

# Schneider Electric Infrastructure Limited

FY 2017-18

4<sup>th</sup> June 2018

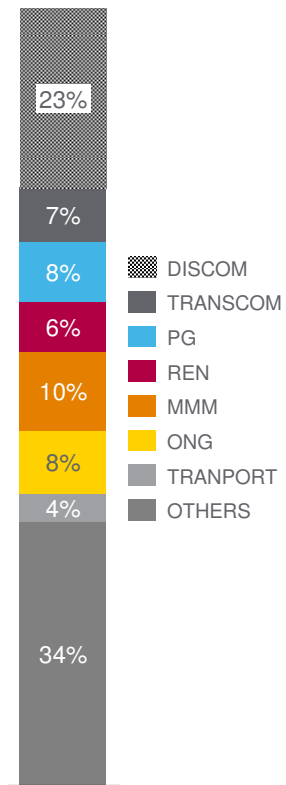
# Disclaimer

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.



# Energy India Market Outlook



<u>Segment</u>	<u>Outlook</u>	<u>Drivers</u>
<b>Utility</b>	●	<ul style="list-style-type: none"> <li>System strengthening &amp; AT&amp;C reduction :IPDS, UDAY, AMI</li> <li>24X7 Reliable power : Smart Grids (DMS, OMS AMS) Self Healing, Load Management</li> </ul>
<b>Conv. Generation</b>	●	<ul style="list-style-type: none"> <li>Improving peak demand and energy deficit</li> <li>No planned ultra mega projects, Govt focus shifting to renewable generation.</li> <li>Private generators under financial stress.</li> </ul>
<b>Renewable</b>	●	<ul style="list-style-type: none"> <li>Continued focus on Solar capacity addition</li> <li>Power to ALL ambition boosting Micro grids and DDUGJY.</li> </ul>
<b>MMM</b>	●	<ul style="list-style-type: none"> <li>Steel : Investments in mostly Opex</li> <li>Cement : Segment Consolidation underway, grinding units planned to support urbanization and infra development</li> </ul>
<b>Oil &amp; Gas</b>	●	<ul style="list-style-type: none"> <li>Segment recovering slowly</li> <li>Investments to support Euro 6</li> </ul>
<b>Transport</b>	●	<ul style="list-style-type: none"> <li>Next Wave of Metro in Tier II cities (Nagpur, Ahmadabad, Pune ) &amp; expansion</li> <li>Freight corridors</li> </ul>
<b>Building &amp; Data Centre</b>	●	<ul style="list-style-type: none"> <li>Investment in SMART campus (education, Hotels, Healthcare, Residential ...)</li> <li>Growth in DC :BFSI, Cloud , e-commerce , Telecom, Govt. digitization initiatives</li> </ul>
<b>Infrastructure &amp; others</b>	●	<ul style="list-style-type: none"> <li>Central govt. focus on 100 smart cities (Smart Grid, WWW, waster management, mobility) &amp; push for Make In India</li> </ul>

2018

# Transactionalization Update

## 1 Organization Update:

- New organization is in place to push transactionalization

## 2 Partner Express:

- Partner Express deployed for RMU MTO offer
- Digital Offer tool-Ecoreal Express fully functional for Partners

