

**SEIL/Sec./SE/2023-24/18****May 24, 2023**

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 Audited Financial Results for 4<sup>th</sup> quarter and the financial year ended March 31, 2023.**

Dear Sir(s),

In continuation of our letter no. SEIL/Sec./SE/2023-24/15 dated May 20, 2023 regarding schedule of investor call, please find enclosed herewith the investor call presentation on the Company's Audited Financial Results for the 4<sup>th</sup> quarter and financial year ended March 31, 2023, approved by the Board of Directors in their meeting held on May 23, 2023.

This presentation will be made available on the Company's website i.e. [infra-in.se.com/](http://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**

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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 Ltd  
Investor Meeting – Q4, FY 2022-23**

**May 24, 2023**

# Disclaimer

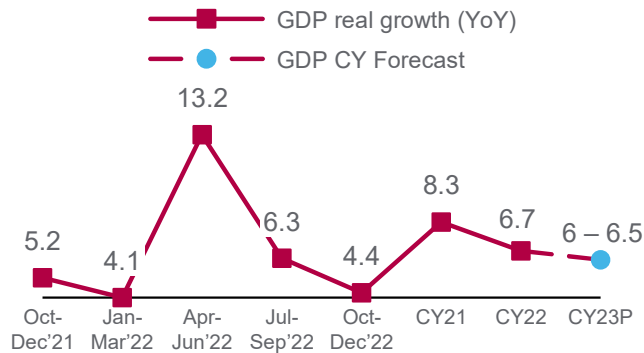
All forward-looking statements are Schneider Electric Infrastructure Limited (India) management's present expectations of future events and are subject to numbers of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

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<sup>1</sup> Forecast - 2023

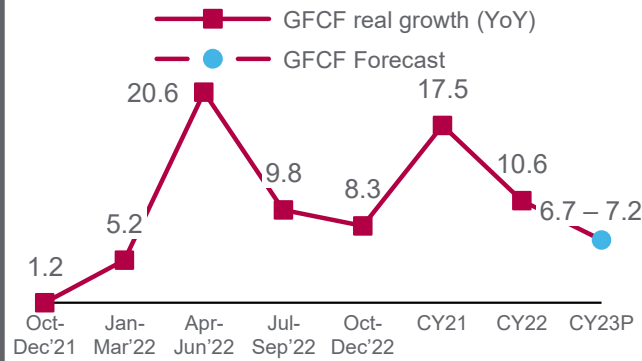


### Real GDP Growth Rate

GDP CY'22 Q4 growth slowed down to 4.4% due to inflation, low private consumption & shrink in manufacturing

- Q4 Construction grew by 8.4%; while Manufacturing de-grew by -1.1% on account of rising input costs
- CY'23 GDP projections: CRISIL → 6%, RBI → 6.2%, World Bank → 6.6%

## GFCF<sup>2</sup> Forecast - 2023

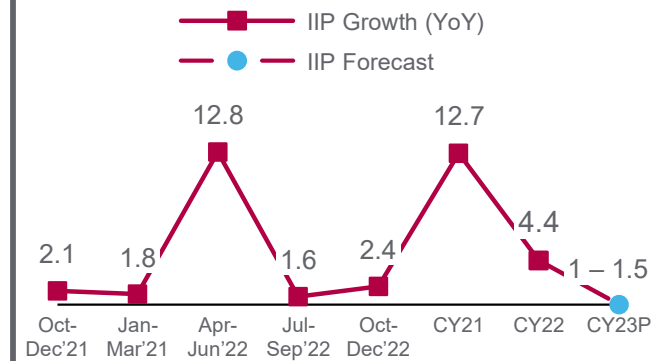


### Capex Growth Rate

GFCF CY'22 Q4 grew by 8.3% due to capex push by Government

- Q4 PFCE<sup>4</sup> slowed significantly down to 2.1%
- Q4 GFCE<sup>5</sup> de-grew by -0.8%

