



Schneider Electric Infrastructure Limited

FY 2021-22 | Q1
August 13, 2021

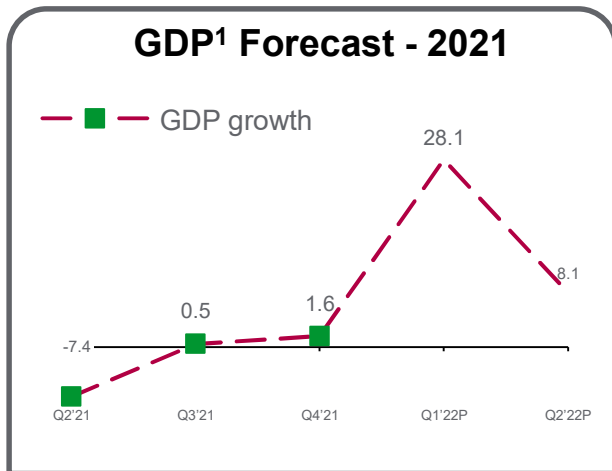
Disclaimer

All forward-looking statements are Schneider Electric Infrastructure Limited (India) management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

This presentation includes information pertaining to the 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.

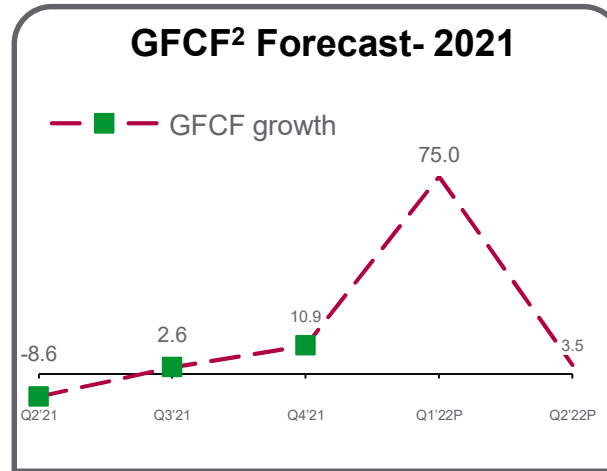


Renewed risks due to severe 2nd Wave, but recovery underway



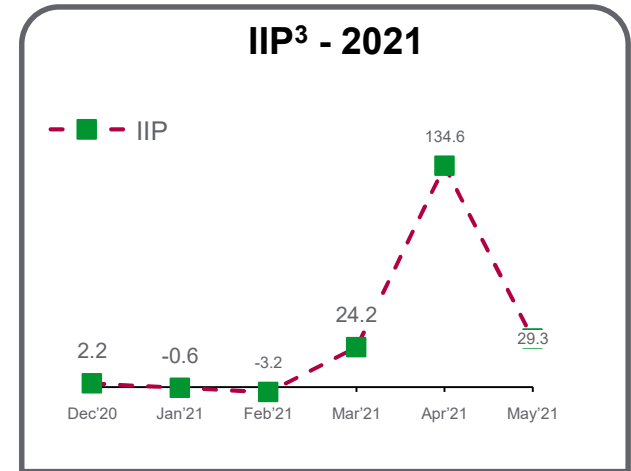
Real GDP Growth Rate

GDP grew by 1.6% in Q4'21 marking 2 quarters of consecutive growth after Covid led recession



Capex Growth Rate

Up by 10.9% vis-à-vis Q4'19-20
GFCF to GDP ratio +30%



IIP Actuals

IIP below market expectation in May due to regional lockdowns - 2nd wave

Economic impact of new waves expected to be limited |
 Growth Boost - Substantial spending by GOI | Growth Potential dependent on effective Vaccine roll outs |
 Cautious but optimistic outlook for Second Half of CY

¹ Gross Domestic Product ² GFCF: Gross Fixed Capital Formation
 Projections as per CMIE, and Economic Survey ; growth nos. YoY

