

Schneider Electric Infrastructure Limited

Q3 FY 2017-18

20th Feb 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.



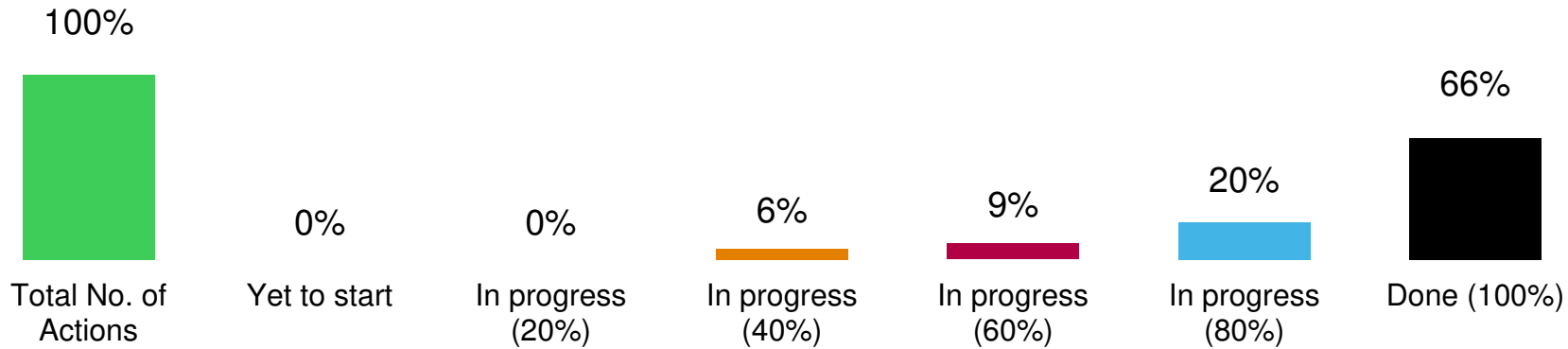
Medium Term Segment Outlook

	Investment Drivers	Connected Products	Edge Control	Enterprise S/W
Utility	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> No Ultra mega power projects, Govt focus in renewable generation 		(-)	
Renewable	<ul style="list-style-type: none"> Continued focus on Solar capacity addition Power to ALL ambition boosting investment in distributed generation 	(+)	(+)	(+)
MMM - Steel	<ul style="list-style-type: none"> Investments mostly in Opex, few capex.. 	(-)	(+)	(-)
MMM - Cement	<ul style="list-style-type: none"> Grinding units being planned to support urbanization and infra development 	(+)	(+)	(-)
O&G	<ul style="list-style-type: none"> Investments to support Euro 6 Upgradation of install base 	(+)	(+)	(+)
Transport (Railways)	<ul style="list-style-type: none"> Next Wave of Metro in Tier II cities (Nagpur, Ahmadabad, Pune, Mumbai) & expansion projects Freight corridors 	(++)	(+)	(+)
Building	<ul style="list-style-type: none"> Investment in SMART campus (education, Hotels, Healthcare, Residential ...) 	(+)	(-)	
Data Centres	<ul style="list-style-type: none"> Growth in DC :BFSI, Cloud , e-commerce , Telecom, Govt. digitization initiatives 	(+)	(+)	
Smart Cities	<ul style="list-style-type: none"> Central govt. focus on 100 smart cities (Smart Grid, WWW, waster management, mobility) Infra upgradation & push for Make In India 	(++)	(+)	(+)
Water	<ul style="list-style-type: none"> AMRUT scheme by GOI to transform water supply & sewerage networks. 	(+)	(-)	

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

JNPT 4th Terminal Berth- Nava Sheva

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, 2018 | Time: 3:00 p.m.
Venue: NMIA Site, Navi Mumbai

