

September 22, 2017

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

The Secretary
The Calcutta Stock Exchange Limited
7, Lyons Range
KOLKATA 700 001

Fax # 033-2104486/4500/2230/3020
Scrip Code No. 10030003

Dear Sir,

Sub: Copy of Managing Director presentation

In terms of Regulation 46(2) and other applicable Regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we wish to inform that we will have a Managing Director presentation today at the Annual General Meeting at 11:00 A.M.

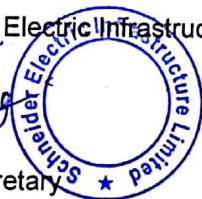
A copy of the presentation to be shared at the meeting is enclosed herewith and simultaneously uploaded on our website <http://infra.schneider-electric.com/in/>.

We request you to take note of the same.

Yours faithfully,

For Schneider Electric Infrastructure Limited


(Anil Rustgi)
Company Secretary



Encl: As Above



AGM - Schneider Electric Infrastructure Limited
Vadodara : 22 - 09 -17

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Life Is On

Schneider
Electric

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.



Agenda

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Business at a Glance

2

Our Customers & Markets Segments

3

Business Rebound Initiative - Update

4

Success Stories

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Vision

Business at a Glance

SEIL Business at a Glance



Business Focus : Demand side

Medium voltage & grid automation

ROUTE TO MARKET (% OF REVENUE)

~55%
Utility

~45%
Non Utility

Market leadership : **Moving up in the value chain**

Good installed base to **leverage services business**

Comprehensive **End-to-End solutions**

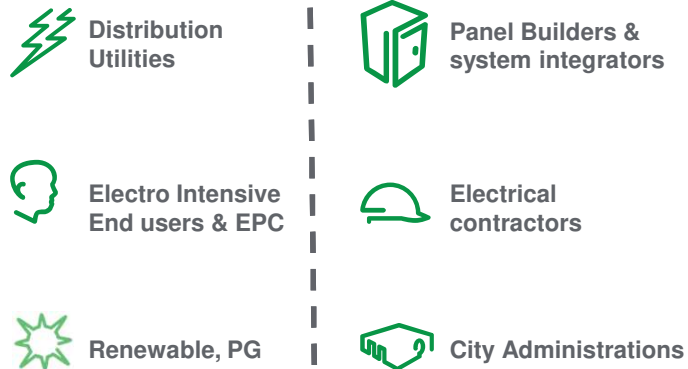
Powerful PARTNER **go-To-Market** in Transactional



Our customers & Market Segments

Our customers

KEY CUSTOMERS



+ Strong synergies with the Group for smart city

Megatrends: Decarbonization, Decentralization, Digitization & Bidirectional flow of energy...

Our markets

Segment	Key Drivers
Utilities & PG → • 24X7 affordable and reliable power • GOT / IOT : Asset utilization, Grid Mgmt • Reduction in O&M costs	●
Oil & Gas → • Uninterrupted power distribution system for Critical processes • R & M	●
MMM → • No significant movement is visible • Cement market is showing positive trends	●
Data Center → • Secure Power system • MV closer to the load with packaged solution	●
CIB → • Institutional buildings, Convention centre's, Premium housing complex..	●
Metro → • Mission critical application • Extension of existing Metros : Mumbai ph-2 & 3, Delhi ph-4 • Tier – 2 Cities : Nagpur, A'Bad, Vijaywada ...)	●

