

**SEIL/Sec./SE/2021-22/33****August 13, 2021**

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

The Secretary  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
MUMBAI 400 001  
Fax # 022-2272 3121/2037/2039

**Symbol: SCHNEIDER****Scrip Code No. 534139****Sub: Investor Presentation on Unaudited Financial Results for 1<sup>st</sup> quarter ended June 30, 2021**

Dear Sir(s),

In continuation of our letter no. **SEIL/Sec./SE/2021-22/31** dated August 12, 2021, please find enclosed herewith the copy of presentation on the Company's Unaudited Financial Results for the 1<sup>st</sup> quarter ended June 30, 2021, approved by the Board of Directors in their meeting held on August 12, 2021.

This information is available on the Company's website i.e. [www.schneider-infra.in](http://www.schneider-infra.in).

We request you to kindly take the above information 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**

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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 Limited

FY 2021-22 | Q1  
August 13, 2021

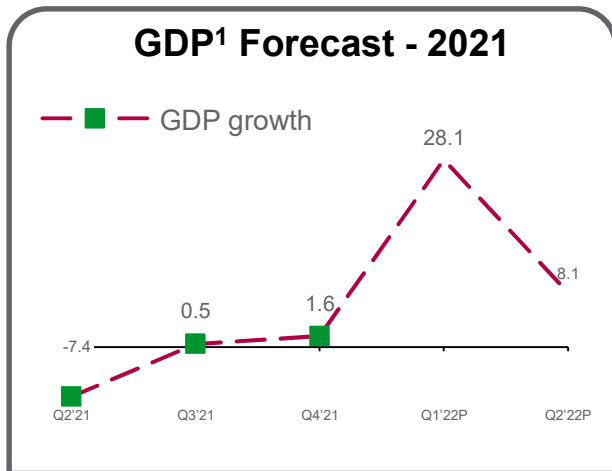
# Disclaimer

All forward-looking statements are Schneider Electric Infrastructure Limited (India) management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

This presentation includes information pertaining to the our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications, surveys and forecasts) and our own internal estimates. We have not independently verified these third party sources and cannot guarantee their accuracy or completeness and our internal surveys and estimates have not been verified by independent experts or other independent sources.

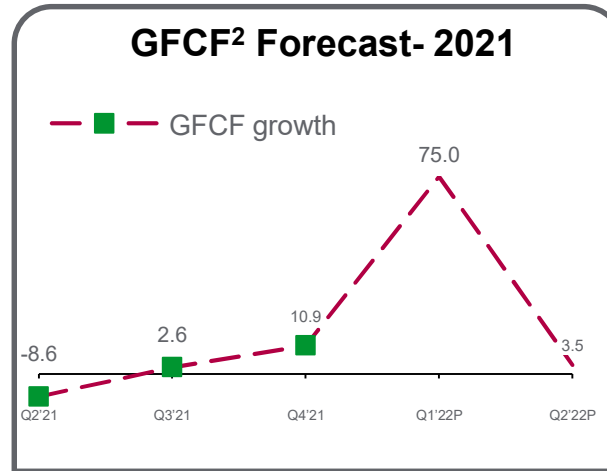


# Renewed risks due to severe 2<sup>nd</sup> Wave, but recovery underway



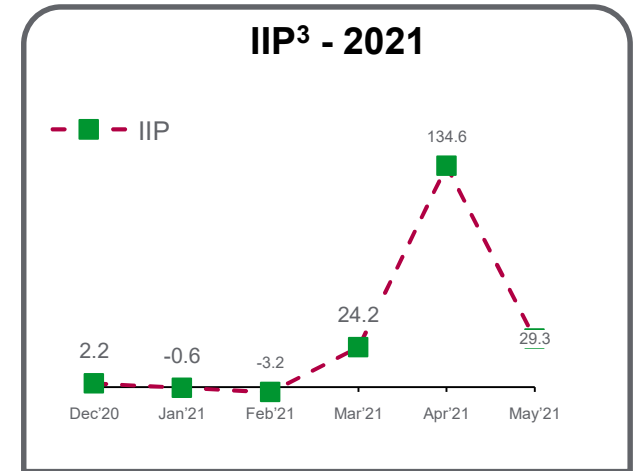
#### Real GDP Growth Rate

GDP grew by 1.6% in Q4'21 marking 2 quarters of consecutive growth after Covid led recession



