

SEIL/Sec./SE/2022-23/13**May 24, 2022**

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

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
MUMBAI 400 001
Fax # 022-2272 3121/2037/2039

Symbol: SCHNEIDER**Scrip Code No. 534139****Sub: Investor Presentation on Audited Financial Results for 4th quarter and financial year ended March 31, 2022**

Dear Sir(s),

In continuation of our letter no. **SEIL/Sec./SE/2022-23/9** dated May 20, 2022 regarding schedule of investor conference call, please find enclosed herewith the copy of investor call presentation on the Company's Audited Financial Results for the 4th quarter and financial year ended March 31, 2022, approved by the Board of Directors in their meeting held on May 21, 2022.

This presentation will be made available on the Company's website i.e. www.schneider-infra.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

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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



PERFORMANCE

Schneider Electric Infrastructure Limited

FY 2021-22 |
24th May 22

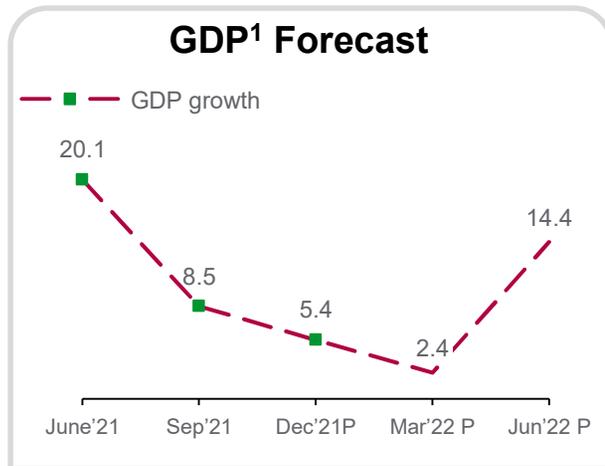
Disclaimer

All forward-looking statements are Schneider Electric Infrastructure Limited (India) management's present expectations of future events and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

This presentation includes information pertaining to the our markets and our competitive positions therein. Such information is based on market data and our actual sales in those markets for the relevant periods. We obtained this market information from various third party sources (industry publications, surveys and forecasts) and our own internal estimates. We have not independently verified these third party sources and cannot guarantee their accuracy or completeness and our internal surveys and estimates have not been verified by independent experts or other independent sources.



Economy continues to show positive signs of growth

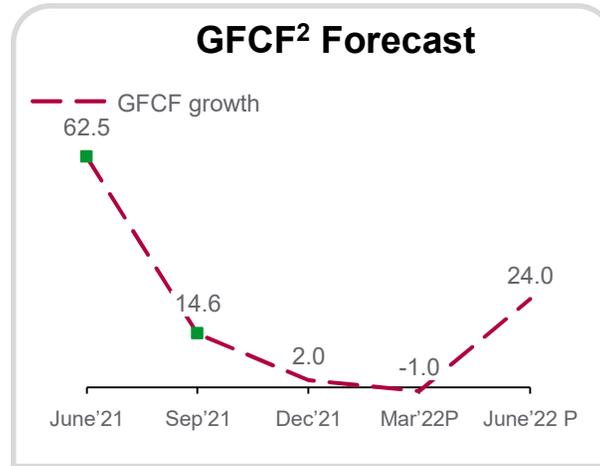


Real GDP Growth Rate

GDP grew by 5.4% YoY, at a lower rate than Q3'21, due to a sharp dip in Construction & fall in manufacturing

Construction sector shows sharp dip in Q4 & degrew by -2.8%, Manufacturing saw a meagre growth of 0.2% YOY