Business Rebound Initiative - Update

Profitability Actions

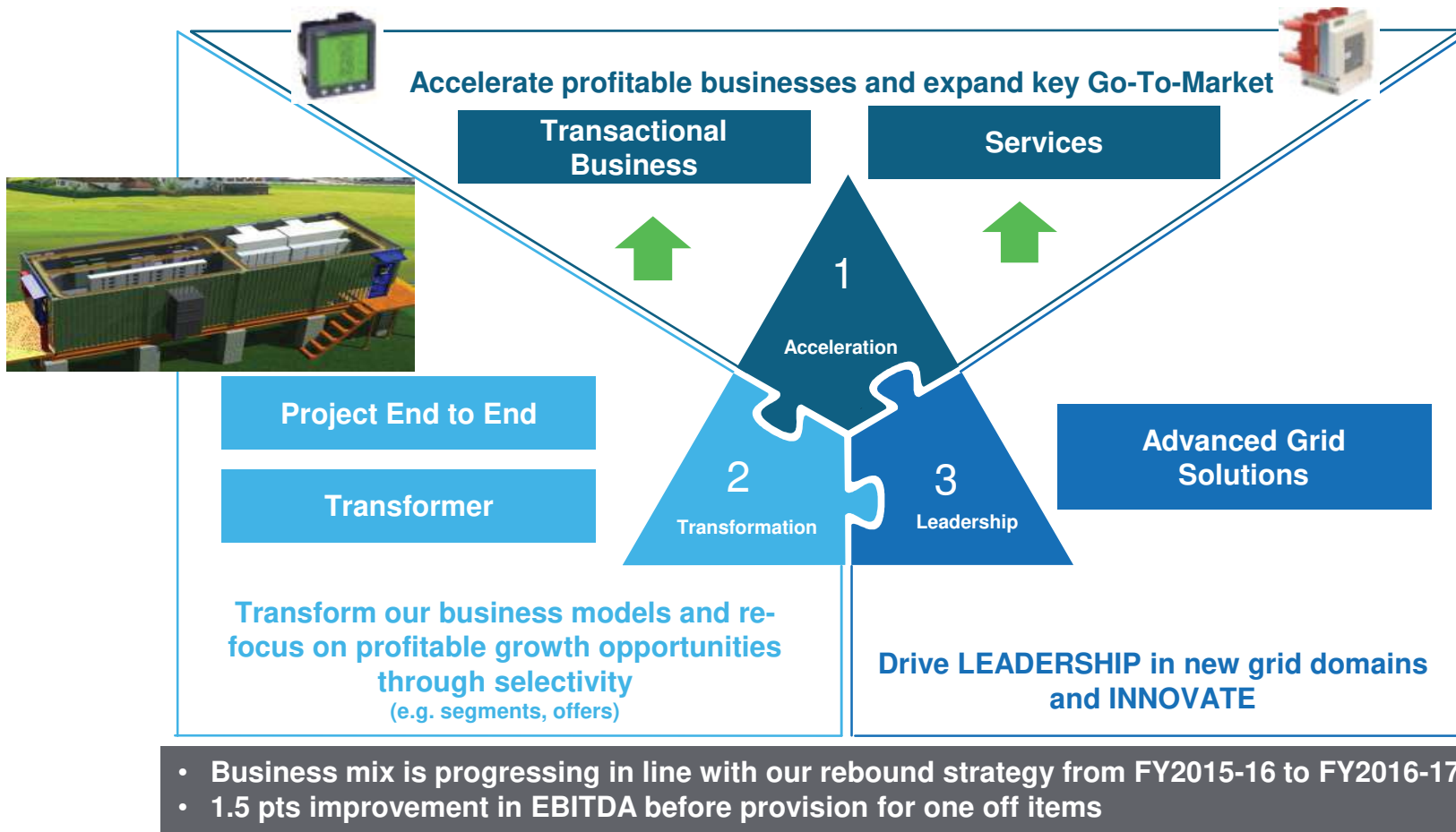
Business Model

1. Profitable Business MIX
2. Express Channel to Market for transactional business
3. New Offers: Easypact, Easergy T300...

