

February 20, 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

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: 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. 20.02.2018 at 03:30 P.M.

A copy of the presentation to be presented in today's call along with the Dial-in details are enclosed.

We request you to take note of the same.

Yours faithfully,

For Schneider Electric Infrastructure Limited


(Anil Rustgi)
Company Secretary

Encl: As above

Schneider Electric Infrastructure Limited

Q3 FY 2017-18

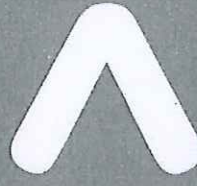
20th Feb 2018

Schneider Electric Infrastructure Limited – Investor Presentation

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.



Schneider
Electric

Medium Term Segment Outlook

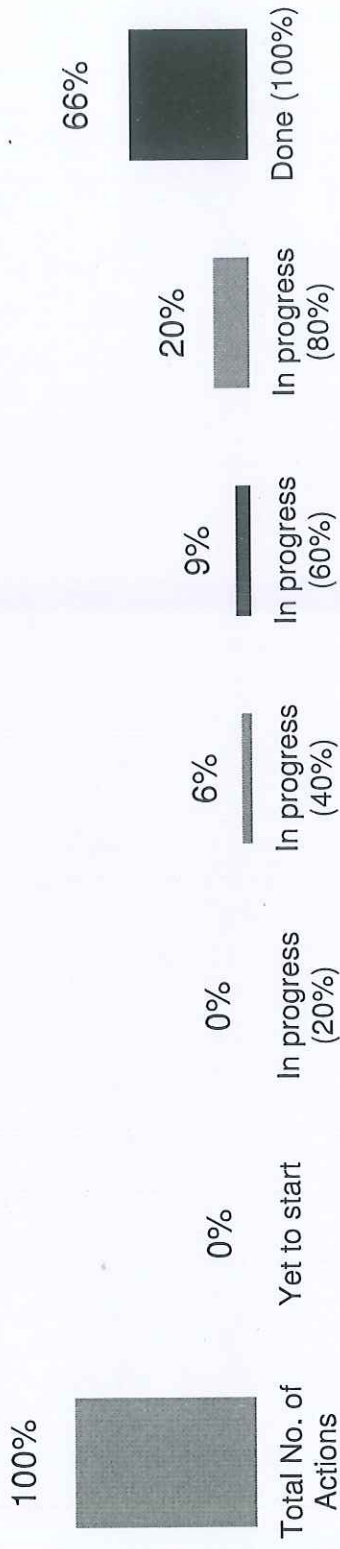
Investment Drivers

Utility	Connected Products	Edge Control	Enterprise S/W
24X7 Reliable power : Smart Grids (DMS, OMS AMS) Self Healing, Load Management - Energy Efficiency: AT&C reduction by smart metering eg. EESL (50 L meters)	[++]	[++]	[+]
Conv. Generation		[-]	
Renewable	[+]	[+]	[+]
MMM - Steel	[-]	[+]	[-]
MMM - Cement	[+]	[+]	[-]
O&G	[+]	[+]	[+]
Transport (Railways)	[++]	[+]	[+]
Building	[+]	[-]	
Data Centres	[+]	[+]	
Smart Cities	[++]	[+]	[+]
Water	[+]	[-]	

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Schneider Electric offers one stop shop for integrated products, software, solutions and services .

O2C Project Status



•Control Actions: (89% aggregate completion)

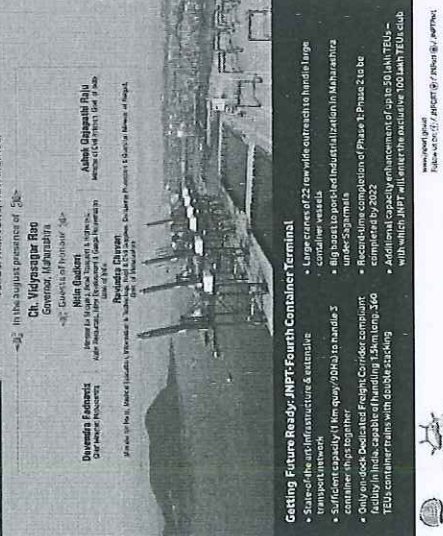
- Orders are being scrutinized for commercial and legal T&C and risk assessed before logging orders in systems
- Credit exception process diligently followed and exceptions tracker being monitored

•Process Actions: (98% aggregate completion)

- Punch point and issue closure
- Commercial checks have been introduced through out the project life cycle