## IIP<sup>3</sup> Forecast - 2023



### IIP

IIP CY'22 Q4 grew by 2.4% on account of IIP Electricity & Mining

- Q4 IIP Electricity, Mining grew by 7.9% & 7.4%; while IIP Manufacturing slowed down to 0.9%
- IIP likely to improve basis strong performance in 8 Core sectors (Jan'23 → 7.8%)

<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> PFCE: private final consumption expenditure

<sup>5</sup> GFCE: government final consumption expenditure

Sources: a. CY22P GDP Projection numbers from CRISIL, RBI, World Bank

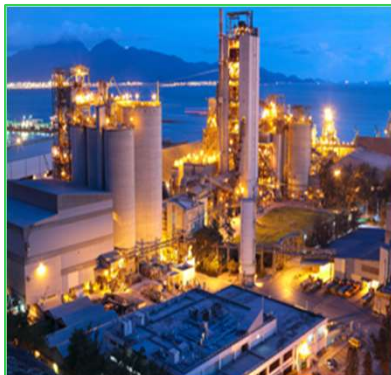
b. GFCF & IIP projections from CMIE

# Segment Trends



## Power & Grid

- Govt focus to ensure DISCOMs release RDSS tenders
- Prioritization of privatization & debt restructuring of DISCOM / Genco / Transco



## Metals, Mining & Minerals

- Reduced export taxes on steel intermediates
- Bearish investments in cement industry



## Mobility

- Huge capex under PLI Scheme for Li-ion battery & solar Panel manufacturing
- All passenger trains to be converted to Vande Bharat Platform



## Cloud & Service Provider

- Increasing cloud adoption supported by 5G
- Edge DC Investments



## Industry & Building

- Traction in energy Storage, specialty Chemicals, fertilizers industry
- Plant Expansion in F&B

# Our Wins | Power & Grid

Leading Digitalization in one of the major Discoms of South India

## Customer Challenges

Single vendor for RMUs & FRTUs – seamless integration with customer SCADA

Uninterrupted power supply for major residential & commercial areas

## Our Solution

Smart RMU

## Key Highlights

Repeat orders from end user resulting in highest RMU installed base



# Our Wins | Metals, Minerals & Mining

Providing Seamless Integration with Plant SCADA to one of our Key MMM Customer

## Customer Challenges

Optimized Power Distribution System with future scalability

Seamless Integration with Plant SCADA

## Our Solution

Pix ROF Panels with Easergy Micom Relays & PM Meters

ENSET Panel with Wireless thermal sensors

## Key Highlights

Robust power distribution infrastructure with enhanced safety, reliability & connectivity

