

Schneider Electric Infrastructure Limited

Q2 FY 17 – Sep 2016

23th Nov 2016

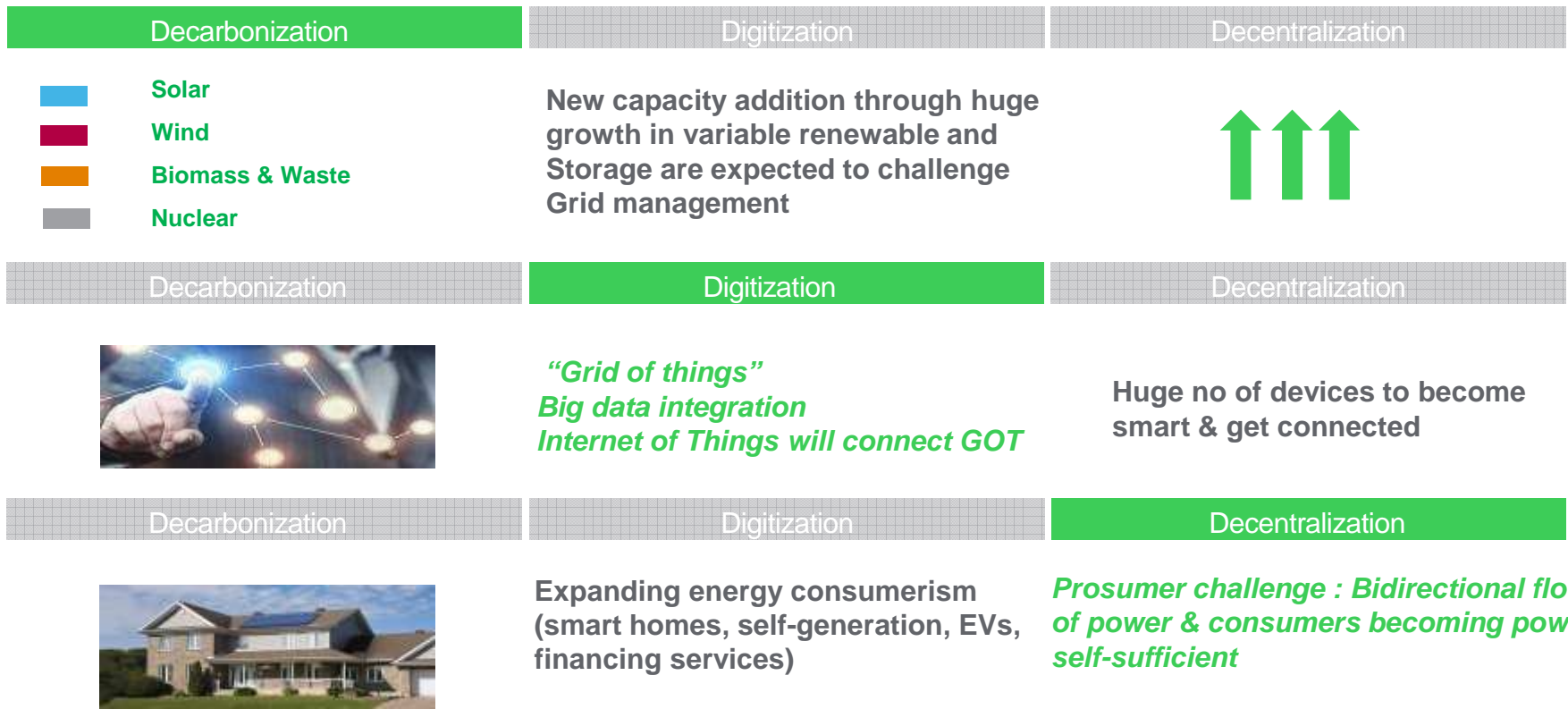
Disclaimer

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.

