



**Schneider Electric Infrastructure Ltd
Investor Meeting – Q4, FY 2022-23**

May 24, 2023

Disclaimer

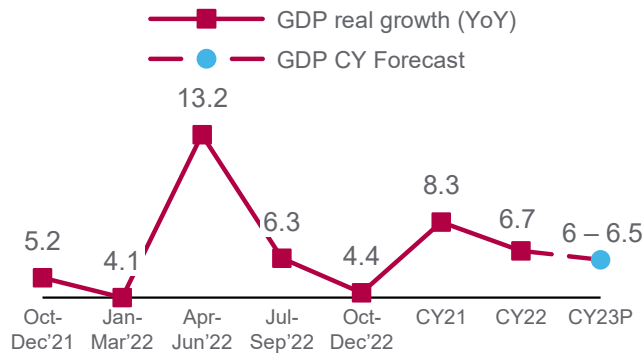
All forward-looking statements are Schneider Electric Infrastructure Limited (India) management's present expectations of future events and are subject to numbers of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

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.



Economy Outlook

GDP¹ Forecast - 2023

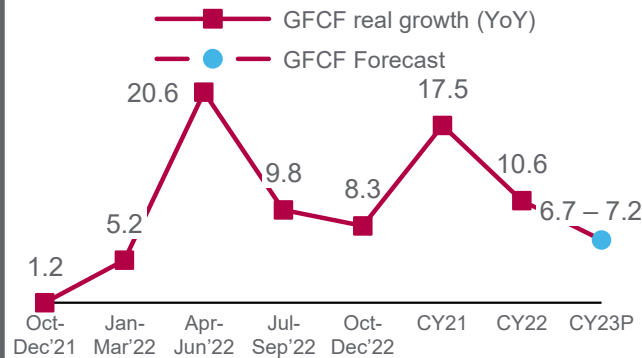


Real GDP Growth Rate

GDP CY'22 Q4 growth slowed down to 4.4% due to inflation, low private consumption & shrink in manufacturing

- Q4 Construction grew by 8.4%; while Manufacturing de-grew by -1.1% on account of rising input costs
- CY'23 GDP projections: CRISIL → 6%, RBI → 6.2%, World Bank → 6.6%

GFCF² Forecast - 2023

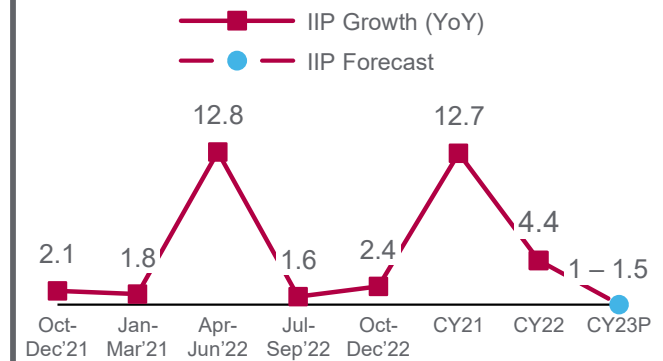


Capex Growth Rate

GFCF CY'22 Q4 grew by 8.3% due to capex push by Government

- Q4 PFCE⁴ slowed significantly down to 2.1%
- Q4 GFCE⁵ de-grew by -0.8%

IIP³ Forecast - 2023



IIP

IIP CY'22 Q4 grew by 2.4% on account of IIP Electricity & Mining

- Q4 IIP Electricity, Mining grew by 7.9% & 7.4%; while IIP Manufacturing slowed down to 0.9%
- IIP likely to improve basis strong performance in 8 Core sectors (Jan'23 → 7.8%)

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 CRISIL, RBI, World Bank

b. GFCF & IIP projections from CMIE

Segment Trends



Power & Grid

- Govt focus to ensure DISCOMs release RDSS tenders
- Prioritization of privatization & debt restructuring of DISCOM / Genco / Transco



Metals, Mining & Minerals

- Reduced export taxes on steel intermediates
- Bearish investments in cement industry



Mobility

- Huge capex under PLI Scheme for Li-ion battery & solar Panel manufacturing
- All passenger trains to be converted to Vande Bharat Platform



