INVESTORS' MEET
December, 2020

G. Chatterjee

Senior Management

Gautam Chatterjee
Managing Director & CEO

BE (NIT, Dgp.) (Gold Medallist)
PGDBA (IIM A)

Total Experience : 48 Years
Exide Experience : 38 Years
25 Years as Director
5 Years as MD & CEO

Subir Chakraborty
Deputy Managing Director

B Tech (IIT, Madras)
PGDM (IIM C)

Total Experience : 38 Years
Exide Experience : 24 Years
7 Years as Director

A K Mukherjee
Director – Finance & CFO

FCA, FCMA

Total Experience : 36 Years
Exide Experience : 22 Years
13 Years as Director

Arun Mittal
Director - Auto

FCA, ACMA, ACS

Total Experience : 29 Years
Exide Experience : 27 Years
4 Years as Director

Avik Roy
President - Industrial

BEE (JU), MBA (AIM, Manila)

Total Experience : 31 Years
Exide Experience : 2 Years

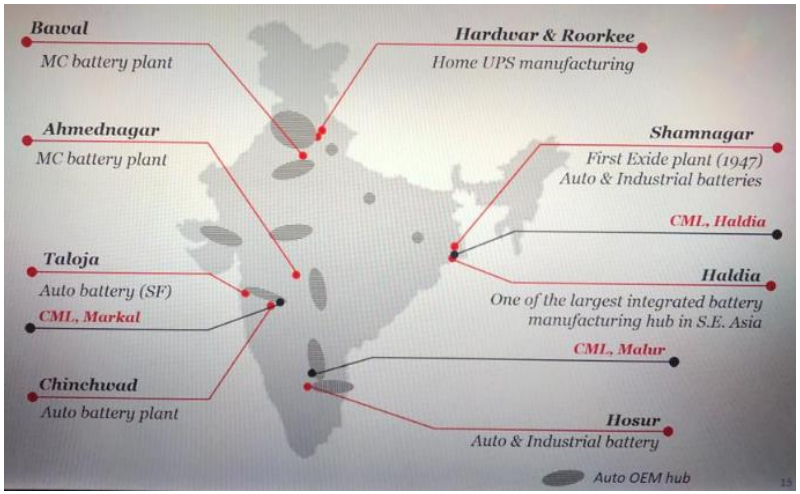
All Highly Qualified Professionals

Financials

	2019-20		2020-21 - Q2	
	Value	Growth %	Value	Growth %
Sales	9,857	-6.9%	2,753	5.5%
PBT	1,057	-6.5%	305	8.5%
EBITDA	1,365	-3.3%	392	6.8%
EBITDA %	13.8%		14.2%	

	CAGR 5 Years	
	Actual	Adjusted*
Sales	9.5%	10.8%
EBITDA	7.4%	10.3%
PBT	3.9%	7.0%

*Last Quarter Covid Impact Adjusted



Our Market Leadership Across Segment

Exide is leader in most of the application segments of lead acid batteries.....

Automotive	
OEM - 4 Wheeler	
OEM - 2 Wheeler	
Trade - 4 Wheeler	
Trade - 2 Wheeler	
Inverter Batteries	
Exports	*

*No. 2 Indian Exporter of Automotive Batteries

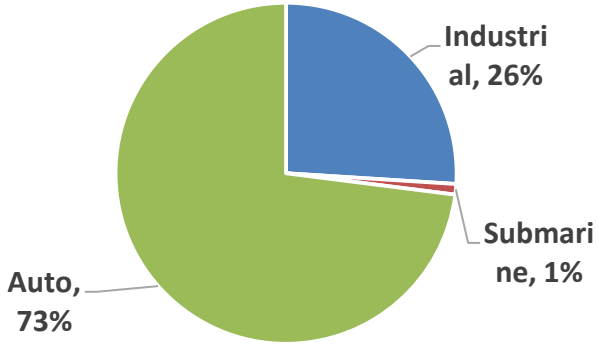
Industrial	
Power	
Solar	
Railways	
Telecom	*
UPS	
Projects	
Traction	
Exports	

