

**SEIL/Sec./SE/2025-26/14****May 27, 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 Audited Financial Results for 4<sup>th</sup> quarter and the financial year ended March 31, 2025**

Dear Sir(s)/ Madam,

In continuation of our letter no. **SEIL/Sec./SE/2025-26/11** dated **May 22, 2025**, regarding schedule of investor conference 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, 2025, approved by the Board of Directors in their meeting held on May 26, 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**

**Corp. Office:** 9<sup>th</sup> 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 Limited

**Q4, FY 2024-25**

**27th May, 2025**

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.

# Market Outlook | Surge to Steady

Figures in INR Cr.

## Macro Outlook

Gross Domestic Product  
CY 24 : 6.6% → CY 25 (F) : 6.4%

Gross Fixed Capital Formation  
CY 24 : 6.0% → CY 25 (F) : 6.0%

Index of Industrial Production  
CY 24 : 4.3% → CY 25 (F) : 4.6%

Mega Trends	Energy Transition	AI & Digitization	Sustainability	Viksit Bharat
Leading to change in Status Quo	<ul style="list-style-type: none"><li>Renewables</li><li>Green Hydrogen</li><li>Nuclear Energy</li><li>Energy Storage Systems</li></ul>	<ul style="list-style-type: none"><li>Digital Grid</li><li>Digital Economy</li><li>Smart Infrastructure</li></ul>	<ul style="list-style-type: none"><li>Process Electrification</li><li>Green MMM</li><li>Electric Vehicle &amp; Charging Infra</li></ul>	<ul style="list-style-type: none"><li>Aatmanirbhar Bharat</li><li>Make in India</li></ul>
Supported by GOI Policies	<ul style="list-style-type: none"><li>500 GW of Renewables by 2030</li><li>National Green Hydrogen Mission   19,744 Cr for 5 MMTPA production</li><li>100GW of nuclear energy by 2047   20,000 crores for Nuclear Energy Mission</li><li>VGf<sup>1</sup> for 13.2 GWh of BESS<sup>2</sup></li></ul>	<ul style="list-style-type: none"><li>India AI Mission   10,000+ Cr outlay</li><li>76,000 Cr PLI Scheme for Semicon</li><li>Cyber Surakshit Bharat</li><li>RDSS<sup>5</sup> Scheme   3 Lac+ Cr outlay to improve quality of power</li></ul>	<ul style="list-style-type: none"><li>PM E-Drive Scheme   10,900 Cr Outlay – Demand Incentives &amp; Charging Infra</li><li>Green Steel Mission ( 15,000 Cr) &amp; Green Steel Taxonomy</li><li>India’s Net Zero Target by 2070</li><li>Energy Efficiency Program (MoP)</li></ul>	<ul style="list-style-type: none"><li>PLI Schemes for 14 key sectors   1.97 Lac Cr to enhance manufacturing capabilities</li><li>Regulatory Simplification   Ease of Doing Business</li><li>QCO<sup>8</sup>, OTR<sup>9</sup>, BIS Certification etc</li></ul>
Focus Segments for SEIL	<ul style="list-style-type: none"><li>Renewables including Green Hydrogen &amp; Nuclear Energy</li></ul>	<ul style="list-style-type: none"><li>Data Center</li><li>Semiconductor</li><li>Power &amp; Grid</li></ul>	<ul style="list-style-type: none"><li>E-Mobility &amp; Transportation</li><li>MMM</li></ul>	<ul style="list-style-type: none"><li>Industry</li><li>Infrastructure</li></ul>
SE Innovative Offers	<div>1. DERMS<sup>6</sup></div> <div>2. GIS<sup>4</sup> (ArcFM)</div> <div>3. MV Digital Offers</div> <div>4. Microgrid</div>	<div>1. ADMS<sup>3</sup></div> <div>2. LV Network Management</div> <div>3. EcoCare</div> <div>4. Cybersecurity Solution</div>	<div>1. RM AirSeT</div> <div>2. DELMS<sup>7</sup></div> <div>3. GM AirSeT</div> <div>4. EcoCare</div>	<div>1. EasySet MV</div> <div>2. GMSet</div>

With our Diverse Product Portfolio, Innovative EcoStruxure Platform & Strong presence across India, we are well equipped to Partner in India’s Growth

Softening Capex

Trade Uncertainties  
Tariff & Non-Tariff Barriers

Softening Inflation  
Boost Domestic Consumption & Production



*Established expertise*  
*leading to significant Wins*

# Sustained Excellence | Strengthen the Core Segments

## Power & Grid



Power Transformers with EcoStruxure  
Transformer Expert & EcoCare Advanced

### Transforming Utilities

Milestone win in Central India

- First Order for SEIL from this customer leading to reference creation for upcoming projects