³ IIP: Index of Industrial Production

Segment Trends

Power & Grid

Power Distribution Reforms
450 GW of RE capacity by 2030
Privatization for UT Discoms
Smart metering, Digitization Projects
Thrust on reducing AT&C losses

Transportation

Acceleration in Metro projects
Station Modernization drive by Indian Railways
Heavy investment in Locomotives
Slow down in Airport Projects

MMM

Decarbonization & Sustainability
Strong focus on Digitization by Cement Manufacturers
Big Investments in Cement plants
Seven lithium exploration projects launched by GSI

Oil & Gas

Govt focus on Biofuels
Integrated Petrochem Complex at multiple locations
Capex in existing & new oil & gas plants
Refineries investing in Green Hydrogen Technology

Accelerating on our strategic Priorities

More Digital >>>

Building on Connected Products Portfolio & Leading solutions with Software

More Services >>>

More digital services & Modernization jobs to Leverage Install base

Increase Coverage >>>

Building & Supporting Robust Partner Network

Accelerate segments >>>

Segment focused approach with newly realigned organization

Green MV >>>

Green Future with SF6 Free Switchgear

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More Digital | Our Wins

Leading with software for renowned Atomic R&D center in Vizag

Customer Challenges

Proper Grid connectivity & avoiding Blackouts

Monitoring of the disturbance/alarm/fault was critical for the substation application.

Our Solution

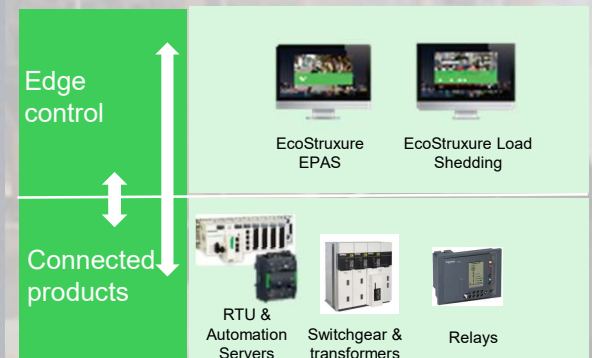
- ✓ Ecostruxure Power Automation System (EPAS) & Instant Fast Load Shedding (IFLS)
- ✓ Continuous Monitoring & Control of Electrical Parameters
- ✓ With 1ms Time Stamping disturbance & alarm analysis

Success Factor

- ✓ Strong connect with End Customer & Prescription
- ✓ Better understanding of the System requirement

**1st Project for End User with IFLS to prevent blackouts.
Once Proven, customer to upgrade other sites**

Ecostruxure™
Innovation At Every Level



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More Digital | Our Wins

1st FGD Connected Order in Power & Grid Segment

Customer Challenges

FGD (Flue Gas Desulphurization) System Main Package

Solution with sensors to monitor humidity level in Panels

Our Solution

- ✓ Supply of HT Panels (5X800 MW)
- ✓ Temperature & humidity sensor along with accessories
- ✓ Numerical relays

Success Factor

- ✓ Constant Engagement with customer during Covid-19 Lockdown
- ✓ Team's excellent collaboration: Internal & with GFS, BU & Supply Chain

99 Nos. of connected AIS order opens up an opportunity of implementation on other sites

PIX Rof Connected Offer



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More Services | Our Wins

24 x 7 Remote monitoring & Alarming for Leading Govt Hospital Chain

Customer Challenges

Frequent Tripping Problems High downtime & damage to equipment

Part-Time Services taken from a Local service Vendor which were unable to rectify the Issue

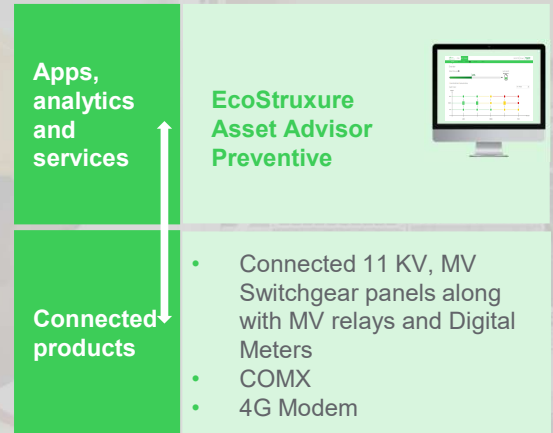
7-8 breakdowns as well few Minor incidents

