



**Schneider Electric Infrastructure Ltd
Investor Meeting – Q1, FY 2023-24**

Aug 11, 2023

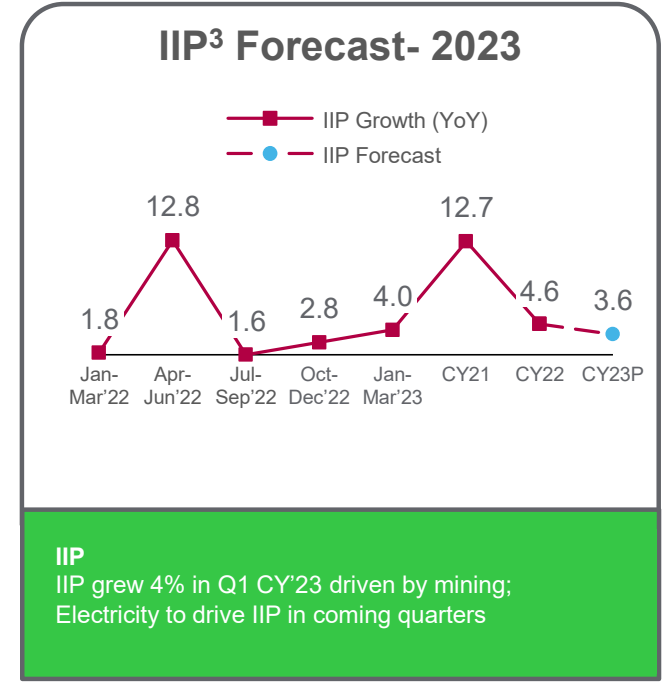
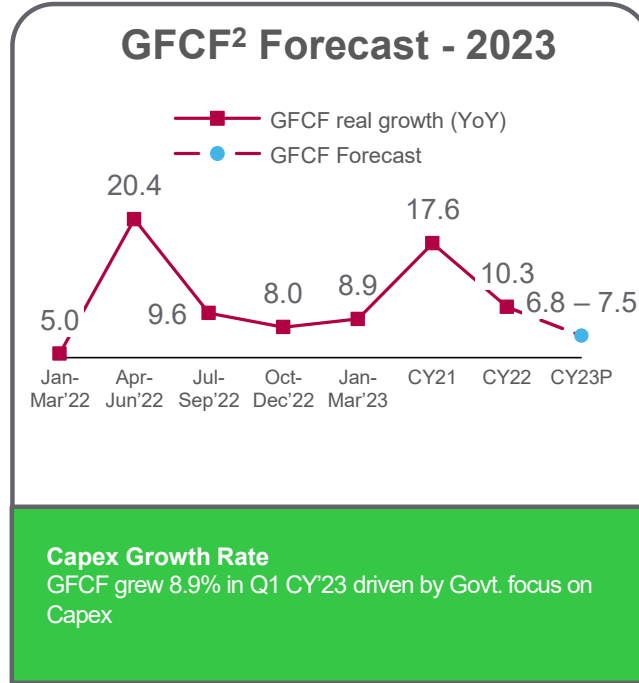
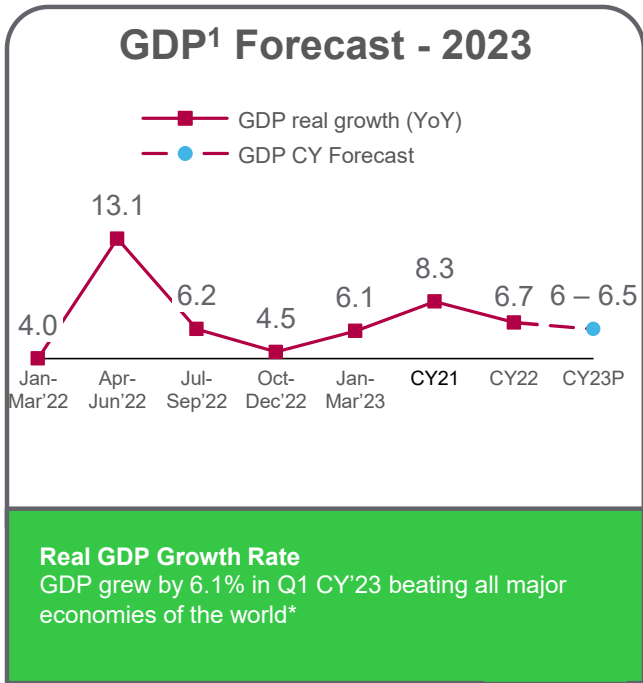
Disclaimer

All forward-looking statements are Schneider Electric Infrastructure Limited (India) management's present expectations of future events and are subject to numbers 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 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.



