



Investor Presentation

Exide Industries Limited

February 2026

AGENDA



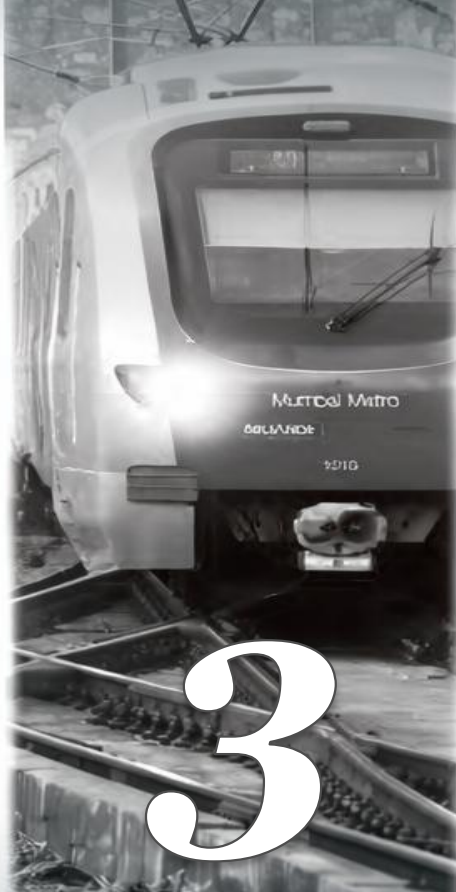
1

Business
Overview



2

Strategic
Initiatives



3

Financial
Highlights



4

New Business:
Green
Technology
Solutions



5

Sustainability
Initiatives &
CSR













Business Overview

















* 11 plants of Exide Industries Limited and 2 plants of Exide Energy Solutions Limited

^ Chloride Metals Limited

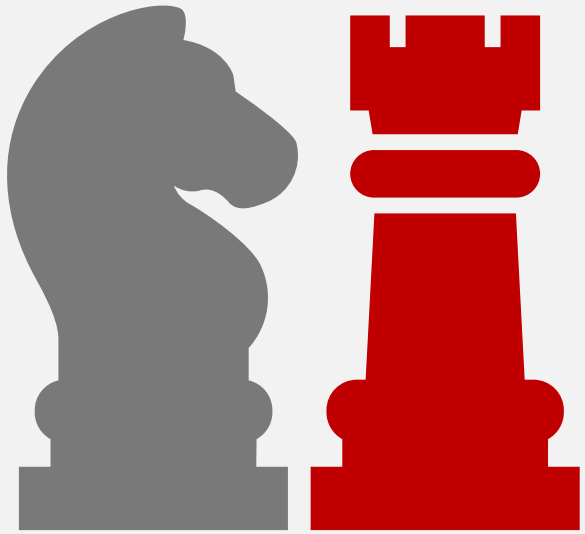
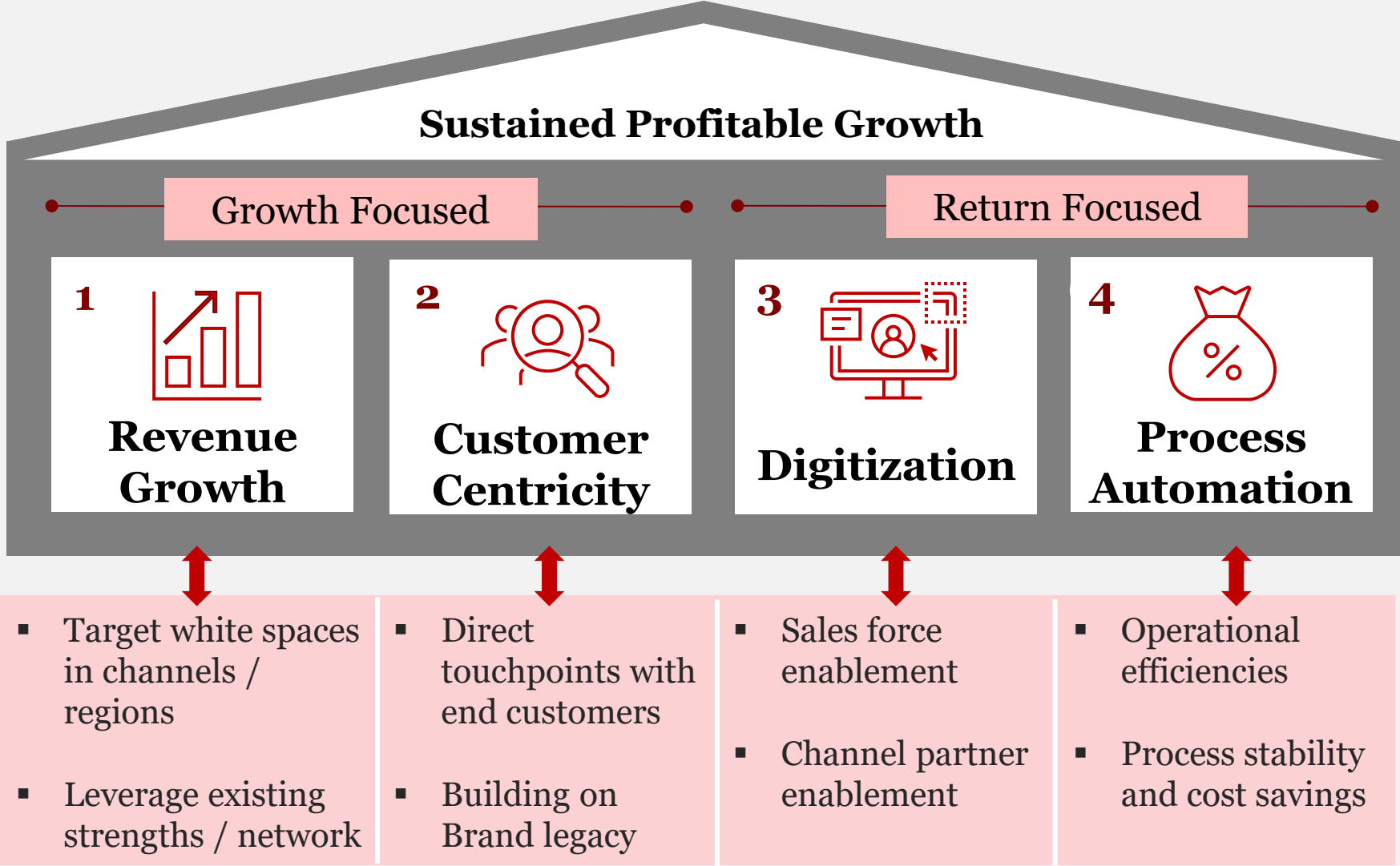
Segments		Trend Q3FY26	Outlook Q4FY26
	4W Replacement		
	2W Replacement		
	Auto OEM		
	Inverters		