Our Solution

- ✓ ASP Connect Solution - 120 Assets (VCB,AHF,X'mer,LT & APFC Panels)
- ✓ EAA Preventive on existing 30 Assets along with Advantage Service Plan
- ✓ Very First Services of 9 AHF
- ✓ Asset Connect + Prodiag Testing

Success Factor

- ✓ Constant Engagement with customer during Covid-19 Lockdown
- ✓ Strong Prescription
- ✓ Team 's excellent collaboration: Internal & with GFS, BU & Supply Chain



1st ASP Connect Order in Healthcare segment in India
Scope of implementation in other sites



▶▶▶ Increase Coverage | Our Wins

Expansion of Substation for Kolkata based Hospital by License Partner

Customer Challenges

Critical Delivery within 8 weeks

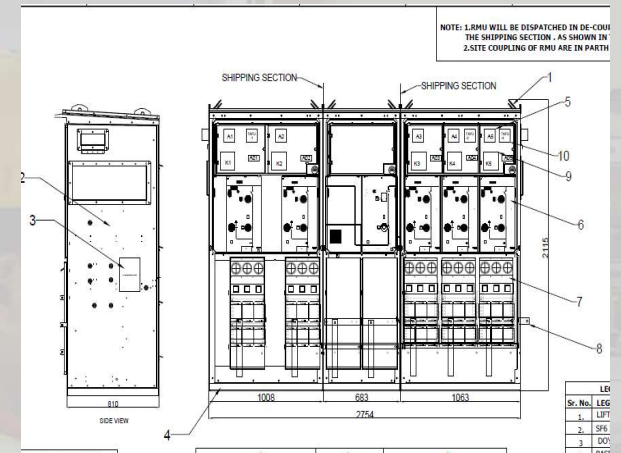
Looking for assured quality meeting all standards

Our Solution

- ✓ RMU offer delivered through our License partner
- ✓ Approach and Influence End customer along with LIC Partner
- ✓ Assure Strict timelines for delivery as per customer need

Success Factor

- ✓ Excellent Customer Connect
- ✓ Showcasing License offer and assuring quality inline with Schneider standard
- ✓ Entire team working together to achieve the target date .



Success of this project paves the path of acceptance of License offer with the group, resulting in yearly RMU business

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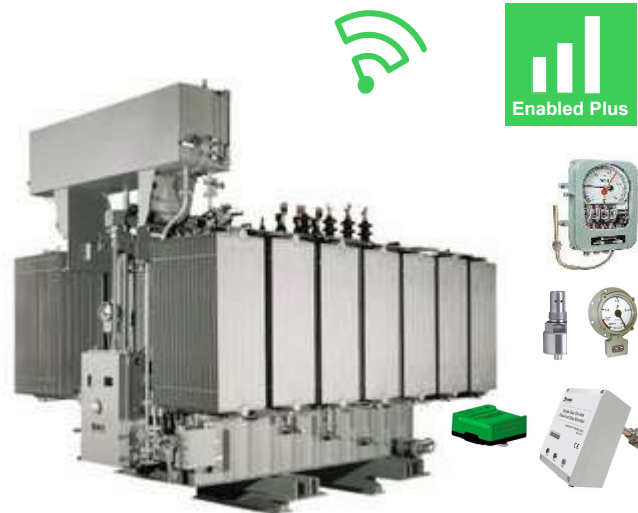
New Product Launches