Cloud & Service Provider

- Increasing cloud adoption supported by 5G
- Edge DC Investments



Industry & Building

- Traction in energy Storage, specialty Chemicals, fertilizers industry
- Plant Expansion in F&B

Our Wins | Power & Grid

Leading Digitalization in one of the major Discoms of South India

Customer Challenges

Single vendor for RMUs & FRTUs – seamless integration with customer SCADA

Uninterrupted power supply for major residential & commercial areas

Our Solution

Smart RMU

Key Highlights

Repeat orders from end user resulting in highest RMU installed base



Our Wins | Metals, Minerals & Mining

Providing Seamless Integration with Plant SCADA to one of our Key MMM Customer

Customer Challenges

Optimized Power Distribution System with future scalability

Seamless Integration with Plant SCADA

Our Solution

Pix ROF Panels with Easergy Micom Relays & PM Meters

ENSET Panel with Wireless thermal sensors

Key Highlights

Robust power distribution infrastructure with enhanced safety, reliability & connectivity

Seamless integration of Relays and Meters with customer plant SCADA



Our Wins | Transportation

Proud Contributor to the first Regional Rapid Transit System Project in India

Customer Challenges

Stringent Delivery timelines

Smooth Coordination between SCADA Vendor and GIS Panel vendor

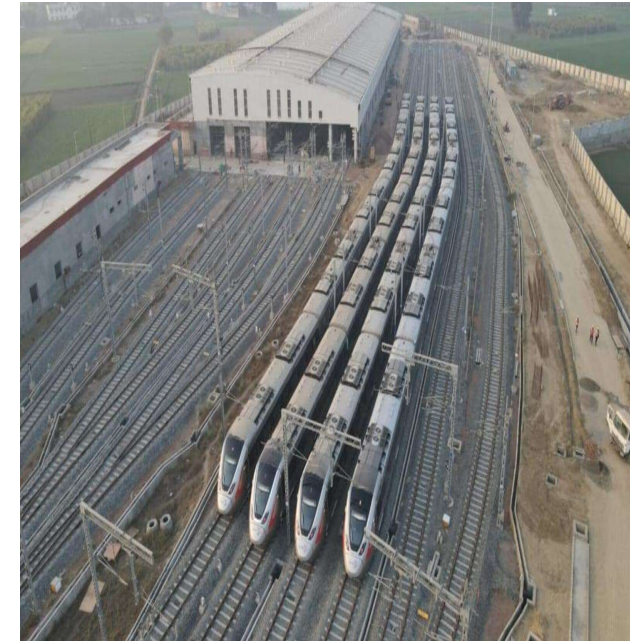
Our Solution

Supply of 33 KV GIS - Involving Testing and Commissioning of the panels

Integration of panels with SE Make SCADA

Key Highlights

Preference for upcoming 7 similar corridors planned to be executed till 2032 (~3000 MINR)



Our Wins | Cloud & Service Provider

Paving way for digitalization in India's leading Data Centre company

Customer Challenges

HMI communication architecture required

Faster Delivery

Our Solution

PIX RoF

Smart RMU

Vijio designer
Remote Operations handling Software

Key Highlights

Successful implementation of control & monitoring system (Ecostruxure Edge Control) for the 1st time in DC



Our Wins | Field Services

Leading Digital Transformation of prestigious Cement company

Customer Challenges

Reduce downtime and No business disruption

Reduction of Fire risk and increase safety

Our Solution

Ecostruxure Asset Advisor with Arc Flash Protection

Ecostruxure Transformer Expert

Electrical Digital Twin service using ETAP

Key Highlights

Successful execution of previous project created pull through for digitalization of 2nd ageing Transformer at site