Segments		Trend Q3FY26	Outlook Q4FY26
	Solar		
	Telecom		
	Industrial Infra		
	Exports		



Strategic Imperatives





Automotive

- **GST reduction** : 28% to 18%
- Improving **Rural** sentiment and penetration
- Low domestic PV ownership
- Growing vehicle exports



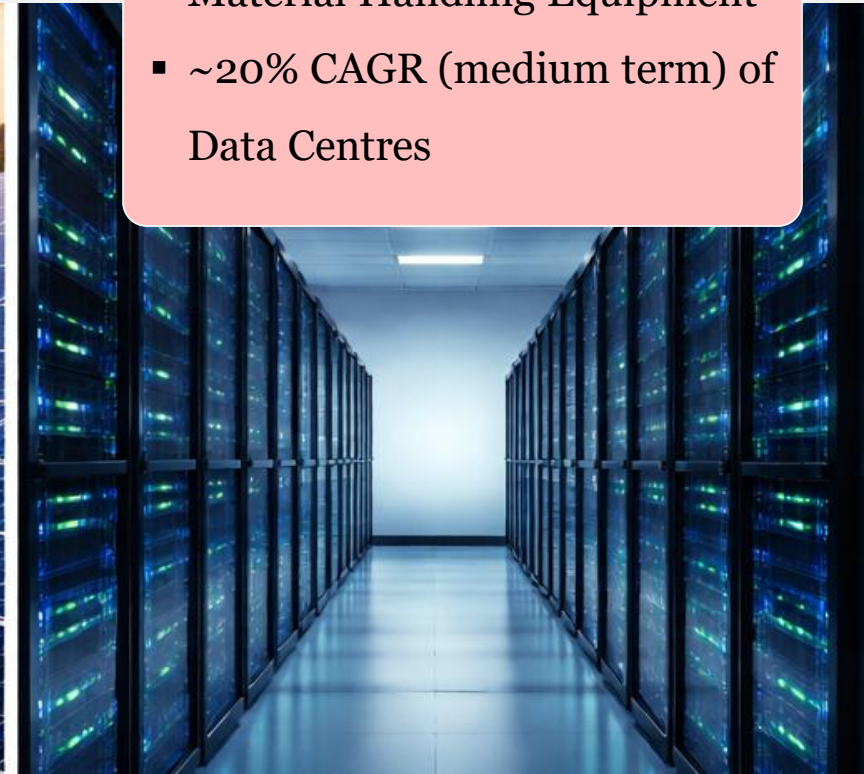
Solar Power

- **GST reduction**: 12% to 5%
- 500 GW RE by 2030
- MNRE's roof-top solar target 40 GW (2026)
- **Financial support** provided by the 'PM Surya Ghar' scheme



Industrial Infrastructure

- ~100% railway electrification by FY26
- **Rising electrification** of Material Handling Equipment
- ~20% CAGR (medium term) of Data Centres



Target ‘share of counters’ in identified white-spaces

- ✓ Covering **high potential** cities, reaching key stores
- ✓ Influencer based programs to increase outreach



Increase upcountry reach through Rural initiatives

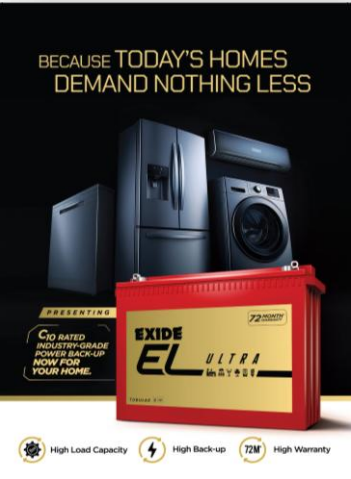
- ✓ Identification of whitespaces & Dealer appointments
- ✓ Increasing Village-level outreach via ‘**Exide Battery Champions**’



Providing Emergency Battery Breakdown Service



70+ Years of Unmatched Trust	1.08 L + Customer Requests in a year	300 + Cities Serviced in India	30 mins Approx. Wait Time Depending on Location & Technician Availability	300+ Technicians
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EL Ultra Premium Segment

- High warranty: 54M FOC + 18M Pro-rata
- Launch: Feb’26



Powerbox Economy Segment

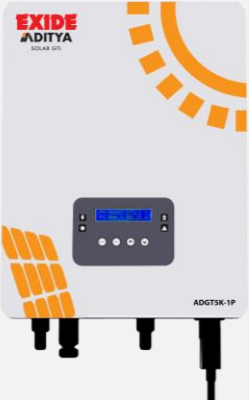
- 18M FOC, extendable to 36M FOC warranty
- Launch: Feb’26

Leveraging OEM relationships to increase market share



- **Kia Seltos** new domestic model (with facelift) - 100% SOB for EIL (Q4 ’26)