High oil price likely to impact inflation & govt budgeted fiscal numbers

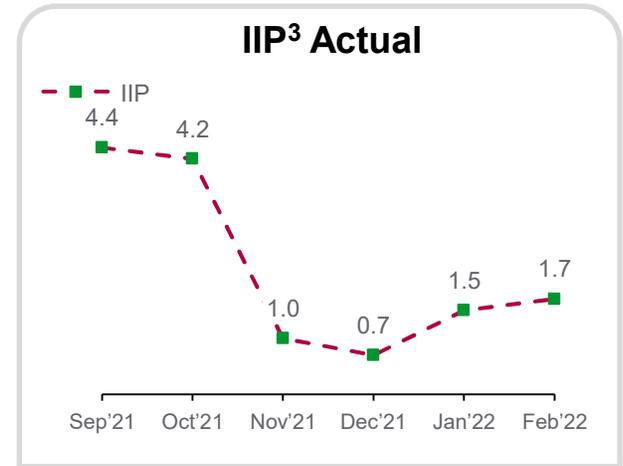


Capex Growth Rate

GFCF saw a tepid growth of 2% in Q4'21, with a slowdown in private sector Capex

Private sector investment continues to be on the lower side & recovery is likely to be slow

PFCE⁴ growth slowed down, private consumption demand yet to reach pre covid levels



IIP Actuals

Tepid growth of 1.7% in Feb'22, on account of slow growth in mining & electricity

Manufacturing & electricity saw tepid growth of 1.4% & 2.7% respectively, while mining & quarrying sector grew by 6% in Q3

¹ Gross Domestic Product
Projections as per CMIE, and Economic Survey; growth nos. YoY
Internal

² GFCF: Gross Fixed Capital Formation
Internal

³ IIP: Index of Industrial Production

⁴ PFCE: Private final consumption expenditure

Segment Overview

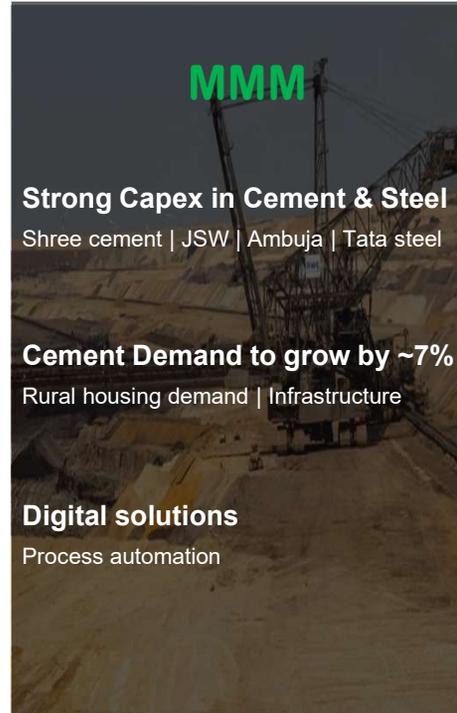


Power & Grid

Digitization
100 Mn Smart prepaid meters by 2023 |
Grid modernization | Cyber security

Sustainable Energy
GOI Target 50% energy from non- fossil
fuel by 2030 | Storage management

