

March 08, 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: 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 wish to inform that we will have an Investor Conference call on March 08, 2017 at 3:30 P.M.

A copy of the presentation to be shared at the call is enclosed herewith and simultaneously, is being uploaded on our website www.infra.schneider-electric.com/in.

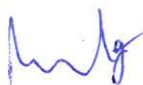
Mr. Arnab Roy, who was appointed as Chief Financial Officer of the Company in the Board Meeting held on February 11, 2017, to join the Company by March 08, 2017, the same was already informed to you on February 11, 2017.

We are pleased to inform you that Mr. Arnab Roy has joined the Company today i.e. March 08, 2017.

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 17 – Dec 2016

8th March 2017

Q3 FY 16-17 Schneider Electric Infrastructure Limited

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.



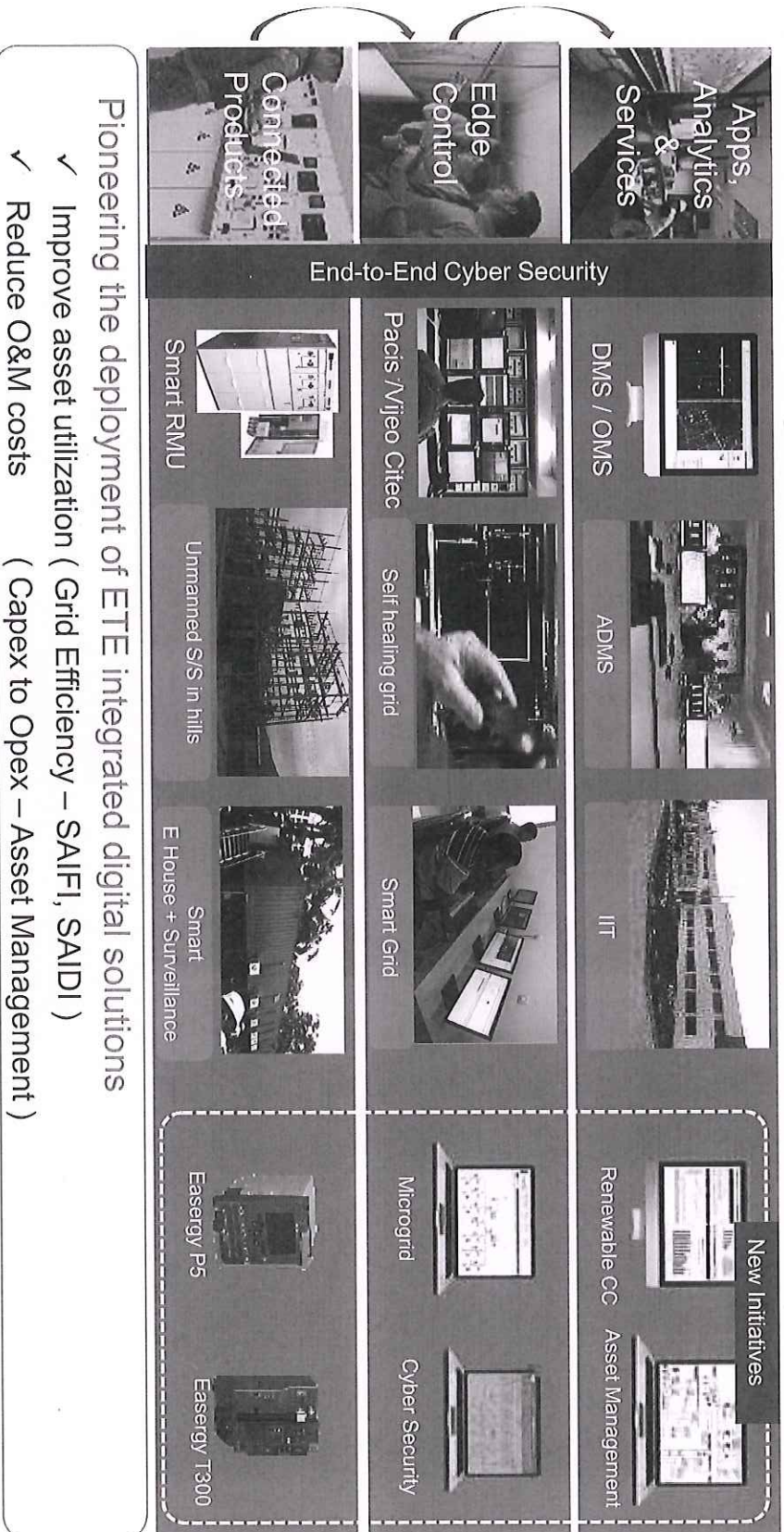
Schneider
Electric

Medium Term Segment Outlook

Investment Drivers

	Connected Products	Edge Control	Enterprise S/W
Utility	(++)	(+)	(+)
- System strengthening & AT&C reduction :IPDS, UDAY, DDUGJY 24X7 Reliable power : Smart Grids (DMS, OMS AMS) Self Healing, Load Management			
Conv. Generation	(-)	(-)	(-)
- Ultra mega projects, Govt focus shifting to renewable generation - Private generators under financial stress			
Renewable	(+)	(-)	(-)
Continued focus on Solar capacity addition			
MMM - Steel	(-)	(+)	(-)