Helping extend asset life via relay retrofitting for major PSU

Customer Challenges

Ageing of Assets requiring retrofit solution

Robust planning to reduce downtime

Our Solution

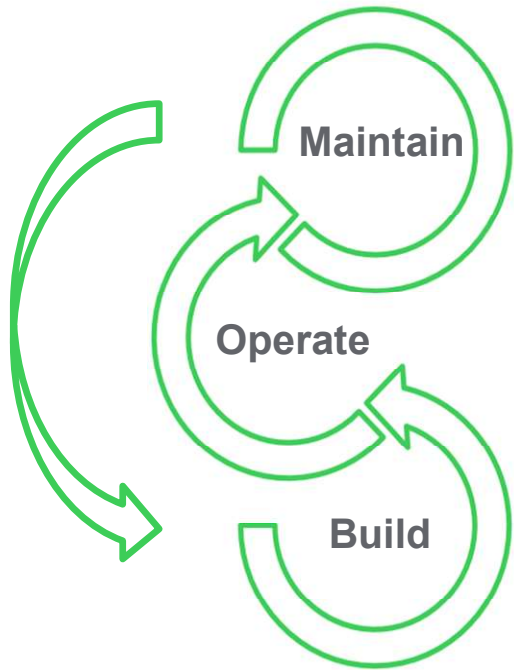
Ecofit P3/P5 Modular Relay retrofit solution

Key Highlights

Pilot project used as proof of concept for modular relay retrofitting

Catalyzing our Customer's Digital Journey

From Capex to Opex stage



3 Digital Services (SaaS) & Software

2 Edge control system

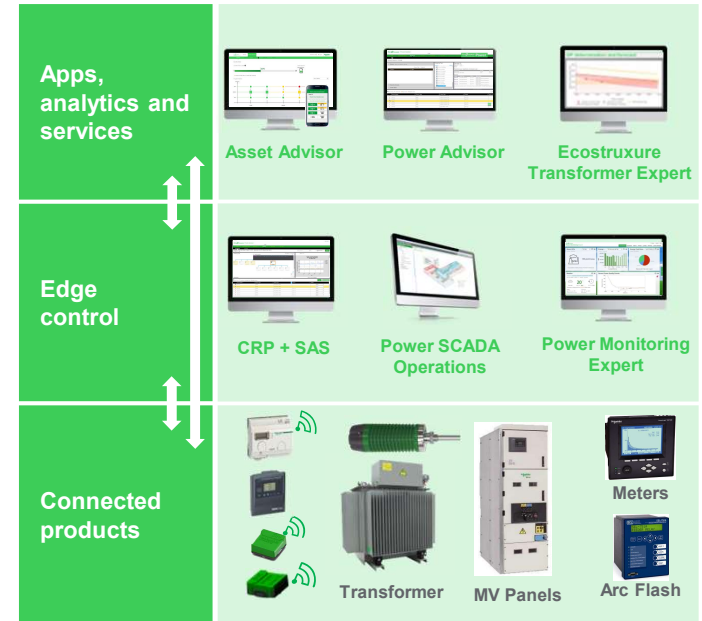
1 Natively connected equipment

Boost
Digitization journey

Maximize
Business continuity

Optimize
Maintenance Operations

Schneider Portfolio of Fully integrated Optimized Solutions




Condition Based Maintenance & predictive analytics


Customized insights reported


Dedicated Service Bureau experts

Life Is On

Schneider
Electric

Penetrating Digital Across Segments

YoY Growth

~20%

~50%

Control & Monitoring System (Edge Control)

Software & Digital Services (SaaS)

Performance Drivers

End users seeking

- Resilient & Efficient operations
- Reduce dependency on staff for operations | Skilled Resources
- Single trusted partner for all sustainability goals

Strategic Actions

- Offer awareness | Value Proposition
- Penetration of Natively Connected offers
- Consultative approach to drive customer's digital & sustainability goals

Strong Value Proposition

Reduce maintenance cost, failure, unplanned downtime | Advanced analytics & continuous monitoring

Leading to some of the major wins in



Power Distribution



Steel Production



Aluminum Production



Automotives



Metros



Refinery

Accelerating growth in emerging segments

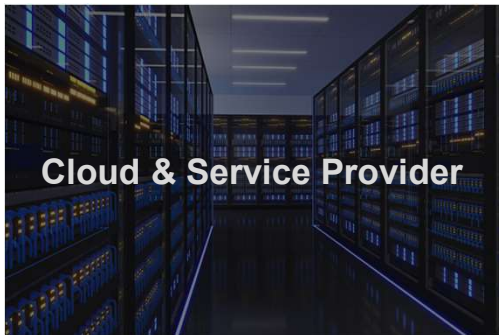


Performance Drivers:

- Traction in energy Storage, specialty Chemicals, fertilizers industry, Defense
- Industrial Expansion in Food & Beverage