Solar Grid–Tie Inverters



- To cater to demand generated by “PM Surya Ghar” scheme
- Launch: Feb’26

AGM batteries for Cars

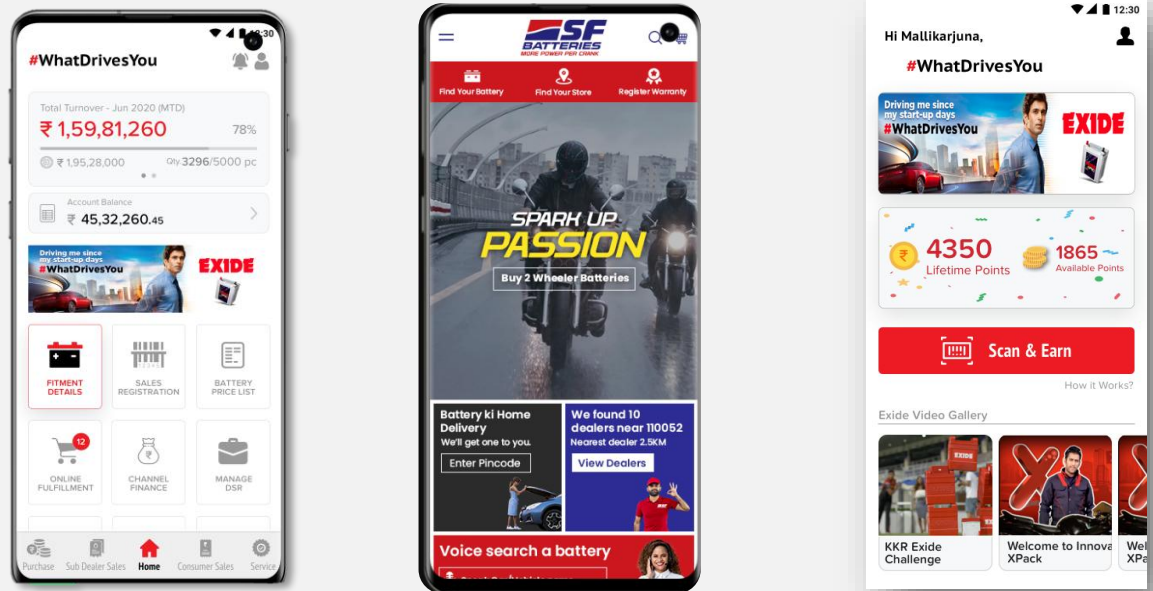


- Catering to PV Segment (50 Ah – 95 Ah)
- Launch: Feb’26

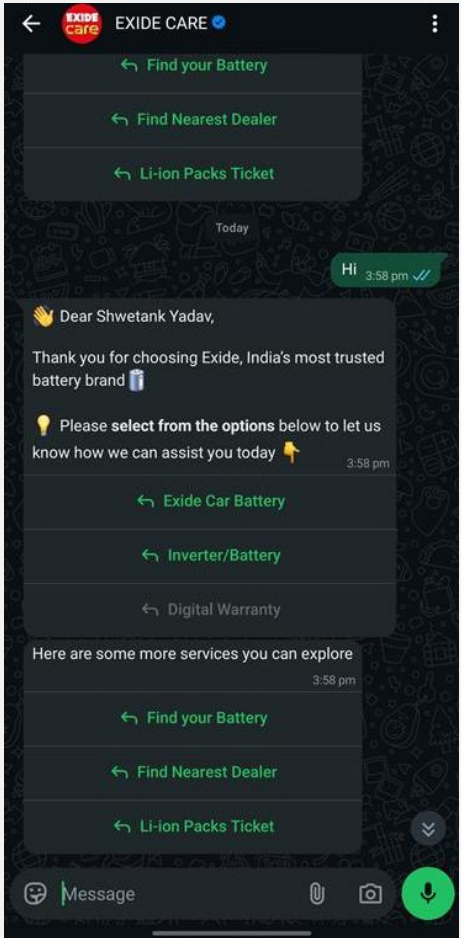


- **TATA Sierra** petrol, launched with 100% SOB for EIL (Dec ’25)

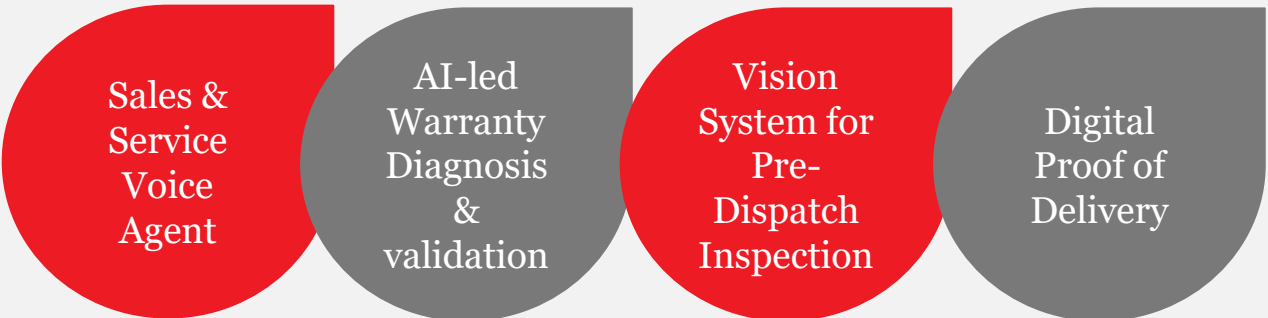
Apps for Channel Partners, Influencers, Sales team



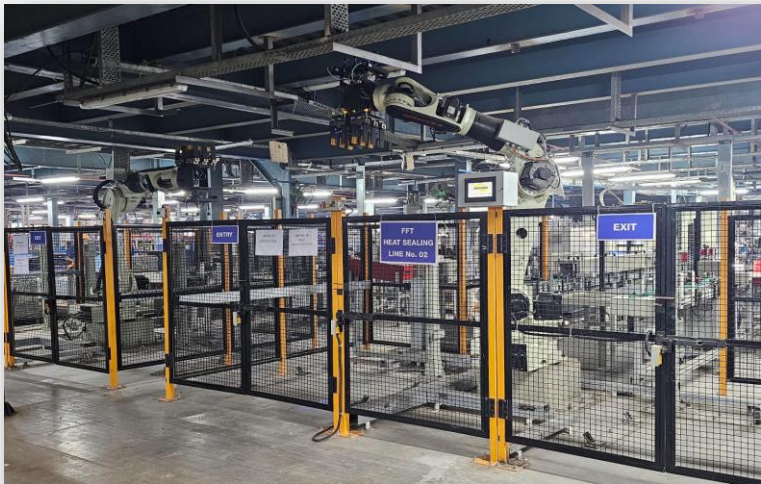
WhatsApp Bot for Service Booking ~1 lakh+ monthly active user



