

Schneider Electric Infrastructure Limited

Q2 FY 2017-18

Meeting: 28th Nov 2017

Life Is On



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.

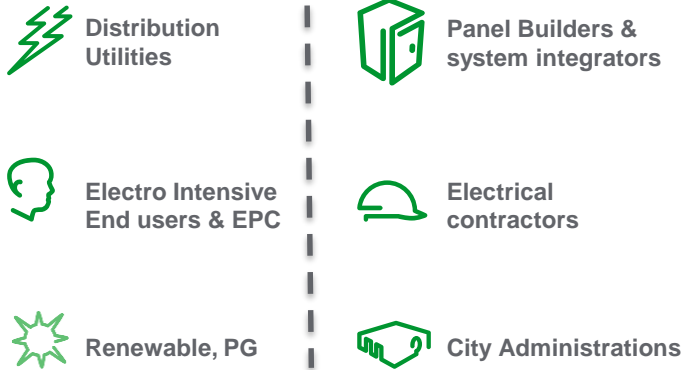
This presentation includes information pertaining to the our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications,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



Our customers & Market Segments

Our customers

KEY CUSTOMERS



+ Strong synergies with the Group for smart city

Megatrends: Decarbonization, Decentralization, Digitization & Bidirectional flow of energy...

Our markets

Segment	Key Drivers	
Utilities & PG →	<ul style="list-style-type: none"> 24X7 affordable and reliable power GOT / IOT : Asset utilization, Grid Mgmt Reduction in O&M costs 	●
Oil & Gas →	<ul style="list-style-type: none"> Uninterrupted power distribution system for Critical processes R & M 	●
MMM →	<ul style="list-style-type: none"> No significant movement is visible Cement market is showing positive trends 	●
Data Center →	<ul style="list-style-type: none"> Secure Power system MV closer to the load with packaged solution 	●
CIB →	<ul style="list-style-type: none"> Institutional buildings, Convention centre's, Premium housing complex.. 	●
Metro →	<ul style="list-style-type: none"> Mission critical application Extension of existing Metros : Mumbai ph-2 & 3, Delhi ph-4 Tier – 2 Cities : Nagpur, A'Bad, Vijaywada ...) 	●

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Business Rebound Initiative - Update

