

Ref no.: EIL/SEC/2025-26/10

6th May 2025

The Secretary The Calcutta Stock Exchange Limited 7 Lyons Range Kolkata - 700 001 CSE Scrip Code: 15060 & 10015060	The Secretary BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400 001 BSE Scrip Code: 500086
The Secretary National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot no. C/1, G Block Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051 NSE Symbol: EXIDEIND	-

Sub: Investor Meet Presentation

Dear Sir/Madam,

With reference to our letter dated 1st May 2025 pertaining to intimation of earnings call for analysts/ investors scheduled to be held today, 6th May 2025 we are enclosing herewith the presentation on the Company's performance for the quarter and year ended 31st March 2025.

This communication is also being uploaded on the website of the Company at <https://www.exideindustries.com/investors/schedule-of-investor-meet-presentation.aspx>.

We request you to kindly take the same on record and acknowledge receipt.

Thanking you.

Yours faithfully,
For Exide Industries Limited

Jitendra Kumar
Company Secretary and
President- Legal & Corporate Affairs
ACS No. 11159

Encl: Investor Presentation



Investor Presentation

Exide Industries Limited

May 2025



- 1 Company Overview
- 2 Trade Business
- 3 Institutional Business
- 4 International Business
- 5 New Business: Green Technology Solutions
- 6 Key Financial Highlights
- 7 Sustainability Initiatives & CSR

