

**SEIL/Sec./SE/2020-21/45**

**November 19, 2020**

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: Schedule of Investor Conference call on Unaudited Financial Results for half year and 2<sup>nd</sup> quarter ended September 30, 2020**

Dear Sir,

In continuation to our letter No. SEIL/Sec./SE/2020-21/44 dated November 18, 2020 regarding the above subject, please find enclosed herewith the copy of presentation on the Company's Unaudited Financial Results for the half year and 2<sup>nd</sup> quarter ended September 30, 2020, to be presented in today's call.

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

We request you to take note of the same.

Yours Sincerely,

**For Schneider Electric Infrastructure Limited**

**(Bruno Bernard Dercle)**  
**Managing Director and Chief Executive Officer**

**Encl: As above**



# PERFORMANCE

**Schneider Electric Infrastructure Limited**

Q2 FY 2020-21

19<sup>th</sup> Nov 20

# 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.

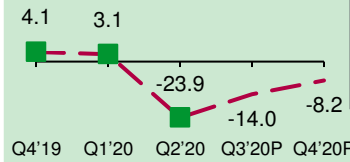
This presentation includes information pertaining to the our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications,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



## Broad Economic Indicators

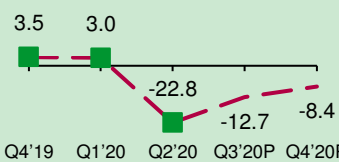
### GDP – Gross Domestic Product

GDP contracted by -23.9% (Q2'20) as Covid-19 lockdown brought the economy to a halt.



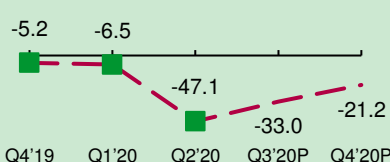
### GVA- Gross value added

GVA contracted by -22.8% (Q2'20), following the same trend as GDP growth rate.



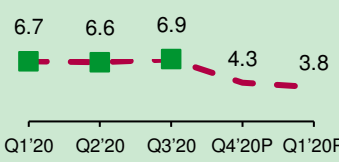
### GFCF – Gross Fixed capital formation

GFCF, which reflects the investment demand scenario, declined by an even steeper -47.1%.



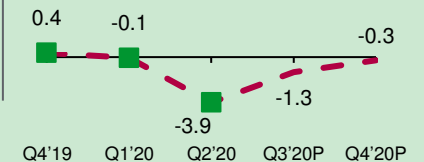
### CPI - Inflation

CPI inflation peaked to 7.34% in Sep'20 (8-month high) on account of higher food prices.



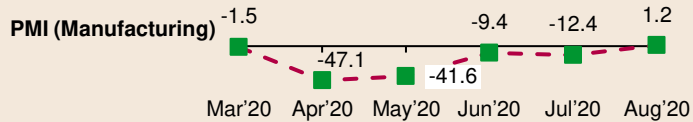
### CAD (%GDP) Current account deficit

India recorded current account surplus of 3.9% of GDP (Q2'20); on account of lower imports

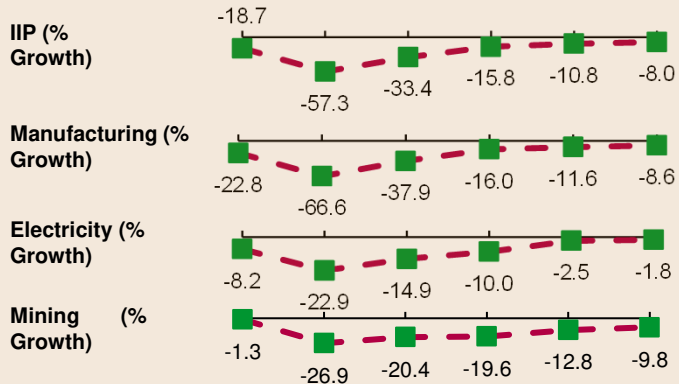


## Industry growth Indicators

IIP contracted by -8.0% in Aug'20, showing relative improvement in economic activities. Mfg. of tobacco, basic metals and transport equipments showed growth in Aug'20.

