

September 23, 2016

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

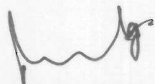
In terms of Regulation 46(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we wish to inform that we will have a Managing Director presentation today at the Annual General Meeting at 11:00 A.M.

A copy of the presentation to be shared at the meeting is enclosed herewith and simultaneously uploaded on our website www.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 : 23 - 09 -16
Prakash Chandraker

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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

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Our Customers & Markets Segments

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Our Vision

Business at a Glance

SEIL Business at a Glance

↓
#1

Medium voltage & grid automation

ROUTE TO MARKET (% OF REVENUE)

~50%

Direct business

~50%

Indirect business

Market leadership

Huge installed base

Comprehensive End-to-End solutions

Powerful PARTNER go-To-Market in Transactional

Control, monitoring
SAS, NA



Software and
Command &
control centre



Field Service



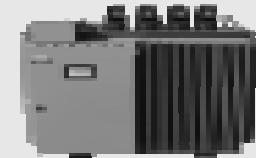
MV switchgear &
Component



E-House & Solution



Transformer



er
Electric

Our customers & Market Segments

Our customers

KEY CUSTOMERS



**Distribution
Utilities**



**Panel Builders &
system integrators**



**Electro Intensive
End users & EPC**



**Electrical
contractors**



Renewable, PG



City Administrations

Our markets

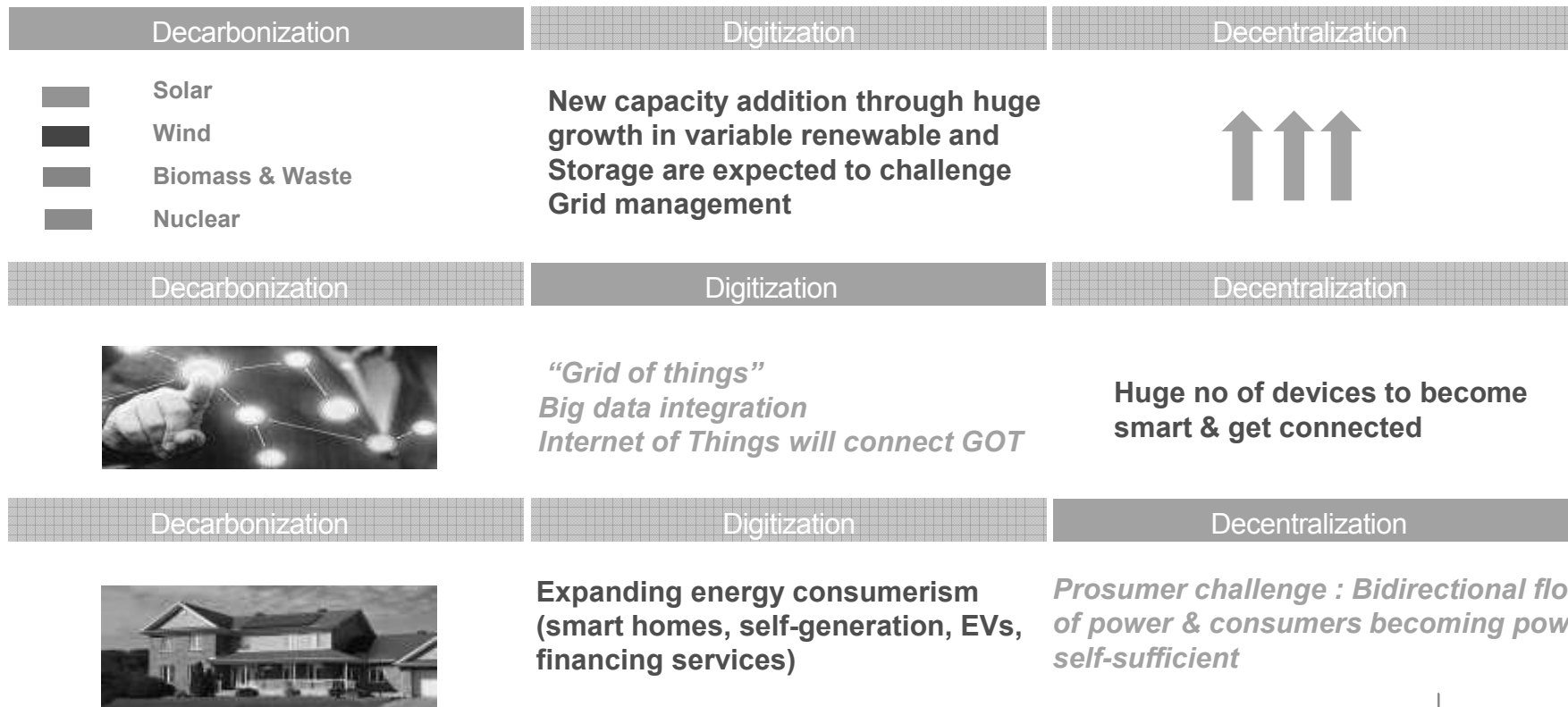
Segment	Key Drivers
Utilities & PG →	• 24X7 affordable and reliable power • GOT / IOT : Asset utilization, Grid Mgmt • Reduction in O&M costs
Oil & Gas →	• Investment in Sulphur removal units • R & M • Uninterrupted power distribution system for Critical processes
MMM →	• Metals, Mining & Minerals market outlook is flat in short term
Data Center →	• Secure Power system • Investments in IT / 4G • MV closer to the load with packaged solution
CIB →	• Institutional buildings, Convention centre's, Premium housing complex..
Metro →	• Tier – 2 Cities (Nagpur, Pune, Lucknow, A'Bad...) • Mission critical application • Extension of existing Metros : G.Noida,