Make in India
local content > 60%

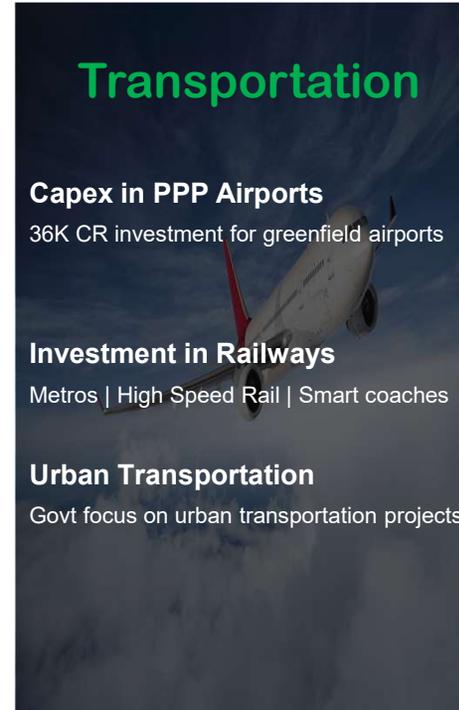


MMM

Strong Capex in Cement & Steel
Shree cement | JSW | Ambuja | Tata steel

Cement Demand to grow by ~7%
Rural housing demand | Infrastructure

Digital solutions
Process automation

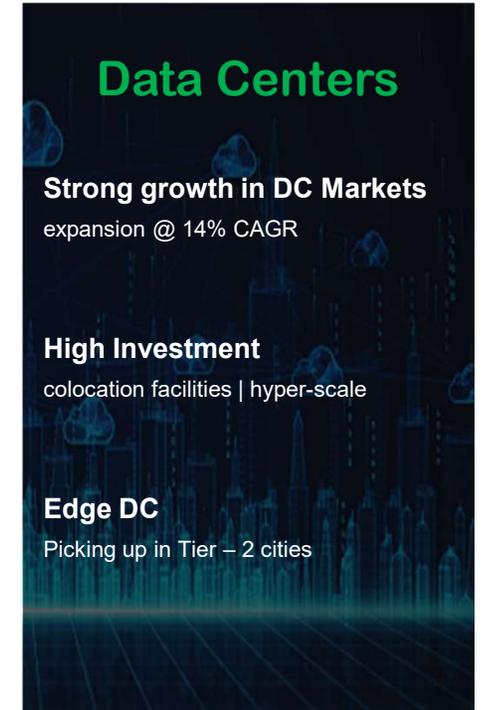


Transportation

Capex in PPP Airports
36K CR investment for greenfield airports

Investment in Railways
Metros | High Speed Rail | Smart coaches

Urban Transportation
Govt focus on urban transportation projects



Data Centers

Strong growth in DC Markets
expansion @ 14% CAGR

High Investment
colocation facilities | hyper-scale

Edge DC
Picking up in Tier – 2 cities

Accelerating on our strategic Priorities

More Digital >>>

Building on Connected Products Portfolio & Leading solutions with Software

More Services >>>

More digital services & Modernization jobs to Leverage Install base

Increase Coverage >>>

Building & Supporting Robust Partner Network

Accelerate segments >>>

Segment focused approach with newly realigned organization

Green MV >>>

Green Future with SF6 Free Switchgear

More Digital | Our Wins

Leading Digitalization for Steel Plant

Customer Challenges

Strengthening of Main Receiving Sub-Station

Modeling ,Engineering and testing of New Substations 132/11kV

Our Solution

- ✓ 11kV HT Switchgears
- ✓ 132/11kV Power Transformer
- ✓ ETAP SCADA + PSMS

Success Factor

- ✓ Strong C level connect & Winning GTM strategy
- ✓ Synergy with ETAP & package support to the EPC
- ✓ Existing install base & service support
- ✓ FO/BO Synergy – site visits, solution clarity
- ✓ Good engagement between different internal & external stakeholder

Opened doors for few other MMM inquiries from other major Steel Plants



More Services | Our Wins

Executed partnered approach between SEF & SEI with a Defence PSU Shipbuilder

Customer Challenges

Ageing installed base

Continuous monitoring of Critical assets

Technology oriented customer focused on safety, less shutdowns wanted to upgrade to latest technology

Our Solution

- ✓ EOL Service Support & Tailor-made Spares

Success Factor

- ✓ Improved customer experience
- ✓ Assurance to customer for an overall support – Partnership of SEF & SEI
- ✓ Reliable & timely resolution for an un-interrupted operation
- ✓ Re-establishment of supply chain with support from Ecofit France

100% Customer Satisfaction with EOL Service Support & Tailor-made Spares



▶▶▶ Increase Coverage | Our Wins

P&G Segment Order for multiple projects in State Distribution Utility

Customer Challenges

System Improvement & Implementation of 24 X & Power Supply

Upgradation from OD to ID S/S and installation of new SCADA enabled equipment.