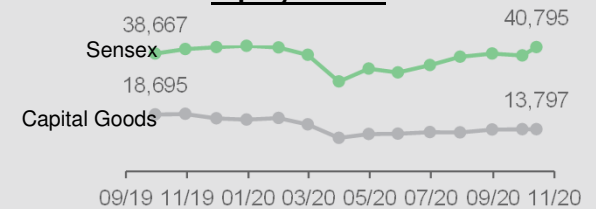


Sector Based Classification

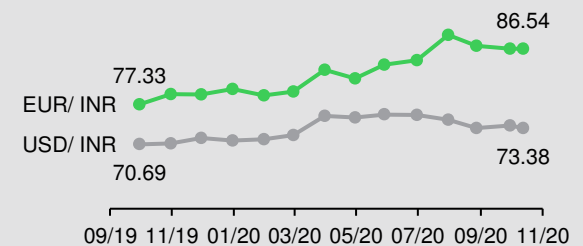


CY considered Q4'19 : Oct – Dec 2019; Growth % figures are Y-o-Y; Forecasts are subject to revision. [Schneider Electric Infrastructure Limited – Investor Presentation](#)

## Equity Market



## Exchange Rates



## Interest Rates

CRR 3.00%\*      Repo Rate 4.00%\*

Forecasted Data(CMIE) ■ Released figures \*As on 14 Oct 2020

# Executive Summary



## Achievements

- Sales: Visible rebound in Q2 at +17.7% & H1 -14.0% vs prior
- Major Orders in Q2
  - Delhi Transco (GIS substations)
  - Suez (Water MV solution )
  - Adani (MV Transformers)
  - BSES (MV RMUs)
- 1 Licensee cleared “SELL” gate, 3 Licensees scheduled for H2`21.
- 14K remote interactions with Customers in Q2



## Issues/Challenges

- **Orders: Sluggish market in some segments and overall wait and see attitude from EPCs** with Q2 -30.6% & H1 -12.6% vs prior (without de-booking of previous period orders Q2 -11.7% & H1 -3.0% vs prior)
- Some stickiness experienced and expected in Order Backlog liquidation
- Delay in customer clearance for Mfg as well as Inspection