+ Strong synergies with the Group for smart city

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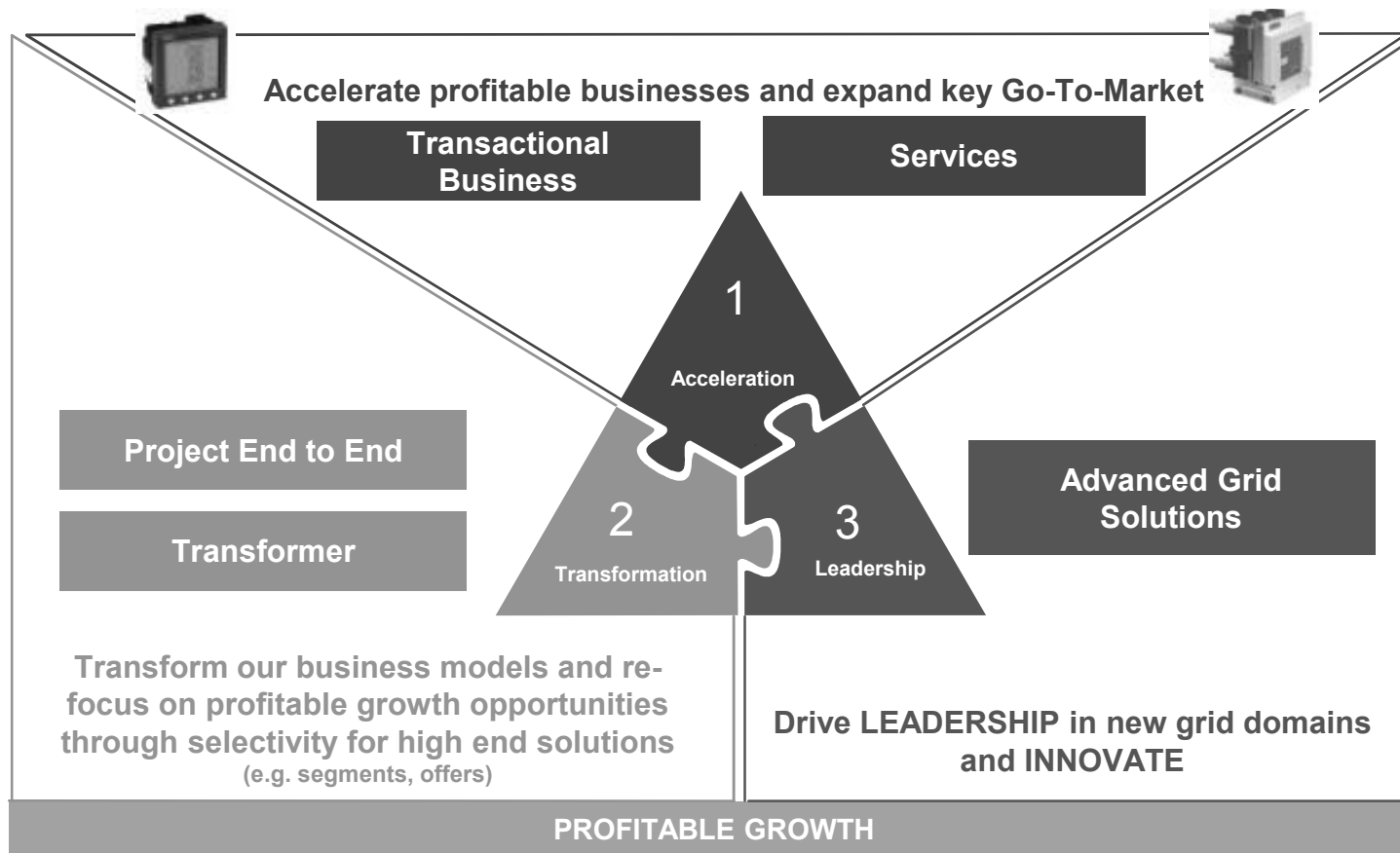
Mega Trends

Megatrends: 3D equation behind profound change in the energy world...