## Energies & Chemicals



Oil Distribution Transformers

### Enabling Key Industry Player

Transformer Solutions for Long-Term  
Collaboration

- Significant win leading to promising opportunity for continuous business engagement

## MMM



GIS, AIS & LV Panels

### Powering Mining Operations

MV Equipment Solutions for Reliable  
Performance

- Secured key order paving way for significant momentum from upcoming projects

# Empowered Wins | Partner Driven Success

## Power & Grid



RMU via License Partner

### Enhancing Power Reliability

Lighting up leading DISCOM of Western India

- Acceptance of Licensee Partners in leading Utilities of India

## Power & Grid



RMU via License Partner

### Empowering the Grid

Trusted Partner for 4+ years

- Continuous business engagement with major South Indian Utility

## Renewables



Breakers via Core Component Partner

### Powering Renewables

Breakers for a sustainable future

- Reference creation for massive upcoming opportunities in Renewable Segment
- EvoPact HVX-O 2500A NC breaker launched last year to further strengthen our product portfolio in this segment



# Milestone Wins | New Products

## Energies & Chemicals



AIS Panels with Thermal , Humidity and PD Sensor

### Enhancing Operational Intelligence

#### Active Plus Panel with PD Sensor

- First reference of PD100 (Partial Discharge sensor) in India
- Reference for other Modernization Projects within Energy & Chemicals segment

## Renewable Energy



EcoStruxure Power Operation Software & T500 remote terminal unit for 2 GW Manufacturing unit in Gujarat

### Digitalizing Solar Infra with RTU T500

#### A Smart Energy Solution

- First reference for T500 Remote Terminal Unit in India



# Expanding our footprint | New Energy Landscape

## Cell Manufacturing



AIS Panels with Thermal, Temperature & Humidity Sensor,  
EcoCare Essential (Cloud Connected)

### Connected & Digitalized

#### MV Solution for Cell Manufacturing Industry

- First major order in cell manufacturing industry, creating reference in this growing segment

## Renewable Energy



Supply, Supervision, Testing & Commissioning incl warranty  
under EcoCare for Transformer

### Powering Performance

#### Enhancing reliability of Transformers with EcoCare

- First order from major customer in the renewable segment
- Creates reference for SE in upcoming green hydrogen projects

*Success encompassing **wins** with  
**innovation & sustainability** at its core*

# Strong Performance in ESG Ratings : A Commitment to a Better Future

- SEBI has released guidelines for ESG rating providers to rate top 1000 companies based on BRSR report
- Currently there are 15 registered ESG providers, out of which 2 rating providers have published the rating



Mar-2025

Sl. No.	Company	Score				
		Env	Soc	Gov	Overall	Remarks
1	SEIL	37.9	81.9	81.4	65.5	Strong

## Rating criteria-

(>70.1- Excellent), (70.1-60.1- Strong), (60.1-45.1-Adequate), (45.1-30.1- Inadequate), (<30.1-Poor)



Mar-2025

Sl. No.	Company	Score				
		Env	Soc	Gov	Overall	Remarks
1	SEIL	53	63	70	62	Strong

## Rating criteria-

(>71-Leadership), (61-70- Strong), (51-60-Adequate), (41-50- Below Average), (<40- Weak)



# ELECRAMA | Innovation for Sustainable Impact



## Schneider Electric Booth Snapshot

10,000+ Customers Footfalls

20+ Thought Leadership Sessions

Fully Sustainable Booth

## Unveiling of New Offers



GM AirSet

- SF6 Free & Digital Solution
- Primary GIS up to 24 KV, 1250 A
- Sustainable with 0 GWP<sup>1</sup>



GMSet

- Primary SF6 GIS up to 36 KV, 2500 A
- Make in India
- Modular, Serviceable & Digital

# Excellence in Sustainability | Thought Leadership



Keynote speeches by Schneider Leaders



## New frontiers of Power Generation by eTECHnxt

E-TechNXT is a leading platform of Industry, Policymakers & Stakeholders that promotes forward-looking actions on "NXT" technologies in the "electrification domain."



Mr. Thierry Mathou, Ambassador of France in India presenting Award to SEIL Team



SF6 Free Solution : RM AirSeT

## Awarded Most Innovative Product/Service of the Year for RM AirSeT

Indo-French Business Awards (IFBA) 2025 hosted by Indo-French Chamber of Commerce and Industry (IFCCI), in collaboration with Business France, CCEF and Team France Export, at the Embassy of France in New Delhi.