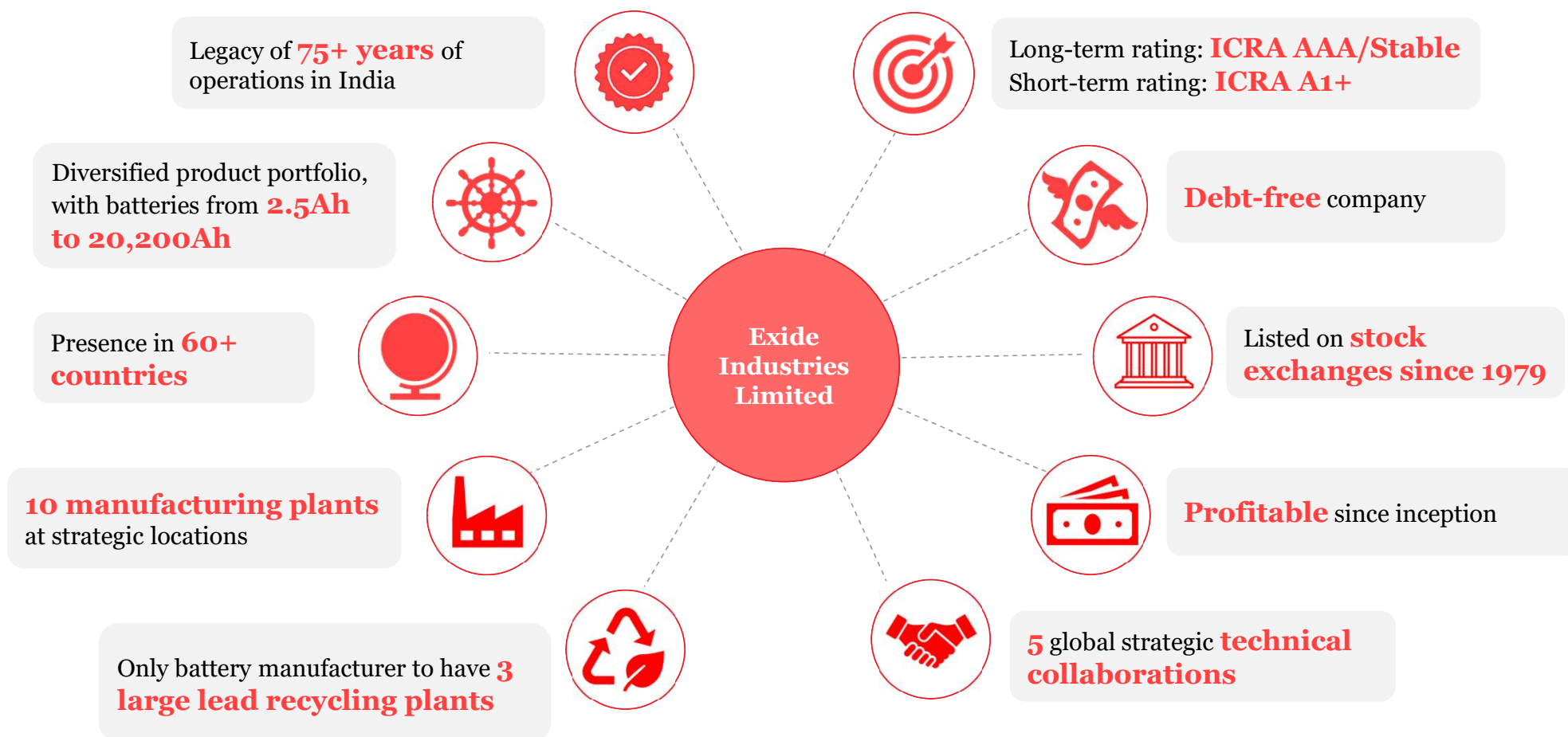
AGENDA



Company Overview



Exide Industries Limited – Snapshot





Year in retrospect

Manufacturing Prowess

66 Mn
Automotive Battery

7.6 Bn Ah
Industrial Battery

346 KMT
Lead Recycling

Distribution Reach

>1,00,000
pan India Dealer
Network

Financial Strength

Rs.30,638 Crore*
Market Cap

Rs.16,588 Crore
Revenues

Rs.1,893 Crore
EBITDA

Rs.1,441 Crore
PBT

Sustainability Focus

20% Renewable
energy consumption

75% of Recycled Lead
Consumption

3.75 Lakh+ lives
touched by CSR
initiatives

INR 3,602 Cr. already
invested in Green
Technology Solution

* as on 28th March 2025



Comprehensive product portfolio serving multiple applications

Trade - B2C Aftermarket

Mobility



4-Wheeler



2-Wheeler



3-Wheeler

Reserve Power



Home-UPS



Industrial-UPS



Solar Solutions

Last Mile



ERK Battery



ERK Vehicle

Institutional–B2B Clients

Vehicular OEMs



4-Wheeler



2-Wheeler



3-Wheeler

Infrastructure



Industrial-UPS



Traction



Telecom



Railways



Power & Projects

Submarine



International Business

Automotive Batteries



Traction batteries



Reserve power



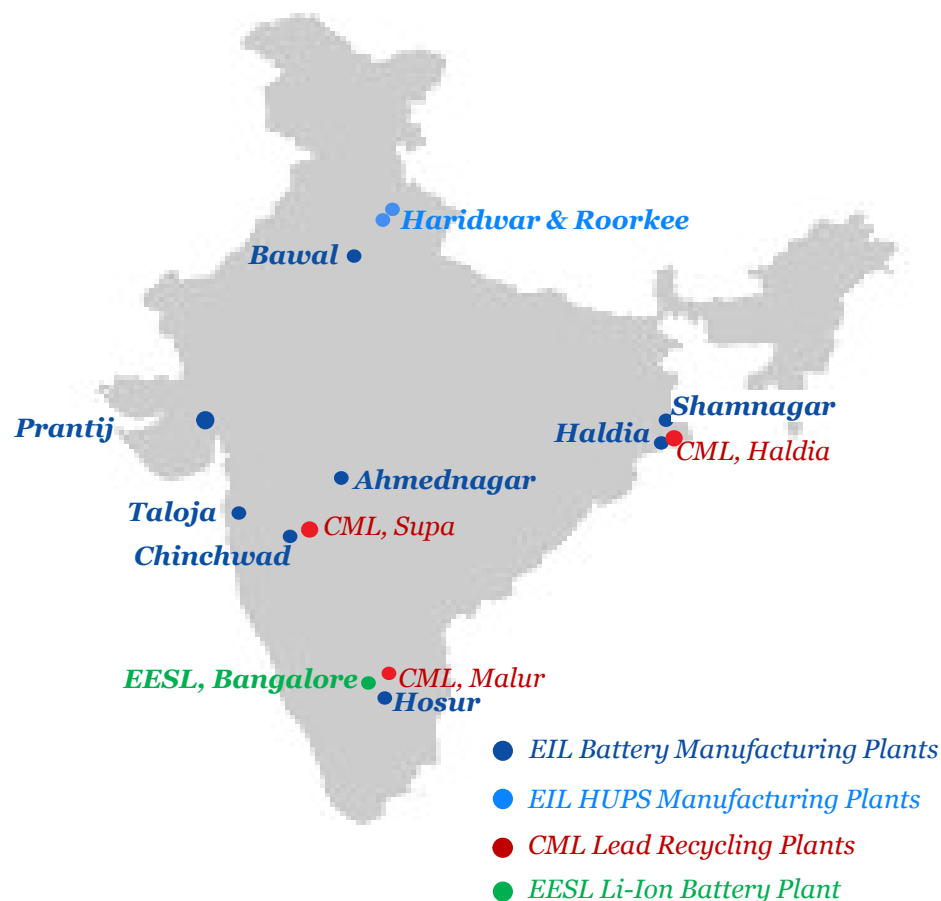
Industrial-UPS



Solar Solutions



Manufacturing plants: Proximity to clients drives agility & efficiency



Strategic locations

- Plants are close to the OEMs
- Pan India presence - always close to the market
- Lead recycling plants are close to mfg. plants

Legacy meets technology

- Shamnagar – First plant, 75+ years
- Haldia: One of the largest integrated auto and industrial batteries manufacturing hub in S.E. Asia