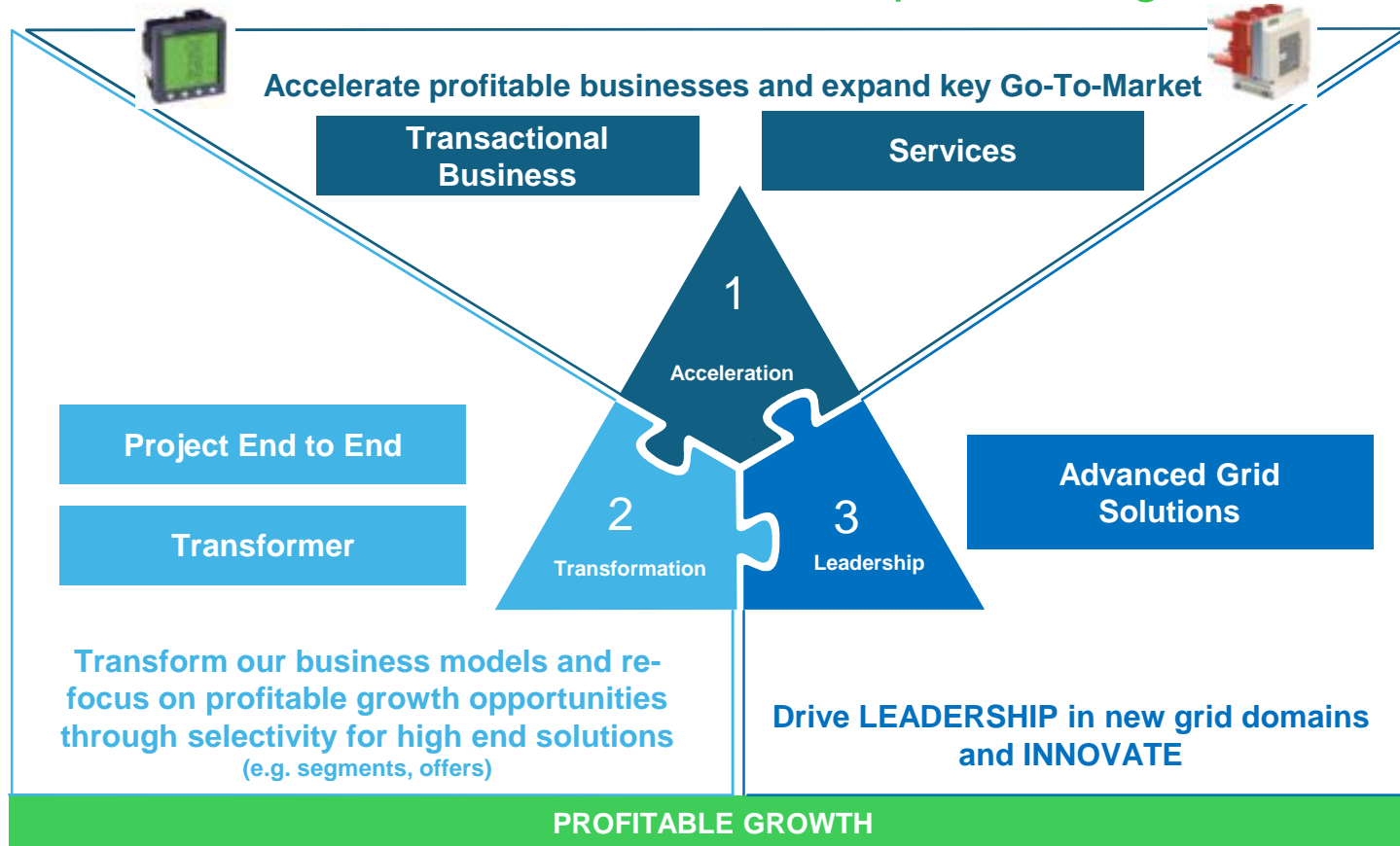


Megatrends: 3D equation behind profound change in the energy world...