Seamless integration of Relays and Meters with customer plant SCADA



# Our Wins | Transportation

Proud Contributor to the first Regional Rapid Transit System Project in India

## Customer Challenges

Stringent Delivery timelines

Smooth Coordination between SCADA Vendor and GIS Panel vendor

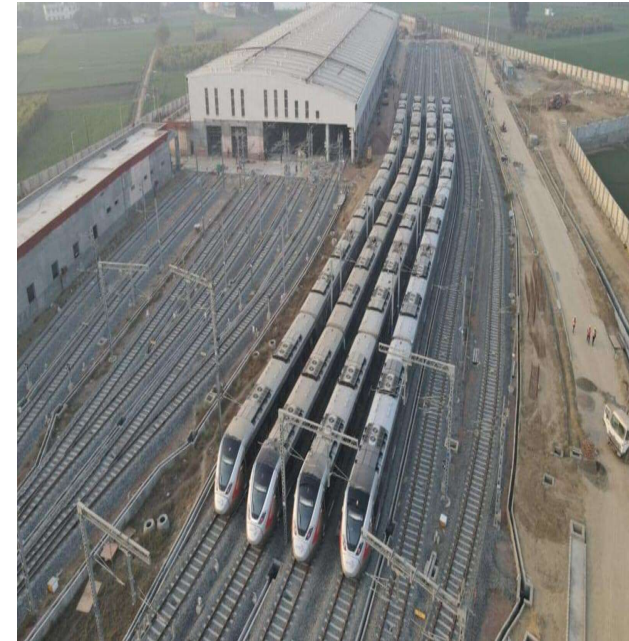
## Our Solution

Supply of 33 KV GIS - Involving Testing and Commissioning of the panels

Integration of panels with SE Make SCADA

## Key Highlights

Preference for upcoming 7 similar corridors planned to be executed till 2032 (~3000 MINR)





# Our Wins | Cloud & Service Provider

Paving way for digitalization in India's leading Data Centre company

## Customer Challenges

HMI communication architecture required

Faster Delivery

## Our Solution

PIX RoF

Smart RMU

Vijio designer

*Remote Operations handling Software*

## Key Highlights

Successful implementation of control & monitoring system (Ecostruxure Edge Control) for the 1st time in DC



## Our Wins | Field Services

Leading Digital Transformation of prestigious Cement company

### Customer Challenges

Reduce downtime and No business disruption

Reduction of Fire risk and increase safety

### Our Solution

Ecostruxure Asset Advisor with Arc Flash Protection

Ecostruxure Transformer Expert

Electrical Digital Twin service using ETAP

### Key Highlights

Successful execution of previous project created pull through for digitalization of 2<sup>nd</sup> ageing Transformer at site

Helping extend asset life via relay retrofitting for major PSU

### Customer Challenges

Ageing of Assets requiring retrofit solution

Robust planning to reduce downtime

### Our Solution

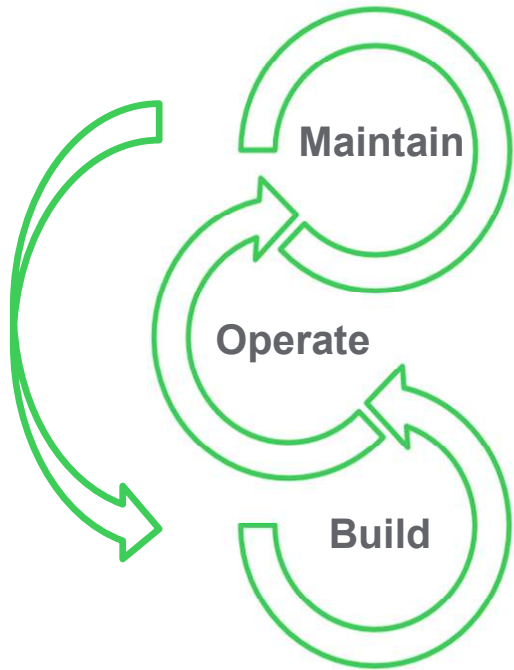
Ecofit P3/P5 Modular Relay retrofit solution

