Schneider Electric Infrastructure Ltd
Investor Meeting – Q4, FY 2023-24

May 23, 2024

Life Is On

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.

IMPACT starts with Us!

Made it to the ‘LinkedIn Top Companies in India’ list second year in a row

Won ‘French Group of the Year’ at the Indo-French business award presented by the French Ambassador in India

Market forces shaping our Business…

Make In India
to boost manufacturing sector

Green growth
with adoption of Green H2 & 50% of Electricity demand from Renewable energy by 2030

RDSS
Reduce AT&C losses to 12-15% by 2024-25

Energy Resilience
Capacity addition & Improvement of operational efficiency for fossil power assets

150-160 MT
Cement industry capacity addition by FY28

~190 MT
Steel demand to soar by FY 30

30%
Electrification of total mobility by 2030

40,000
coaches to be converted to Vande Bharat standards

~1 GW
DC capacity to cross 1 GW mark in top 7 cities in 2024

DC Boom
With investments from non-traditional players & data localization mandate by govt

GDP (+8.4%) : Growth driven by Capital Formation, Manufacturing and Construction sector & likely to grow at **6.5%-7%** in FY25

GFCF (+10.6%) : Govt. Capex contribution to GDP dropped from 35.2% to 32.4% (pre-election)

General

Our **Wins**

General

Life Is On | Schneider Electric

Breakthrough Orders – Q4

33kV GIS for one of the oldest Indian Metros

for upgradation of Power supply system & renovation of Traction Substation

Future Scope for EcoStruxure (Digital solutions) & strong reference in upcoming tenders

Packaged Sub Station for leading Coal producing company

with mobile app-based asset health monitoring system

Opened door for IoT enabled E-house, Transformer and upcoming Packaged Substation opportunities

33/11kV E-House for Oil & Gas Public Sector Enterprise

for expansion project of switchyard in north-eastern state of India

Created strong reference in Oil & Gas segment for future opportunities

General

Life Is On | Schneider Electric

Digital Transformation – Q4

Upgradation of 33/11 kV Sub-stations for a major Indian utility

11 KV AIS (Temp & Humidity Sensors, Breaker Health Monitoring), 33kV AIS & 31.5 MVA Power Transformer, SCADA System with EcoCare Services

Strong reference for upcoming opportunities (substation upgradation)

Digitally-enabled AIS & Transformer for a top Indian Cement company

with Easergy relays & Automation solution

Future Scope in Services for pitching EcoCare in upcoming projects

Transformer with Digital Solutions for leading North Indian Discom

EcoStruxure Transformer Expert with H2 Sensors & EcoStruxure Asset Advisor with 3-year EcoCare Advanced subscription

Strong reference for Transformers with ETE in upcoming tenders of the utility

General

Life Is On | Schneider Electric

New Offer

General

Life Is On | Schneider Electric

Introducing EasySet : Making customer life Easy

New Offer

Value proposition

Provide easy **Operation**, easy **Monitoring**, easy **Maintenance**, Easy **User-friendly features** to meet all Electrical Distribution needs up to **12 kV, 26.3 kA / 3s** with set options of innovative digital solutions

Key Benefits (non exhaustive)

- Compact footprint with Robust Structure
- Ergonomic Circuit Breaker Operation height
- Convenient Cable termination height
- Ready for Digital connect