Profitability Actions

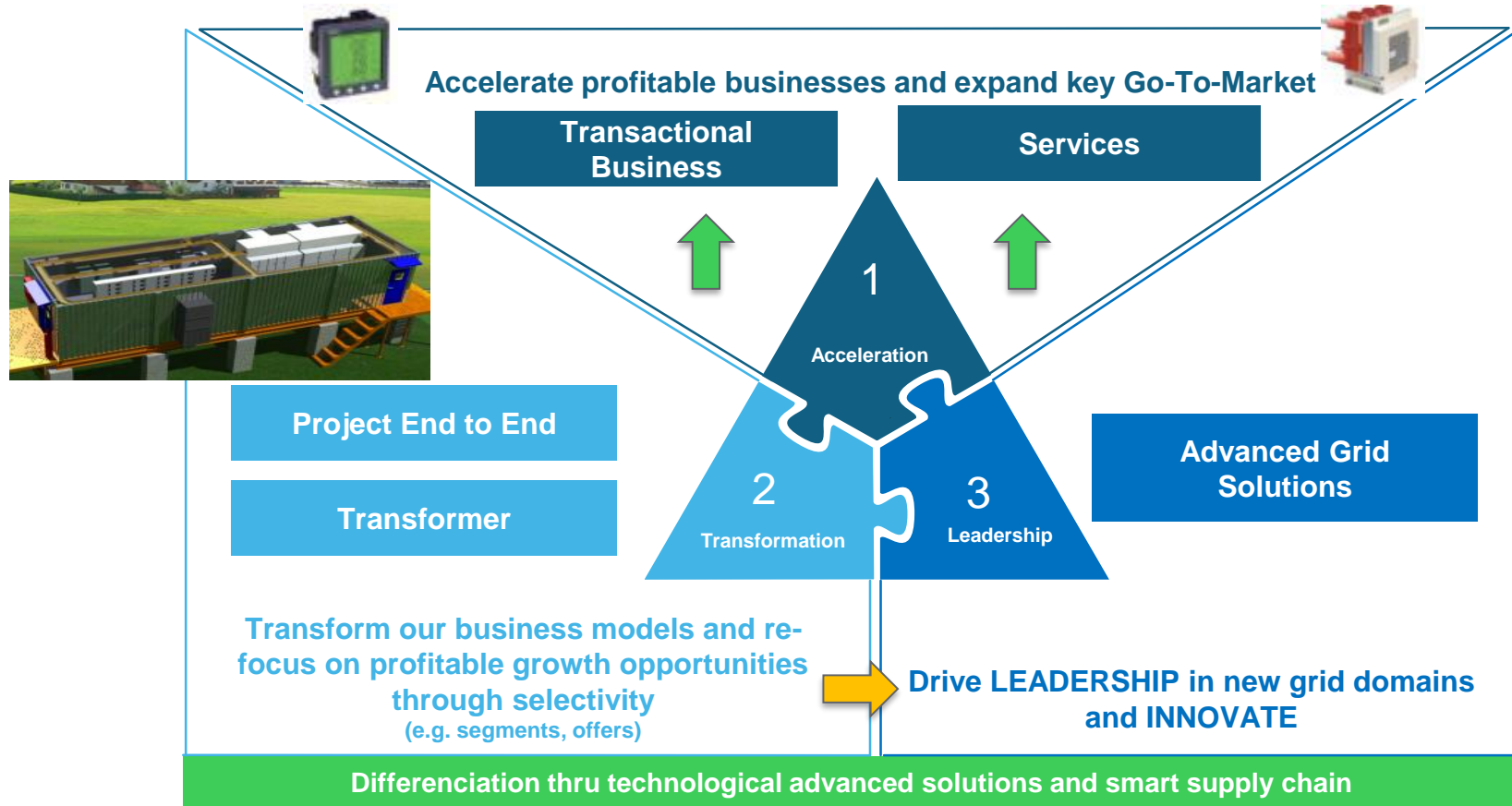
Business Model

1. Profitable Business MIX
2. Express Channel to Market for transactional business
3. New Offers: Easypact, Easergy T300...

Operational Efficiency

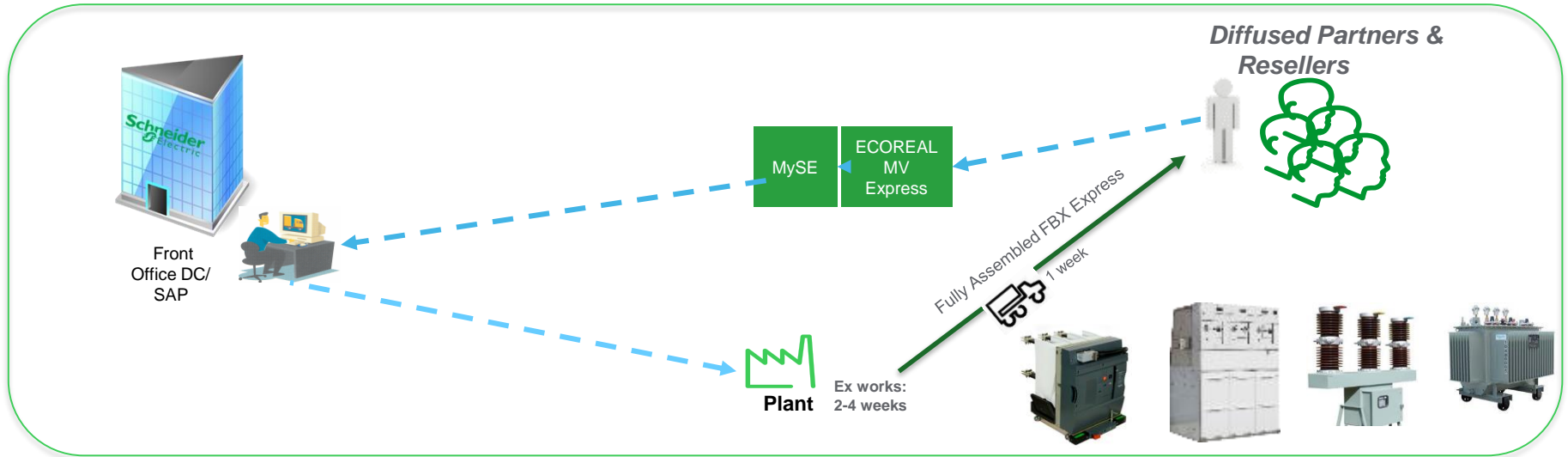
4. CTO Model : ETE Process
5. Cost structure alignment in line with volume mix
6. HR Transformation to support profitable growth

