

**SEIL/Sec./SE/2024-25/36****August 5, 2024**

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 Unaudited Financial Results for 1<sup>st</sup> quarter ended June 30, 2024**

Dear Sir(s),

In continuation of our letter no. SEIL/Sec./SE/2024-25/33 dated August 1, 2024 regarding schedule of investor conference call, please find enclosed herewith the investor call presentation on the Company's Unaudited Financial Results for the 1<sup>st</sup> quarter ended June 30, 2024, approved by the Board of Directors in their meeting held on August 5, 2024.

This presentation will be made available on the Company's website i.e. <https://infra.in.se.com/en/investor/annual-reports-financials.jsp>.

We request you to kindly take the above on record.

Thanking you.

Yours Sincerely,

For **Schneider Electric Infrastructure Limited**

**(Udai Singh)**  
**Managing Director & Chief Executive Officer**

**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 – Q1, FY 2024-25

Aug 6, 2024



## Vision

“SEIL will lead the *new digitized energy world*, offering our Customers and Partners, *innovative connected products & solutions*, ready for the then power distribution’s *elevated expectations*.

Our *balanced business models, superior quality & efficient supply chain* will keep our growth and profitability resilient and sustainable.”



## Mission

Our mission is to be *a digital partner for sustainability and efficiency*. We believe that **Life is On** everywhere, for everyone and at every moment.

# Market Outlook

## Macro Highlights & Forecast

### Highlights – FY24

**28%** increase in Capital Expenditure  
INR 7.4 lac Cr (FY23) → INR 9.5 lac Cr (FY24)

**8.2%** real GDP growth est.  
(vs 7% in FY23)

### Economic Resilience



### Fiscal Prudence

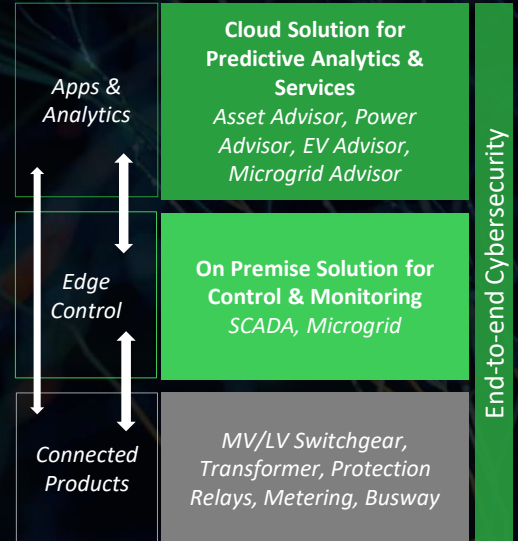
### Forecast FY25

**17%** increase in Capital Expenditure  
INR 9.5 Lac Cr (FY24) → INR 11.1 lac Cr (FY25)

**6.5-7%** real GDP growth  
(2024-25 Forecast)

Segment	Budget Highlights
Renewables	<ul style="list-style-type: none"> <li><b>19k+Cr budget</b> allocation to Ministry of New &amp; Renewable Energy</li> <li>Focus on <b>PSP1 &amp; Solar Energy</b> to meet India's goal of 500GW by 2030</li> <li>Emphasis on <b>Sustainability</b>: 'Energy efficiency' targets to 'Emission Targets' &amp; taxonomy for climate finance</li> </ul>
Transportation	<ul style="list-style-type: none"> <li>Budget Allocation of <b>5 Lac+ Cr</b> for Transportation Sector with major focus on <b>Highways, Metros, Railways</b></li> </ul>
Infrastructure	<ul style="list-style-type: none"> <li>Budget Allocation of <b>2.6 Lac+ Cr</b> for Rural Development ~ further fueling MMM and Energy Sector</li> <li>Promote <b>water supply, sewage treatment &amp; solid waste management</b></li> <li>Industrial Parks in <b>100 cities</b></li> </ul>
Semiconductor	<ul style="list-style-type: none"> <li>Budget Allocation of <b>6,903 Cr</b> for development of <b>Semiconductor and Display Manufacturing</b></li> <li>New Tariff Lines for products used in Indian Semiconductor Machinery ~ Further promoting competitiveness in global market</li> </ul>
E-Mobility	<ul style="list-style-type: none"> <li>PLI boost for Automobiles and Auto Components</li> <li><b>Exemption of BCD<sup>2</sup></b> for critical minerals including <b>Lithium</b> ~ Making EV affordable for consumers to boost EV Sales</li> <li>Budget Allocation for <b>FAME<sup>3</sup> of 2,671 Cr</b></li> </ul>