## 3 Commercial Policy:

- Commercial policy deployed

## 4 Training:

- Training completed for Partners/ Resellers and Sales team

Simplification of ETO offers: CTO offer for RMU, AIS, Transformer, PSS deployed



# Q1 Success Story

## EcoStruxure Advance Metering Operations (Edge Control)

**Project :** Edge control solution for Smart Meters A/C EESL (Energy Efficiency Services Limited)

### SCHNEIDER SCOPE :

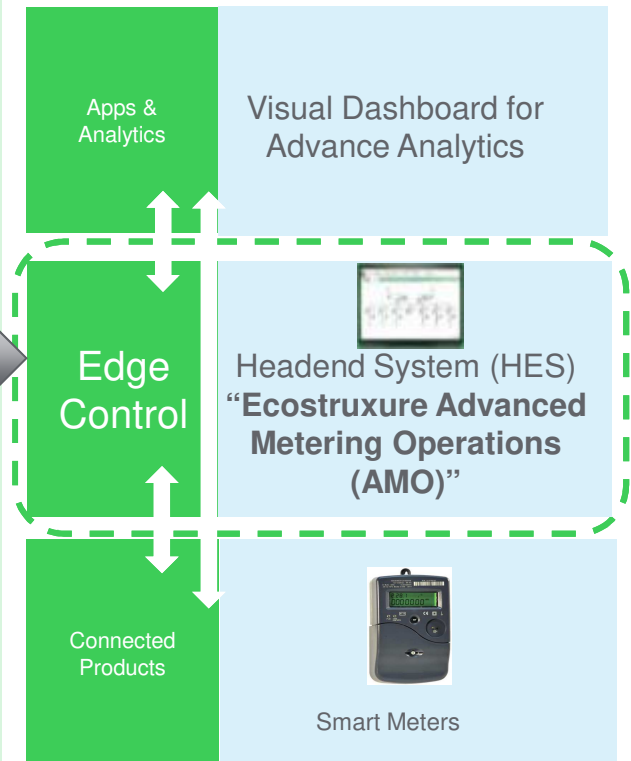
- Acquisition of Smart Meter data
- Establish Two-way communication with meter
- Remote connect and disconnect of meter
- Remote meter re-configuration
- Event messaging (Tampering, pilferages and more)

### BENEFITS OF PROJECT :

- Improve billing efficiency.
- Sustainable increase in DISCOM revenues
- Peak load optimization via Demand Side Management.
- Increase network reliability and efficiency.
- Optimization of power procurement cost