Investments mostly in Opex			
MMM - Cement	(+)	(-)	(-)
Segment Consolidation underway, grinding units planned to support urbanization and infra development			
O&G	(-)	(-)	(+)
- Segment recovering slowly - Investments in Opex			
Transport	(++)	(+)	(+)
- Next Wave of Metro in Tier II cities (Nagpur, Ahmadabad, Pune) & expansion projects - Investment in Madheypura Loco Shed - Freight corridors			
Building	(+)	(-)	
Investment in SMART campus (education, Hotels, Healthcare, ...)			
Data Centres	(+)	(+)	
Growth in DC :BFSI, Cloud , e-commerce, Telecom, Govt. digitization initiatives			
Smart Cities	(+)	(+)	(+)
Central govt. focus on 100 smart cities (Smart Grid, water management, secondary distribution) & push for Make in India			

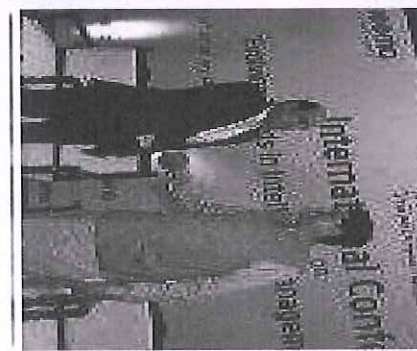
Energy India Success story : EcoStruxure Solutions



Success Story : Last Quarter

IED Business			PSS Business		
Oil & Gas	Generation / Power	Utility	BUILDING	UTILITY	O & G
					
Panel Builder	Infrastructure/ Metro	MMM	BROADCASTER	HEALTH CARE	
					
			PORT		
					

IEEMA –Intellect 2017 Highlights



Results Highlights

Key Financials Highlights – Q3 FY 2016-17

Selective approach for healthy order-book, focusing profitability

Liquidity remain challenging in Industry

Orders

Orders in Q3 FY16/17 at **3,410 MINR**. 1% over last year same quarter

Sales

Sales of **4,278 MINR** in Q3 FY 16/17 -12% over last year same quarter.

EBITDA

EBITDA at **320 MINR (7.5%)** in Q3 FY 16/17 Vs. **276 MINR (5.7%)** last year same quarter.

