

**SEIL/Sec./SE/2021-22/53****November 15, 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 2<sup>nd</sup> quarter and half year ended September 30, 2021**

Dear Sir(s),

In continuation of our letter no. **SEIL/Sec./SE/2021-22/52** dated November 11, 2021 regarding schedule of investor call, please find enclosed herewith the copy of investor call presentation on the Company's Unaudited Financial Results for the 2<sup>nd</sup> quarter and half year ended September 30, 2021, approved by the Board of Directors in their meeting held on November 11, 2021.

This presentation 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 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



# FUTURE

## Schneider Electric Infrastructure Limited

FY 2021-22 | Q2  
15<sup>th</sup> Nov 21

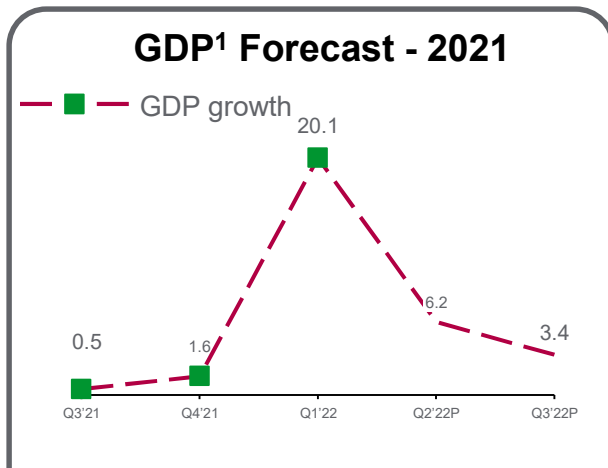
# Disclaimer

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.

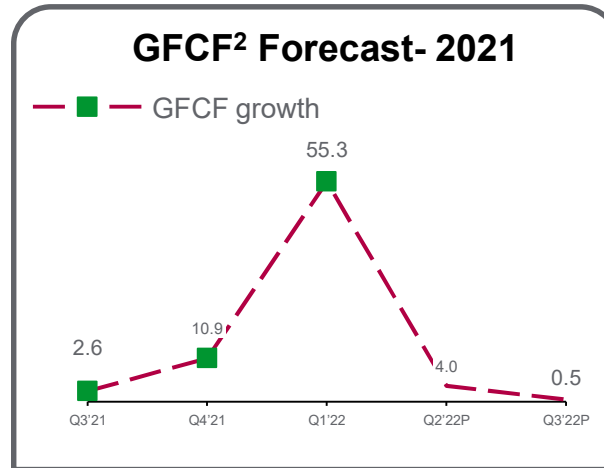


# India expected to show robust recovery in FY22



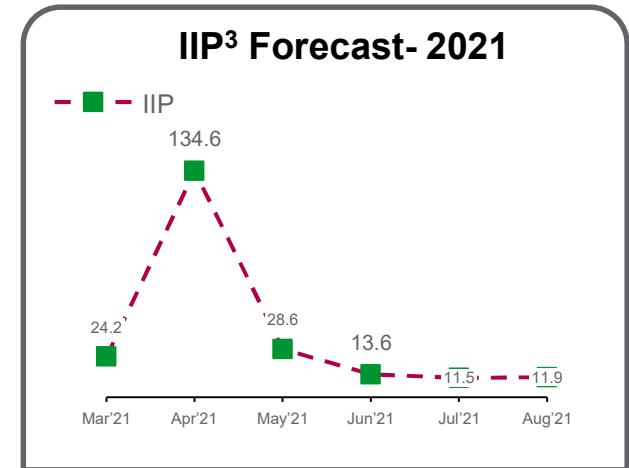
## Real GDP Growth Rate

GDP grew by 20.13% YoY in Q1'22 marking 3 quarters of consecutive growth. Strong growth was led by last year's low base.



## Capex Growth Rate

GFCF grew in Q1'22 by 55.3% vis-à-vis the low base of Q1'21, also on account of Govt's push on capex.



## IIP Actuals

Sustained business resumption. IIP rose on account of growth in manufacturing & mining sectors.

