



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



Legacy of **75+ years** of operations in India



Diversified product portfolio, with batteries from **2.5Ah to 20,200Ah**



Presence in **60+ countries**



13 manufacturing plants* at strategic locations



Only battery manufacturer to have **3 large lead recycling plants**[^]



Exide Industries Limited



Long-term rating:
ICRA AAA/Stable
Short-term rating: **ICRA A1+**



Debt-free company



Listed on **stock exchanges** since **1979**



Profitable since inception



5 global strategic **technical collaborations**

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

[^] Chloride Metals Limited

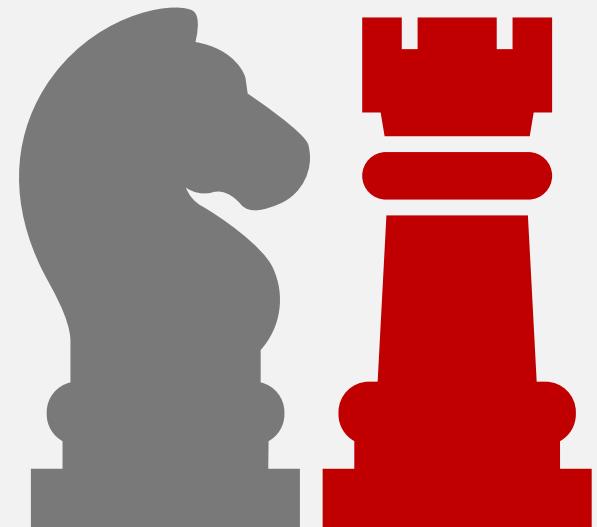
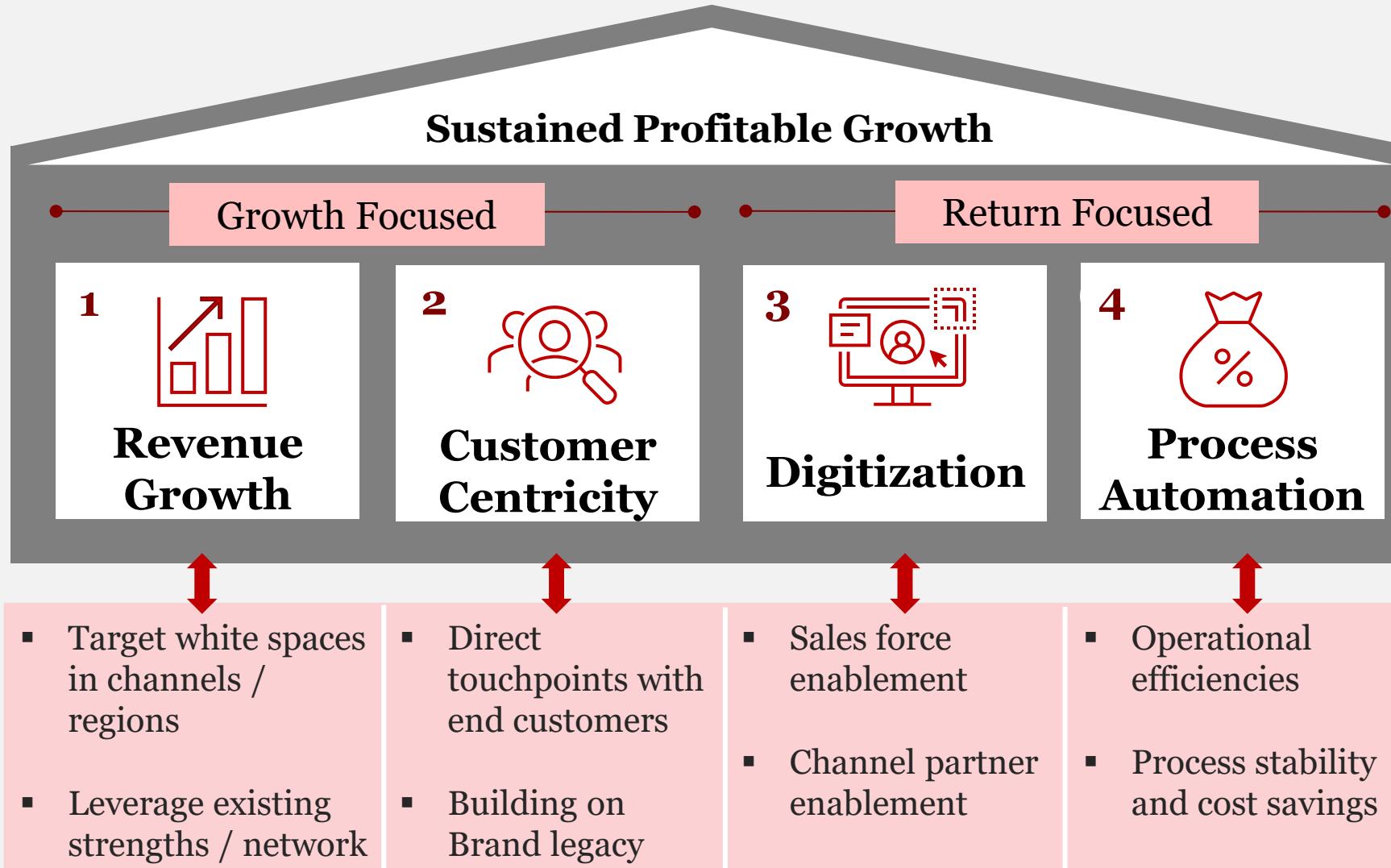
Segments	Trend Q3FY26	Outlook Q4FY26
 4W Replacement		
 2W Replacement		
 Auto OEM		
 Inverters		