In the august presence of
Ch. Vidyasagar Rao
Governor, Maharashtra

Guests of honour
Nitin Gadkari
Minister for Shipping, Road Transport & Highways, Water Resources, River Development & Ganga Rejuvenation, Govt. of India
Ashok Gajapathi Raju
Minister of Civil Aviation, Govt. of India
Ravindra Chavan
Minister for Ports, Medical Education, Information & Technology, Food & Civil Supplies, Consumer Protection & Guardian Minister of Raigad, Govt. of Maharashtra

Devendra Fadnis
Chief Minister, Maharashtra

Getting Future Ready: JNPT-Fourth Container Terminal

- State-of-the-art-infrastructure & extensive transport network
- Sufficient capacity (1 Km quay/90Ha) to handle 3 container ships together
- Only on-dock Dedicated Freight Corridor compliant facility in India, capable of handling 1.5km long, 360 TEUs container trains 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
- Record-time completion of Phase 1; Phase 2 to be completed by 2022
- Additional capacity enhancement of up to 50 lakh TEUs – with which JNPT will enter the exclusive 100 lakh TEUs club

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

PTI | Feb 18, 2018, 16:09 IST



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NAVI MUMBAI: Prime Minister Narendra Modi on Sunday dedicated the first phase of the Rs 7,900 crore 4th terminal project of the JNPT to the nation, which will raise the cargo handling capacity of the nation's largest container port by 50 per cent. The fourth terminal project seeks to double JNPT's capacity to nearly 10 million standard container units

and will make it the 33rd biggest port globally. In contrast, the global export powerhouse China already has 15 ports with over 20 million TEUs capacity. The nation's largest port JNPT has a capacity of 4.8 million standard container units capacity now and with this inauguration 2.4 million standard container units are added. On completion of the second phase by 2022, which will also have a capacity of 2.4 million standard container units, total capacity will go up to almost 10 million.

PM Narendra Modi lays foundation stone for Navi Mumbai airport

The Prime Minister also inaugurated the country's largest container terminal at Jawaharlal Nehru Port Trust (JNPT), built at a cost of Rs4,719 crore

LAST PUBLISHED: Mon, Feb 19, 2018, 12:26 AM IST

By: Bhik Khandu

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Laying the foundation stone for the Navi Mumbai International Airport, PM Narendra Modi said aviation sector would be moving very fast and India cannot lag behind. Photo: AP

Mumbai: Prime Minister Narendra Modi on Sunday flagged off the construction of Mumbai's second airport to be built at Rs4,700 crore—more than five times the cost estimated when it was first proposed in 1998.

Laying the foundation stone for the Navi Mumbai International Airport, Modi said aviation sector across the world is moving very fast and India cannot lag behind. "We want people wearing 'Hawai-Shappal' to be able to fly in a 'Hawai-Jahaaz'," (Geographical Hindi) Modi said.

The Prime Minister also inaugurated the country's largest container terminal at Jawaharlal Nehru Port Trust (JNPT), built at a cost of Rs4,719 crore.

