

# Schneider Electric Infrastructure Limited

Q1, FY26

7<sup>th</sup> August, 2025

Life Is On

**Schneider**  
Electric

# 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

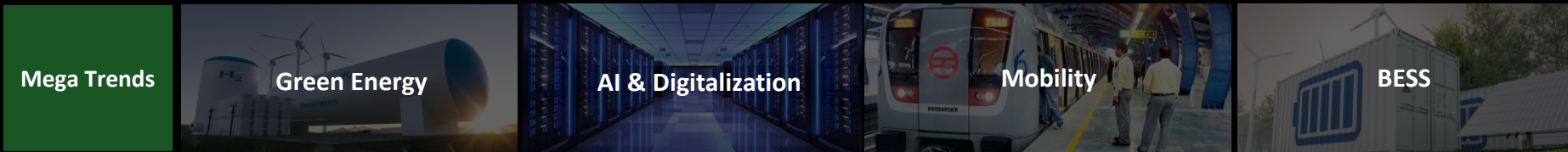
Our mission is to be *a digital partner for sustainability and efficiency*. We believe that *Life is On* everywhere, for everyone and at every moment.










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# Market Outlook

# Market Dynamics | Shaping the Future



 <b>GROWTH DRIVERS</b>	 RE <sup>1</sup> accounted for <b>78.9%</b> of all capacity additions in Q1 FY25   RE accounts for <b>50.08%</b> of total installed electricity capacity	 Installed DC <sup>3</sup> capacity stood at <b>1,263 MW</b>   ~3.6x since 2020   Digital Economy contributed <b>13.4%</b> to the national income in FY25	 EVPCS <sup>5</sup> grew to <b>26,367</b> in FY25 CAGR of <b>72%</b> (FY22-FY25)   Passenger traffic at Indian airports increased by <b>6.6%</b> in Q1 FY26	 <b>500 GW</b> Renewable Energy Capacity Goal   Intermittent nature of RE posing challenges to leading to rise in ESS <sup>7</sup>
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 <b>FUTURE</b>	 India's hydrogen demand to reach <b>8.8 MTPA<sup>2</sup></b> by 2032	 DC Capacity expected to reach <b>3-4 GW</b> by 2030	 ~ <b>1.3 million</b> EVPCS will be required in India by 2030	 India's BESS <sup>8</sup> capacity to increase to <b>236 GWh</b> by 2032
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 <b>GOI POLICIES</b>	<ul style="list-style-type: none"> <li>▪ <b>Expected ₹14,147 Cr Solar Transmission Scheme</b> to integrate 9 GW solar power to National Grid</li> <li>▪ <b>100GW of nuclear energy by 2047</b>   20,000 Cr for Nuclear Energy Mission</li> <li>▪ <b>National Green Hydrogen Mission</b>   19,744 Cr for 5 MMTPA production</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>India AI Mission</b>   10,000+ Cr outlay for building indigenous AI infrastructure</li> <li>▪ <b>RDSS Scheme</b>   3 Lac+ Cr outlay to improve quality of power</li> <li>▪ <b>76,000 Cr PLI<sup>4</sup> Scheme</b> for Semiconductors</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>UDAN<sup>6</sup></b>: Regional connectivity to 120 new destinations &amp; carry 4Cr passengers</li> <li>▪ <b>PM E-Drive Scheme</b>   10,900 Cr Outlay – Demand Incentives &amp; Charging Infra</li> <li>▪ <b>National Rail Plan</b>   blueprint to make Indian Railways "future-ready" by 2030</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>VGF<sup>9</sup> Scheme</b>   5,400 Cr outlay approved for 30 GWh of standalone</li> <li>▪ <b>PLI ACC<sup>10</sup> Scheme</b>   18,100 Cr Outlay – manufacturing capacity of 50 GWh for ACCs</li> <li>▪ <b>Waiver of ISTS<sup>11</sup> Charges</b> for BESS for up to 12 years</li> </ul>
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## SE Actions



