

Powering India's sustainability
and growth for global

IMPACT

India Investor Event
December 2024



Life Is On

Schneider
Electric

Disclaimer

All forward-looking statements are Schneider Electric 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. For a detailed description of these factors and uncertainties, please refer to the section "Risk Factors" in our Universal Registration Document (which is available on www.se.com). Schneider Electric undertakes no obligation to publicly update or revise any of these forward-looking statements.

This presentation includes information pertaining to our markets and our competitive positions therein. Such information is based on market data and our actual revenues 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.

Schneider Electric in India



Manish Pant
Executive Vice President
for International Operations

Schneider in India 60+ years legacy of creating IMPACT

38k+¹ employees

2x in last 7 years

c.30% Women Employees

India emerging as talents hub

For India and for the rest of the Group

31 manufacturing sites
across 13 locations

3 major brands

7 training centers

¹ including temporary employees

Fulfilling mission critical commitment towards India's future

“Digital India” mission

“Naye Bharat Ka Naya” Infrastructure

“Make in India” pledge

Energy transition

1 in every 3 Data Center

is powered by Schneider Electric solutions

13 Smart Cities

powered by Schneider Electric & more in development

2.5x to 3x

Capacity expansion to support growing needs in the country and other areas of growth

~25%

of India's solar capacity supported by Schneider Electric solutions

We're playing an active role in **nation building**



Largest convention center in Asia **powered by Schneider Electric**

Ayodhya Temple

Energize landmark Ram Mandir and Ayodhya City infrastructure

Chandrayaan 3

Powering India to become 1st Country to touchdown near Lunar South Pole

Central Vista New Parliament

Strengthening infrastructure by building new facilities for India's Parliament

Enviably market position across our four end-markets

Data Center



Buildings



Industry



Infrastructure



With sustained focus on **key markers** & **strength** of Schneider Electric - in India

TELANGANA,
THE INNOVATION YATRA
IS AT YOUR DOORSTEP!

World-class
Technology
with Indian flavors

Successful
integration of L&T
Switchgear with a
two-brand strategy
in electrical and
automation

