



PERFORMANCE

Schneider Electric Infrastructure Limited

FY 2020-21

29th June 21

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.

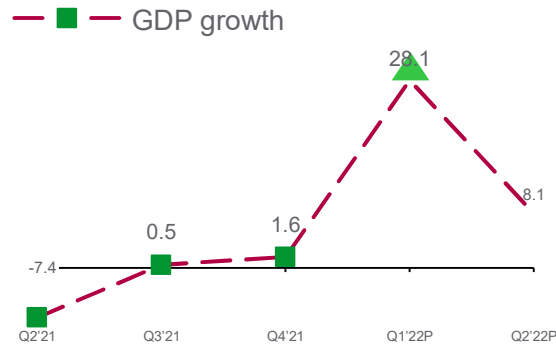
This presentation includes information pertaining to the our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications, 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.



Market Dynamics

Economic Recovery in motion, expected blip due to 2nd Wave

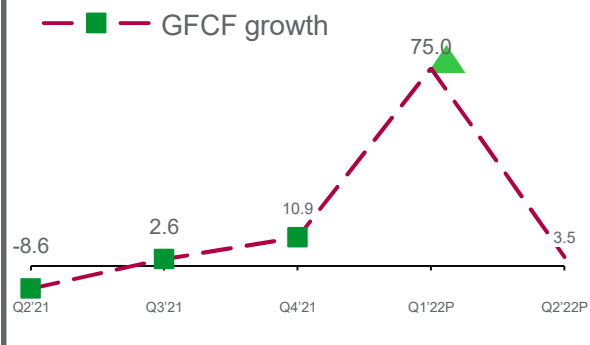
GDP¹ Forecast - 2021



Real GDP Growth Rate

-7.3% contraction in calendar Yr 20-21, a first in last 4 decades.
GDP grew by 1.6% in Q4'20-21

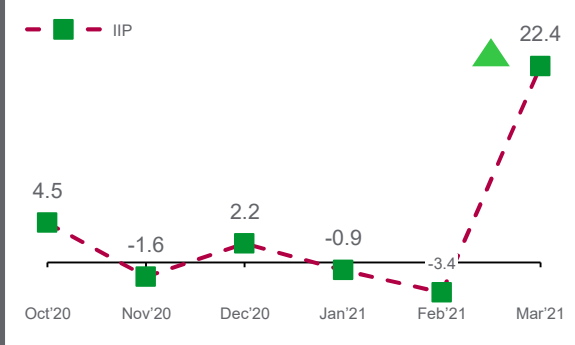
GFCF² Forecast- 2021



Capex Growth Rate

Up by 10.8% vis-à-vis Q4'19-20
GFCF to GDP ratio +30%

IIP³ Forecast- 2021



IIP Actuals

Sustained business resumption
Up to 22.4% in Mar 21

Last Update : May 2021

Strong Revival In key Indicators | Increasing GOI infrastructure spends | PLI schemes to boost local manufacturing
Impact from the second wave in April-June quarter | Rebound in second half

¹ Gross Domestic Product

² GFCF: Gross Fixed Capital Formation

³ IIP: Index of Industrial Production

Projections as per CMIE, and Economic Survey ; growth nos. YoY

Segment Trends

Power & Grid

Focus on renewables
Privatization
Digitization by Discoms
Discom focus on efficiencies

MMM

Decarbonization | Sustainability
Investments : Cement & Aluminum
Divestment : unprofitable steel assets

Transportation

100% Railway electrification - 2023
Investments in Metros & Airports
Tunneling Projects

Automotive

Vehicle Scrappage policy
FAME program – E-Mobility boost
7500 E-buses by 2025

Oil & Gas

Sustainable carbon zero bio-fuels
IOCL : 500 EV charging stations
Capex in existing & new O&G plants

Buildings | Industry

Data Centres - 12% CAGR
Investments Healthcare segment
Slow down in smart city projects

Priorities

More digital solutions	Accelerate resilient segments	More Services	GTM - partners	Green & Digital
				
