

Schneider Electric Infrastructure Limited

Q4, FY 2024-25

27th May, 2025

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.

Market Outlook | Surge to Steady

Figures in INR Cr.

Macro Outlook

Gross Domestic Product
CY 24 : 6.6% → CY 25 (F) : 6.4%

Gross Fixed Capital Formation
CY 24 : 6.0% → CY 25 (F) : 6.0%

Index of Industrial Production
CY 24 : 4.3% → CY 25 (F) : 4.6%

Mega Trends	Energy Transition	AI & Digitization	Sustainability	Viksit Bharat
Leading to change in Status Quo	<ul style="list-style-type: none"> Renewables Green Hydrogen Nuclear Energy Energy Storage Systems 	<ul style="list-style-type: none"> Digital Grid Digital Economy Smart Infrastructure 	<ul style="list-style-type: none"> Process Electrification Green MMM Electric Vehicle & Charging Infra 	<ul style="list-style-type: none"> Aatmanirbhar Bharat Make in India
Supported by GOI Policies	<ul style="list-style-type: none"> 500 GW of Renewables by 2030 National Green Hydrogen Mission 19,744 Cr for 5 MMTPA production 100GW of nuclear energy by 2047 20,000 crores for Nuclear Energy Mission VGF¹ for 13.2 GWh of BESS² 	<ul style="list-style-type: none"> India AI Mission 10,000+ Cr outlay 76,000 Cr PLI Scheme for Semicon Cyber Surakshit Bharat RDSS⁵ Scheme 3 Lac+ Cr outlay to improve quality of power 	<ul style="list-style-type: none"> PM E-Drive Scheme 10,900 Cr Outlay – Demand Incentives & Charging Infra Green Steel Mission (15,000 Cr) & Green Steel Taxonomy India’s Net Zero Target by 2070 Energy Efficiency Program (MoP) 	<ul style="list-style-type: none"> PLI Schemes for 14 key sectors 1.97 Lac Cr to enhance manufacturing capabilities Regulatory Simplification Ease of Doing Business QCO⁸, OTR⁹, BIS Certification etc
Focus Segments for SEIL	<ul style="list-style-type: none"> Renewables including Green Hydrogen & Nuclear Energy 	<ul style="list-style-type: none"> Data Center Semiconductor Power & Grid 	<ul style="list-style-type: none"> E-Mobility & Transportation MMM 	<ul style="list-style-type: none"> Industry Infrastructure
SE Innovative Offers	<ol style="list-style-type: none"> DERMS⁶ GIS⁴ (ArcFM) MV Digital Offers Microgrid 	<ol style="list-style-type: none"> ADMS³ LV Network Management EcoCare Cybersecurity Solution 	<ol style="list-style-type: none"> RM AirSeT DELMS⁷ GM AirSeT EcoCare 	<ol style="list-style-type: none"> EasySet MV GMSet

With our Diverse Product Portfolio, Innovative EcoStruxure Platform & Strong presence across India, we are well equipped to Partner in India’s Growth



1. Viability Gap Funding 2. Battery Energy Storage System 3. Advanced Distribution Management System 4. Geographical Information System
5. Revamped Distribution Sector Scheme 6. Distributed Energy Resources Management System 7. Dynamic Energy & Load Management System
8. Quality Control Mandate 9. Omnibus Technical Regulation

Established expertise

leading to significant Wins

Sustained Excellence | Strengthen the Core Segments

Power & Grid



Power Transformers with EcoStruxure Transformer Expert & EcoCare Advanced

Transforming Utilities

Milestone win in Central India

- First Order for SEIL from this customer leading to reference creation for upcoming projects

Energies & Chemicals



Oil Distribution Transformers

Enabling Key Industry Player

Transformer Solutions for Long-Term Collaboration

- Significant win leading to promising opportunity for continuous business engagement

MMM



GIS, AIS & LV Panels

Powering Mining Operations

MV Equipment Solutions for Reliable Performance

- Secured key order paving way for significant momentum from upcoming projects

Empowered Wins | Partner Driven Success

Power & Grid



RMU via License Partner

Enhancing Power Reliability

Lighting up leading DISCOM of Western India

- Acceptance of Licensee Partners in leading Utilities of India

Power & Grid



RMU via License Partner

Empowering the Grid

Trusted Partner for 4+ years

- Continuous business engagement with major South Indian Utility

Renewables



Breakers via Core Component Partner

Powering Renewables

Breakers for a sustainable future

- Reference creation for massive upcoming opportunities in Renewable Segment
- EvoPact HVX-O 2500A NC breaker launched last year to further strengthen our product portfolio in this segment