Segments	Trend Q3FY26	Outlook Q4FY26
 Solar		
 Telecom		
 Industrial Infra		
 Exports		



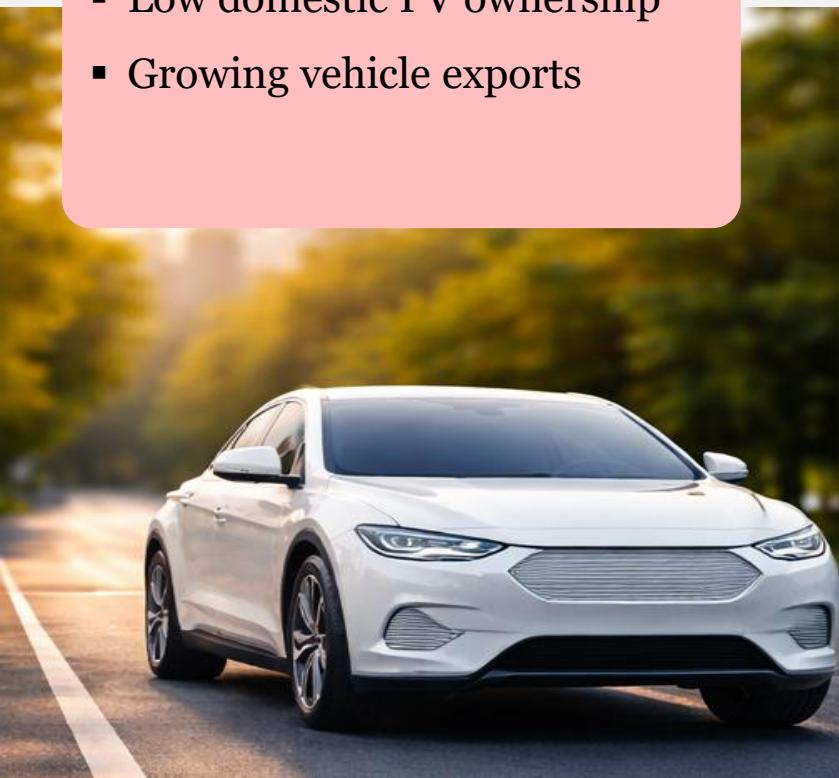
Strategic Imperatives





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



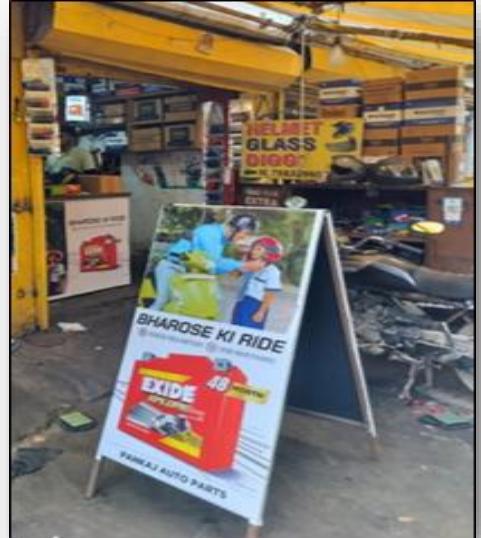
Industrial Infrastructure

- ~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



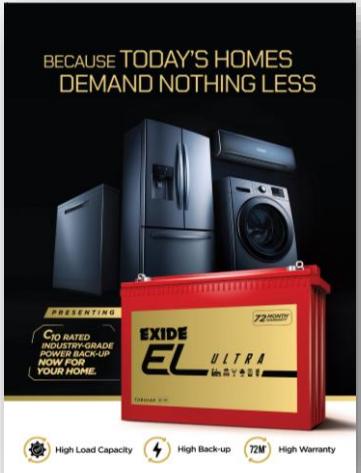
70+
Years of
Unmatched Trust

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



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*



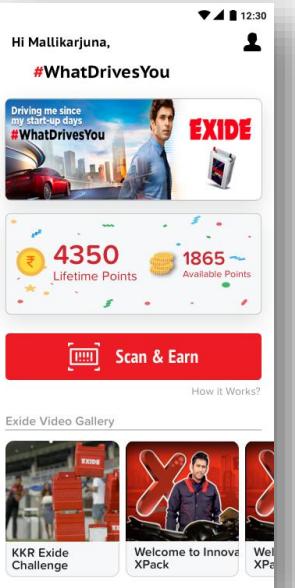
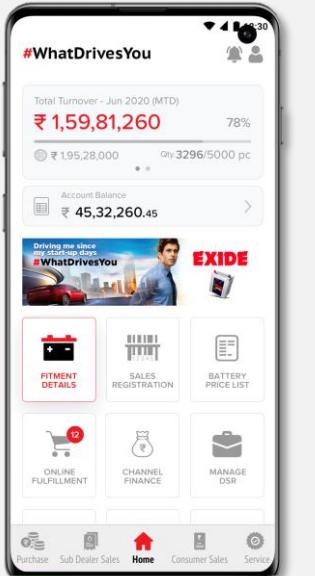
AGM batteries for Cars