Applications

- Utilities
- Data Centres
- Infrastructure

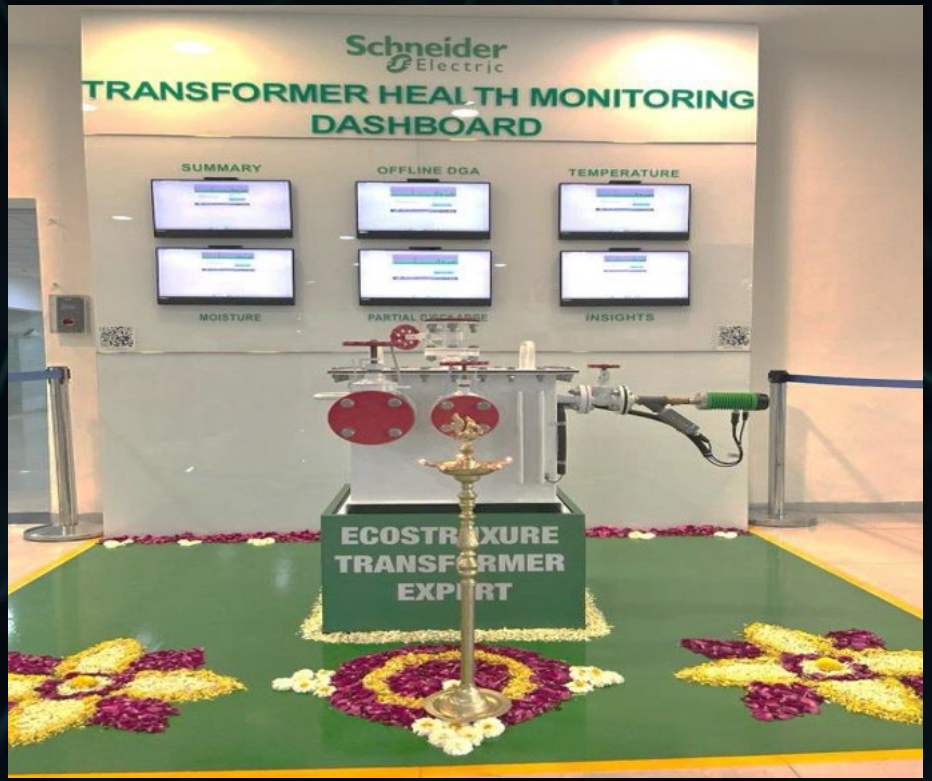
Life Is On | Schneider Electric

General

Customer Knowledge Lounge at Vadodara

MV Switchgear Connected Lab

Transformer Health Monitoring Dashboard



General

Our Performance

General

Life Is On | Schneider Electric

FY 2023-24 at a Glance

1,951 Cr
+26.9%
Orders

2,207 Cr
+24.2%
Sales

37.1%
+4.4 pts
GM

13.8%
+3.7 pts
EBITDA

12.8%
+3.7 pts
EBIT

1,226 Cr
+14.2%
Order Backlog

Highest ever Revenue & profit
Since Inception

Consistent Profitable growth
All 4 quarters

Free Cashflow
135 Cr (+85 Cr YoY)

Loan Reduction
25 Cr (Inter-company)

Strategic Levers

Accelerate Segments
Leverage emerging segments
& Strengthen resilient segments

More Services
Focus on Modernization, Digital services & Remote asset monitoring

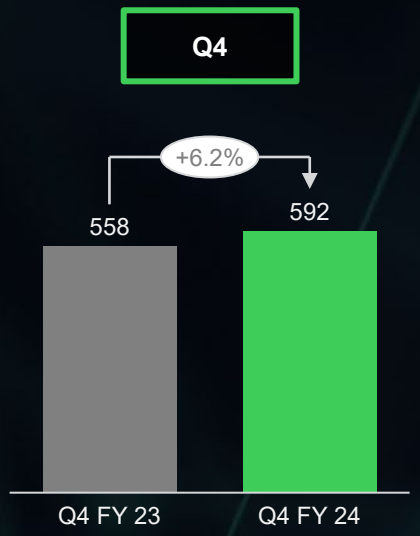
Promote Partners
Distributors & Panel Builders

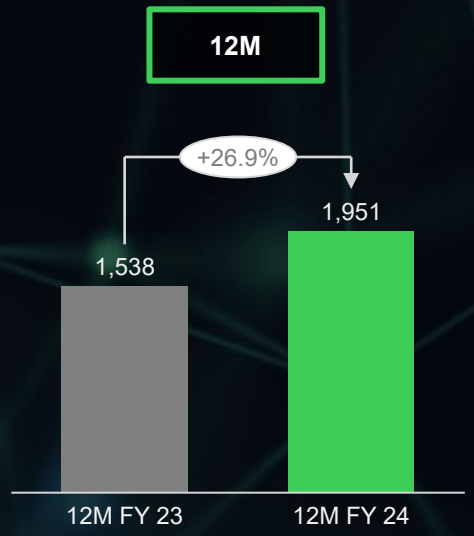
General

Life Is On | Schneider Electric

Orders

Figures in INR Cr.





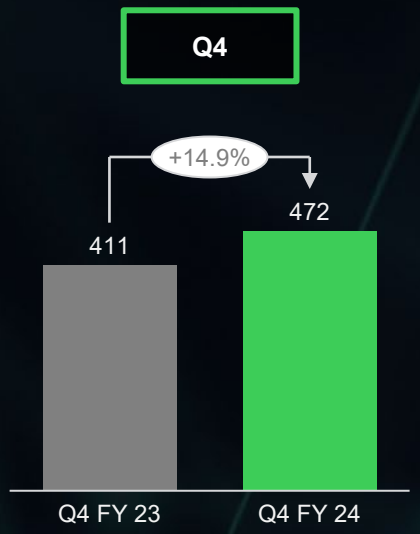
Good momentum in orders in all segments
Order Backlog up by 14.2% vs. Mar'23

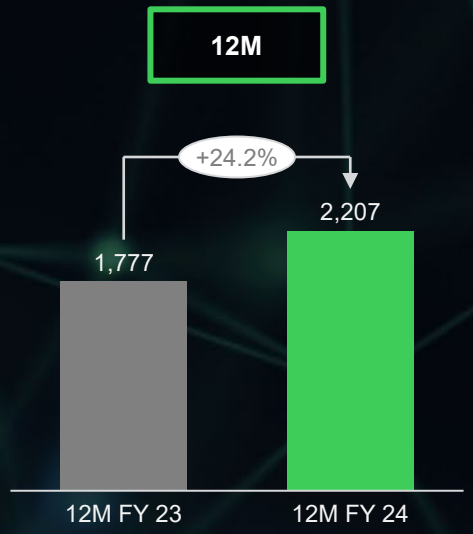
Public

Life Is On | Schneider Electric

Sales

Figures in INR Cr.