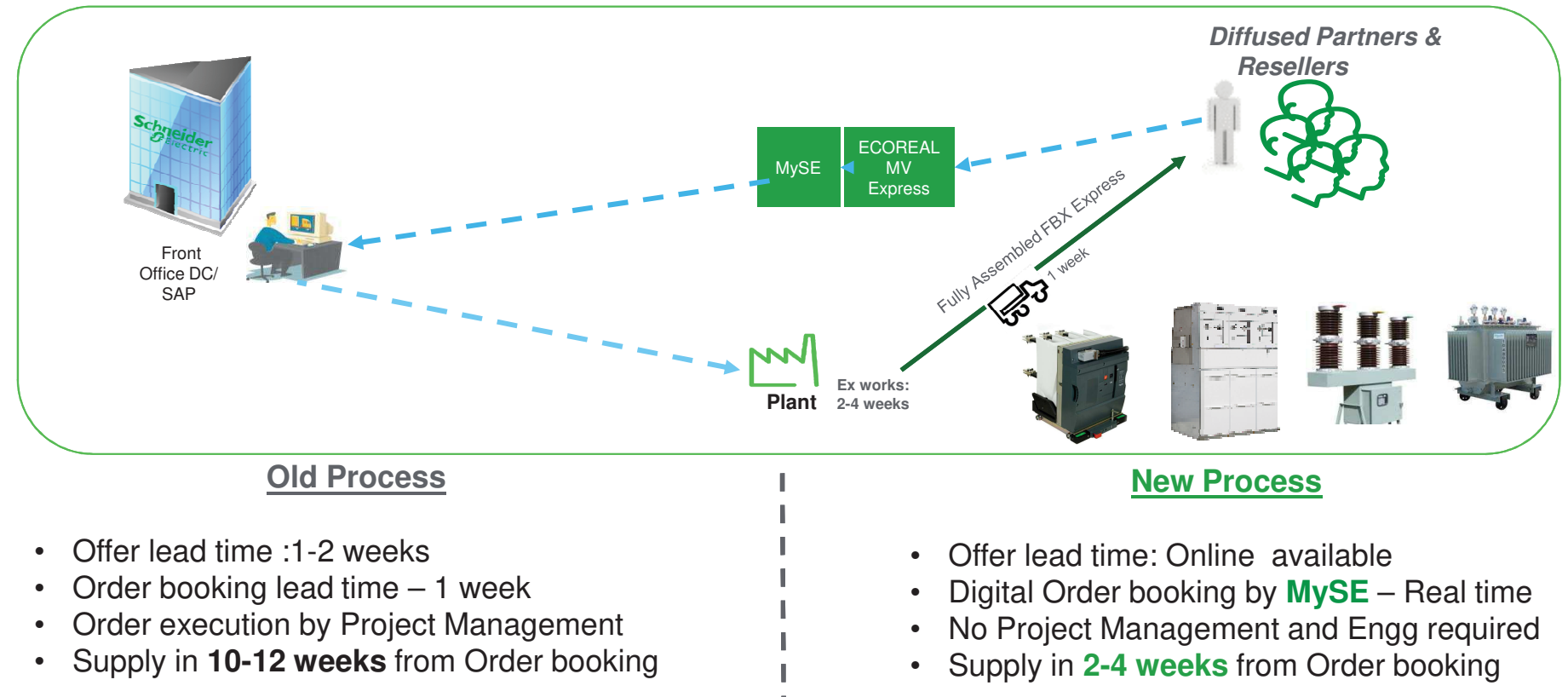
Operational Efficiency

4. Configure to order Model : End to End Process
5. Cost structure alignment in line with volume mix
6. Skill development aligned to new go to market strategy