India crossed the milestone of 100 crore doses on 21 October 2021 |  
 Growth Boost - Substantial spending by GOI | GOI Strong divestment agenda in action  
 9.5% growth projection\* for FY22

<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  
 \* IMF World Economic Outlook

# Segment Trends

## Power & Grid

FGD Projects for thermal power gen  
Discom reforms – Smart metering, Digitization & Modernization  
Transmission network strengthening  
450 GW of renewable energy capacity by 2030

## Transportation

Strong GOI focus on Metro projects  
Digitization in new Airports  
Station Modernization drive by Indian Railways  
Heavy investment in Locomotives

## MMM

Big Investments in Cement plants  
Positive sentiment in Mining  
Decarbonization & Sustainability  
Strong focus on Digitization by Cement Manufacturers

## Oil & Gas

Huge investments in petrochemical expansion  
Refineries investing in Green Hydrogen Technology  
Govt focus on Biofuels (Ethanol clean fuels)  
Major focus on renewable Energy

# 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 State transmission utility

### Customer Challenges

Approval of CRP & SAS from end user

Fast delivery requirement

Integration of 33kV with SAS

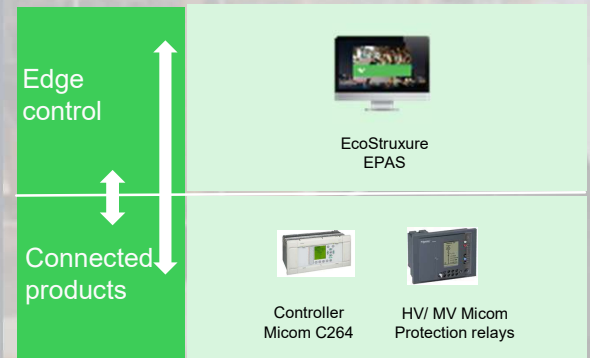
### Our Solution

- ✓ 220 KV CRP & SAS
- ✓ Schneider MICOM 40 series protection Relays
- ✓ Schneider MICOM C264 BCU
- ✓ EPAS

### Success Factor

- ✓ Long term relationship with end user | Two previously won projects
- ✓ Non approval of category B players
- ✓ Correct pricing and optimization
- ✓ Strong Engagement with EPC

**Continuous Robust relationship with end user resulting in repeat orders**



# More Digital | Our Wins

## Digitized Steel Melting Capacity of 0.25 Million Metric Tonnes

### KEY Winning Points



Value proposition of Predictive maintenance over preventive maintenance

We emphasized on & leveraged Customer's objective to run their plant with minimal manpower

### Our Solution

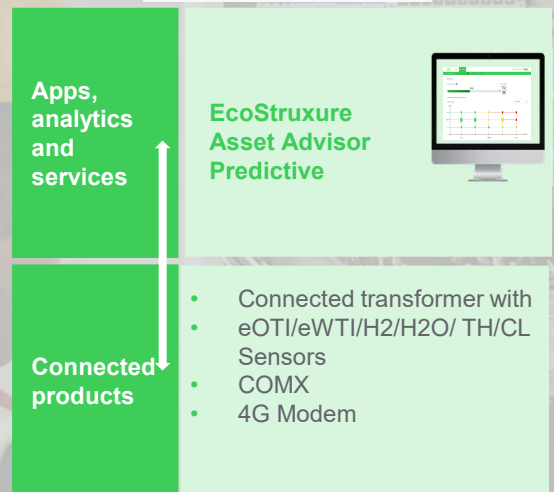
- ✓ 40 MVA, 132/33 KV Power Transformer with Thermal and humidity sensors along with comex to collate the data
- ✓ EAA with 5 years subscription

### Success Factor

- ✓ We showcased SE as a brand which is superior then the fellow competitors
- ✓ Value propositions we were offering over competition
- ✓ Strong Customer connect

This is the first and the biggest transformer order in the country with 5 years EAA subscription

**EcoStruxure**  
Innovation At Every Level





# More Services | Our Wins

## 24 x 7 remote monitoring for apex state govt buildings

### Customer Challenges

Facing frequent breakdown of CT's / PT's leading to high downtime & damage to equipment

Critical facility with stringent uptime requirements

### Our Solution

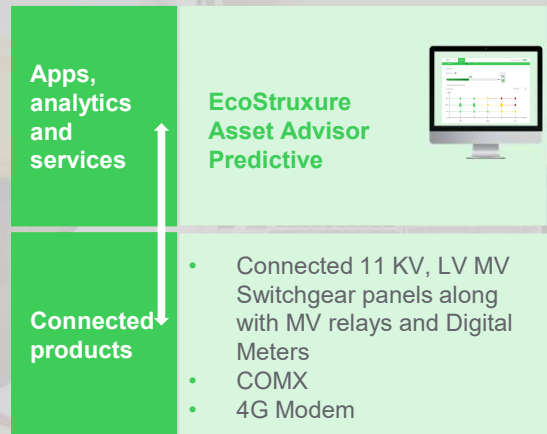
- ✓ 2-year ASP\* connect contract
- ✓ Asset Advisor with TH110 and CI110 for temperature and Environmental Condition Monitoring

### Success Factor

- ✓ Technical Offer was key differentiation
- ✓ Ongoing relationship with customer helped to include digital service in maintenance contract

**100% Customer assets digitally connected for reliability & down time reduction**

**EcoStruxure**  
Innovation At Every Level



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# ▶▶▶ Increase Coverage | Our Wins