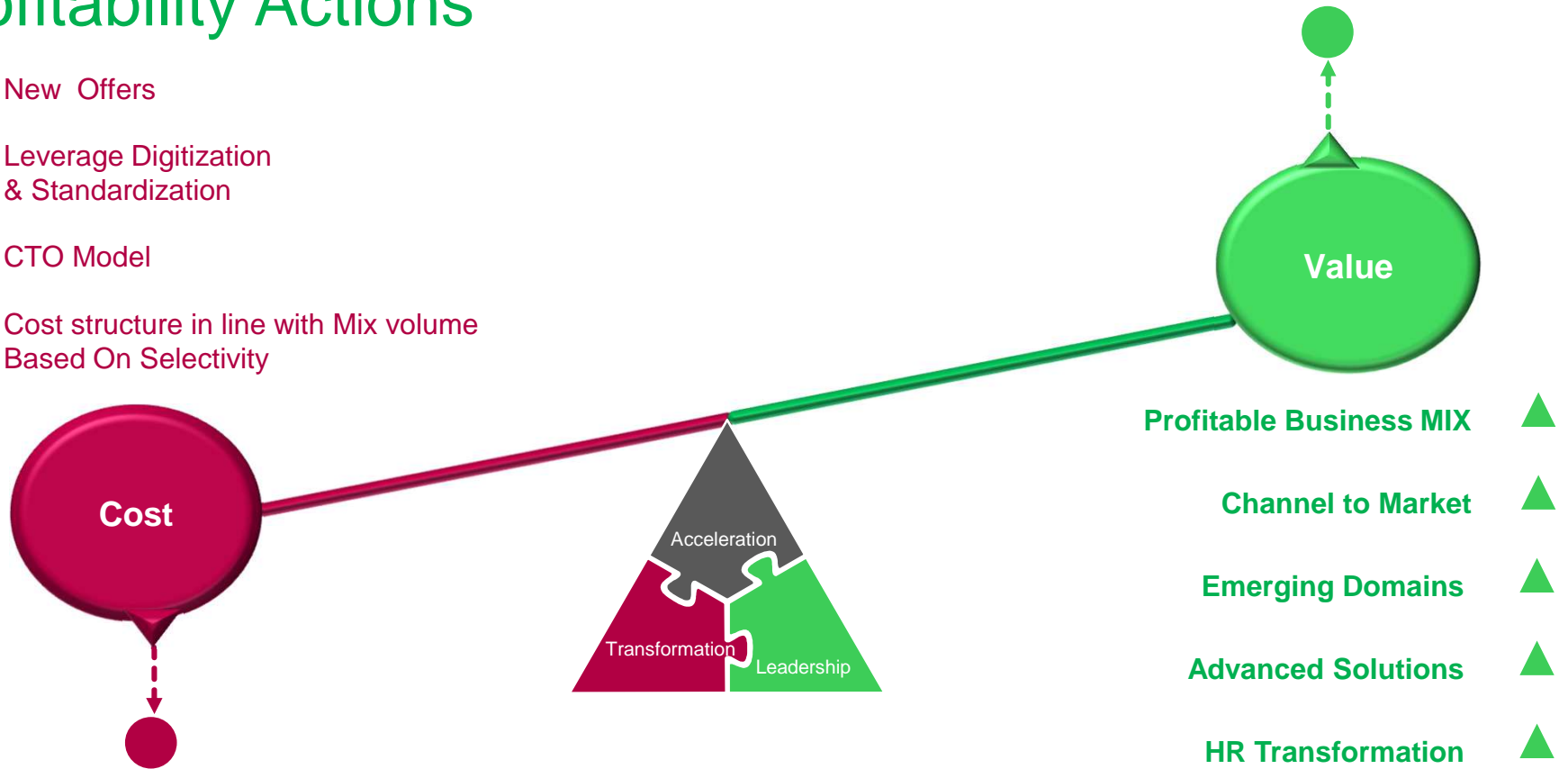
Our Strategy

3 Axis & 5 transformation actions to realize profitable growth



Profitability Actions

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



Results Highlights

Key Financials Highlights –Q2 FY 2016-17

Selective approach for healthy order-book, focusing profitability

Customer's Project Execution/liquidity remain challenging in Industry

Orders

Orders in Q2 FY16/17 at **2,333 MINR.** -4% over last quarter

Sales

Sales of **2,670 MINR** in Q2 FY 16/17 -4% over last quarter.