Connected Products End to End digitization EcoStruxure	Segment focus Aligned organization	More digital services Leverage Install base Modernization	More partners More transactional	Green & digital SF6 Free

Unlock Profitable Growth

Success Stories

Education Business

Odisha Skill Development Authority

Schneider Electric delivered training & test lab set up at “World Skill Centre” - a milestone project by Govt of Odisha to boost skill ecosystem of the state

- ✓ Project consultant ITEES Singapore
- ✓ BMS system and training Simulator systems
- ✓ Electrical installation training benches
- ✓ 100 T Screw compressor test set
- ✓ Air Handling Unit
- ✓ Cooling tower, Piping and ducting

Supply and Installation of Training Test Lab



Power & Grid Segment

Strengthening State Power Distribution

Ministry of Power, Government of India announced, "Integrated Power Development Scheme" (IPDS) in 2014 mainly to strengthening of sub-transmission and distribution networks in the urban areas.

We delivered "E-House solution" to state power distribution customer to showcase various benefit like space saving, faster execution and simple single point project management.

90 % order executed within 10 months in spite of COVID lockdown in 2020

Our value proposition

Educating our customers

GIS & SSIS solution | SCADA Integration

Single point Project Management

Space saving & faster execution

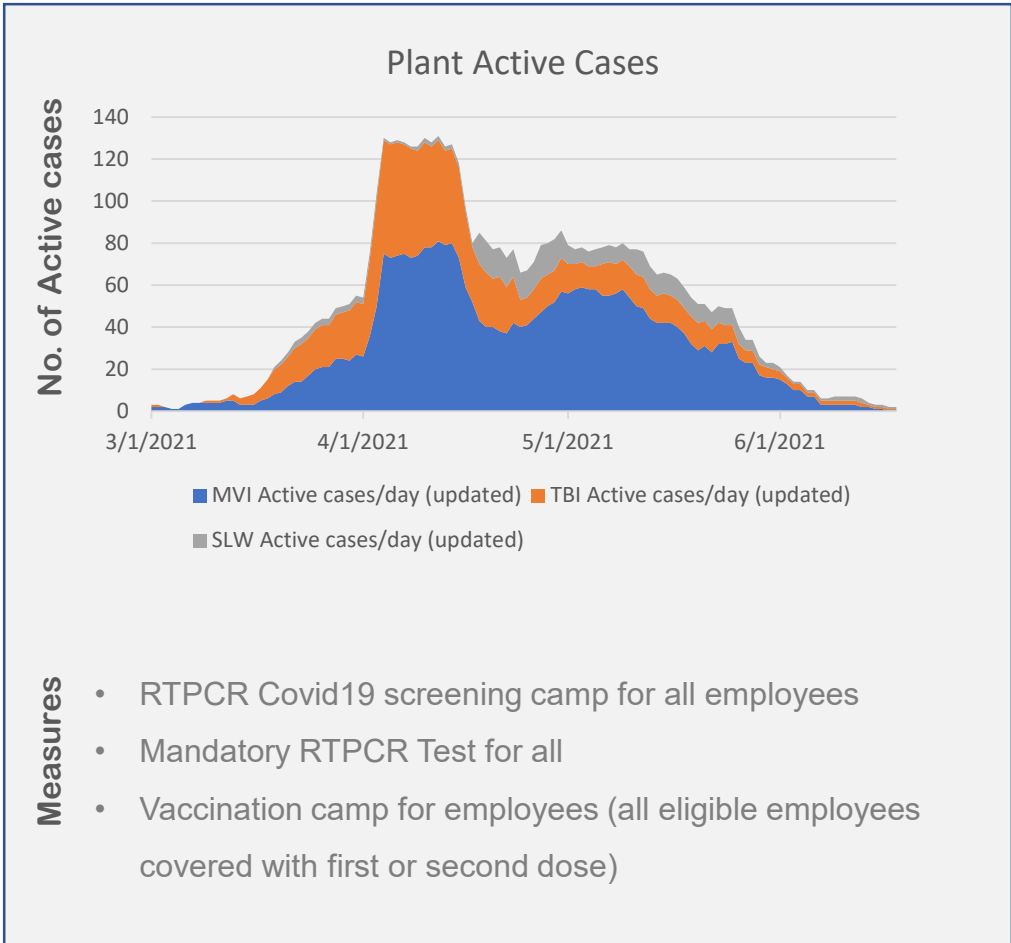
Strong Level C connect

Engagement at Management level for Impact

Smart & Connected

33/11kV E-House along with 10 MVA Power Transformers, 33kV RMUs, RTU and integration with SE DMS SCADA