## Govt owned Solar Power Generation plant in Maharashtra by License Partner

### Customer Challenges

Critical Delivery within 8 weeks

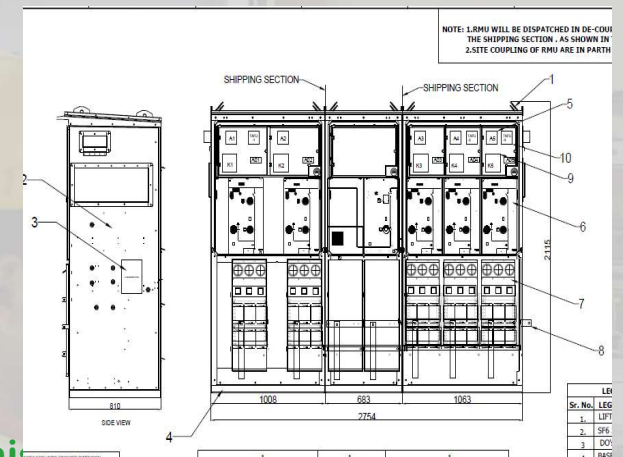
Technically compliant & Quality product within restricted budget

### Our Solution

- ✓ MV Panel 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

- ✓ Showcasing License offer and assuring quality inline with Schneider standard
- ✓ SE influenced at EU for approval
- ✓ Collaborative work amongst different sales engine to push LP model



Approval to License partner for all future solar projects by this Govt Generation & distribution company

# Accelerate Segments | Our Wins

## Mumbai 100 MVA Data center Win with EPC

### Customer Challenges

Robust system design to ensure scalability, seamless integration for future expansions

First time complex design of 36 nos of 11kv DG set in a common ring in electrical network

Space Constraint, substation at top of the building

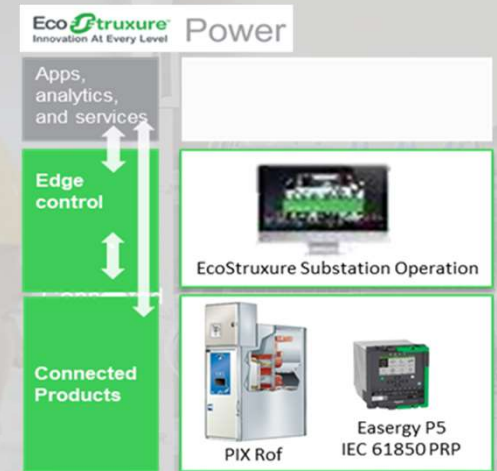
### Our Solution

- ✓ HT Panels – PIX Rof offered with OD type design
- ✓ Integrated Energy Management system – SCADA
- ✓ ETC by Schneider

### Success Factor

- ✓ Close connect with data center Global & India team since inception in 2019
- ✓ Consultative approach on integration of Plant load with Monitoring & control
- ✓ Architecture Support – Brain storming with End user

**First time offer - Tailor made solution of HT Panel with Canopy for rooftop outdoor application**



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# New Product Launches

## Connected RMU



Condition Monitoring Sensors  
(On Premise Integration with SCADA)

## Connected Transformers



\* Indoor use / Inside the cable box / 52 KV max// <4000 Amps

Condition, Oil, eWTI/ eOTI & H2 Monitoring Sensors

## PIX Rof with Easy Pact



Condition Monitoring Sensors

 **Asset Management**



**On Premise SCADA Integration**

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**Remote Monitoring Smart Alarming**

 **Increased Safety**

 **24/7 connectivity**

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# Financial Update

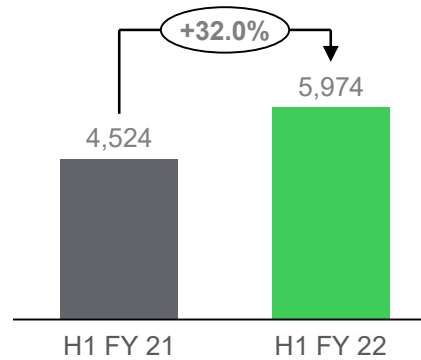
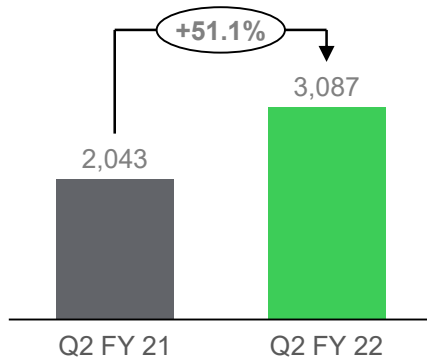
# Orders & Sales

