Schneider Electric Infrastructure Ltd
Investor Meeting – Q3, FY 2023-24

Feb 9, 2024

Life Is On

Vision

"SEIL will lead the *new digitized energy world*, offering our Customers and Partners, *innovative connected products & solutions*, ready for the then power distribution's *elevated expectations*.

Our *balanced business models, superior quality & efficient supply chain* will keep our growth and profitability resilient and sustainable"

Mission

Our mission is to be *a digital partner for sustainability and efficiency*.
We believe that Life is On everywhere, for everyone and at every moment.

Public

DistribuELEC Expo 2024

Organized by IEEMA at Mumbai in Jan'24

At DistribuELEC, Schneider shared a vision of the future - How we bring Grids of the Future to utilities of all sizes, from end to end:

- By deploying agile grid digitalization
- By enabling collaboration between all electricity value chain actors

Impact

~700+ Registration (Online + Offline)

~200+ Organizations Visited

2 Thought Leadership sessions by SE leaders

~100+ Cr Marketing Generated Pipeline

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Awards & Recognition

"Best Business Associate“
by TATA Power, Delhi

Gold award @ QCFI’s[1]
convention Vadodara’23

Innovative Project award to TPWODL
(conceptualized with SE solution)

Silver award @ QCFI’s[1]
convention Kolkata’23

Certificate Of Appreciation
by BSES for exceptional service

Appreciation Letter
by Tata Electronics, Hosur for ETC[2]

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1. QCFI : Quality Circle Forum of India 2. Erection Testing & Commissioning

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Market forces shaping our **Business**…

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Market Outlook

Interim Budget Implications

- Historic high Capex budget to boost economy | INR 11.1 lac Cr
- Growth in Mobility | Boost in Roads, Airports, Railways & EV infra
- Focus on renewables to boost P&G sector
- Higher infra spend to have positive impact on Steel & Cement sectors

Real GDP Growth Rate : GDP[1] grew by +7.6% in FY Q2 driven by Govt. capex, construction & major turnaround in manufacturing sector
Forecast: GDP to grow at 6.6-6.9% in FY24

Capex Growth Rate : GFCF[2] grew by +11.0% in FY Q2 driven majorly by Govt investment in Railways, P&G, smart cities, ports & roadway logistics

IIP : IIP[3] (7.6%) driven by IIP[3] Mining & Electricity

Segment Trends

Power & Grid

- Govt push on loss reduction, modernization of Discoms
- Focus on modernization & improvement of operational efficiency for fossil power assets
- Thrust on renewable energy addition of 15-20 GW per year

Metals, Mining & Minerals

- Major expansion for key Cement player
- SAIL Units Set to be Modernized in the Next Phase of Vision 2030
- Green glass & Green Steel projects to gain prominence

Mobility

- Global Semicon players investing in semicon fabs in India
- Strong Movements in EV battery and EV car manufacturing plants
- 40,000 coaches to be upgraded to Vande Bharat standards

Cloud & Service Provider

- Data localization mandate by RBI to boost DC boom
- Enterprise digital transformation fuelling DC growth
- Investments by Real estate players in DC

Industry & Building

- Growth in Waste water treatment & Defense opportunities
- Boost in CPG[4] segment due to Make In India policy
- Govt focus on new energies | Green H2, Biofuels

[1] Gross Domestic Product [2] GFCF: Gross Fixed Capital Formation [3] IIP: Index of Industrial Production [4] CPG: Consumer Packaged Goods

Sources: a. FY24P GDP Projection numbers from CMIE, IMF, RBI b. GFCF, IIP projections from CMIE *Jul-Sep'23 GDP growth for - US: 5.2% ; China:4.9%; France: 0.1%

