

# Chartered Accountants in Industry .....A Schneider Electric perspective

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# Schneider Electric – the global specialist in energy management

**24**

billion € sales

**41%**

of sales in new economies

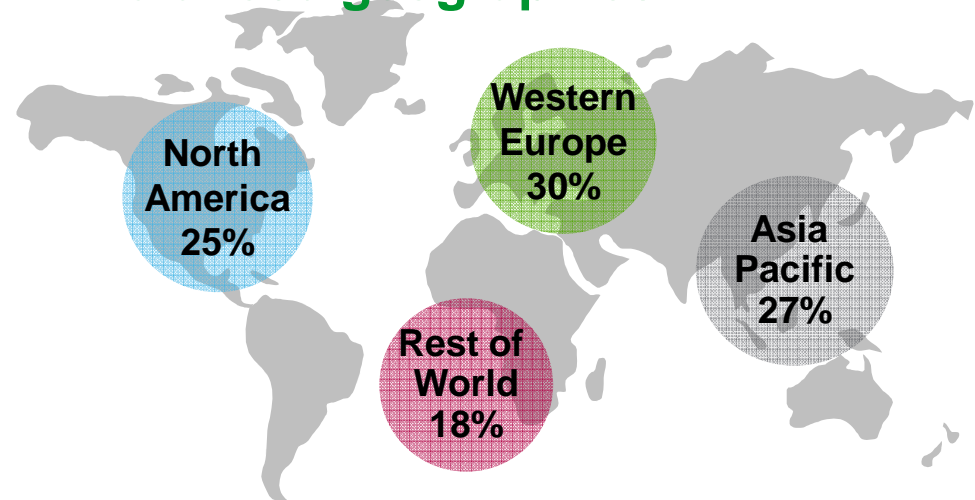
**140000+**

people in 100+ countries

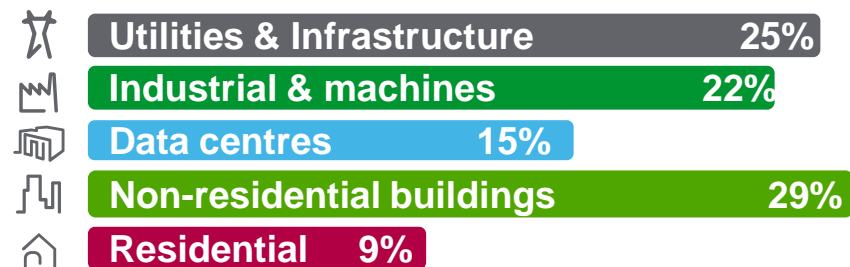
**4-5%**

of sales devoted to R&D

## Balanced geographies – 2012 sales



## Diversified end markets – 2012 sales



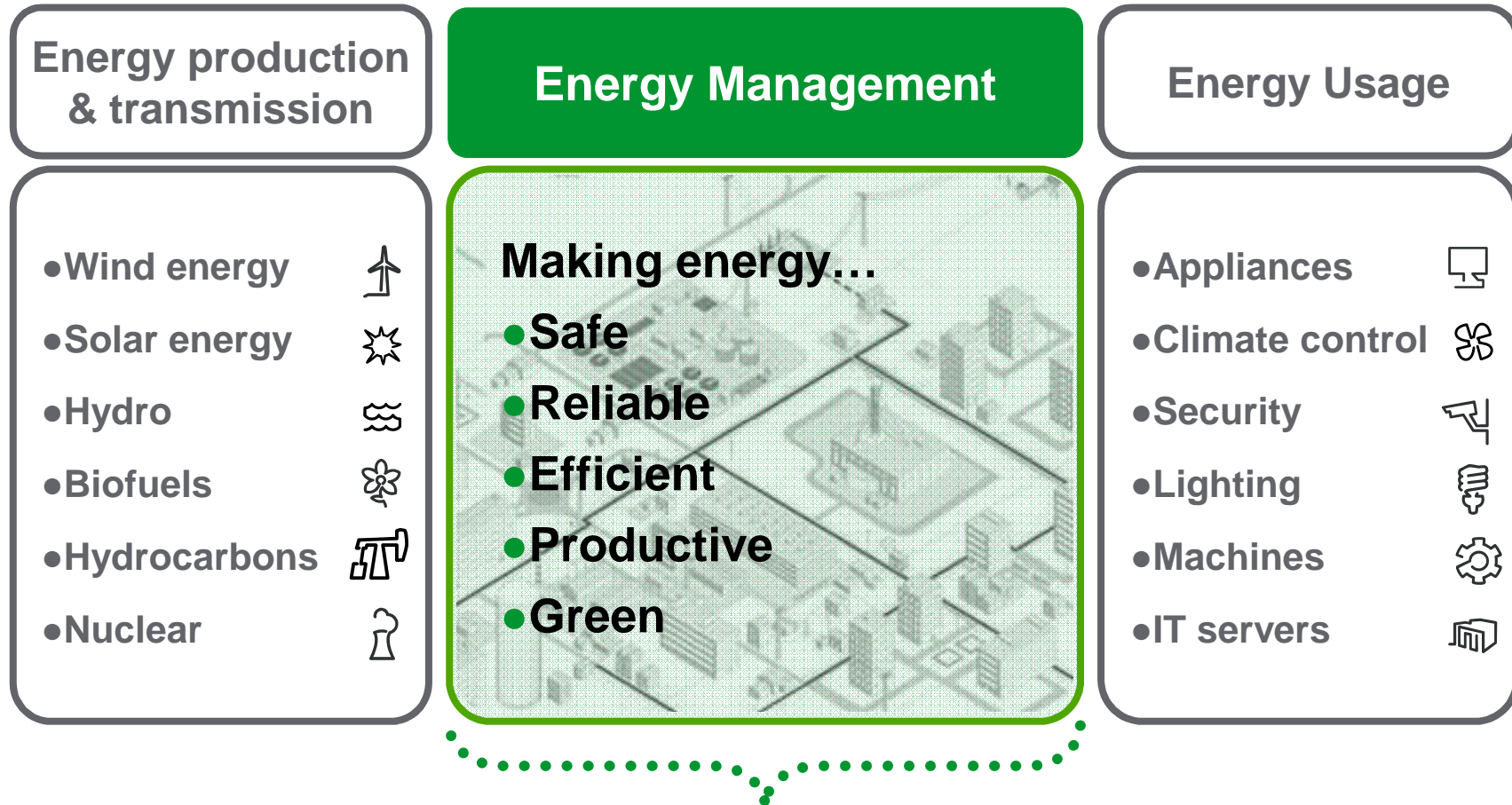
# Worldwide leader in most of our businesses

	Partner	Infrastructure	Industry	IT	Buildings
<b>% of 2012 Group sales</b>	37%	22%	19%	15%	7%
<b>Key technology</b>	Low Voltage & Renewable	Medium Voltage & Grid Automation	Industrial Automation	Critical Power & Cooling	Building Automation & Security
<b>Schneider Electric worldwide rank</b>	#1	#1	#2	#1	#4
<b>Global competitors</b>	ABB Siemens Eaton Legrand	ABB Siemens	Siemens Rockwell	Emerson Eaton	Siemens JCI Honeywell

