

Schneider Electric Infrastructure Limited

Q3 FY 17 – Dec 2016

8th March 2017

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.



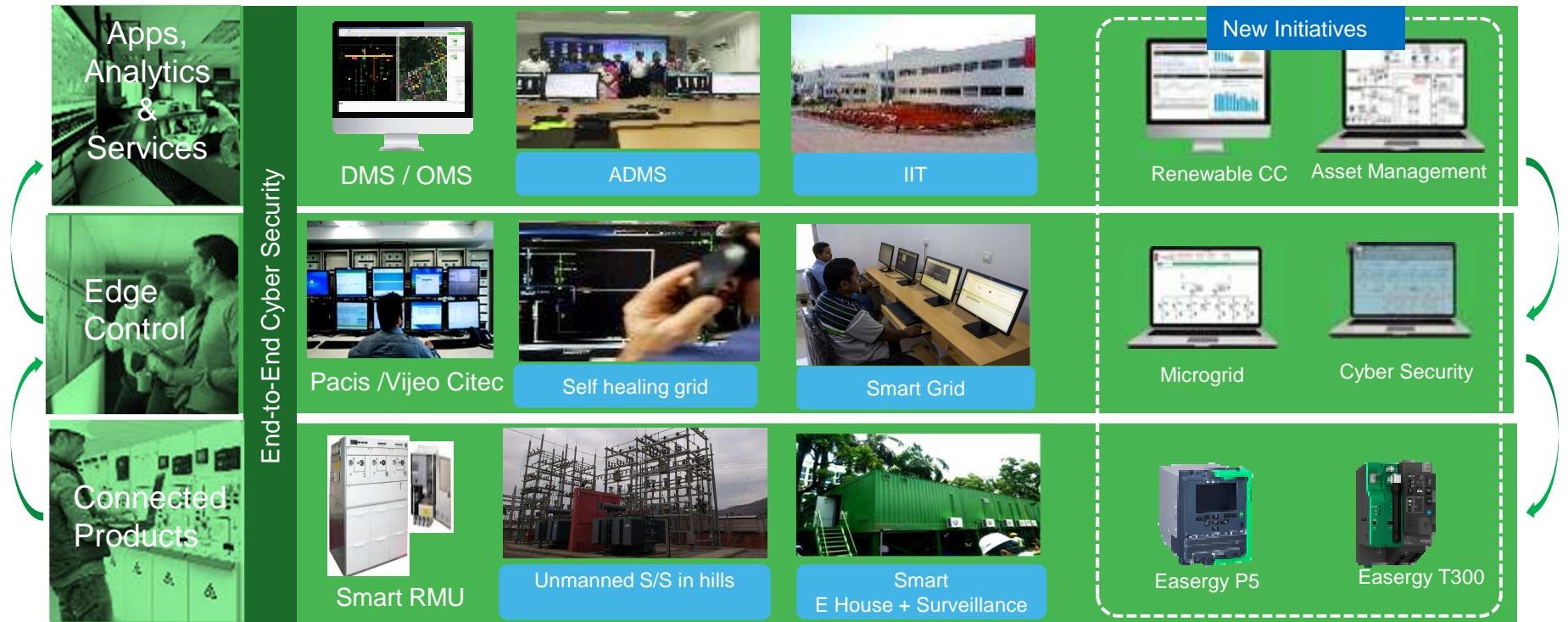
Medium Term Segment Outlook

	Investment Drivers	Connected Products	Edge Control	Enterprise S/W
Utility	<ul style="list-style-type: none"> System strengthening & AT&C reduction :IPDS, UDAY, DDUGJY 24X7 Reliable power : Smart Grids (DMS, OMS AMS) Self Healing, Load Management 	(++)	(+)	(+)
Conv. Generation	<ul style="list-style-type: none"> Ultra mega projects, Govt focus shifting to renewable generation Private generators under financial stress 	(-)	(-)	(-)
Renewable	<ul style="list-style-type: none"> Continued focus on Solar capacity addition 	(+)	(-)	(-)
MMM - Steel	<ul style="list-style-type: none"> Investments mostly in Opex 	(-)	(+)	(-)
MMM - Cement	<ul style="list-style-type: none"> Segment Consolidation underway, grinding units planned to support urbanization and infra development 	(+)	(-)	(-)
O&G	<ul style="list-style-type: none"> Segment recovering slowly Investments in Opex 	(-)	(-)	(+)
Transport	<ul style="list-style-type: none"> Next Wave of Metro in Tier II cities (Nagpur, Ahmadabad, Pune) & expansion projects Investment in Madhepura Loco Shed Freight corridors 	(++)	(+)	(+)
Building	<ul style="list-style-type: none"> Investment in SMART campus (education, Hotels, Healthcare, ...) 	(+)	(-)	
Data Centres	<ul style="list-style-type: none"> Growth in DC :BFSI, Cloud , e-commerce , Telecom, Govt. digitization initiatives 	(+)	(+)	
Smart Cities	<ul style="list-style-type: none"> Central govt. focus on 100 smart cities (Smart Grid, water management, secondary distribution) & push for Make In India 	(+)	(+)	(+)

Life Is On








Energy India Success story : EcoStruxure Solutions









Pioneering the deployment of ETE integrated digital solutions

- ✓ Improve asset utilization (Grid Efficiency – SAIFI, SAIDI)
- ✓ Reduce O&M costs (Capex to Opex – Asset Management)

Success Story : Last Quarter

IED Business		
Oil & Gas	Generation / Power	Utility
		
Panel Builder	Infrastructure/ Metro	MMM
		

PSS Business	
 BUILDING	 UTILITY
 BROADCASTER	 O & G
 PORT	 HEALTH CARE

IEEMA –Intellect 2017 Highlights



Q3 FY 16-17 Schneider Electric Infrastructure Limited

Results Highlights

Key Financials Highlights –Q3 FY 2016-17

Selective approach for healthy order-book, focusing profitability

Liquidity remain challenging in Industry

Orders

Orders in Q3 FY16/17 at **3,410 MINR**. 1% over last year same quarter

Sales

Sales of **4,278 MINR** in Q3 FY 16/17 -12% over last year same quarter.

