to de-growth in manufacturing and electricity.



Core Sector Growth

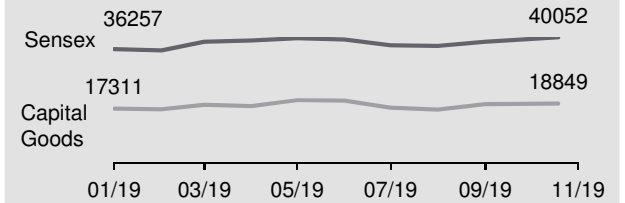
Core Sector Cumulative



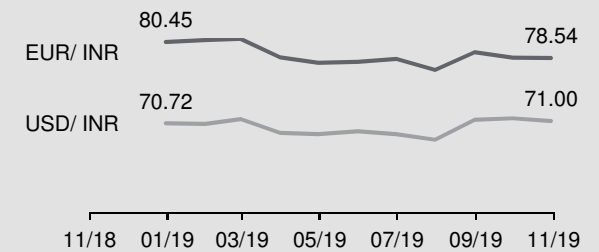
Global Indices

	Latest	Previous	Trend
Ease of Doing Business	63 (2019-20)	77 (2018-19)	▲
Competitive rank	68 (2019-20)	58 (2018-19)	▼

Equity Market



Exchange Market



Interest Rates

CRR 4.00%* **Repo Rate 5.15%***

Segment Pipeline Evolution

Month on month and Quarter on Quarter there is de-growth in most of the segments

At half yearly and annual basis most of the segment's pipeline is growing

	Pipeline Weightage	M-1 Pipeline Delta (%)	M-3 Pipeline Delta (%)	M-6 Pipeline Delta (%)	M-12 Pipeline Delta (%)
MMM	11%	-7%	-8%	25%	15%
Oil&Gas	11%	1%	10%	-5%	71%
Transportation	7%	-23%	-32%	-22%	-15%
Electro Intensive	28%	-8%	-10%	-1%	20%
Electric Utilities	44%	-13%	-20%	-11%	-7%
EU + EI	72%	-12%	-16%	-7%	2%
CIB	7%	-3%	8%	17%	53%
Cloud&Service providers	2%	-4%	7%	-33%	104%
Food & Beverage	1%	2%	9%	13%	176%
Industry Other MKT-Segment	7%	-6%	3%	2%	25%
Water	3%	12%	28%	119%	123%
Others	6%	-3%	15%	29%	48%
Not Present in bFO	1%	-18%	-13%	-27%	46%
Others Segments	28%	-3%	10%	14%	54%
All Market Segments	100%	-9%	-10%	-2%	13%

- However, for short term order slow down, we have sufficient backlog to balance our sales forecast
- Backlog as of Sep 19 - ~ 7840 MINR (June19 - 7340 MINR)

Key Facts of Q2 FY2019-20

- We observed a general economic slow down and liquidity crunch in market.
- Our order intake has sharply rebounded , after the dip in Q1 related to elections and slow decision process in government led opportunities .
- Our Sales level was disappointing , due to the flood in Baroda but we also had difficulties to manage big Equipment deliveries with Electric Companies .
- Few orders were not executed/ delayed to site ready ness/ accessibility of site due to flood resulted delaying our Sales (projects frozen , cancelled , delayed , ...)
- The sales mix improved in the quarter compared to last year resulted in improvement in GM%
- We observe an overall tension on our customers cash situation , burdening our own finance costs , even though we continue collecting more cash than our Sales

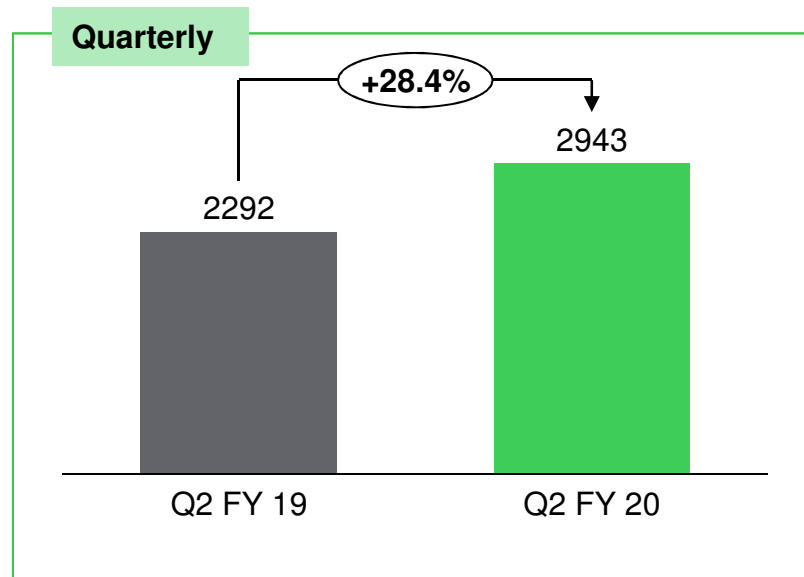
Vadodara Flood Claim- Update

- Vadodara witnessed unprecedented rains in July & Aug and as a result the entire city came to a halt.
- Water reached our switchgear plant and some areas are flooded, the factory had to be closed for 15 days and we took 15 days to restore the operations
- We filed two Claims:
 - Property Damage (PD) – 64 MINR
 - Business Interruption (PDBI) claim 160 MINR
- Proclaim Insurance appointed as Surveyors
- Survey completed for major damaged material at Plant.
- Claim under discussion & review by group BI expert.
- First installment of claim expected in Nov 19.
- Expected Claim Closure:- 1st Qtr-2020

