

# Schneider Electric Infrastructure Limited (India)

Quarter ended and Year ended March 2012

1 June 2012



# Disclaimer :

All forward-looking statements are Schneider Electric Infrastructure Limited management's present expectations of future events and are subject to a number of know and unknown risks and uncertainties that could cause actual results or performance to differ materially from those described or implied in the forward-looking statements.



# Annual Highlights



# 2011/12 highlights

## Growth

- Total Orders at all time high of 13 867 MINR \*
- Solid Order Backlog of 11 245 MINR
- Total Sales at all time high of 13,492 MINR \*

## Adjusted EBITA

- Improving annual EBITA at 5.7% of Sales

## Net income

- Net Income at 398 MINR, EPS of Rs1.66

## Dividend

- Dividend of INR 0.40 per share

\* The Company's business in the previous year was part of joint entity Areva T&D India, demerged on 26 November 2011, so not reflected in SEIL legal entity accounts

# We executed our priorities



Continue to drive growth through solid order intake



Market Leadership retained



Continuous drive for operational efficiency



Continue to drive working capital efficiency



Schneider Electric Infrastructure Limited 8 December 11  
Listing in Stock Exchange 20 March 2012



Integration in Schneider group, deliver synergies,  
leverage group portfolio including Telvent

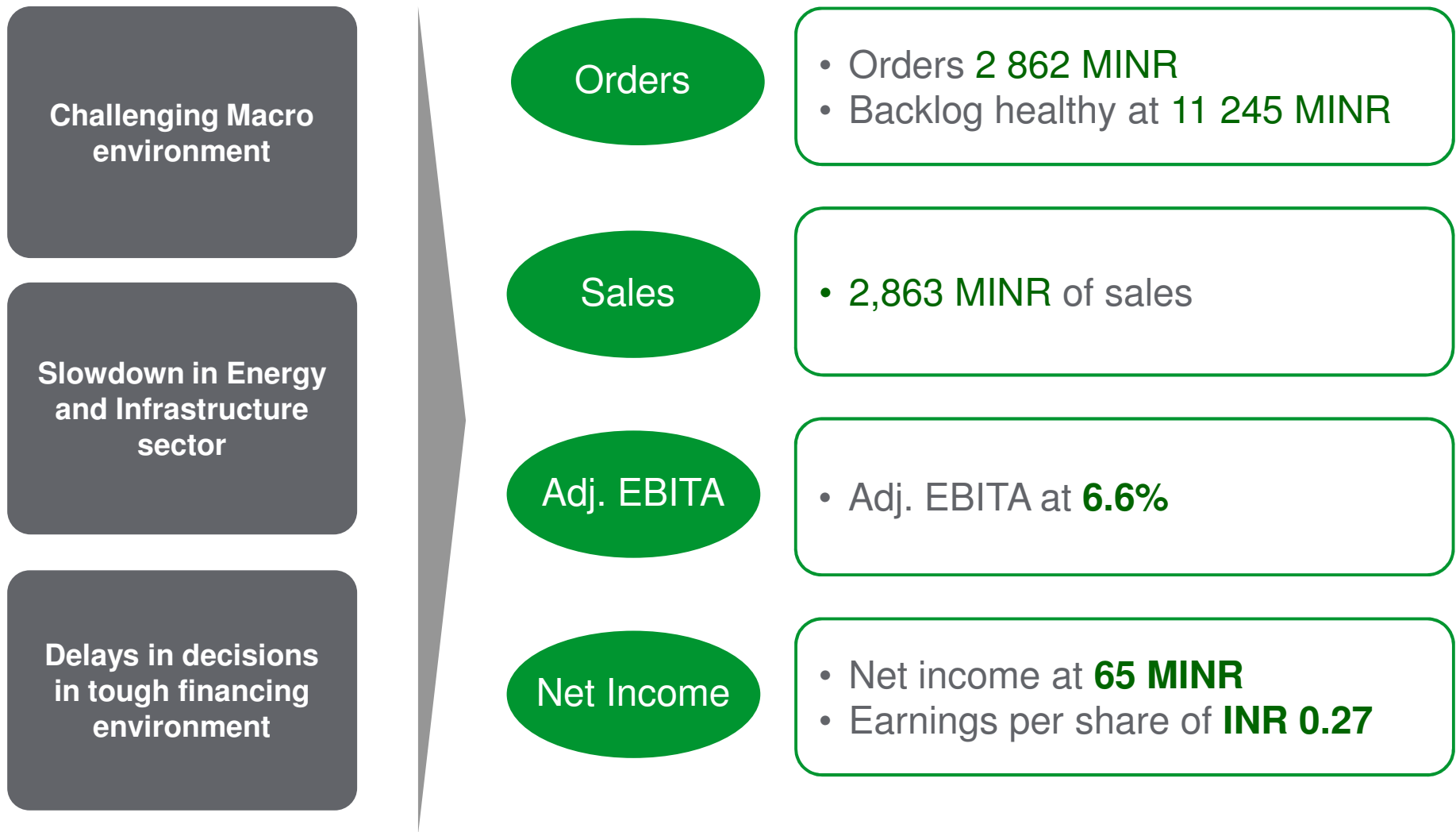
# Annual Results

| <i>In MINR</i>          | <b>March<br/>2012<br/>(12 Months)</b> |
|-------------------------|---------------------------------------|
| <b>Sales revenue</b>    | <b>13,492</b>                         |
| <b>EBITA</b>            | <b>772</b>                            |
| <i>As a % of Sales</i>  | <i>5.7%</i>                           |
| <b>Profit after tax</b> | <b>398</b>                            |
| <i>As a % of Sales</i>  | <i>2.9%</i>                           |

# Quarter Highlights



# Reported Q4 sales 2,863 MINR thanks to strong backlog despite economic conditions





# Quarterly Results

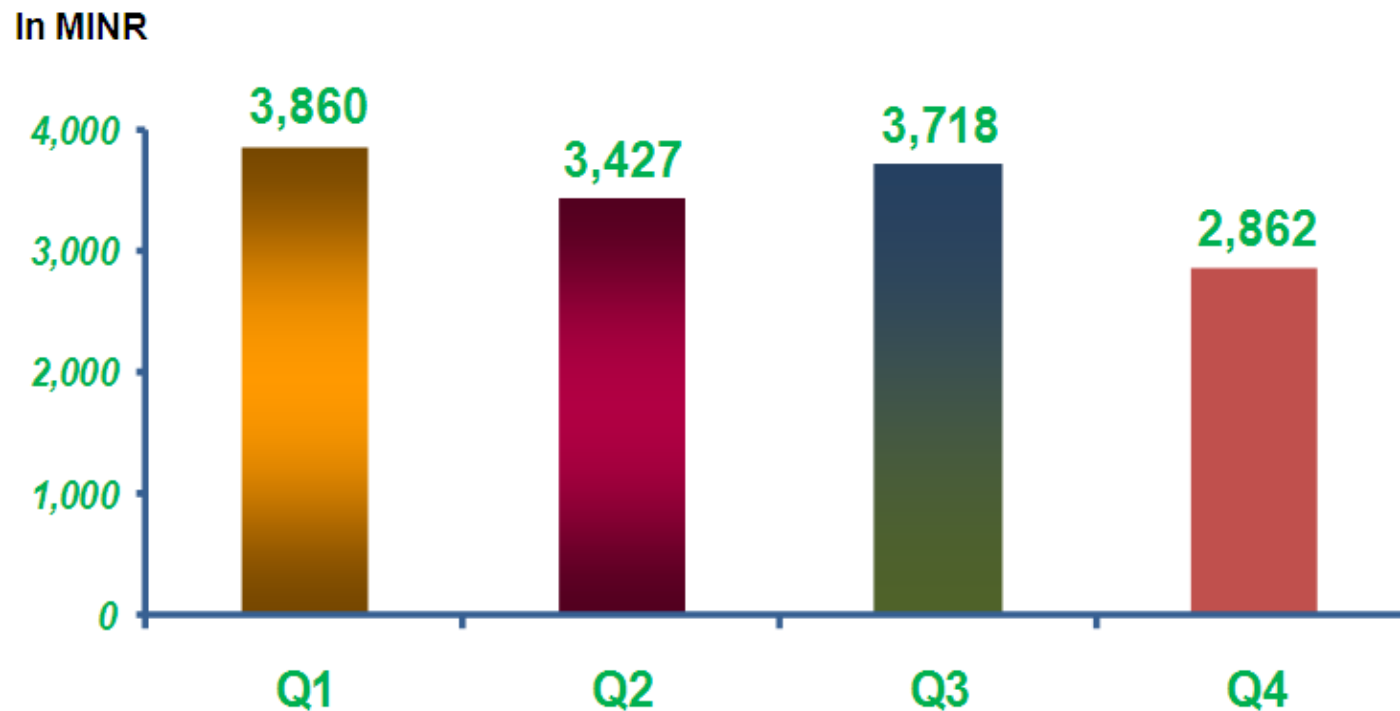
| <i>In MINR</i>          | <b>December<br/>2011<br/>(3 Months)</b> | <b>March 2012<br/>(3 Months)</b> |
|-------------------------|---|----------------------------------|
| <b>Sales revenue</b>    | <b>4,102</b>                            | <b>2,863</b>                     |
| <b>EBITA</b>            | <b>292</b>                              | <b>189</b>                       |
| <i>As a % of Sales</i>  | <i>7.1%</i>                             | <i>6.6%</i>                      |
| <b>Profit after tax</b> | <b>181</b>                              | <b>65</b>                        |
| <i>As a % of Sales</i>  | <i>4.4%</i>                             | <i>2.3%</i>                      |