Other Digital Initiatives



Automation at MC Plants



Cost reduction
and Quality
improvement
through process
automation

Punch Grid at MC Plants



Key Financial Highlights (Standalone)

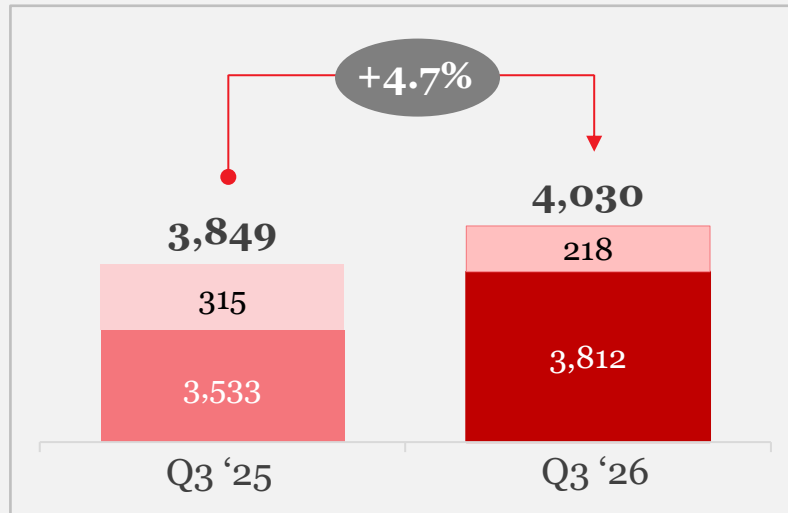


Q3 FY26 Performance Highlights

Revenue (INR Cr.)

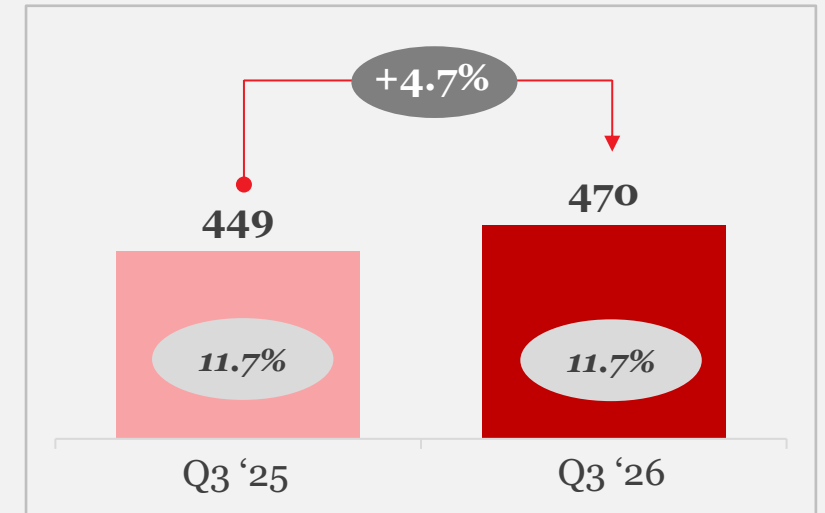
Exports

Domestic



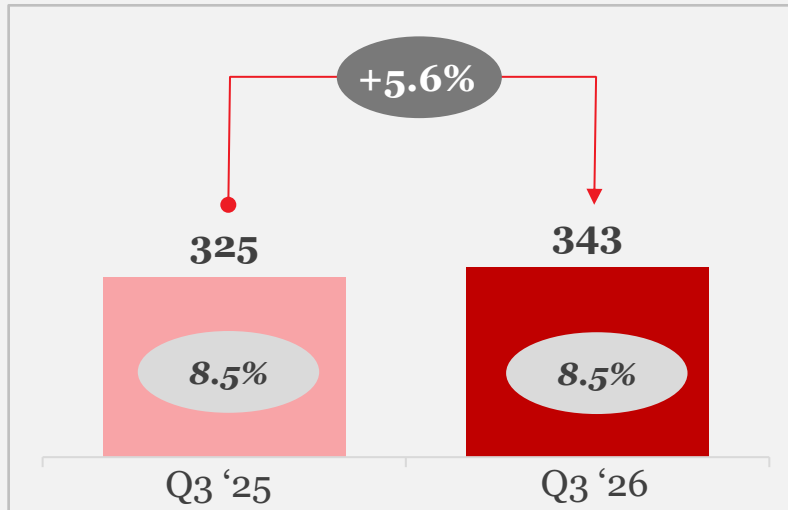
EBITDA (INR Cr.)

EBITDA
Margin %



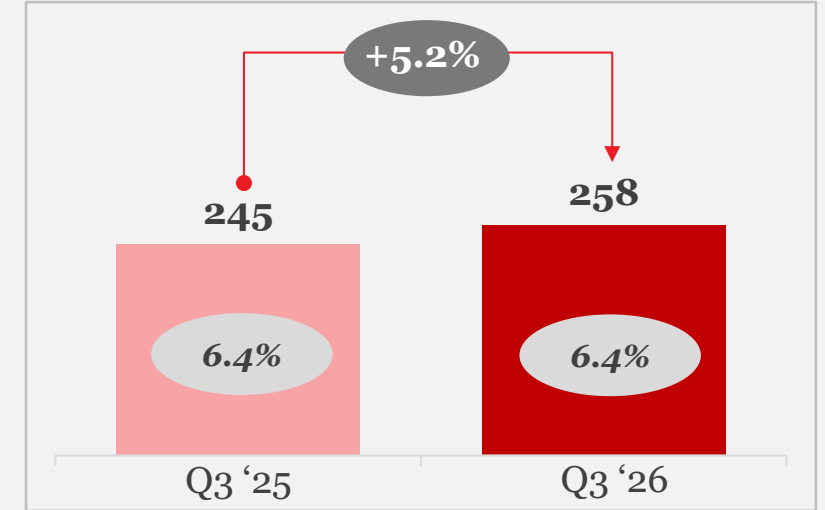
PBT* (INR Cr.)