#### Capex Growth Rate

Up by 10.9% vis-à-vis Q4'19-20  
GFCF to GDP ratio +30%



#### IIP Actuals

IIP below market expectation in May due to regional lockdowns - 2<sup>nd</sup> wave

Economic impact of new waves expected to be limited |  
 Growth Boost - Substantial spending by GOI | Growth Potential dependent on effective Vaccine roll outs |  
 Cautious but optimistic outlook for Second Half of CY

<sup>1</sup> Gross Domestic Product    <sup>2</sup> GFCF: Gross Fixed Capital Formation  
 Projections as per CMIE, and Economic Survey ; growth nos. YoY

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



# Segment Trends

## Power & Grid

Power Distribution Reforms  
450 GW of RE capacity by 2030  
Privatization for UT Discoms  
Smart metering, Digitization Projects  
Thrust on reducing AT&C losses

## Transportation

Acceleration in Metro projects  
Station Modernization drive by Indian Railways  
Heavy investment in Locomotives  
Slow down in Airport Projects

## MMM

Decarbonization & Sustainability  
Strong focus on Digitization by Cement Manufacturers  
Big Investments in Cement plants  
Seven lithium exploration projects launched by GSI

## Oil & Gas

Govt focus on Biofuels  
Integrated Petrochem Complex at multiple locations  
Capex in existing & new oil & gas plants  
Refineries investing in Green Hydrogen Technology

# Accelerating on our strategic Priorities

## More Digital >>>

Building on Connected Products Portfolio & Leading solutions with Software

## More Services >>>

More digital services & Modernization jobs to Leverage Install base

## Increase Coverage >>>

Building & Supporting Robust Partner Network

## Accelerate segments >>>

Segment focused approach with newly realigned organization

## Green MV >>>

Green Future with SF6 Free Switchgear

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# More Digital | Our Wins

Leading with software for renowned Atomic R&D center in Vizag

## Customer Challenges

Proper Grid connectivity & avoiding Blackouts

Monitoring of the disturbance/alarm/fault was critical for the substation application.

## Our Solution

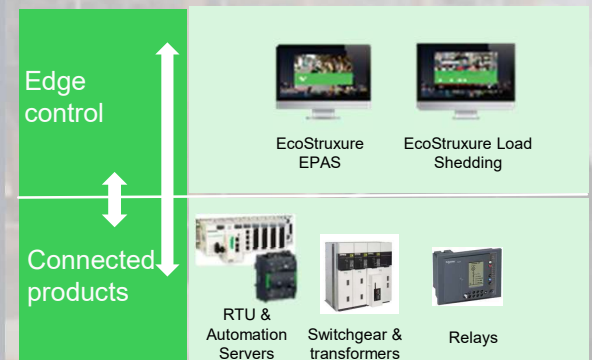
- ✓ Ecostruxure Power Automation System (EPAS) & Instant Fast Load Shedding (IFLS)
- ✓ Continuous Monitoring & Control of Electrical Parameters
- ✓ With 1ms Time Stamping disturbance & alarm analysis

## Success Factor

- ✓ Strong connect with End Customer & Prescription
- ✓ Better understanding of the System requirement

**1st Project for End User with IFLS to prevent blackouts.  
Once Proven, customer to upgrade other sites**

**Ecostruxure™**  
Innovation At Every Level



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# More Digital | Our Wins

## 1st FGD Connected Order in Power & Grid Segment

### Customer Challenges

FGD (Flue Gas Desulphurization) System Main Package

Solution with sensors to monitor humidity level in Panels

### Our Solution

- ✓ Supply of HT Panels (5X800 MW)
- ✓ Temperature & humidity sensor along with accessories
- ✓ Numerical relays

### Success Factor

- ✓ Constant Engagement with customer during Covid-19 Lockdown
- ✓ Team's excellent collaboration: Internal & with GFS, BU & Supply Chain

**99 Nos. of connected AIS order opens up an opportunity of implementation on other sites**

### PIX Rof Connected Offer



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# More Services | Our Wins

## 24 x 7 Remote monitoring & Alarming for Leading Govt Hospital Chain

### Customer Challenges

Frequent Tripping Problems High downtime & damage to equipment

Part-Time Services taken from a Local service Vendor which were unable to rectify the Issue