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Our **Wins**

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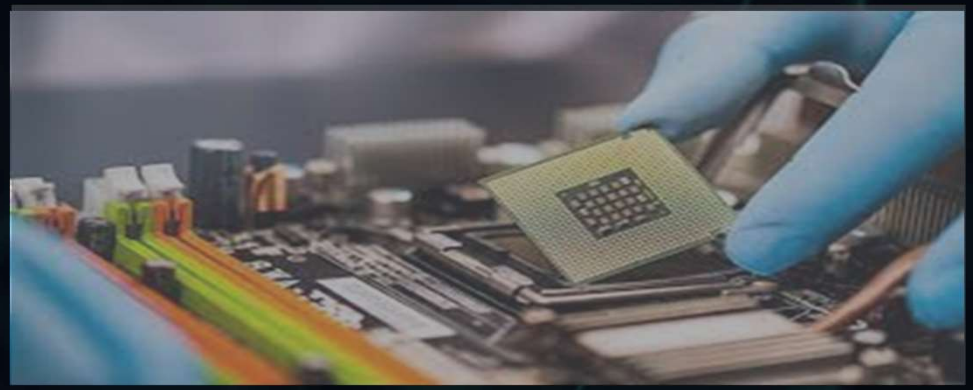
Our Wins – **Emerging Markets**

Contributing to one of India's initial **Semicon** projects



SE Solution

- Supply, Installation, Testing & Commissioning of 66KV 90 MVA & 33 KV 15/18 MVA Power transformers with PD[1] monitoring & online DGA[2]
- 33 KV GIS and 6.6 KV AIS system

Outlook

- Created reference for upcoming Semicon projects

Powering India with **Renewable** energy

SE Solution

- 8.8MVA 33/0.6X2KV Inverter Duty Transformer
- 2 EcoStruxure Transformer Experts with 1 year subscription

Outlook

- Strong reference creation that can be replicated with other renewable segment users to enable their digital transformation journey

1. Partial Discharge 2. Dissolved Gas Analysis

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Our Wins – **Market Penetration**

Biggest supplier *of Trafo in SE manufactured range for Nepal Discom*

SE Solution

- 20/24 MVA Power Transformer

Outlook

- Multiple upcoming opportunities for Transformers

Largest Install **Base** of Smart RMU in a major North Indian Discom

SE Solution

- 11kV Smart Secondary GIS

Outlook

- Upcoming modernization opportunities for Equipment

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Our Wins – **Digital Transformation**

Penetrating market through **New Offer - EcoCare**

SE Solution

- 50kA AIS
- Easergy relays, Internal Arc Protection System with Arc sensors, Asset Connect System for Temp & Humidity monitoring
- EcoCare with Extended Warranty

Outlook

- Strong reference creation in Services for pitching EcoCare in future projects

Helping our Oil & Gas clients achieve **digital transformation**

SE Solution

- EcoStruxure Power Operation (EPO)
- Saitel DP*

Outlook

- Strong reference creation for upcoming Digital opportunities across multiple Oil & Gas sites

*Saitel DP is a data concentrator which collects data from various devices & communicates it to SCADA

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Our Wins – **Catering to customer needs**

Acquired **new** Data Centre **customer** by meeting high end requirements

SE Solution

- 11 kV AIS
- Highly engineered solution with PRP communication network

Outlook

- Focus on new customer acquisition through strong reference creation

Addressed Cement customer needs through **Trust** & **Confidence** building

SE Solution

- AIS Panels in compliance with IEC Standard
- Micom relays and Power Meters

Outlook

- Maintain strong connect with customer through excellent service to get preference for multiple upcoming projects

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New Offer

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EcoCare : Redefining Customers' Maintenance Strategy

New Offer

EcoCare is an exclusive membership program to help you revolutionize your equipment's servicing needs

Value proposition

EcoCare Essential

Available when you need us

As EcoCare members, you have **exclusive access to resources and expertise** from Schneider Electric to **resolve issues faster** and **improve** the **resiliency** and **efficiency** of your business and operations.