•Tools: (53% aggregate completion)

- New tool being launched to make O to C process more efficient



Ministry of Shipping
Government of India

Transforming India's Logistics Landscape

INAUGURATION OF JNPT-Fourth Container Terminal

- India's largest Container Terminal
- Project Investment ₹ 7915 Crore
- Record Time Completion of Phase I

by

Narendra Modi

Prime Minister of India

Date: Sunday, 18th February, 2019 | Time: 3:00 p.m.
Venue: NMA Site, Navi Mumbai

→ In the august presence of :-

Ch. Nageswara Rao
Governor, Andhra Pradesh

Mr. Badanti
Minister of Shipping,
Andhra Pradesh

Mr. Jayaram
Minister of Transport & Roadways,
Andhra Pradesh

Dr. Jayaprakash Narayan
Chairman, JNPT

Aditya Raju
Minister of Shipping,
Government of India

Respected Dignitaries
Members of the Union Cabinet
Members of the State Cabinet

Guests include: Union Ministers & Ministers of Ministry of Shipping, Government of India

Getting Future Ready: JNPT-Fourth Container Terminal

- State-of-the-art infrastructure & extensive transport network
- Sufficient capacity (1 Km quay/90Ha) to handle 3 containers in parallel
- Only on-dock dedicated freight corridor, connecting TEU container train with double stacking
- Large cranes of 22 row wide outreach to handle large container vessels
- Big boost to port-led industrialization in Maharashtra under Sagarmala
- Recouping cost over of Phase I by Phase II to be
- Additional capacity enhancement of up to 50 lakh TEU, sub-ship which JNPT will enter the exclusive 100 lakh TEU sub



SAGARMALA
A National Program



SAGARMALA
A National Program

Ministry of Shipping
Government of India
Ministry of Shipping
Government of India

PM Modi opens Rs 7,900 crore 4th terminal at JNPT

Printed in the U.S.A.    



and will raise a third capital part globally. To date, the global export powerhouse China already has 15 ports with over 20 million TEUs capacity. The nation's largest port itself has a capacity of 4.8 million TEUs capacity. The nation's largest port itself has a capacity of 4.8 million TEUs capacity. The nation's largest port itself has a capacity of 4.8 million TEUs capacity.

PM Narendra Modi lays foundation stone for Navi Mumbai airport

airport
The Prime Minister also inaugurated the country's largest container terminal at Jawaharlal Nehru Port Trust (JNPT), built at a cost of Rs. 719 crore.

