



# PERFORMANCE

## Schneider Electric Infrastructure Limited

FY 2022-23 | Q1  
03 Aug 22

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## Disclaimer

All forward-looking statements are Schneider Electric Infrastructure Limited (SEIL) management's present expectations of future events and are subject to number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Schneider Electric Infrastructure Limited (SEIL) undertakes no obligation to publicly update or revise any of these forward-looking statements.

This presentation includes information pertaining to 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.

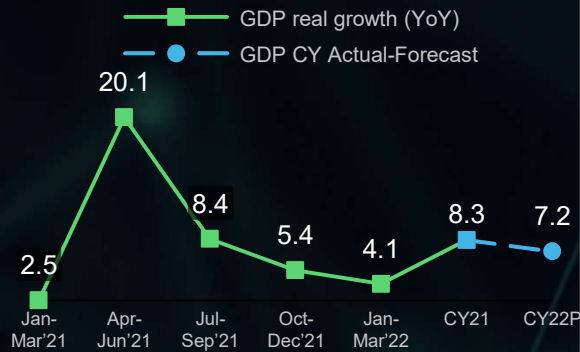


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# Economy Outlook

## GDP<sup>1</sup> Forecast - 2022



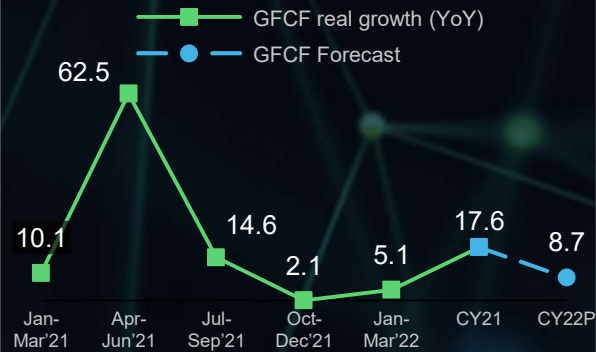
### Real GDP Growth Rate

GDP growth rate slowed down to 4.1% in Q1'CY22 | soaring prices | reduced consumer spending

- Omicron-led restrictions, global supply shortages, and higher input costs
- Manufacturing sector de-grew by -0.2% YoY in Q1'CY22, while construction sector grew by 2.0% YoY

CY'21P & CY'22P forecasts as per Oxford Economics

## GFCF<sup>2</sup> Forecast- 2022

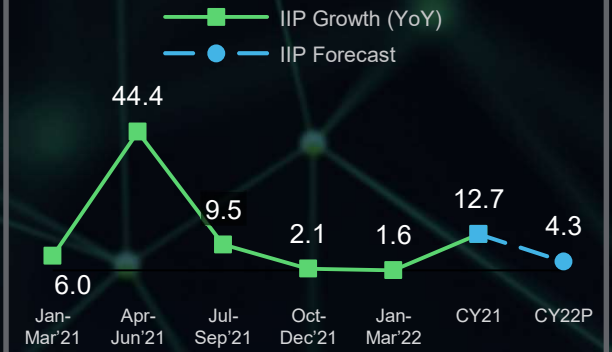


### Capex Growth Rate

GFCF growth rate saw a marginal uptick in Q1'CY22

- GFCF growth saw an increase from last quarter's 2.1% to a 5.1% in Q1'CY22
- Private sector investment continues to be on the lower side & recovery is likely to happen in H2 CY22
- PFCE<sup>4</sup> growth has continued to remain muted, growing by 1.8% in Q1'CY22

## IIP<sup>3</sup> Forecast- 2022



### IIP Actuals

IIP growth rate saw a sharp dip in Q1'22 due to almost no growth in manufacturing & phase 3 of Covid

- Mining quarrying & Electricity sectors grew tepidly by 3.8% & 3.9% respectively in Q1'CY22
- With hikes expected in interest rates demand is likely to fall in coming quarters, forcing firms to bring down production

<sup>1</sup> Gross Domestic Product

<sup>2</sup> GFCF: Gross Fixed Capital Formation

<sup>3</sup> IIP: Index of Industrial Production

<sup>4</sup> PFCE: private final consumption expenditure

# Segment Overview

## Power & Grid

### Digitization

SCADA/ADMS, AMI Implementation by 2026 | Grid modernization | Cyber security

### Sustainable Energy

GOI Target 50% energy from non-fossil fuel by 2030 | Storage management

### Make in India

Local content > 60%



## Mining, Minerals & Metals

### Slash in Planned Capex

Planned capex slashed for FY23 due to challenging market conditions

### Sustainable Energy

Cement plants investing in Green Energy | WHRS Projects

### Digital solutions

Acceptance of digital solutions increased



## Mobility

### E-Mobility infra growth

Large tenders for E-Buses, Charging infra at depots

### Airport projects | Reduced implementation timelines

NIA, Navi Mumbai, Greenfield International Airports

### Focus on Railway tunnels

Connecting all high-altitude areas, J&K, Northeast, UK



## Data Centers

### Strong growth in DC Markets

expansion @ 12% CAGR

### Growth Drivers

BFSI | Logistics | E-Commerce | IOT

### Edge DC push

Implementation of 5G



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# Catalyzing our Customer's Digital Journey

## More Connected Equipment

Fully connected MV equipment | MV switchgears & Transformers | Relays & Sensors

**Connected** Medium voltage equipment for **data center** application



## More Software

Substation Automation solutions  
Control & monitoring software  
Building management Systems

End to end **Plant Automation** for **Cement Manufacturing** facility



## More Digital Services

Digital Services Advisors (Predictive & Preventive Maintenance)

**Digital Maintenance contract** for one of the largest **carbon black Manufacturer** in India



Pull through for other software:



