



Schneider Electric Infrastructure Limited

Annual Report 2017-18



# INNOVATION

Make New India Energy Positive

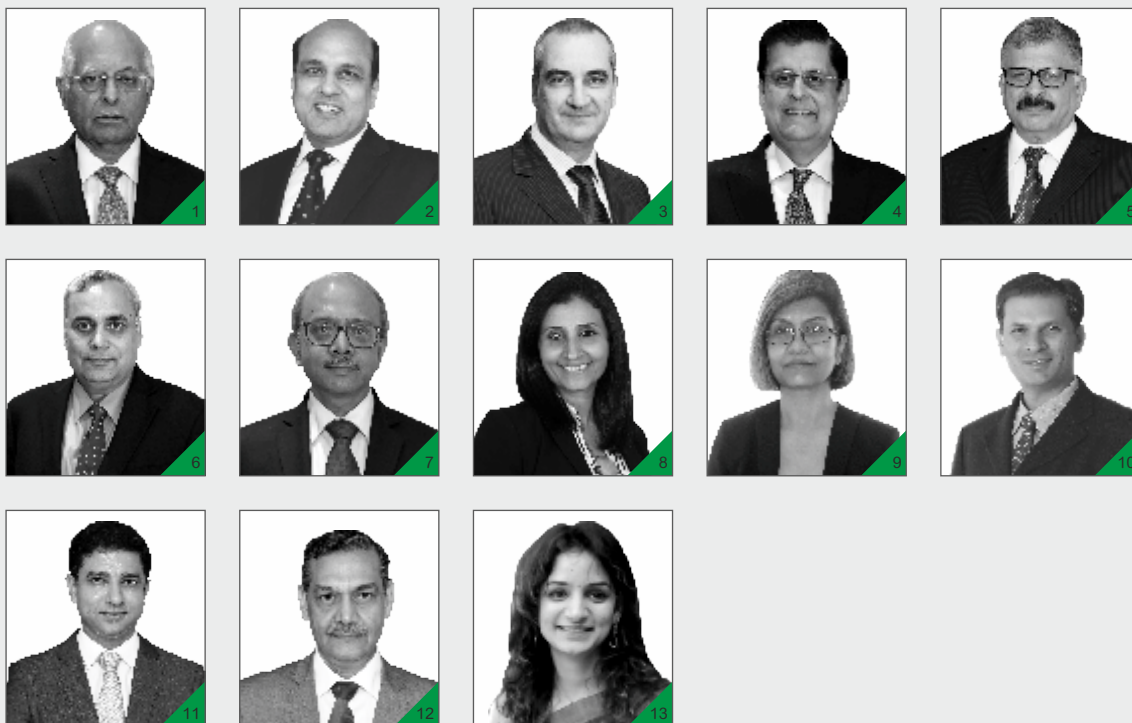
[schneider-infra.in](http://schneider-infra.in)

Life Is On

**Schneider**  
Electric



# Board of Directors & Key Managerial Personnel



- |   |  |
|---|--|
| 1. <b>Mr. Vinod Kumar Dhall</b><br>Chairman and Independent Director<br>DIN: 02591373 | 8. <b>Ms. Bidisha Nagaraj***</b><br>Non-Executive Director<br>DIN: 08080159  |
| 2. <b>Mr. Prakash Kumar Chandraker*</b><br>Managing Director and CEO<br>DIN: 05150366 | 9. <b>Ms. Sonali Kaushik****</b><br>Non-Executive Director<br>DIN: 07011781  |
| 3. <b>Mr. Bruno Bernard Dercle**</b><br>Managing Director and CEO<br>DIN: 08185909    | 10. <b>Mr. Vivek Sarwate</b><br>Whole-time Director<br>DIN: 07424152         |
| 4. <b>Mr. Ranjan Pant</b><br>Independent Director<br>DIN: 00005410                    | 11. <b>Mr. Arnab Roy</b><br>Chief Financial Officer                          |
| 5. <b>Mr. Vishar Subramanian Vasudevan</b><br>Independent Director<br>DIN: 00130205   | 12. <b>Mr. Anil Rustgi*****</b><br>Company Secretary and Compliance Officer  |
| 6. <b>Mr. Anil Chaudhry</b><br>Non-Executive Director<br>DIN: 03213517                | 13. <b>Ms. Bhumika Sood*****</b><br>Company Secretary and Compliance Officer |
| 7. <b>Mr. Sugata Sircar</b><br>Non-Executive Director<br>DIN: 01119161                |  |