Milestone Wins | New Products

Energies & Chemicals



AIS Panels with Thermal , Humidity and PD Sensor

Enhancing Operational Intelligence

Active Plus Panel with PD Sensor

- First reference of PD100 (Partial Discharge sensor) in India
- Reference for other Modernization Projects within Energy & Chemicals segment

Renewable Energy



EcoStruxure Power Operation Software & T500 remote terminal unit for 2 GW Manufacturing unit in Gujarat

Digitalizing Solar Infra with RTU T500

A Smart Energy Solution

- First reference for T500 Remote Terminal Unit in India

Expanding our footprint | New Energy Landscape

Cell Manufacturing



AIS Panels with Thermal, Temperature & Humidity Sensor,
EcoCare Essential (Cloud Connected)

Connected & Digitalized

MV Solution for Cell Manufacturing Industry

- First major order in cell manufacturing industry, creating reference in this growing segment

Renewable Energy



Supply, Supervision, Testing & Commissioning incl warranty
under EcoCare for Transformer

Powering Performance

Enhancing reliability of Transformers with EcoCare

- First order from major customer in the renewable segment
- Creates reference for SE in upcoming green hydrogen projects

*Success encompassing **wins** with
innovation & sustainability at its core*

Strong Performance in ESG Ratings : A Commitment to a Better Future

- SEBI has released guidelines for ESG rating providers to rate top 1000 companies based on BRSR report
- Currently there are 15 registered ESG providers, out of which 2 rating providers have published the rating



Mar-2025

Sl. No.	Company	Score				
		Env	Soc	Gov	Overall	Remarks
1	SEIL	37.9	81.9	81.4	65.5	Strong



Mar-2025

Sl. No.	Company	Score				
		Env	Soc	Gov	Overall	Remarks
1	SEIL	53	63	70	62	Strong

Rating criteria-

(>70.1- Excellent), (70.1-60.1- Strong), (60.1-45.1-Adequate), (45.1-30.1- Inadequate), (<30.1-Poor)

Rating criteria-

(>71-Leadership), (61-70- Strong), (51-60-Adequate), (41-50- Below Average), (<40- Weak)

ELECRAMA | Innovation for Sustainable Impact



Schneider Electric Booth Snapshot

10,000+ Customers Footfalls

20+ Thought Leadership Sessions

Fully Sustainable Booth

Unveiling of New Offers



GM AirSet

- SF6 Free & Digital Solution
- Primary GIS up to 24 KV, 1250 A
- Sustainable with 0 GWP¹



GMSet

- Primary SF6 GIS up to 36 KV, 2500 A
- Make in India
- Modular, Serviceable & Digital

Excellence in Sustainability | Thought Leadership



Keynote speeches by Schneider Leaders



Mr. Thierry Mathou, Ambassador of France in India presenting Award to SEIL Team



SF6 Free Solution : RM AirSeT

New frontiers of Power Generation by eTECHnxt

E-TechNXT is a leading platform of Industry, Policymakers & Stakeholders that promotes forward-looking actions on "NXT" technologies in the "electrification domain."

Awarded Most Innovative Product/Service of the Year for RM AirSeT

Indo-French Business Awards (IFBA) 2025 hosted by Indo-French Chamber of Commerce and Industry (IFCCI), in collaboration with Business France, CCEF and Team France Export, at the Embassy of France in New Delhi.

Leading India towards the goal of **Viksit Bharat** with our innovative solutions driving a more **Electric, Digital & Sustainable** world

Sustained Growth

Impactful Results

FY25 Performance :