# Financials



# Order Intake

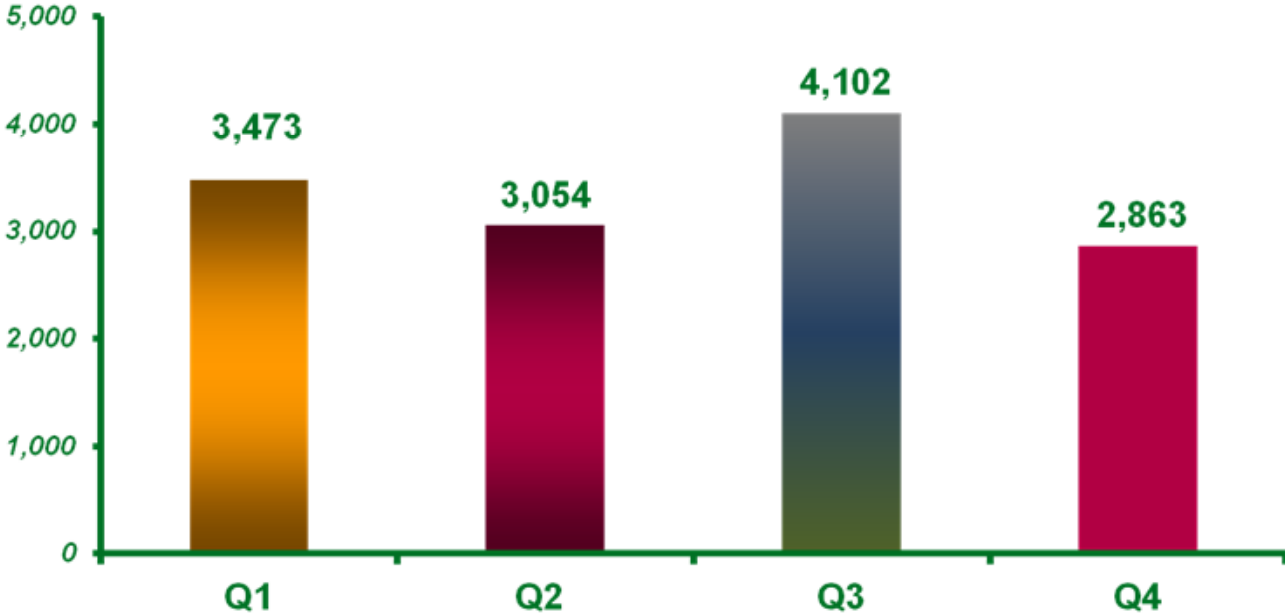
13 867 MINR annual orders, highest ever  
Order Intake Q4 hit by delays in investment decisions