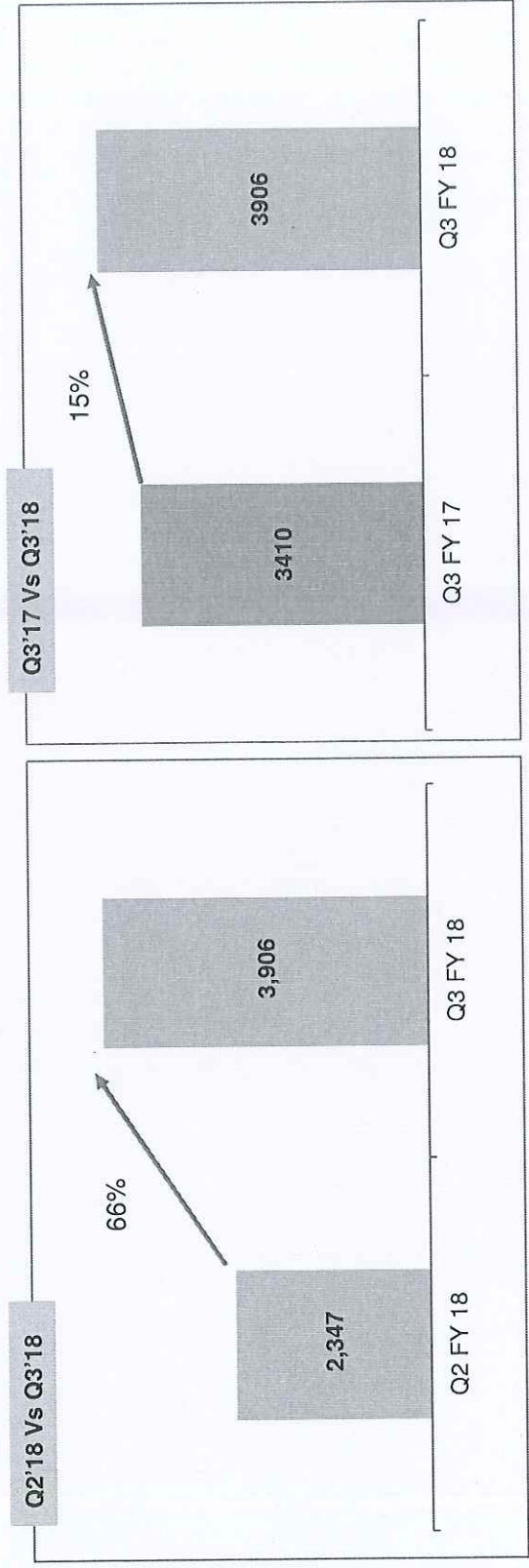


the 1990s. But the 1990s were also the years when the U.S. Navy began to phase out its fleet of aging aircraft carriers. The Navy's fleet of aircraft carriers was reduced from 12 to 10, and the fleet of aircraft carriers was reduced from 12 to 10. The Navy's fleet of aircraft carriers was reduced from 12 to 10, and the fleet of aircraft carriers was reduced from 12 to 10.

Results Highlights

MINR

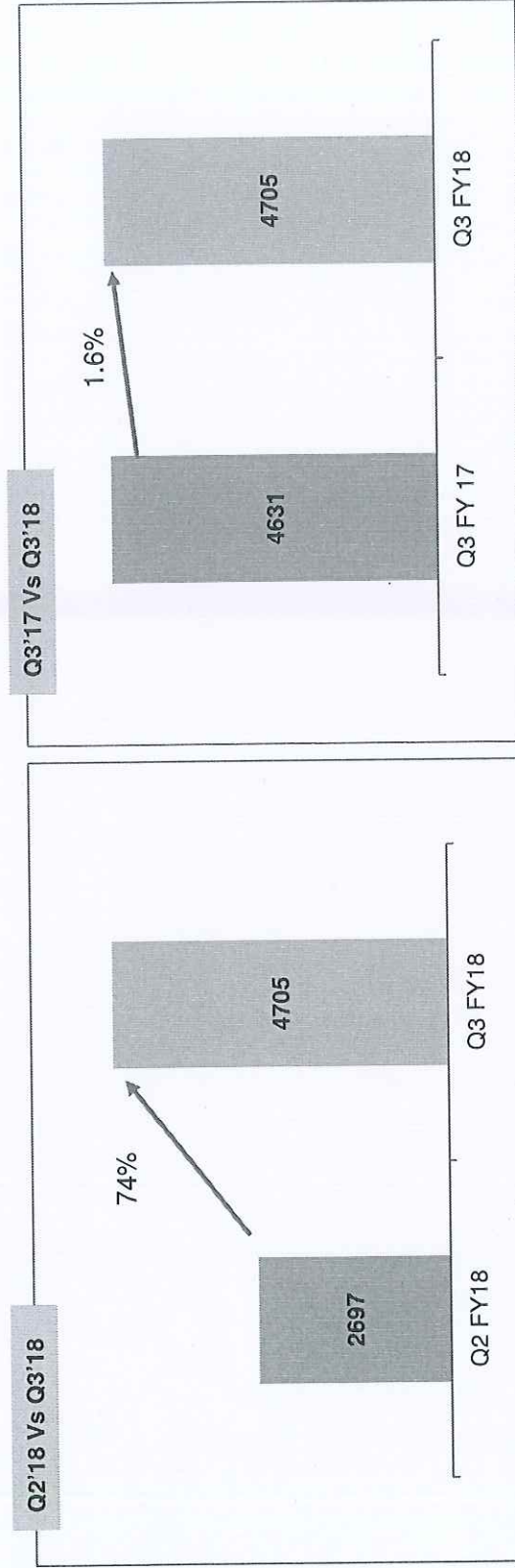
Orders (In MINR)



- Order intake positive trend, 66% up from last quarter and 15% up from last year same quarter

MINR

Sales (In MINR)