Good momentum in sales
Highest ever revenue in any year

Public

Life Is On | Schneider Electric

P&L Statement – Q4 FY24 Vs Q4 FY23

Figures in INR Cr.

	Q4 FY24		Q4 FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	471.8		410.5		14.9%
Other Income	3.6	0.8%	3.9	1.0%	
Total Sales	**475.4**		**414.5**		
Material Costs	282.7	59.9%	260.2	63.4%	
Gross Margin	**192.7**	**40.8%**	**154.2**	**37.6%**	**+3.3pts**
Employee Costs	63.9	13.5%	58.6	14.3%	9.0%
Other Expenses	52.0	11.0%	30.8	7.5%	69.1%
EBITDA	**76.8**	**16.3%**	**64.9**	**15.8%**	**+0.5pts**
Depreciation	5.5	1.2%	5.1	1.2%	
EBIT	**71.3**	**15.1%**	**59.8**	**14.6%**	**+0.6pts**
Finance Cost	32.4	6.9%	14.3	3.5%	125.8%
Profit before Exceptional Items	**38.9**	**8.3%**	**45.4**	**11.1%**	**-2.8pts**
Exceptional Items	0.7	0.1%	0.6	0.1%	
Profit Before Tax	**38.2**	**8.1%**	**44.8**	**10.9%**	**-2.8pts**
Current tax	12.1	2.6%	-	0.0%	
Adjustment of Tax relating to earlier periods	30.4	6.4%	-	0.0%	
Deferred tax	-7.5	-1.6%	-	0.0%	
Total Tax Expense	35.0	7.4%	-	0.0%	
Profit After Tax	**3.3**	**0.7%**	**44.8**	**10.9%**	**-10.2pts**
Oth. Comprehensive Income/(Loss)	-0.5	-0.1%	-5.3	-1.3%	
Total Comprehensive Income	**2.8**	**0.6%**	**39.6**	**9.6%**	**-9.1pts**

GM improvement due to raw material cost normalization and better mix

Life Is On Schneider Electric
Public

P&L Statement – 12M FY24 Vs 12M FY23

Figures in INR Cr.

	12M FY24		12M FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	2,206.7		1,777.2		24.2%
Other Income	9.3	0.4%	12.2	0.7%	
Total Sales	**2,216.0**		**1,789.4**		
Material Costs	1,397.9	63.3%	1,208.5	68.0%	
Gross Margin	**818.1**	**37.1%**	**580.8**	**32.7%**	**+4.4pts**
Employee Costs	271.1	12.3%	235.9	13.3%	14.9%
Other Expenses	241.9	11.0%	165.1	9.3%	46.5%
EBITDA	**305.0**	**13.8%**	**179.9**	**10.1%**	**+3.7pts**
Depreciation	22.0	1.0%	18.5	1.0%	
EBIT	**283.0**	**12.8%**	**161.4**	**9.1%**	**+3.7pts**
Finance Cost	68.9	3.1%	53.0	3.0%	29.9%
Profit before Exceptional Items	**214.1**	**9.7%**	**108.3**	**6.1%**	**+3.6pts**
Exceptional Items	4.1	0.2%	-15.3	-0.9%	
Profit Before Tax	**210.0**	**9.5%**	**123.6**	**7.0%**	**+2.6pts**
Current tax	22.1	1.0%	-	0.0%	
Adjustment of Tax relating to earlier periods	30.4	1.4%	-	0.0%	
Deferred tax	-14.5	-0.7%	-	0.0%	
Total Tax Expense	38.0	1.7%	-	0.0%	
Profit After Tax	**172.0**	**7.8%**	**123.6**	**7.0%**	**+0.8pts**
Oth. Comprehensive Income/(Loss)	-26.9	-1.2%	-8.7	-0.5%	
Total Comprehensive Income	**145.1**	**6.6%**	**115.0**	**6.5%**	**+0.1pts**

GM improvement due to raw material cost normalization and better mix

Life Is On Schneider Electric
Public

Life Is On | Schneider Electric

Life Is On | Schneider Electric

Q&A
Life Is On
Schneider Electric