### Key Highlights

Pilot project used as proof of concept for modular relay retrofitting

# Catalyzing our Customer's Digital Journey

From Capex to Opex stage



**3** Digital Services (SaaS) & Software

**2** Edge control system

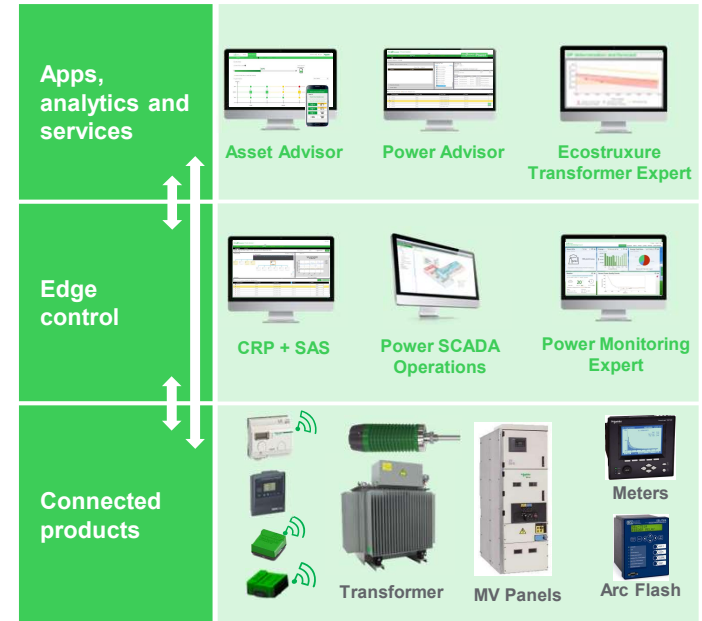
**1** Natively connected equipment

**Boost**  
Digitization journey

**Maximize**  
Business continuity

**Optimize**  
Maintenance Operations

## Schneider Portfolio of Fully integrated Optimized Solutions



Condition Based Maintenance & predictive analytics

Customized insights reported

Dedicated Service Bureau experts

Life Is On

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Electric

# Penetrating Digital Across Segments

YoY Growth

~20%

~50%

Control & Monitoring System (Edge Control)

Software & Digital Services (SaaS)

## Performance Drivers

End users seeking

- Resilient & Efficient operations
- Reduce dependency on staff for operations | Skilled Resources
- Single trusted partner for all sustainability goals

## Strategic Actions

- Offer awareness | Value Proposition
- Penetration of Natively Connected offers
- Consultative approach to drive customer's digital & sustainability goals

## Strong Value Proposition

Reduce maintenance cost, failure, unplanned downtime | Advanced analytics & continuous monitoring

## Leading to some of the major wins in



Power Distribution



Steel Production



Aluminum Production



Automotives



Metros



Refinery

# Accelerating growth in emerging segments

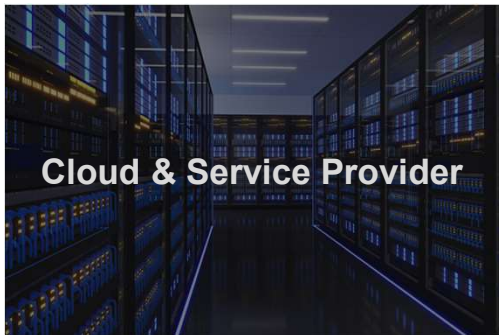


## Performance Drivers:

- Traction in energy Storage, specialty Chemicals, fertilizers industry, Defense
- Industrial Expansion in Food & Beverage

## Way Forward

- Increase Digital offer awareness
- Early engagement with End Users
- 360° coverage on focus projects



## Performance Drivers:

- Increasing cloud adoption supported by 5G
- Investment in Hyperscale & Colo

## Way Forward

- Strategic tie ups with OEMs and major contractors (EPCs)
- Provide complete digital & cyber-secure solutions

# Thought Leadership



Fire side chat with Adani Airports Business CEO on Airport Outlook & Strategies



Fire side chat with NIA CEO on Progress in Airport sector



Workshop on Best global practices in Energy Management with Bhutan utility



Discussion with TATA power DDL CEO on sustainable practices in utilities



Discussion with ex-DMRC director on Schneider's goal to reach Net Zero



Launch of our study "Path to Decarbonization during Amrit Kaal"

