

**SEIL/Sec./SE/2023-24/84****February 9, 2024**

The Manager  
Listing Department  
National Stock Exchange of India Ltd  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East), MUMBAI 400 051  
Fax # 022-2659 8237/8238/8347/8348  
Symbol: SCHNEIDER

The Secretary  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
MUMBAI 400 001  
Fax # 022-2272 3121/2037/2039  
Scrip Code No. 534139

**Sub: Investor Presentation on Unaudited Financial Results for 3<sup>rd</sup> quarter and nine months ended December 31, 2023**

Dear Sir(s)/Madam,

In continuation of our letter no. SEIL/Sec./SE/2023-24/80 dated February 5, 2024 regarding schedule of investor call, please find enclosed herewith the investor call presentation on the Company's Unaudited Financial Results for the 3<sup>rd</sup> quarter and nine months ended December 31, 2023, approved by the Board of Directors in their meeting held on February 8, 2024.

This presentation will be made available on the Company's website i.e. <https://infra-in.se.com/>.

We request you to kindly take the above on record.

Thanking you.

Yours Sincerely,

For **Schneider Electric Infrastructure Limited**

**(Bhumika Sood)**  
**Company Secretary and Compliance Officer**

**Encl: As above**

**Schneider Electric Infrastructure Limited**

Corp. Office: 9<sup>th</sup> Floor, DLF Building No.10.Tower C, DLF Cyber City, Phase II, Gurgaon – 122002, India; Tel: +91 124 7152300; Fax.: +91 (0) 124-422 2036; [www.schneider-infra.in](http://www.schneider-infra.in)

Regd. Office: Milestone-87, Vadodara - Halol Highway, Village Kotambi, Post Office Jarod Vadodara -391510, Gujarat; Tel: +91 02668 664300 Fax: +91 664621; CIN: L31900GJ2011PLC064420



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

**Feb 9, 2024**



## 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.

# 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



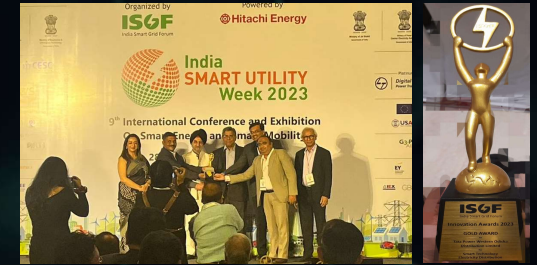
# Awards & Recognition



**"Best Business Associate"  
by TATA Power, Delhi**



**Gold award @ QCFI's<sup>1</sup>  
convention Vadodara'23**



**Innovative Project award to TPWODL  
(conceptualized with SE solution)**



**Silver award @ QCFI's<sup>1</sup>  
convention Kolkata'23**



**Certificate Of Appreciation  
by BSES for exceptional service**



**Appreciation Letter  
by Tata Electronics, Hosur for ETC<sup>2</sup>**

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

# 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<sup>1</sup> 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<sup>2</sup> grew by +11.0% in FY Q2 driven majorly by Govt investment in Railways, P&G, smart cities, ports & roadway logistics

**IIP** : IIP<sup>3</sup> (7.6%) driven by IIP<sup>3</sup> 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<sup>4</sup> segment due to Make In India policy
- Govt focus on new energies | Green H2, Biofuels

<sup>1</sup> Gross Domestic Product

<sup>2</sup> GFCF: Gross Fixed Capital Formation

<sup>3</sup> IIP: Index of Industrial Production

<sup>4</sup> 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%

Life Is On

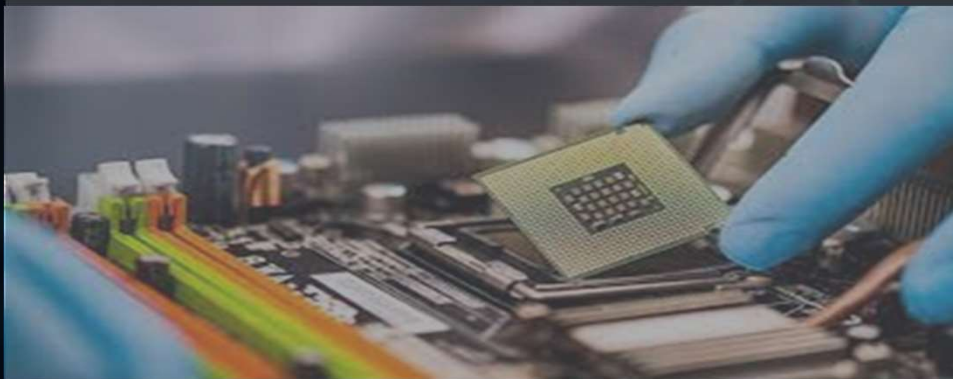
Schneider Electric

# Our **Wins**



# 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<sup>1</sup> monitoring & online DGA<sup>2</sup>
- 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

# 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

# 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

# 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

# New Offer

# EcoCare : Redefining Customers' Maintenance Strategy

New Offer

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

## 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**



Value proposition



Key features  
(non exhaustive)