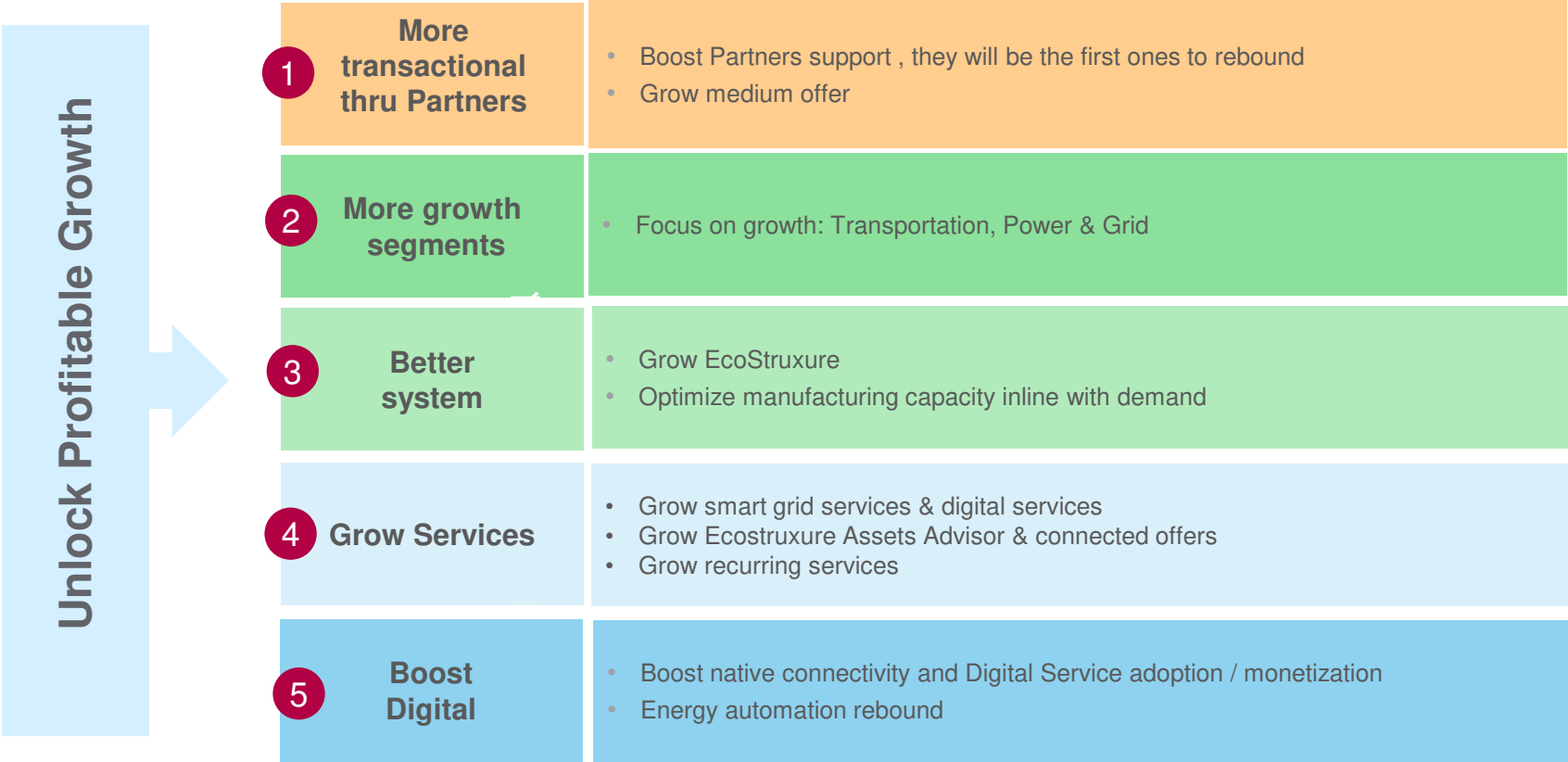


## Priorities

- Cash remains a priority with increased follow up with Customers , and takes precedence to Sales
- Cost reductions initiatives
- Trade off between Inventory vs capacity utilization