Unique Indian
market
coverage

Prescription
across
end-markets

Software, Digital
Services and
Sustainability



Delivering world-class technologies and innovation

6,000+¹

Software, innovation
& R&D engineers

1.4k+

Patents
Awarded

Future-Ready R&D for
Greater Impact & Efficiency

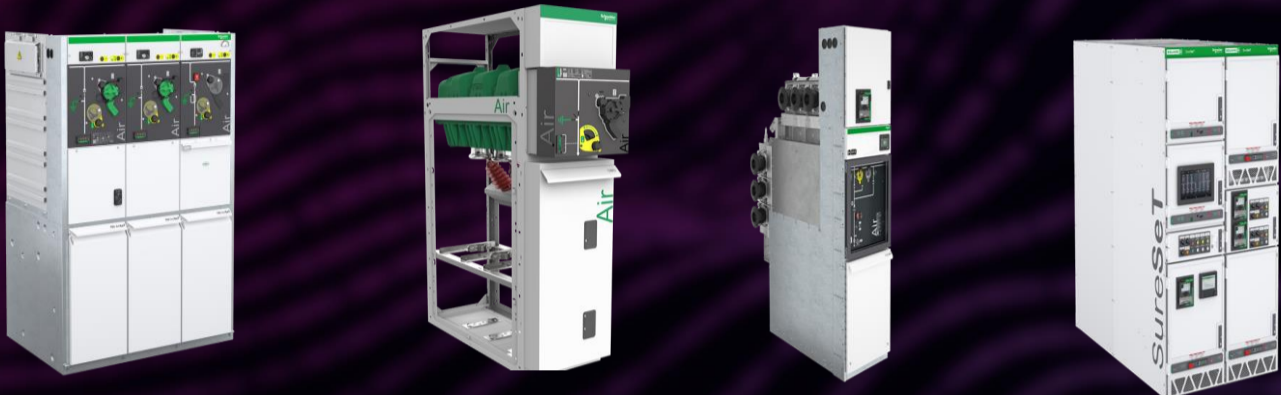
World-class
products R&D

India **for India** and
India **for the world**

¹ including temporary employees

Our Global leading product offers adapted and available for the Indian market

Energy Management



Med. Voltage Products & Equipment



Molded-case Breaker



Uninterrupted Power Supply, Single & 3 Phase



Final Distribution



Wiring Devices



Building Management

Industrial Automation



Variable Speed Drives



Contactors



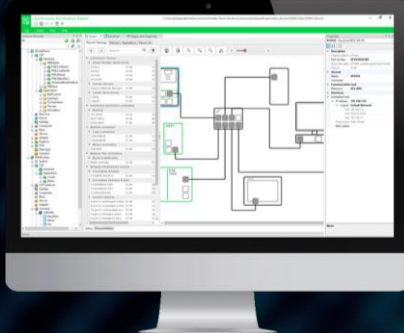
Motion Control



Signaling



Push buttons



Automation Expert



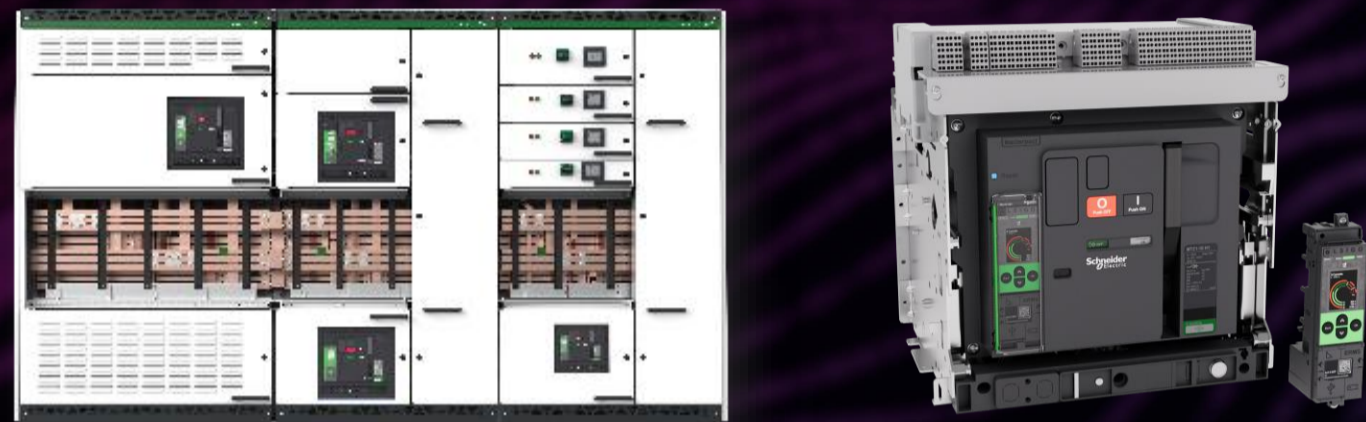
Triconex



Foxboro DCS

Newly launched to support India needs for Digital and Electric

Power Distribution



BlokSeT Lean & MasterPacT MTZ Active

Homes



Wiser 2.0 and Miluz Lara

Data Centers



Galaxy VXL – High-efficiency UPS

Power renewable ambitions



SF6-free AirSeT & EvoPact HVX-O VCB

Supporting “Make in India” mission



EasySet MV & MV Process Drive

Leveraging a unique two brands strategy

Schneider
Electric

**2 Brands
2 Sales**

**Lauritz
Knudsen**

Electrical & Automation

Market focus leveraging respective brands strengths



Customers

Strong Prescription capability

MNC, Global entrants, large local players

Premium & Large Projects

End to end solutions with digital & services

Transactionalized with LV-MV focus

MSMEs

Stronger product customization

Govt., Public sector & Local players

Geographies

Metro, Tier 1, 2

Tier 2 and beyond

Rural

Segments

Large Power Gen Plants

MMM

Healthcare (Pvt., large public)

Large Commercial

T&D Utilities

CPG

Public Hospitals

Mid scale Commercial & Residential

Auto

Datacenter

Large Premium Residential

Renewables

E&C Electrical

Airport, Metro (T2), Railways

Affordable Housing

E&C Process & AVEVA

Airport, Metro (T1)