Way Forward

- Increase Digital offer awareness
- Early engagement with End Users
- 360° coverage on focus projects



Performance Drivers:

- Increasing cloud adoption supported by 5G
- Investment in Hyperscale & Colo

Way Forward

- Strategic tie ups with OEMs and major contractors (EPCs)
- Provide complete digital & cyber-secure solutions

Thought Leadership



Fire side chat with Adani Airports Business CEO on Airport Outlook & Strategies



Fire side chat with NIA CEO on Progress in Airport sector



Workshop on Best global practices in Energy Management with Bhutan utility



Discussion with TATA power DDL CEO on sustainable practices in utilities



Discussion with ex-DMRC director on Schneider's goal to reach Net Zero



Launch of our study "Path to Decarbonization during Amrit Kaal"

FY 2022-23 at a Glance

+10.3%
Orders

+16.1%
Sales

+2.7 pts
GM

+3.9 pts
EBITDA

+3.9 pts
EBIT

+5.2 pts
PAT

Highlights



Highest ever Revenue & profit
Since Inception



Consistent Profitable growth
All 4 quarters



Positive Operating Cashflow
~ 950 MINR



Loan reduction
~ 590 MINR

Strategic Levers



Accelerated Partner Growth
Distributor & Panel Builder

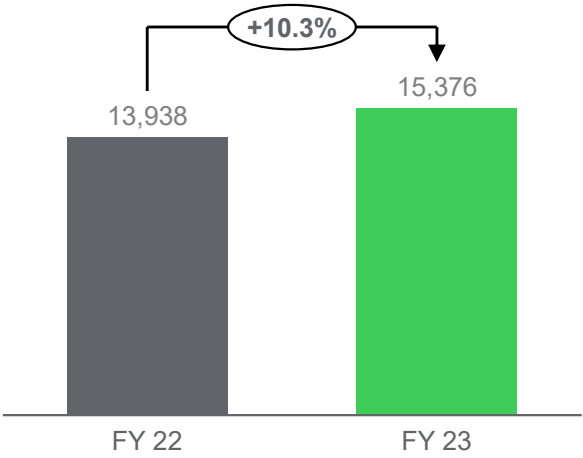
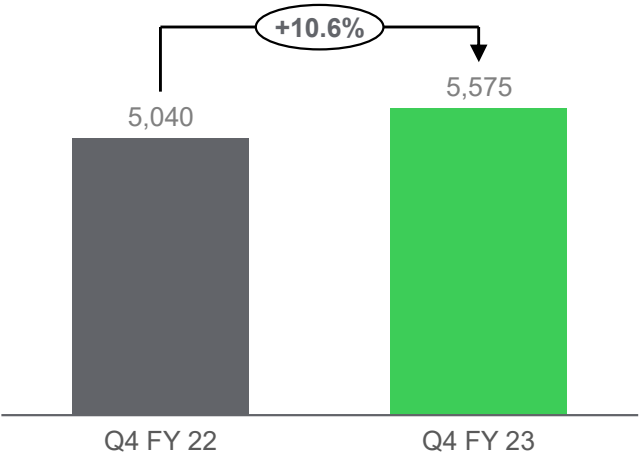