GDP grew by 6.1% in Q1'CY23 surpassing estimates



- Q1 GDP grew by 6.1% driven by Govt. Capex push, strong construction growth of 10.4% & a turnaround in manufacturing growth @4.5% (after 2 consecutive qtrs of de-growth)
- CY'23 GDP growth forecast : CMIE→5.9%, IMF→6%, RBI→6.5%

- Q1 GFCF² driven by Govt. investment in Infrastructure & scaling up of private sectors like Hotels & Textiles
- PFCE⁴ saw muted growth of 2.8% due to weak rural household consumption
- GFCE⁵ grew by 2.3%

- Q1 IIP³ Mining, Electricity grew by 6.8% & 6%; while IIP Manufacturing saw muted growth of 3.3%
- IIP Electricity to grow by ~6% in CY'23 driving overall IIP for the year

¹ Gross Domestic Product ² GFCF: Gross Fixed Capital Formation

³ IIP: Index of Industrial Production

⁴ PFCE: private final consumption expenditure

⁵ GFCE: government final consumption expenditure

Sources: a. CY22P GDP Projection numbers from CMIE, IMF, RBI

b. GFCF, IIP projections from CMIE

*Q1 CY'23 GDP for: US: 2% ; China:4.5%; France: 0.2%

Market Outlook



Power & Grid

- Investment of 3400k Cr to meet 2032 energy targets & power demand
- Investment of 15000 Cr PLI scheme to promote setting up of Grid scale battery storage



Mobility

- Huge investments in PV Solar wafer plant
- Large capex in Li-ion manufacturing plants by Exide, Ola, etc.
- Strong Push by GOI for Vande Bharat trains



Industry & Building

- Oil refineries are aggressively working towards green energy
- Warehouse fleet management adaption and conversion to EV



Metals, Mining & Minerals

- Steel sector has been vibrant and is growing at a CAGR of about 6%
- Focus on digitalization, automation & new technology



Cloud & Service Provider

- Colo & Hyperscale investments from non-traditional enterprises
- Market is moving towards tailor block solutions from unique engineered solutions

Our Wins



Customer Requirement

- Implementing automation up to 11kV voltage level
- Reliable vendor for Transformer to ensure healthy power distribution

Our Solution

- Power Transformers with Hydrogen & water sensor
- 11 KV, 500 KVA PSS with Ester Oil Transformer
- EcoStruxure Asset Advisor with 3-years cloud connectivity subscription for predictive maintenance

Key Highlights

- PSS sold for the first time in the utility
- Repeat order owing to customer satisfaction



Customer Requirement

- Making a complex mix of system wherein spare BCU's (C264) must be installed in existing panels
- Installation of SAS in existing systems and data to be sent to State Load dispatch center

Our Solution

- Edge Control System (SAS + CRP)
- EPAS with C264 as BCU & full network Redundancy PRP

Key Highlights

- Strong OneSE collaboration with various stake holders

Our Wins



Customer Requirement

- LV skid solution with imported Okken design .
- Product compliant with MEDS v3 spec of AWS global

Our Solution

- Customized LV and MEDS Panel

Key Highlights

- Repeat order owing to successful implementation of ph1 & 2



Customer Requirement

- Stringent offer timelines, ask for immediate resolutions
- Faster Delivery

Our Solution

- PIX 36 - 33kV AIS Panel

Key Highlights

- First Edge DC project of the DC

Our Wins



Customer Requirement

- Efficient and Reliable solution for the system voltage upgrade
- Remote Monitoring of electrical system

Our Solution

- Power Transformer with EAA subscription

Key Highlights

- Future Opportunities for PME, HT Panels, Distribution Transformer



Customer Requirement

- Replacement of existing transformer to meet sustainability compliance
- Asset Health Indexing Dashboards and Reports with Maintenance alert

Our Solution

- Natural Ester Oil based transformer with smart sensors and EAA for asset monitoring and predictive maintenance


Key Highlights

- 1st MV order booked
- Aligned with company's corporate mission statement of Sustainability and Digitization


Ecostruxure Transformer Expert

ETE is all-in-one and easy-to-deploy disruptive IoT sensor & software analytics to monitor the health of oil transformers

Benefits

 Assess, track and forecast insulation state and lifetime


 Improve decision making


 Analyse short-term and long-term risks

 Optimise transformer fleet management



Why Assessing Transformer Health is Critical?


