

SEIL/Sec./SE/19-20/25

August 19, 2019

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
BSE 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 on Unaudited Financial Results for the 1st quarter ended June 30, 2019

In continuation to our letter No. SEIL/Sec./SE/19-20/24 dated August 16, 2019 regarding the above subject, please find enclosed herewith the copy of presentation on the Company's Unaudited Financial Results and performance for the 1st quarter ended June 30, 2019, to be presented in today's call.

This information is also available on the Company's website i.e. www.schneider-infra.in.

We request you to take note of the same.

Yours Sincerely,

For Schneider Electric Infrastructure Limited

**BHUMIKA
SOOD**

(Bhumika Sood)
Company Secretary and Compliance Officer
Encl: As above

Digitally signed by BHUMIKA SOOD
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serialNumber=9a896498d49e15efcc3d4b6a14045efb5e0c
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Date: 2019.08.19 13:28:28 +05'30'

Schneider Electric Infrastructure Limited

Q1 FY 2019-20

19th Aug 2019

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.



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Market Dynamics

2X

Increase in Electrical Energy Demand in next 10 years

Source: Bloomberg report

Trends

Digitization

Expanding energy consumerism (smart homes, self generation)

Decarbonization

Focus on renewable sources of energy such as Solar, Wind, Biomass & Waste

Decentralization

Prosumer challenge:
Bidirectional flow of power & consumers becoming power self-sufficient

Key Strategic Imperatives- continue the business repositioning to profitable technology & service driven business

1. More favorable market environment will be an opportunity to facilitate the business transformation
2. With the foundation after Rebound, “back to the core” under Energy Management is a catalyst to animate the next stage transformation
3. **This will be achieved with 5 key strategic pillars:**
 - ✓ Accelerate growth through partners, our most profitable GTM model
 - ✓ Reposition utilities business to more service and “core technology driven” businesses
 - ✓ Medium strategy requires a strategic rethink on how and where to play
 - ✓ Continue to drive system excellence to be “Service Ready” with digital as a key differentiation
 - ✓ Rebrand image of MV we are “Green and Digital” using the SF6 Free battle

Core Focus Area for SEIL



- We're the MV technology leader who enables end-to-end energy management solution to targeted customer segments
- We're the MV/LV architecture trendsetter

Green & Digital



- We're the SE Power "face" (GTM) to utilities and electro-intensive customers
- We prescribe differentiating segment applications to pull thru full SE portfolio
- We excel in projects and equipment biz model