Update on Manufacturing Efficiency Programs

Punch Grid in MC

Phase I – Ramped up in Jan'25

Phase II – Expected in Q4 FY26



Automation in MC

Current status – 40% achieved

Completion – Q3 FY26



Con-Cast for CV

Phase I – Ramp up from Apr'25

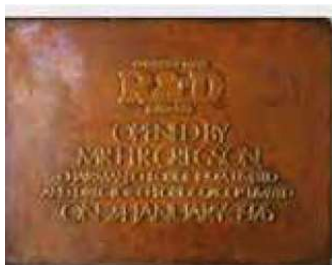
Phase II – Q4 FY26



Strong R&D focus leading to advanced technical products & solutions

Exide R&D Centre, Kolkata

Established in 1976, it's one of the finest R&D centers



International technical collaborations



- Moura Batteries



- Furukawa Battery Company



- East Penn Manufacturing
- Advanced Battery Concepts



- SVOLT Energy Technology Co. Ltd

Recent developments

Developed high efficiency AGM* batteries, for domestic & international markets

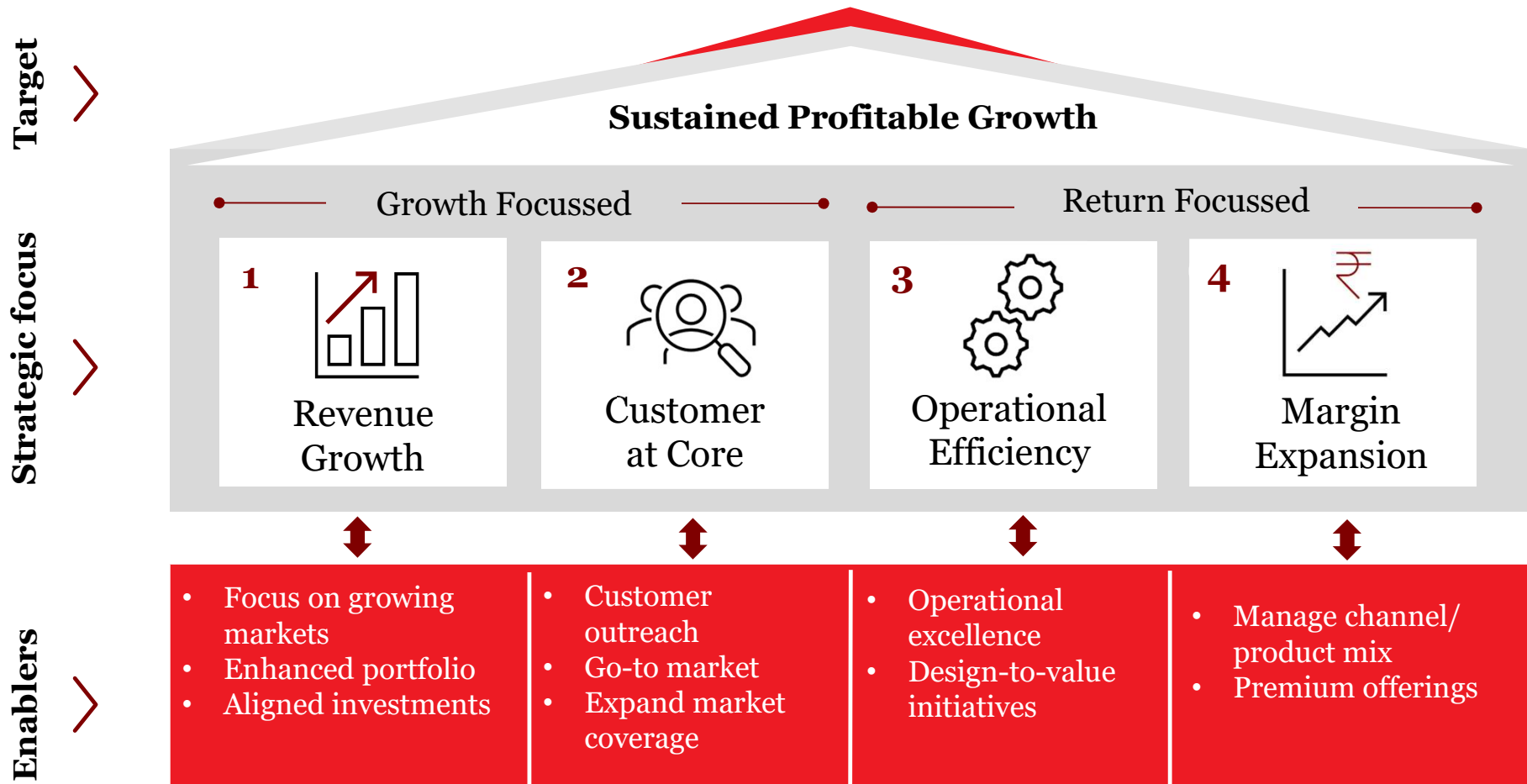
Supplying auxiliary batteries for E2W and E4W to auto OEMs

Developed Front Terminal Planished Grid (FTPG) range of batteries for critical power backup in Data Centres

Adopted technologically advanced AGM and T-Gel batteries for BESS application

Focus on strengthening manufacturing processes and lowering turnaround time & costs

*Absorbent Glass Mat





Aim to drive returns through multiple initiatives



Revenue Growth

- **New Product** launches
- **Roof top solar** as end-to-end solution
- Deeper **distribution** penetration
- Fine tuning **channel programs**, portfolio and packaging
- Price negotiation in B2B channel
- **Exports** – entering new countries, appointing distributor



Operational Efficiency

- **Automation** → productivity & efficiency
- Commercialise **tech-intensive** products
- Continuous **quality** improvement
- Deploying **EV** in last mile delivery
- **Digital** monitoring of operations



Improved Profitability

- **Product mix** towards higher margin products
- Optimise **inventory**
- **Digital Dashboards** for monitoring margins and profitability

Excellence.



Trade Business (B2C)



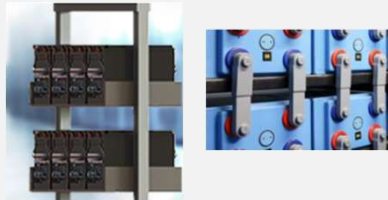
Long-term external growth drivers in place to support growth

Automotive Replacement market



- Disposable income and **urbanization growth** driving vehicle demand
- Increasing demand for **advanced batteries** to benefit organised players
- **Auxiliary battery** for EVs

Industrial UPS Trade Market



- Rising critical **power back up** needs in BFSI, hospitals, etc.
- Increased requirement for safer and durable backups

Home – Reserve Power



- Rising temperatures, **adverse weather** conditions
- Increasing consumer need for **uninterrupted power** supply

Solar



- India's 500GW **RE ambition** by 2030
- MNRE's **roof-top solar** target of 40GW by 2026
- Increased **financial support** under the PM Surya Ghar scheme



We are well positioned to capture the opportunity

Product

New product

For Commercial vehicles, e-rickshaws and inverters

Solar solution

End-to-end rooftop solar solution under “Exide Sunday” gaining traction

EV Auxiliary battery

Supplying auxiliary battery to major EV OEMs

Packaging

Enhanced aesthetics of packaging

GTM

Alternative Channels

Focussed channel strategy to serve rural markets and fleet operators

Digitally empowered

1 lakh+ partners is digitally enabled with mobile apps

Hyperlocal marketing

To increase footfalls and enquires from local customers

Channel finance

Partnered with fintech partners for channel financing

Cutting-edge products and offerings for trade vertical

INTRODUCING
EXIDE
AGM
i Intelligence

GIVE YOUR SUPERCAR ITS SUPERPOWER

48 MONTH WARRANTY*

EXIDE AGM

Exide AGM is the new age battery, made in India for Indian roads. It is expertly crafted for the nation's riders, and ensures unmatched performance and reliability every time.