# Short term Strategic Priorities

We invent the New Electric World end-to-end for large and critical end users







# Covid19 Update

# Covid19 : New Ways of working

Work Adaptation Guideline compliances > 95%

Employee wearing PPE



Medical Screening CAMP



Active Medical Surveillance



500+ Family Covered



Each Shift Sanitization



Partitions



Announcement systems



Foot Operated water cooler

Color Code Segregation

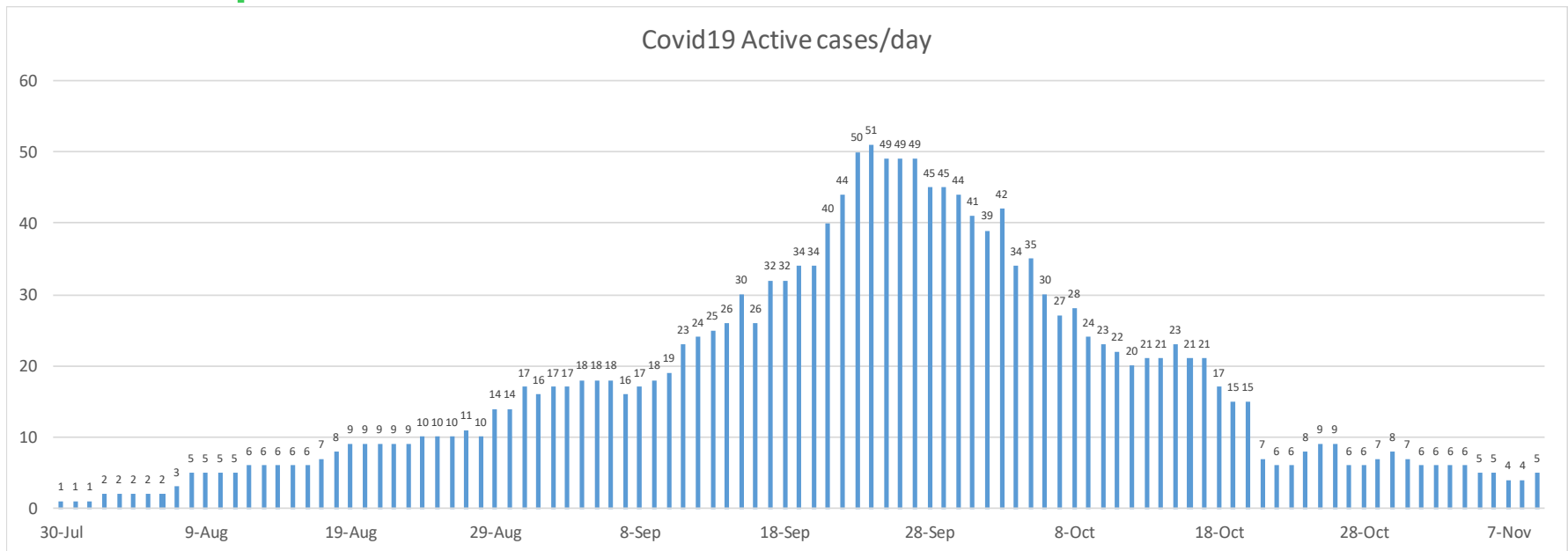


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# Covid19 Update



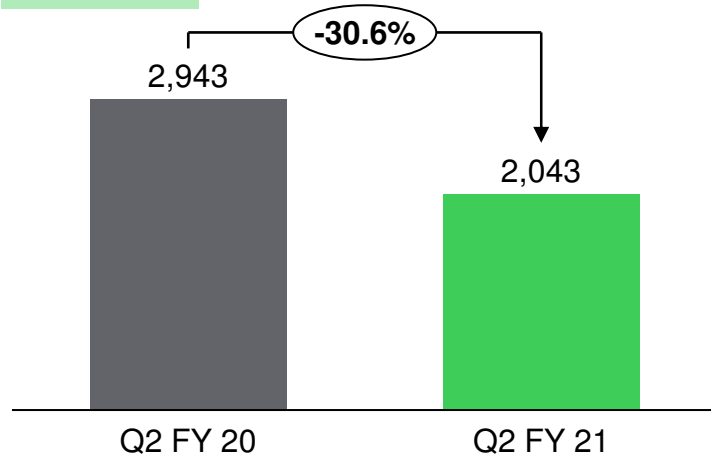
- Covid19 test for Complete factory employees in Sep 20
- SEIL - 112 number of total positive cases and 7 active cases as on date

# Financial Update

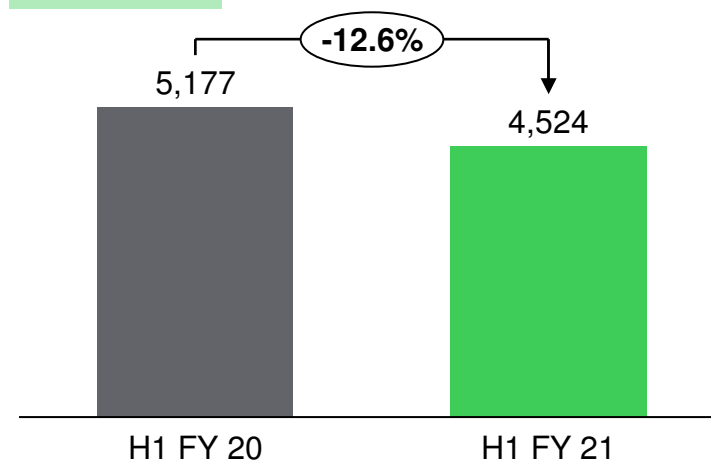
# Orders

MINR

## Quarterly



## Half Yearly

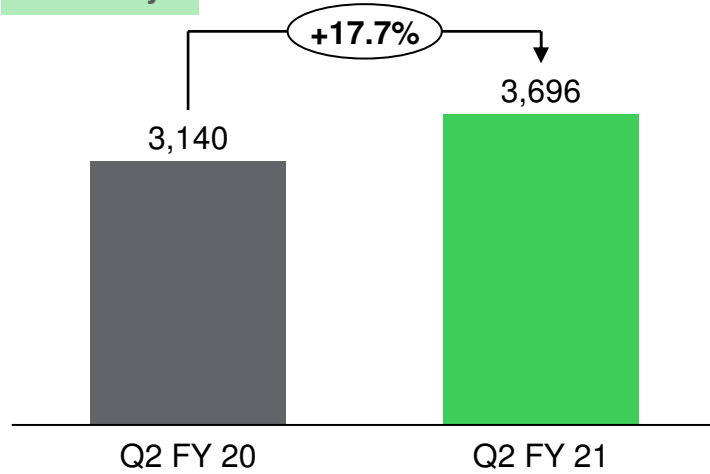


- Drop in orders mainly due to delay in finalizing orders by customers (specially in MMM, Mobility, O&G segments).
- Without de-booking of previous period orders Q2 -11.7% & H1 -3.0% vs prior
- Q2: IG orders intake + 3.8% vs prior & total Q2 order intake is -8.7% Vs prior

