AGM - Schneider Electric Infrastructure Limited

Vadodara : 23 - 09 -16

Prakash Chandraker

Confidential Property of Schneider Electric

Life Is On | Schneider Electric

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.

Agenda

1	Business at a Glance
2	Our Customers & Markets Segments
3	Mega Trends
4	Our Strategy
5	Our Vision

Life Is On | Schneider Electric

Business at a Glance

Life Is On | Schneider Electric

SEIL Business at a Glance

#1

Medium voltage & grid automation

ROUTE TO MARKET (% OF REVENUE)

~50%
Direct business

~50%
Indirect business

Market leadership

Huge installed base

Comprehensive **End-to-End solutions**

Powerful PARTNER **go-To-Market** in Transactional

Our customers & Market Segments

Life Is On | Schneider Electric

Our customers

KEY CUSTOMERS

- Distribution Utilities
- Panel Builders & system integrators
- Electro Intensive End users & EPC
- Electrical contractors
- Renewable, PG
- City Administrations

Our markets

Segment	Key Drivers
Utilities & PG	• 24X7 affordable and reliable power • GOT / IOT : Asset utilization, Grid Mgmt • Reduction in O&M costs
Oil & Gas	• Investment in Sulphur removal units • R & M • Uninterrupted power distribution system for Critical processes
MMM	• Metals, Mining & Minerals market outlook is flat in short term
Data Center	• Secure Power system • Investments in IT / 4G • MV closer to the load with packaged solution
CIB	• Institutional buildings, Convention centre's, Premium housing complex..
Metro	• Tier – 2 Cities (Nagpur, Pune, Lucknow, A'Bad…) • Mission critical application • Extension of existing Metros : G.Noida,

+ Strong synergies with the Group for smart city

Life Is On | Schneider Electric

Mega Trends

Life Is On | Schneider Electric

Megatrends: 3D equation behind profound change in the energy world…

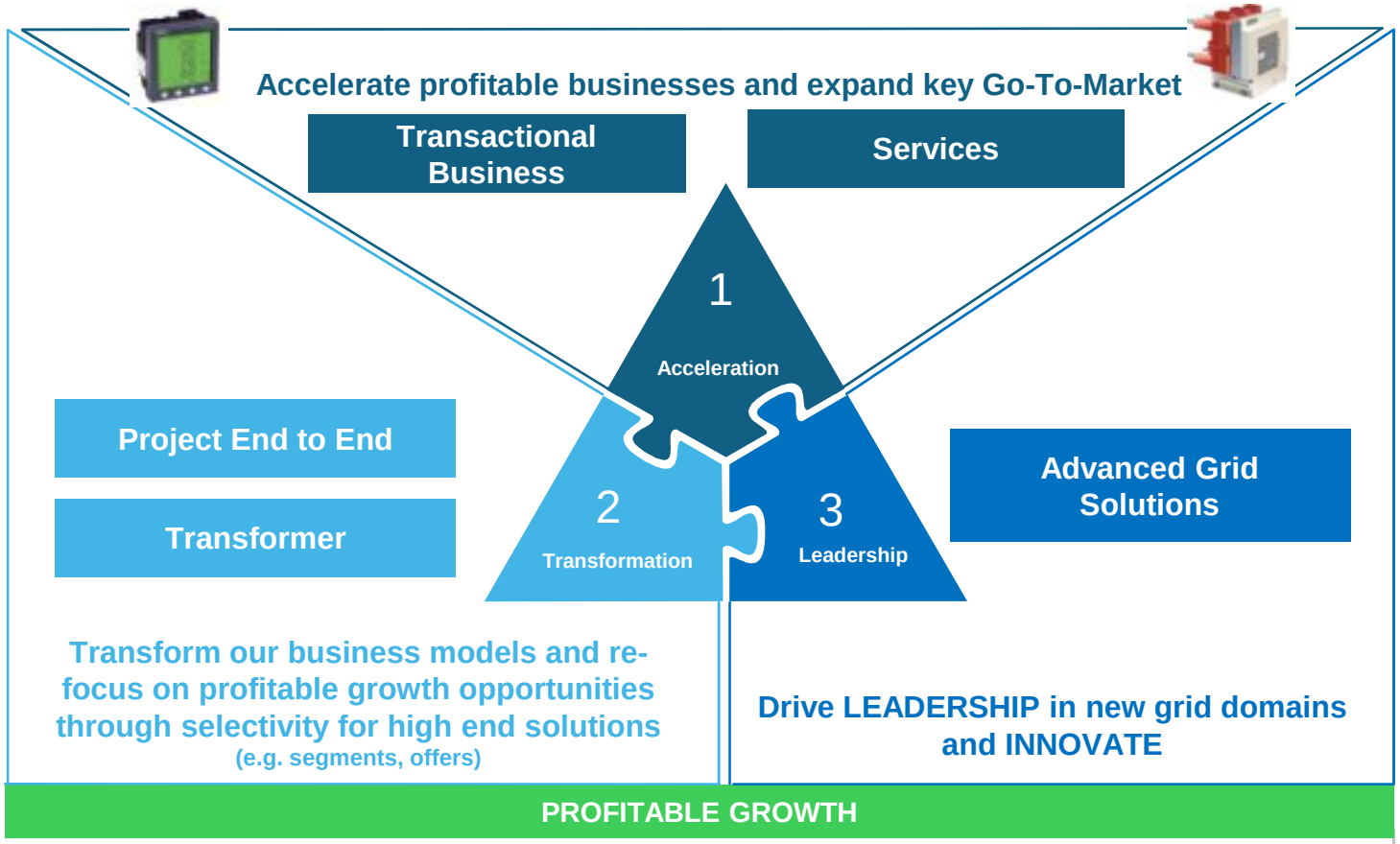
Decarbonization	Digitization	Decentralization
Solar Wind Biomass & Waste Nuclear	New capacity addition through huge growth in variable renewable and Storage are expected to challenge Grid management	↑↑↑
Decarbonization	**Digitization**	**Decentralization**
	"Grid of things" *Big data integration* *Internet of Things will connect GOT*	Huge no of devices to become smart & get connected
Decarbonization	**Digitization**	**Decentralization**
	Expanding energy consumerism (smart homes, self-generation, EVs, financing services)	*Prosumer challenge : Bidirectional flow of power & consumers becoming power self-sufficient*