Leading India towards the goal of **Viksit Bharat** with our innovative solutions driving a more **Electric, Digital & Sustainable** world

***Sustained Growth***

***Impactful Results***



# FY25 Performance :

Figures in INR Cr.

## Sustained Growth in Orders and Accelerating Sales Momentum

**2693 Cr**  
+13.4%  
Orders

**2,637 Cr**  
+19.5%  
Sales

**1031 Cr**  
+26.0%  
GM

**382 Cr**  
+35.0%  
EBIT

**268 Cr**  
+55.8%  
PAT

**245 Cr**  
+85.0%  
FCF

Highest ever Revenue & Profit  
Since Inception

Better Profitability  
Focused strategies leading  
to consistent profitability

Cash Efficiency  
Improvement in working  
capital, Higher FCF

Future Readiness  
Capacity and market  
assessment to invest in future

### 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

# *Building **Plant Capacity*** *fuelling **Progress***

# Future Readiness : Capacity Enhancement

Figures in INR Cr.

Sr. No.	Particulars	Vadodara Plant	Kolkata Plant
1	Existing capacity	Approx 8000 Panels at Switchgear Plant, Vadodara.	Approx 5000 Breakers at Kolkata Plant.
2	Existing capacity utilization	Approx 90%	Approx 90%
3	Proposed capacity addition	Capacity addition of 6000 Panels. Post capacity addition - 14000 Panels Capacity.	Capacity addition of 40000 Plant. Post capacity addition - 45000 Breakers Capacity.
4	Period within which the proposed capacity is to be added	Within FY 2026-27	Within FY 2026-27
5	Investment required	INR 110.2 Crores.	INR 90.6 Crores
6	Mode of financing	Internal accruals and/or borrowings	Internal accruals and/or borrowings
7	Rationale	To meet market demand and Growth Ambition	To meet market demand and Growth Ambition



# Order Intake : Double Digit Growth with Better Order Mix

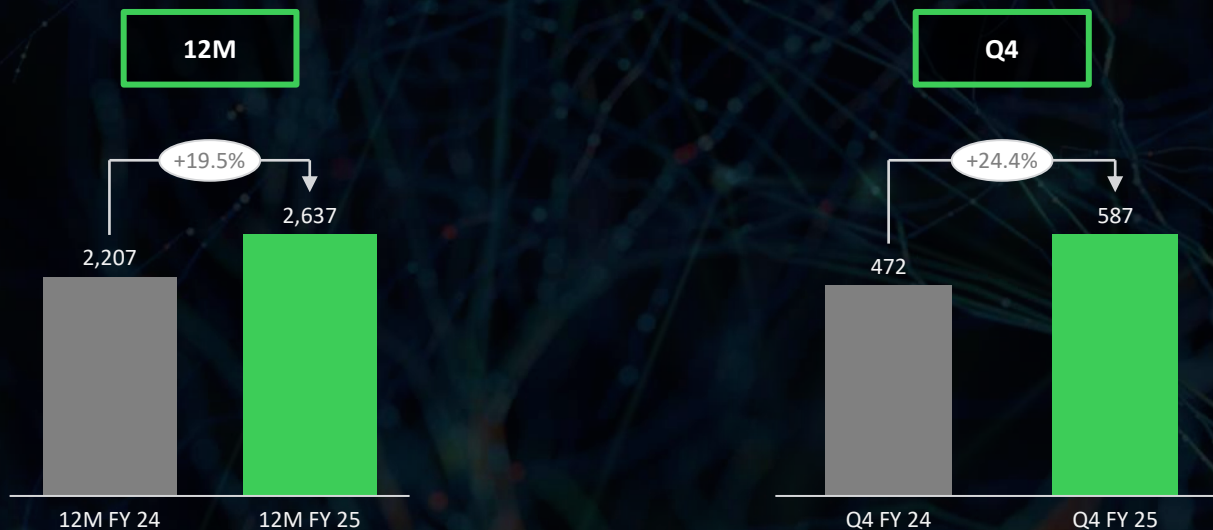
Figures in INR Cr.



Order Backlog on 31<sup>st</sup> Mar'25 at INR 1,253 Crores

## Sales : Robust Topline with Superior Growth in Transactional & Services

Figures in INR Cr.



Higher Q4 sales driven by execution of few large orders.

# P&L Statement – 12M

Figures in INR Cr.