Agriculture

Our Brand Story

1954

Launch of L&T Switchgear



became the most loved brand in the **Agri market** for over 7 decades

2024

Birth of our new brand

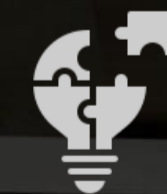


Electrical & Automation

Listen

Partner

Innovate



Customised Solutions



Strong Local Partnerships



Deep Reach



Agility

Transitioning to Lauritz Knudsen Trust has a new name

Facilitated through high decibel media campaign



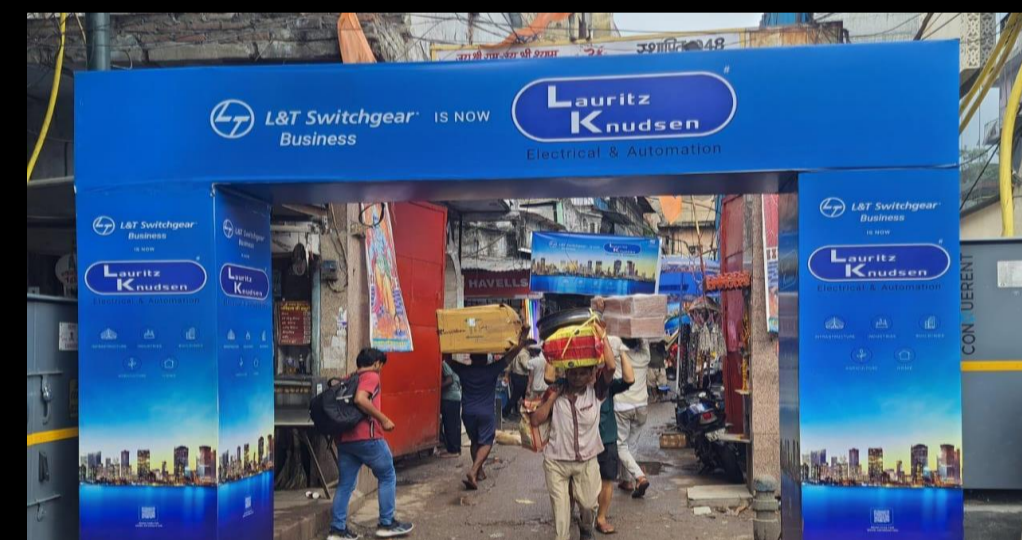
Most iconic voice (Amitabh Bachchan) pronouncing Lauritz Knudsen and his show (Who wants to be a Millionaire)



Lauritz Knudsen in the front of Jersey, of Mumbai Indians in Indian Premier League '25 & '26



Closer to the Customers | Grass root campaigns




Halla Bol Market Campaigns



Town to town van campaign



Village level campaigns



Product **portfolio**
& customer buying
behavior necessitate
2B2S¹ strategy in India