- No top-up, Maintenance Free
- High power & All-weather Performance
- 3X Life
- Low ambient temperature
- High vibration resistance
- Low self-discharge

*T&C apply

EXIDE

SMART SOLUTIONS FOR YOU
ON THE ROAD / AT YOUR HOME

Smart Batteries For Your Smart Cars

EXIDE
ALL-STAR

60 MONTH WARRANTY*

EXIDE
PEAK

48 MONTH WARRANTY*

EXIDE
PEAK

End-to-End Solar Solutions *Aaram se!*

EXIDE
SUNDAY

EXIDE
SOLAR

- Design & Installation by Exide
- Comprehensive Warranties
- Up to 100% Savings on Electricity Bills
- 25 YEAR* Warranty on Solar Panels



**WHEN IT COMES TO SAVING A LIFE,
EVEN A SPLIT SECOND MATTERS.**

EXIDE
NXT+

Presenting the unmatched Exide NXT+ that ensures seamless power for your critical needs.

Continue to enrich portfolio with technologically advanced products

1 New range of batteries for LCVs, HCVs

INDIA MOVES ON **EXIDE**

YOUR ULTIMATE
HEAVY-DUTY PERFORMER

EXIDE
XPRESS

PRESENTING THE ALL-NEW SKU
XP1000H29R



42 MONTH WARRANTY (24F+18P)

2 New range of invertors under Exide Home Sub-brand

PRESENTING **EXIDE HOME**
INVERTERS & INVERTER BATTERIES

ZINDAGI NON-STOP



PLEX Pure Sine Inverter

66 600W

42 400W

EXIDE HOME INVERTER BATTERY

EXIDE HOME INVERTER

EXIDE HOME INVERTER

3 New range of E-Rickshaw batteries

EXIDE **E-RICKSHAW**

एक्साइड ई-राइड बैटरियों की नई रेंज

बेधियाल परफॉरमेंस। ज्यादा दूर चले।

शुरू हो सफर एक्साइड ई-राइड पे तो चले गाड़ी और लाइफ, दोनों फुल स्पीड पे!

अपने एक्साइड फिरेड ई-रिक्शा से जाएं सबसे ज्यादा

- अधिक पावरफुल
- ज्यादा पाइपेज
- ज्यादा जीवन
- कम वोल्टेज विल
- कम सेल्फ-डिसचार्ज
- हार्ड चार्ज के उपयुक्त



12 12V 60Ah

15 15V 60Ah

12 12V 60Ah

7 7V 60Ah

- ज्यादा हाईकैपासिटी
- अधिक पाइपेज
- सबसे उच्च
- हार्ड चार्ज सहनशीलता
- बिजली का कम बिल
- कम सेल्फ-डिसचार्ज

INDIA MOVES ON **EXIDE**





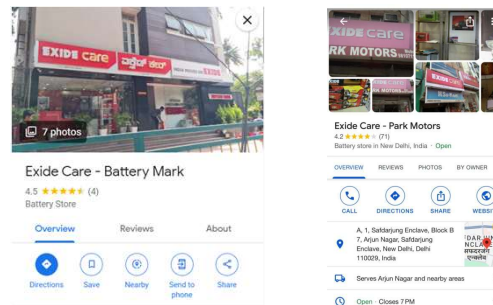
Empowering channel partners by digital enablement

1,00,000+
Distributors
/Dealers

Regular
engagement
with channel
partners to
ensure
product
promotion
and training



Empowering channel partners through digitalization initiatives



Hyperlocal marketing initiatives enable dealers in attracting more end-customers

100% of our channel partners are connected via Mobile apps:

- Faster resolution with higher transparency
- Stronger after-sale support



Partnered with financial institutions to provide financing options to primary and secondary channel partners



Institutional Business (B2B)



Mega trends: In a strong position to capitalise on the opportunity



Automotive OEMs

- **Rising urbanization** driving demand for personal mobility
- **Improving rural income** to drive 2Ws, CVs, 3Ws, tractors.
- **Increase in infrastructure** development spend by govt.



Digitalisation & Energy Transition

- **Data Centers:** Increasing cloud adoption ~20% CAGR expected in DC capacity in medium-term
- **BESS:** Higher mix of RE driving growth of BESS solutions



Automation

- **Railways:** 100% electrification of railway routes planned by FY26¹
- **Traction:** Material Handling Equipment demand growth across end-user segments (Airport/ Retail/ Warehouse/ Logistics Centres)



Infra Investment

- **Projects:** Govt. impetus on infra spending² - outlay for metro projects & urban infra
- **Power:** Thermal power plants being set up for the base load
- **Telecom:** Increasing demand for greener infrastructure



Our solutions are future ready to serve evolving requirements

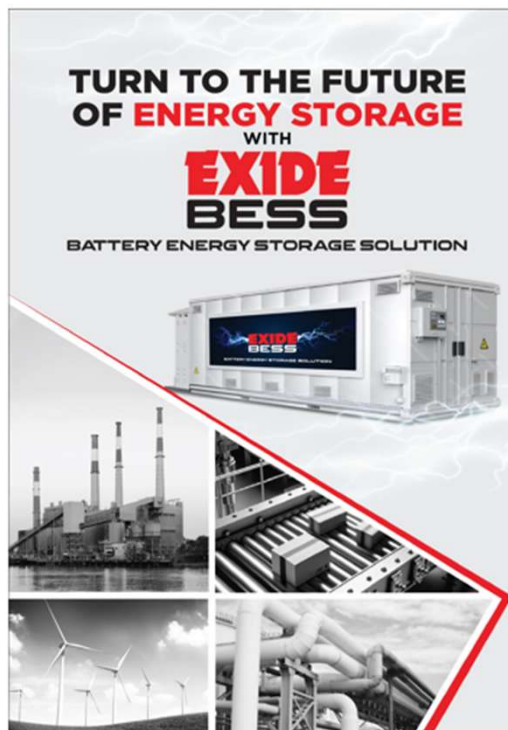
Low Maintenance EHP batteries for Data Centre



10 years of design life

Responsible Recycling

Exide launches EXIDE BESS – a fully containerized Battery Energy Storage System (BESS)



Traction Batteries : Opportunity Rapid Charge Batteries for the customers



Infrastructure Sector: Solutions for power, projects, railways etc.



