



Schneider Electric Infrastructure Ltd
Investor Meeting – Q1, FY 2024-25

Aug 6, 2024



Vision

“SEIL will lead the *new digitized energy world*, offering our Customers and Partners, *innovative connected products & solutions*, ready for the then power distribution’s *elevated expectations*.

Our *balanced business models, superior quality & efficient supply chain* will keep our growth and profitability resilient and sustainable.”



Mission

Our mission is to be *a digital partner for sustainability and efficiency*. We believe that **Life is On** everywhere, for everyone and at every moment.

Market Outlook

Macro Highlights & Forecast

Highlights – FY24

28% increase in Capital Expenditure
INR 7.4 lac Cr (FY23) → INR 9.5 lac Cr (FY24)

8.2% real GDP growth est.
(vs 7% in FY23)

Economic Resilience



Fiscal Prudence

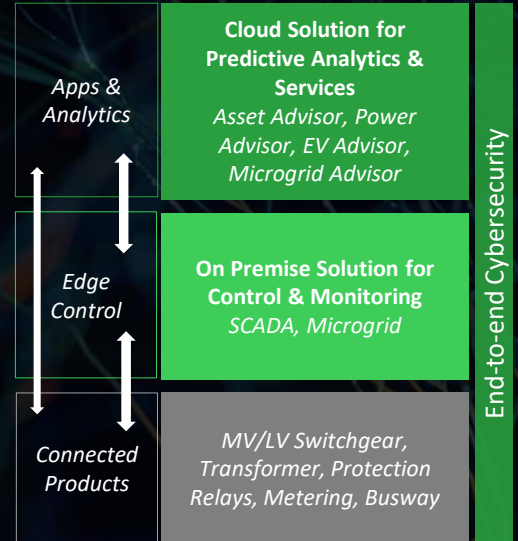
Forecast FY25

17% increase in Capital Expenditure
INR 9.5 Lac Cr (FY24) → INR 11.1 lac Cr (FY25)

6.5-7% real GDP growth
(2024-25 Forecast)

Segment	Budget Highlights
Renewables	<ul style="list-style-type: none"> 19k+Cr budget allocation to Ministry of New & Renewable Energy Focus on PSP1 & Solar Energy to meet India's goal of 500GW by 2030 Emphasis on Sustainability : 'Energy efficiency' targets to 'Emission Targets' & taxonomy for climate finance
Transportation	<ul style="list-style-type: none"> Budget Allocation of 5 Lac+ Cr for Transportation Sector with major focus on Highways, Metros, Railways
Infrastructure	<ul style="list-style-type: none"> Budget Allocation of 2.6 Lac+ Cr for Rural Development ~ further fueling MMM and Energy Sector Promote water supply, sewage treatment & solid waste management Industrial Parks in 100 cities
Semiconductor	<ul style="list-style-type: none"> Budget Allocation of 6,903 Cr for development of Semiconductor and Display Manufacturing New Tariff Lines for products used in Indian Semiconductor Machinery ~ Further promoting competitiveness in global market
E-Mobility	<ul style="list-style-type: none"> PLI boost for Automobiles and Auto Components Exemption of BCD² for critical minerals including Lithium ~ Making EV affordable for consumers to boost EV Sales Budget Allocation for FAME³ of 2,671 Cr

Our Solutions



Our Wins

Our Wins | Breakthrough Orders

Customized Integrated Solution



11kV Power Train Module (PTM) for one of the leading Data Centres in India

PTM comprising of 11 kV RMU, 2.25 MVA Transformer & 415V LV Panel

- New Solution deployment for market requirement of >2 MVA Type Tested Package Sub-station

Feature Enhancement of Existing Product



33kV Panels (PIX-36) for Transmission Utility in North-East India

33 kV, 2500A, 31.5 KA AIS Panels with Natural Cooling

- First order for 33 kV, 2500A AIS Panels with natural cooling, creating reference for similar requirement in other utilities

New Product



11 kV Panels for Power Distribution Company of NCR Region

11kV ,1250A, 25 KA AIS Panels (EasySet MV)

- First order for EasySet MV
- Creates reference for Indian Utilities

Our Wins | Digital Transformation



Electrical SCADA for one of the initial Semiconductor projects in India

RTU Panel¹ for Control & Monitoring of Switchgear along with **Centralized EPO² + ARDM³** software

- Electrical SCADA for the first Semiconductor assembly & test facility in India

CRP⁴ & SAS⁵ for 765/400/220kV S/S of a major government utility in North India

765 kV CRP⁴ and Complete **SAS⁵ System. Loose relays & BCU⁶** for 400kV & 220kV bays

- Re-Entry into 765kV CRP SAS business after 9+ years
- Reference for upcoming 765 KV S/S in India

33 kV and 11 kV AIS Panels for premier container handling port in India

11 kV AIS Panel (PIX-ROF) **33 KV AIS Panel(PIX-36)** with **EcoCare+ Advance** (3 years of subscription)

- Future opportunity of including EcoCare Contract in existing Installed Base

1. Remote Terminal Unit 2. EcoStruxure Power Operation 3. Advance Reporting Dashboard Module
4. Control & Relay Panel 5. Substation Automation System 6. Bay Control Unit