Market & Segments

Deeper coverage and market reach

Channel

Large footprint with geographic coverage and channel retention

Portfolio

Leveraging full strength of the combined portfolio

Choice to Customer

Both Lauritz Knudsen & Schneider are amongst requested names in tenders

¹ two brands, two sales



Electrical & Automation

in India



Naresh Kumar
Chief Operating Officer
Lauritz Knudsen

Celebrating legacy of the
most trusted
electrical brand of India

Partnership of
decades

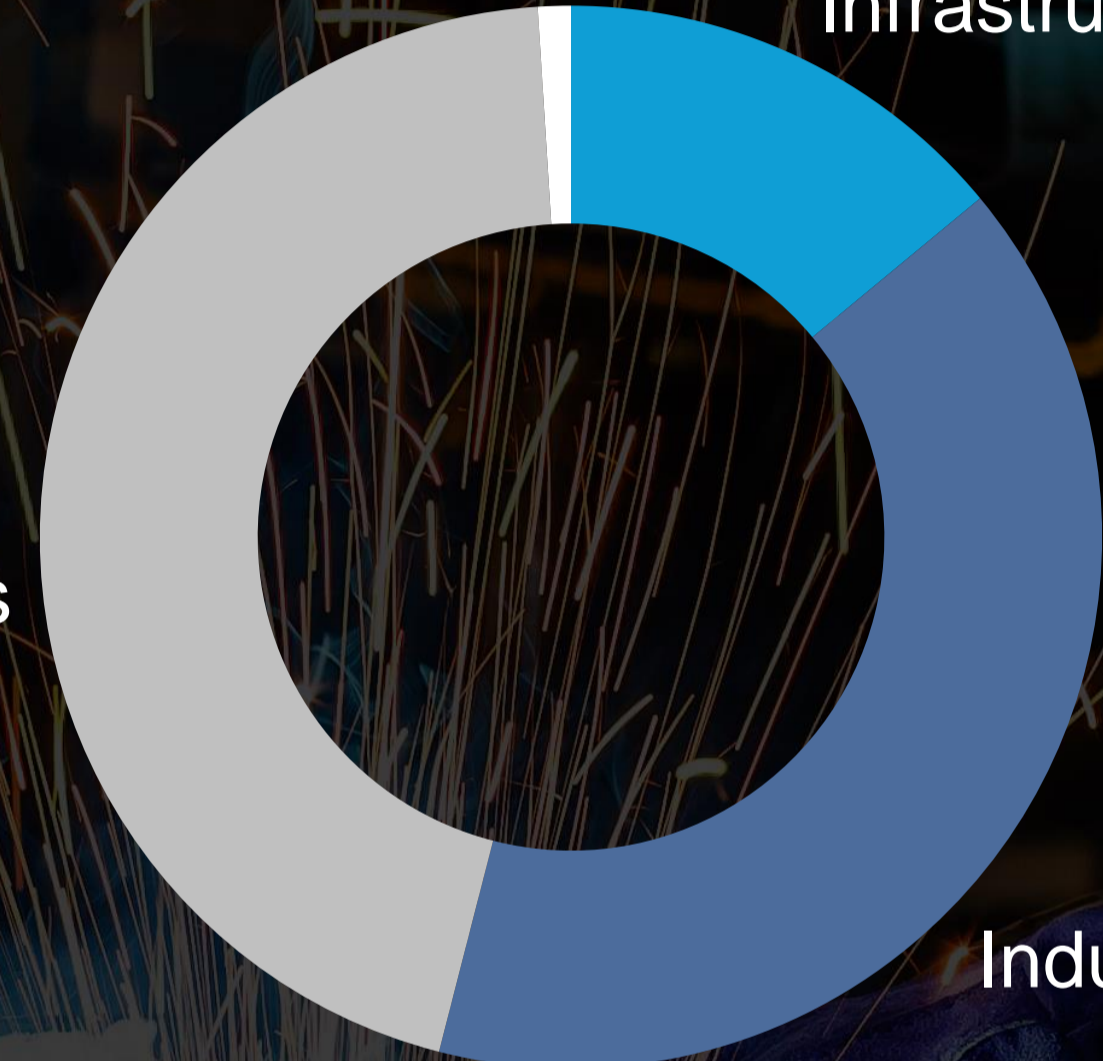
Trust of
1.4Bn Indians

We're proud to have partnered with India as it has witnessed revolutions, across decades

Balanced end-market exposure

Data Centers & Networks

Infrastructure



Buildings

Industry



Agricultural



Industrial



Digitalization



Mobility



Renewable

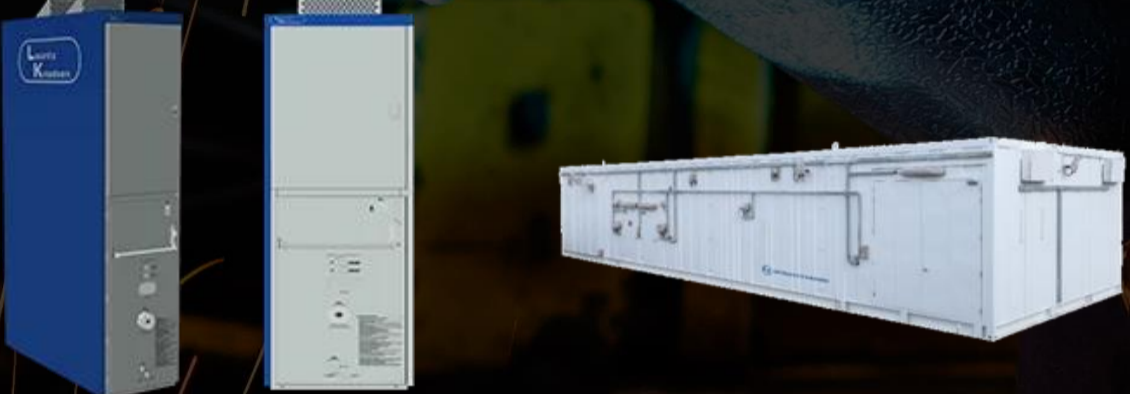
With best-in-class **technology** meeting the needs of the Indian market