**Regulatory engagements**  
CEA, IESA, IEEMA



**Product Launches**  
Tailored innovation for emerging markets



**Customer Engagements**  
Partnering with emerging players



**Aligning Talent**  
around key strategic segments

# Our Wins

# Core Wins | Key Success across Segments

## Mobility

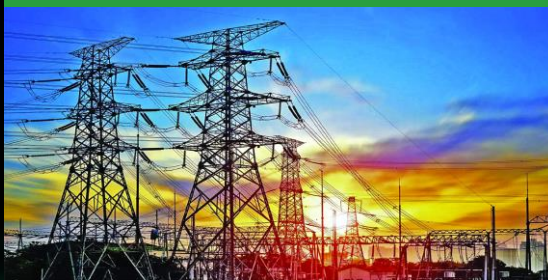


33kV GIS Panels ,25kV GIS panels with CRP<sup>1</sup>  
SAS<sup>2</sup>,RTU<sup>3</sup>,SCADA

### Energizing Metro Rail Transit in Western India

- Largest order for 33kV GIS in transportation in India

## Power & Grid



40 MVA Power Transformers

### Lighting up One of the leading Discoms in Western India

- Customer trust enabling wins and paving way for future opportunities

## Water



Oil Distribution Transformers  
Medium Power Transformers

### Powering Hydro-Electric plant in Central India

- Continuous Customer Engagement leading to recurring business

# Bundled Wins | Solutions for Success

## MMM



6.6kV AIS panels with RIRO<sup>1</sup> SAS<sup>2</sup>

**Energizing prominent Steel manufacturer in India**

- Consistent wins building a strong foothold for future opportunities

## Data Center



11kV AIS panels  
11kV RMU with EcoCare

**Transforming Reliability at Scale for India's Premier Data Center**

- Proven Techno Commercial expertise enabled us to secure phase 2 order

## Power & Grid



E-House - 33KV GIS, 11KV AIS Motorized RIRO<sup>1</sup>, RTU<sup>3</sup> & SCADA

**Electrifying One of the largest Utilities in Northern India**

- Credible Installed base which gives us a competitive edge

# Sustainable Wins | Technology for Tomorrow

## Solar Energy



8.8 MVA Inverter Duty Transformers

**Enabling a Solar energy pioneer to shape a Cleaner future**

- Strong reference creation for upcoming projects from this customer

## Solar & Wind Energy



Transformers with Ecostruxure transformer expert ,H<sub>2</sub> Sensor and EcoCare Advanced subscription

**Driving Digital transformation in Renewable Energy**

- EcoCare accelerating conversions by unlocking top opportunities across key segments

## Power & Distribution



Smart RM AirSeT with T-300  
11kV RMU

**Partnering with leading DISCOMs to reduce carbon footprint**

- First reference of Smart RM AirSeT Order with FRTU (T-300) in India

# Offer Update : 33kV , 3150A Air-Insulated Switchgear (AIS)

Now upto  
3150A



## Value proposition

Product designed for Medium Voltage applications up to 36kV and for higher rating 3150A, featuring **withdrawable** vacuum breakers, **robust** Internal arc protection, forced air cooling, and **Smart** monitoring



## Key Benefits

### Safety

Internal Arc tested: **AFLR<sup>1</sup> 31.5 kA / 1s**  
High degree of operator safety