The "Face" to selected customer segments
Specialization in Systems

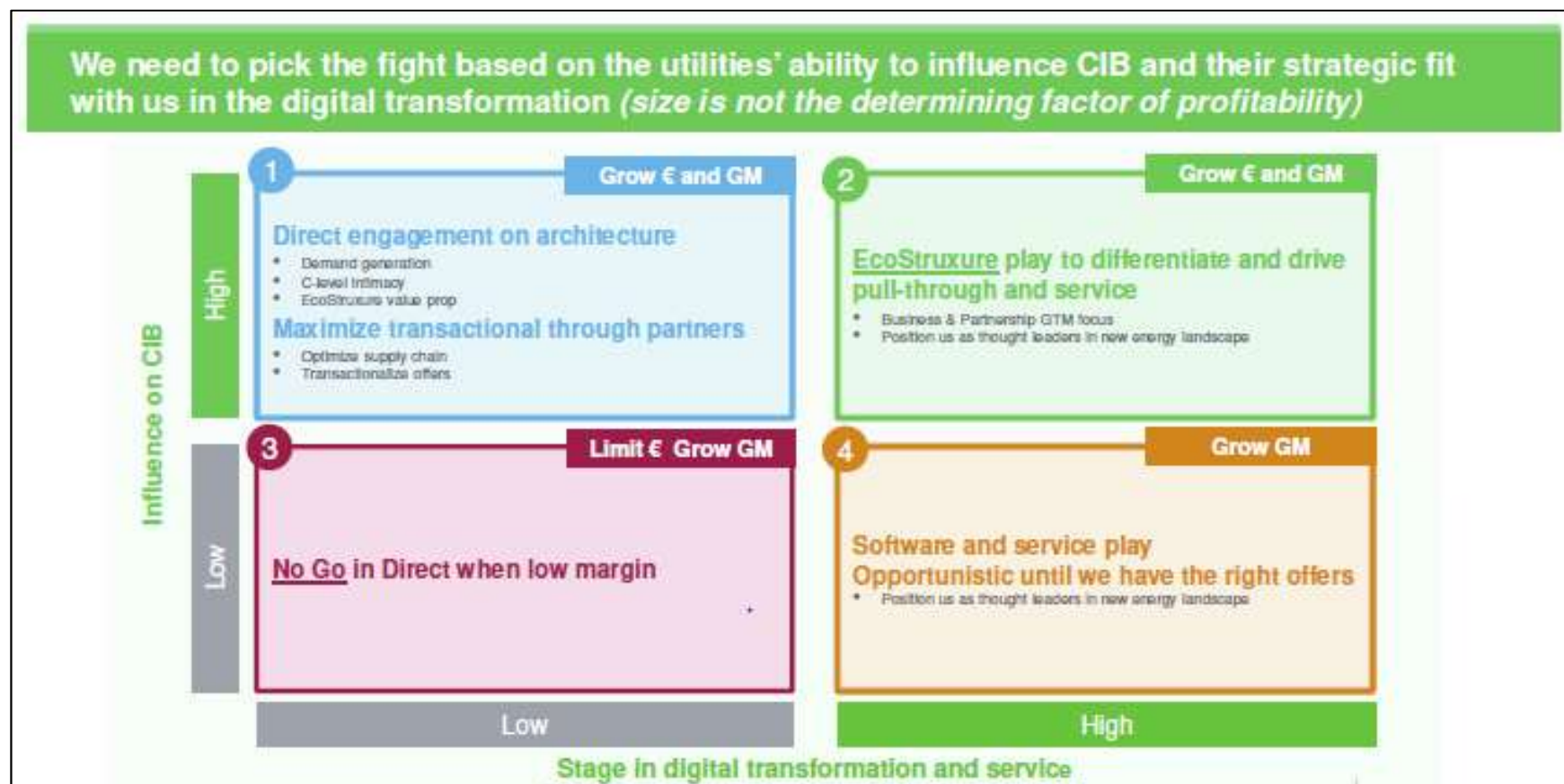


- We want to become the most Partner "friendly" MV player vs. competition to differentiate our approach in market (design for Partner, sell through Partner)

Partner "compatible"

As part of the core of Energy Management, we are the electro-intensive power segments expert and aim to become the MV technology trendsetter to help Energy Management grow

Utility Repositioning



Utility Repositioning

Reposition strategic utilities for more technology-driven business and service
Go through partner for non-strategic accounts

Reduce	Discontinue dilutive Frame Agreement (e.g. translo) and push go through partners model
Push	Service boost plan (IB + digital) → leader in asset management
Develop	Transactionalise through partners, including non-strategic accounts
Leverage Digital	SA + CTA focus: Demand Creation (sales force training + EcoStruxure) Position ourselves as thought leaders in 3D (focus on ren. value prop & grid integration)

Key success factors

- ✓ Keep thought leadership on digital identity but leverage partners options in targeted places
- ✓ Accelerate asset management value proposal with Arelva support
- ✓ Maintain pace of transactionalized offers

EcoStruxure™ For Utilities
 Innovation At Every Level

Become
the preferred partner of
utilities to enable their digital
transformation journey

- Industrialize pre-defined use cases
- Develop specific value proposition and architecture for partner channel
- Build the asset management offer

Software: the Critical Roadblocks

Structural offer gaps:

- A modular, scalable and multi-fluid DMS system
- Asset Management
- Software services (ADMS/GIS/AMI)
- Industrialization of our smart Grid offer (platforming, interoperability)

Marketing gaps:

- We need to enforce our EcoStruxure value proposition on asset management

Tendering & execution bottleneck:

Drive Profitable System Growth

Drive “Service Ready”: Prescribe + Trace & Connect + Convert = End to End



Conclusion: We are ready for the next stage of our journey

1 "Back to the core"

- a) Grow transactional through Partners thanks to EM
- b) Utility repositioning for better profit
- c) Build a Medium strategy ?
- d) US conquest

2 System Excellence

- a) Drive profitable system
 - Differentiate with MV/LV architecture
 - Be service ready
 - Drive solution sales through partners?
- b) Agile and competitive delivery model

3 Innovate for the future

- a) SF6 Free to regain leadership in secondary
- b) Leapfrog in digital panels and systems
- c) US and China innovation hubs