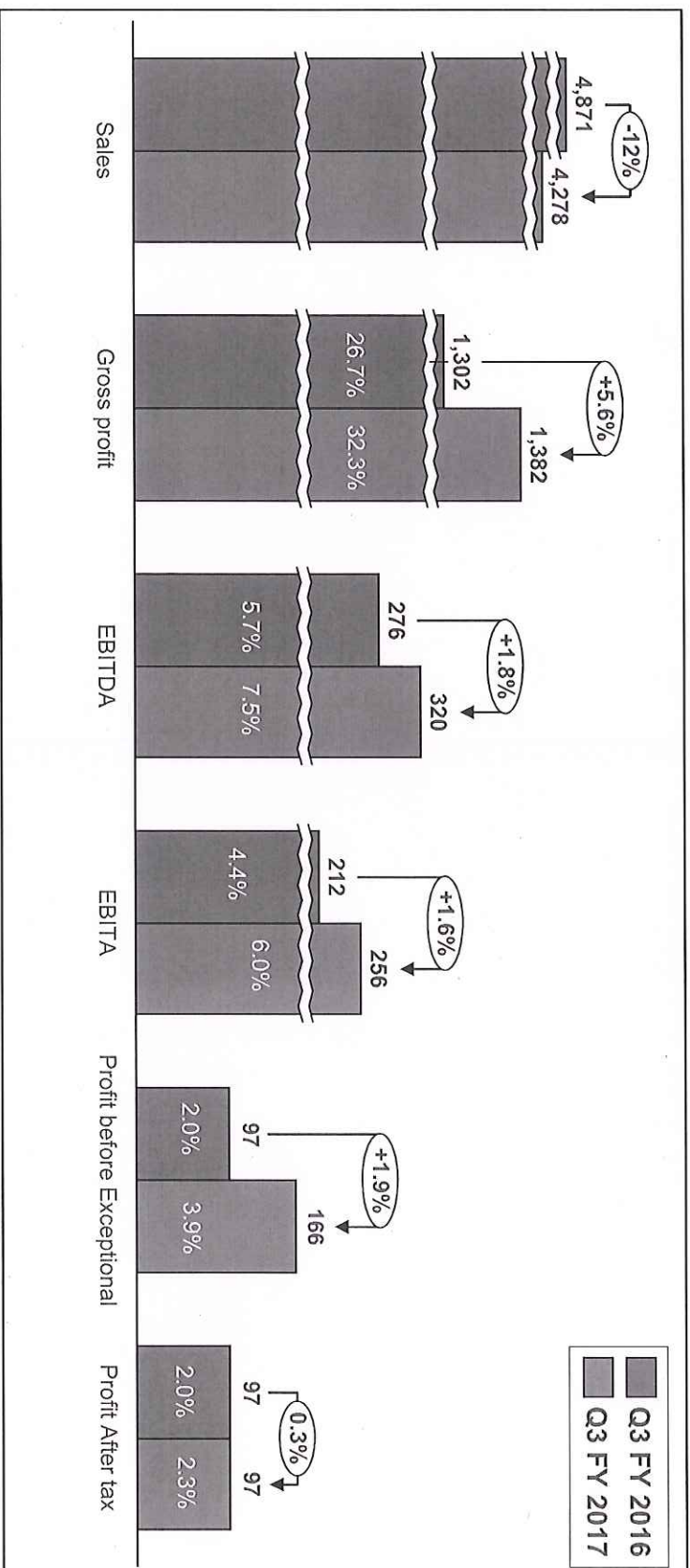
Net Income

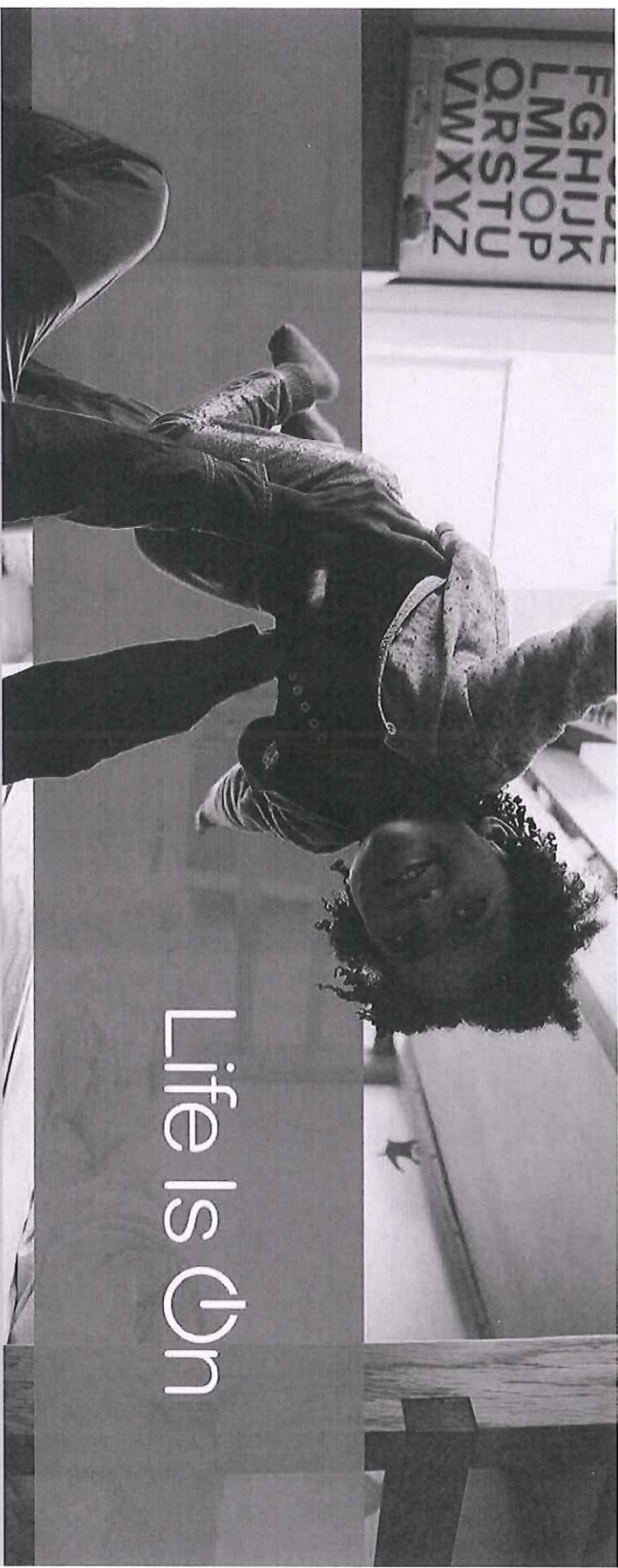
Net income at **97 MINR (2.3%)** in Q3 FY 16/17 vs. **97 MINR (2%)** last year same quarter

Q3 FY17 (Oct– Dec) Vs. Q3 FY16 (Oct– Dec)

SELL results analysis	Q3 (Oct-Dec 2016)		Q3 (Oct-Dec 2015)		YoY (%) Change
	MINR	%	MINR	%	
Sales	4,278		4,871		-12.2%
Other income	82	1.9%	101	2.1%	-0.2%
Total Sales	4,360		4,972		
Material costs	2,978	69.6%	3,670	75.3%	-5.7%
Gross Margin	1,382	32.3%	1,302	26.7%	5.6%
Employee costs	473	11.1%	442	9.1%	2.0%
Other expenses	589	13.8%	583	12.0%	1.8%
EBITDA	320	7.5%	276	5.7%	1.8%
Depreciation	64	1.5%	64	1.3%	0.2%
EBITA	256	6.0%	212	4.4%	1.6%
Interest	89	2.1%	115	2.4%	-0.3%
Profit before Exceptional items	166	3.9%	97	2.0%	1.9%
Employee restructuring	22	0.5%	-	0.0%	0.5%
Provision for old debt	82	1.9%	-	0.0%	1.9%
Sales of assets	-35	-0.8%	-	0.0%	-0.8%
Profit after tax	97	2.3%	97	2.0%	0.3%

Key Parameters (in MINR)





Life Is On

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