

SEIL/Sec./SE/2024-25/10**May 23, 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 Audited Financial Results for 4th quarter and the financial year ended March 31, 2024.

Dear Sir(s),

In continuation of our letter no. SEIL/Sec./SE/2024-25/08 dated May 17, 2024 intimating schedule of investor call, please find enclosed herewith the investor presentation on the Company's Audited Financial Results for the 4th quarter and financial year ended March 31, 2024, approved by the Board of Directors in their meeting held today, i.e. May 23, 2024.

This presentation will be made available on the Company's website i.e. <https://infra.schneider-electric.co.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

Corp. Office: 9th Floor, DLF Building No.10.Tower C, DLF Cyber City, Phase II, Gurgaon – 122002, India; Tel: +91 124 7152300; Fax.: +91 (0) 124-422 2036; www.schneider-infra.in

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 2023-24**

May 23, 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.

IMPACT starts with Us!



Made it to the 'LinkedIn Top Companies in India' list second year in a row



Won 'French Group of the Year' at the Indo-French business award presented by the French Ambassador in India



Inclusion

We embrace diverse perspectives, co-creating a place where everyone belongs and thrives.

Mastery

We count on our expertise and know-how to deliver the highest quality innovations.

Purpose

We aspire to build a sustainable future for our people, customers, communities and planet.

Action

We get things done with accountability, speed and integrity, always with the customer in mind.

Curiosity

We love to think deeply and differently, challenging the status quo and learning every day.

Teamwork

We achieve together with our teams, collaborating with trust and openness.

Life is On

Schneider
Electric

Market forces shaping our **Business**...

Make In India
to boost manufacturing sector

Green growth
with adoption of Green H2 & 50% of Electricity demand from Renewable energy by 2030

RDSS
Reduce AT&C losses to 12-15% by 2024-25

Energy Resilience
Capacity addition & Improvement of operational efficiency for fossil power assets

150-160 MT
Cement industry capacity addition by FY28

~190 MT
Steel demand to soar by FY 30

30%
Electrification of total mobility by 2030

40,000
coaches to be converted to Vande Bharat standards

~1 GW
DC capacity to cross 1 GW mark in top 7 cities in 2024

DC Boom
With investments from non-traditional players & data localization mandate by govt

GDP (+8.4%) : Growth driven by Capital Formation, Manufacturing and Construction sector & likely to grow at **6.5%-7%** in FY25

GFCF (+10.6%) : Govt. Capex contribution to GDP dropped from 35.2% to 32.4% (pre-election)

Our **Wins**

Breakthrough Orders – Q4

33kV GIS for one of the oldest Indian Metros

for **upgradation** of Power supply system & **renovation** of Traction Substation

Future Scope for **EcoStruxure (Digital solutions)** & strong reference in upcoming **tenders**

Packaged Sub Station for leading Coal producing company

with mobile app-based asset **health monitoring system**

Opened door for IoT enabled **E-house, Transformer** and upcoming **Packaged Substation** opportunities

33/11kV E-House for Oil & Gas Public Sector Enterprise

for **expansion project** of switchyard in north-eastern state of India

Created strong reference in **Oil & Gas** segment for future opportunities

Digital Transformation – Q4

Upgradation of 33/11 kV Sub-stations for a major Indian utility

11 KV AIS (Temp & Humidity Sensors, Breaker Health Monitoring), 33kV AIS & 31.5 MVA Power Transformer, SCADA System with EcoCare Services

Strong reference for upcoming opportunities (substation upgradation)

Digitally-enabled AIS & Transformer for a top Indian Cement company

with Easergy relays & Automation solution

Future Scope in Services for pitching EcoCare in upcoming projects

Transformer with Digital Solutions for leading North Indian Discom

EcoStruxure Transformer Expert with H2 Sensors & EcoStruxure Asset Advisor with 3-year EcoCare Advanced subscription