# FY 2022-23 at a Glance

**+10.3%**  
Orders

**+16.1%**  
Sales

**+2.7 pts**  
GM

**+3.9 pts**  
EBITDA

**+3.9 pts**  
EBIT

**+5.2 pts**  
PAT

## Highlights



**Highest ever Revenue & profit**  
Since Inception



**Consistent Profitable growth**  
All 4 quarters



**Positive Operating Cashflow**  
~ 950 MINR



**Loan reduction**  
~ 590 MINR

## Strategic Levers



**Accelerated Partner Growth**  
Distributor & Panel Builder

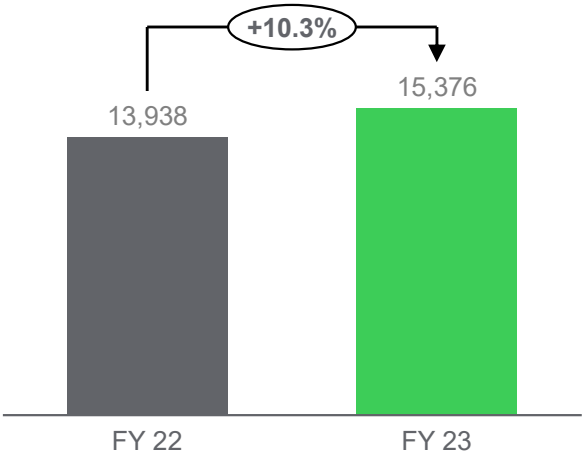
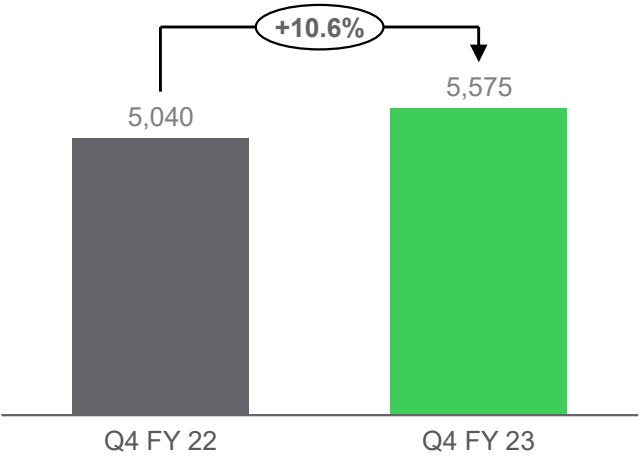


