

SEIL/Sec./SE/2022-23/53**November 4, 2022**

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 2nd quarter and half year ended September 30, 2022**

Dear Sir(s),

In continuation of our letter no. **SEIL/Sec./SE/2022-23/51** dated November 2, 2022 regarding schedule of investor conference call, please find enclosed herewith the copy of investor call presentation on the Company's Unaudited Financial Results for the 2nd quarter and half year ended September 30, 2022, approved by the Board of Directors in their meeting held on November 3, 2022.

This presentation will be made available on the Company's website i.e. www.schneider-infra.in.

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

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**Schneider Electric Infrastructure Ltd
Investor Meeting – Q2, FY 2022-23**

November 4, 2022

Disclaimer

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

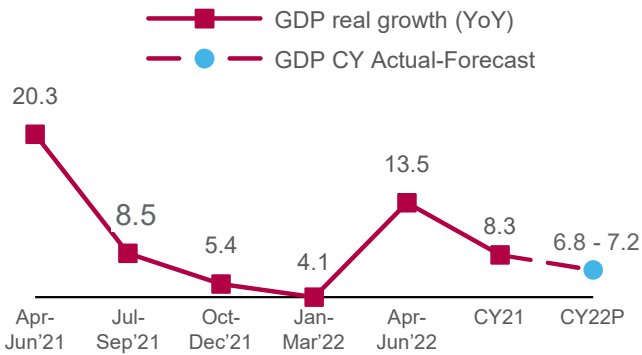
This presentation includes information pertaining to our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications, 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.



Economy Outlook

GDP grows in double digits on a low base

GDP¹ Forecast - 2022

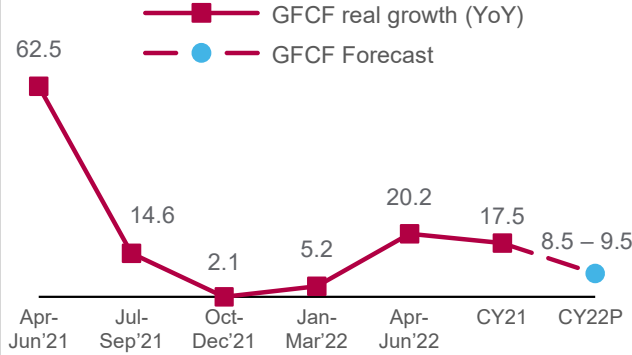


Real GDP Growth Rate

GDP CY'22'Q2 growth in double digits, due to base effect (*Covid 2nd wave in 21*)

- CY22'Q2 Construction grew by 16.8%, Manufacturing by 4.8% YoY
- CY'22 GDP projections: Oxford Economics → 6.8%, CMIE → 7.1%, Moody's → 7.2%

GFCF² Forecast- 2022

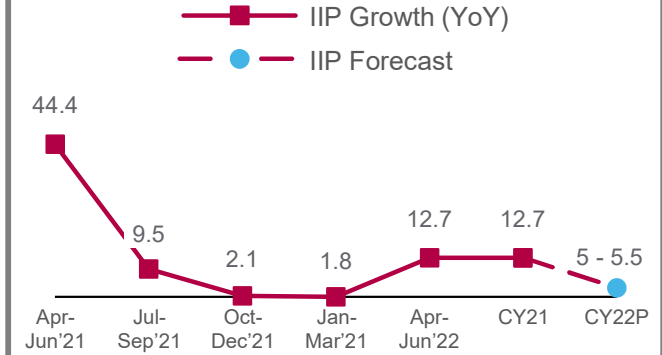


Capex Growth Rate

GFCF CY22'Q2 grew @20.2% due to government's Capex boost

- GFCF reached 34.7% (of GDP), highest in 10 years
- CY22'Q2 PFCE⁴ grew by 25.9% v/s GFCE⁵ by 1.3% YoY

IIP³ Forecast- 2022



IIP

Good growth due to electricity; crossed pre-pandemic levels

- CY22'Q2 IIP Electricity, Manufacturing & Mining grew by 17%, 13% & 9% respectively
- Rural demand & exports may slow down in coming quarters

¹ Gross Domestic Product

² GFCF: Gross Fixed Capital Formation

³ IIP: Index of Industrial Production

⁴ PFCE: private final consumption expenditure

⁵ GFCE: government final consumption expenditure

Sources: a. CY22P GDP & IIP Projection numbers from Oxford Economics, CMIE & Moody's

b. GFCF projections from CMIE

Segment Dynamics

Positive opportunities for growth in most segments



Power & Grid

Sustainability & Digitalization

- ✓ Loss reduction with Smart metering & AMI
- ✓ Modernization with smart products & SCADA/ ADMS implementation
- ✓ RDSS Alignment : Engage with PFC & RFC