Investor Presentation | EIL | May 2025

Building brand resonance and enhancing customer relations

Participation at various forums to connect with customers



**Elecrama Exhibition,
New Delhi**

Technical seminar for B2B customers



Exide Edge: Enhancing customer service through digital initiatives

Digital customer service

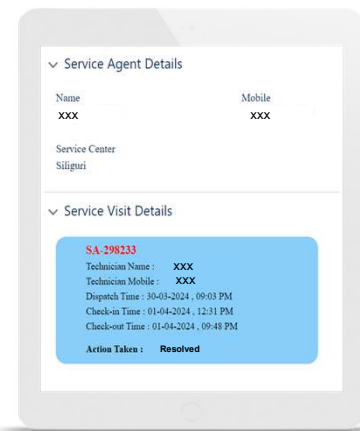
Welcome To Exide Industrial Customer Support



Our New Toll Free No
1800 203 5758

for Industrial Batteries, Solar Inverters, Solar Panels,
Solar batteries, and Sunday Solar Systems.

- One Stop Portal for all Industrial Customers
- Online Complaint Tracking
- Immediate & Transparent Resolution

The image is a screenshot of a digital customer service portal. It displays two sections: "Service Agent Details" and "Service Visit Details". The "Service Agent Details" section shows fields for Name (XXX), Mobile (XXX), and Service Center (Siliguri). The "Service Visit Details" section shows a list of service visits with columns for SA, Technician Name, Technician Mobile, Dispatch Time, Check-in Time, Check-out Time, and Action Taken. The first entry shows SA-298233, Technician Name: XXX, Technician Mobile: XXX, Dispatch Time: 30-03-2024, 09:03 PM, Check-in Time: 01-04-2024, 12:31 PM, Check-out Time: 01-04-2024, 09:48 PM, and Action Taken: Resolved.



International Business

Capturing global markets with innovative offerings

Automotive

14+ Distributors

Onboarded in FY25

13+

Key regions

Industrial

28+ Accounts

Onboarded in FY25

20+

Key regions

International Business

- Presence in **60+ countries**
- Contributes to **nearly 8%** of the standalone turnover
- Supply **automotive batteries, traction batteries and reserve power storage solutions**
- Focus on meeting stringent global specification for international clients

Tapping international clients through the multi-brand approach

EXIDE

CEIL
TRUSTED BATTERY SYSTEMS


**BLACK
PANTHER**

INDEX

 **DAGENITE**

CHLORIDE

 **SF SONIC™**

DYNEX

JUPITER

Expanding global footprints with extensive brand portfolio



Reaching out to global markets with advanced products

**New products
with advanced
features**



AGM batteries in multiple markets



JIS traction cells

**Active
participation in
international
exhibitions**



Automechanika Frankfurt 2024



MIMS Automobility Moscow 2024



Green Technology Solutions: Lithium-ion Cells & Batteries



India's electrification demand expected to be 120 GWh by 2030

Li-ion battery demand for
Automotive and Industrials
expected to be 120 GWh by
2030

Key growth drivers

Strong policy & regulatory support



- Auto PLI
- State EV policies
- Subsidies and benefits

Market adoption drivers across user segments



- **2W & 3W:** Personal, B2B, e-commerce
- **4W:** Personal, taxi fleet
- **CV:** Last mile connectivity
- **Renewables:** Increased Government focus
- **Telecom:** 5G roll-out



Exide is in advanced stages of setting the cell manufacturing facility

Wholly owned subsidiary Exide Energy Solutions Ltd



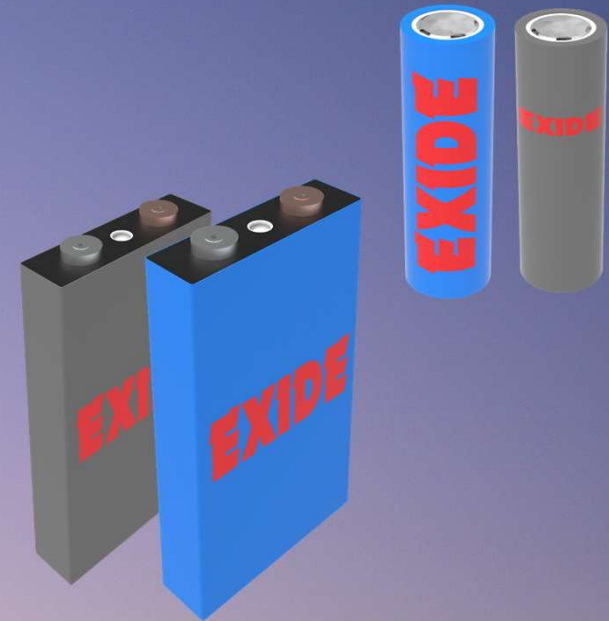
- Setting up of **12 GWh** green field project for li-ion cell manufacturing in 2 Phases
- Offer complete end to end solution: from cell to system - “**molecule to megawatt**”
- Equity invested of **Rs. 3,602 Crore** in EESL done till Apr-25

Technical Collaboration with SVOLT Technology Solutions Ltd.