More Services
Growth in Digital services



Rapid growth in emerging segments
Industry & Building | Cloud & Service Provider

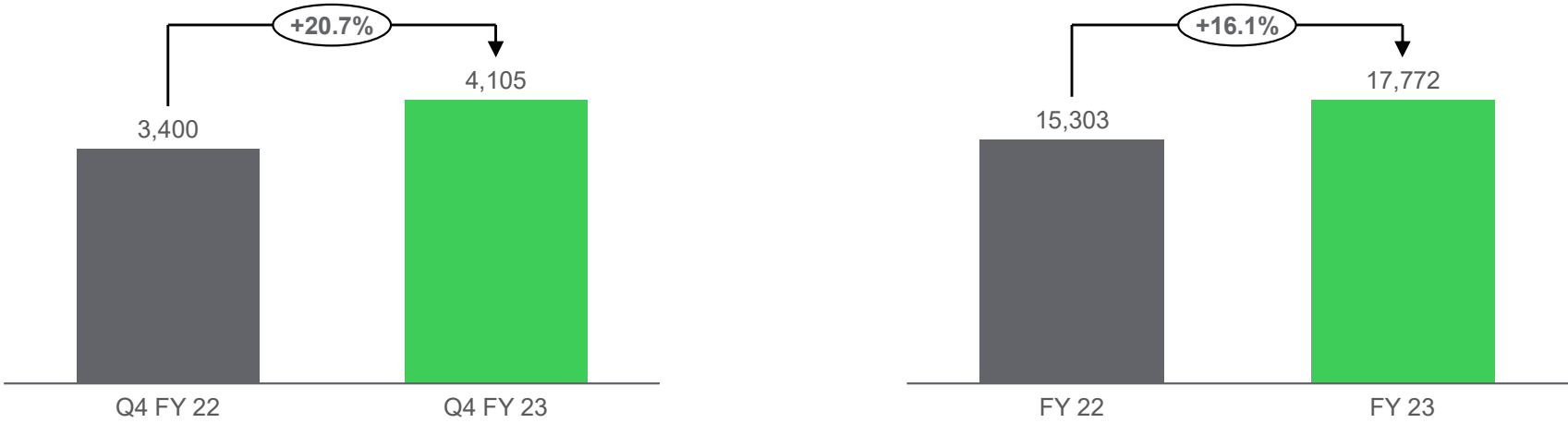
Orders



- Good momentum in orders in all segments
- OG Backlog up 15% vs March 2022

All figures in MINR

Sales



- Good momentum in sales
- Highest ever revenue in any year

All figures in MINR

Schneider Electric Infrastructure Limited
Investor Meeting Q4, FY 22-23 | Page 16

P&L Statement – Q4 FY'23 Vs Q4 FY'22

	Q4 FY23		Q4 FY22		YoY (%) Change
	MINR	%	MINR	%	
Sales	4,105		3,400		20.7%
Other Income	39	1.0%	31	0.9%	
Total Sales	4,145		3,431		
Material Costs	2,602	63.4%	2,439	71.7%	
Gross Margin	1,542	37.6%	992	29.2%	+8.4pts
Employee Costs	586	14.3%	508	14.9%	15.3%
Other Expenses	308	7.5%	284	8.3%	8.4%
EBITDA	649	15.8%	200	5.9%	+9.9pts
Depreciation	51	1.2%	43	1.3%	17.9%
EBITA	598	14.6%	157	4.6%	+9.9pts
Interest	143	3.5%	130	3.8%	10.1%
Profit before Exceptional Items	454	11.1%	27	0.8%	+10.3pts
Exceptional Items	6	0.1%	26	0.8%	
Profit after Tax	448	10.9%	1	0.0%	+10.9pts

➤ GM improvement due to RM cost normalization and better mix

All figures in MINR

Schneider Electric Infrastructure Limited
Investor Meeting Q4, FY 22-23 | Page 17

Life Is On

Schneider
Electric

P&L Statement – FY'23 Vs FY'22

	FY23		FY22		YoY (%) Change
	MINR	%	MINR	%	
Sales	17,772		15,303		16.1%
Other Income	122	3.0%	99	2.9%	
Total Sales	17,894		15,402		
Material Costs	12,085	68.0%	10,814	70.7%	
Gross Margin	5,808	32.7%	4,588	30.0%	+2.7pts
Employee Costs	2,359	13.3%	2,104	13.7%	12.1%
Other Expenses	1,651	9.3%	1,525	10.0%	8.3%
EBITDA	1,799	10.1%	960	6.3%	+3.9pts
Depreciation	185	1.0%	173	1.1%	
EBITA	1,614	9.1%	787	5.1%	+3.9pts
Interest	530	3.0%	485	3.2%	9.4%
Profit before Exceptional Items	1,083	6.1%	302	2.0%	+4.1pts
Exceptional Items	(153)	-0.9%	26	0.2%	
Profit after Tax	1,236	7.0%	276	1.8%	+5.2pts

➤ GM improvement due to RM cost normalization and better mix

All figures in MINR

Schneider Electric Infrastructure Limited
Investor Meeting Q4, FY 22-23 | Page 18

Life Is On

Schneider
Electric

Life Is On

Schneider
Electric