**More Services**  
Growth in Digital services



**Rapid growth in emerging segments**  
Industry & Building | Cloud & Service Provider

# Orders

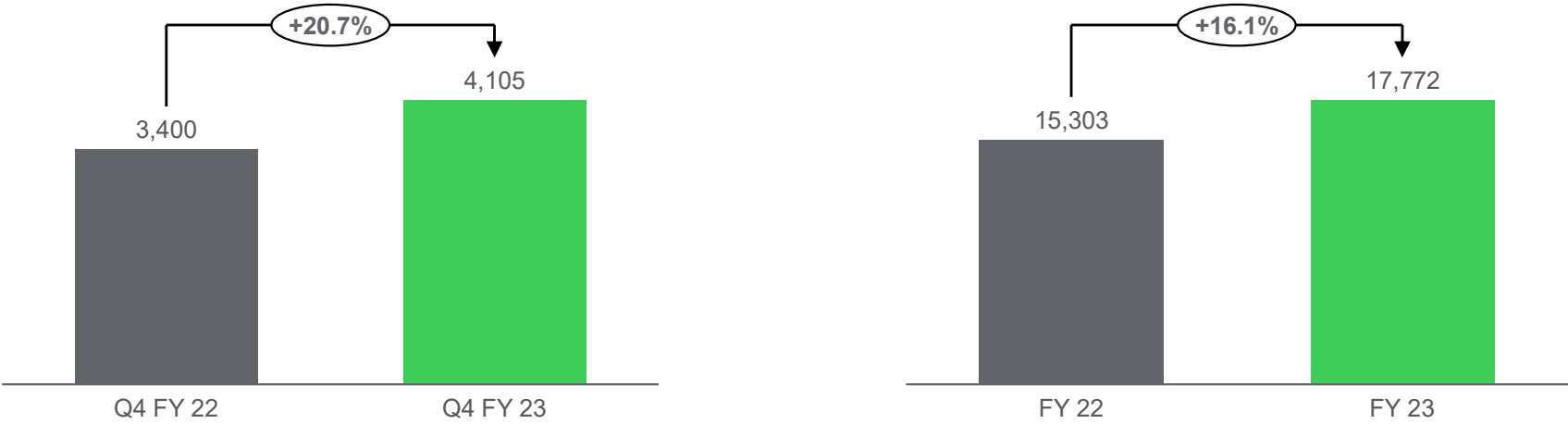


- Good momentum in orders in all segments
- OG Backlog up 15% vs March 2022

All figures in MINR



# Sales



- Good momentum in sales
- Highest ever revenue in any year

All figures in MINR

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Investor Meeting Q4, FY 22-23 | Page 16

## P&L Statement – Q4 FY'23 Vs Q4 FY'22

	Q4 FY23		Q4 FY22		YoY (%) Change
	MINR	%	MINR	%	
Sales	4,105		3,400		20.7%
Other Income	39	1.0%	31	0.9%	
<b>Total Sales</b>	<b>4,145</b>		<b>3,431</b>		
Material Costs	2,602	63.4%	2,439	71.7%	
<b>Gross Margin</b>	<b>1,542</b>	<b>37.6%</b>	<b>992</b>	<b>29.2%</b>	<b>+8.4pts</b>
Employee Costs	586	14.3%	508	14.9%	15.3%
Other Expenses	308	7.5%	284	8.3%	8.4%
<b>EBITDA</b>	<b>649</b>	<b>15.8%</b>	<b>200</b>	<b>5.9%</b>	<b>+9.9pts</b>
Depreciation	51	1.2%	43	1.3%	17.9%
<b>EBITA</b>	<b>598</b>	<b>14.6%</b>	<b>157</b>	<b>4.6%</b>	<b>+9.9pts</b>
Interest	143	3.5%	130	3.8%	10.1%
<b>Profit before Exceptional Items</b>	<b>454</b>	<b>11.1%</b>	<b>27</b>	<b>0.8%</b>	<b>+10.3pts</b>
Exceptional Items	6	0.1%	26	0.8%	
<b>Profit after Tax</b>	<b>448</b>	<b>10.9%</b>	<b>1</b>	<b>0.0%</b>	<b>+10.9pts</b>

➤ GM improvement due to RM cost normalization and better mix

All figures in MINR

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## P&L Statement – FY'23 Vs FY'22

	FY23		FY22		YoY (%) Change
	MINR	%	MINR	%	
Sales	17,772		15,303		16.1%
Other Income	122	3.0%	99	2.9%	
<b>Total Sales</b>	<b>17,894</b>		<b>15,402</b>		
Material Costs	12,085	68.0%	10,814	70.7%	
<b>Gross Margin</b>	<b>5,808</b>	<b>32.7%</b>	<b>4,588</b>	<b>30.0%</b>	<b>+2.7pts</b>
Employee Costs	2,359	13.3%	2,104	13.7%	12.1%
Other Expenses	1,651	9.3%	1,525	10.0%	8.3%
<b>EBITDA</b>	<b>1,799</b>	<b>10.1%</b>	<b>960</b>	<b>6.3%</b>	<b>+3.9pts</b>
Depreciation	185	1.0%	173	1.1%	
<b>EBITA</b>	<b>1,614</b>	<b>9.1%</b>	<b>787</b>	<b>5.1%</b>	<b>+3.9pts</b>
Interest	530	3.0%	485	3.2%	9.4%
<b>Profit before Exceptional Items</b>	<b>1,083</b>	<b>6.1%</b>	<b>302</b>	<b>2.0%</b>	<b>+4.1pts</b>
Exceptional Items	(153)	-0.9%	26	0.2%	
<b>Profit after Tax</b>	<b>1,236</b>	<b>7.0%</b>	<b>276</b>	<b>1.8%</b>	<b>+5.2pts</b>

➤ GM improvement due to RM cost normalization and better mix

All figures in MINR

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