PBT
Margin %



PAT (INR Cr.)

PAT
Margin %



*Q3 FY '25 PBT includes 13 Cr. from CPSSL building sale;

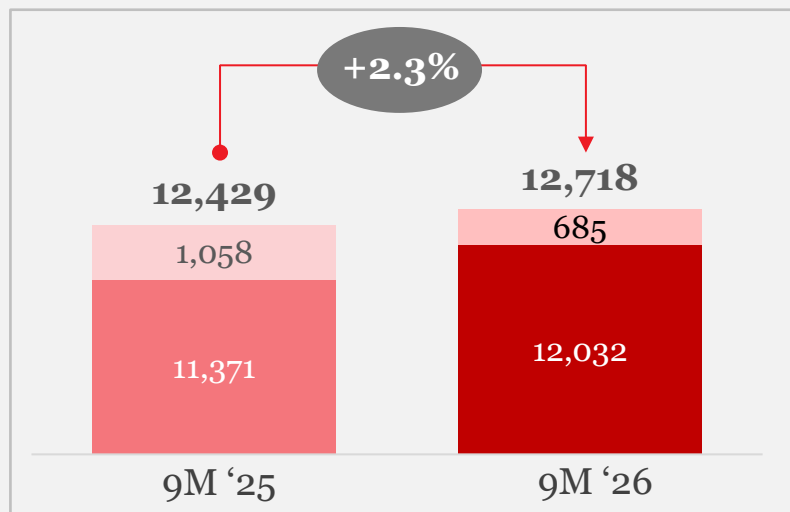
Q3 FY '26 PBT includes exceptional item loss of ~9 Cr. due to Labour code revision

9M FY26 Performance Highlights

Revenue (INR Cr.)

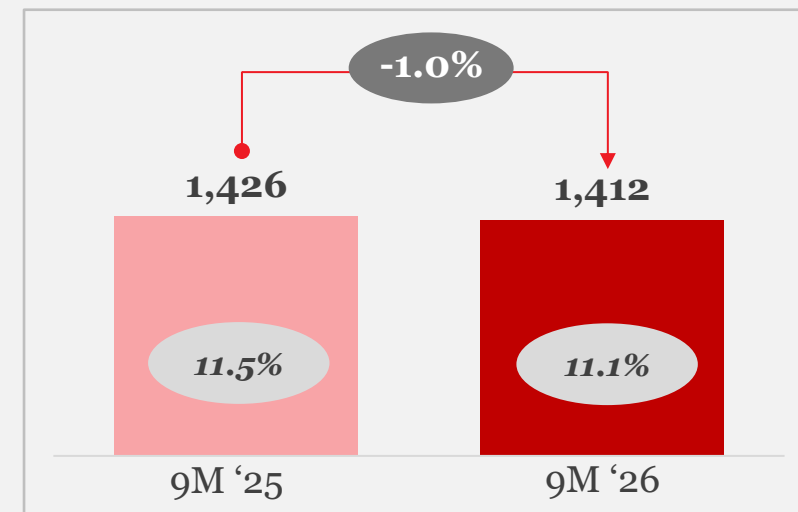
Exports

Domestic



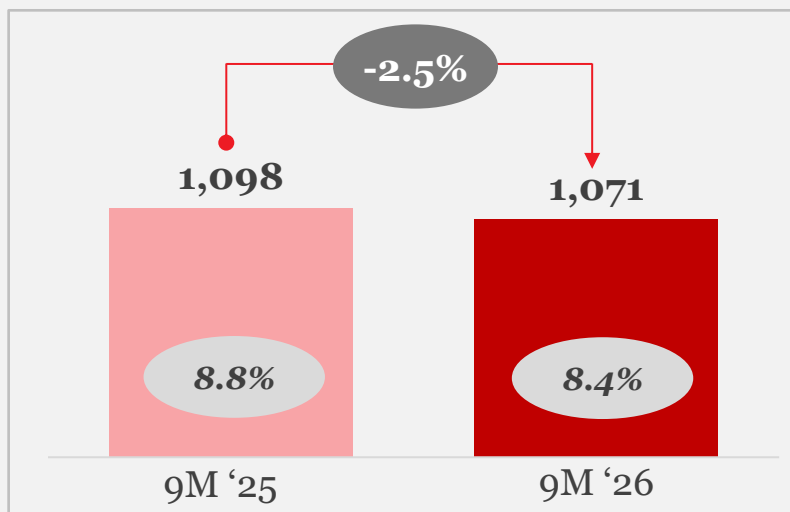
EBITDA (INR Cr.)

EBITDA
Margin %



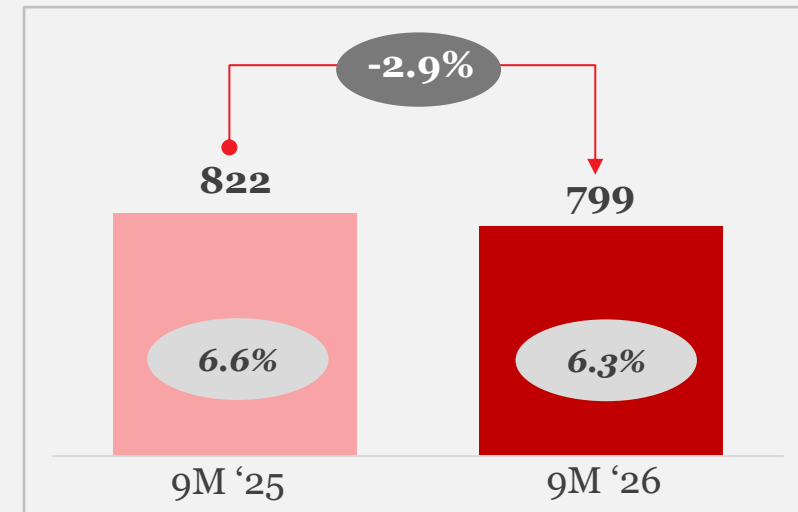
PBT* (INR Cr.)

