



Exide Industries - Q2FY24 & H1FY24 Presentation

November 2023

Key Financial Highlights

Revenues

Rs.4,107 Crore
(+10.1% YoY)

EBITDA

Rs.483 Crore
(+17.0% YoY)

PBT

Rs.385 Crore
(+16.7% YoY)

PAT

Rs.287 Crore
(+16.5% YoY)

EPS

Rs.3.38

Q2FY24 - Operational Highlights

- Revenues growth driven by volume growth and calibrated pricing strategies.
- Automotive division witnessed demand uptick both from OEMs and in the replacement market.
- Large scale capex across sectors is driving volumes and sales growth in the industrial division.
- Effective cost management strategies to lower fixed costs are yielding results. Other expenses as a % of sales declined to 13.1% in Q2FY24 (13.5% in Q2FY23).
- EBITDA margin and PBT margin increased to 11.8% and 9.4% in Q2FY24 (11.1% and 8.8% in Q2FY23).

Revenues

Rs.8,179 Crore
(+7.1% YoY)

EBITDA

Rs.915 Crore
(+14.4% YoY)

PBT

Rs.707 Crore
(+11.6% YoY)

PAT

Rs.529 Crore
(+11.9% YoY)

EPS

Rs.6.22

H1FY24 - Operational Highlights

- Steady volume growth in the first half along with judicious pricing strategies supported revenue growth.
- EBITDA margin increased to 11.2% in H1FY24 from 10.5% in H1FY23 on the back of procurement efficiencies and lower fixed costs.
- Cost containment measures help lower fixed, other expenses were 12.5% of sales in H1FY24 (13.0% in H1FY23).
- Automotive division volumes are gradually picking up across end-markets and is expected to further increase in the near-term.
- Industrial division is seeing strong growth aided by healthy orderflow from multiple sectors.

Strong balance sheet and positive cash flow generation



Balance sheet Highlights

Particulars	Unit	Sept-23	Mar-23
Shareholders' Funds	Rs. Crore	12,639	11,210
Total Debt	Rs. Crore	Nil	Nil
Debt : Equity	X	Nil	Nil

- Continue to maintain the **Zero debt** company since 2011

Positive Cash flow generation

Particulars	Unit	H1FY24	H1FY23
Cash flow from operations	Rs. Crore	1,491	1,007

- Prudent working capital management along with healthy profits leads to **strong cash flow generation**

We continue to deliver an upbeat performance with operating profits growing by 17% and 14% in the second quarter and the first half of the current financial year respectively. Sales growth of 10% during the quarter was broad-based with both automotive and industrial verticals growing at a healthy pace. Input costs were slightly lower, and this with effective cost optimisation initiatives aided growth in profits.

In the near-to-medium-term, we are optimistic of the demand scenario and believe that with our future-ready product portfolio, pan-India market presence and cost efficiencies, we will continue to deliver sustainable and profitable growth.

Our lithium-ion cell manufacturing project is progressing well. We are excited about the future and look forward to becoming one of the leading domestic players offering state-of-the-art products and solutions in the fast-growing electric mobility space as well as for stationary applications.

Green Technology Solutions: Lithium-ion Cells & Batteries



EXIDE Update on the lithium-ion cell manufacturing project



Particulars	Progress
Organization	<ul style="list-style-type: none">• Recruitment of top tier team comprising experienced and senior personnel to support project execution and delivery has been completed
Funding	<ul style="list-style-type: none">• Mix of internal accruals and loan financing• Recently secured banking credit line for project financing
Project Construction	<ul style="list-style-type: none">• Key approvals obtained; on-ground construction works progressing as per the plan• Selection and order placement for equipments under progress
Technology	<ul style="list-style-type: none">• Jointly working with SVOLT to achieve key milestones across workstreams• R&D members training with SVOLT team is underway
Supply Chain	<ul style="list-style-type: none">• Identification and onboarding of local and international suppliers under progress
Volume Off-take	<ul style="list-style-type: none">• Active customer engagement across mobility and stationary applications

Onsite construction works going on in full swing



Lithium-ion cell manufacturing facility - Final View

Administrative building



Cell-manufacturing plant



Our readiness in the emerging EV battery space

[Click here for the video](#)

Financials

Particulars (Rs. Crore)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ
Sales	4,107	3,730	10.1%	4,073	0.8%
Cost of Goods Sold	2,829	2,590		2,922	
Gross Profit	1,278	1,140	12.1%	1,151	11.0%
Gross Profit Margin (%)	31.1%	30.6%		28.3%	
Employee Expenses	256	224		237	
Other Expenses	538	503		481	
EBITDA	483	413	17.0%	432	11.8%
EBITDA Margin (%)	11.8%	11.1%		10.6%	
Depreciation	126	112		119	
Other Income	39	36		19	
Interest	12	6		10	
PBT	385	330	16.7%	322	19.4%
PBT Margin (%)	9.4%	8.8%		7.9%	
PAT	287	246	16.5%	242	18.6%
PAT Margin (%)	7.0%	6.6%		5.9%	
EPS (Rs.)	3.38	2.90		2.85	

Particulars (Rs. Crore)	H1FY24	H1FY23	YOY
Sales	8,179	7,637	7.1%
Cost of Goods Sold	5,751	5,404	
Gross Profit	2,428	2,233	8.7%
Gross Profit Margin (%)	29.7%	29.2%	
Employee Expenses	493	439	
Other Expenses	1,019	994	
EBITDA	915	800	14.4%
EBITDA Margin (%)	11.2%	10.5%	
Depreciation	245	221	
Other Income	58	68	
Interest	21	13	
PBT	707	633	11.6%
PBT Margin (%)	8.6%	8.3%	
PAT	529	473	11.9%
PAT Margin (%)	6.5%	6.2%	
EPS (Rs.)	6.22	5.56	

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!

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