EcoCare Advanced

You are fully empowered

We **empower your teams** to run a resilient, safe, efficient and sustainable operation by anticipating and remotely helping you **reduce downtime**

EcoCare+ Advanced

Maximum uptime

We anticipate potential issues to give you the **right support** at the **right time** and we optimize the lifecycle of your assets to **maximize your business continuity**

Key features
(non exhaustive)

- Priority remote access to experts
- Exclusive EcoCare rates on all services
- On-site intervention within 8h
- 24/7 Monitoring & Alarming

+ Consultancy from our experts, with advanced analytics

+ Dynamic maintenance schedule as per asset health

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Our **Performance**

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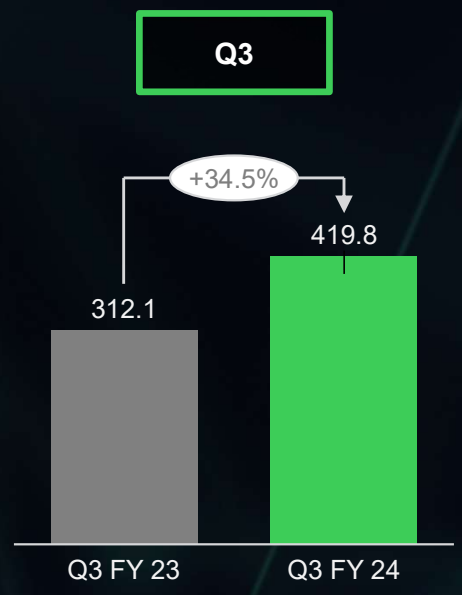
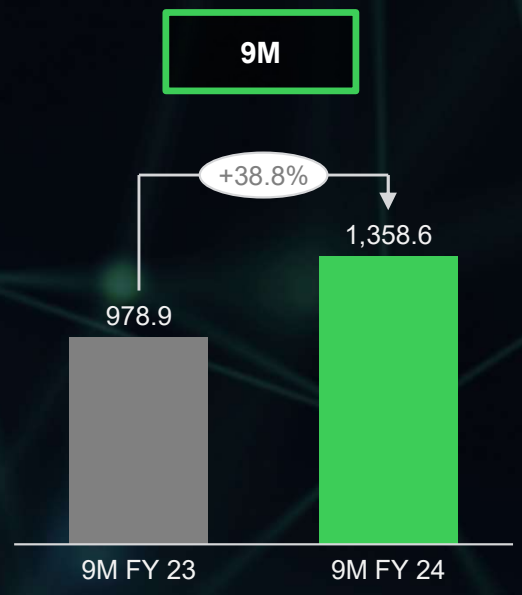
Orders

Figures in INR Cr.





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

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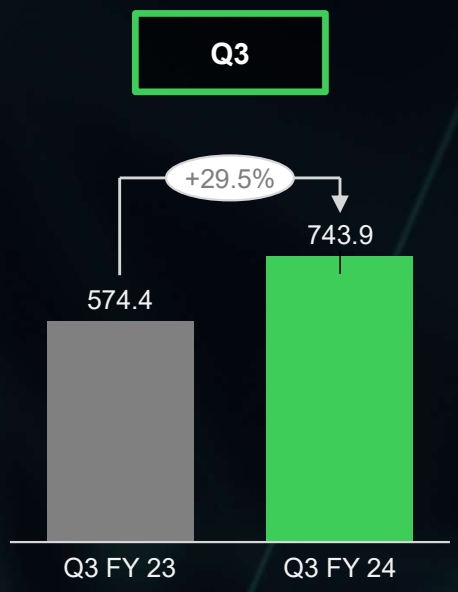
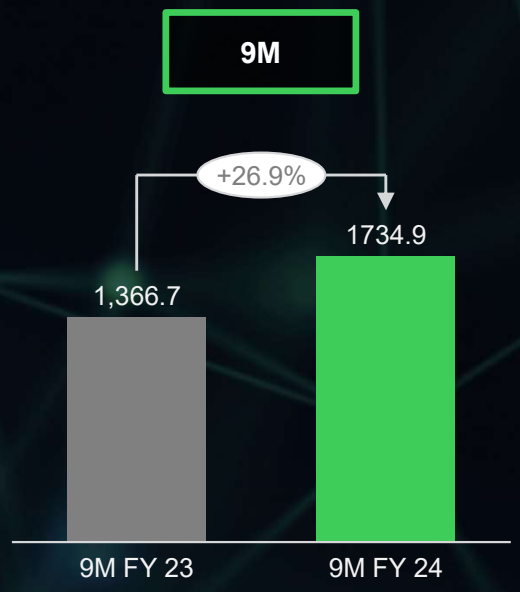
Sales

Figures in INR Cr.





