

June 04, 2018

The Manager
Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, Bandra Kurla Complex
Bandra (East)
MUMBAI 400 051

Fax # 022-2659 8237/8238/8347/8348
Symbol: SCHNEIDER

The Secretary
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers, Dalal Street
MUMBAI 400 001

Fax # 022-2272 3121/2037/2039
Scrip Code No. 534139

Dear Sir,

Sub: Schedule of Investor Conference call and copy of presentation

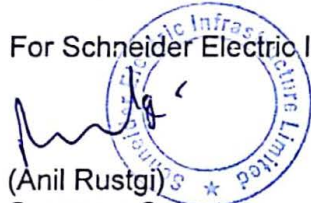
In terms of Regulation 46(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we are having an Investor Conference call today i.e. Monday, 4th June 2018 at 03:30 P.M. The Dial-in details are enclosed.

A copy of the presentation to be presented in today's call is also enclosed.

We request you to take note of the same.

Yours faithfully,

For Schneider Electric Infrastructure Limited


(Anil Rustgi)
Company Secretary

Encl: As above

Investor Conference Call

Elara Securities (India) Private Limited is pleased to invite you to a Conference Call with

Schneider Electric Infrastructure Ltd

represented by

Mr. Prakash Chandraker – Managing Director

Mr. Arnab Roy – Chief Financial Officer

Mr. Vineet Jain – Head, Investor Relations

Subject: Conference call to discuss FY18 Financial performance

Date: Monday, 4th June, 2018

Time: 03.30 PM IST

11.00 AM (UK) - 06.00 PM (Singapore, Hong Kong)

06.00 AM (East Coast, US) - 03.00 AM (West Coast, US)

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Schneider Electric Infrastructure Limited

FY 2017-18

4th June 2018

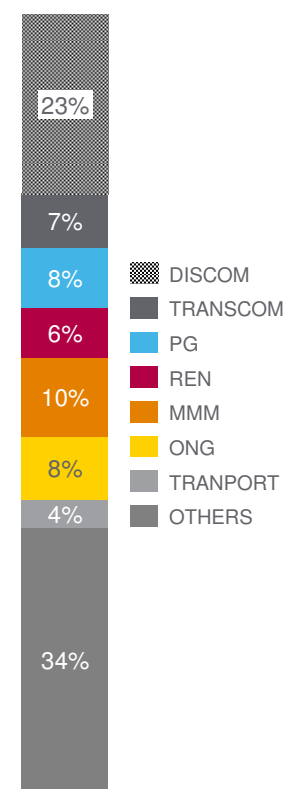
Disclaimer

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



2018

<u>Segment</u>	<u>Outlook</u>	<u>Drivers</u>
Utility	●	- System strengthening & AT&C reduction :IPDS, UDAY, AMI 24X7 Reliable power : Smart Grids (DMS, OMS AMS) Self Healing, Load Management
Conv. Generation	●	- Improving peak demand and energy deficit - No planned ultra mega projects, Govt focus shifting to renewable generation. - Private generators under financial stress.
Renewable	●	- Continued focus on Solar capacity addition - Power to ALL ambition boosting Micro grids and DDUGJY.
MMM	●	- Steel : Investments in mostly Opex - Cement : Segment Consolidation underway, grinding units planned to support urbanization and infra development
Oil & Gas	●	- Segment recovering slowly - Investments to support Euro 6
Transport	●	- Next Wave of Metro in Tier II cities (Nagpur, Ahmadabad, Pune) & expansion - Freight corridors
Building & Data Centre	●	- Investment in SMART campus (education, Hotels, Healthcare, Residential ...) - Growth in DC :BFSI, Cloud , e-commerce , Telecom, Govt. digitization initiatives
Infrastructure & others	●	Central govt. focus on 100 smart cities (Smart Grid, WWW, waster management, mobility) & push for Make In India

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 :

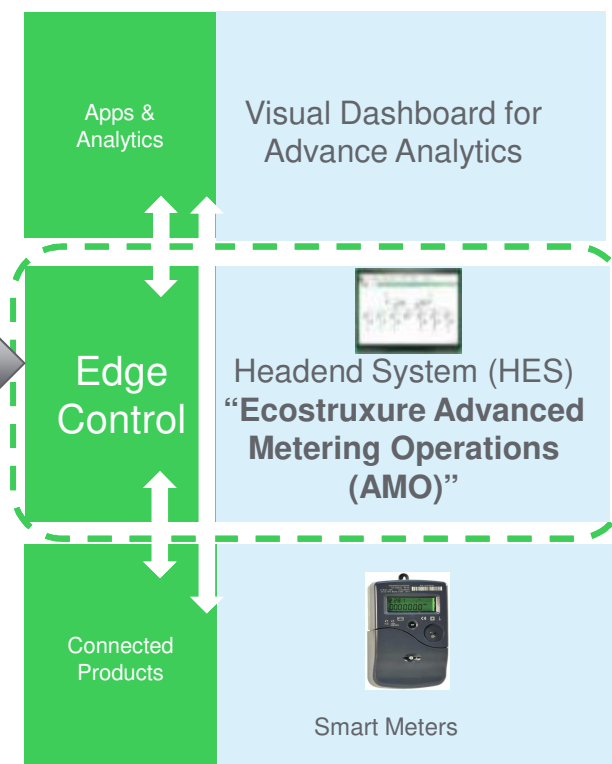
- Acquisition of Smart Meter data
- Establish Two-way communication with meter
- Remote connect and disconnect of meter
- Remote meter re-configuration
- Event messaging (Tampering, pilferages and more)