← Adjacent & synergetic businesses →

**90% of group sales as world #1 or 2 player vs. 50% in 2000**

# We provide Energy Management Solutions

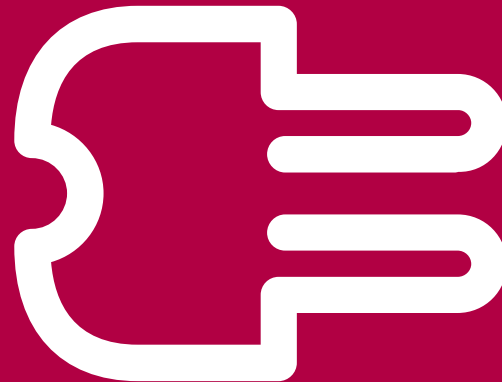


...with upto 30% savings everywhere



# Schneider Electric India:

A leading energy management company  
in India



# 50 years history in India, with rapid expansion in last 8 years

## India Entry

**2000**

S&S Switchgear  
Crompton Greaves LV



**1995**

100% Subsidiary

**1984**

Telemecanique  
Controls India JV

**1963**

Merlin Gerin JV



1963 - 2000

## Building Base

**2005**

Global Factory, Hyderabad

**2004**

CLIPSAL



**2003**

R&D Center, Bangalore  
Baroda Factory,  
Wiring Devices

**2002**

Automation Solution  
Application Center

2001 - 2005

## Aggressive Growth

**2011**

Luminous  
Digilink India  
APW President India



**2010**

Areva Distribution  
Zicom Security India  
Uniflar S.p.A.