Covid19 Case Summary & Initiatives



Crisis Task Force in action

Medical support, communication, and digital support

SE Health support 24*7 call center

Ambulance | 200 Oxygen concentrators |
Emergency oxygen cylinders

Financial support to impacted employees

Additional insurance cover | Employee Welfare Trust (EWT)

Family Connect sessions

Oxy Concentrator Trainings | Well Being Sessions

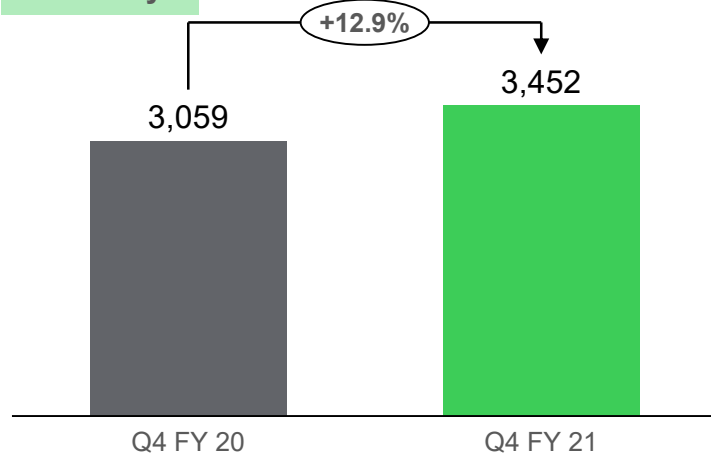
Vaccination support to employees

Tie up medical agencies as per govt norms

Financial Update

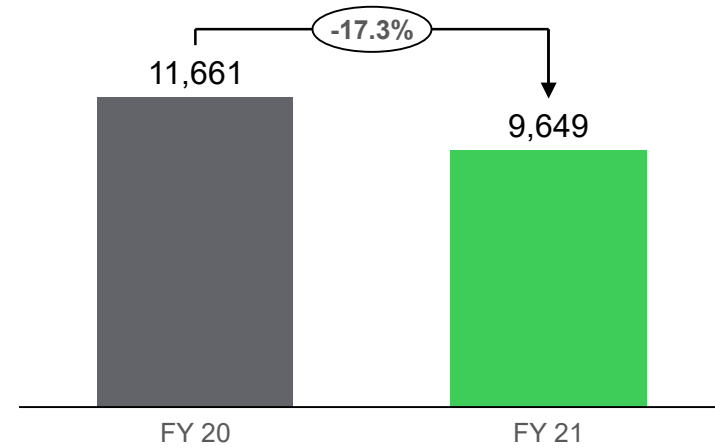
Orders

Quarterly



Yearly

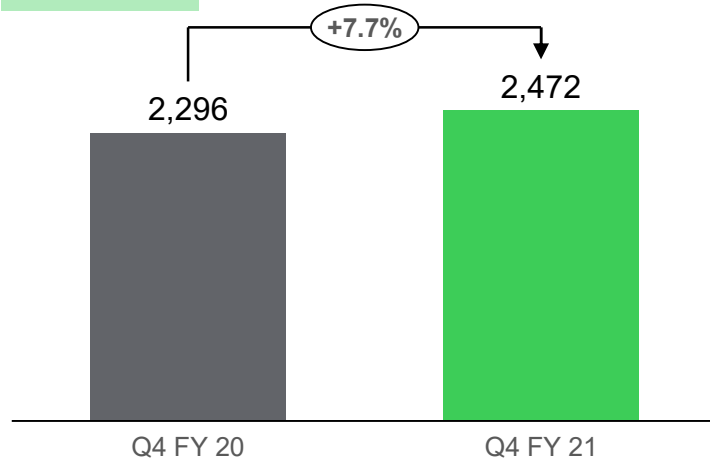
MINR



- Good recovery in Q4 orders after de-growth of 28% till YTD Dec.

