

Schneider Electric Infrastructure Limited

Q1 FY 2018-19

30th July 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.

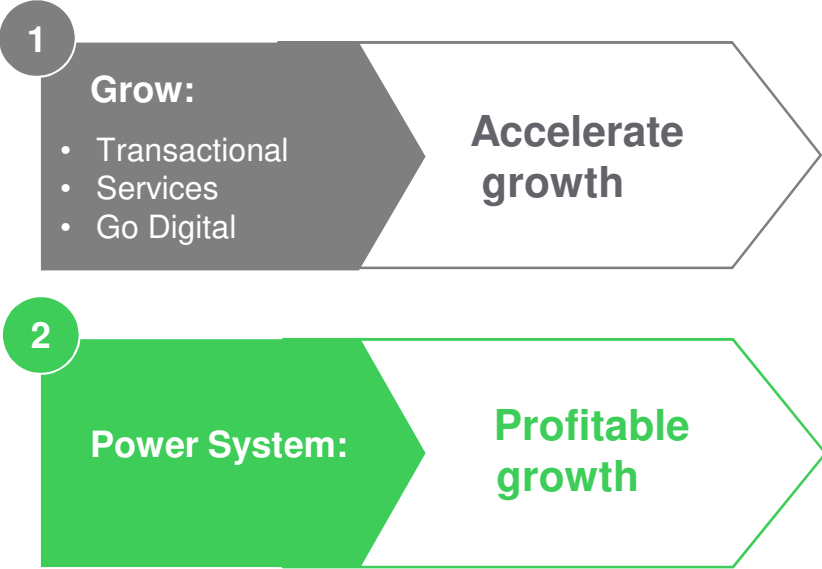


Energy India Market Outlook

	<u>Segment</u>	Outlook	<u>Drivers</u>
~50 to 55%	Utility	●	<ul style="list-style-type: none"> • 24X7 Reliable power : Smart Grids (DMS, OMS AMS) Self Healing, Load Management • New trend: Automatic meter data management system • System strengthening & AT&C reduction : MOP tightens lending to discoms with high ATC losses
	Conv. Generation	●	<ul style="list-style-type: none"> • Improving peak demand and energy deficit • Govt focus remains in renewable generation. • Private generators under financial stress.
	Renewable	●	<ul style="list-style-type: none"> • Transformer new standard – IS1180 has improved product quality in the industry • Continued focus on Solar capacity addition ... • Power to ALL ambition boosting Micro grids
~5 to 10%	MMM	●	<ul style="list-style-type: none"> • Steel : Investments selective • Cement : Segment Consolidation, grinding units planned to support urbanization and infra development
	Oil & Gas	●	<ul style="list-style-type: none"> • Segment recovering slowly • Investments to support Euro 6
~5 to 10%	Transport	●	<ul style="list-style-type: none"> • Next Wave of Metro in metro cities (Nagpur, Ahmadabad, Pune , Mumbai) & expansion • Bullet train – Mumbai to Ahmedabad
	Building & Data Centre	●	<ul style="list-style-type: none"> • Investment in SMART campus (education, Hotels, Healthcare, Residential ...) • Growth in DC : Cloud , e-commerce , Telecom, Govt. digitization initiatives
~ 20%	Infrastructure & others	●	<ul style="list-style-type: none"> • Central govt. focus on smart cities (Smart Grid, WWW management, mobility) • Smart PSS for highway project • Smart Airports..

Rebound 2.0 - Update

Trends : Last 6 months



Business Mix

- Transactional : +++
- Service : +
- Automation : ++
- Power System : +

Order : ++

Cash : Cash positive (more than sales)

Success Stories

Success Story : Samsung Largest Mobile factory Powered up with SE Solutions

Samsung: New Integrated Factory for Mobiles & Home Appliances. This is World's largest mobile factory with capacity of 120million units /year