Final Distribution - Circuit breakers



Power Distribution products



Med. Voltage Products & Equipment



Pump starters and controllers



Contactors



Industrial Starters and AC Drive



Our Prestigious Projects



**Major Airports – Mumbai, Delhi, Bangalore
Present across all smaller Tier 2 airports**



**Overhead Metro stations across major Metro
Projects**



Healthcare segment including all AIIMS projects



**The Statue of Unity
World's largest statue**



**INS VIKRANT -
India's first indigenous aircraft carrier**



**Amrita Hospital
Asia's largest hospital**

We are thrilled to embark on this exciting journey with



An opportunity for a new chapter

L&T divestment program

Schneider Electric as the “best home”

Among several large international players showing their interest

Technology and investments

Brought by Schneider Electric from day 1

Empowerment and accountability

Trusting Lauritz Knudsen deep coverage and market understanding

and we will
continue to partner
with India, towards
a **Viksit Bharat**

Conceptualized & Designed in India

Leverage in-house R&D, ensuring faster
time to market & cutting-edge innovation

Made in India, for India

Customized to thrive in diverse Indian conditions,
meeting the dynamic needs of the Indian market.

And for the Globe

Proudly exporting to 30+ countries

Unrivaled reach & Partners network

c.65% Revenues through Partners



Unprecedented Distribution Network



Panel Builders & System Integrators



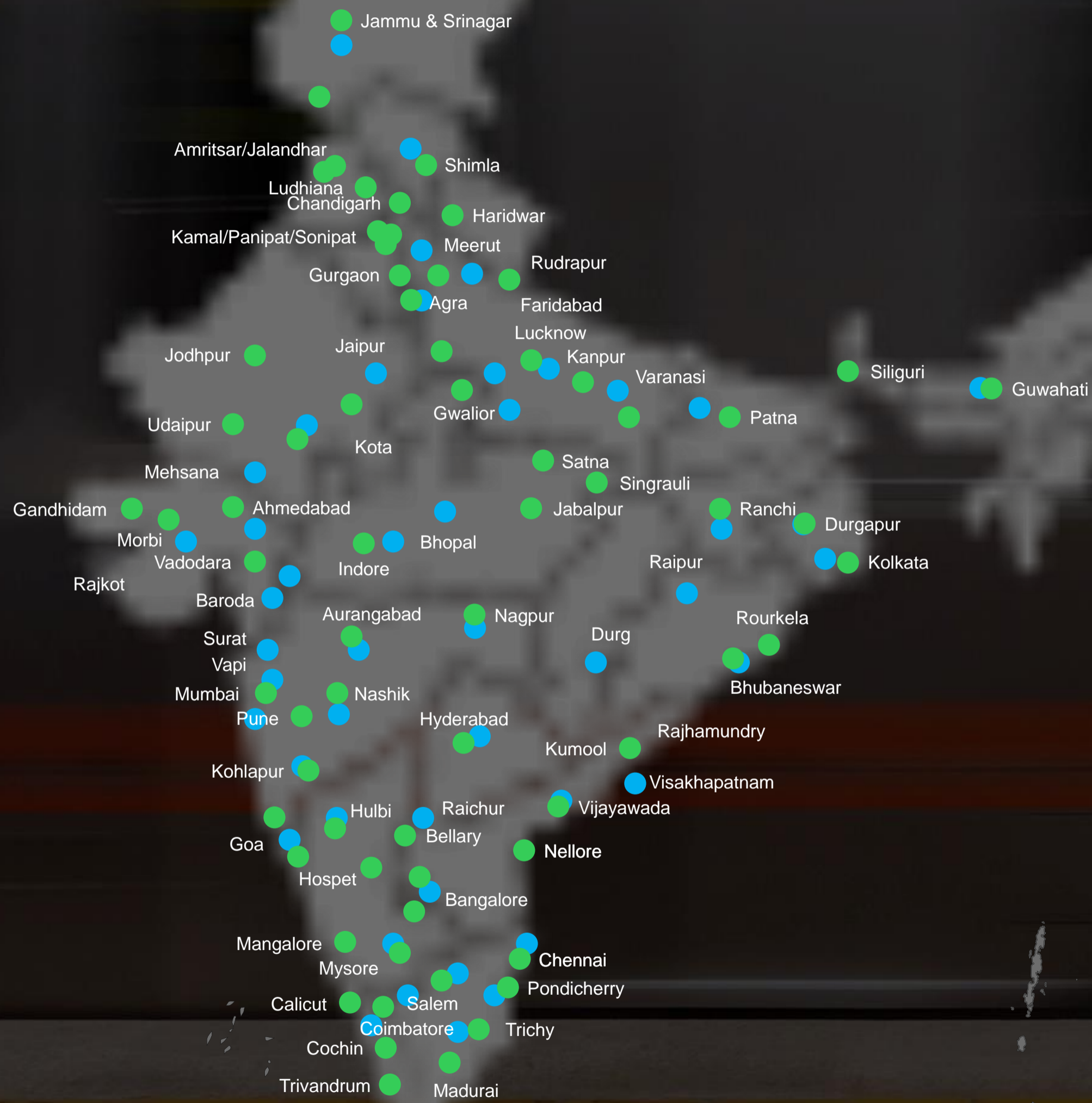
Electricians

Presence throughout the market
from Tier 1 cities to Rural areas

Unique ecosystem based **on long-term partnership model**

Complementary Distributors network with no overlap

Multi-generation partnerships
“generations worth of trust”



A unique and **complementary Market coverage**