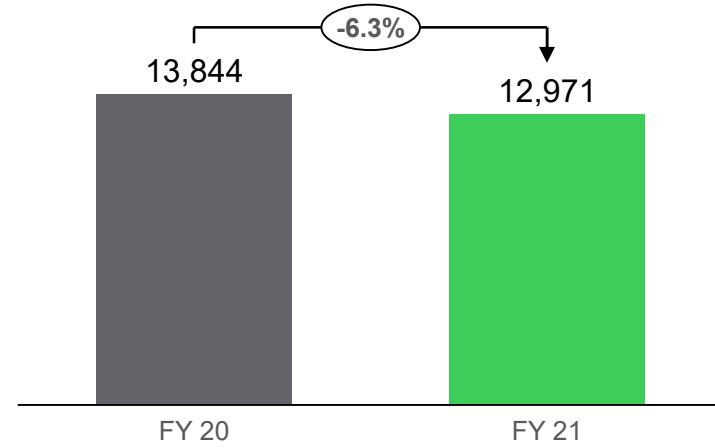
Sales

Quarterly



Yearly

MINR



- Good recovery in Q4 orders after de-growth of -9% till YTD Dec.

P&L Statement –FY’21 Vs FY’20

MINR

	FY'21		FY'20		YoY (%) Change
	MINR	%	MINR	%	
Sales	12,971		13,844		-6.3%
Other Income	185	7.5%	120	5.2%	
Toal Sales	13,157		13,965		
Material Costs	8,963	69.1%	9,830	71.0%	
Gross Margin	4,194	32.3%	4,134	29.9%	+2.5pts
Employee Costs	1,847	14.2%	2,095	15.1%	-11.8%
Other Expenses	1,524	11.7%	1,649	11.9%	-7.6%
EBITDA	823	6.3%	390	2.8%	+3.5pts
Depreciation	221	1.7%	218	1.6%	
EBITA	602	4.6%	172	1.2%	+3.4pts
Interest	482	3.7%	481	3.5%	0.2%
Profit before Exceptional Items	120	0.9%	(309)	-2.2%	+3.2pts
Exceptional Items	130	1.0%	(14)	-0.1%	
Profit after Tax	(10)	-0.1%	(296)	-2.1%	+2.1pts