### Our Solutions



# Our Wins

# Our Wins | Breakthrough Orders

## Customized Integrated Solution



**11kV Power Train Module (PTM)** for one of the leading Data Centres in India

PTM comprising of 11 kV RMU, 2.25 MVA Transformer & 415V LV Panel

- New Solution deployment for market requirement of >2 MVA Type Tested Package Sub-station

## Feature Enhancement of Existing Product



**33kV Panels (PIX-36)** for Transmission Utility in North-East India

33 kV, 2500A, 31.5 KA AIS Panels with Natural Cooling

- First order for 33 kV, 2500A AIS Panels with natural cooling, creating reference for similar requirement in other utilities

## New Product



**11 kV Panels** for Power Distribution Company of NCR Region

11kV ,1250A, 25 KA AIS Panels (EasySet MV)

- First order for EasySet MV
- Creates reference for Indian Utilities

# Our Wins | Digital Transformation



**Electrical SCADA** for one of the initial Semiconductor projects in India

**RTU Panel<sup>1</sup>** for Control & Monitoring of Switchgear along with **Centralized EPO<sup>2</sup> + ARDM<sup>3</sup>** software

- Electrical SCADA for the first Semiconductor assembly & test facility in India

**CRP<sup>4</sup> & SAS<sup>5</sup>** for 765/400/220kV S/S of a major government utility in North India

**765 kV CRP<sup>4</sup>** and Complete **SAS<sup>5</sup> System. Loose relays & BCU<sup>6</sup>** for 400kV & 220kV bays

- Re-Entry into 765kV CRP SAS business after 9+ years
- Reference for upcoming 765 KV S/S in India

**33 kV and 11 kV AIS Panels** for premier container handling port in India

**11 kV AIS Panel (PIX-ROF)** **33 KV AIS Panel(PIX-36)** with **EcoCare+ Advance** (3 years of subscription)

- Future opportunity of including EcoCare Contract in existing Installed Base

1. Remote Terminal Unit 2. EcoStruxure Power Operation 3. Advance Reporting Dashboard Module  
4. Control & Relay Panel 5. Substation Automation System 6. Bay Control Unit

# Our Wins | Securing orders from Overseas Market



1

**Upgradation of 33/11kV Sub-stations** for a customer in Nepal

63 MVA ,45 MVA & 30 MVA Transformers with ETE and 1-year EcoCare Advanced subscription

- Strong reference for upcoming opportunities in Nepal

2

**Transformers** for Fertilizer Plant in Australia

Green Premium Ester Filled Oil (Vegeta) Power & Distribution Transformer

- Largest Transformer Export Order

3

**Transformers** for expansion of leading Energy Plant in Qatar

Distribution Transformer (1 MVA) along with Neutral Earthing Resistor and Isolator

- Strong reference creation for orders in Middle East



# Unveiling Power Train Module : Meeting Customer Needs with Innovation



## Value proposition

Power Train Module is tailored to individual customer requirements using products from comprehensive range of SE offer portfolio, providing a **convenient**, plug & play substation of higher rating (>2MVA) with **optimum time and cost**