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

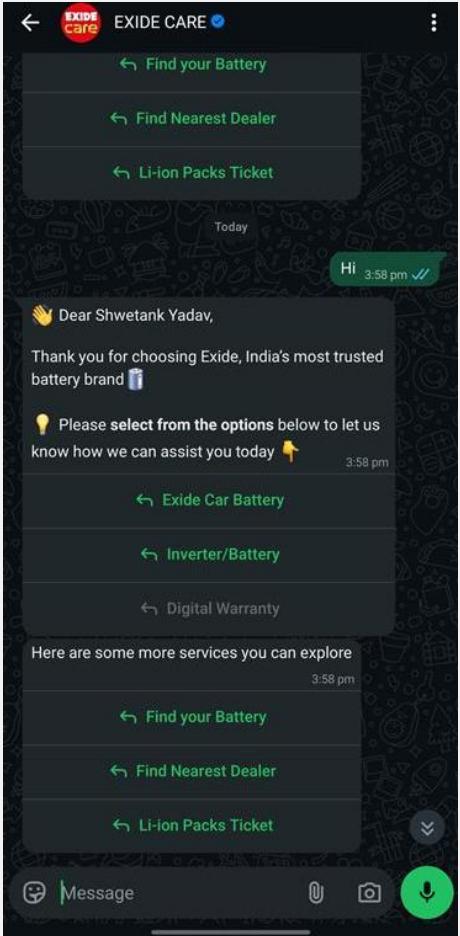


- *TATA Sierra petrol, launched with 100% SOB for EIL (Dec '25)*

Apps for Channel Partners, Influencers, Sales team



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



Other Digital Initiatives

Sales & Service Voice Agent

AI-led Warranty Diagnosis & validation

Vision System for Pre-Dispatch Inspection