Both brands actively present in **Tier 1 and Tier 2**

Lauritz Knudsen brings a deeper reach in **Tier 3, 4 & Rural**

- SE Sales Network
- Lauritz Knudsen Sales Network

LUMINOUS

KEY GROWTH DRIVERS



Established as the
“Brand of Choice”



Focused on solar & prosumer markets



Technology & Manufacturing:
Modernization of industrial footprint and
increased R&D capability

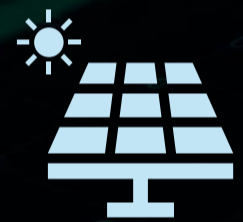


...TO SHAPE THE “LUMINOUS OF TOMORROW”

Core Inverters & Batteries
Future ready tech & innovation bets-
*Li-ion integrated offers for hi-tech
prosumers*



Solar Segment Focus
Accelerate energy self-sufficiency & cost
savings through DERs*



International Business
Leverage product capabilities to deeply
penetrate select International markets





Prescription and Systems approach across end-markets

Smart Grid

Schneider Electric enables Grids to speed up the Energy Transition towards Net Zero

~500 GW

50% of India electricity demand from renewable energy by 2030

India Net-Zero Ambition by 2070



Sustainability

Reduced carbon footprint



Digital for Efficiency

Increased energy efficiency



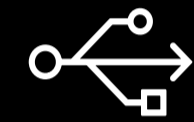
Resilience

Improved Infrastructure resilience



Grid flexibility

Empowered Prosumers



Availability

Increased access to power



Leveraging our unique portfolio

Of Schneider Electric offers to Grids, including ADMS advanced solution to support Tata Power Electrical distribution system of Northern Odisha

Addressing the demand for reliable and efficient grids

Control of distribution network of 200+ substations to improve system reliability and efficiency

Infrastructure

Schneider Electric driving seamless operations and enhance traveler experience while meeting sustainability, and digitization challenges