Business Model : Rebound to realize Profitable Growth



Business mix is progressing in line with our rebound strategy from FY2015-16 to FY2016-17

Partner Express(CTO Model) – Standard Product Supply chain Process



Old Process

- Offer lead time :1-2 weeks
- Order booking lead time – 1 week
- Order execution by Project Management
- Supply in **10-12 weeks** from Order booking

New Process

- Offer lead time: Online available
- Digital Order booking by **MySE** – Real time
- No Project Management and Engg required
- Supply in **2-4 weeks** from Order booking



A New Products portfolio in SEIL



LV Bus duct



LV Panels



Easypact EXE



Inductor



MV/ LV Equipment Vadodara (VDR)



MV Transformer Vadodara (TBI)

- > More diversified product portfolio from factory to support sales growth.
- > Easypact EXE and Inductor for exports
- > Improved absorption of fixed costs of the plants

Technological Advanced Product Launch...

Easergy T300 : Advanced Feeder Automation (RTU/FRTU)

The modular feeder automation device for a smart grid distribution automation



Open Communication
Protocol & Media

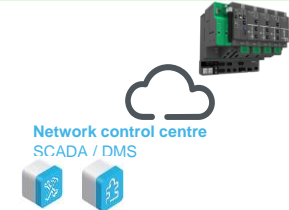


MV & LV Monitoring