Edge
Control

Power SCADA

Connected
Products

Energy

- 11KV Panels
- 11KV DG Panels Panels
- IED - Vamp57

Other BUs

- LVP (NW +NSX)
- UPS – 5000KVA
- Busway

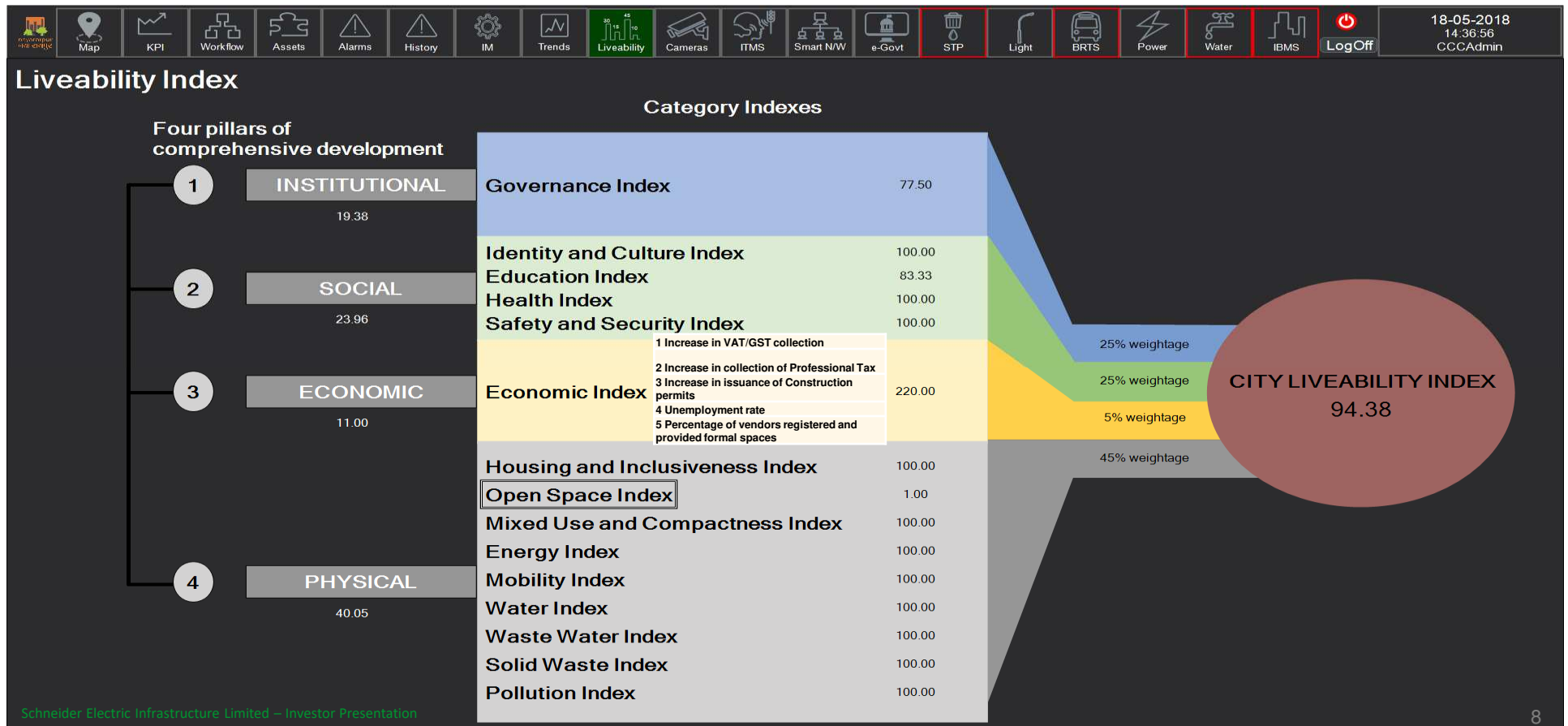