80 new airports
to be built in the next
5 years in India

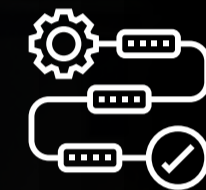
By 2050
Carbon Neutrality
at Airports



Sustainability
Reduced carbon footprint



Central Operations
Achieving integrated operations



Process Optimization
Enhanced operational efficiency



Facility and Energy Management
Maximized facility uptime and energy efficiency



Noida
International Airport

Cutting-edge solutions to monitor and control airport

Complete building management solutions
Electrical SCADA and ADMS to significantly boost
the airport's operational efficiency and sustainability

Our commitment to making airports sustainable

Innovative solutions to optimize energy efficiency,
reduce operational costs, and minimize environmental
impact - integrating renewable energy sources

Data Centers

Schneider Electric will act as a key enabler of India's transition to a greener, more scalable data center future

~1GW

available installed capacity by 2024

~ 3GW

additional capacity by 2028¹



Sustainability

PPA, Consultancy and circular economy



High Availability & Reliability

Scalability, modularity & standardization



Digitization

Of Data Center life cycle



Innovation

Built to suit solutions through advanced technologies – AI, Big Data & IoT platforms

Princeton Digital Group

230 MW capacity expansion plan

Supported by Schneider Electric solutions

Uptime Tier III & IGBC platinum DC certified

Lowering carbon footprint & enhance energy efficiency

¹ APAC Data Center; set to see strong growth and AI Uplift by BofA Securities & 2024 Data Center outlook report published by JLL

Buildings

Schneider Electric enables digitization & electrification from a single building to an entire real-estate portfolio

~50%

of the buildings required by 2040 in India have yet to be built

>30%

of energy is wasted in buildings



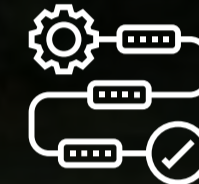
Sustainability

Reduced carbon footprint



Hyper Efficient

Increase energy efficiency



Resilient

Improved operational resilience



People Centric

Enhance occupant experience and well-being



MAHAVEER
Finest Homes & Honest Practices

Schneider Electric Digital Power Train

Reinforce safety measures by integrating Schneider Electric power logic heat tag into Prisma Set switchboard

Safety always at the forefront of Mahaveer projects

Mahaveer Gateway projects offers modern office, retail places and luxury homes designed to meet demands of today's living standards

Industry - Cement Plant

Schneider Electric, a key enabler of India's "National Infrastructure Pipeline" towards sustainable nation building

Digitalizing 7 of Top 10
Cement Manufacturers in India

Smart Manufacturing
from Crusher to Packing



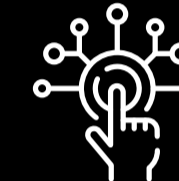
Sustainability

Cutting edge solution for achieving sustainability targets and lowering CO2 emissions



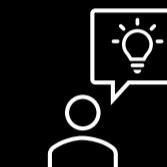
Efficiency, Uptime & Reliability

Fully automated plant with scalability, modularity and availability



Digitization

Enhanced operational efficiency, real-time visibility with secure operations



Innovation

EcoStruxure Digital solutions & technologies with seamless interface of energy and process data

A leading
**Cement
Manufacturer**

Accelerating 'Smart Manufacturing' in Cement Industry

Operated and Maintained through Schneider Electric Automation, Digital & Electrical solutions

Reduced Emissions Improved Plant Performance

State of Art IoT 4.0 enabled Cement Manufacturing - powered by "EcoStruxure Power and Process"



Our Software, Services and Sustainability offerings are a real differentiator on the market

Pimpri-Chinchwad Municipal Corporation (PCMC) AVEVA

Smart Cities

The smart city vision for PCMC was to create a data-driven approach

To deliver on PCMC's ambition of becoming India's most livable city by 2030 and a lighthouse within the '100 Smart Cities' mission

Unified Operations Center sets new standard in smart city innovation and efficiency

driving a 15-20% reduction in usage and emissions as a result of the smart metering energy management application

smart city system is enabling traffic congestion cuts by 20-25% and pollution reduction by a similar amount