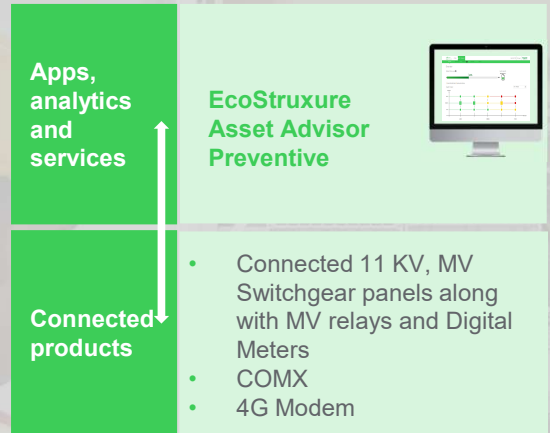
7-8 breakdowns as well few Minor incidents

### Our Solution

- ✓ ASP Connect Solution - 120 Assets (VCB,AHF,X'mer,LT & APFC Panels)
- ✓ EAA Preventive on existing 30 Assets along with Advantage Service Plan
- ✓ Very First Services of 9 AHF
- ✓ Asset Connect + Prodiag Testing

### Success Factor

- ✓ Constant Engagement with customer during Covid-19 Lockdown
- ✓ Strong Prescription
- ✓ Team 's excellent collaboration: Internal & with GFS, BU & Supply Chain



**1st ASP Connect Order in Healthcare segment in India**  
**Scope of implementation in other sites**



# ▶▶▶ Increase Coverage | Our Wins

## Expansion of Substation for Kolkata based Hospital by License Partner

### Customer Challenges

Critical Delivery within 8 weeks

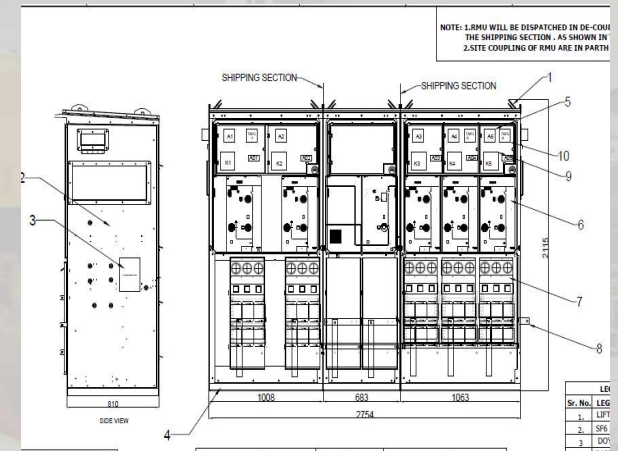
Looking for assured quality meeting all standards

### Our Solution

- ✓ RMU offer delivered through our License partner
- ✓ Approach and Influence End customer along with LIC Partner
- ✓ Assure Strict timelines for delivery as per customer need

### Success Factor

- ✓ Excellent Customer Connect
- ✓ Showcasing License offer and assuring quality inline with Schneider standard
- ✓ Entire team working together to achieve the target date .



Success of this project paves the path of acceptance of License offer with the group, resulting in yearly RMU business

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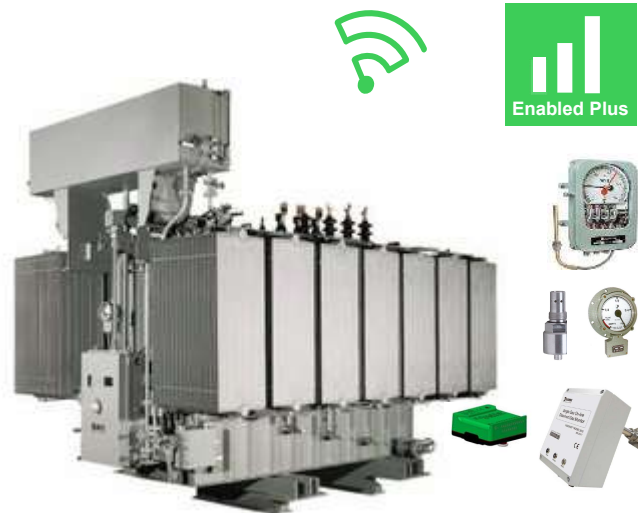
# New Product Launches

