

SEIL/Sec./SE/2024-25/92**February 11, 2025**

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 3rd quarter and nine months ended December 31, 2024

Dear Sir(s)/ Madam,

In continuation of our letter no. **SEIL/Sec./SE/2024-25/89** dated **February 06, 2025**, regarding schedule of investor conference call, please find enclosed herewith the investor call presentation on the Company's Unaudited Financial Results for the 3rd quarter and nine months ended December 31, 2024, approved by the Board of Directors in their meeting held on February 11, 2025.

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

Schneider Electric Infrastructure Limited

Q3, FY 2024-25

11th Feb, 2025

Life Is On



Agenda

- Market Outlook
- Our Wins
- Initiatives
- Financial Performance

Life Is On

Schneider
Electric



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

Highlights – FY24-25

Macro Highlights & Forecast

~7% increase in Capital Expenditure
9.5 Lac Cr (FY24) → 10.2 lac Cr (RE¹ FY25)
6.4% real GDP growth (2024-25 Forecast)
4.8% Fiscal Deficit (RE¹ FY25)

Fueled by : Reforms

Guiding Spirit : Inclusivity

Destination : Viksit Bharat

Forecast FY25-26

~10% increase in Capital Expenditure
10.2 Lac Cr (RE¹ FY25) → 11.2 lac Cr (FY26)
6.3-6.8% real GDP growth (2025-26 Forecast)
4.4% Fiscal Deficit (BE² FY26)

| | Power & Grid | Transportation | Semicon & Data Center | Infrastructure | Auto & E-Mobility |
|---|---|--|--|--|--|
| Major Investment (BE ² values provided for FY) | MNRE³ : 19K Cr (FY 25) → 26K Cr (FY 26) FY25 Est Util. – 90%; YoY BE ² – ↑ 39% MoP⁴ : 16K Cr (FY 25) → 18K Cr (FY 26) FY25 Est Util. – 96%; YoY BE ² – ↑ 12% | MoR⁸ : 2.5L Cr (FY 25) → 2.5L Cr (FY 26) FY25 Est Util. – 100%; Metro⁹ : 25K Cr (FY 25) → 34.8K Cr (FY 26) FY25 Est Util. – 115%; YoY BE ² – ↑ 40% | MeitY¹¹ : 21.9K Cr (FY 25) → 26K Cr (FY 26) FY25 Est Util. – 80%; YoY BE ² – ↑ 18% Semicon & Display Manufacturing 6.9K Cr (FY 25) → 7K Cr (FY 26) FY25 Est Util. – 55%; | JIM¹² : 70K Cr (FY 25) → 67K Cr (FY 26) FY25 Est Util. – 32%; YoY BE ² – ↓ 5% Defense : 4.8L Cr (FY 25) → 5.8L Cr (FY 26) FY25 Est Util. – 100%; YoY BE ² – ↑ 8% | MHI¹⁴ : 7.2K Cr (FY 25) → K Cr (FY 26) FY25 Est Util. – 63%; YoY BE ² – ↑ 6% |
| Progress Updates | ▪ 24.5 GW Solar & 3.4 GW Wind added in CY 24 | ▪ 62 Vande Bharat added in CY 24 ▪ 998 km of Metro Lines under construction in various cities | ▪ Establishment of National Data Center in Delhi, Pune, Hyderabad & Bhubaneswar | ▪ 5853 km NH ¹³ made in 9M FY-25 ▪ 17K+ km Water Supply System monitored through SCADA | ▪ ~19L (+27%) EV added in CY24 ▪ ~24K Charging Station installed till 2024 |
| Major Initiatives 2025 | ▪ 100GW Nuclear Energy by 2047- Amendments to Existing Acts ▪ National Manufacturing Mission for Clean Tech ▪ 600 Cr allocation for GH2 ⁵ and GEC ⁶ | ▪ UDAN ⁹ : Regional connectivity to 120 new destinations and carry 4 cr passengers in the next 10 years ▪ Exemption of BCD ¹⁰ on raw material for Shipbuilding | ▪ Focus on CleanTech Manufacturing ▪ PLI scheme for mobile phones increased by 55% to 9,000 crore ▪ Focus on India AI Mission & cybersecurity Projects | ▪ Urban Challenge Fund of 1 lakh crore for 'Cities as Growth Hubs,' 'Creative Redevelopment of Cities,' 'Water and Sanitation' ▪ 50 Tourism Sites Across Country | ▪ BCD ¹⁰ exemption for EV battery manufacturing on 35 component ▪ Various PLI schemes ~ PM E-Drive (4,500 Cr), Auto PLI (2,818 Cr), ACC ¹⁵ PLI (155 Cr) |
| Focus Area | 1. Nuclear Energy 2. Renewables 3. Green Hydrogen 4. BESS ⁷ | 1. Metro 2. Rolling Stocks 3. Airports 4. Ports | 1. Data Center 2. Semicon Plants 3. Solar PV Cells | 1. Water & Desalination Plants 2. Defense | 1. Local Manufacturing of EV/Auto 2. Demand Creation~ EV Infra |
| SEIL Readiness | ✓✓ | ✓✓ | ✓✓ | ✓✓ | ✓✓ |