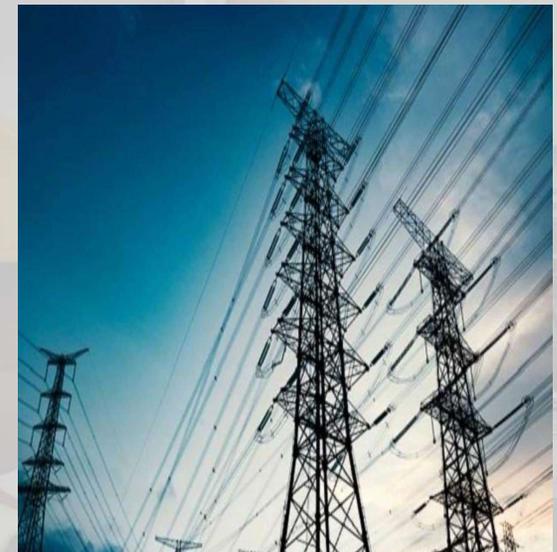
Our Solution

- ✓ 33kV & 11kV AIS with Arc flash protection
- ✓ Easergy IED's & 11kV & 33kV Smart RMU's

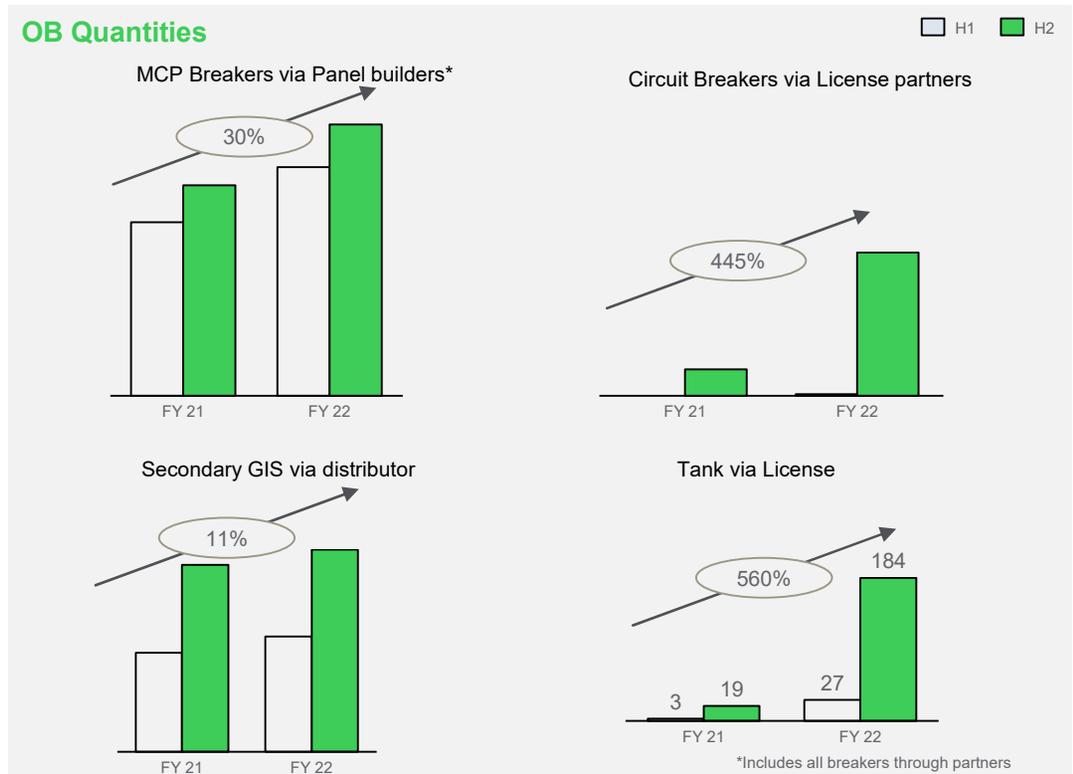
Success Factor

- ✓ Strong Connect with End User
- ✓ Favorable GTM with established EPC
- ✓ Substantial numbers of installed base
- ✓ Early Identification of projects

