

Schneider Electric Infrastructure Limited

FY 16 ended March 2016

30th May 2016

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.



Segment Outlook For 2016

Utility	Power Gen	Renewable	Transmission	Transport
<ul style="list-style-type: none"> •State Discoms : IPDS /DDU •Private Discoms : Opting for SMART offers (Ehouse, Self Healing) 	<ul style="list-style-type: none"> •Land Reform Pending •Coal complexity •Conventional PG investment down 	<p>Continued focus on Solar capacity addition</p>	<p>Continued investment in NER & Green Corridor</p>	<ul style="list-style-type: none"> • Next Wave of Metro in Tier II : Ahmedabad / Nagpur / Vizag / Vijaywada / Bangalore Ph II / Mumbai Ph II • Investment in Madhevpura Loco Shed
MMM	O&G	Water	CIB	Data Centre
<ul style="list-style-type: none"> •Yuan Devaluation: Impacting Private Sector Steel Expansion •Consolidation in Cement 	<ul style="list-style-type: none"> •Global Impact on fresh investments • R&M underway 	<p>Investment in Pumping & Lift Irrigation projects : Orissa, Gujarat, U.P. Rajasthan New Govt Schemes</p>	<ul style="list-style-type: none"> •Investment in SMART campus / Infrastructure / Industrial Corridors •Volatility : Residential Real Estate 	<p>Investments in Ecommerce / 4G Telecom / Banking..</p>
SMART City	<p>20 Cities identified and under RFP .4 Green field cities under fast progress : Naya Raipur / Dholera / Shendra / Greater Noida Focus on SMART Grid (Asset Mgmt , AMI , ADMS) / SMART Water / Waste Management / Command & Control Centre (Wonderware)</p>			

Profitability Improvement initiatives

- 1. Grow thru partners (defused market):** Saturate existing and add new partners, panel builders, electrical contractors, supply chain.
- 2. Accelerate Services Growth:** New smart offers for installed base, recurring services for strategic customers
- 3. Systems business :** Differentiate through smart offers & advanced solutions for utilities e.g., Flexible & self healing grid, SMART RMUs, E-House, IT & OT convergence, Selective on Electro-intensive/ sensitive segment
- 4. Further penetrate & grow in new segments :** Data Centres, Buildings, Water

Mapping of 20 Cities Solutions

S. No.	Component	Cities
1	Centralised command and control centre	Bhubaneshwar, Surat, Kochi, Ahmedabad, Jabalpur, Vishakapatnam, Davanagere, Indore, Coimbatore, Belagavi, Udaipur, Ludhiana, Bhopal
2	Leak identification system (SCADA and AMR)	Pune, Ahmedabad, Solapur, NDMC, Kakinada, Udaipur
3	Smart grid and energy management , GIS	NDMC
4	Transit Operations system (maintenance and tracking)	Bhubaneshwar, Pune, Jaipur, Ahmedabad, Indore, Solapur, Davanagere, Indore, Kakinada, Udaipur, Guwahati
5	Smart parking system	Bhubaneshwar, Pune, Jaipur, Davanagere, Indore, Coimbatore, Kakinada, Udaipur, Guwahati, Chennai, Bhopal
6	Common card (payment and operations)	Bhubaneshwar, Jaipur, Surat, Ahmedabad, Indore, Udaipur, Guwahati
7	Platform for citizen engagement and all citizen services; city dash board	Kochi, Visakhapatnam, Solapur, Davanagere, Indore, Bhopal
8	Smart metering (water)	Pune, Kochi, Vizag, Solapur, NDMC, Coimbatore, Guwahati, Bhopal
9	CCTV surveillance	Pune, Ahmedabad, Davanagere, Indore, Coimbatore, Guwahati, Bhopal
10	Public transit and traffice operations and management centre	Jaipur, Surat, Ahmedabad, Devanagere, Vizag, Indore, Belagavi, Udaipur
11	GPS tracking and opmisation of routes of garbage trucks	Jaipur, Jabalpur, Indore, Kakinada
12	Wifi-IT connectivity	Pune, Surat, Kochi, Coimbatore, Belagavi, Guwahati
13	NMT infrastrcuture	Devanagere, Belagavi, Udaipur, Guwahati, Chennai, Bhopal
14	LED street lighting	Coimbatore, Guwahati, Chennai, Bhopal
15	Mobile app, based SWM and cleanliness monitoring	Jaipur, Jabalpur, Indore
16	Fleet management system	Jaipur, Ahmedabad, Indore
17	Mini STP	NDMC
18	Rainwater harvesting	NDMC
19	GPS for geofencing garbage bins	Indore, Coimbatore, Kakinada
20	Kiosks (for urban services and grievance)	Kochi, Devanagere, Kakinada, Ludhiana
21	Online system of water connections	Chennai
22	Smart E-Rickshaw with charging station	Ludhiana
23	Water level sensors	Kakinada, Guwahati, Chennai, Bhopal