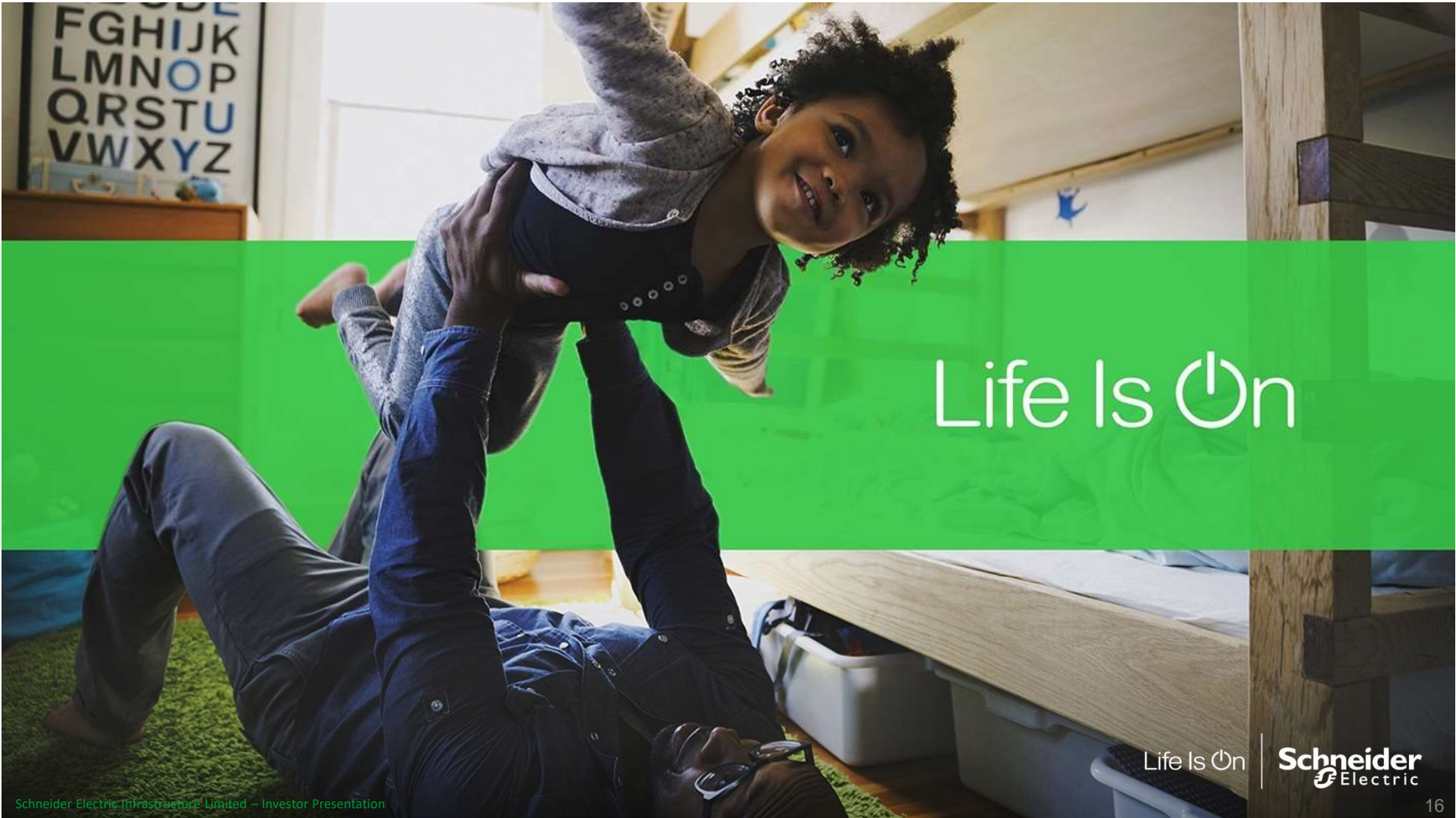
- Material cost % improved with better sales mix (higher transactional & services).
- Employee cost reduction due to various structural and tactical actions.
- Exceptional is employee severance pay as per approved restructuring plan.

P&L Statement – Q4 FY'21 Vs Q4 FY'20

MINR

	Q4 FY'21		Q4 FY'20		YoY (%) Change
	MINR	%	MINR	%	
Sales	2,472		2,296		7.7%
Other Income	110	4.5%	19	0.8%	
Total Sales	2,582		2,315		
Material Costs	1,704	68.9%	1,610	70.1%	
Gross Margin	878	35.5%	705	30.7%	+4.8pts
Employee Costs	481	19.5%	479	20.9%	0.4%
Other Expenses	336	13.6%	337	14.7%	-0.3%
EBITDA	62	2.5%	(111)	-4.8%	+7.3pts
Depreciation	54	2.2%	53	2.3%	
EBITA	8	0.3%	(164)	-7.2%	+7.5pts
Interest	113	4.6%	107	4.6%	6.2%
Profit before Exceptional Items	(106)	-4.3%	(271)	-11.8%	+7.5pts
Exceptional Items	7	0.3%	(14)	-0.6%	
Profit after Tax	(113)	-4.6%	(257)	-11.2%	+6.7pts

- Material cost % improved with better sales mix (higher transactional & services).
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Life Is On

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