EBITDA

EBITDA at **112 MINR** in Q2 FY 16/17 Vs. **35 MINR** last quarter

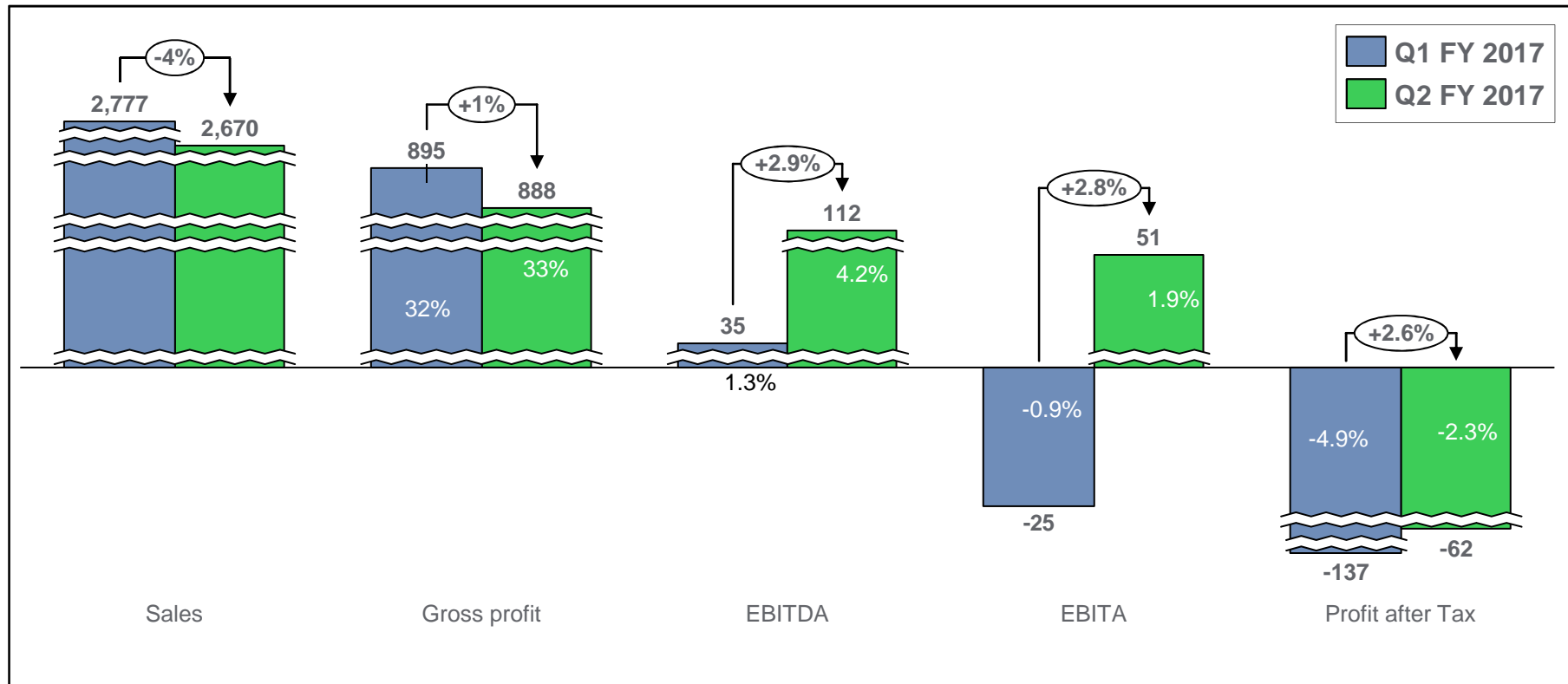
Net Income

Net income at **-62 MINR** in Q2 FY 16/17 vs. **-137 MINR** last quarter

Q2 FY17 (July– Sep) Vs. Q1 FY17 (Apr– June)

SEIL results analysis	Q2 (July - Sep 2016)		Q1 (Apr - June 2016)		QoQ (%) Change
			MINR	%	
Sales	2,670		2,777		-3.9%
Other income	14		0		
Total Sales	2,684		2,777		
Material costs	1,796	67.3%	1,882	67.8%	-0.5%
Gross Margin	888	33.3%	895	32.2%	1.1%
Employee costs	424	15.9%	428	15.4%	0.5%
Other expenses	352	13.2%	432	15.6%	-2.4%
EBITDA	112	4.2%	35	1.3%	2.9%
Depreciation	62	2.3%	62	2.2%	0.1%
EBITA	51	1.9%	-25	-0.9%	2.8%
Interest	91	3.4%	82	3.0%	0.4%
Exceptional items	22	0.8%	28	1.0%	-0.2%
Profit after tax	-62	-2.3%	-137	-4.9%	2.6%

Key Parameters (in MINR)





Life Is On