Sustained Growth in Orders and Accelerating Sales Momentum

2693 Cr
+13.4%
Orders

2,637 Cr
+19.5%
Sales

1031 Cr
+26.0%
GM

382 Cr
+35.0%
EBIT

268 Cr
+55.8%
PAT

245 Cr
+85.0%
FCF

Highest ever Revenue & Profit
Since Inception

Better Profitability
Focused strategies leading
to consistent profitability

Cash Efficiency
Improvement in working
capital, Higher FCF

Future Readiness
Capacity and market
assessment to invest in future

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

Building Plant Capacity

fuelling Progress

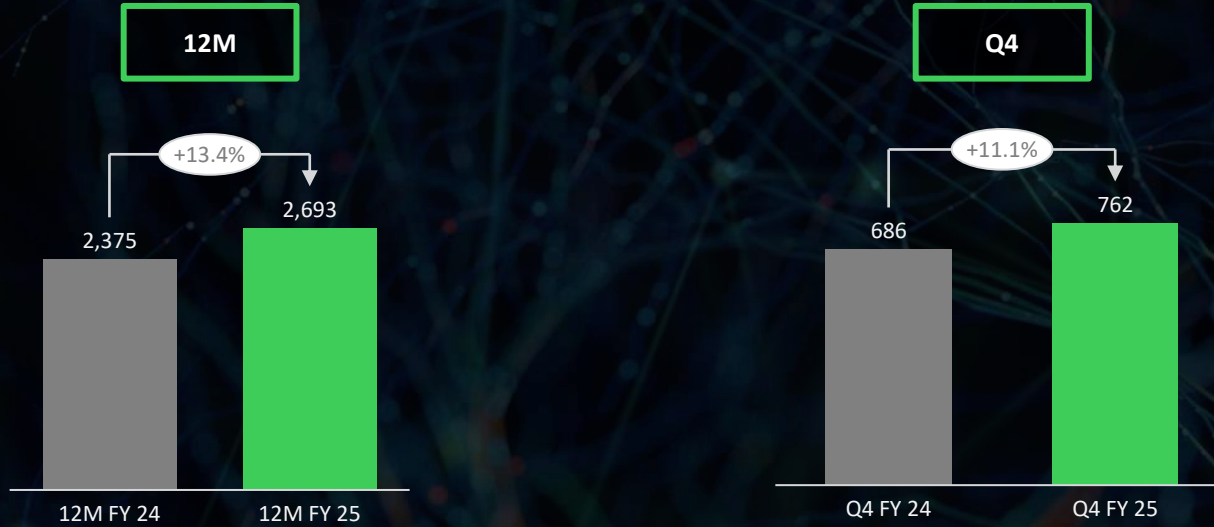
Future Readiness : Capacity Enhancement

Figures in INR Cr.

Sr. No.	Particulars	Vadodara Plant	Kolkata Plant
1	Existing capacity	Approx 8000 Panels at Switchgear Plant, Vadodara.	Approx 5000 Breakers at Kolkata Plant.
2	Existing capacity utilization	Approx 90%	Approx 90%
3	Proposed capacity addition	Capacity addition of 6000 Panels. Post capacity addition - 14000 Panels Capacity.	Capacity addition of 40000 Plant. Post capacity addition - 45000 Breakers Capacity.
4	Period within which the proposed capacity is to be added	Within FY 2026-27	Within FY 2026-27
5	Investment required	INR 110.2 Crores.	INR 90.6 Crores
6	Mode of financing	Internal accruals and/or borrowings	Internal accruals and/or borrowings
7	Rationale	To meet market demand and Growth Ambition	To meet market demand and Growth Ambition

Order Intake : Double Digit Growth with Better Order Mix

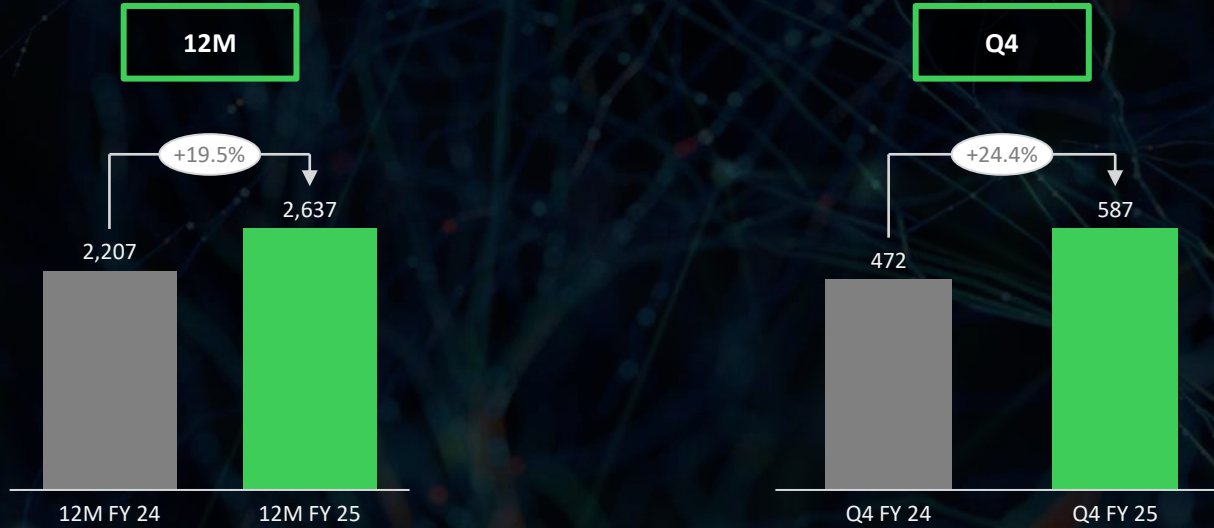
Figures in INR Cr.