Strong reference for Transformers with ETE in upcoming tenders of the utility

New Offer

Introducing EasySet : Making customer life Easy

New Offer



Value proposition

Provide easy **Operation**, easy **Monitoring**, easy **Maintenance**, Easy **User-friendly features** to meet all Electrical Distribution needs up to **12 kV, 26.3 kA / 3s** with set options of innovative digital solutions



Key Benefits
(non exhaustive)



Compact footprint with Robust Structure



Ergonomic Circuit Breaker Operation height



Convenient Cable termination height



Ready for Digital connect

Applications



Utilities



Data Centres

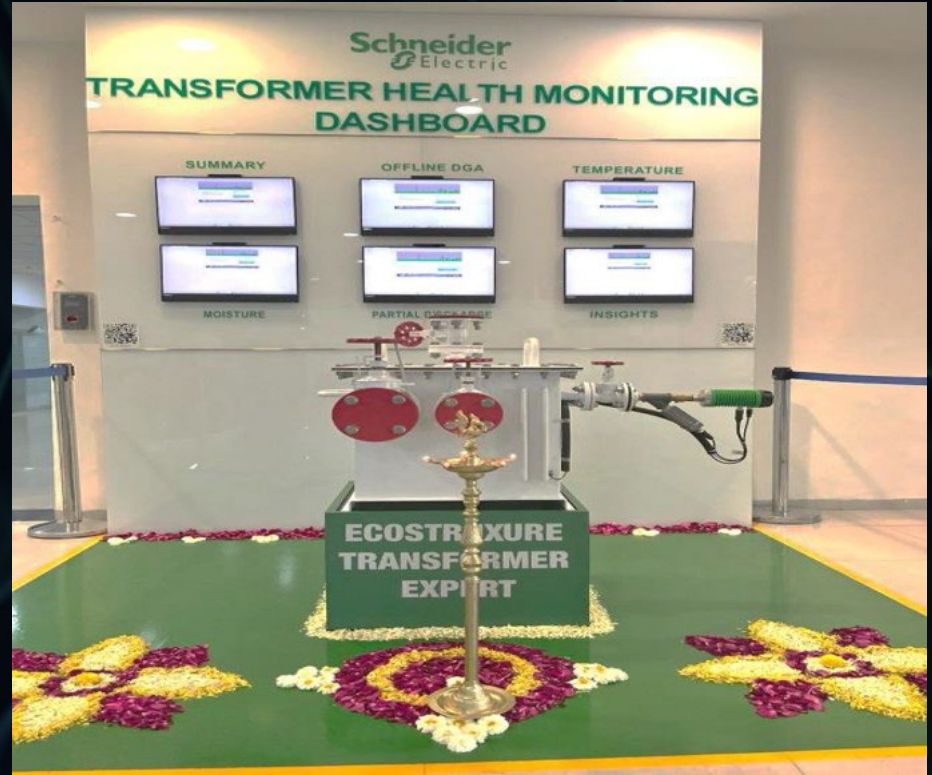


Infrastructure

Customer Knowledge Lounge at Vadodara

MV Switchgear Connected Lab

Transformer Health Monitoring Dashboard



Our Performance

FY 2023-24 at a Glance

1,951 Cr
+26.9%
Orders

2,207 Cr
+24.2%
Sales

37.1%
+4.4 pts
GM

13.8%
+3.7 pts
EBITDA

12.8%
+3.7 pts
EBIT

1,226 Cr
+14.2%
Order Backlog

Highest ever Revenue & profit
Since Inception

Consistent Profitable growth
All 4 quarters

Free Cashflow
135 Cr (+85 Cr YoY)

Loan Reduction
25 Cr (Inter-company)