### Efficiency

CB<sup>2</sup>roll on floor design, compact  
Digitally connected

### Simplicity

Easy access, Closed door operation  
QR<sup>3</sup> code access

### Reliability

Longer lifetime



## End Market



## Renewables



## Mining, minerals & metals

# Financial Performance

## Strong Momentum in Orders

**910 Cr**  
+42.1%  
Orders

**622 Cr**  
+4.8%  
Sales

**241 Cr**  
-1.5 pts  
GM

**67 Cr**  
-2.5 pts  
EBIT

**41 Cr**  
-1.5 pts  
PAT

**1635 Cr**  
+25.9%  
Backlog

**Strong Order Growth**  
Good traction in orders

**Steady Sales growth**  
Moderate growth on  
account of spillovers and  
project delays

**Future Readiness**  
Capacity expansion initiatives  
on track

### Strategic Levers

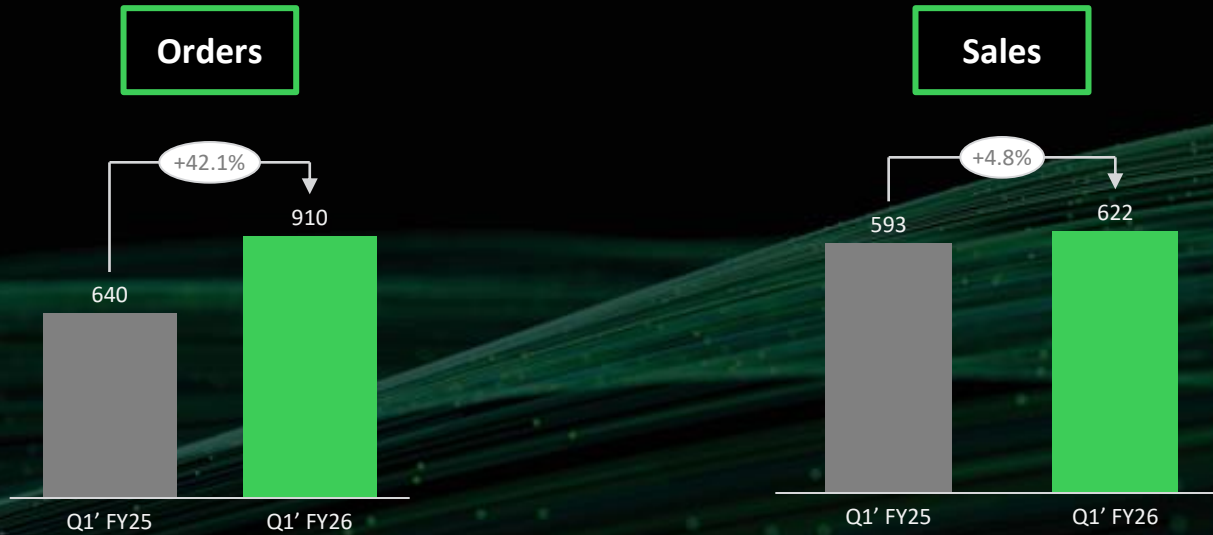
**Accelerate Segments**  
Leverage emerging segments  
& Strengthen resilient segments

**More Services**  
Focus on Modernization, Digital  
services & Remote asset monitoring

**Promote Partners**  
Distributors & Panel Builders

# Good Traction in orders with Better Order Mix

Figures in INR Cr.



Order Backlog on 30<sup>th</sup> June'25 at INR 1,635 Crores (+25.9% YoY)

# P&L Statement – Q1'FY26

Figures in INR Cr.

Particular	Q1 FY26		Q1 FY25		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	622		593		4.8%	
Other Income	4	0.7%	3	0.4%	65.6%	
<b>Total Sales</b>	<b>626</b>		<b>596</b>		<b>5.1%</b>	
Material Costs	385	61.9%	357	60.1%	7.9%	
<b>Gross/ Material Margin</b>	<b>241</b>	<b>38.8%</b>	<b>239</b>	<b>40.3%</b>	<b>0.9%</b>	<b>-1.5pts</b>
Employee Costs	87	13.9%	78	13.1%	11.8%	
Other Expenses	81	13.0%	77	13.0%	4.9%	
<b>EBITDA</b>	<b>74</b>	<b>11.8%</b>	<b>84</b>	<b>14.2%</b>	<b>-12.7%</b>	<b>-2.4pts</b>
Depreciation	7	1.1%	6	1.0%	18.6%	
<b>EBIT</b>	<b>67</b>	<b>10.7%</b>	<b>78</b>	<b>13.2%</b>	<b>-15.0%</b>	<b>-2.5pts</b>
Finance Cost	11	1.7%	13	2.2%	-18.0%	
<b>Profit before Exceptional Items</b>	<b>56</b>	<b>9.0%</b>	<b>65</b>	<b>11.0%</b>	<b>-14.4%</b>	<b>-2.0pts</b>
Exceptional Items	-	0.0%	-	0.0%		
<b>Profit Before Tax</b>	<b>56</b>	<b>9.0%</b>	<b>65</b>	<b>11.0%</b>	<b>-14.4%</b>	<b>-2.0pts</b>
Current tax	15	2.5%	18	3.1%		
Deferred tax	-1	-0.1%	-1	-0.2%		
Total Tax Expense	15	2.4%	17	2.8%		
<b>Profit After Tax</b>	<b>41</b>	<b>6.6%</b>	<b>48</b>	<b>8.2%</b>	<b>-14.9%</b>	<b>-1.5pts</b>
Oth. Comprehensive Income/(Loss)	1	0.1%	-0	0.0%		
<b>Total Comprehensive Income</b>	<b>42</b>	<b>6.8%</b>	<b>48</b>	<b>8.1%</b>	<b>-12.8%</b>	<b>-1.4pts</b>

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