Business Model : Rebound to realize Profitable Growth

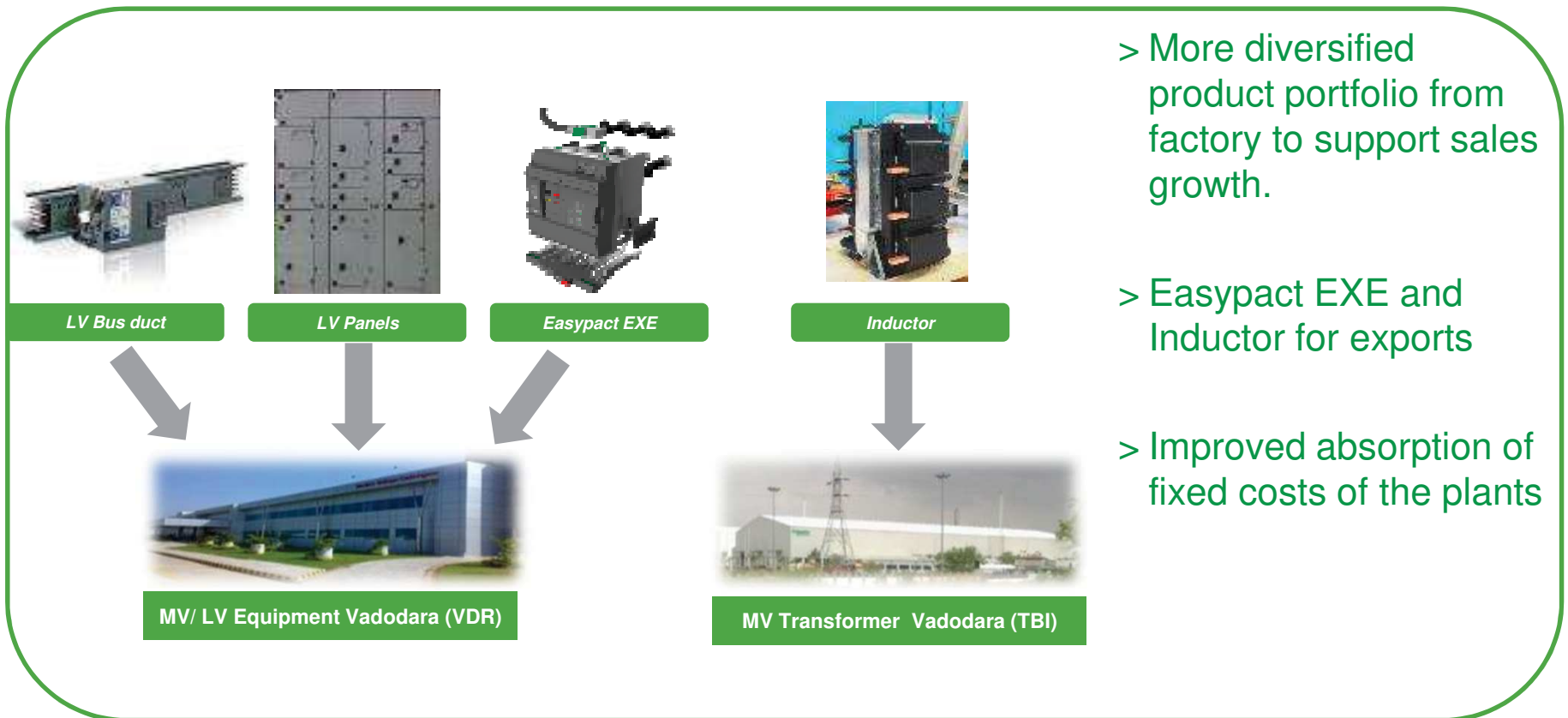


Partner Express(CTO Model) – Standard Product Supply chain Process



A New Products portfolio in SEIL

- > More diversified product portfolio from factory to support sales growth.
- > Easypact EXE and Inductor for exports
- > Improved absorption of fixed costs of the plants



Technological Advanced Product Launch...

Easergy T300 : Advanced Feeder Automation (RTU/FRTU)

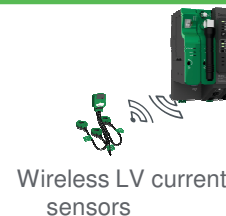
The modular feeder automation device for a smart grid distribution automation