PBT
Margin %



PAT (INR Cr.)

PAT
Margin %



*9M FY '25 PBT includes 13 Cr. from CPSSL building sale;

9M FY '26 PBT includes exceptional item loss of ~9 Cr. due to Labour code revision

Key Financial Ratios and Market Cap

Market Capitalization (INR Cr.)	30,175	30,787
P/E Ratio (Times)	28.4	29.2
Inventory (No. of Days)	110	95
Working Capital Usage (%)	11.8	7.4
ROCE (Core business) (%)	17.6	16.2

Mar '25

Dec '25

- Strong working capital management – inventory optimised
- Debt-free position maintained
- Funding new projects via internal accruals

**Sales CAGR
of 10%+**
over last 5
years

**Profit After Tax
Rs. 1,000 Cr.+**
over last two
successive years

**Market
Capitalisation
Rs. 30,000 Cr.+**

**Nationwide
network
1,00,000+**
Dealers /
Distributors

**High market
share across
verticals and
expanding
global reach**

**Lithium-ion cell
manufacturing
plant nearing
production**

A stylized illustration of a dark-colored electric car parked at a charging station. The car's headlights are glowing with a bright yellow light. A charging cable is plugged into the car, and the charging station is a tall, dark grey unit with a yellow lightning bolt icon and a yellow progress bar at the top. The background is a dark, solid color.

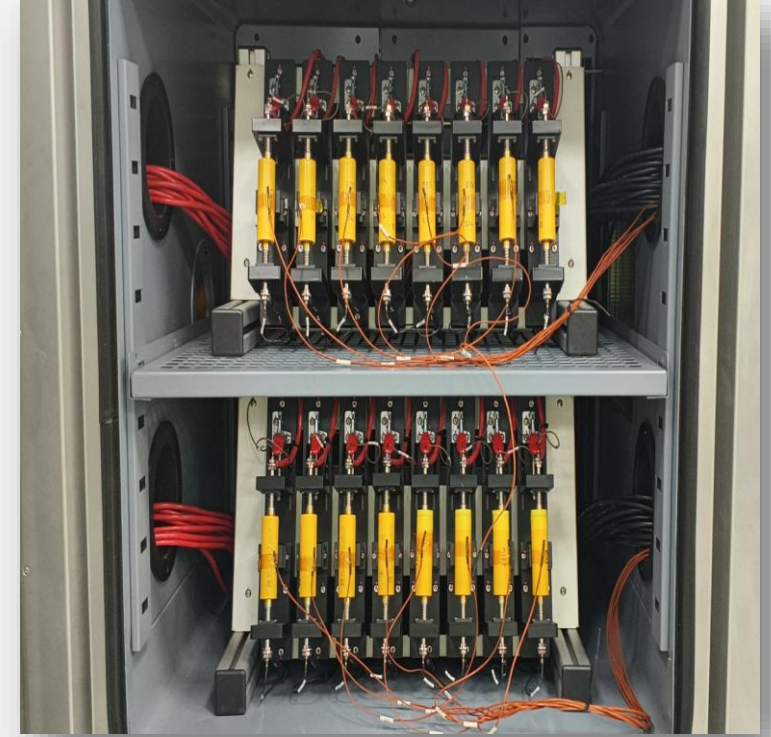
Green Technology Solutions: Lithium-ion Cells & Batteries