AVEVA

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## More Digital | Our Wins

### Leading Digitalization for WHRS\* in Cement Plant



- ✓ Maximized **process uptime & reliability** for a Cement plant
- ✓ Automating the process for Waste heat recovery system of scale 8400Tons per day
- ✓ **Seamless integration** of fully connected SE panels with **Process automation software** (Ecostruxure Process Expert)

*Opening doors for future Digitization inquiries*

\*Waste heat recovery system

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## More Services | Our Wins

Trusted and reliable partner of Defense PSU Shipbuilder



- ✓ Reliable & timely resolution to **provide un-interrupted** critical operations
- ✓ **Proactive** maintenance of spares and **collaboration with Schneider global**
- ✓ Staying **way ahead** of our customer expectations

*Consecutive order pulled thru- consistent delivery & trust*

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## »»» Emerging segments | Our Wins

Leading EV Charging Infrastructure through our best-in-class solutions

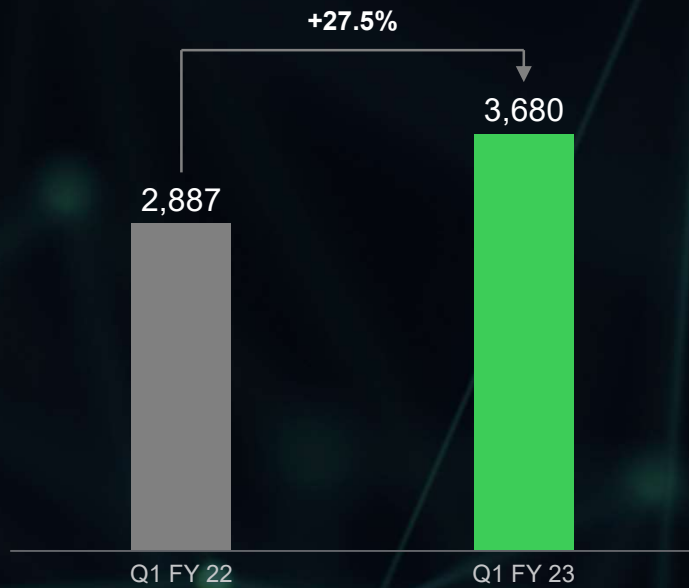


- ✓ **Setting up** new Switching substation **in shortest possible time**
- ✓ **Reliable & Scalable** infrastructure
- ✓ Delivering technically compliant & Quality product **within restricted budget**
- ✓ **Software Enabled & Cybersecure** design

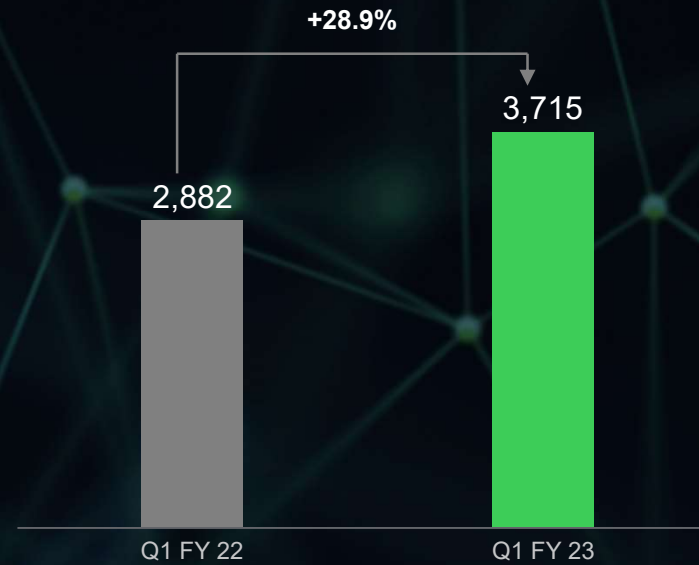
*Strong illustration for Upcoming EV charging stations*

# Financial Update

## Orders



## Sales



- Order Growth is driven by Cloud & Service providers & Mining, Minerals & Metal segments

- Good momentum in sales

All figures in MINR

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## P&L Statement –Q1 FY'23 Vs Q1 FY'22

	Q1 FY23		Q1 FY22		YoY (%) Change
	MINR	%	MINR	%	
Sales	3,715		2,882		28.9%
Other Income	5	0.1%	14	0.5%	
<b>Total Sales</b>	<b>3,720</b>		<b>2,896</b>		
Material Costs	2,457	66.1%	1,979	68.7%	
<b>Gross Margin</b>	<b>1,263</b>	<b>34.0%</b>	<b>916</b>	<b>31.8%</b>	<b>+2.2pts</b>
Employee Costs	565	15.2%	502	17.4%	12.4%
Other Expenses	406	10.9%	419	14.5%	-3.3%
<b>EBITDA</b>	<b>293</b>	<b>7.9%</b>	<b>-5</b>	<b>-0.2%</b>	<b>+8.1pts</b>
Depreciation	48	1.3%	43	1.5%	14.1%
<b>EBITA</b>	<b>245</b>	<b>6.6%</b>	<b>-48</b>	<b>-1.7%</b>	<b>+8.2pts</b>
Interest	107	2.9%	113	3.9%	-5.6%
<b>Profit before Exceptional Items</b>	<b>138</b>	<b>3.7%</b>	<b>-161</b>	<b>-5.6%</b>	<b>+9.3pts</b>
Exceptional Items	-126	-3.4%	0	0.0%	
<b>Profit after Tax</b>	<b>264</b>	<b>7.1%</b>	<b>-161</b>	<b>-5.6%</b>	<b>+12.7pts</b>

- Material cost saving is driven by better mix and productivity

All figures in MINR



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