## Connected FBX



Condition Monitoring Sensors

## Connected Transformers



Condition, Oil, eWTI/ eOTI & H2 Monitoring Sensors

## PIX Rof with Easy Pact



Condition Monitoring Sensors

Asset Management 24/7 connectivity

Increased Safety On Premise SCADA Integration

Asset Management 24/7 connectivity

Increased Safety Remote Monitoring Smart Alarming

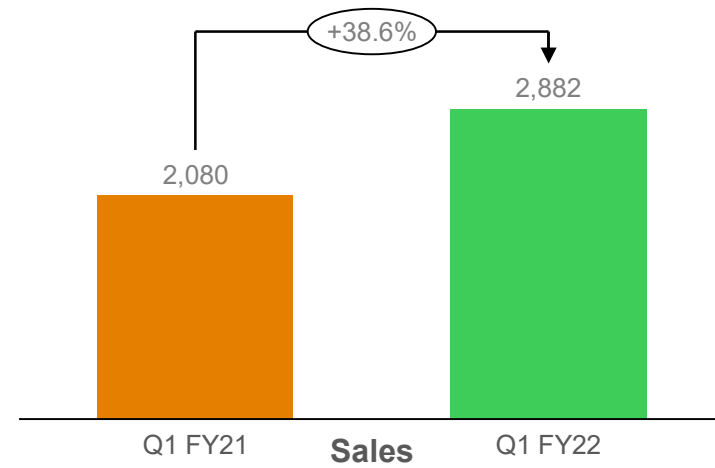
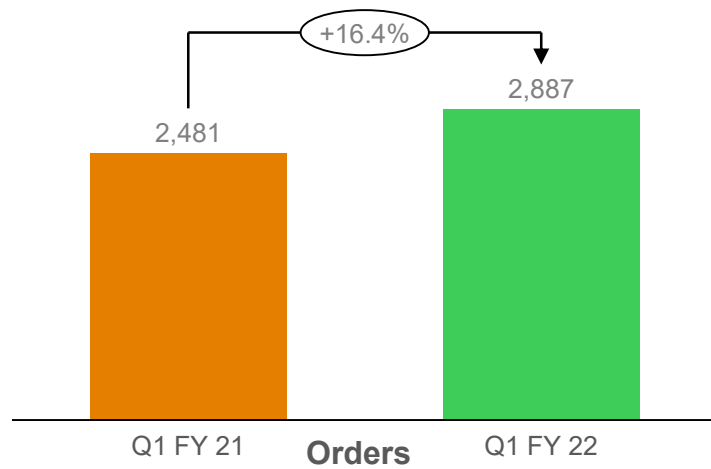
Asset Management 24/7 connectivity

Increased Safety Remote Monitoring Smart Alarming

# Financial Update



# Orders & Sales



➤ Good momentum in orders and sales .

