

SEIL/Sec./SE/2024-25/71**November 17, 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 2nd quarter and half year ended September 30, 2024

Dear Sir(s),

In continuation of our letter no. **SEIL/Sec./SE/2024-25/67** dated **November 12, 2024** regarding schedule of investor conference call, please find enclosed herewith the investor call presentation on the Company's Unaudited Financial Results for the 2nd quarter and half year ended September 30, 2024, approved by the Board of Directors in their meeting held on November 14, 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**

(Sumit Goel)
Company Secretary & Compliance 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



GROWTH

Life Is On

Schneider
Electric

Schneider Electric Infrastructure Limited

Investor Meeting – Q2, FY25

18th Nov, 2024

Life Is On





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.

Well equipped for value creation, while promoting a **sustainable future** for all



DRIVEN BY MEGATRENDS:

- 1 Digitization & Artificial Intelligence
- 2 Climate Change
- 3 Energy Transition
- 4 Evolution of Wealth
- 5 New Global Equilibrium

AND MANAGEMENT PRIORITIES:

- 1 Organizational Agility
- 2 Sustainability Greener Future
- 3 Accelerate Segments
- 4 Capex to Opex
- 5 Promote Partners

Coupled with

Strong Governance & Business Ethics

Building & Empowering Local Competencies

Disciplined Capital Allocation

Leveraging Opportunities in New Energy Landscape



Better returns

Our Wins

Our Wins | One SE Story

Energy & Chemicals



- 33kV GIS and Power Transformer with PD¹ Monitoring & EcoCare solution
- Revamp of 33kV AIS to GIS Substation along with SAS²
- Retrofit of existing 11 kV AIS Panels with HVX Breaker and Relays along with SAS and EcoCare

Powering one of the largest petrochemical industry in East India

- Leveraging One SE Solution along with continuous Customer Engagement for Various Project

Metals, Mining, Minerals (MMM)



11 kV AIS Panel with Thermal and Humidity Sensors and SAS²

Energizing prominent Steel manufacturer to create better infrastructure in India

- First Remote Rack In Rack Out Order for 11 kV PIX ROF

Our Wins | Digital Wins in Mobility

Metro



CRP¹ with C264, PowerLogic P5 and P40 Relays and EPAS² Solution

Energizing Metro Rail Transit System in South East Asia

- First Metro Project outside India being executed for CRP¹

Automotive



Power Transformer with ETE³ and EcoCare Advance and 11kV AIS Panels (PIX ROF)

Digitizing one of the largest automobile industry of India

- Future Pipeline of converting existing Assets with EcoCare

Our Wins | Penetration Across All Segments

Power & Grid



11 kV RMU with FRTU for 11kV Infrastructure Development

Powering one of the leading Utilities in eastern part of India

- Creates a strong reference for upcoming requirement of RMU

Data Centers



Power Transformers along with ETC and EcoCare and 10 years AMC

Electrifying one of the largest Data Center in India

- Complying to stringent SLA requirement with our EcoCare Solution

Our Wins | Promoting Partners

Power & Grid



Supply of 11 kV RMU through our Licensee Partner Model

Lighting up leading DISCOMs across different states in India

- Acceptance of SE Licensee Partners in leading Utilities of India

Power & Grid



Supply of 33 kV AIS Panels through our Authorized Channel Partner

Aiding one of the largest Solar Developer to make India more sustainable

- First Large order from Solar Segment for 33kV AIS

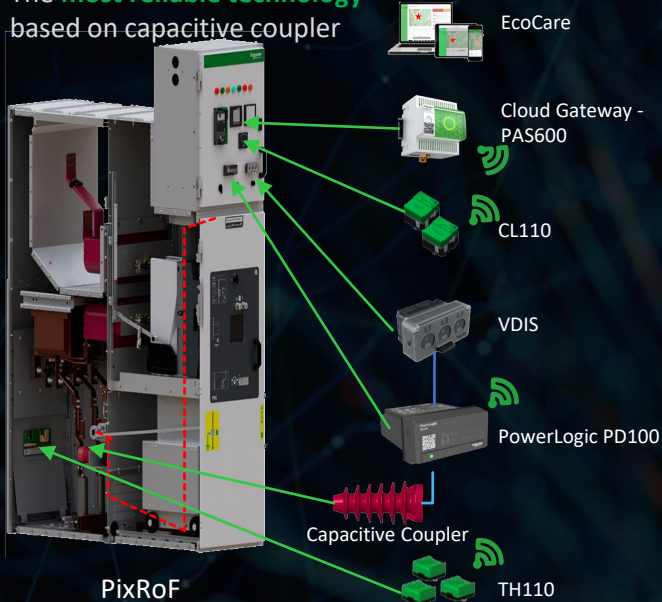
Introducing Active+ Partial Discharge Offer

Need for partial discharge...

According to IEEE studies, approximately **25%** of MV assets failure comes from Partial discharge and **40%** if we include dust and smoke which are causes of PD

Our solution...

The **most reliable technology** based on capacitive coupler



Schneider Electric Infrastructure Limited
Investor Meeting Q2, FY25 | Page 10

Key characteristics...



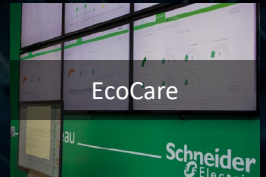
Wired to the coupling capacitor and the new VDIS voltage detection



Detects all types of partial discharge



PD100 measures & sends to cloud for data processing & analysis



Provides insights & predictive analytics to reduce downtime & improve safety

Key benefits...