- Leading li-ion cell manufacturer with ~3,000 team members and ~500 experts in li-ion battery R&D
- **Multi-year** technical collaboration for li-ion cell technology
- Support for setting the plant on a turnkey basis

4 Lines planned for capacity of 6 GWh in Phase-1





Exide is ahead of the curve in its lithium-ion battery foray

Exide Industries Limited

↓ 100% Subsidiary



Exide Energy Solutions Limited (EESL)

A

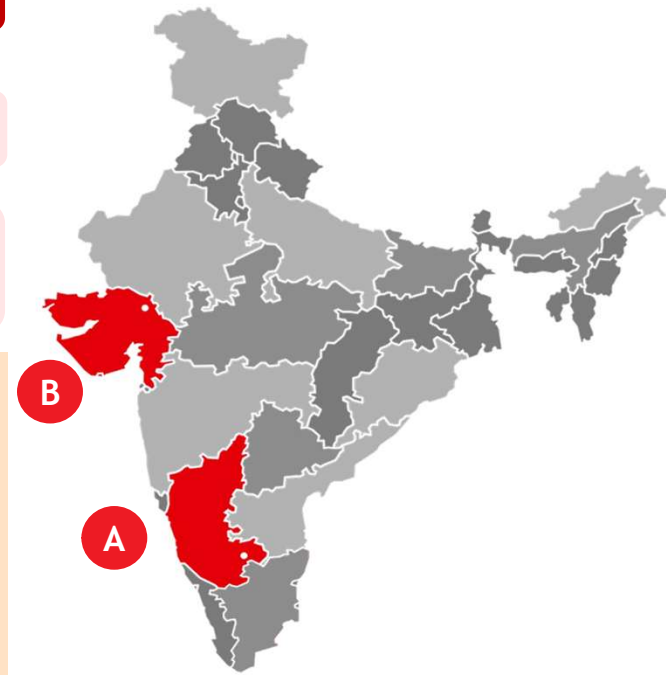
Lithium-ion Cell Plant, Bengaluru

- Construction & project work under progress
- 12 GWh capacity
 - Phase I– 6 GWh
(NCM: 3 GWh, LFP: 3 GWh)
 - Phase II– 6 GWh

B

Lithium-ion Pack Plant, Prantij, Gujarat*

- Lithium-ion battery packs assembly line
- 1.5 GWh capacity
 - Pouch/prismatic/cylindrical cell to pack
 - Cell testing lab
 - Prototype and pilot line



*Note: This facility was under a wholly owned subsidiary Exide Energy Private Ltd., which has now become a subsidiary of Exide Energy Solution Ltd. The amalgamation has been approved by NCLT, Kolkata Bench in March 2024.

Our competitive edge and value proposition



End-to-end product and solution offering

- Multiple chemistries/form factors
- Customizable solutions
- Joint product development



Backed by SVOLT's world class technology & quality

- Tech partnership with global Li-ion cell player
- Automated robotic assembly lines
- Robust quality check test points in manufacturing
- Strategic raw material sourcing partnerships



Scalable operations to meet customer needs

- State-of-the-art plant planned with multiple production lines
- Potential access to strong dealer network for charging and after-sales market support



Significant progress across workstreams for timely completion

Particulars	Progress
Organization	<ul style="list-style-type: none">• Onboarded professionals with specialised expertise• Focus on training and development to strengthen functions
Funding	<ul style="list-style-type: none">• Mix of internal accruals and loan financing• Exide's total equity investment is ~ Rs.3,602 crore
Project Construction	<ul style="list-style-type: none">• Construction nearing completion, equipment installation underway• Commercial production is anticipated in FY26
R&D	<ul style="list-style-type: none">• Jointly working with SVOLT to achieve key milestones• Developed world class R&D center with team of engineers and scientists
Supply Chain	<ul style="list-style-type: none">• Identification and onboarding of both local and international suppliers• Meetings conducted for ensuring uninterrupted supply of key materials
Off-take	<ul style="list-style-type: none">• In advance stage of collaborating with OEMs and energy providers• Continuous efforts to onboard large customers across segments



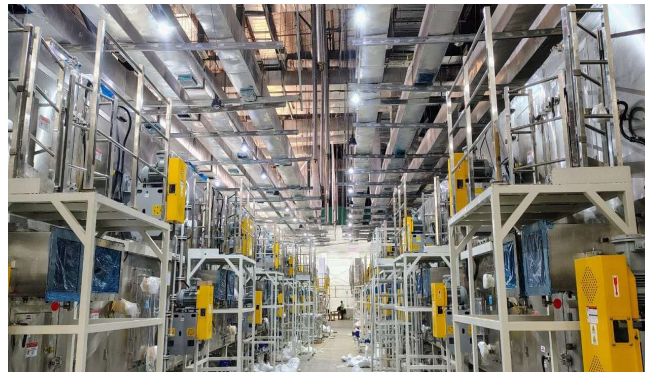


Onsite construction works is progressing well...

Office Building



Cell-manufacturing plant



Utility and substation buildings





Lithium-ion Pack Plant, Prantij, Gujarat





Fully Operational Pack manufacturing facility at Prantij, Gujarat



3WL Battery Pack

Telecom Battery Pack



Bus Battery Pack



2WL LD Battery Pack



Key Financial Highlights of EIL Standalone

Q4FY25 performance highlights

Sales¹

INR

4,159 Cr.

Y-o-Y **+4%**

Q-o-Q **+8%**

EBITDA

INR

467 Cr.

Y-o-Y **-10%**

Q-o-Q **+4%**

PBT

INR

343 Cr.

Y-o-Y **-10%**

Q-o-Q **+5%**

FY25 performance highlights

Sales¹

INR
16,588 Cr.