with Control



Wireless LV current
sensors

Cyber Security

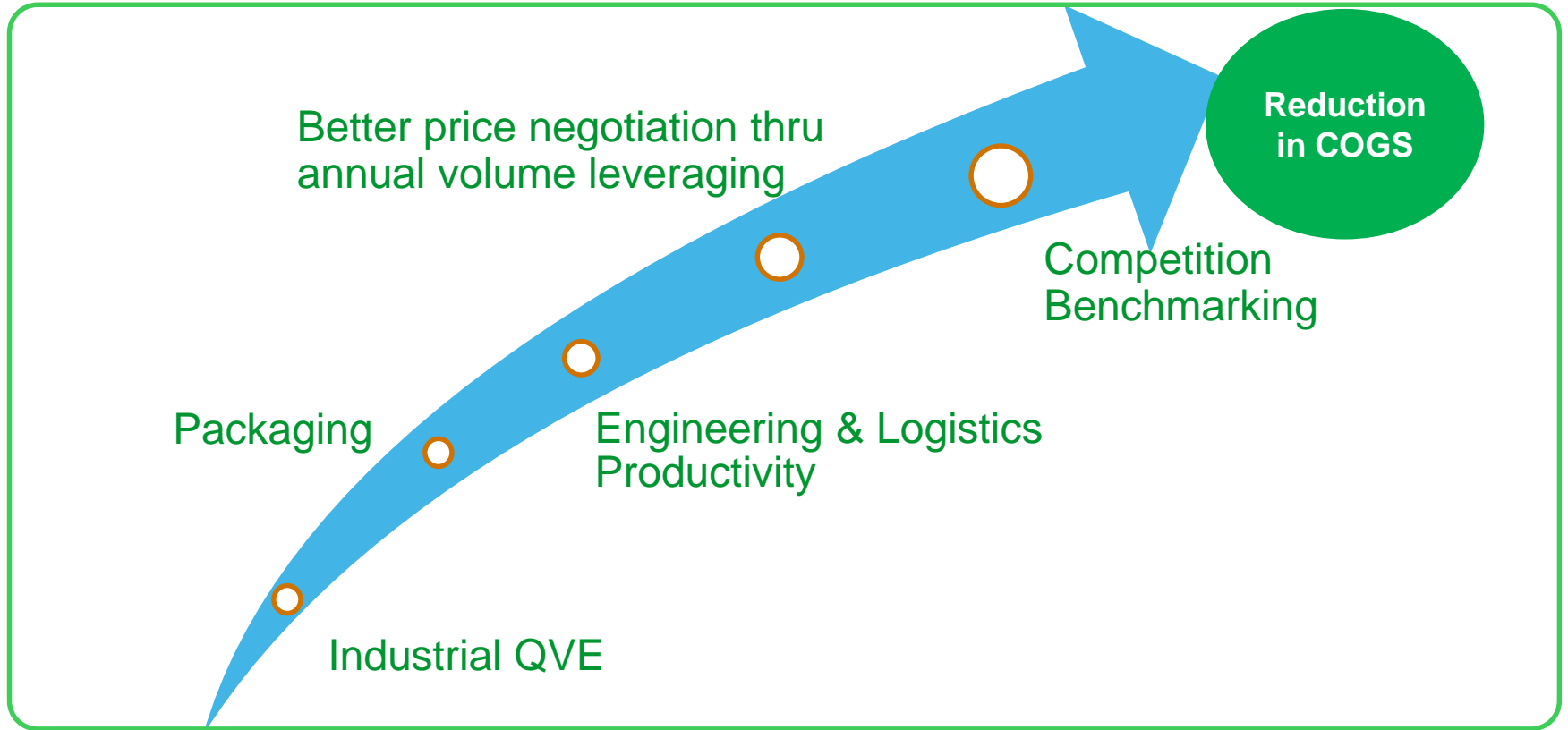


Fully Flexible Solution
- Modular



Easergy-T300: Key component for smart power distribution for Smart City (Being deployed in NRDA Smart City)

Productivity Initiative

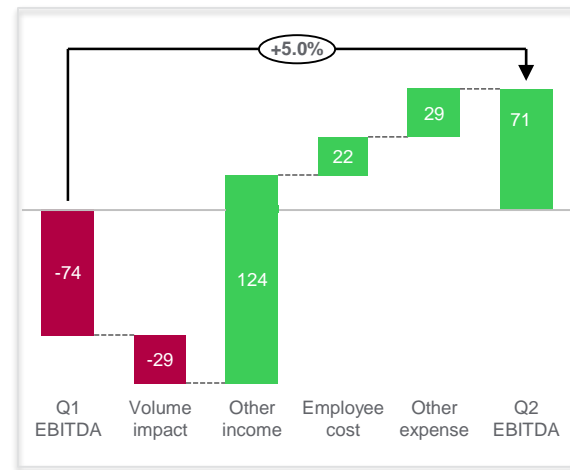


Results Highlights

Financial Results- Update

SEIL results analysis	Q2 (July-Sep 2017)		Q1 (Apr-June 2017)		%Change Vs Q1
	MINR	%	MINR	%	
Sales	2,697		3,084		-12.6%
Other income	136	5.0%	12	0.4%	
Total Sales	2,833		3,096		
Material costs	1,888	70.0%	2,246	72.8%	-2.8%
Gross Margin	945	35.0%	850	27.5%	7.5%
Employee costs	452	16.8%	474	15.4%	1.4%
Other expenses	422	15.6%	450	14.6%	1.0%
EBITDA	71	2.6%	-74	-2.4%	5.0%
Depreciation	65	2.4%	65	2.1%	0.3%
EBIT	6	0.2%	-140	-4.5%	4.7%
Interest	115	4.3%	95	3.1%	1.2%
Profit after tax	-109	-4.0%	-235	-7.6%	3.6%

EBITDA waterfall Q1 to Q2



- Sale is impacted due to slower sales pickup a/c GST PO amendments
- Other income is higher on account of collection from debt written off earlier - 82 MINR
- Material cost on account of productivity actions and better mix



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