Going beyond the scope of operations in sustainability

Strategize

Climate and energy domain expertise

Digitize

Leading lifecycle software and digital services

Decarbonize

No. 1 in energy management



Enterprise-level Energy Efficiency



Energy Sustainability Partnership for 136 Hotels across India



Enterprise Efficiency Services | ~40,000 MT CO₂ Reduction/annum



Renewable energy procurement consulting

Ready to deliver our ambition for Schneider Electric in India

We are ready to address customers needs **across all of India**

We have built a **platform for innovation** to capture growth opportunities in India and to support **the rest of the world**

We are uniquely positioned to **support Digital India**, fast growing **Infrastructure, Industrial** expansion and **sustainability roadmap** execution

Powering India's sustainability
and growth for global

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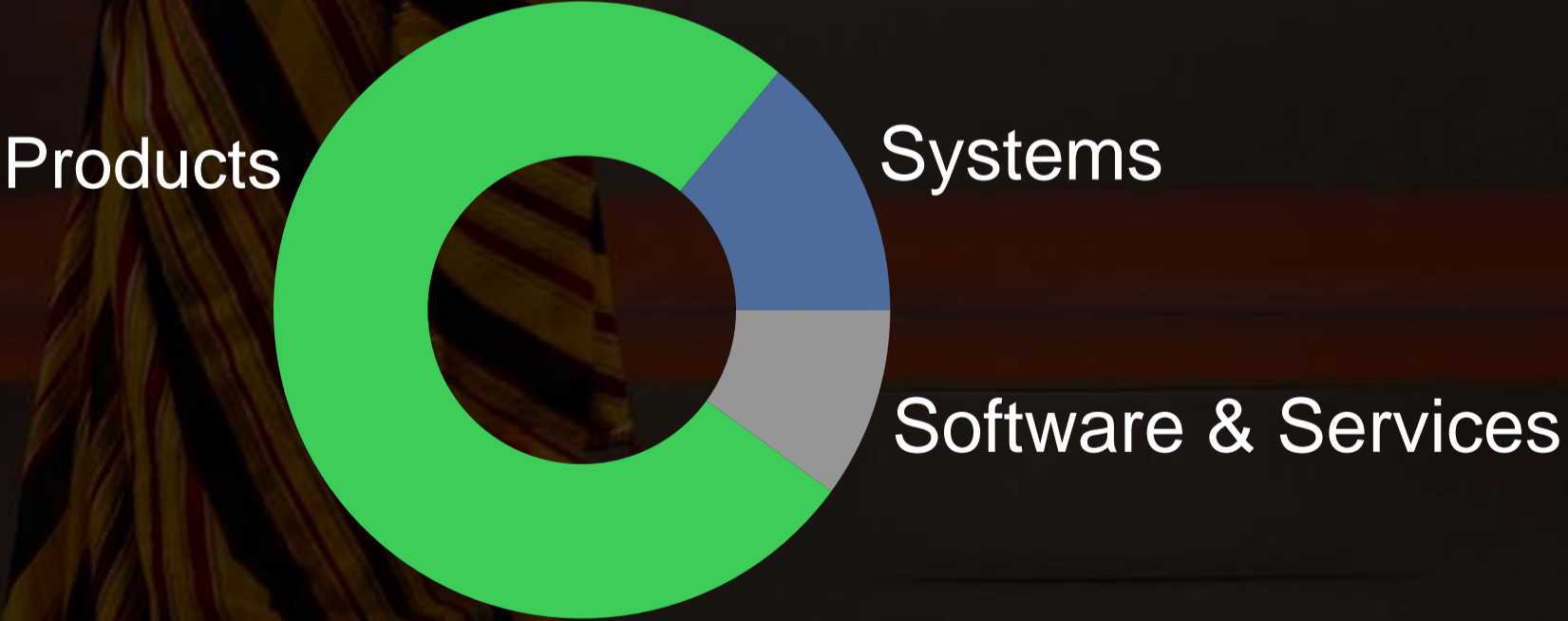
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Schneider
Electric

Schneider Electric revenues in India



FY23 India sales by business



FY23 India sales by Business Model

1. Excludes export sales by Indian entities
2. The JV entity owned 65% by Schneider Electric and 35% by Temasek (Schneider Electric India Private Limited) had statutory revenues of c.€1.6bn in FY2023 including export sales

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