With our Diverse Product Portfolio, Innovative EcoStruxure Platform & Strong presence across India, we are well equipped to address GoI Focus Areas and Partner in India's Growth

Engagements



Sources: 1. Press Information Bureau
2. Budget 25-26
3. Bureau of Energy Efficiency

1. Revised Estimate 2. Budget Estimate 3. Ministry of New & Renewable Energy 4. Ministry of Power 5. Green Hydrogen 6. Green Energy Corridors 7. Battery Energy Storage System 8. Ministry of Railways 9. Ude Desh ka Aam Naagrik 10. Basic Custom Duty 11. Ministry of Electronics and Information Technology 12. Jal Jeevan Mission 13. National Highway 14. Ministry of Heavy Industries 15. Advance Chemistry Cell

Life Is On

Schneider Electric

Our Wins

Our Wins | Contributing to India's Net Zero Goals

SF6 Free Switchgear



First SF6 Free Switchgear order in India
11kV RM AirSet

**Partnering with leading DISCOMs
to reduce carbon footprint**

- Meeting sustainability goals of customer ensuring safety & reliability of the system

Solar



Inverter Duty Transformer for
150 MW Solar project

**Aiding renowned Solar Developer
to Make India more Sustainable**

- Creates strong Reference for huge investment in Renewables

Green Steel



Power Transformer along with ETE¹ and
EcoCare Advance

**Energizing Prominent Steel
Manufacturer of India**

- Digitized Transformer for low carbon Green Steel Plant in India

Our Wins | Digital

Energies & Chemicals



ETE¹ with H2 Sensors & EcoCare Advance for Predictive Analytics of Critical Transformers

Digitizing one of the esteemed Petroleum & Natural Gas Industry

- Strong reference of ETE¹ with H2 Sensors in PSU sector that can be replicated across the Energy and Chemical segment
- Real Time Monitoring & Optimizing Maintenance Strategy

Power & Grid



Control Relay Panel along with Substation Automation System

Electrifying one of leading Transmission Utilities in East India

- Proven Schneider Solution leading to recurring business

Industry



11kV AIS Panel with Thermal & Humidity Sensor along with EcoCare Essential

Powering Infrastructure of Carbon Black Manufacturer

- 24X7 monitoring of panels of complex black carbon production facility
- Reduction in unplanned down time improving operational efficiency

Our Wins | Strengthen the Core Segments

Power & Grid



E-House with 33kV GIS¹, 11kV SSIS² & RTU³
Panel & 33kV GIS for conventional
substation

**Lighting up leading DISCOM in East
India**

- Creates a strong reference for the upcoming enquiries from the same end user

MMM



11kV AIS Panel & Transformers for multiple
Grinding Units & WHRS³ Projects

**Energizing one of the largest
Cement Industries**

- Continuous Customer Engagement leading to recurring business

Energies & Chemicals



Mineral Power Transformer & 6.6 kV AIS
Panels

**Powering one of the largest
petrochemical industry in East
India**

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

1. Gas Insulated Switchgear 2. Shielded Solid Insulated Switchgear 3. Remote Terminal Unit
4. Waste Heat Recovery Systems

Our Wins | Emerging Segments

Data Center

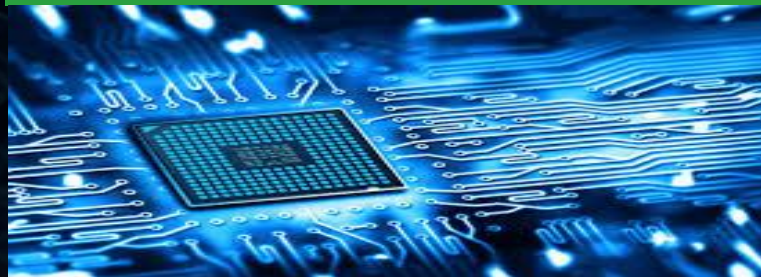


SITC of 11kV AIS Panels for multiple locations

Electrifying one of the largest Data Center in India

- Strengthening our positioning to capture this emerging segment

Semiconductor



Power Transformer with ETE¹ and EcoCare Advance

Energizing one of the initial Semiconductor Plants in India

- Complete SEIL Product Portfolio sold in the initial Semiconductor plant , creating huge reference to capture growth in this emerging segments