## Key Benefits

### Customizable

*MV:33KV/11KV, Trafo: Dry/Oil,  
Busbar: Al/Cu*

### Compact & efficient

*Directly mounted MV switchgear and LV  
switchgear: optimum footprint*

### Scalable

*Capacity can scale upto 3.15MVA  
for any rating above 2MVA*

### Digitally Enabled

*Natively connected product for  
smart monitoring & predictive  
maintenance*



## End Market



## Data Center



## Metro

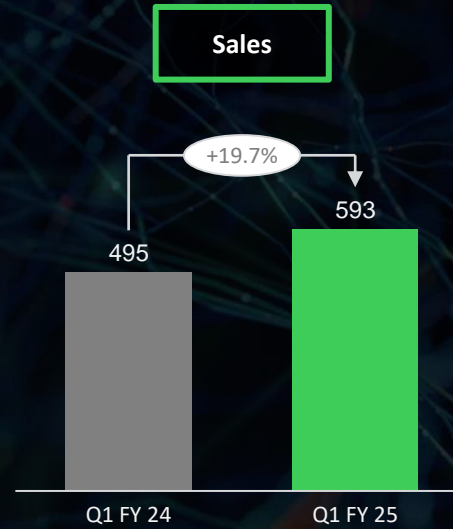
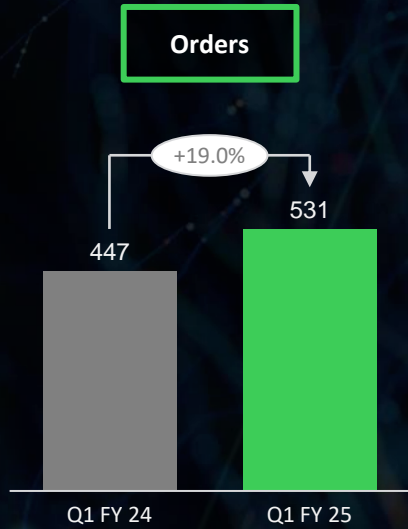


## Industry & Building

# Our Performance

# Orders and Sales

Figures in INR Cr.



Good momentum in orders across all segments

Order Backlog at INR 1,294 Crores up by 15.6% vs. June'23

Strong sales growth with better mix of Transactional and Services

# P&L Statement – Q1 FY25 Vs Q1 FY24

Figures in INR Cr.

	Q1 FY25		Q1 FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	592.9		495.3		19.7%	
Other Income	2.6	0.4%	2.3	0.5%		
<b>Total Sales</b>	<b>595.5</b>		<b>497.6</b>			
Material Costs	356.5	60.1%	315.6	63.7%	13.0%	
<b>Gross/ Material Margin</b>	<b>239.0</b>	<b>40.3%</b>	<b>181.9</b>	<b>36.7%</b>	<b>31.3%</b>	<b>+3.6pts</b>
Employee Costs	77.5	13.1%	69.3	14.0%	11.8%	
Other Expenses	77.1	13.0%	60.8	12.3%	26.8%	
<b>EBITDA</b>	<b>84.3</b>	<b>14.2%</b>	<b>51.8</b>	<b>10.5%</b>	<b>62.8%</b>	<b>+3.8pts</b>
Depreciation	5.9	1.0%	5.1	1.0%	15.4%	
<b>EBIT</b>	<b>78.4</b>	<b>13.2%</b>	<b>46.7</b>	<b>9.4%</b>	<b>68.0%</b>	<b>+3.8pts</b>
Finance Cost	13.1	2.2%	11.8	2.4%	11.6%	
<b>Profit before Exceptional Items</b>	<b>65.3</b>	<b>11.0%</b>	<b>34.9</b>	<b>7.1%</b>	<b>86.9%</b>	<b>+4.0pts</b>
Exceptional Items	-	0.0%	-	0.0%		
<b>Profit Before Tax</b>	<b>65.3</b>	<b>11.0%</b>	<b>34.9</b>	<b>7.1%</b>	<b>86.9%</b>	<b>+4.0pts</b>
Total Tax Expense	16.8	2.8%	-	0.0%		
<b>Profit After Tax</b>	<b>48.5</b>	<b>8.2%</b>	<b>34.9</b>	<b>7.1%</b>	<b>38.8%</b>	<b>+1.1pts</b>
Oth. Comprehensive Income/(Loss)	-0.2	0.0%	-5.7	-1.1%	-95.7%	
<b>Total Comprehensive Income</b>	<b>48.2</b>	<b>8.1%</b>	<b>29.3</b>	<b>5.9%</b>	<b>64.9%</b>	<b>+2.2pts</b>

EBIT improvement due to better product mix, order pricing and operational efficiency.

Life Is On

**Schneider**  
Electric

Life Is On

**Schneider**  
Electric

A grayscale photograph of a hand held palm up, with a large, bright green 'Q&A' graphic overlaid on it. The 'Q' is on the left, the ampersand is in the center, and the 'A' is on the right. The background is a blurred window with light coming through.

Q&A