



**Schneider Electric Infrastructure Ltd
Investor Meeting – Q2, FY 2023-24**

Nov 8, 2023

Our Leaders



Namrata Kaul

Chairperson, Independent, Non-Executive Director



Praveen Kumar Purang
Independent, Non-Executive
Director



Udai Singh
Managing Director &
Chief Executive Officer



Amol Phatak
Whole-Time Director



Deepak Sharma
Non-Executive Director



Anil Chaudhry
Non-Executive Director



Suparna Banerjee Bhattacharyya
Chief Financial Officer



Bhoomika Sood
Company Secretary &
Compliance Officer

Statement from Our CEO & CFO

“

Driving profitable growth with digital & sustainable products & services of consistent quality & customer at core

-Udai Singh

”

“

Supporting profitable business growth with the right balance of risk management, compliance and good governance

-Suparna Banerjee Bhattacharyya

”

Market forces shaping our **Business**...

Market Outlook



◀ 30 Lac Cr additional manufacturing output over next 5 years

Target Segments

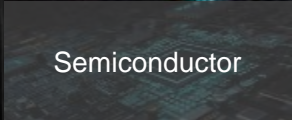
RDSS



Power & Grid

Revamped Distribution Sector Scheme has an outlay of 2.5 Lac Cr over next 4 years

Emerging Markets



Semiconductor

MNCs to invest ~60,000 Cr over next 4 years in Semicon industry

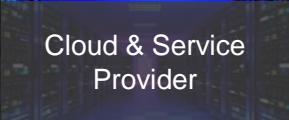
Green growth



Power & Grid
Oil & Gas

Govt to spend ~7,000 Cr on Green H2 mission by 2027
15-20 GW capacity addition planned per annum to meet RE targets

DC Boom



Cloud & Service Provider

MNCs to invest ~60,000 Cr in cloud infra development over next 4 yrs

Mobility Evolution



Transportation & E- mobility

~40,000 Cr investments likely in EV battery plants in next 4 years
475 Vande Bharat Trains by 2025

Market Trends

- Focus on Smart metering & Discom reform opportunities

- Boost in manufacturing
- Investment in Semicon & Li-ion battery plant

- Focus on Green H2 Mission
- Capacity addition of 15-20 GW per year to meet RE targets & improve energy mix

- Investment in Hyperscale & Colo facilities by non traditional enterprises
- Market is moving towards tailor block solutions from unique engineered solutions

- EV Market to grow backed by Govt policies
- Strong Push by GOI for Vande Bharat trains | New Transit modes like RapidX, Metrolite, Metro Neo

Implication for SEIL

- Opportunities for:
- Equipment
 - SCADA ADMS
 - AMI Projects – Smart meters

- Huge opportunities in Semicon & Li-ion battery plants sector

- Upcoming opportunities of MV & Software
- Segments getting merged with oil & steel companies setting up green hydrogen plants

- Opportunity with big data centers as well as blooming Edge DCs in Tier 2 cities
- Boost in LV solutions and software

- Opportunities for
- Equipment
 - LOCO
 - Automation Software
 - SCADA ADMS

Other Trends

Steel

SAIL Units set to be modernized in the Next Phase of Vision 2030 (~2500 Cr by 2025-26)

Food & Beverage

Make in India leading to boost in F&B sector (~1000Cr+ investment in 2024)

Water & Wastewater

Growth in Desalination plants across India (6000 Cr+ by 2026)

Industrial Manufacturing

New plants being set up for API (Active Pharma Ingredients), Fertilizers, Ammonia (6,500 Cr + by 2030)

Aluminium & Copper

Hindalco lines up 4000 Cr investment

Our Wins

Our Wins – Market Penetration

Retained customer **trust** & business **growth** with strong **spec-in**



Our E-Houses lighting up a Leading Distribution Company

Customer Requirement

- Enhanced uptime through qualified and reliable design
- Single OEM partner for complete distribution solution

SE Solution

- E-House with 33kV GIS
- Premset

Bagged order for monitoring & maintaining **27 transformers** across **8 locations** (pan-India) in leading IT company



Aiding in Centralized monitoring & maintenance of Trafo fleet across India

Customer Requirement

- Centralized monitoring of fleet of Transformers at different locations
- Digitalization & advance analytics for predictive maintenance & on-site intervention
- Reduce untimely shutdowns

SE Solution

- EcoStruxure Transformer Expert (ETE)

Our Wins – Unique Product Positioning

1st order for **Digitalized Enset** solution in aluminium manufacturing company



Empowering India's Leading Aluminium Manufacturing Company with Cutting-Edge Digital LV Panels

Customer Requirement

- Sustainable, Safe and Energy efficient power distribution solution with future scalability
- Real time Demand & Asset Monitoring, Power Quality Monitoring for reliable operation