1. EcoStruxure Transformer Expert

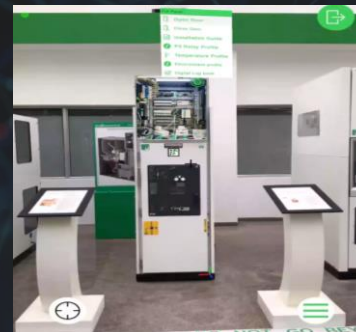
SEIL – Initiatives & Updates

BRSR Digital Tool

| ASBESTOS | DATA | PROCUREMENT | ESG | EFFICIENCY | REPORTING | TOOLS | QUICKLINKS | HELP DESK |
|--|------------|-------------|-------|------------|-----------|--------|--|-----------|
| Data Sources | Site Type | ICBM | en 24 | Aug 24 | Aug 24 | Aug 24 | en 24 | en 24 |
| Percentage of projects based on Board of Directors | 100% | | | | | | | 1 |
| Types of projects covered by Board of Directors | Test | | | | | | Test Charter | |
| Percentage of projects covered by Board of Directors | Percentage | % | | | | | 100 | 100 |
| Number of training and awareness programmes held, by Personal Protection | Custom | Number | | | | | 15 | 15 |
| Types of projects covered by the Management Personnel | Test | | | | | | Environment on OHS&S and its principles | |
| Percentage of projects covered by Management Personnel | Percentage | % | | | | | 100 | 100 |
| Number of training and awareness programmes held, Environment (other than SOI and SOH) | Custom | Number | | | | | 15 | 15 |
| Types of projects covered by Employees other than SOI and SOH | Test | | | | | | Test Charter, Anti-Corruption, Anti-Bribery, OHS & Properties, Quality for Safety, Financial Health, Health & Safety, Customer Satisfaction, Policy, Sustainability, Training, Collaboration, Supplier, Strong Quality Framework & OHS | |

Launch of BRSR Digital tool leveraging EcoStruxure Resource Advisor Software for real time data access, ensuring compliance & analyzing patterns across different years

XROA¹ Demonstration



Our Innovative EcoStruxure XROA¹ solution was demonstrated to one of the leading Utilities in East India .

The digital solution leveraging **Extended Reality** leading to increase in safety & operational efficiency of the system was well appreciated by the customer

Offer : P7S Merging Unit



PowerLogic P7S Stand Alone Merging Unit enabling the implementation of Process Bus, Maximizing user efficiency, security & network reliability by having Flexible hardware and firmware

Active+ Partial Discharge Offer in EcoCare



Integration of Active+ Partial Discharge Offer in our EcoCare Subscription offering helps to provide insights to reduce downtime & improve safety

Capacity Enhancement of Transformer Business India



| Sl. No. | Particulars | Disclosures |
|---------|--|---|
| 1 | Existing capacity | 5500 MVA for Transformers |
| 2 | Existing capacity utilization | Approx 96% |
| 3 | Proposed capacity addition | 1500 MVA (Post addition, total capacity for Transformers will be 7000 MVA) |
| 4 | Period within which the proposed capacity is to be added | By end of FY 2025-26 |
| 5 | Investment required | INR 13.6 Crores |
| 6 | Mode of financing | Internal accruals and/or borrowings |
| 7 | Rationale | To meet market demand and Growth Ambition of Medium Power Transformers business |

Financial Performance

9M Performance (YoY) :

Figures in INR Cr.

Consistent Growth in Orders & Sales

1,546 Cr

+13.8%

Orders¹

2,050 Cr

+18.2%

Sales²

Highest ever Sales in a quarter
Leveraging strong backlog and
robust execution

783.3 Cr

+26.4%

GM/ MM

277.1 Cr

+34.5%

EBIT

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

213.3 Cr

+26.4%

PAT

1,086 Cr

+7.3%

Order Backlog¹

Better Sales Mix
Growth in Transactional and
Services

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

Order Intake

Figures in INR Cr.



Good momentum in orders across all segments
Order Backlog on 31st Dec'24 at INR 1,086 Crores up by +7.3% vs. 31st Dec'23.



Strong sales growth in Transactional and Services.