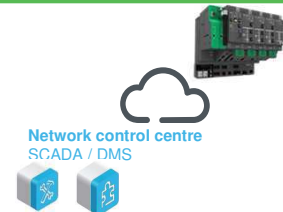
Open Communication
Protocol & Media



MV & LV Monitoring
with Control



Cyber Security

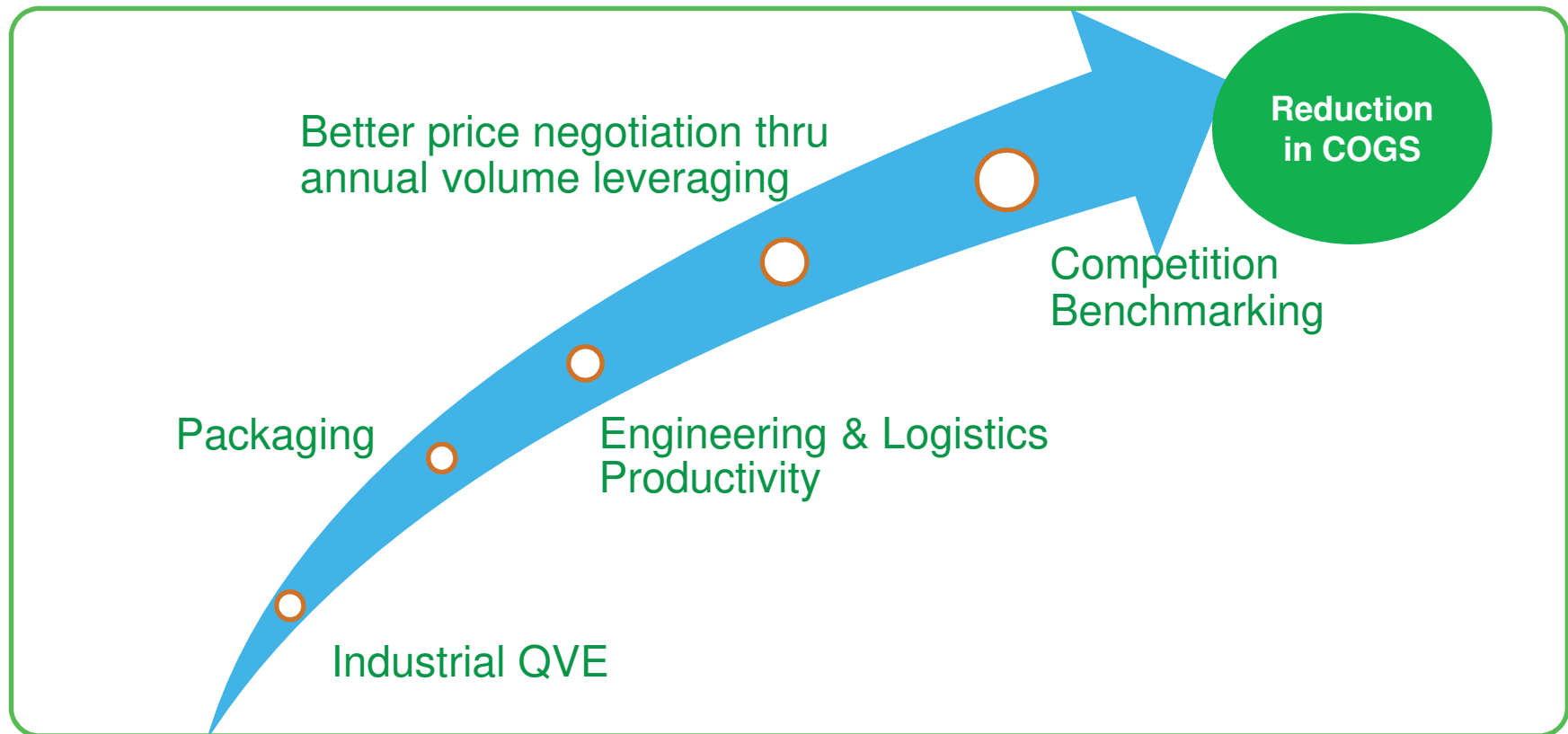


Fully Flexible Solution
- Modular



Easergy-T300: Key component for smart power distribution for Smart City (Being deployed in NRDA Smart City)