# Sales

Tough financing environment affecting sales but strong backlog supports recovery

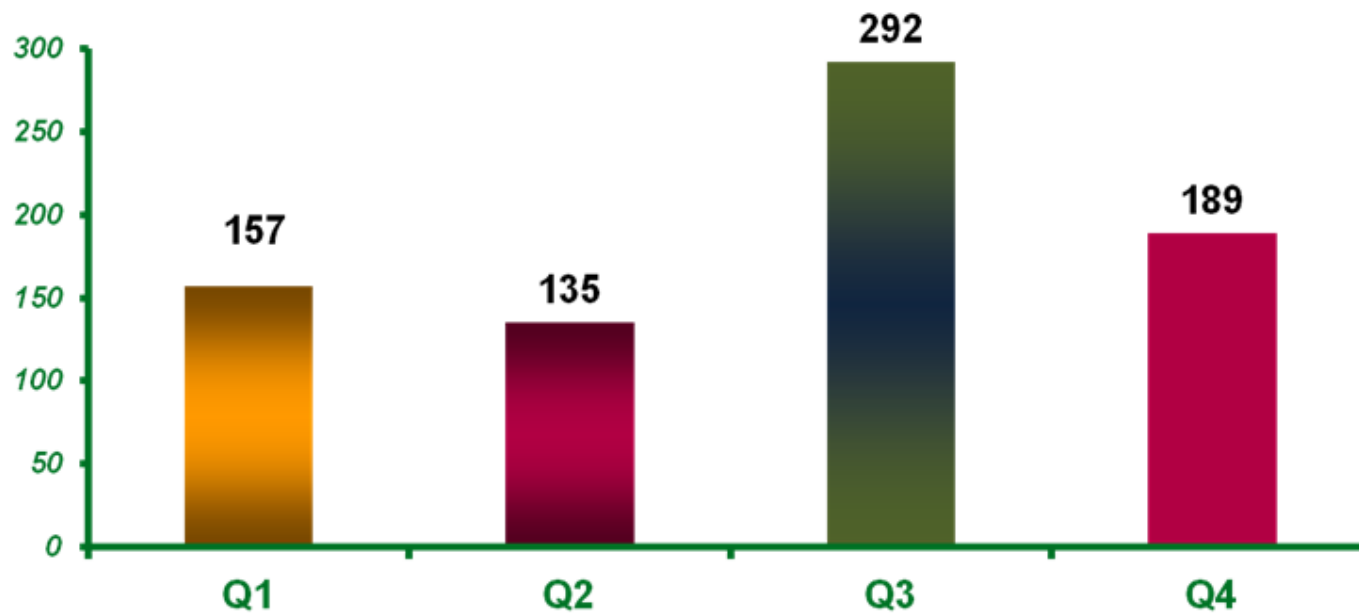
In MINR



# EBITA

Improving EBITA despite economic conditions

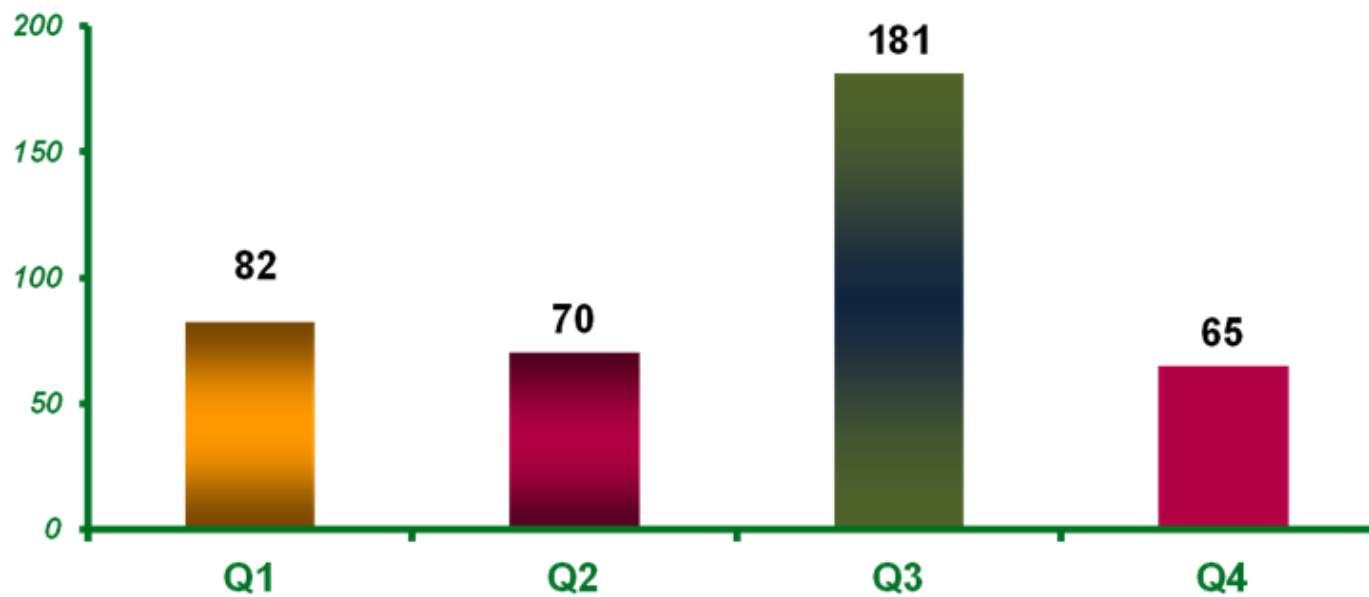
In MINR



# Profit After Tax

Solid annual PAT of 398 MINR  
PAT in Q4 affected by rising interest costs

In MINR



# Appendices



# SEIL overview





# Schneider Electric Infrastructure Limited : India

*The trusted Energy Manager for Infrastructure Customers in India*

**13492 MINR sales**

Sales 12 months to March 2012

**1802**

People

*Country-wide coverage:*

**5**

AND

**11**

AND

**24**

Production facilities

Systems Solution Centers

Authorised Service Centres

**Infra. offer**

**Schneider**  
Electric

**Best-in-class Solutions, Products and Services**

- Transformers
- Products and Equipments
- Substation Automation, Network Automation , SMART Grid , IEDs
- Turnkey Infrastructure Solutions with cross selling of all SE products

*Dedicated solutions for:*

- Utilities
- Oil & Gas
- Electro Intensive Industries



*Committed to our customers for:*

Quality

Competitiveness

On-time delivery



**Market Leadership In India For Products & Solutions**

# Schneider Electric Infrastructure Limited

- SEIL is India's market leader in the Distribution business, with
  - Market Leadership in Distribution Business
    - Primary & Secondary Distribution Activity.