P&L Statement – 9M

Figures in INR Cr.

| | 9M FY25 | | 9M FY24 | | YoY (%) | Margin Change |
|---|--------------|--------------|--------------|--------------|--------------|----------------|
| | INR Cr. | % | INR Cr. | % | | |
| Sales | 2,050 | | 1,735 | | 18.2% | |
| Other Income | 19 | 0.9% | 6 | 0.3% | | |
| Total Sales | 2,069 | | 1,741 | | | |
| Material Costs | 1,267 | 61.8% | 1,115 | 64.3% | 13.6% | |
| Gross/ Material Margin | 802 | 39.1% | 625 | 36.0% | 28.3% | +3.1pts |
| Employee Costs | 225 | 11.0% | 207 | 11.9% | 8.7% | |
| Other Expenses | 262 | 12.8% | 190 | 10.9% | 38.0% | |
| EBITDA | 315 | 15.4% | 228 | 13.2% | 38.0% | +2.2pts |
| Depreciation | 19 | 0.9% | 17 | 1.0% | 15.0% | |
| EBIT | 296 | 14.4% | 212 | 12.2% | 39.8% | +2.2pts |
| Finance Cost | 36 | 1.8% | 37 | 2.1% | -0.4% | |
| Profit before Exceptional Items | 260 | 12.7% | 175 | 10.1% | 48.2% | +2.6pts |
| Exceptional Items | -18 | -0.9% | 3 | 0.2% | | |
| Profit Before Tax | 277 | 13.5% | 172 | 9.9% | 61.4% | +3.6pts |
| Current tax | 70 | 3.4% | 10 | 0.6% | | |
| Adjustment of Tax relating to earlier periods | 2 | 0.1% | - | 0.0% | | |
| Deferred tax | -8 | -0.4% | -7 | -0.4% | | |
| Total Tax Expense | 64 | 3.1% | 3 | 0.2% | | |
| Profit After Tax | 213 | 10.4% | 169 | 9.7% | 26.4% | +0.7pts |
| Oth. Comprehensive Income/(Loss) | -4 | -0.2% | -26 | -1.5% | -84.8% | |
| Total Comprehensive Income | 209 | 10.2% | 142 | 8.2% | 47.1% | +2.0pts |

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

P&L Statement – Q3

Figures in INR Cr.

| | Q3 FY25 | | Q3 FY24 | | YoY (%) | Margin Change |
|---|------------|--------------|------------|--------------|--------------|----------------|
| | INR Cr. | % | INR Cr. | % | | |
| Sales | 857 | | 744 | | 15.2% | |
| Other Income | 7 | 0.9% | 2 | 0.2% | | |
| Total Sales | 865 | | 745 | | | |
| Material Costs | 534 | 62.3% | 482 | 64.9% | 10.6% | |
| Gross/ Material Margin | 331 | 38.6% | 263 | 35.4% | 25.7% | +3.2pts |
| Employee Costs | 77 | 9.0% | 73 | 9.9% | 5.0% | |
| Other Expenses | 106 | 12.4% | 78 | 10.4% | 36.8% | |
| EBITDA | 148 | 17.2% | 112 | 15.1% | 31.6% | +2.1pts |
| Depreciation | 7 | 0.8% | 6 | 0.8% | 18.4% | |
| EBIT | 141 | 16.4% | 106 | 14.3% | 32.3% | +2.1pts |
| Finance Cost | 11 | 1.3% | 12 | 1.7% | -11.5% | |
| Profit before Exceptional Items | 130 | 15.1% | 94 | 12.6% | 38.1% | +2.5pts |
| Exceptional Items | -18 | -2.1% | - | 0.0% | | |
| Profit Before Tax | 147 | 17.2% | 94 | 12.6% | 56.9% | +4.6pts |
| Current tax | 33 | 3.9% | 10 | 1.3% | | |
| Adjustment of Tax relating to earlier periods | 2 | 0.3% | - | 0.0% | | |
| Deferred tax | 2 | 0.2% | -7 | -0.9% | | |
| Total Tax Expense | 37 | 4.3% | 3 | 0.4% | | |
| Profit After Tax | 111 | 12.9% | 91 | 12.2% | 21.5% | +0.7pts |
| Oth. Comprehensive Income/(Loss) | -5 | -0.5% | -18 | -2.4% | -74.4% | |
| Total Comprehensive Income | 106 | 12.4% | 73 | 9.8% | 45.5% | +2.6pts |

Exceptional items (income) of INR 17.6 Cr. for the current quarter represent the reversal of interest provisions related to past direct tax litigation matters upon application made under the "Vivad se Vishwas scheme" and acceptance thereof by the relevant income tax authorities.

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