Strategic Levers

Accelerate Segments
Leverage emerging segments
& Strengthen resilient segments

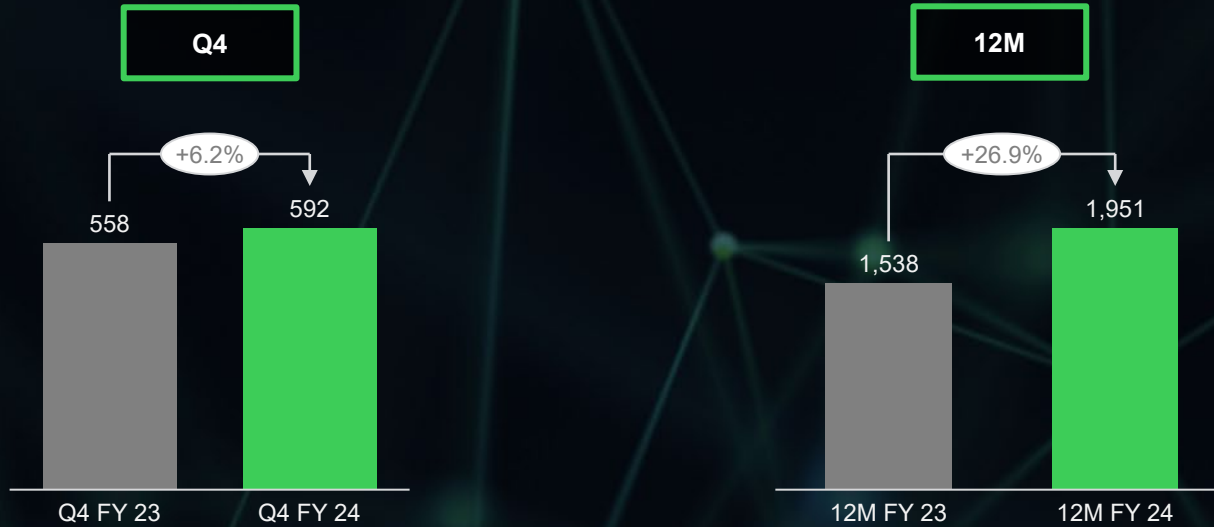
More Services
Focus on Modernization, Digital
services & Remote asset monitoring

Promote Partners
Distributors & Panel Builders



Orders

Figures in INR Cr.

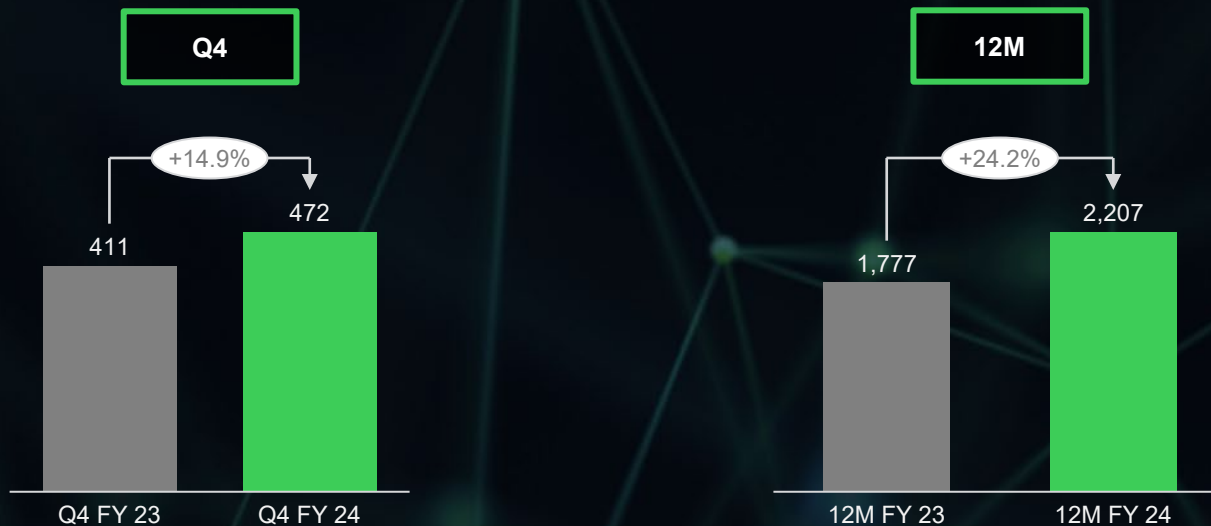


Good momentum in orders in all segments
Order Backlog up by 14.2% vs. Mar'23



Sales

Figures in INR Cr.