Y-o-Y + **4 %**

EBITDA

INR
1893 Cr.

Y-o-Y + **1%**

PBT

INR
1441 Cr.

Y-o-Y + **2 %**

Strong balance sheet and positive cash flow generation

Balance sheet Highlights

Particulars	Unit	FY22-23	FY23-24	FY24-25
Total Equity	Rs. Crore	11,210	13,137	14,442
Total Debt	Rs. Crore	Nil	Nil	Nil
Debt : Equity	Ratio	Nil	Nil	Nil
RoCE*	%	18.9%	19.4%	17.6%
RoE	%	8.3%	8.7%	7.8%

Positive Cash flow generation

Particulars	Unit	FY22-23	FY23-24	FY24-25
Cash flow from operations	Rs. Crore	848	1,996	1,298^

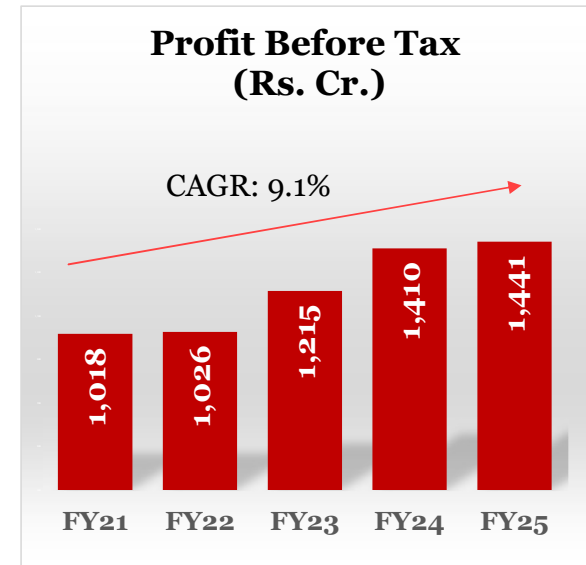
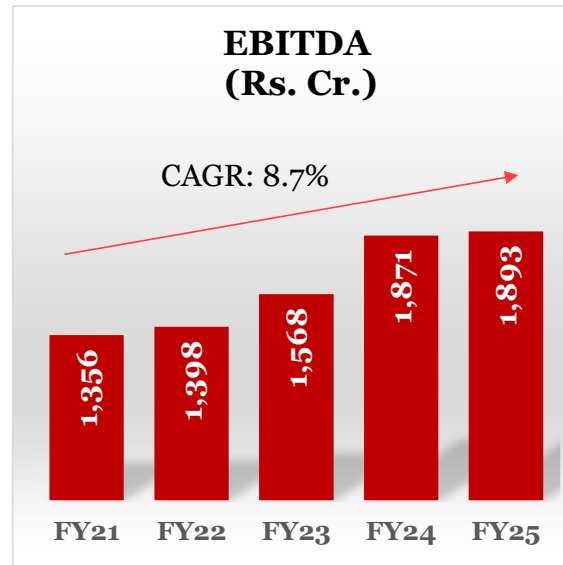
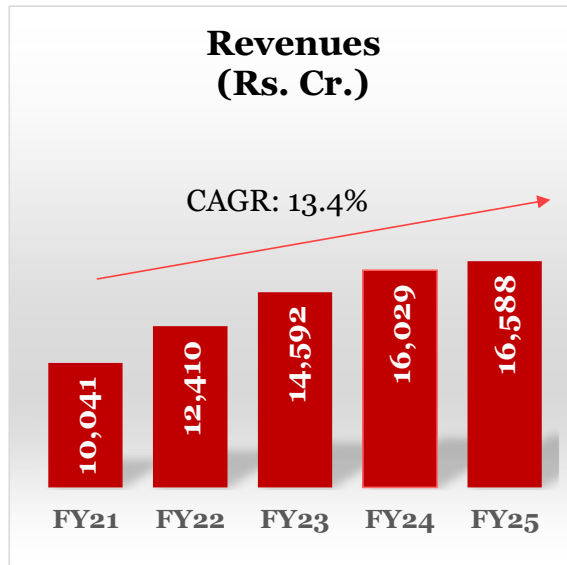
Continue to maintain :

- **Zero** Debt : Equity
- **Healthy** return ratios
- **Efficient** WC management
- **Strong** cash flow generation
- **Internal Accruals** funding new projects from

- *RoCE is calculated as Profit Before Interest and Tax divided by average capital employed (excluding stake in HDFC Life Insurance Ltd and Exide Life Insurance)
- ^Lower operating cash flow in FY24-25 was due to higher working capital requirement



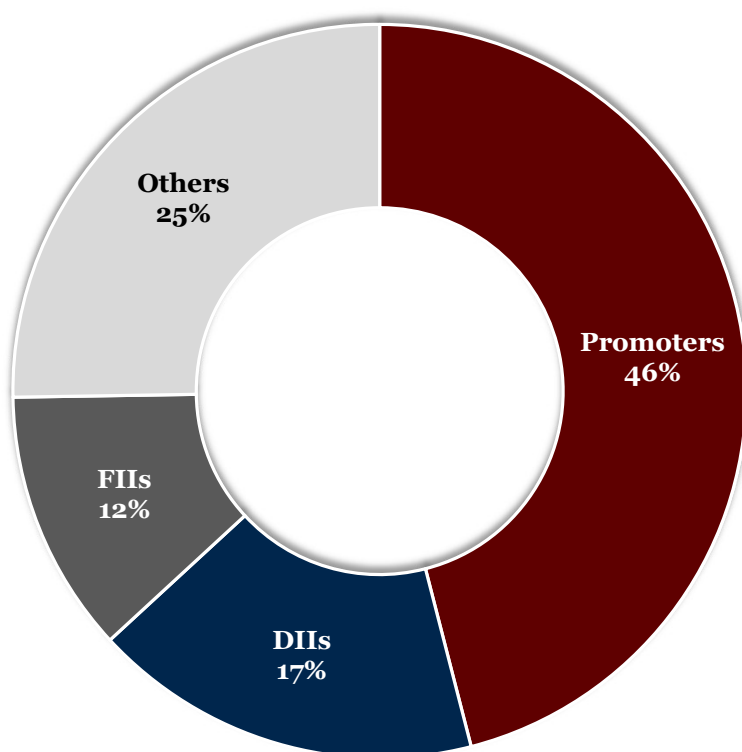
Consistent financial performance delivered over the years