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

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P&L Statement – Q3 FY24 Vs Q3 FY23

Figures in INR Cr.

	Q3 FY24		Q3 FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	743.9		574.4		29.5%
Other Income	1.6	0.2%	2.7	0.5%	
Total Sales	**745.5**		**577.1**		
Material Costs	482.5	64.9%	407.4	70.9%	
Gross Margin	**263.0**	**35.4%**	**169.6**	**29.5%**	**+5.8pts**
Employee Costs	73.4	9.9%	57.7	10.0%	27.2%
Other Expenses	77.6	10.4%	50.3	8.8%	54.2%
EBITDA	**112.1**	**15.1%**	**61.7**	**10.7%**	**+4.3pts**
Depreciation	5.8	0.8%	4.6	0.8%	
EBITA	**106.3**	**14.3%**	**57.1**	**9.9%**	**+4.4pts**
Interest	12.4	1.7%	13.6	2.4%	-8.9%
Profit before Exceptional Items	**94.0**	**12.6%**	**43.5**	**7.6%**	**+5.1pts**
Exceptional Items	-	0.0%	-	0.0%	
Profit Before Tax	**94.0**	**12.6%**	**43.5**	**7.6%**	**+5.1pts**
Current tax	10.0	1.3%	-	0.0%	
Deferred tax	-7.0	-0.9%	-	0.0%	
Profit After Tax	**91.0**	**12.2%**	**43.5**	**7.6%**	**+4.7pts**
Oth. Comprehensive Inc./(Loss)	-18.2	-2.4%	9.7	1.7%	
Total Comprehensive Inc.	**72.8**	**9.8%**	**53.2**	**9.3%**	**+0.5pts**

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P&L Statement – 9M FY24 Vs 9M FY23

Figures in INR Cr.

	9M FY24		9M FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	1,734.9		1,366.7		26.9%
Other Income	5.7	0.3%	8.3	0.6%	
Total Sales	**1,740.6**		**1,374.9**		
Material Costs	1,115.2	64.3%	948.3	69.4%	
Gross Margin	**625.3**	**36.0%**	**426.6**	**31.2%**	**+4.8pts**
Employee Costs	207.3	11.9%	177.3	13.0%	16.9%
Other Expenses	189.9	10.9%	134.3	9.8%	41.4%
EBITDA	**228.2**	**13.2%**	**115.0**	**8.4%**	**+4.7pts**
Depreciation	16.5	1.0%	13.4	1.0%	
EBITA	**211.7**	**12.2%**	**101.6**	**7.4%**	**+4.8pts**
Interest	36.5	2.1%	38.7	2.8%	-5.7%
Profit before Exceptional Items	**175.2**	**10.1%**	**62.9**	**4.6%**	**+5.5pts**
Exceptional Items	3.4	0.2%	-15.9	-1.2%	
Profit Before Tax	**171.7**	**9.9%**	**78.8**	**5.8%**	**+4.1pts**
Current tax	10.0	0.6%	-	0.0%	
Deferred tax	-7.0	-0.4%	-	0.0%	
Profit After Tax	**168.7**	**9.7%**	**78.8**	**5.8%**	**+4.0pts**
Oth. Comprehensive Inc./(Loss)	-26.4	-1.5%	-3.4	-0.2%	
Total Comprehensive Inc.	**142.3**	**8.2%**	**75.4**	**5.5%**	**+2.7pts**

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Q&A
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