Mobility

- ✓ Focus on metro projects & ports
- ✓ Prescription for new Tunnel projects



Metals, Minerals & Mining

- ✓ Low investment due to increased export duties on Steel products
- ✓ Holcim - Adani Group takeover | ongoing projects on hold



Industry & Building

- ✓ PLI* - boost to small industry
 - Focus on Agro industry
- ✓ Investments in Pharma and Hospitals



Cloud & Service Provider

- ✓ Capture more MV equipment opportunities in DC markets
- ✓ Consultative selling via specialist
- ✓ Government policy push through MeitY's DC policy

* PLI - Production linked incentives

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Our Wins | Power & Grid

Helping Bhutan build a robust power distribution system

Customer Challenges

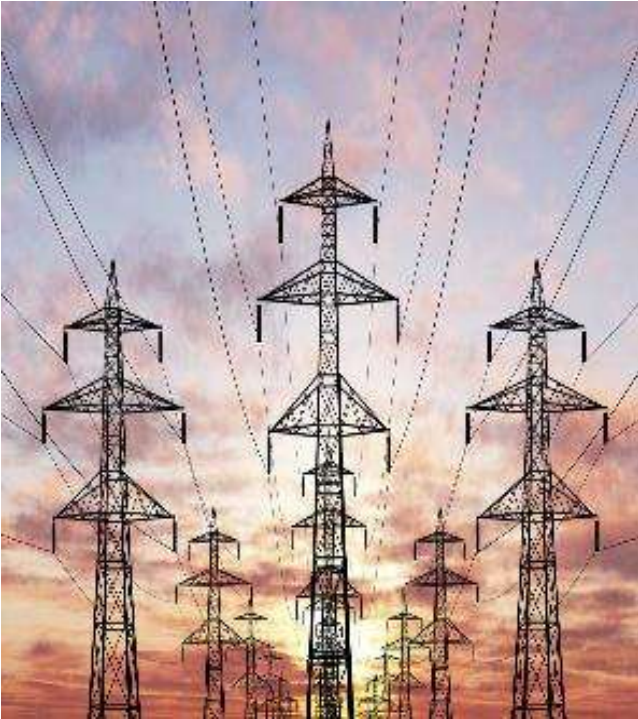
- Upgradation of ageing infrastructure
- Reliable vendor for supply & services
- Suitability to higher altitude

Our Solution

Supply of 33kV & 11kV Package substations for secondary distribution network

Key Highlights

Superior execution helped in securing customer confidence



Life Is On



Our Wins | Cloud & Service Provider

Catering needs of Data centres to make a move towards digital future

Customer Challenges

Stringent delivery timelines
Speed of execution

Our Solution

33KV GIS package

Key Highlights

2nd consecutive order, after successful execution of 1st order



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Our Wins | Metals, Minerals & Mining

Helping leading steel manufacturer become energy efficient

Customer Challenges

Digitally connected equipment with reduced down time

Power Distribution System with future scalability

Our Solution

Pix ROF with Easergy **Micom Relays**
Asset Connect Solution with TH110
Local monitoring connected with **EMS**

Key Highlights

Robust power distribution infrastructure with enhanced safety, reliability & connectivity

Seamless integration of Relays and Meters with plant SCADA / ILMS



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Our Wins | Industry & Building

Contributing to prestigious building of Government of India

Customer Challenges

Fully integrated Optimized Solution
Quick Delivery

Our Solution

MVT
HT Panel
RMU
PSS (all connected products)

Key Highlight

Successful execution of order creating scope for services order
(L2 & L3 products)



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Our Wins | Services

Providing services to large IT company

Customer Challenges

- Achieving Net-Zero certification in campuses
- Pan India supervision of critical equipment
- Lack of data to initiate energy optimization plans & inefficient operation

Our Solution

SE Advisory softwares

Key Highlight

- Scope for projects at 11 more customer sites pan India & some European sites
- Recurring revenue for SEIL



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Our Wins | Services

Bringing advancement in Transformer segment for predictive maintenance

Customer Challenges

- Live monitoring of Critical Assets
- Digitization & advance notification with Industry 4.0
- Reduction of untimely shutdowns

Our Solution

EcoStruxure Transformer Expert (ETE)

Key Highlight

Successful execution of order creating scope for similar solution being employed in 15 transformers at customer sites



Acquisition by SE
Leveraging in India

Identified **150** potential sites



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Accelerate Digital

External factors

Regulation on cloud services: Local Cloud | Existing EAA Solution not deployable

Impact on Segments



Power & Grid
Pilot for alternate solution to EAA planned with Global Team



Transportation
Pilots in brownfield to influence Greenfield prescription



Metals, Mining & Mineral
Collaboration with FS to boost digital services.