    - Transformers & Substations up to 220 Kv
    - Automation leadership for M&M, Oil & Gas and Renewable
    - Market Leadership in AC Evacuation Substation for Solar . 310 MW in execution
    - Leadership in Solar Segment for Distribution Transformers : 60% Share
- SEIL positioning in this context is to act on the pain points of the Power sector, ie revenue realisation and distribution losses, by providing smart products and solutions that can track energy flows and give customers visibility on what energy is actually being distributed

# Appendices



# Definitions

- EBITA: EBIT before amortization and impairment of purchase accounting intangibles and impairment of goodwill
- Adjusted EBITA: EBITA before restructuring and other operating income and expenses  
*See reconciliation to EBITA and information relating to prior periods in the 2011 annual results financial release*
- Adjusted EBITDA: Adjusted EBITA before depreciation and amortization
- Cash conversion: Free cash flow / net income
- Free cash flow: Operating cash flow – change in working capital – net capital expenditures

# Schneider Electric Infrastructure Limited Contacts & Agenda

**Abhishek Mani –Investor Relations**

Tel: +91 120 389 8710

Abhishek.mani@schneider-electric.com

## Schneider Electric Infrastructure Limited Agenda

July 31, 2012

July 31, 2012

August 1, 2012

Annual Shareholders' Meeting

2012 Half Year  
Results

Investor Call

Board Meeting

Conference call