\* up to 31.07.2018, \*\* appointed w.e.f. 01.08.2018, \*\*\* appointed w.e.f. 07.03.2018,

\*\*\*\*resigned w.e.f. 13.02.2018, \*\*\*\*\*resigned w.e.f. 04.07.2018, \*\*\*\*\*appointed w.e.f. 27.07.2018

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Message from  
**Vinod Kumar Dhall**  
Chairman



It is my privilege to present to you, our shareholders, the Annual Report of Schneider Electric Infrastructure Limited (SEIL) for the financial year 2017-18.

The Indian power sector has faced several challenges over the past few years; however, the second half of the last year saw our economy revive. The power sector is a key enabler of India's economic growth and a crucial component of India's basic infrastructure to support the country's ambitious GDP growth. The government is clearly focused on addressing challenges of urbanization with the smart city initiative and it is also committed to making energy accessible to all by bringing electricity to every village in the country.

When we, at SEIL, look forward, the economic environment is creating opportunities for us which we need to leverage. It also increases our responsibility towards addressing some of the challenges which the country is facing in terms of access to 24X7 energy which is clean and sustainable as well.

Your company has developed a wide range of products and digital solutions to address various challenges of the energy value chain. Our asset management solutions with mobile applications help customers to achieve the required levels of performance from electrical infrastructure. We are facilitating and empowering our customers to solve the complex urban challenges and helping them to create benchmarks with our innovative technology solutions. Successful commissioning of Naya Raipur smart city is an example of such innovative digital solutions from Schneider Electric.

Our business has practically redefined the segment with our EcoStruxure offering a unique customized platform which makes energy consumption most efficient. We believe that it will help address the challenges of loss and quality of electricity supply.

We have also been focused as a business on bringing cleaner and renewable energy to the energy pool in the country. We have supplied and commissioned equipment for 500 MW solar projects during the year, increasing our share of total capacity to 3.5 GW.

The year 2017-18 has been a significant and challenging year. Your Company managed to execute its priorities well despite the financial crisis in the industry. The management has been cautious and selective in term of customers while building the healthy backlog in line with our strategy. Your company was able to book new orders worth Rs. 11,506 million, 4.4% up over the previous year.

To meet the emerging challenges and to benefit from the new opportunities in India's fast evolving economic and infrastructural scenes, the Company continues to focus on innovative solutions, customer satisfaction and employee engagement as a part of its growth philosophy.

I would like to sincerely thank all our shareholders, customers, suppliers, communities and other stakeholders for their continued and unstinted support to the Company during the year. I would also like to thank all the employees and my colleagues on the Board of Directors, for their tireless commitment to enhance the performance and health of the Company. ■

# Corporate Information

## BOARD OF DIRECTORS

Mr. Vinod Kumar Dhall  
Non-Executive Chairman

Mr. Prakash Kumar Chandraker  
(Managing Director & CEO up to 31<sup>st</sup> July, 2018)

Mr. Bruno Bernard Dercle  
(Managing Director & CEO  
with effect from 01<sup>st</sup> August, 2018)

Mr. Anil Chaudhry  
Mr. Ranjan Pant  
Ms. Bidisha Nagaraj  
Mr. Subramanian Vishar Vasudevan  
Mr. Sugata Sircar  
Mr. Vivek Sarwate

### Chief Financial Officer

Mr. Arnab Roy

### Company Secretary and Compliance Officer

Mr. Anil Rustgi<sup>#</sup>  
Ms. Bhumika Sood<sup>##</sup>

<sup>#</sup>Resigned w.e.f. 4th July, 2018 <sup>##</sup>Appointed w.e.f. 27th July 2018

## REGISTERED OFFICE

Milestone 87, Vadodara-Halol Highway,  
Village Kotambi, P.O. Jarod, Vadodara- 391 510, Gujarat

## REGISTRAR & SHARE TRANSFER AGENT

**C.B. Management Services (P) Ltd.**  
P-22, Bondel Road  
Kolkata-700 019

## AUDITORS

### S.R. Batliboi & Co.LLP

Chartered Accountants  
Golf View Corporate Towers-B  
Sector 42, Sector Road  
Gurgaon 122 002, Haryana