Life Is On | Schneider Electric

Our Strategy

Life Is On | Schneider Electric

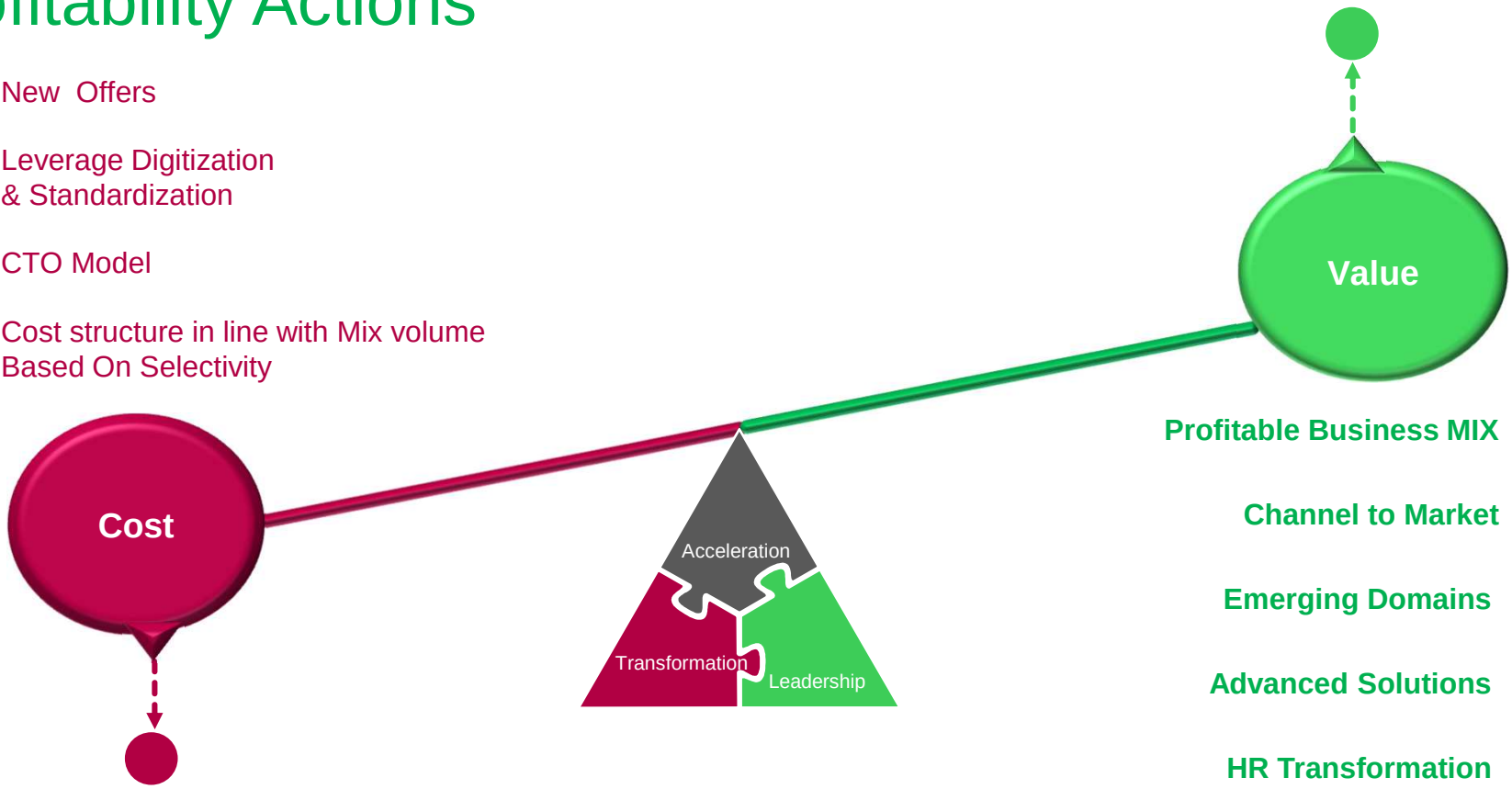
3 Axis & 5 transformation actions to realize profitable growth



Life Is On Schneider Electric

Profitability Actions

- New Offers
- Leverage Digitization & Standardization
- CTO Model
- Cost structure in line with Mix volume Based On Selectivity



- Profitable Business MIX
- Channel to Market
- Emerging Domains
- Advanced Solutions
- HR Transformation

Our Vision

Life Is On | Schneider Electric

Vision

Our Vision

"SEIL will remain the leading player in the new digitized energy world , offering our customers and partners innovative connected products & solutions making them ready to solve the new grid equation and the new power distribution enhanced expectations."

Our balanced business models & efficient supply chain will keep our growth and profitability resilient and sustainable"

We have a clear Vision of profitable growth and executing it through Energy Rebound Program to realize it

Life Is On | Schneider Electric

Life Is On | Schneider Electric

Life Is On | Schneider Electric