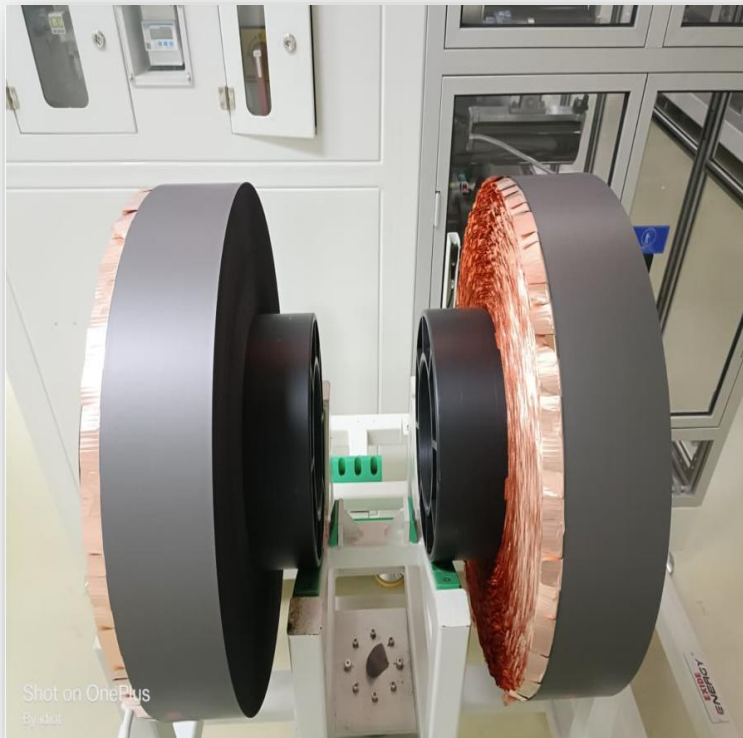
Electrode



Formation



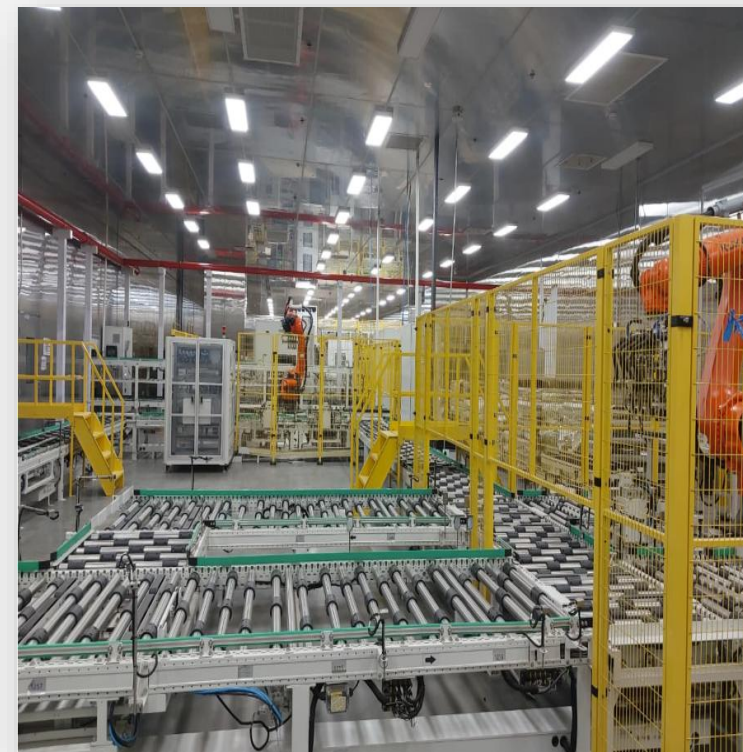
Internal Validation Testing



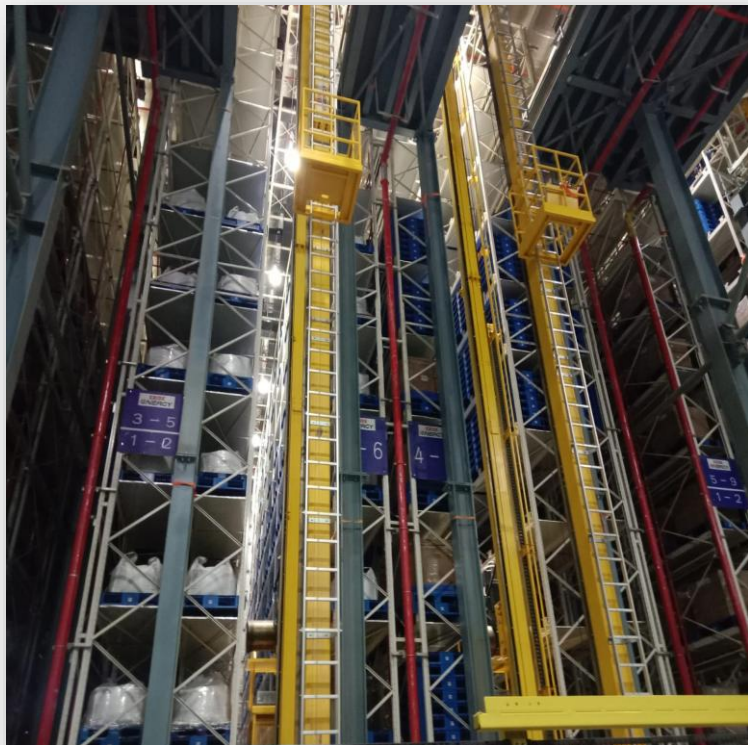
Electrode



Assembly



Formation



Electrode Warehouse



Assembly Warehouse



FG Warehouse



Sustainability and CSR



Exide Industries Ltd.

©S&P Global 2025.

Auto Components

Corporate Sustainability Assessment
(CSA) Score 2025

65 /100

As of 12 November 2025
For more information, visit: www.spglobal.com/esg/csa/methodology

S&P Global

~50%

Improvement in 2025
compared to 2024

~2X of
Industry average

33/100

Resulting in our
position in Auto –
Components industry

Top 5
percentile

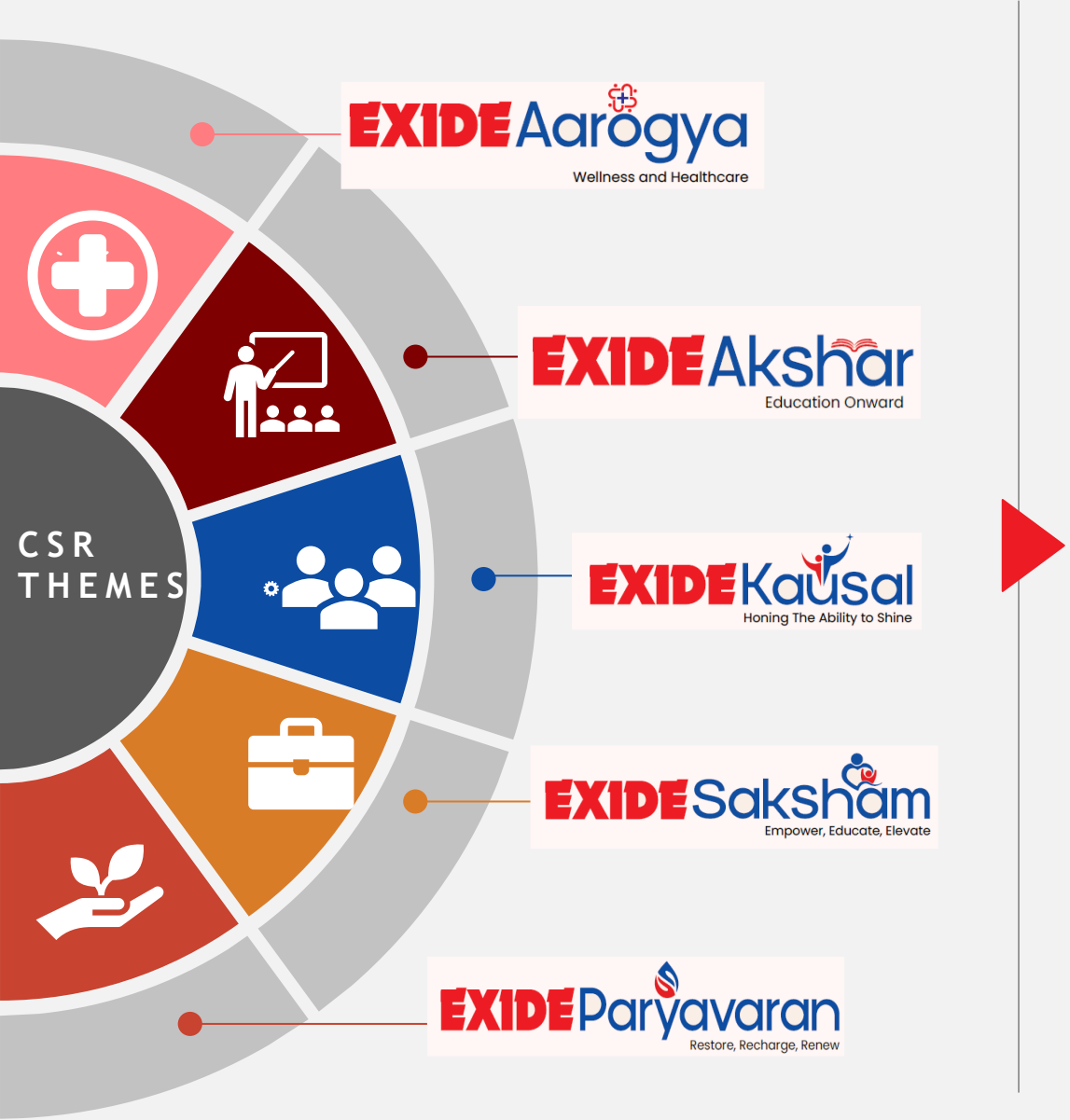
The **S&P Global Corporate Sustainability Assessment** is one of the most well-established and reputable benchmarks of ESG performance widely used by stakeholders for benchmarking.



