



## > Message From Chairman

With great pride and pleasure I am presenting to you, our shareholders, the Annual Report 2013-14 of Schneider Electric Infrastructure Limited (SEIL). For the past two years, we have been successfully collaborating with other Schneider Electric Companies to increase the offerings in the Infrastructural sector and improve our access to markets.

Although the global energy requirement continues to rise, to support rapid urbanization and industrialization, the dearth of resources to meet the growing demand is posing a major challenge. Everyone is focusing on achieving more output with minimum available input. With advanced technologies that can save up to 30% of business-as-usual energy consumption, increasing the efficiency to higher levels is central to the energy challenge. Your Company has retained the market leadership in energy infrastructure and has remained a key player in the energy distribution and automation landscape.

The year also marked the start of a rapid shift to digitization. The shift towards smart and connected equipment is creating smarter electrical grids. A rapid shift to digitization, will require electrical contractors and end-users to be equipped with adequate knowledge regarding energy management systems so as to effectively manage smart assets, that might be spread

far and wide throughout industry and infrastructure. Schneider Electric's on-line resources, its people and services are there to help customers about energy efficiency. They will answer key questions and increase their level of knowledge. Your Company's order performance during the year has been stable. However, profit has been influenced by several factors like restructuring cost, debtors provisioning etc. Nonetheless, with the backing of an energized and committed workforce, I hold complete faith in Your Company's ability to continue on the profitable growth in the existing business. We also look forward to become a stronger and more profitable market leader by prospering in new growth areas. Schneider Electric Infrastructure Limited will continue to focus on customer satisfaction and innovation by scaling up the local manufacturing with an exclusive range of 'Smart' products and 'Smart' solutions, Your Company has strengthened its position in the Infrastructure Business as a key player. I proudly dedicate the Annual Report of Schneider Electric Infrastructure Limited to all our shareholders, investors, customers, employees, communities and other stakeholders for their continued confidence and faith in our business model and our capacity to help build a country of smarter infrastructure.

**Vinod Kumar Dhall**  
Chairman