Mix management

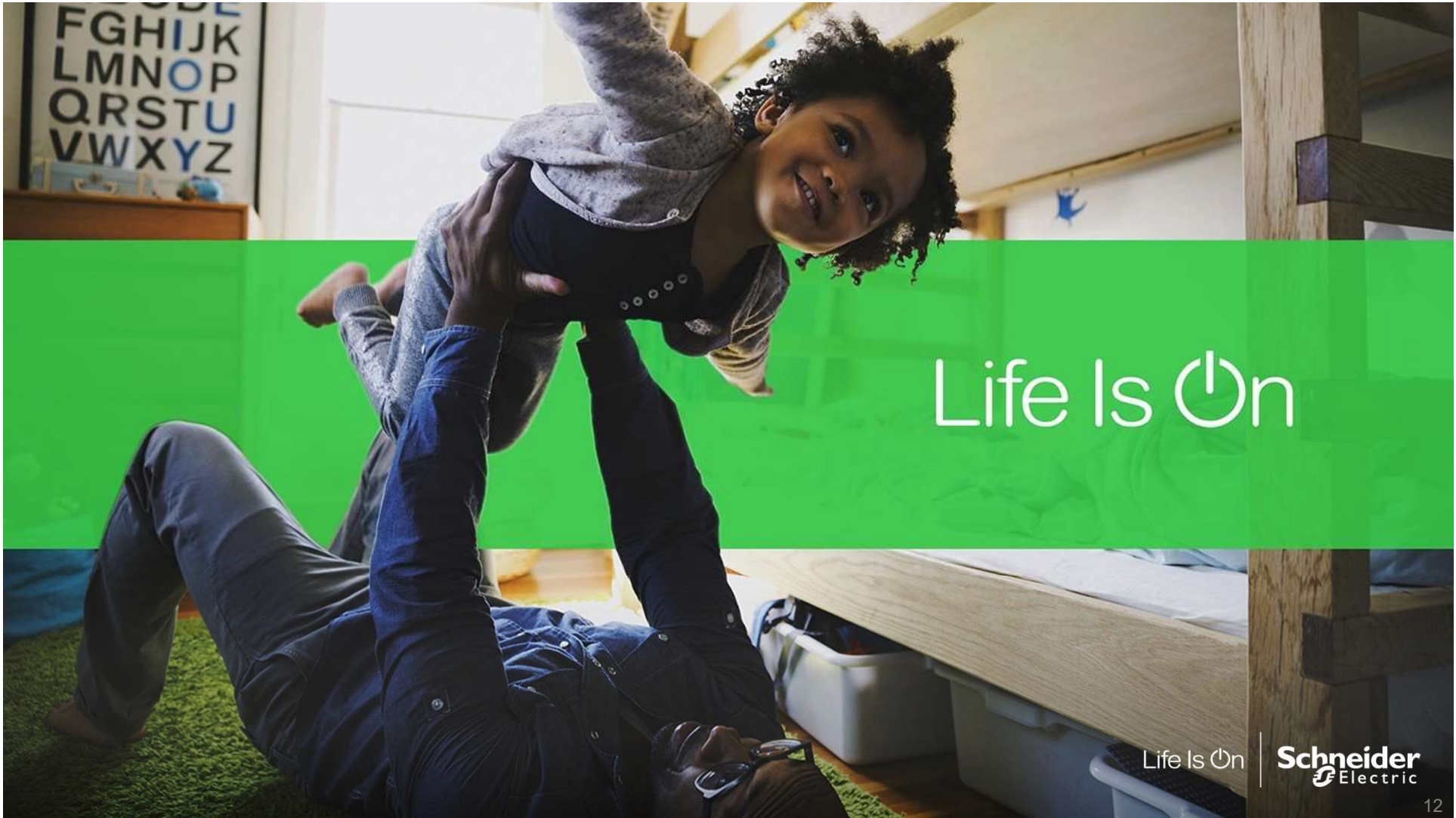
Financial Update

Financial Results- Q1 FY 2019-20 vs Q1FY 2018-19

MINR

SEIL results analysis	Q1 (Apr-June 2019)		Q1 (Apr-June 2018)	
	MINR	%	MINR	%
Sales	3,575		3,433	
Other income	43		115	
Total Sales	3,618		3,548	
Material costs	2,642	73.9%	2,466	71.8%
Gross Margin	976	27.3%	1,083	31.5%
Employee costs	531	14.8%	457	13.3%
Other expenses	372	10.4%	356	10.4%
EBITDA	73	2.0%	270	7.9%
Depreciation	54	1.5%	70	2.1%
EBITA	19	0.5%	199	5.8%
Interest	118	3.3%	106	3.1%
Profit before Exceptional items	-99	-2.8%	93	2.7%
Exceptional	-	0.0%	17	0.5%
Profit after tax	-99	-2.8%	77	2.2%

- OG sales is up by 13% mainly with Equipment and Project business.
- IG sales is down by 22% mainly due to LV panels.
- Material cost is adversely impacted by few projects like MRPL, JSW, OPTCL etc
- Employee cost: Savings thru restructuring is offset by Inflation, Variable pay provision, One time PF settlement



Life Is On

Life Is On

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