“Clean Energy Champion”
by TVS Motor Company Ltd.



“Most Valuable Partner”
by Indus Towers



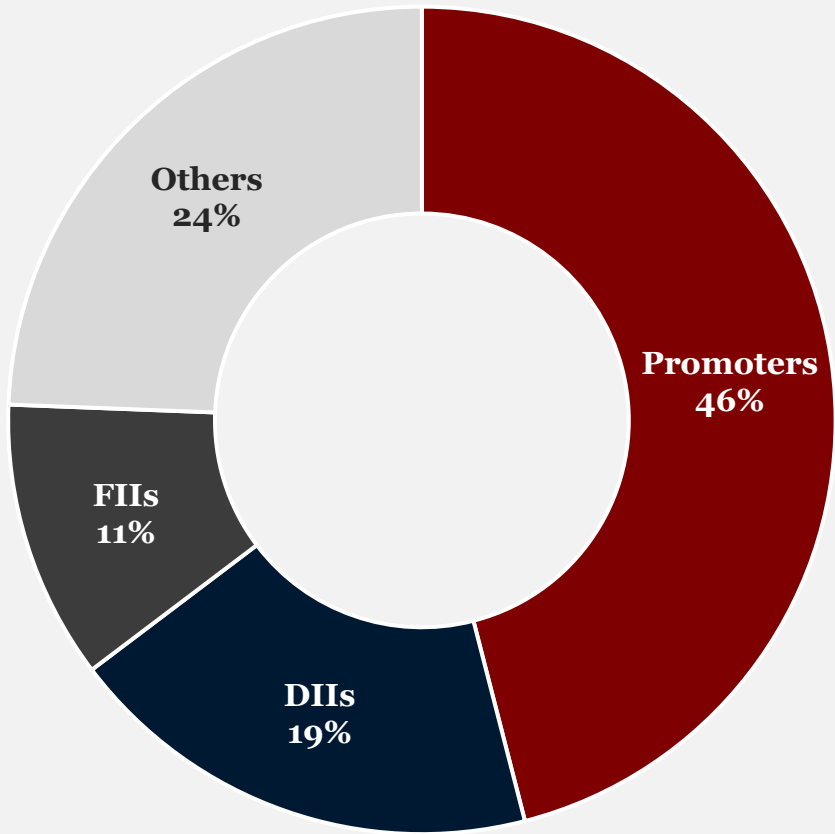
~ 80%
of people supported
are from vulnerable
communities

**Projects in
26 districts
across 10 states**

CSR initiatives: Fostering inclusive community growth



Shareholding pattern
(as on Dec 31, 2025)



Market information (as on Dec 31, 2025)	
CMP (Rs. per share)	362.2
Shares Outstanding (in Crore)	85.0
Market Capitalization* (Rs. Crore)	30,787

*National Stock Exchange

Sridhar Gorthi
Chairman and Independent
Director

R B Raheja
Vice-Chairman & Non-Executive,
Non-Independent Director

Avik Roy
Managing Director and Chief
Executive Officer

Manoj Kumar Agarwal
Director - Finance and Chief
Financial Officer

Surin Kapadia
Independent Director

Radhika Govind Rajan
Independent Director

Jaidit Singh Brar
Independent Director

Rajeev Khandelwal
Executive Director

Pravin Saraf
Executive Director

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.

We accept no responsibility for any loss and/or damages, risks and/or liabilities, which may be incurred and/or suffered by any investor on account of or arising from the use of the information by investors. We make no warranties of any kind, whether express or implied, as to the adequacy of such information for any intended purpose of the investors.

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E-mail: investor.relations@exide.co.in

Contact Person(s): Ms. Seema Bajaj / Ms. Atreyee Mukherjee

A top-down view of a white desk with various stationery items. In the top left is a green plant. In the top center are two pencils (one orange, one grey) and a pen. In the top right is a small white box. In the bottom left is a clear container with brown sand. In the bottom right is a black patterned box. Several silver paper clips are scattered on the desk. The text "Thank You" is centered in a brown serif font.

Thank You