*No. 2 in Telecom Batteries

Others	
Submarine	

- Market Leader
- No. 2

Only Player in the World to make Lead Acid Batteries for all Applicable Segments



- Domestic Retail Sales (Auto + Industrial) - Around 60%
- B → B (Auto + Industrial) - Around 40%
- OEM Share of Auto Business (Vehicular 2W + 4W) - Around 60%

Focus - Technology

	Collaborators	Auto	Industrial
• **Immediate Short Term / Ongoing**			
	• Hitachi (Japan) HITACHI	✓	✓
	• Furukawa (Japan) FURUKAWA ELECTRIC	✓	
	• East Penn (USA) EASTPENN	✓	✓
	• Moura (Brazil) MOURA	✓	
• **Medium Term - Disruption**			
	• Leclanche (Switzerland) Leclanché Energy Storage Solutions Li-Ion Technology	✓	✓
	• E-Coult (Australia) ecoult energy storage solutions		✓
• **Long Term - Innovation**			
	• ABC (USA) AMERICAN BATTERY Bi-Polar Batteries	✓	✓

Company - Focus

- Increasing Margin
- Balanced Capital Allocation
- Better Cash Flow and Liquidity
- Growing Insurance Business

Company - Focus

- Market Mapping and Structure Transformation
- Customer Centricity through Technology
- Small Scale Segment
- Sales Growth at least 200 bps more than Market Growth
- Investment in Latest Technology / Plant and Equipment

Focus - Cost

- **Cost Leadership**
  - **Transformation Supply Chain**
  - **Manpower Rationalization**
  - **Power Cost Reduction through Solar**
  - **Higher Productivity and Automation in Factories**
  - **Warranty Management**

Focus - Exports

- **Currently Exports is below 10% - we aim to double it in next 3 years.**

Future Proof

- **Digitization of Sales, Service, Supply Chain and Manufacturing in Phase I**
- **Nexcharge – The most modern and versatile Li-Ion Pack and Module making Plant in India**
- **Increasing Smelting Operations**

Nexcharge Update

MANUFACTURING CAPABILITIES

- Prismatic Module Line
- Cylindrical Module Line
- Pouch Module Line

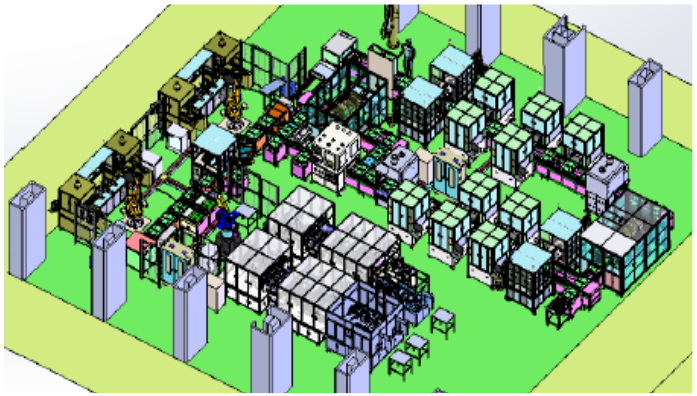
- Low Voltage Pack Line
- High Voltage Pack Line

nexcharge
Exide Leclanche Energy Private Limited

Prismatic Line Status

- Line will be fully commissioned and validated as per SAT in Dec 20.
- First bulk order received for 3000 Battery Packs for Electric -3W from a large OEM. Value 18Cr.
- Line will also be used for making E-Bus & Telcom Modules.

Cylindrical Line Status



- Line installation will expected to be completed by 30th December.
- Line will be used for making battery modules for Electric 2W.
- Protos under testing for many OEM's.