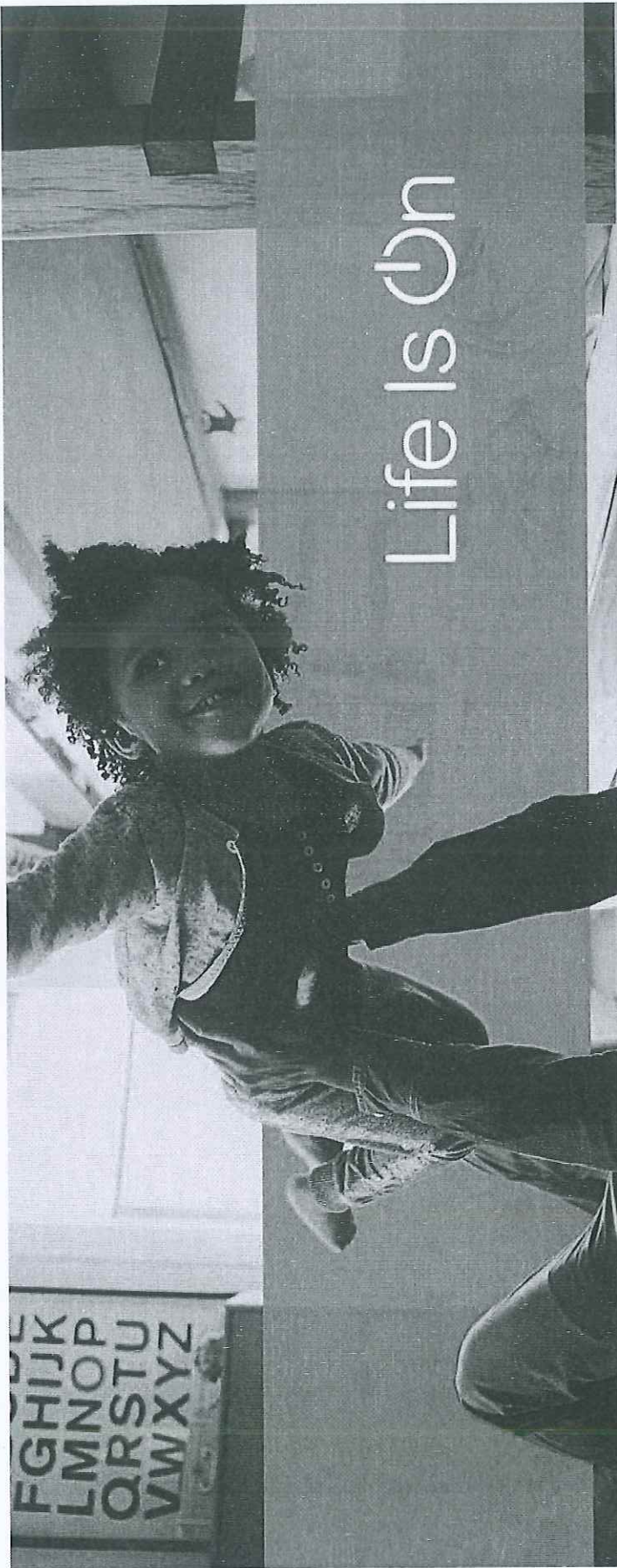


- Sales positive trend, 74% up from last quarter and 1.6% up from last year same quarter

Financial Results- Q3'18 vs Q3'17

SEIL results analysis	Q3 (Oct-Dec 2017)		Q3 (Oct-Dec 2016)		YoY (%) Change
	MINR	%	MINR	%	
Sales	4,705		4,631		1.6%
Other income	87	1.8%	84	1.8%	
Total Sales	4,791		4,716		
Material costs	3,446	73.3%	3,331	72.0%	1.3%
Gross Margin	1,345	28.6%	1,384	29.9%	-1.3%
Employee costs	462	9.8%	479	10.3%	-0.5%
Other expenses	413	8.8%	589	12.7%	-3.9%
EBITDA	470	10.0%	317	6.8%	3.2%
Depreciation	73	1.5%	67	1.4%	0.1%
EBIT	397	8.4%	250	5.4%	3.0%
Interest	105	2.2%	115	2.5%	-0.3%
Profit before Exceptional items	292	6.2%	135	2.9%	3.3%
Exceptional	365	7.8%	69	1.5%	6.3%
Profit after tax	-73	-1.6%	66	1.4%	-3.0%

- Exceptional mainly consist of provision for doubtful debts for 2015 & 2016
- Material cost variance on a/c of adverse forex and mix



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CONCALL INVITE

**B&K Securities shall hold
a Conference Call of**

Schneider Electric Infrastructure Ltd

to discuss the 3QFY18 Financial performance
on **Tuesday, 20th February 2018**
at **15:30 Hrs IST**

The Management Team will be represented by:

Mr Prakash Chandraker – Managing Director

Mr Arnab Roy– Chief Financial Officer

Mr Vineet Jain –Head, Investor Relations

You are cordially invited

Dial-in Numbers

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Hong Kong: 800 964 448

For further information, please contact

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