EBITDA

EBITDA at **320 MINR (7.5%)** in Q3 FY 16/17 Vs.**276 MINR (5.7%)** last year same quarter.

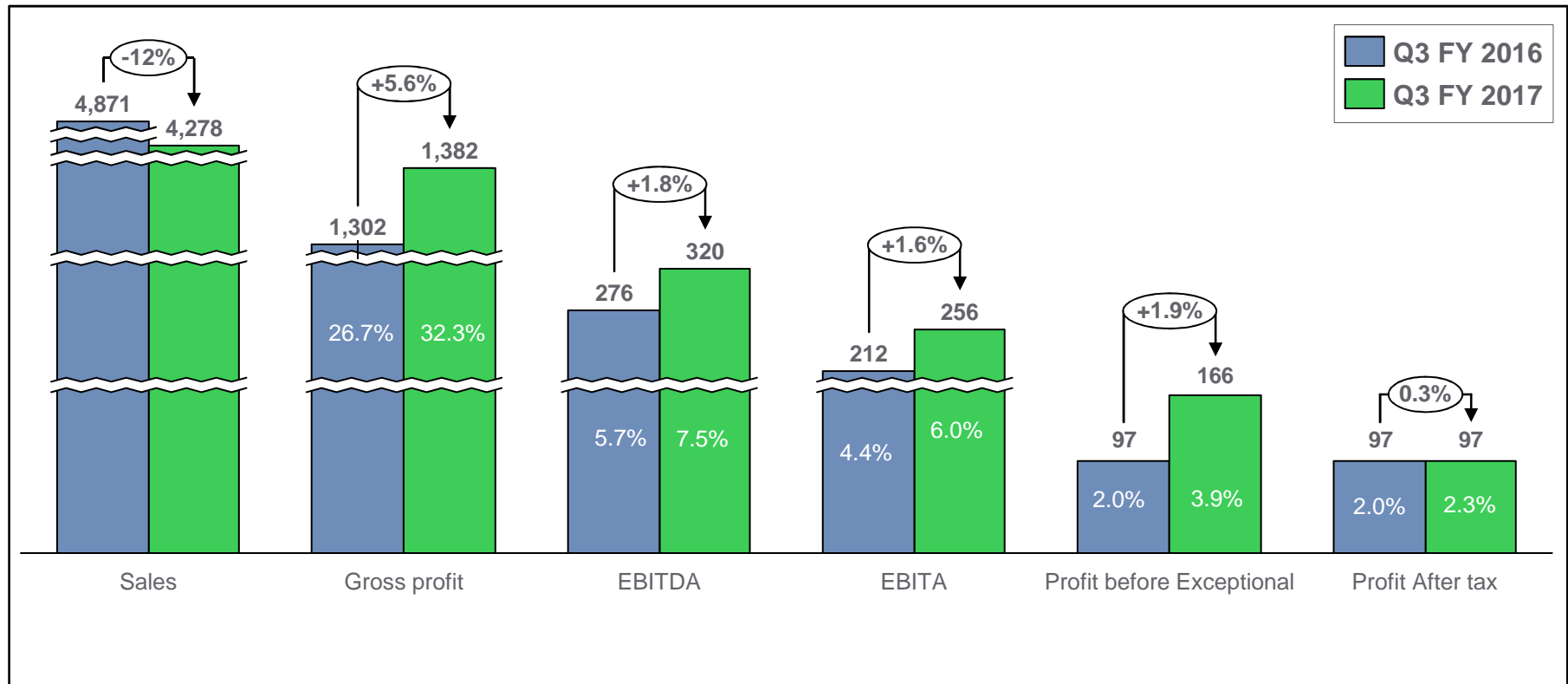
Net Income

Net income at **97 MINR (2.3%)** in Q3 FY 16/17 vs.**97 MINR (2%)** last year same quarter

Q3 FY17 (Oct– Dec) Vs. Q3 FY16 (Oct– Dec)

SEIL results analysis	Q3 (Oct-Dec 2016)		Q3 (Oct-Dec 2015)		YoY (%) Change
	MINR	%	MINR	%	
Sales	4,278		4,871		-12.2%
Other income	82	1.9%	101	2.1%	-0.2%
Total Sales	4,360		4,972		
Material costs	2,978	69.6%	3,670	75.3%	-5.7%
Gross Margin	1,382	32.3%	1,302	26.7%	5.6%
Employee costs	473	11.1%	442	9.1%	2.0%
Other expenses	589	13.8%	583	12.0%	1.8%
EBITDA	320	7.5%	276	5.7%	1.8%
Depreciation	64	1.5%	64	1.3%	0.2%
EBITA	256	6.0%	212	4.4%	1.6%
Interest	89	2.1%	115	2.4%	-0.3%
Profit before Exceptional items	166	3.9%	97	2.0%	1.9%
Employee restructuring	22	0.5%	-	0.0%	0.5%
Provision for bad debt	82	1.9%	-	0.0%	1.9%
Sales of assets	-35	-0.8%	-	0.0%	-0.8%
Profit after tax	97	2.3%	97	2.0%	0.3%

Key Parameters (in MINR)





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