- Strategic initiatives to boost sales and control costs enabled company to deliver consistent performance
- Generated positive cash flows for last **10+** years
- **Zero debt** company since 2012¹
- **Healthy profit generation** despite challenging macro environment in past few years

1. Except for short-term borrowing for overseas equipment purchases @ 1-2% interest availed during FY15-FY17, Profits exclude exceptional items

Shareholding pattern as on March 31, 2025



Market information (as on 28 March-2025)

CMP (Rs. per share)	360.4
Shares Outstanding (in Crore)	85.0
Market Capitalisation (Rs. Crore)	30,638



Sustainability and CSR

Sustainability is core to our business and strategy

ENVIRONMENT

- **20%** energy consumption from renewable sources in FY25
- **75%** Recycled lead & lead alloys
- **~17%** Recycled plastics
- **15%** of last-mile deliveries are via EVs.
- **Usage of LNG** trucks for primary logistics in select factories



SOCIAL

- **0.10** Lost Time Injury Frequency Rate (LTIFR) for Workers
- **3.75 lakh+** Lives positively impacted through CSR initiatives;
- **18,000+ hours** of Employee volunteering
- Hybrid working policy for young mothers
- **~ 80%** of upstream value chain partners underwent ESG awareness workshops



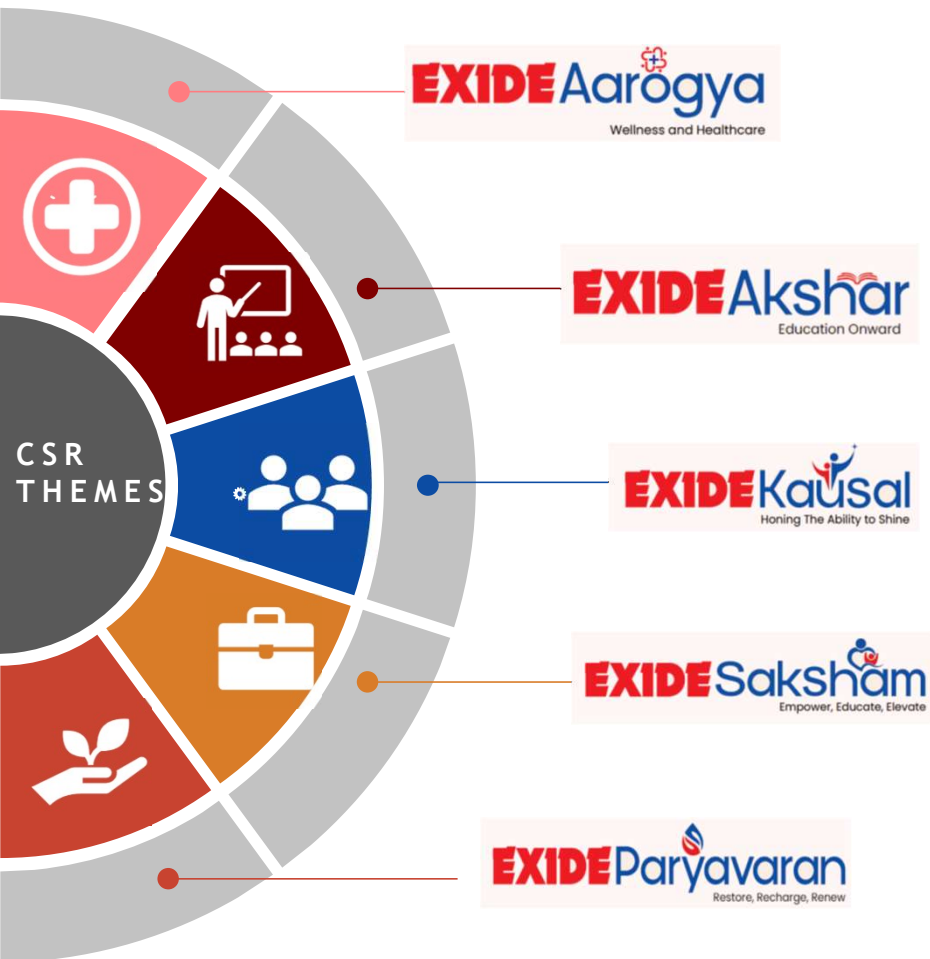
GOVERNANCE

- **ISO 31000** certified Risk Management framework
- Total board remuneration is **less than 2%** of profits against mandate of 11%
- **Separate position** for Chairman and CEO for more than a decade
- **Shareholder survey** form, fostering better communication and informed decision-making





CSR initiatives: Fostering inclusive community growth



Prioritizing 5 pillars for socio-economic growth



Impact created

- **3.75 lakh+** people benefited in FY25
- Rs.100+ crore invested in CSR initiatives in last 5 years

In this document, we have disclosed forward-looking information to enable analysts and investors comprehend our prospects and take investment decisions. This document and other statements—written and oral—that we periodically make, contain forward-looking statements that set out anticipated results based on the management’s plans and assumptions. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions.

The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. We undertake no obligation to publicly update any forward-looking statement or comparative assessments, whether as a result of any new information, future events or otherwise.

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THANK YOU!