Order Backlog on 31st Mar'25 at INR 1,253 Crores

Sales : Robust Topline with Superior Growth in Transactional & Services

Figures in INR Cr.



Higher Q4 sales driven by execution of few large orders.

P&L Statement – 12M

Figures in INR Cr.

Particular	FY25		FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	2,637		2,207		19.5%	
Other Income	25	0.9%	9	0.4%		
Total Sales	2,661		2,216			
Material Costs	1,631	61.8%	1,398	63.3%	16.6%	
Gross/ Material Margin	1,031	39.1%	818	37.1%	26.0%	+2.0pts
Employee Costs	301	11.4%	271	12.3%	11.2%	
Other Expenses	322	12.2%	242	11.0%	33.1%	
EBITDA	407	15.4%	305	13.8%	33.5%	+1.6pts
Depreciation	25	1.0%	22	1.0%	15.0%	
EBIT	382	14.5%	283	12.8%	35.0%	+1.7pts
Finance Cost	49	1.9%	69	3.1%	-28.5%	
Profit before Exceptional Items	333	12.6%	214	9.7%	55.4%	+2.9pts
Exceptional Items	-18	-0.7%	4	0.2%		
Profit Before Tax	350	13.3%	210	9.5%	66.9%	+3.8pts
Current tax	82	3.1%	22	1.0%		
Adjustment of Tax relating to earlier periods	2	0.1%	30	1.4%		
Deferred tax	-2	-0.1%	-15	-0.7%		
Total Tax Expense	82	3.1%	38	1.7%		
Profit After Tax	268	10.2%	172	7.8%	55.8%	+2.4pts
Oth. Comprehensive Income/(Loss)	-2	-0.1%	-27	-1.2%	-91.9%	
Total Comprehensive Income	266	10.1%	145	6.6%	83.2%	+3.5pts

- Margin expansion due to better product mix, order pricing, volume leverage and operational efficiency.
- Exceptional item in current year represents the reversal of interest provisions related to past direct tax litigation matters upon application made under the "Vivad se Vishwas scheme' and acceptance thereof by the relevant income tax authorities.

P&L Statement – Q4

Figures in INR Cr.

Particular	Q4 FY25		Q4 FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	587		472		24.4%	
Other Income	6	1.0%	4	0.8%		
Total Sales	593		475			
Material Costs	364	62.0%	283	59.9%	28.8%	
Gross/ Material Margin	229	39.0%	193	40.8%	18.6%	-1.9pts
Employee Costs	76	13.0%	64	13.5%	19.4%	
Other Expenses	60	10.2%	52	11.0%	15.3%	
EBITDA	92	15.7%	77	16.3%	20.3%	-0.5pts
Depreciation	6	1.1%	6	1.2%	15.0%	
EBIT	86	14.7%	71	15.1%	20.7%	-0.5pts
Finance Cost	13	2.2%	32	6.9%	-60.1%	
Profit before Exceptional Items	73	12.5%	39	8.3%	87.8%	+4.2pts
Exceptional Items	-	0.0%	1	0.1%		
Profit Before Tax	73	12.5%	38	8.1%	91.2%	+4.4pts
Current tax	13	2.2%	12	2.6%		
Adjustment of Tax relating to earlier periods	-	0.0%	30	6.4%		
Deferred tax	6	1.0%	-8	-1.6%		
Total Tax Expense	18	3.1%	35	7.4%		
Profit After Tax	55	9.3%	3	0.7%	1571.1%	+8.6pts
Oth. Comprehensive Income/(Loss)	2	0.3%	-0	-0.1%	-483.6%	
Total Comprehensive Income	57	9.6%	3	0.6%	1924.1%	+9.0pts

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