**2009**

Conzerv Systems India  
Meher Capacitors India



**2008**

Solution Engineering Center



**2007**

PELCO

by Schneider Electric

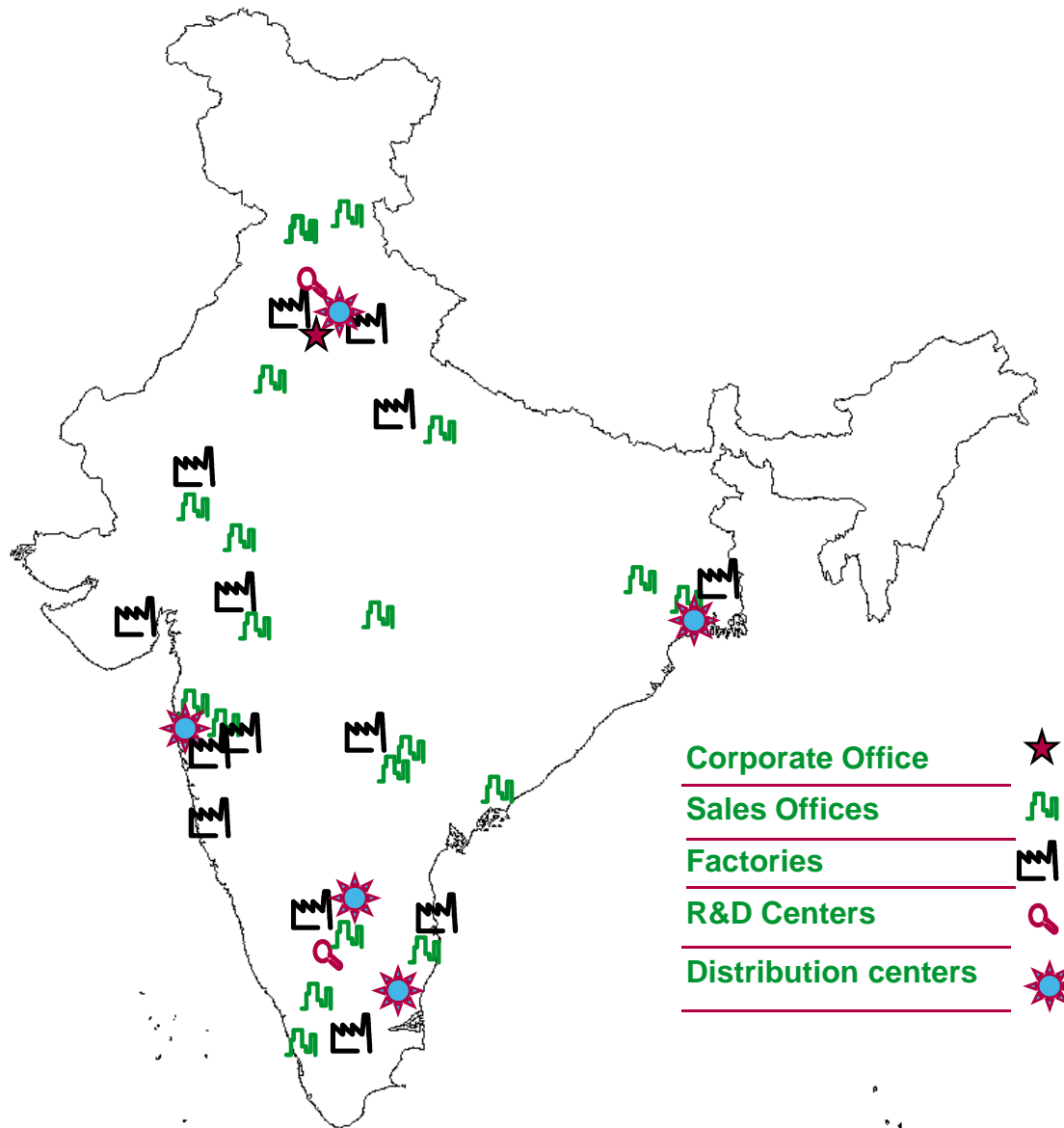
**2006**

APC  
t.a.c



2006 - 2013

# Schneider Electric in India



 Employee strength	<b>19,000+</b> People
 Industrial footprint	<b>31</b> Factories
 R&D focus	<b>1,000+</b> R&D Staff (based in India)
 Acquisitions	<b>6</b> Acquisitions (in past 36 months)
 Channel strength	<b>45,000+</b> Point of sales <b>2,000+</b> Partners

# Finance @Schneider Electric India



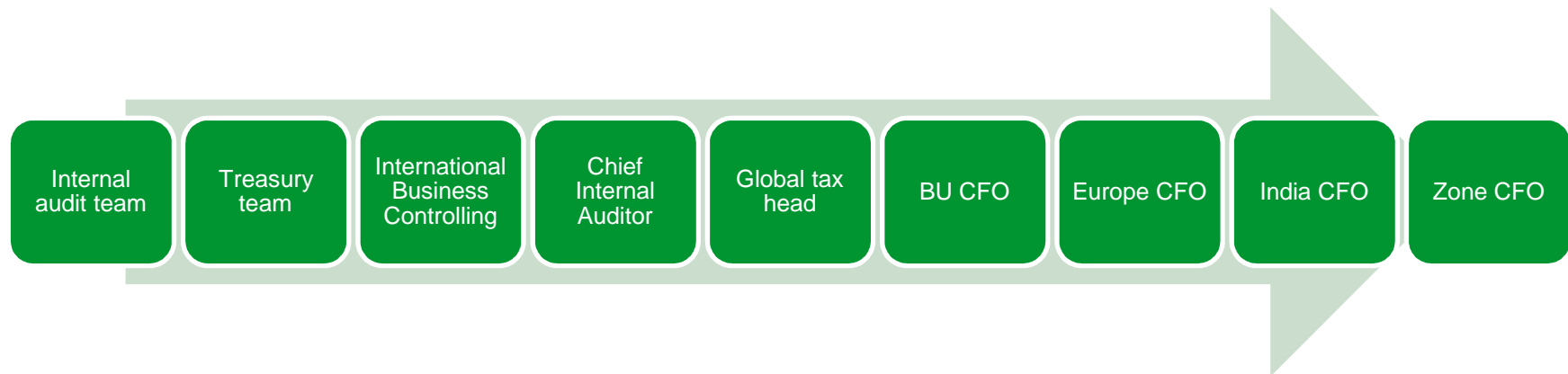
# A strong team of 500 + spread across India

- ONE Schneider Electric
  - 16 legal entities including 2 listed entities, one JV
- ONE performance reporting
  - 9 ERP platforms
- ONE Supply chain platform
  - 31 global factories
  - 50% of imported products
- ONE R&D center
  - Six different underlying flows
- Host for global functions
  - IT back office, Finance Shared services, Solution technicians

# What are CAs doing now in our Company

- Traditional functions
  - Risk management/Internal control
  - Accounting
  - Controlling
  - FPA
  - Treasury and Reporting....
- Driving profitability levers across the Group
- Leading project for operational efficiency
  - Rationalization of factories, workforce, policies
- Strategic pricing of our portfolio
- Mergers, acquisitions and integrations
- Managing risks of solutions business – techno commercial
- Globally innumerable examples of Finance heads becoming Country Presidents, leading strategy and leading transformations.

# My own career progression



- **Adaptability**

- There is no longer a single route to reach the desired position, so be open to opportunities which emerge
- Can be risk, M&A, Tax...any new process is an opportunity

- **Constant Upskilling**

- In a global economy with no borders no country/company is insulated, so stay updated on all areas

- **Broaden your scope**

- Finally its all logic, there is no position which we cannot handle

Make the most  
of your energy™