Good momentum in sales
Highest ever revenue in any year

P&L Statement – Q4 FY24 Vs Q4 FY23

Figures in INR Cr.

	Q4 FY24		Q4 FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	471.8		410.5		14.9%
Other Income	3.6	0.8%	3.9	1.0%	
Total Sales	475.4		414.5		
Material Costs	282.7	59.9%	260.2	63.4%	
Gross Margin	192.7	40.8%	154.2	37.6%	+3.3pts
Employee Costs	63.9	13.5%	58.6	14.3%	9.0%
Other Expenses	52.0	11.0%	30.8	7.5%	69.1%
EBITDA	76.8	16.3%	64.9	15.8%	+0.5pts
Depreciation	5.5	1.2%	5.1	1.2%	
EBIT	71.3	15.1%	59.8	14.6%	+0.6pts
Finance Cost	32.4	6.9%	14.3	3.5%	125.8%
Profit before Exceptional Items	38.9	8.3%	45.4	11.1%	-2.8pts
Exceptional Items	0.7	0.1%	0.6	0.1%	
Profit Before Tax	38.2	8.1%	44.8	10.9%	-2.8pts
Current tax	12.1	2.6%	-	0.0%	
Adjustment of Tax relating to earlier periods	30.4	6.4%	-	0.0%	
Deferred tax	-7.5	-1.6%	-	0.0%	
Total Tax Expense	35.0	7.4%	-	0.0%	
Profit After Tax	3.3	0.7%	44.8	10.9%	-10.2pts
Oth. Comprehensive Income/(Loss)	-0.5	-0.1%	-5.3	-1.3%	
Total Comprehensive Income	2.8	0.6%	39.6	9.6%	-9.1pts

GM improvement due to raw material cost normalization and better mix

P&L Statement – 12M FY24 Vs 12M FY23

Figures in INR Cr.

	12M FY24		12M FY23		YoY (%) Change
	INR Cr.	%	INR Cr.	%	
Sales	2,206.7		1,777.2		24.2%
Other Income	9.3	0.4%	12.2	0.7%	
Total Sales	2,216.0		1,789.4		
Material Costs	1,397.9	63.3%	1,208.5	68.0%	
Gross Margin	818.1	37.1%	580.8	32.7%	+4.4pts
Employee Costs	271.1	12.3%	235.9	13.3%	14.9%
Other Expenses	241.9	11.0%	165.1	9.3%	46.5%
EBITDA	305.0	13.8%	179.9	10.1%	+3.7pts
Depreciation	22.0	1.0%	18.5	1.0%	
EBIT	283.0	12.8%	161.4	9.1%	+3.7pts
Finance Cost	68.9	3.1%	53.0	3.0%	29.9%
Profit before Exceptional Items	214.1	9.7%	108.3	6.1%	+3.6pts
Exceptional Items	4.1	0.2%	-15.3	-0.9%	
Profit Before Tax	210.0	9.5%	123.6	7.0%	+2.6pts
Current tax	22.1	1.0%	-	0.0%	
Adjustment of Tax relating to earlier periods	30.4	1.4%	-	0.0%	
Deferred tax	-14.5	-0.7%	-	0.0%	
Total Tax Expense	38.0	1.7%	-	0.0%	
Profit After Tax	172.0	7.8%	123.6	7.0%	+0.8pts
Oth. Comprehensive Income/(Loss)	-26.9	-1.2%	-8.7	-0.5%	
Total Comprehensive Income	145.1	6.6%	115.0	6.5%	+0.1pts

GM improvement due to raw material cost normalization and better mix

Life Is On

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