Pouch Module Line

Key Features:

- **Developed in Switzerland with key controls on Safety and Process**
- **Flexible to handle different variants of Pouch cell**
- **All station supervised with MES control**
- **Pouch line is sued for making battery modules for Bus/Car Application.**

LV Line Status

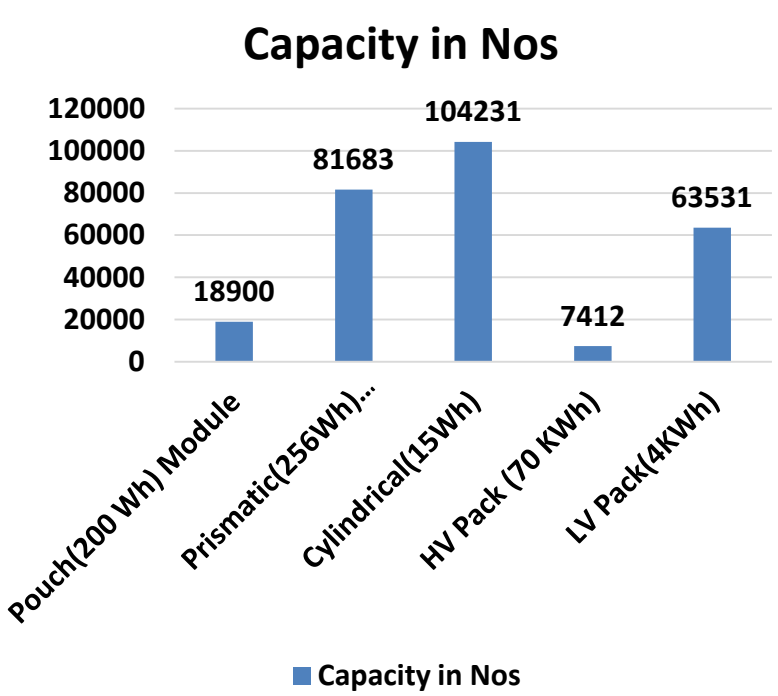
- Lines Commissioned and ready for production.
- Line will be used for making modules into pack for all low voltage applications like 2W/3W/Telecom/UPS etc.

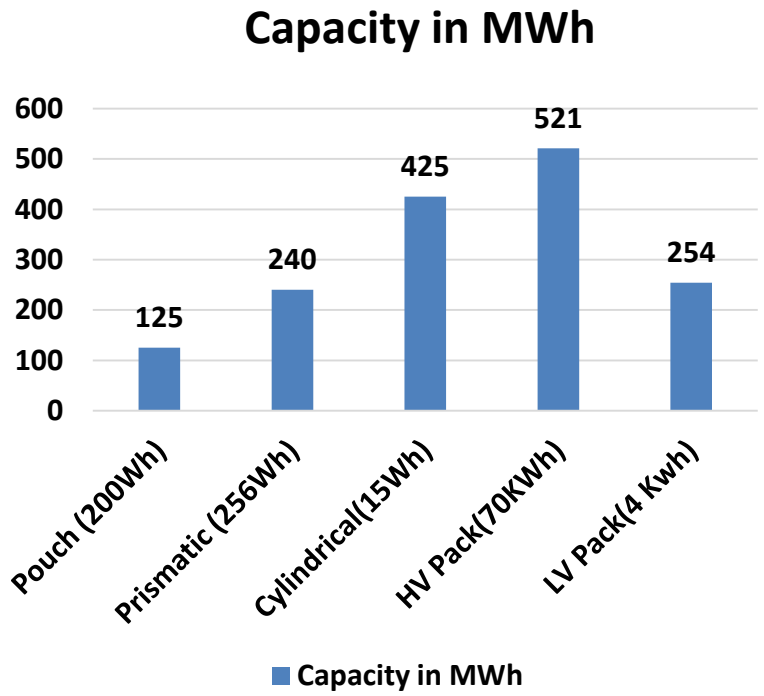
HV Line Status

- HV Line is commissioned and read for production.
- HV line to be used for making High voltage packs for Bus/Car and other high voltage applications.

Capacity Summary

Capacity Summary for all Lines >1.5GWh





Thank You