

Schneider Electric Infrastructure Limited

Q2 FY 2018-19

15th Nov 2018

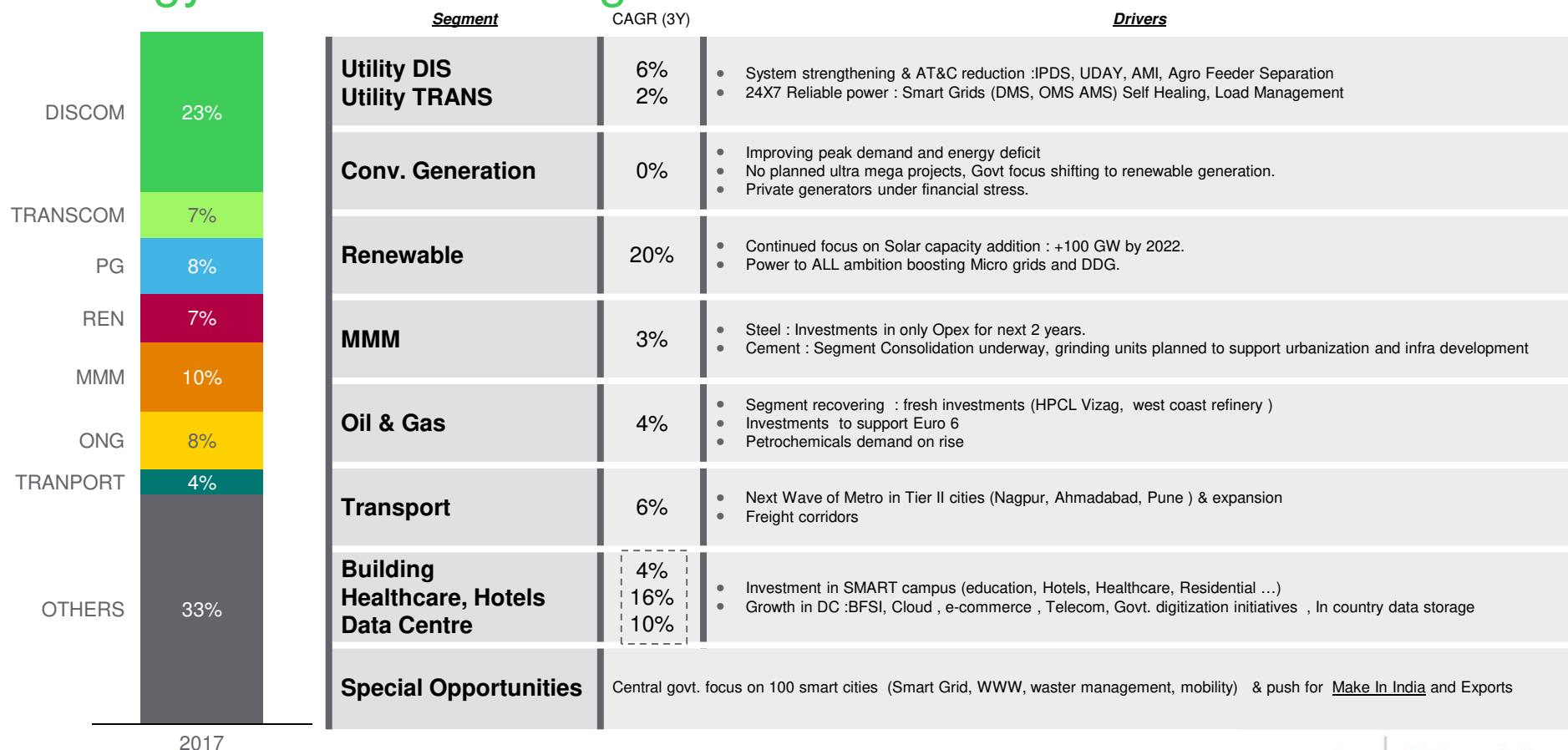
Disclaimer

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 Segment Outlook



2017



Fixing the Basics

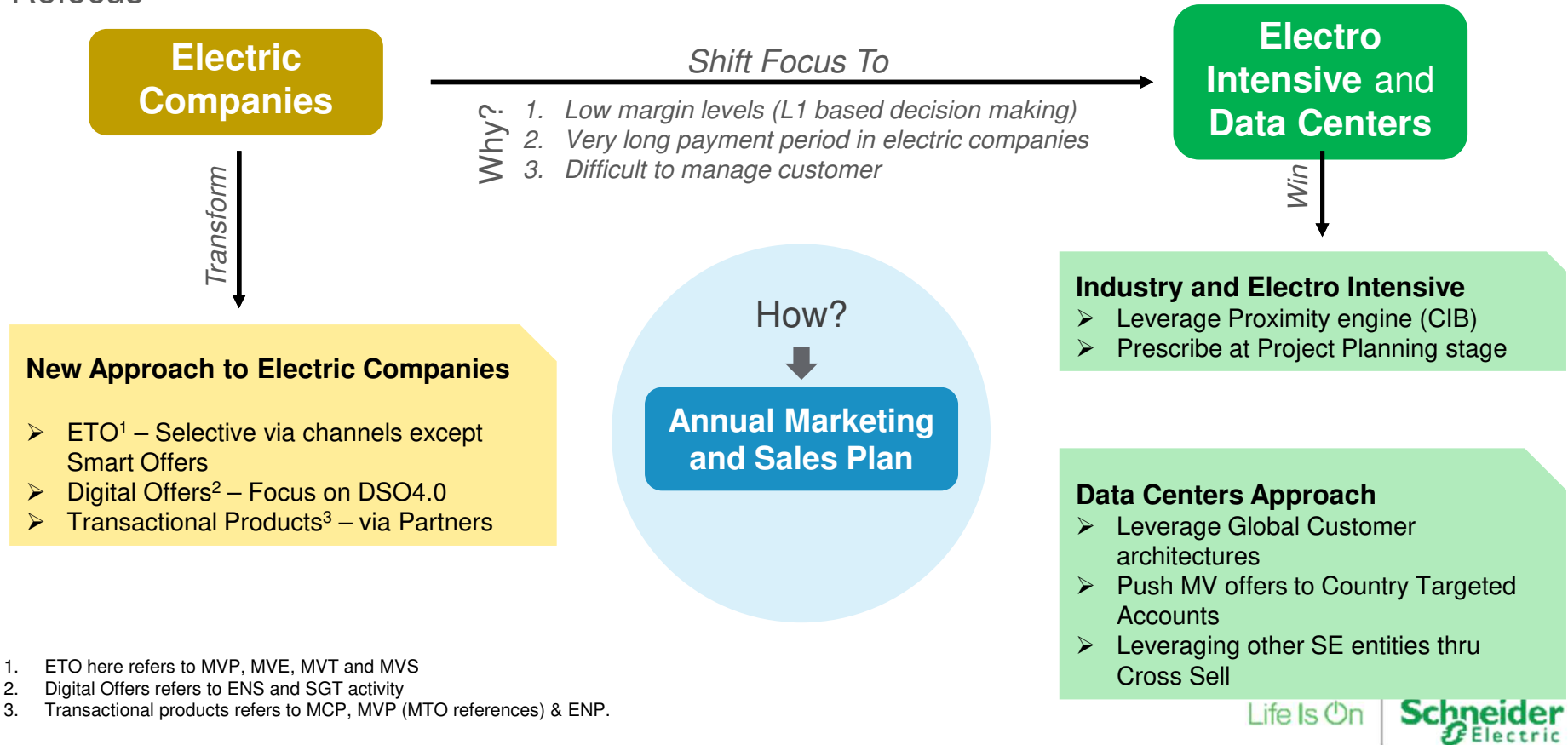
Short Term Actions



	Concern	Current Status/ Actions Taken	Plan ahead (2019)
1	Non Linear Sales Plan	'Q4 Heavy' Sales plan is addressed via better alignment across teams	Q1 Load situation in activities other than AIS needs to be improved
2	Manufacturing Quality	Quality of Fabrication Supplies needs to be improved	Key priority to be worked upon in 2019
3	Cost Management	2018 Correction in cost folder has increased Transparency	Periodic update and cost tracking process needs to be strengthened
4	Low Competitiveness	Cost improvement Workshops conducted for Products	Need to monitor and realize the <i>good QVE pipeline</i> available for 2019