SE Solution

- Digitally Connected ENSET LV Switchboard, Easergy Relay
- ENSET Draw out Panel with Closed Door Operation
- Wireless thermal and environmental sensor

World's First Airport to host Schneider **end-to-end Automation** offer



Promoting Digitalization in the Airport Segment

Customer Requirement

- Single OEM with innovative architecture that can meet the sustainability goals
- High standards of safety and security along with Cyber security
- Trusted solution advisor which can provide scalable open architecture

SE Solution

- Edge Control:
Hardware : Saitel DP RTU¹ with relay | Software : EcoStruxure Power
- ETAP Power Simulation & Outage management Tool along with ADMS² System
- Connected Products: Temperature Sensors, Displays, Cables and accessories

Our Wins – Repeat Orders demonstrating Customer Trust

2nd consecutive order from customer within 1 year



Aiding prominent Steel manufacturer to create better infra in India

Customer Requirement

- Reliable and Energy Efficient Power Distribution Solution with future scalability
- Seamless integration with existing plant SCADA

SE Solution

- AIS & RMU with Scalability to connect with customer SAS*

6th consecutive order from EPC owing to End User satisfaction



Powering Andhra Pradesh's Future with Substation Supply

Customer Requirement

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

SE Solution

- E-House with 11kV & 33kV AIS | SCADA & RTU
- HVAC & Ventilation system, Fire Alarm, Surveillance & Access Control

Services Growth Story

Period: Apr'23-Sep'23

YoY Growth

+1.5x

Orders

+1.7x

Sales

Performance Drivers

Major MV revamp drive (modernisation) & spare pull through

Improvement in recurring services orders

Boost in Digital Services, Sensorisation, Equipment + System health analytics

Major wins



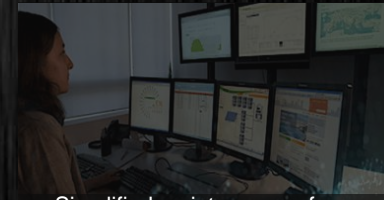
Revamped existing Install Base of India's leading power company



Elevated system reliability for Mumbai's major Discom



Aided in digitization goals of India's Maharatna company



Simplified maintenance of pan India fleet of Transformers through digitization

Way Forward

Capture of end of life assets for modernization (SE + Competition IB) with improved margins

Drive Recurring business to 2x growth | Focus on Resilient Operations

Grow Consulting with support from in-house Consulting Org. | Generate Pull through from audits & assessment