Financial Update

Orders

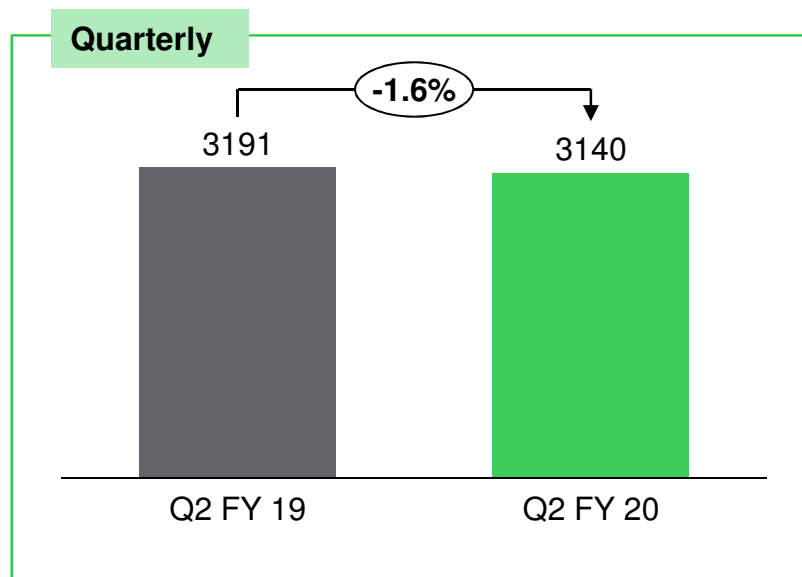
MINR



- Business Order intake, +17.9% vs last year same quarter
- Major order in the quarter:
 - End Users: Torrent Power, Alstom Transport, Ultratech Cement, DLW-Varanasi, ITD Cementation
 - EPC contractors: Sterling & Wilson, Samsung C&T, Tata Project, BHEL, Hightension, etc.

Sales

MINR



- Sales is -1.6% vs last year same quarter.
- Major Sales for the quarter: JSW Steel, L&T (NMDC), BHEL, HCL foundation, Vindhya telel, Mangalore Refinery, Hartek Power, SNS Tech, etc ...

Financial Results- Q2 FY 2019-20 vs Q2 FY 2018-19

MINR

SEIL results analysis	Q2 (July-Sep 2019)		Q2 (July-Sep 2018)		YoY (%) Change
	MINR	%	MINR	%	
Sales	3,140		3,191		-1.6%
Other income	37		29		
Total Sales	3,177		3,221		
Material costs	2,223	70.8%	2,353	73.7%	
Gross Margin	954	30.4%	867	27.2%	3.2%
Employee costs	545	17.3%	506	15.8%	
Other expenses	462	14.7%	388	12.2%	
EBITDA	-53	-1.7%	-26	-0.8%	-0.9%
Depreciation	53	1.7%	67	2.1%	
EBITA	-106	-3.4%	-93	-2.9%	
Interest	133	4.2%	110	3.4%	
Profit before Exceptional items	-239	-7.6%	-203	-6.3%	-1.3%
Exceptional	0		69		
Profit after tax	-239	-7.6%	-272	-8.5%	0.9%

- Sales is down by -1.6% majorly due to flood in Vadodara factory (covered in Detail)
- Material cost is improved with the better sales mix
- Employee cost: Savings thru restructuring is offset by WESOP
- Compulsorily deductible from insurance policy 14.7 MINR charged to P&L

Balance Sheet

Balance Sheet as at	Sep 19	Sep 18	FY2019	Sep 19 (Reclassified)
Equity and liabilities				
Shareholders' funds				
Share capital	478	478	478	478
Reserves and surplus	(630)	(177)	(244)	(630)
	-152	301	234	-152
Non-current liabilities				
Long-term provisions	284	106	216	284
Deferred revenue	11	33	28	11
Long-term borrowings	1,232	1,120	1,160	3,782
	1,528	1,259	1,404	4,078
Current liabilities				
Short-term borrowings	4,493	2,986	3,362	1,943
Trade payables	4,327	5,357	4,720	4,327
Others	214	786	178	214
Other current liabilities	659	770	742	659
Short-term provisions	1,092	1,142	1,169	1,092
	10,785	11,039	10,171	8,235
	12,161	12,600	11,809	12,161
Assets				
Non-current assets				
Tangible assets	3,046	3,309	3,031	3,046
- Intangible assets	41	70	54	41
Capital work-in-progress	67	89	57	67
Deferred tax assets (net)	248	207	223	248
Other financial assets	107	19	37	107
Other non-current assets	720	694	686	720
	4,229	4,388	4,087	4,229
Current assets				
Inventories	2,422	2,622	2,421	2,422
Trade receivables	4,328	4,417	4,137	4,328
Cash and Bank Balances	174	37	184	174
Others	129	42	13	129
Other current assets	878	1,093	966	878
	7,932	8,211	7,722	7,932
	12,161	12,600	11,809	12,161

Details	Reported	Reclass of loan	Reclassified
Current Liabilities	10,785	2550	8,235
Current Assets	7,932		7,932
CA- CL	-2,853	-2,550	-303



Life Is On

Investor Conference Call

Elara Securities (India) Private Limited is pleased to invite you to a Conference Call with

Schneider Electric Infrastructure Ltd

represented by

Mr. Arnab Roy - CFO

Mr. Vineet Jain - Head, Investor Relations

Subject: Conference call to discuss Q2FY20

Date: Thursday, 7 November, 2019

Time: 03.00 PM IST

09.30 AM (UK) - 05.30 PM (Singapore, Hong Kong)

04.30 AM (East Coast, US) - 01.30 AM (West Coast, US)

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RSVP

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