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

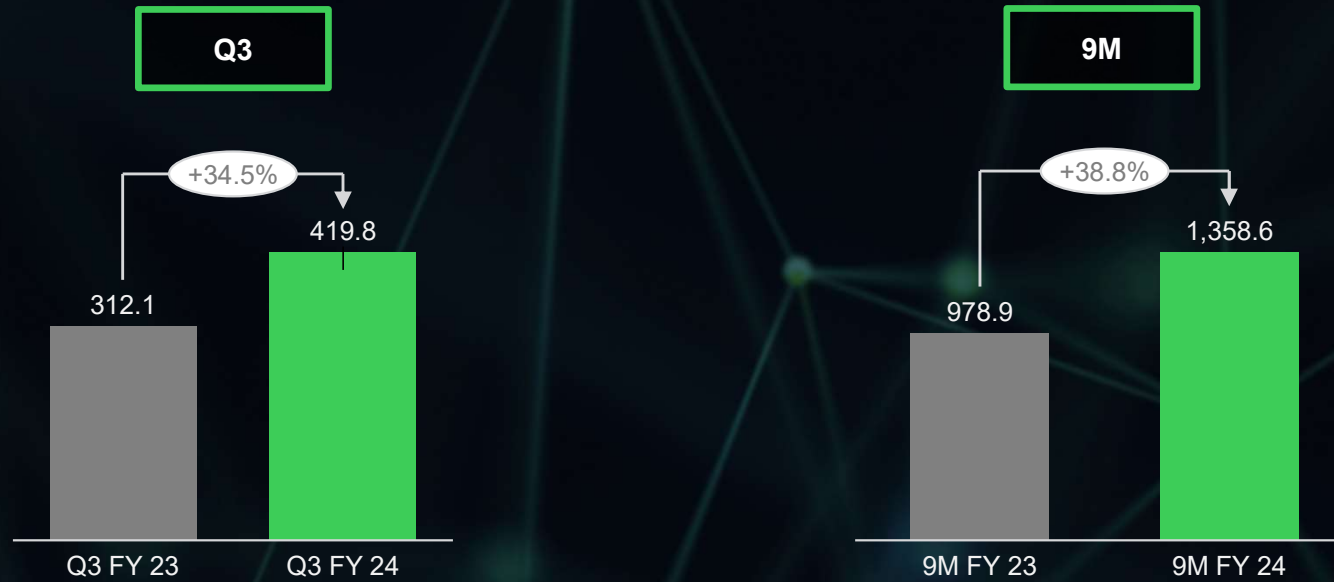
+ Consultancy from our experts, with advanced analytics

+ Dynamic maintenance schedule as per asset health

# Our Performance

# Orders

Figures in INR Cr.

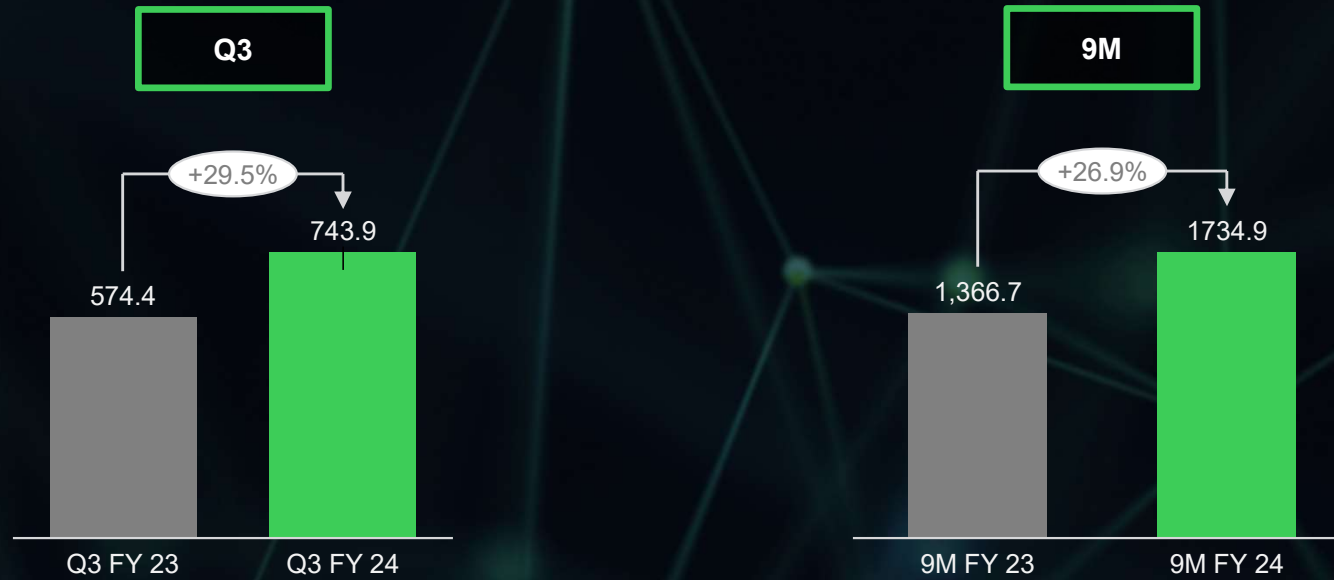


Good momentum in orders driven by P&G, Mobility and other electro-sensitive segments.



# Sales

Figures in INR Cr.



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

# P&L Statement – Q3 FY24 Vs Q3 FY23

Figures in INR Cr.

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

# P&L Statement – 9M FY24 Vs 9M FY23

Figures in INR Cr.

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



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