SE connected products make approx. 80% of the installed base for all the future digital projects by this Distribution Company



Progress with Partners



All Growth values are year on year percentage

Top Success Q4

- Excellent conversion to new generation circuit breakers
- 11% YoY growth in secondary GIS through distributors
- 95% growth in secondary GIS through License partners for YTD Mar'22 vs YTD Mar'21

Priorities

- Price up & cost optimization actions to mitigate Inflation
- Strengthen distributor network
- Acceptability and approval for License model in market

Disciplined execution



Orders **+44%**

Sales **+18%**

EBIT **+33%**

Avg DSO **-16 Days**

NPS : **48.8 (+8)**

NSS : **62.6 (+19)**

Actions

- Focus on Variation orders
- Mitigating Raw material Inflation
- Regular review of claim management
- Improved Payment terms
- Efficient working capital management

NPS	Overall	Power & Grid	Mining	Contractors	Panel Builders
	48,8 (+8,4)	38,5 (-2,1)	30 (-20)	57,1 (+14,8)	100 (+80)

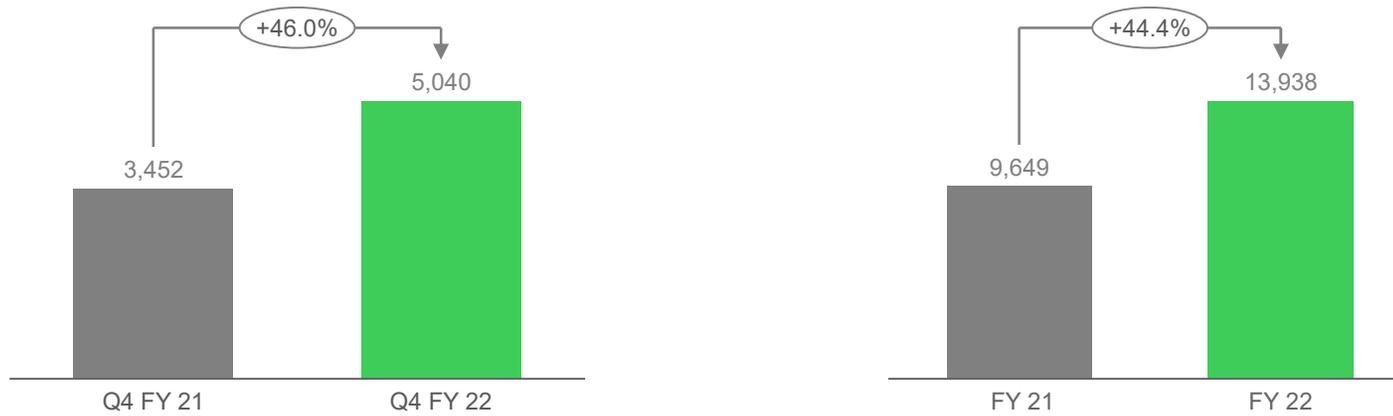
NPS – Net Promoter Score, Fig in brackets represent variance vs previous year

NSS	Overall	Select Offer	Get Quotation	Get Delivered	Execute Project	On-Site
	62,6 (+19,1)	71,4 (+3,2)	50 (+17,7)	66,7 (+6,7)	37,5 (+10,8)	85,2 (+50,8)

NSS – Net Satisfaction Survey, Fig in brackets represent Q1 variance vs previous full year