## COMMITTEES OF DIRECTORS

### Nomination & Remuneration Committee

Mr. Subramanian Vishar Vasudevan - Chairman  
Mr. Anil Chaudhry  
Mr. Ranjan Pant  
Mr. Vinod Kumar Dhall

### Stakeholder's Relationship Committee

Mr. Subramanian Vishar Vasudevan - Chairman  
Mr. Prakash Kumar Chandraker\*  
Mr. Ranjan Pant  
Mr. Bruno Bernard Dercle\*\*

### Corporate Social Responsibility (CSR) Committee

Mr. Prakash Kumar Chandraker\*  
Mr. Ranjan Pant  
Mr. Subramanian Vishar Vasudevan  
Mr. Bruno Bernard Dercle\*\*

### Audit Committee

Mr. Vinod Kumar Dhall - Chairman  
Mr. Ranjan Pant  
Mr. Subramanian Vishar Vasudevan  
Mr. Sugata Sircar

### Finance and Banking Committee

Mr. Anil Chaudhry  
Mr. Prakash Kumar Chandraker\*  
Mr. Sugata Sircar  
Mr. Bruno Bernard Dercle\*\*

### Risk Management Committee

Mr. Prakash Kumar Chandraker\*  
Mr. Bruno Bernard Dercle\*\*  
Mr. Subramanian Vishar Vasudevan  
Mr. Ranjan Pant

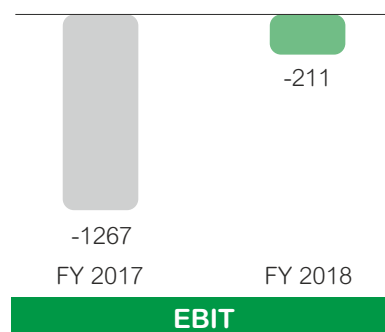
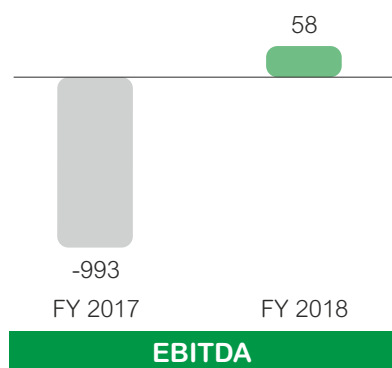
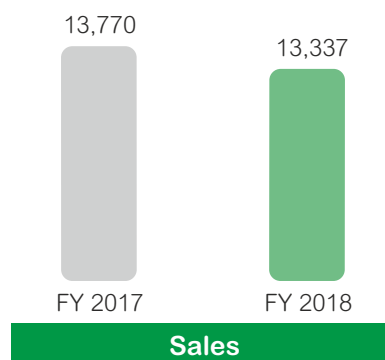
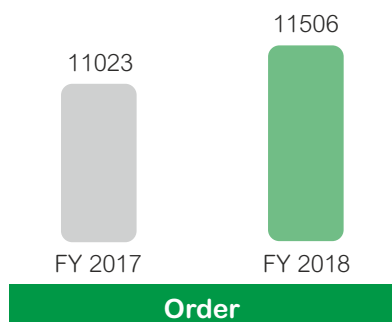
\* up to 31st July 2018

\*\* with effect from 01st August 2018

# Financial Highlights

## SCHNEIDER ELECTRIC INFRASTRUCTURE LTD.

(Rupees in million)





# Directors' Report

Your Directors take pleasure in presenting herewith the Annual Report and Audited Accounts for the year ended March 31, 2018.

## Financial Results

	(Rupees in million)	
	12M FY 2017/18	12M FY 2016/17
Sales and Services (Net)	13,337	13,770
<b>EBITDA</b>	<b>58</b>	<b>(993)</b>
(As percentage of net sales)	0.4%	(7.2%)
Depreciation	269	274
<b>EBIT</b>	<b>(211)</b>	<b>(1,276)</b>
Interest, net	436	420
Restructuring		72
<b>Profit after tax (as per financials)</b>	<b>(647)</b>	<b>(1,759)</b>

Note: Performance of the year was impacted by adverse forex movement during the year by Rs. 329 million (2018: Rs. 189 million loss vs 2017: Rs. 140 million gain) vs. last year.