**EcoStruxure™**  
Innovation At Every Level

Advance  
Metering  
Infrastructure



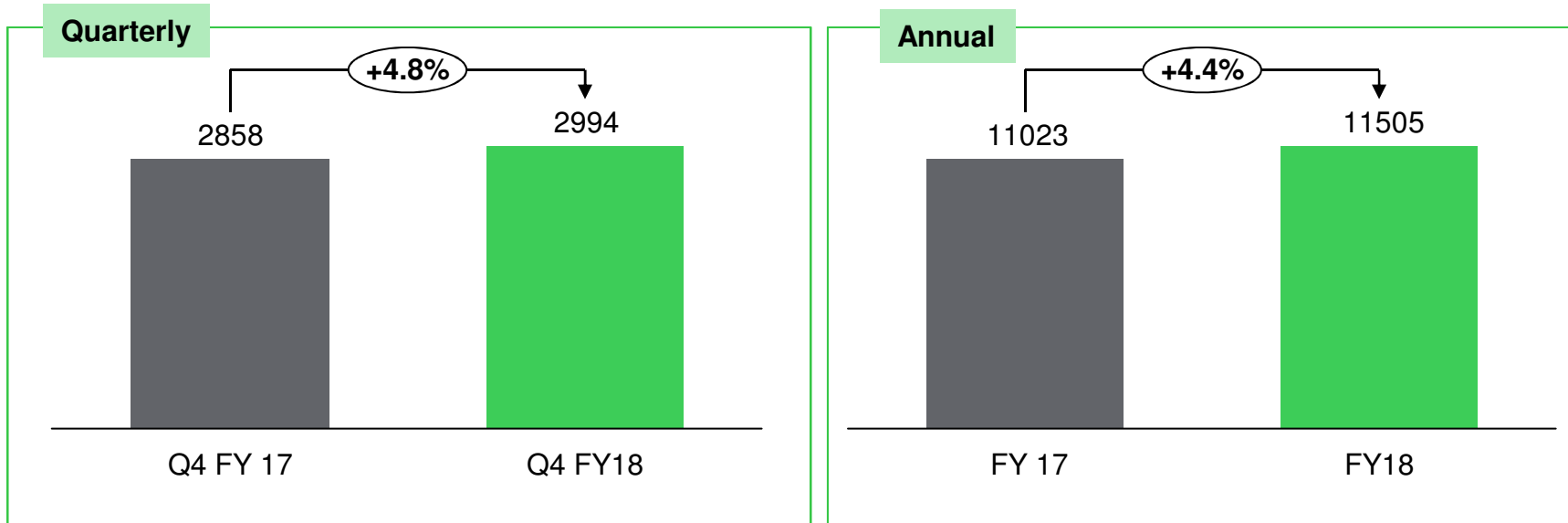
Life Is On

**Schneider**  
Electric

# Results Highlights

# Orders

MINR

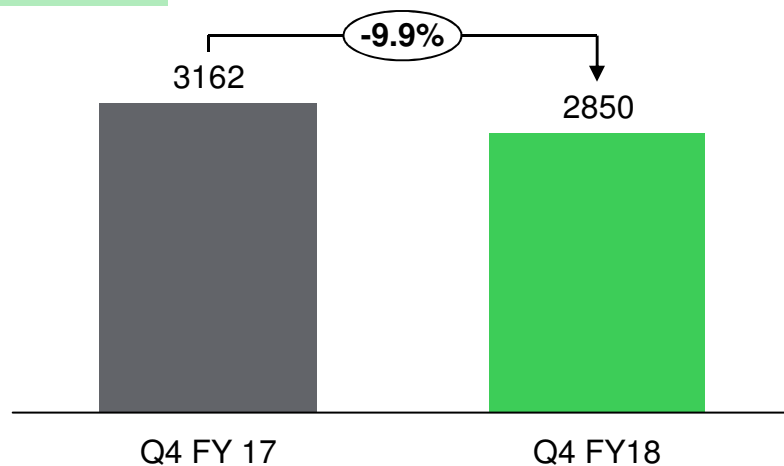


- Order intake positive trend, 4.8% up from last year same quarter and 4.4 % up from last year

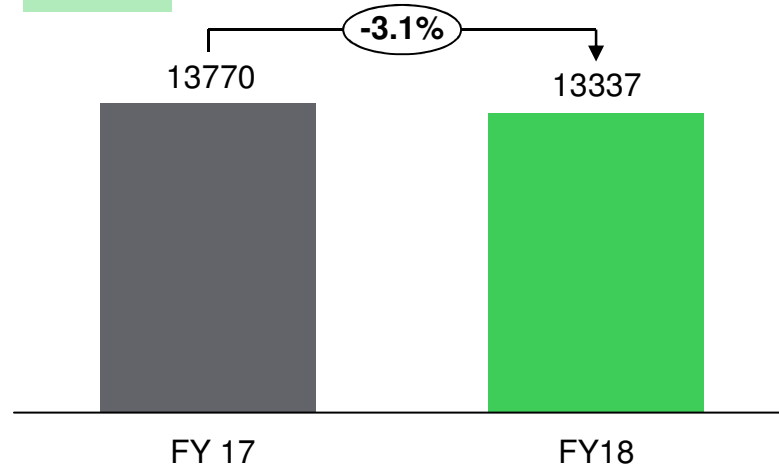
# Sales

MINR

## Quarterly



## Annual



- Sales lower due to postponement of some sales to next quarter due to liquidity challenges from customer side



## Financial Results- FY18 vs FY17

SEIL results analysis	FY 2017-18		FY 2016-17		YoY (%) Change
	MINR	%	MINR	%	
Sales	13,337		13,770		-3%
Other income	247	1.9%	101	0.7%	
<b>Total Sales</b>	<b>13,584</b>		<b>13,871</b>		
Material costs	9,560	71.7%	9,899	71.9%	-3%
<b>Gross Margin</b>	<b>4,024</b>	<b>30%</b>	<b>3,972</b>	<b>29%</b>	<b>1%</b>
Employee costs	1,846	14%	1,727	13%	7%
Other expenses	1,567	12%	1,662	12%	-6%
<b>EBITDA</b>	<b>611</b>	<b>5%</b>	<b>583</b>	<b>4%</b>	<b>5%</b>
Depreciation	269	2%	274	2%	-2%
<b>EBITA (before Forex)</b>	<b>343</b>	<b>3%</b>	<b>309</b>	<b>2%</b>	<b>11%</b>
Forex loss	216	2%	-131	-1%	-
<b>EBITA</b>	<b>126</b>	<b>1%</b>	<b>439</b>	<b>3%</b>	<b>-71%</b>
Interest	408	3%	411	3%	-1%
<b>Profit before Exceptional items</b>	<b>-282</b>	<b>-2%</b>	<b>28</b>	<b>0%</b>	<b>-</b>
Exceptional items	365	3%	1,787	13%	-
<b>Profit after tax</b>	<b>-647</b>	<b>-5%</b>	<b>-1,759</b>	<b>-13%</b>	<b>-</b>

- Improvement in other expenses on a/c of operating efficiencies
- Exceptional mainly consist of provision for doubtful debts and tax litigation



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