Inaugurated by Honourable PM of India on 9th Jul 2018 at Noida

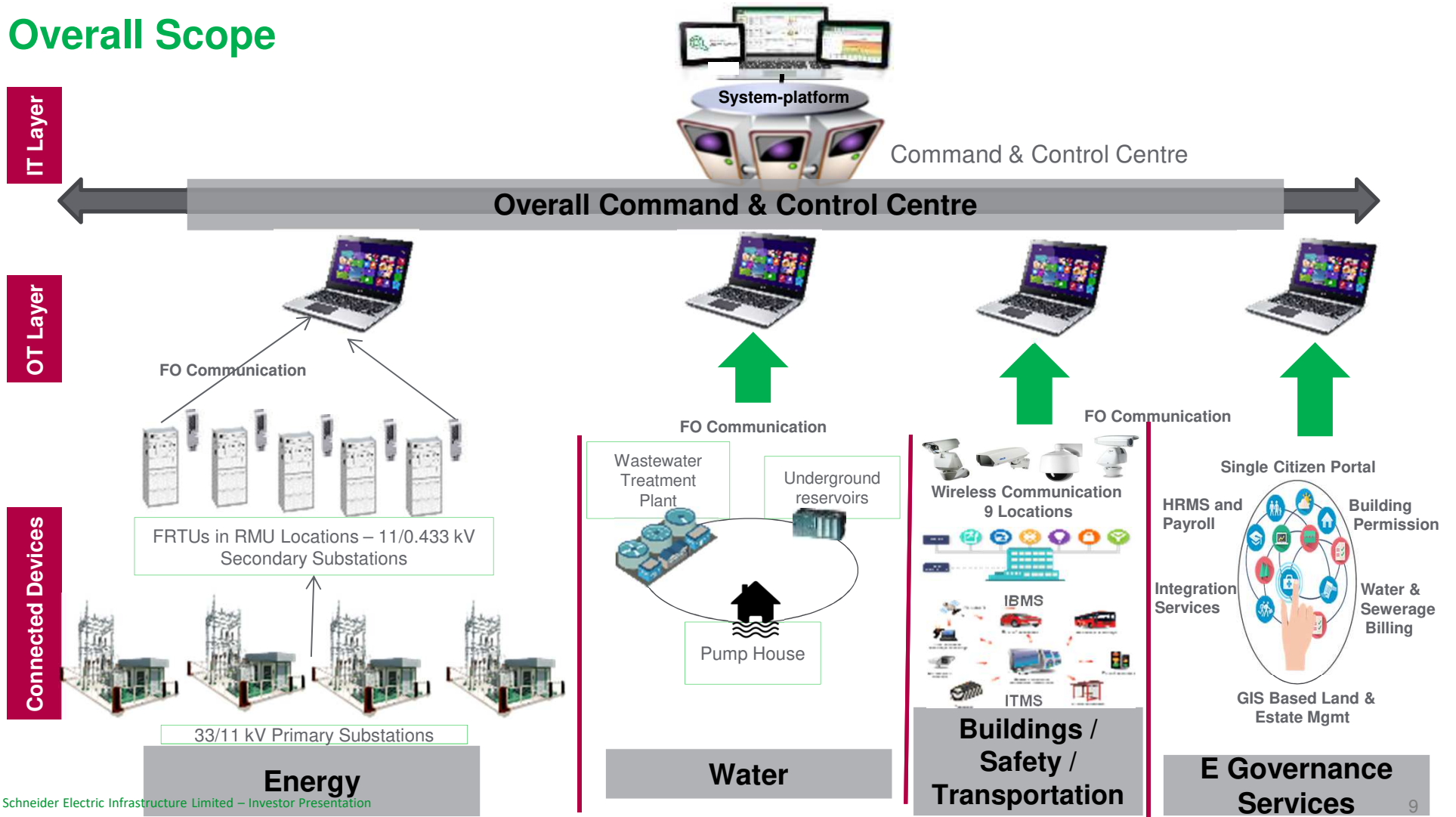
Naya Raipur Smart City - Inaugurated by Hon'ble Prime Minister of India on 14th June