Further, interest cost was impacted adversely by forex due to foreign currency loan. Without forex, interest cost was in declining trend.

### Dividend

No dividend has been declared by the Directors for the year ended March 31, 2018, due to losses.



# 1 Our Smart Products and Solutions

## 1.1 EcoStruxure™ Grid

### The New World of Energy built on IT/OT convergence

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

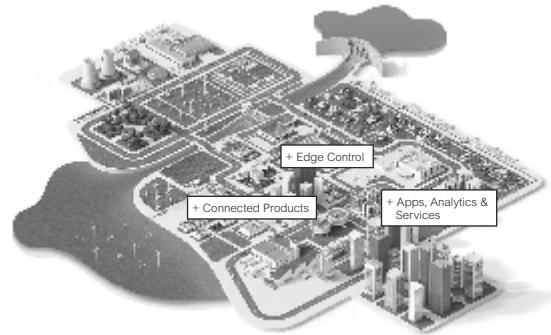
The first D is decarbonization and for power systems we're talking about the impact of renewables. It is predicted that over the next 15 years, growth in variable renewable capacity will explode. The variability of renewables means that grid-tied storage will also become a reality.

Secondly, digitization. The internet of things has reached power systems. Billions of automated grid devices gathering and integrating energy data will change the face of the future grid and transform the job of grid operators.

The third D is decentralization as power generation models are changing and where small scale solar and storage can turn consumers into prosumers and produce energy closer to where it is used.

Your Company is a technology company in the business of innovation.

Our "advanced grid" vision of how we will support this transformation is built on 3 pillars of innovation. It will enable world energy players to embark on a digital journey.



Innovation is in the DNA of your Company and in every part of the energy ecosystem. Your Company continuously innovates connected products to extend communication and data-integration capacities. Your Company's local control systems work across the grid right to its edge, with distributed generation and on the demand-side enabling operational and enterprise data to be fully leveraged by powerful analytics and services.

From seamless local production and integration at the grid edge, to bridging demand and supply, EcoStruxure™ Grid increases your grid's efficiency for sustainable networks.

#### Apps, Analytics & Services

- EcoStruxure™ ArcFM
- EcoStruxure™ Microgrid Advisor
- Smart Grid analytics for efficient operations and predictive maintenance and investment plans

#### Edge Control

- EcoStruxure™ Substation Operation
  - EcoStruxure™ Advanced Metering Operation
  - EcoStruxure™ ADMS
- Secure, reliable and efficient grid, substation and meter management.

#### Connected Products

- Primary Switchgear: MCset
  - Smart Ring Main Unit
  - Protection Relays
- Transformers: Minera SGrid  
Easergy T300
- Remote control and monitoring insights on mobile tools for safer maintenance and operations.



Monitoring and Control for Renewables



Monitoring and Control for Renewables



Cloud-based Microgrid Analytics



Supply, Demand, Sustainability



Ecostruxure Substation Operations with Cybersecurity



Ecostruxure Advance Distributed Management System



Ecostruxure Advanced Metering Operations



Easergy P3 (New Launch)



ION Power Meter



RM6 (Smart RMU)



Easergy T300 Feeder Remote Terminal Unit

## 1.2 Enhancing Customer Experience

Customer satisfaction is an integral part of your Company's growth strategy. Every contact with Schneider Electric Infrastructure Limited should be a positive experience that makes all customers feel satisfied. Your Company delivers tailored customer experiences, which is fast and consistent at all touch points, to get satisfied customers. Delighting customers is #1 priority of Schneider Electric Infrastructure Limited and we continue to work to provide better experience to our customers.

Your Company is in a transformative journey to make Schneider Electric Infrastructure Limited the best in class and to deliver a WOW experience across all touch points using the following guiding principles.

- **Customer Centricity:** Your Company has stepped into customers' shoes to understand their needs through customer personas.
- **Offer Quality:** Your Company innovates and provides premium quality products along the life cycle and is focused on improving the offer quality of products like RMU and Transformers.
- **Intelligence:** Your Company runs strong analytics to convert our customer voice into actionable information through CNPS transformation.
- **People:** Your Company has instilled customer first culture through continuous engagement and sharing best practices.
- **Satisfaction to Order:** Your Company continues to improve the delivery reliability, product quality and service support through structured Issue to Prevention process.