Financial Update

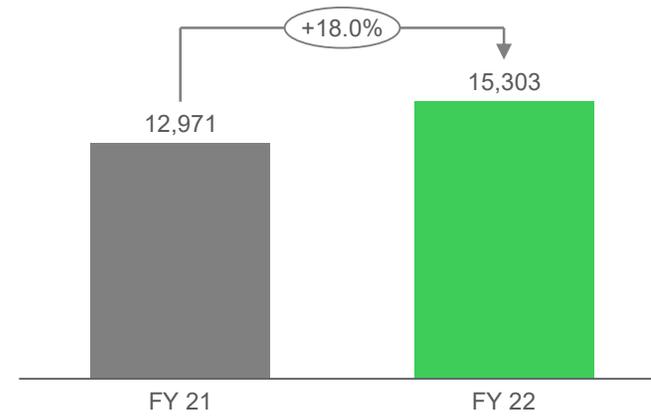
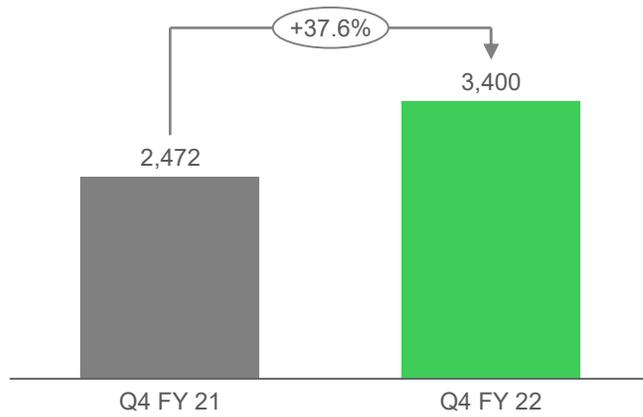
Orders



- Good momentum in orders in all segments
- Major orders from GE T&D, Bhutan Engg, Mazagon dock, Linxon, Tata Projects
- Backlog up 24% vs March 2021

All figures in MINR

Sales



- Good momentum in sales
- First time, achieved 15000 MINR in one year
- Major sales to Bhutan Engg , BSES, GE T&D, Torrent Power, Humboldt Wedag

All figures in MINR

P&L Statement –Q4 FY'22 Vs Q4 FY'21

	Q4 FY'22		Q4 FY'21		YoY (%) Change
	MINR	%	MINR	%	
Sales	3,400		2,472		37.6%
Other Income	31	0.9%	110	4.5%	
Toal Sales	3,431		2,582		
Material Costs	2,439	71.7%	1,704	68.9%	
Gross Margin	992	29.2%	878	35.5%	-6.4pts
Employee Costs	508	14.9%	481	19.5%	5.6%
Other Expenses	284	8.3%	336	13.6%	-15.5%
EBITDA	200	5.9%	62	2.5%	+3.4pts
Depreciation	43	1.3%	54	2.2%	-19.6%
EBITA	157	4.6%	8	0.3%	+4.3pts
Interest	130	3.8%	113	4.6%	14.9%
Profit before Exceptional Items	27	0.8%	(106)	-4.3%	+5.1pts
Exceptional Items	26	0.8%	7	0.3%	
Profit after Tax	1	0.0%	(113)	-4.6%	+4.6pts