Our Wins | Securing orders from Overseas Market



1

Upgradation of 33/11kV Sub-stations for a customer in Nepal

63 MVA ,45 MVA & 30 MVA Transformers with ETE and 1-year EcoCare Advanced subscription

- Strong reference for upcoming opportunities in Nepal

2

Transformers for Fertilizer Plant in Australia

Green Premium Ester Filled Oil (Vegeta) Power & Distribution Transformer

- Largest Transformer Export Order

3

Transformers for expansion of leading Energy Plant in Qatar

Distribution Transformer (1 MVA) along with Neutral Earthing Resistor and Isolator

- Strong reference creation for orders in Middle East

Unveiling Power Train Module : Meeting Customer Needs with Innovation



Value proposition

Power Train Module is tailored to individual customer requirements using products from comprehensive range of SE offer portfolio, providing a **convenient**, plug & play substation of higher rating (>2MVA) with **optimum time and cost**



Key Benefits

Customizable

*MV:33KV/11KV, Trafo: Dry/Oil,
Busbar: Al/Cu*

Compact & efficient

*Directly mounted MV switchgear and LV
switchgear: optimum footprint*

Scalable

*Capacity can scale upto 3.15MVA
for any rating above 2MVA*

Digitally Enabled

*Natively connected product for
smart monitoring & predictive
maintenance*



End Market



Data Center



Metro

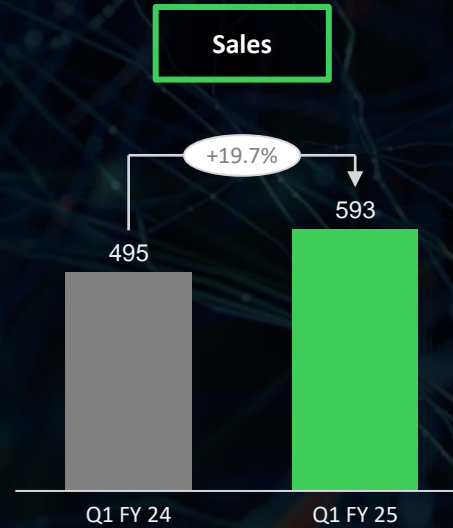
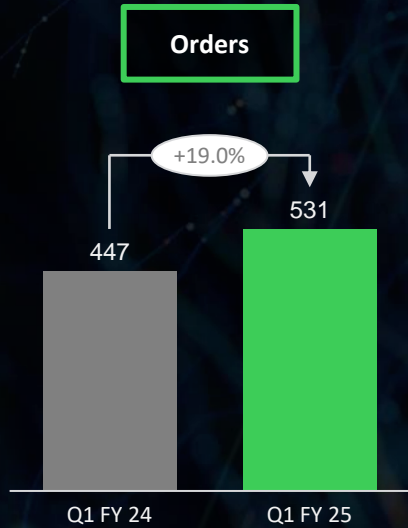


Industry & Building

Our Performance

Orders and Sales

Figures in INR Cr.



Good momentum in orders across all segments

Order Backlog at INR 1,294 Crores up by 15.6% vs. June'23

Strong sales growth with better mix of Transactional and Services

P&L Statement – Q1 FY25 Vs Q1 FY24

Figures in INR Cr.

	Q1 FY25		Q1 FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	592.9		495.3		19.7%	
Other Income	2.6	0.4%	2.3	0.5%		
Total Sales	595.5		497.6			
Material Costs	356.5	60.1%	315.6	63.7%	13.0%	
Gross/ Material Margin	239.0	40.3%	181.9	36.7%	31.3%	+3.6pts
Employee Costs	77.5	13.1%	69.3	14.0%	11.8%	
Other Expenses	77.1	13.0%	60.8	12.3%	26.8%	
EBITDA	84.3	14.2%	51.8	10.5%	62.8%	+3.8pts
Depreciation	5.9	1.0%	5.1	1.0%	15.4%	
EBIT	78.4	13.2%	46.7	9.4%	68.0%	+3.8pts
Finance Cost	13.1	2.2%	11.8	2.4%	11.6%	
Profit before Exceptional Items	65.3	11.0%	34.9	7.1%	86.9%	+4.0pts
Exceptional Items	-	0.0%	-	0.0%		
Profit Before Tax	65.3	11.0%	34.9	7.1%	86.9%	+4.0pts
Total Tax Expense	16.8	2.8%	-	0.0%		
Profit After Tax	48.5	8.2%	34.9	7.1%	38.8%	+1.1pts
Oth. Comprehensive Income/(Loss)	-0.2	0.0%	-5.7	-1.1%	-95.7%	
Total Comprehensive Income	48.2	8.1%	29.3	5.9%	64.9%	+2.2pts

EBIT improvement due to better product mix, order pricing and operational efficiency.

Life Is On

Schneider
Electric

Life Is On

Schneider
Electric

A grayscale photograph of a hand held palm up, with a large, bright green 'Q&A' graphic overlaid on it. The 'Q' is on the left, the ampersand is in the center, and the 'A' is on the right. The background is a blurred window with light coming through.

Q&A