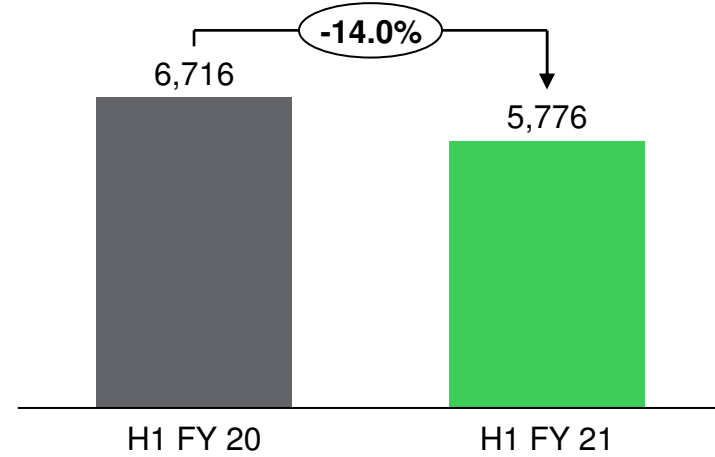
# Sales

MINR

## Quarterly



## Half Yearly



➤ H1 sales dropped due to lock down in Q1, though it partially recovered in Q2



## Financial Results Q2 FY'21 Vs Q2 FY'20

MINR

	Q2 (July-Sep 2020)		Q2 (July-Sep 2019)		YoY (%) Change
	MINR	%	MINR	%	
Sales	3,696		3,140		17.7%
Other income	40		37		
<b>Total Sales</b>	<b>3,736</b>		<b>3,177</b>		
Material costs	2,575	69.7%	2,223	70.8%	
<b>Gross Margin</b>	<b>1,161</b>	<b>31.4%</b>	<b>954</b>	<b>30.4%</b>	<b>1.0%</b>
Employee costs	455	12.3%	545	17.3%	
Other expenses	361	9.8%	462	14.7%	
<b>EBITDA</b>	<b>345</b>	<b>9.3%</b>	<b>-53</b>	<b>-1.7%</b>	<b>11.0%</b>
Depreciation	56	1.5%	53	1.7%	
<b>EBITA</b>	<b>289</b>	<b>7.8%</b>	<b>-106</b>	<b>-3.4%</b>	
Interest	128	3.5%	133	4.2%	
<b>Profit before Exceptional items</b>	<b>161</b>	<b>4.4%</b>	<b>-239</b>	<b>-7.6%</b>	<b>12.0%</b>
Exceptional	99		0	0.0%	
<b>Profit after tax</b>	<b>63</b>	<b>1.7%</b>	<b>-239</b>	<b>-7.6%</b>	<b>9.3%</b>

- Employee cost is lower due to various structural and tactical actions
- Other expense is down due to savings in traveling, lower forex loss, lower bad debt provision, etc.
- Exceptional is employee severance pay as per approved restructuring plan

## Financial Results H1 FY'21 Vs H1 FY'20

MINR

	H1 (Apr to Sep 20)		H1 (Apr to Sep 19)		YoY (%) Change
	MINR	%	MINR	%	
Sales	5,776		6,716		-14.0%
Other income	56		79		
<b>Total Sales</b>	<b>5,833</b>		<b>6,795</b>		
Material costs	3,967	68.7%	4,866	72.5%	
<b>Gross Margin</b>	<b>1,865</b>	<b>32.3%</b>	<b>1,929</b>	<b>28.7%</b>	<b>3.6%</b>
Employee costs	906	15.7%	1,075	16.0%	
Other expenses	700	12.1%	834	12.4%	
<b>EBITDA</b>	<b>259</b>	<b>4.5%</b>	<b>20</b>	<b>0.3%</b>	<b>4.2%</b>
Depreciation	117	2.0%	108	1.6%	
<b>EBITA</b>	<b>142</b>	<b>2.5%</b>	<b>-88</b>	<b>-1.3%</b>	<b>3.8%</b>
Interest	250	4.3%	251	3.7%	
<b>Profit before Exceptional items</b>	<b>-108</b>	<b>-1.9%</b>	<b>-339</b>	<b>-5.0%</b>	<b>3.2%</b>
Exceptional	123				
<b>Profit after tax</b>	<b>-231</b>	<b>-4.0%</b>	<b>-339</b>	<b>-5.0%</b>	<b>1.0%</b>

- Other income is lower due to higher old debt collections in last year
- Employee cost is lower due to various structural and tactical actions
- Other expense is down due to savings in traveling, lower forex loss, etc.
- Exceptional is employee severance pay as per approved restructuring plan



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