Particular	FY25		FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	2,637		2,207		19.5%	
Other Income	25	0.9%	9	0.4%		
<b>Total Sales</b>	<b>2,661</b>		<b>2,216</b>			
Material Costs	1,631	61.8%	1,398	63.3%	16.6%	
<b>Gross/ Material Margin</b>	<b>1,031</b>	<b>39.1%</b>	<b>818</b>	<b>37.1%</b>	<b>26.0%</b>	<b>+2.0pts</b>
Employee Costs	301	11.4%	271	12.3%	11.2%	
Other Expenses	322	12.2%	242	11.0%	33.1%	
<b>EBITDA</b>	<b>407</b>	<b>15.4%</b>	<b>305</b>	<b>13.8%</b>	<b>33.5%</b>	<b>+1.6pts</b>
Depreciation	25	1.0%	22	1.0%	15.0%	
<b>EBIT</b>	<b>382</b>	<b>14.5%</b>	<b>283</b>	<b>12.8%</b>	<b>35.0%</b>	<b>+1.7pts</b>
Finance Cost	49	1.9%	69	3.1%	-28.5%	
<b>Profit before Exceptional Items</b>	<b>333</b>	<b>12.6%</b>	<b>214</b>	<b>9.7%</b>	<b>55.4%</b>	<b>+2.9pts</b>
Exceptional Items	-18	-0.7%	4	0.2%		
<b>Profit Before Tax</b>	<b>350</b>	<b>13.3%</b>	<b>210</b>	<b>9.5%</b>	<b>66.9%</b>	<b>+3.8pts</b>
Current tax	82	3.1%	22	1.0%		
Adjustment of Tax relating to earlier periods	2	0.1%	30	1.4%		
Deferred tax	-2	-0.1%	-15	-0.7%		
Total Tax Expense	82	3.1%	38	1.7%		
<b>Profit After Tax</b>	<b>268</b>	<b>10.2%</b>	<b>172</b>	<b>7.8%</b>	<b>55.8%</b>	<b>+2.4pts</b>
Oth. Comprehensive Income/(Loss)	-2	-0.1%	-27	-1.2%	-91.9%	
<b>Total Comprehensive Income</b>	<b>266</b>	<b>10.1%</b>	<b>145</b>	<b>6.6%</b>	<b>83.2%</b>	<b>+3.5pts</b>

- Margin expansion due to better product mix, order pricing, volume leverage and operational efficiency.
- Exceptional item in current year represents 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.



# P&L Statement – Q4

Figures in INR Cr.

Particular	Q4 FY25		Q4 FY24		YoY (%)	Margin Change
	INR Cr.	%	INR Cr.	%		
Sales	587		472		24.4%	
Other Income	6	1.0%	4	0.8%		
<b>Total Sales</b>	<b>593</b>		<b>475</b>			
Material Costs	364	62.0%	283	59.9%	28.8%	
<b>Gross/ Material Margin</b>	<b>229</b>	<b>39.0%</b>	<b>193</b>	<b>40.8%</b>	<b>18.6%</b>	<b>-1.9pts</b>
Employee Costs	76	13.0%	64	13.5%	19.4%	
Other Expenses	60	10.2%	52	11.0%	15.3%	
<b>EBITDA</b>	<b>92</b>	<b>15.7%</b>	<b>77</b>	<b>16.3%</b>	<b>20.3%</b>	<b>-0.5pts</b>
Depreciation	6	1.1%	6	1.2%	15.0%	
<b>EBIT</b>	<b>86</b>	<b>14.7%</b>	<b>71</b>	<b>15.1%</b>	<b>20.7%</b>	<b>-0.5pts</b>
Finance Cost	13	2.2%	32	6.9%	-60.1%	
<b>Profit before Exceptional Items</b>	<b>73</b>	<b>12.5%</b>	<b>39</b>	<b>8.3%</b>	<b>87.8%</b>	<b>+4.2pts</b>
Exceptional Items	-	0.0%	1	0.1%		
<b>Profit Before Tax</b>	<b>73</b>	<b>12.5%</b>	<b>38</b>	<b>8.1%</b>	<b>91.2%</b>	<b>+4.4pts</b>
Current tax	13	2.2%	12	2.6%		
Adjustment of Tax relating to earlier periods	-	0.0%	30	6.4%		
Deferred tax	6	1.0%	-8	-1.6%		
Total Tax Expense	18	3.1%	35	7.4%		
<b>Profit After Tax</b>	<b>55</b>	<b>9.3%</b>	<b>3</b>	<b>0.7%</b>	<b>1571.1%</b>	<b>+8.6pts</b>
Oth. Comprehensive Income/(Loss)	2	0.3%	-0	-0.1%	-483.6%	
<b>Total Comprehensive Income</b>	<b>57</b>	<b>9.6%</b>	<b>3</b>	<b>0.6%</b>	<b>1924.1%</b>	<b>+9.0pts</b>

Life Is On

**Schneider**  
Electric