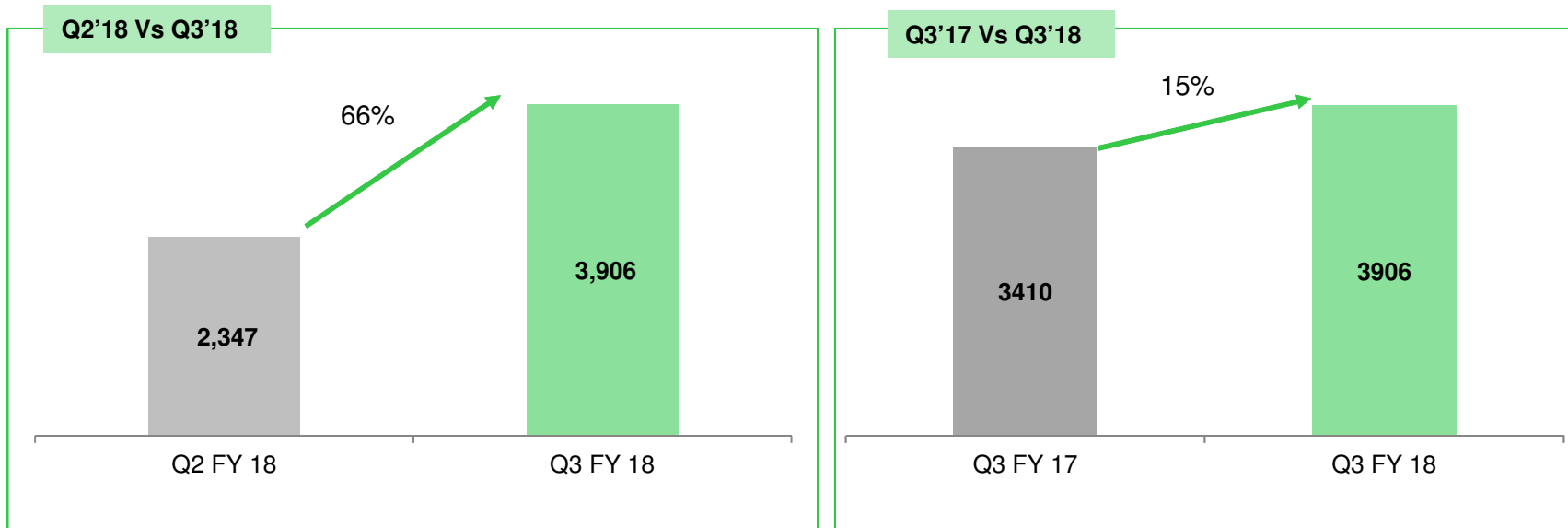
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Results Highlights

Orders (In MINR)

MINR

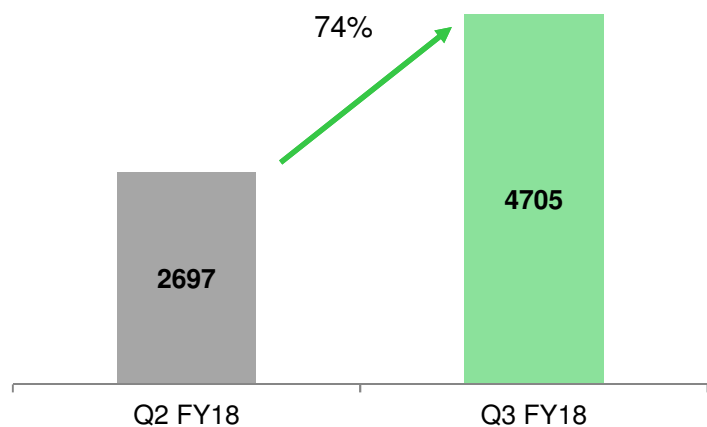


- Order intake positive trend, 66% up from last quarter and 15% up from last year same quarter

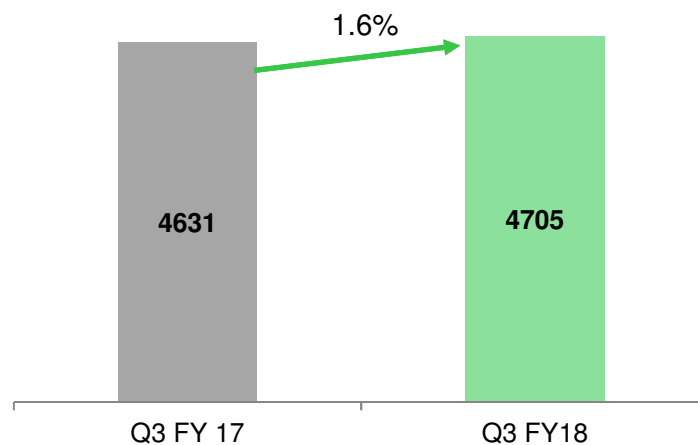
Sales (In MINR)

MINR

Q2'18 Vs Q3'18



Q3'17 Vs Q3'18



- 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



Life Is On