 Each Transformer caters to thousands of customers' needs or large industrial plant, data centre, hospital, or other critical operation


 Failure can be highly disruptive to businesses and homes, as well as affecting safety


Challenge with measuring Transformer Health

Dynamic conditions inside Active transformer are complicated by

 Nature of the oil
Age | *Pollutants*

 Paper quality

 Affect of heat on paper & oil

 Moisture movement through layers of paper

Future of Services

Digital Transformation

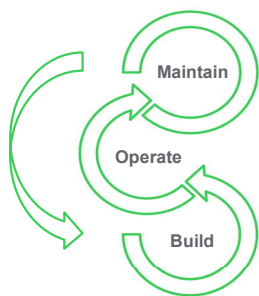
Demand Drivers

Reduced efficiency of equipment
Increase longevity through predictive maintenance

Lost revenue due to unplanned downtime
Digitalize operations for resiliency

Unavailability of skilled resources
Reduce dependency on human resources/self owned resources

Capex to Opex



EcoStruxure Transformer Expert is a holistic offer & an innovative digital service that enhances predictive maintenance capabilities

Our Win



Empowering customer through power of data

Customer Requirement

- Visibility of health of Transformer, i.e. Temperature, moisture content etc.
- Tracking of Partial Discharge issue

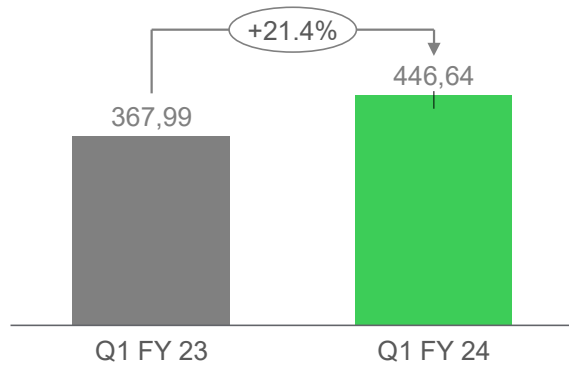
Our Solution

- 66/11kV, 40 MVA Power Transformers
- EcoStruxure Transformer Expert + Hydrogen sensor

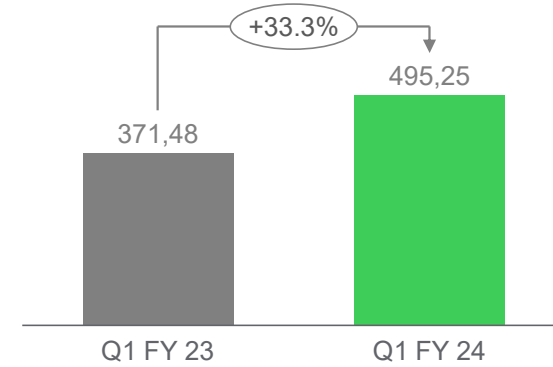
Key Highlights

- Successful deployment creating scope for more business

Orders



Sales



- Good momentum in orders and sales.
- P&G segment is major contributor

P&L Statement – Q1 FY'23 Vs Q1 FY'22

	Q1 FY24		Q1 FY23		YoY (%) Change
	Lac	INR %	Lac	INR %	
Sales	495,25		371,48		33.3%
Other Income	2,32	0.5%	50	0.1%	
Total Sales	497,57		371,99		
Material Costs	315,63	63.7%	245,78	66.2%	
Gross Margin	181,94	36.7%	126,20	34.0%	+2.8pts
Employee Costs	69,35	14.0%	56,45	15.2%	22.8%
Other Expenses	60,81	12.3%	40,33	10.9%	50.8%
EBITDA	51,79	10.5%	29,42	7.9%	+2.5pts
Depreciation	5,09	1.0%	4,85	1.3%	5.0%
EBITA	46,70	9.4%	24,57	6.6%	+2.8pts
Interest	11,77	2.4%	10,68	2.9%	10.2%
Profit before Exceptional Items	34,92	7.1%	13,89	3.7%	+3.3pts
Exceptional Items	0	0.0%	(12,63)	-3.4%	
Profit after Tax	34,92	7.1%	26,52	7.1%	-0.1pts

➤ GM improvement due to RM cost normalization and better mix

Life Is On

Schneider
Electric

Life Is On

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