I&B & C&SP
~40% OB of I&B with Ecostruxure attribute

Ongoing Actions

EAA deployment in India

Capex to Opex

Focused approach
C&SP & I&B Segments

Digital Wins

Biopharmaceuticals
Ecostruxure facility expert
Asset advisor
Connected Pix-Rof

FMCG
Asset Connect (Enable);
Connected Transformer,
HV & LV Switchboard
Ester Oil (Green)

Steel Producer
Asset Connect solution
LV package

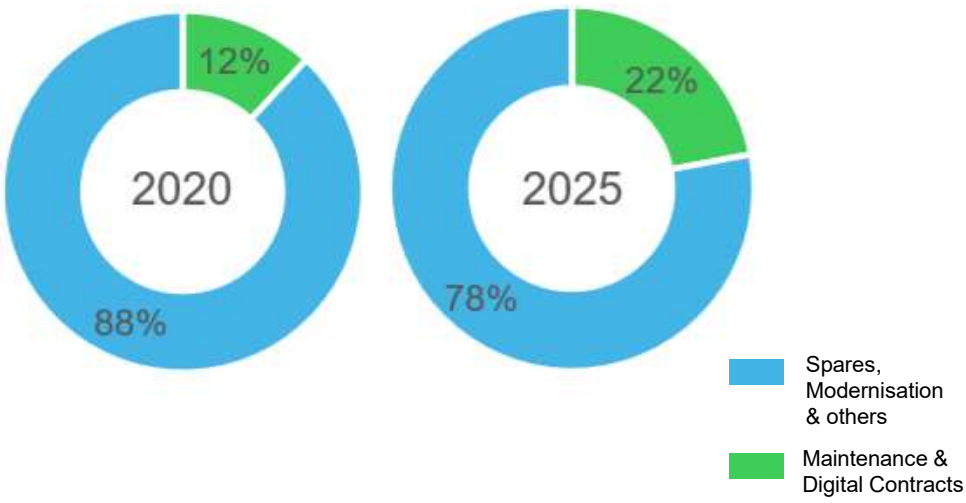
Smart City
Unified Operation Center AVEVA
Power meters



Increasing focus on Recurring services driven by Digital

Market Drivers

Increasing Customer expectations | Use of advanced Tech in Operations | Migration to Cloud



Digital & Consulting org

Focus team on Digital & consulting services

Digital champions

9 sessions | >60% sales force Trained & certified

Sales incentives

Reward schemes | Special booster on SIP – stretch targets

Install Base Tracking

Improve recurring business | Recommend Digital contracts at renewal

Support System

- Service Commercial (50+)
- Service Rep (50+)
- Cert Service Sub Contractors (30+)
- CSS Engineers (60+)
- Service project execution & Ecofit centre (40+)



Services Strategic Pillars

Vision 2025

Reinforce the Core

3.5X
More Maintenance Contracts
Increase Renewal / Capture Rate
Greenfield Attachment