Segment Strategy

Refocus

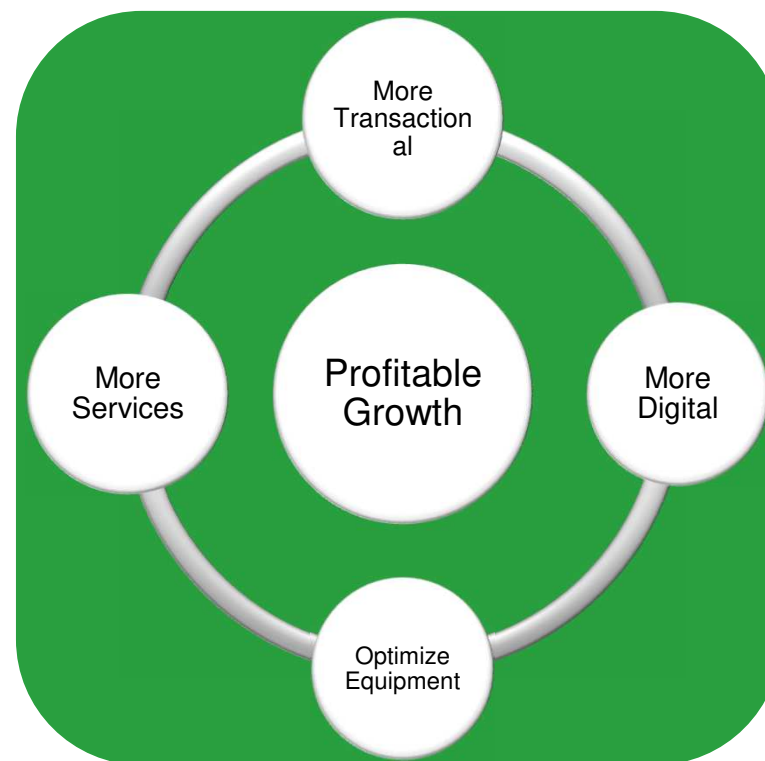


Overall BU business evolution

As per Rebound 2.0



Activity (Sales)	2017	2018	2019	2020
INMCP	-	▲	▲	▲
INMVP	-	▲	▬	▲
INENP	-	▬	▲	▬
Transactional	-	+5%	+2%	+2%
INENS	-	▬	▲	▲
SISGT	-	▼	▲	▲
INSL2	-	▼	▲	▲
Project	-	-4%	+2%	+3%
INMVT	-	▬	▬	▬
INMVS	-	▬	▼	▼
INMVE	-	▬	▼	▼
Equipment	-	-2%	-4%	-7%
Services	-	+3%	+1%	+1%
Energy India	100%	100%	100%	100%



Financial Update

Financial Results- Q2 Sep-18 vs Previous year

MINR

SEIL results analysis	Q2 (July-Sep 2018)		Q2 (July-Sep 2017)		YoY (%) Change
	MINR	%	MINR	%	
Sales	3,191		2,697		18%
Other income	29		135		
Total Sales	3,221		2,833		
Material costs	2,353	73.7%	1,888	70.0%	
Gross Margin	867	27.2%	945	35.0%	
Employee costs	506	15.8%	452	16.8%	
Other expenses	388	12.2%	422	15.6%	
EBITDA	-26	-0.8%	71	2.6%	
Depreciation	67	2.1%	65	2.4%	
EBITA	-93	-2.9%	6	0.2%	
Interest	110	3.4%	115	4.3%	
Profit before Exceptional items	-203	-6.3%	-109	-4.0%	
Exceptional	69		0		
Profit after tax	-272	-8.5%	-109	-4.0%	

- Good sales growth +18% across segments
- Material cost is adversely impacted by forex and mix - higher equipment sales
- Exceptional mainly consist of employee restructuring in ETO plant

Financial Results- YTD Sep 18 vs Previous year

MINR

SEIL results analysis	YTD Sep 18		YTD Sep 17		YoY (%) Change
	MINR	%	MINR	%	
Sales	6,625		5,782		14.6%
Other income	78		147		
Total Sales	6,702		5,929		
Material costs	4,819	72.7%	4,134	71.5%	
Gross Margin	1,884	28.4%	1,794	31.0%	
Employee costs	962	14.5%	926	16.0%	
Other expenses	677	10.2%	872	15.1%	
EBITDA	244	3.7%	-3	-0.1%	
Depreciation	137	2.1%	130	2.3%	
EBITA	106		-134		
Interest	215	3.3%	210	3.6%	
Profit before Exceptional items	-109	-1.6%	-344	-6.0%	
Exceptional	86				
Profit after tax	-195	-2.9%	-344		

- Focused execution resulted in good sales growth +15%
- Material cost is adversely impacted by forex and mix - higher equipment sales
- Exceptional mainly consist of employee restructuring in ETO plant



Life Is On