Connected FBX



Condition Monitoring Sensors

Connected Transformers



* Indoor use / Inside the cable box /52 KV max// <4000 Amps

Condition, Oil, eWTI/ eOTI & H2 Monitoring Sensors

PIX Rof with Easy Pact



Condition Monitoring Sensors

Asset Management 24/7 connectivity

Increased Safety On Premise SCADA Integration

Asset Management 24/7 connectivity

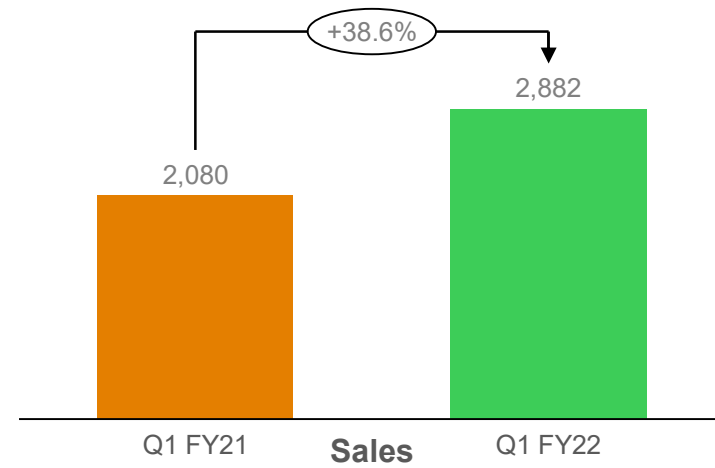
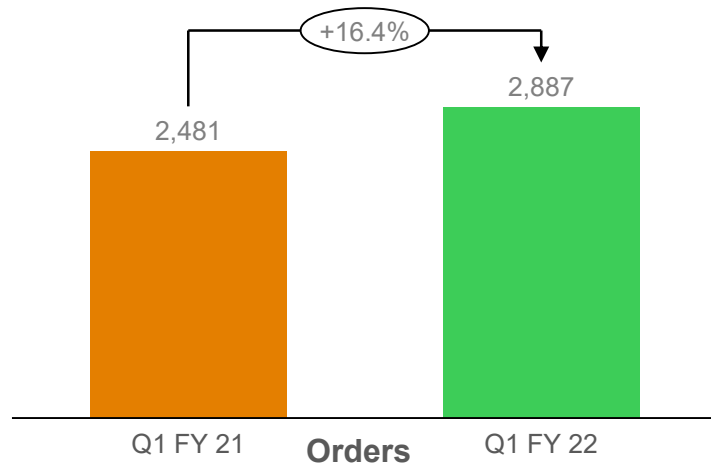
Increased Safety Remote Monitoring Smart Alarming

Asset Management 24/7 connectivity

Increased Safety Remote Monitoring Smart Alarming

Financial Update

Orders & Sales



➤ Good momentum in orders and sales .

All figures in MINR

P&L Statement –Q1 FY'22 Vs Q1 FY'21

	Q1 FY'22		Q1 FY'21		YoY (%) Change
	MINR	%	MINR	%	
Sales	2,882		2,080		38.5%
Other Income	14	0.5%	17	0.8%	
Toal Sales	2,896		2,097		
Material Costs	1,979	68.7%	1,392	66.9%	
Gross Margin	916	31.8%	705	33.9%	-2.1pts
Employee Costs	502	17.4%	452	21.7%	11.2%
Other Expenses	419	14.5%	339	16.3%	23.6%
EBITDA	(5)	-0.2%	(86)	-4.1%	+3.9pts
Depreciation	43	1.5%	61	2.9%	-30.4%
EBITA	(48)	-1.7%	(147)	-7.1%	+5.4pts
Interest	113	3.9%	122	5.9%	-7.5%
Profit before Exceptional Items	(161)	-5.6%	(269)	-12.9%	+7.4pts
Exceptional Items	0	0.0%	24	1.2%	
Profit after Tax	(161)	-5.6%	(294)	-14.1%	+8.5pts

- Material cost % was abnormal in Q1'21 due to Covid19 impact on mix.
- Exceptional Items is the employee severance pay as per approved restructuring plan for FY'21

All figures in MINR



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