1.5X
Modernization Jobs
Target More Obsolete Assets

1.5X
More Spare Parts
Install base Coverage
Spare Kits

Accelerate Growth

5X
Digital & Consulting services
Attachment with contracts
Upgrade existing IB

2X
Track to Order
Focus on IB tracking through
multiple touch points

1.5X
Partner Business
Partner program to cover diffused
sites

Customer Connect



LIVE Virtual Ministry Of Civil , Aviation : Airports



Ministry of Power, Puducherry: Distribulec



Ministry of Energy Dept, Karnataka : Distribulec



Innovation Day (Digitization & Sustainability), Kathmandu



Building sustainable Grids, Uttarakhand



Building sustainable grids, Guwahati



Building sustainable grids, Ladakh



Innovation Day, Dhaka

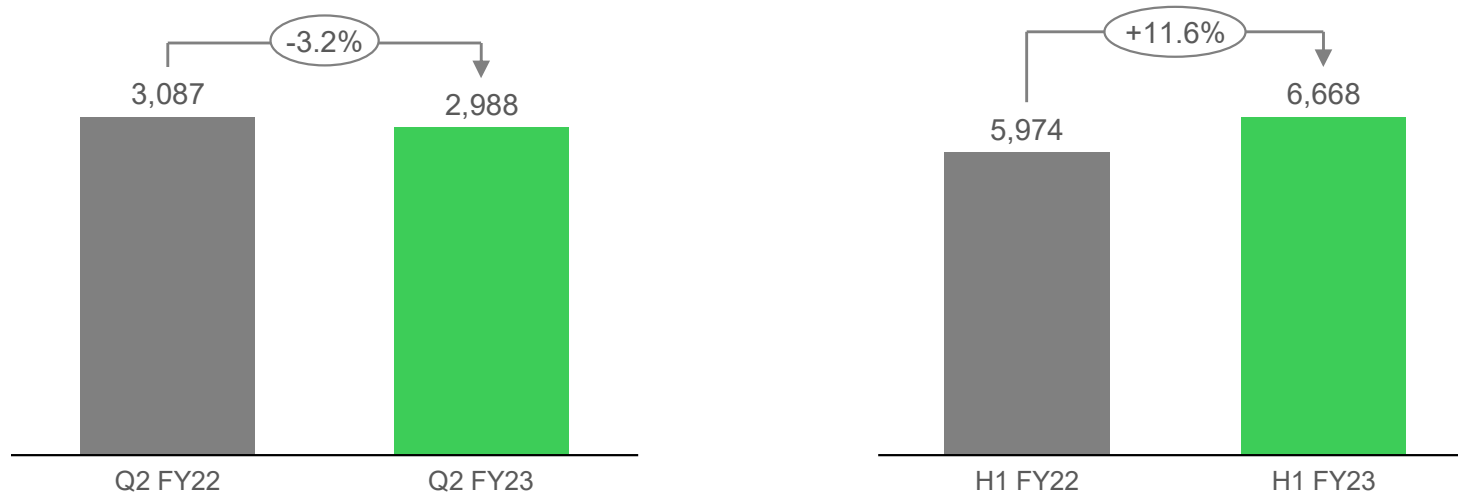


Virtual: Airport Masterclass with GMR



Financial Update

Orders



➤ Q2 Orders drop due to shifting of some orders finalization to Q3, growth is driven by Diffused and MMM segment

Sales



➤ Good momentum in sales

P&L Statement – Q2 FY23 Vs Q2 FY22

	Q2 FY23		Q2 FY22		YoY (%) Change
	MINR	%	MINR	%	
Sales	4,208		3,017		39.5%
Other Income	51	1.2%	35	1.1%	
Total Sales	4,259		3,051		
Material Costs	2,951	70.1%	2,074	68.7%	
Gross Margin	1,308	31.1%	978	32.4%	-1.3pts
Employee Costs	632	15.0%	588	19.5%	7.5%
Other Expenses	437	10.4%	318	10.5%	37.3%
EBITDA	239	5.7%	72	2.4%	+3.3pts
Depreciation	40	0.9%	42	1.4%	-4.6%
EBITA	199	4.7%	30	1.0%	+3.7pts
Interest	145	3.4%	117	3.9%	23.1%
Profit before Exceptional Items	54	1.3%	-87	-2.9%	+4.2pts
Exceptional Items	-33	-0.8%	0	0.0%	
Profit after Tax	87	2.1%	-87	-2.9%	+5.0pts

- Material cost is increased due to RMI, hedging and material shortages
- Exceptional items is mainly sales of Naini assets

All figures in MINR

P&L Statement – H1 FY23 vs H1 FY22

	H1 FY23		H1 FY22		YoY (%) Change
	MINR	%	MINR	%	
Sales	7,923		5,899		34.3%
Other Income	56	1.3%	48	1.6%	
Total Sales	7,978		5,947		
Material Costs	5,409	68.3%	4,053	68.7%	
Gross Margin	2,570	32.4%	1,894	32.1%	+0.3pts
Employee Costs	1,196	15.1%	1,090	18.5%	9.8%
Other Expenses	840	10.6%	737	12.5%	14.0%
EBITDA	533	6.7%	67	1.1%	+5.6pts
Depreciation	88	1.1%	84	1.4%	
EBITA	445	5.6%	-18	-0.3%	+5.9pts
Interest	251	3.2%	231	3.9%	9.0%
Profit before Exceptional Items	193	2.4%	-248	-4.2%	+6.6pts
Exceptional Items	-159	-2.0%	0	0.0%	
Profit after Tax	352	4.4%	-248	-4.2%	+8.7pts

➤ Exceptional items is mainly sales of Naini assets and modification of debt

All figures in MINR

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