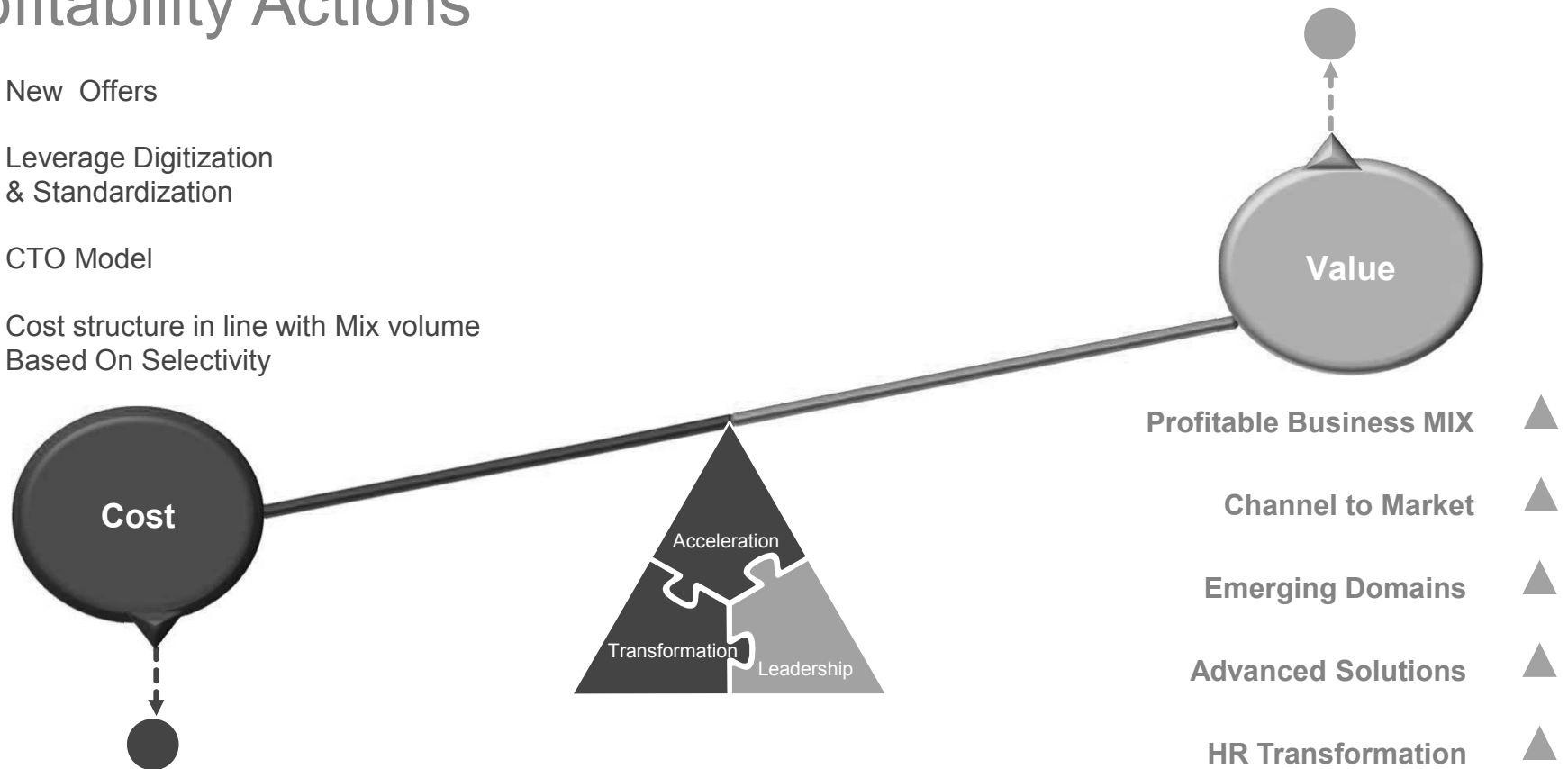
Our Strategy

3 Axis & 5 transformation actions to realize profitable growth



Profitability Actions

- ▼ New Offers
- ▼ Leverage Digitization & Standardization
- ▼ CTO Model
- ▼ Cost structure in line with Mix volume Based On Selectivity



Our 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 & efficient supply chain will keep our growth and profitability resilient and sustainable”

We have a clear Vision of profitable growth and executing it through Energy Rebound Program to realize it

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