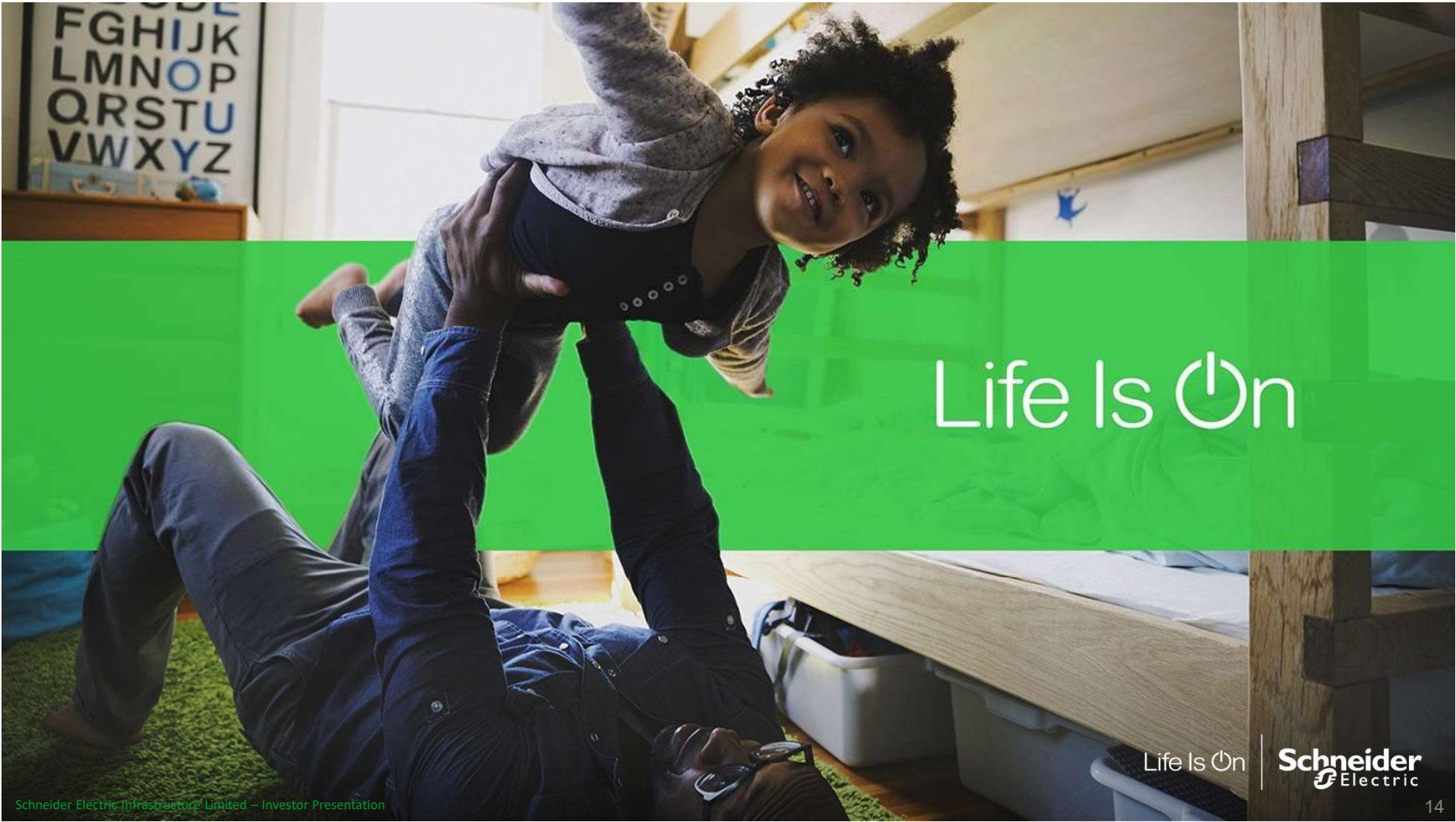
All figures in MINR

## P&L Statement –Q1 FY'22 Vs Q1 FY'21

	Q1 FY'22		Q1 FY'21		YoY (%) Change
	MINR	%	MINR	%	
Sales	2,882		2,080		38.5%
Other Income	14	0.5%	17	0.8%	
<b>Toal Sales</b>	<b>2,896</b>		<b>2,097</b>		
Material Costs	1,979	68.7%	1,392	66.9%	
<b>Gross Margin</b>	<b>916</b>	<b>31.8%</b>	<b>705</b>	<b>33.9%</b>	<b>-2.1pts</b>
Employee Costs	502	17.4%	452	21.7%	11.2%
Other Expenses	419	14.5%	339	16.3%	23.6%
<b>EBITDA</b>	<b>(5)</b>	<b>-0.2%</b>	<b>(86)</b>	<b>-4.1%</b>	<b>+3.9pts</b>
Depreciation	43	1.5%	61	2.9%	-30.4%
<b>EBITA</b>	<b>(48)</b>	<b>-1.7%</b>	<b>(147)</b>	<b>-7.1%</b>	<b>+5.4pts</b>
Interest	113	3.9%	122	5.9%	-7.5%
<b>Profit before Exceptional Items</b>	<b>(161)</b>	<b>-5.6%</b>	<b>(269)</b>	<b>-12.9%</b>	<b>+7.4pts</b>
Exceptional Items	0	0.0%	24	1.2%	
<b>Profit after Tax</b>	<b>(161)</b>	<b>-5.6%</b>	<b>(294)</b>	<b>-14.1%</b>	<b>+8.5pts</b>

- Material cost % was abnormal in Q1'21 due to Covid19 impact on mix.
- Exceptional Items is the employee severance pay as per approved restructuring plan for FY'21

All figures in MINR



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