Q2

H1

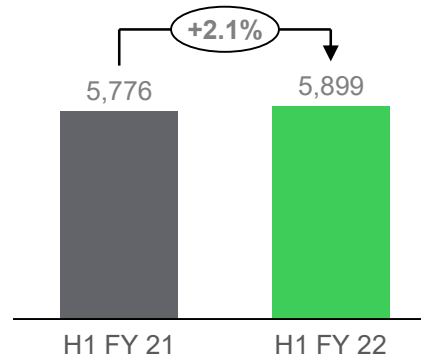
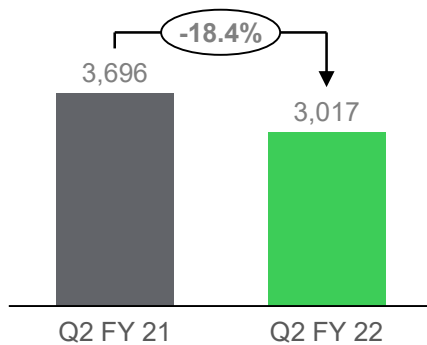
Comments

Orders



Continuing momentum in order growth  
Order pipeline remains strong

Sales



Q2 sales drop due to high base of last year with sales carryover from Q1 to Q2

H1 sales growth lower than expectations due to customer project delays.

## P&L Statement – Q2 FY'22 Vs Q2 FY'21

	Q2 FY'22		Q2 FY'21		YoY (%) Change
	MINR	%	MINR	%	
Sales	3,017		3,696		-18.4%
Other Income	35	1.1%	40	1.1%	
<b>Toal Sales</b>	<b>3,051</b>		<b>3,736</b>		
Material Costs	2,074	68.7%	2,575	69.7%	
<b>Gross Margin</b>	<b>978</b>	<b>32.4%</b>	<b>1,161</b>	<b>31.4%</b>	<b>+1.0pts</b>
Employee Costs	588	19.5%	455	12.3%	29.2%
Other Expenses	318	10.5%	361	9.8%	-11.8%
<b>EBITDA</b>	<b>72</b>	<b>2.4%</b>	<b>345</b>	<b>9.3%</b>	<b>-6.9pts</b>
Depreciation	42	1.4%	56	1.5%	-24.9%
<b>EBITA</b>	<b>30</b>	<b>1.0%</b>	<b>289</b>	<b>7.8%</b>	<b>-6.8pts</b>
Interest	117	3.9%	128	3.5%	-8.0%
<b>Profit before Exceptional Items</b>	<b>(87)</b>	<b>-2.9%</b>	<b>161</b>	<b>4.4%</b>	<b>-7.3pts</b>
Exceptional Items	0	0.0%	99	2.7%	
<b>Profit after Tax</b>	<b>(87)</b>	<b>-2.9%</b>	<b>63</b>	<b>1.7%</b>	<b>-4.6pts</b>

- Material cost % is improved with better mix and hedging benefits
- Exceptional Items is the employee severance pay as per approved restructuring plan for FY'21

All figures in MINR

## P&L Statement – H1 FY'22 Vs H1 FY'21

	H1' FY'22		H1' FY'21		YoY (%) Change
	MINR	%	MINR	%	
Sales	5,899		5,776		2.1%
Other Income	48	1.6%	56	1.5%	
<b>Toal Sales</b>	<b>5,947</b>		<b>5,833</b>		
Material Costs	4,053	68.7%	3,967	68.7%	
<b>Gross Margin</b>	<b>1,894</b>	<b>32.1%</b>	<b>1,865</b>	<b>32.3%</b>	<b>-0.2pts</b>
Employee Costs	1,090	18.5%	906	15.7%	20.2%
Other Expenses	737	12.5%	700	12.1%	5.3%
<b>EBITDA</b>	<b>67</b>	<b>1.1%</b>	<b>259</b>	<b>4.5%</b>	<b>-3.4pts</b>
Depreciation	84	1.4%	117	2.0%	
<b>EBITA</b>	<b>(18)</b>	<b>-0.3%</b>	<b>142</b>	<b>2.5%</b>	<b>-2.8pts</b>
Interest	231	3.9%	250	4.3%	-7.8%
<b>Profit before Exceptional Items</b>	<b>(248)</b>	<b>-4.2%</b>	<b>(108)</b>	<b>-1.9%</b>	<b>-2.3pts</b>
Exceptional Items	0	0.0%	123	2.1%	
<b>Profit after Tax</b>	<b>(248)</b>	<b>-4.2%</b>	<b>(231)</b>	<b>-4.0%</b>	<b>-0.2pts</b>

- Material cost % is maintained with better mix and hedging benefits
- Exceptional Items is the employee severance pay as per approved restructuring plan for FY'21

All figures in MINR





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Electric