➤ Material cost is increased due to RMI impact and material shortages

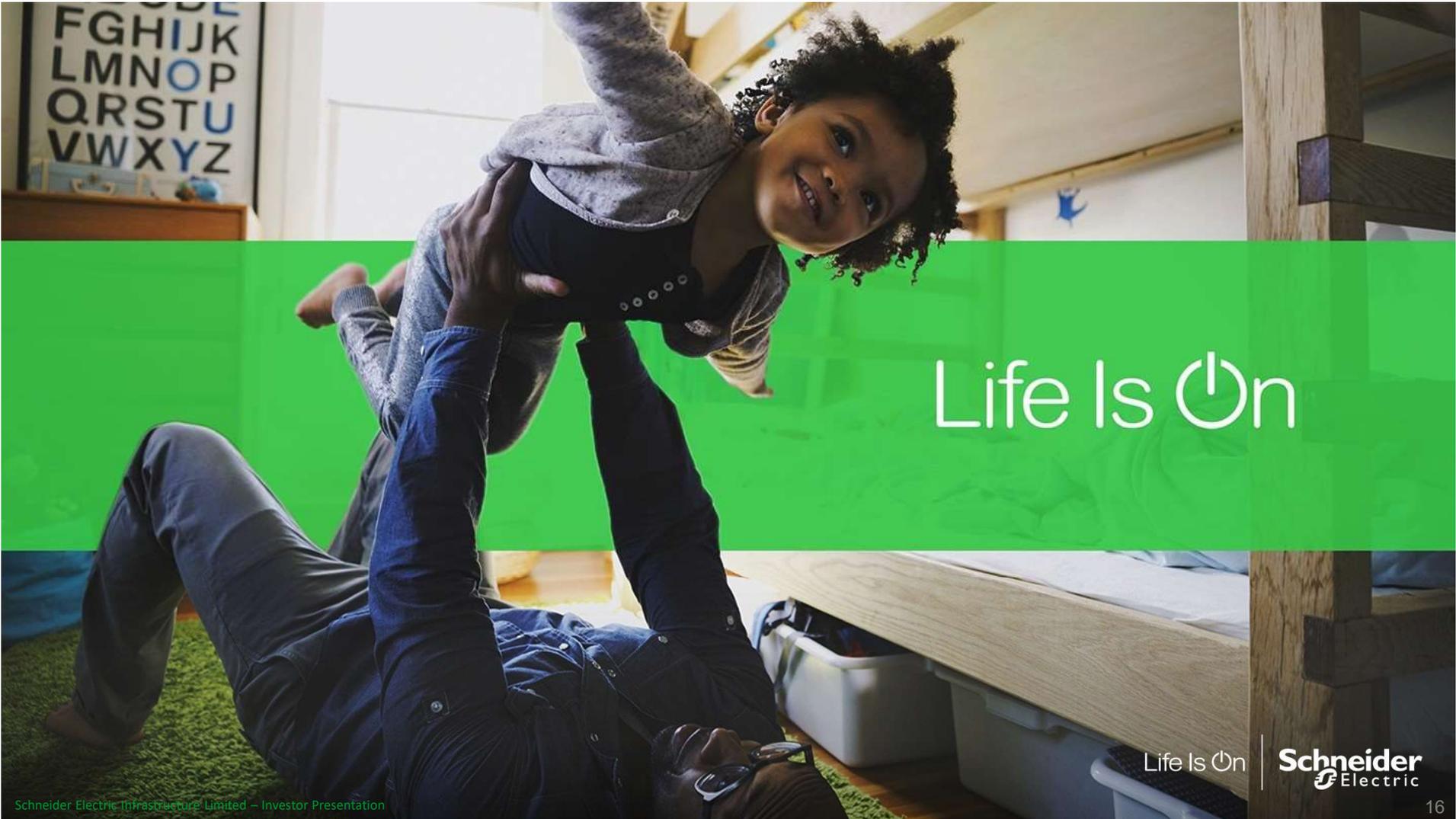
All figures in MINR

P&L Statement –FY'22 Vs FY'21

	FY 22		FY 21		YoY (%) Change
	MINR	%	MINR	%	
Sales	15,303		12,971		18.0%
Other Income	99	2.9%	185	7.5%	
Toal Sales	15,402		13,157		
Material Costs	10,814	70.7%	8,963	69.1%	
Gross Margin	4,588	30.0%	4,194	32.3%	-2.3pts
Employee Costs	2,104	13.7%	1,847	14.2%	13.9%
Other Expenses	1,525	10.0%	1,524	11.7%	0.1%
EBITDA	960	6.3%	823	6.3%	-0.1pts
Depreciation	173	1.1%	221	1.7%	
EBITA	787	5.1%	602	4.6%	+0.5pts
Interest	485	3.2%	482	3.7%	0.6%
Profit before Exceptional Items	302	2.0%	120	0.9%	+1.0pts
Exceptional Items	26	0.2%	130	1.0%	
Profit after Tax	276	1.8%	(10)	-0.1%	+1.9pts

➤ Material cost is increased due to RMI impact and material shortages

All figures in MINR



Life Is On

Life Is On

Schneider
Electric