Productivity Improvement Initiatives

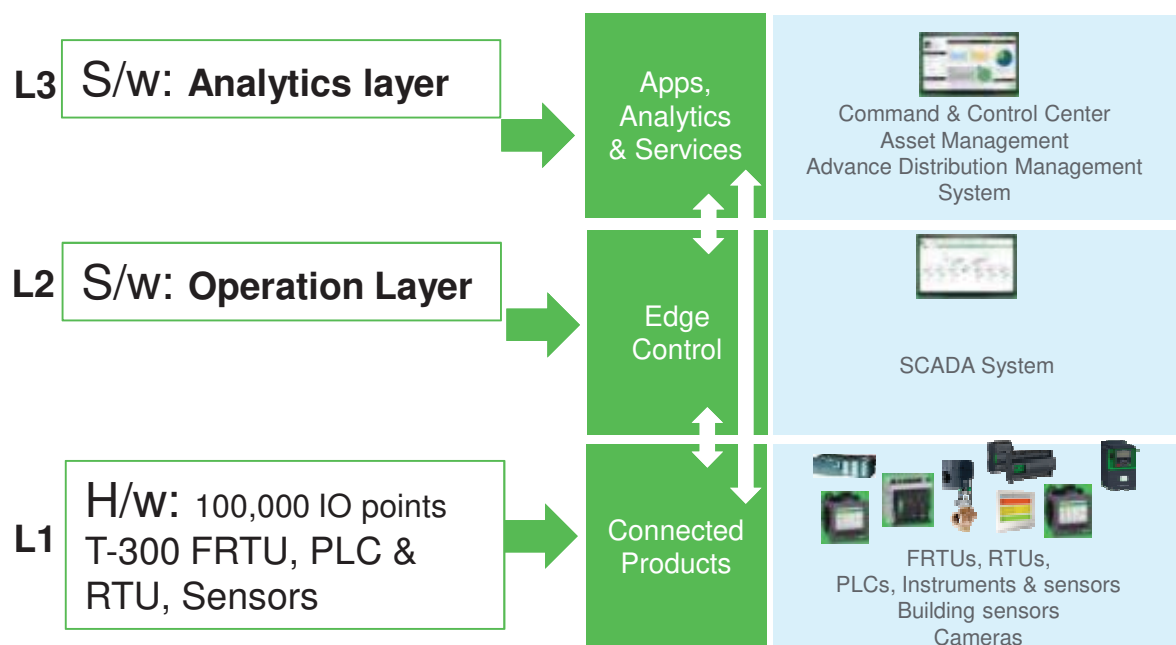


Success Stories

Naya Raipur Smart City

EcoStruxure™ SMART CITY
Innovation At Every Level

Schneider Scope Overview



Application: Smart electricity, Water, traffic, e-governance etc...

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Upcoming Smart City/Smart Grid Opportunities

SL No. Customer / Account

1	Bhubaneswar
2	Bidkin
3	Shendra
4	Gurgaon



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External Awards Won



- > Golden Peacock Award for Energy Efficiency
- > World Quality Congress - Gold awards in 2 Categories
 - ❑ Best Know Your Customer Program
 - ❑ Best Customer Loyalty Award
- > Merit award from Vadodara Quality Council for TQM activities



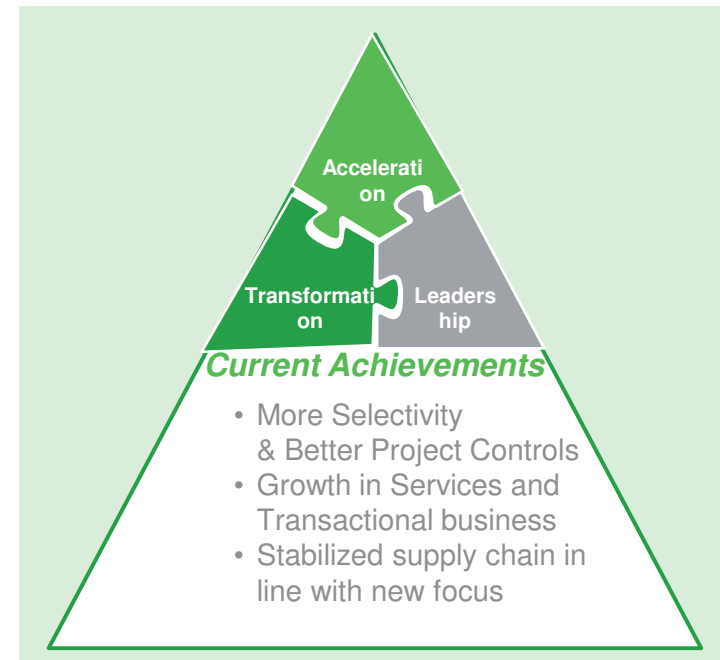
Vision....

Vision

Our Vision

*“SEIL will remain the leading player in the new digitized energy world , offering our customers and partners **innovative connected products & solutions making them ready to solve the new grid equation** and the new power distribution **enhanced expectations.**”*

*Our **balanced business models, superior quality & efficient supply chain** will keep our growth and profitability resilient and sustainable”*





Thank you