- 1 **Ensure business continuity** via minimized un/planned downtime
- 2 **Drive cost efficiencies** from maintenance optimization
- 3 **Lower environmental impact** through energy efficiencies
- 4 **Improved safety** with secure & resilient electrical assets

EcoStruxure XR Operator Advisor (XROA)

Revolutionize your operations & maintenance with extended reality



Key Benefits



Electrical Safety

Help improve electrical safety by empowering users through innovative technology



Power availability

Help reduce human error and make more informed decisions to avoid unplanned downtime.



Operational efficiency

Save time related to poor documentation management and provide peace-of-mind for your team.



Sustainability

Help minimize endless back and forth between the office and the site thanks to remote monitoring via the 3D virtual twin.

Financial Performance

H1 Performance (YoY) :

Consistent Double-digit Growth in Orders & Sales; PBT rose by ~67%, PAT by ~32% YoY

1,104 Cr
+17.5%
Orders¹

1,193 Cr
+20.3%
Sales²

472 Cr
+30.1%
GM/ MM

155 Cr
+47.4%
EBIT

103 Cr
+32.1%
PAT

1,389 Cr
+14.3%
Order Backlog¹

Growth Momentum in Orders
Strong order inflow in Transactional and Transformers

Sales Growth
Leveraging strong backlog and robust execution

Better EBIT & PAT
Better Order intake & Product mix, Material productivity, volume leverage

Building strong Order Book
Steady backlog leading to sustainable growth

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

¹ – Orders and Backlog do not include orders received from Group companies.

² – Sales Include goods & services sold to Group companies.

Order Intake

Figures in INR Cr.



Good momentum in orders across all segments

Order Backlog on 30th Sept'24 at INR 1,389 Crores up by 14.3% vs. 30th Sept'23



Strong sales growth in Transactional and Services.

P&L Statement – H1

Figures in INR Cr.

	H1 FY25		H1 FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	1,192.6		991.1		20.3%	
Other Income	11.5	1.0%	4.0	0.4%		
Total Sales	1,204.2		995.1			
Material Costs	732.7	61.4%	632.7	63.8%	15.8%	
Gross/ Material Margin	471.5	39.5%	362.3	36.6%	30.1%	+3.0pts
Employee Costs	148.2	12.4%	133.9	13.5%	10.6%	
Other Expenses	155.9	13.1%	112.3	11.3%	38.8%	
EBITDA	167.4	14.0%	116.1	11.7%	44.2%	+2.3pts
Depreciation	12.2	1.0%	10.8	1.1%	13.3%	
EBIT	155.2	13.0%	105.3	10.6%	47.4%	+2.4pts
Finance Cost	25.4	2.1%	24.1	2.4%	5.2%	
Profit before Exceptional Items	129.8	10.9%	81.2	8.2%	59.9%	+2.7pts
Exceptional Items	-	0.0%	3.4	0.3%		
Profit Before Tax	129.8	10.9%	77.8	7.8%	66.9%	+3.0pts
Current tax	36.8	3.1%	-	0.0%		
Deferred tax	-9.7	-0.8%	-	0.0%		
Total Tax Expense	27.1	2.3%	-	0.0%		
Profit After Tax	102.7	8.6%	77.8	7.8%	32.1%	+0.8pts
Oth. Comprehensive Income/(Loss)	0.6	0.1%	-8.3	-0.8%	-107.8%	
Total Comprehensive Income	103.4	8.7%	69.5	7.0%	48.7%	+1.7pts

Margin expansion due to better product mix, order pricing, volume leverage and operational efficiency.

P&L Statement – Q2

Figures in INR Cr.

	Q2 FY25		Q2 FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	599.7		495.8		21.0%	
Other Income	8.9	1.5%	1.7	0.3%		
Total Sales	608.6		497.5			
Material Costs	376.1	62.7%	317.1	64.0%	18.6%	
Gross/ Material Margin	232.5	38.8%	180.4	36.4%	28.9%	+2.4pts
Employee Costs	70.6	11.8%	64.6	13.0%	9.4%	
Other Expenses	78.8	13.1%	51.5	10.4%	52.9%	
EBITDA	83.1	13.9%	64.3	13.0%	29.2%	+0.9pts
Depreciation	6.3	1.1%	5.7	1.1%	11.4%	
EBIT	76.8	12.8%	58.6	11.8%	31.0%	+1.0pts
Finance Cost	12.3	2.0%	12.4	2.5%	-0.8%	
Profit before Exceptional Items	64.5	10.8%	46.3	9.3%	39.5%	+1.4pts
Exceptional Items	-	0.0%	3.4	0.7%		
Profit Before Tax	64.5	10.8%	42.8	8.6%	50.6%	+2.1pts
Current tax	18.6	3.1%	-	0.0%		
Deferred tax	-8.3	-1.4%	-	0.0%		
Total Tax Expense	10.2	1.7%	-	0.0%		
Profit After Tax	54.3	9.0%	42.8	8.6%	26.7%	+0.4pts
Oth. Comprehensive Income/(Loss)	0.9	0.1%	-2.6	-0.5%	-134.3%	
Total Comprehensive Income	55.2	9.2%	40.3	8.1%	37.0%	+1.1pts

Note : Company has reversed a Deferred Tax Liability of INR 5.8 Crores in Q2'FY25 on account of recent amendments in taxation of Long term capital gain.

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