Results Highlights

Key Financials Highlights –FY 2015-16

Selective approach for orders, focusing profitability

Customer's Project Execution/liquidity continues to remain challenging in Industry

Orders

- Orders in FY15/16 at **12,757 MINR** down by **9% y-o-y**

Sales

- Sales of **14,026 MINR** in FY 15/16 up **7%** y-o-y. Focus on execution

EBITDA

- EBITDA at **521 MINR** in FY 15/16 Vs. **-31 MINR** last year

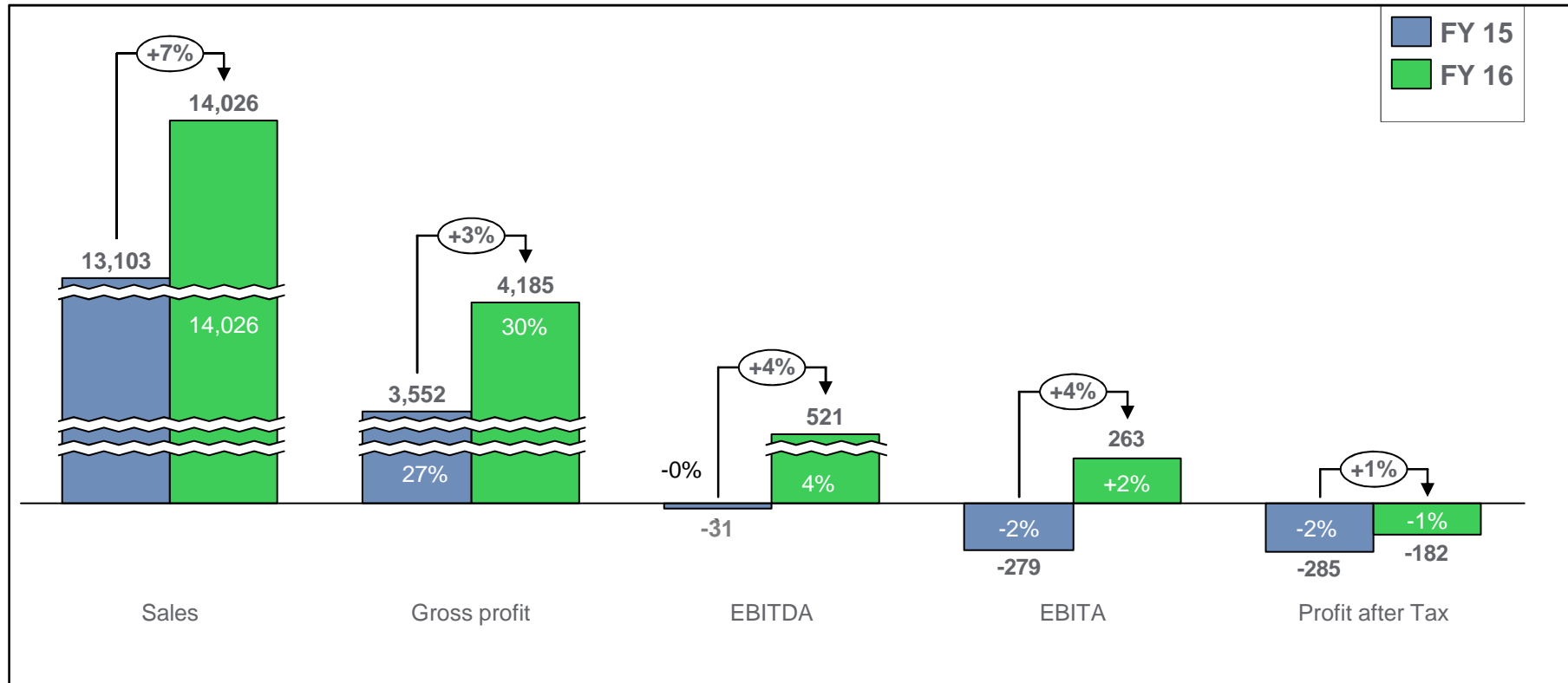
Net Income

- Net income at **-182 MINR** in FY 15/16 vs. **-285 MINR** last year

FY16 (Apr– Mar) Vs. FY15 (Apr– Mar)

SEIL results analysis	FY 2015-16		FY 2014-15		YoY (%) Change
	MINR	%	MINR	%	
Sales	14,026		13,103		7%
Other income	106		204		
Total Sales	14,132		13,308		
Material costs	9,947	71%	9,755	74%	
Gross Margin	4,185	30%	3,552	27%	3%
Employee costs	1,682	12%	1,517	12%	
Other expenses	1,982	14%	2,066	16%	
EBITDA	521	4%	-31	0%	4%
Depreciation	258	2%	248	2%	
EBITA	263	2%	-279	-2%	4%
Interest	428	3%	385	3%	
Exceptional items	17	0%	-493	-4%	
Income tax			114	1%	
Profit after tax	-182	-1%	-285	-2%	1%

Key Parameters (in MINR)





Life Is On