City Livability index* : Implemented at Naya Raipur



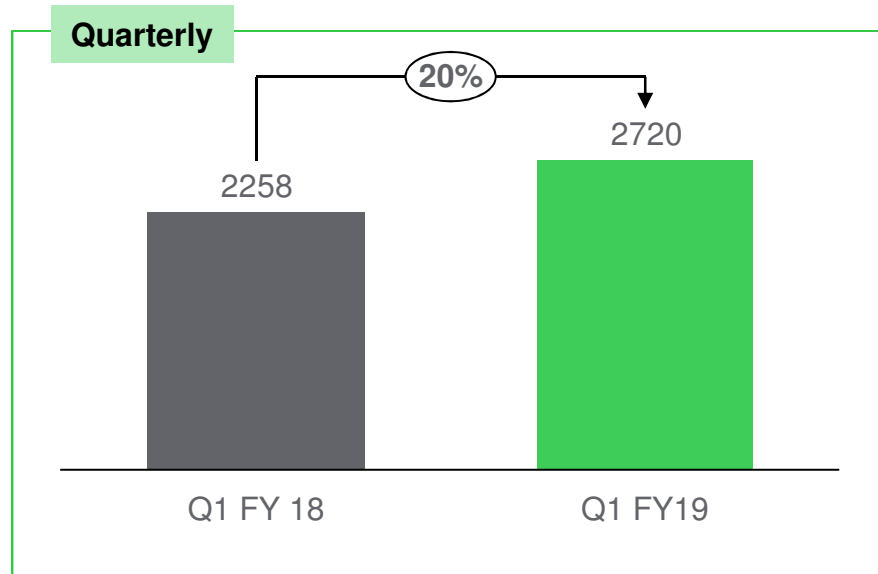
Overall Scope



Results Highlights

Orders

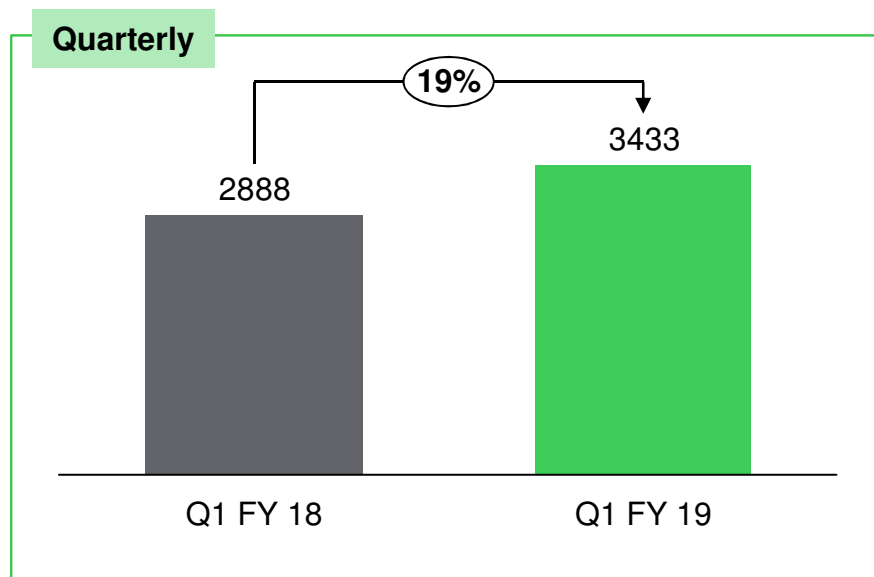
MINR



- Strong order intake, +20% up from last year same quarter

Sales

MINR



* Q1'FY 18 Sales is net of Excise duty

- Strong execution of backlog, Sales increased by 19% over last year same quarter

Financial Results- Q1 FY-19 vs Q1 FY-18

SEIL results analysis	Q1 (Apr-June 2018)		Q1 (Apr-June 2017)	
	MINR	%	MINR	%
Sales	3,433	*	2,888	
Other income	49	1.4%	12	0.4%
Total Sales	3,482		2,899	
Material costs	2,466	71.8%	2,049	71.0%
Gross Margin	1,016	29.6%	850	29.4%
Employee costs	457	13.3%	474	16.4%
Other expenses	290	8.4%	450	15.6%
EBITDA	270	7.9%	-74	-2.6%
Depreciation	70	2.1%	65	2.3%
EBITA	199	5.8%	-140	-4.8%
Interest	106	3.1%	95	3.3%
Profit before Exceptional items	93	2.7%	-235	-8.1%
Exceptional	17	0.5%	0	0.0%
Profit after tax	77	2.2%	-235	-8.1%

* Q1'FY 18 Sales is net of Excise duty

- Strong execution of backlog resulted in good sales growth **+19%**
- Employee cost- Plant restructuring activity initiated
- Improvement in other expenses on a/c of Warranty/org redesign, debtor recovery, better forex management, and efficiencies
- Exceptional mainly consist of employee restructuring





Life Is On