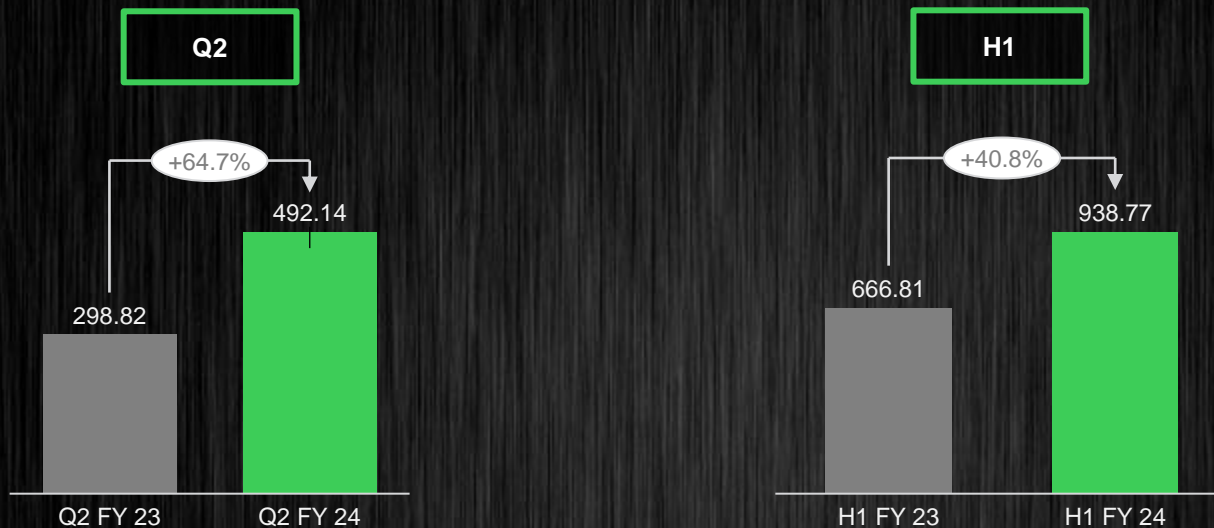
Our Performance

Life Is On



Orders

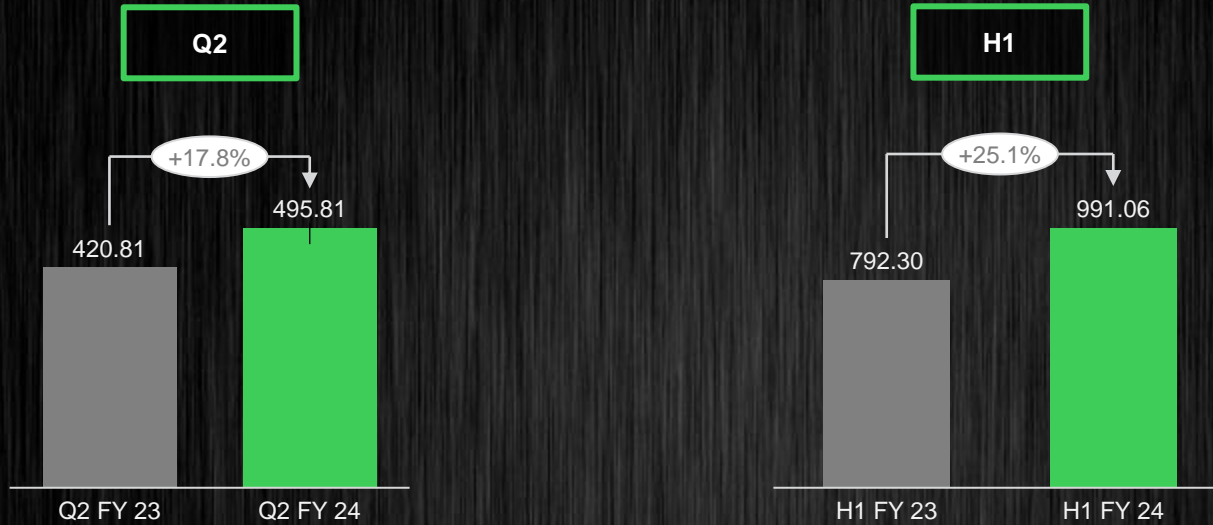
Figures in INR Cr.



Good momentum in orders driven by P&G, Mobility and other electro-sensitive segments.

Sales

Figures in INR Cr.



Good momentum in sales driven by P&G, MMM, Mobility and other electro-sensitive segments.

P&L Statement – Q2 FY24 Vs Q2 FY23

Figures in INR Cr.

	Q2 FY24		Q2 FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	495.81		420.81		17.8%
Other Income	1.72	0.3%	5.05	1.2%	
Total Sales	497.53		425.86		
Material Costs	317.11	64.0%	295.11	70.1%	
Gross Margin	180.42	36.4%	130.75	31.1%	+5.3pts
Employee Costs	64.56	13.0%	63.18	15.0%	2.2%
Other Expenses	51.51	10.4%	43.66	10.4%	18.0%
EBITDA	64.35	13.0%	23.91	5.7%	+7.3pts
Depreciation	5.69	1.1%	3.99	0.9%	
EBITA	58.66	11.8%	19.92	4.7%	+7.1pts
Interest	12.38	2.5%	14.45	3.4%	-14.4%
Profit before Exceptional Items	46.28	9.3%	5.47	1.3%	+8.0pts
Exceptional Items	3.42	0.7%	-3.27	-0.8%	
Profit after Tax	42.86	8.6%	8.74	2.1%	+6.5pts

P&L Statement – H1 FY24 Vs H1 FY23

Figures in INR Cr.

	H1 FY24		H1 FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	991.06		792.30		25.1%
Other Income	4.04	0.4%	5.55	0.7%	
Total Sales	995.10		797.85		
Material Costs	632.74	63.8%	540.89	68.3%	
Gross Margin	362.36	36.6%	256.96	32.4%	+4.2pts
Employee Costs	133.91	13.5%	119.63	15.1%	11.9%
Other Expenses	112.32	11.3%	83.99	10.6%	33.7%
EBITDA	116.13	11.7%	53.34	6.7%	+5.0pts
Depreciation	10.78	1.1%	8.84	1.1%	
EBITA	105.35	10.6%	44.50	5.6%	+5.0pts
Interest	24.15	2.4%	25.14	3.2%	-3.9%
Profit before Exceptional Items	81.20	8.2%	19.36	2.4%	+5.8pts
Exceptional Items	3.42	0.3%	-15.90	-2.0%	
Profit after Tax	77.78	7.8%	35.26	4.5%	+3.3pts

A grayscale photograph of a hand held palm up, with a large, bright green 'Q&A' graphic overlaid on it. The 'Q' is on the left, the ampersand is in the center, and the 'A' is on the right. The background is a blurred window with light coming through.

Q&A

Life Is On



Schneider
Electric