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

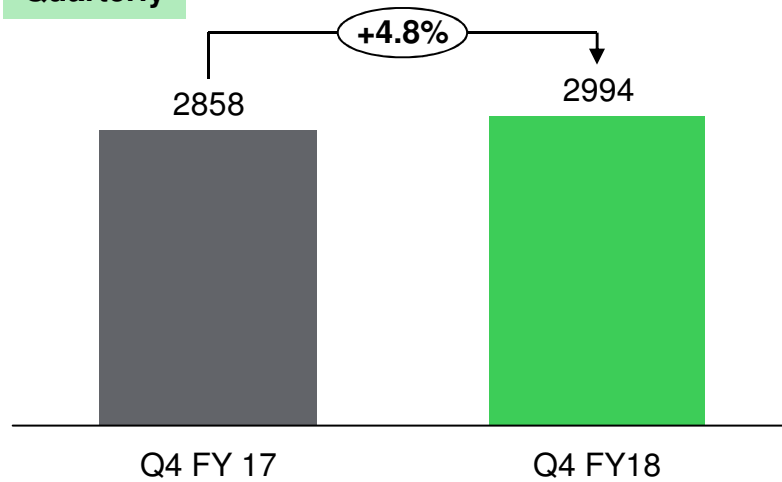
Schneider
Electric

Results Highlights

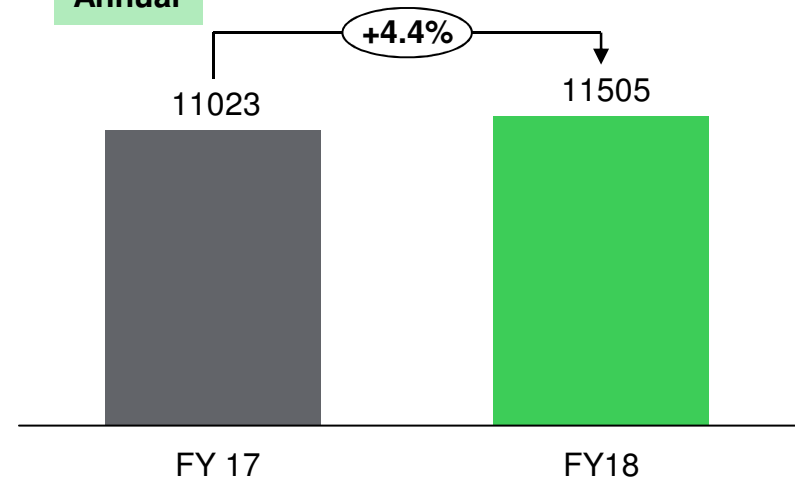
Orders

MINR

Quarterly



Annual

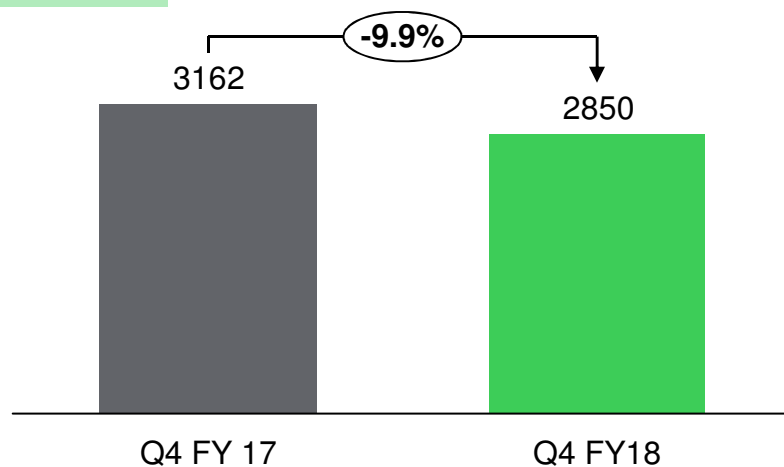


- Order intake positive trend, 4.8% up from last year same quarter and 4.4 % up from last year

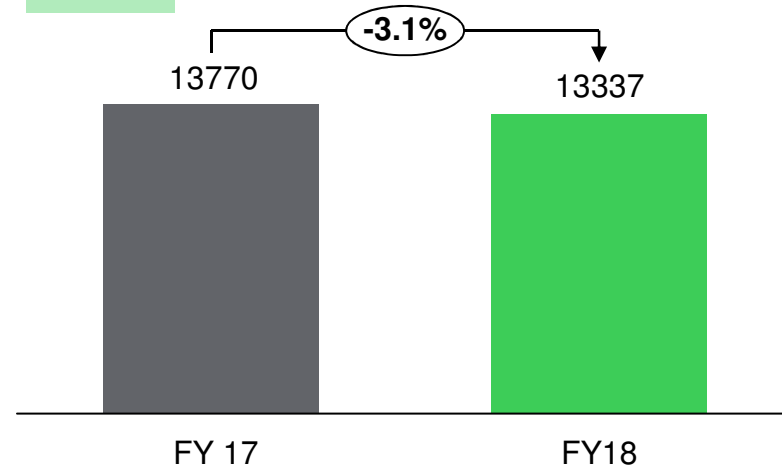
Sales

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%	
Total Sales	13,584		13,871		
Material costs	9,560	71.7%	9,899	71.9%	-3%
Gross Margin	4,024	30%	3,972	29%	1%
Employee costs	1,846	14%	1,727	13%	7%
Other expenses	1,567	12%	1,662	12%	-6%
EBITDA	611	5%	583	4%	5%
Depreciation	269	2%	274	2%	-2%
EBITA (before Forex)	343	3%	309	2%	11%
Forex loss	216	2%	-131	-1%	-
EBITA	126	1%	439	3%	-71%
Interest	408	3%	411	3%	-1%
Profit before Exceptional items	-282	-2%	28	0%	-
Exceptional items	365	3%	1,787	13%	-
Profit after tax	-647	-5%	-1,759	-13%	-

- 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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