Digital Proof of Delivery

Automation at MC Plants



Cost reduction
and Quality
improvement
through process
automation

Punch Grid at MC Plants





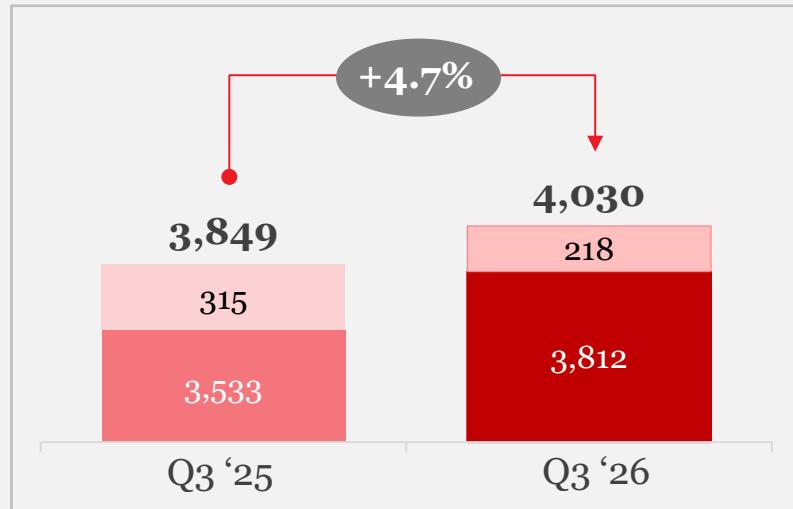
Key Financial Highlights (Standalone)



Revenue (INR Cr.)

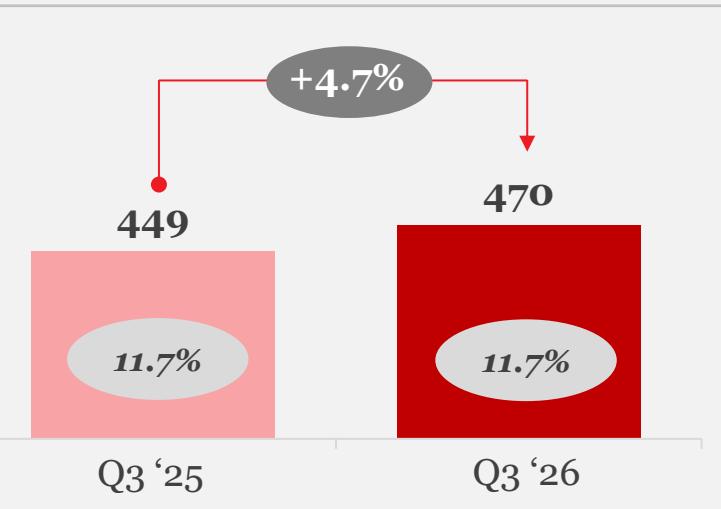
Exports

Domestic



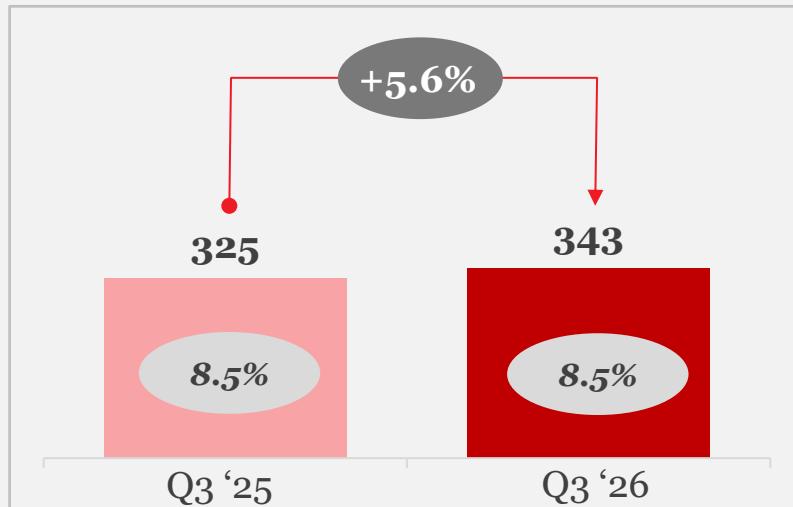
EBITDA (INR Cr.)

EBITDA Margin %



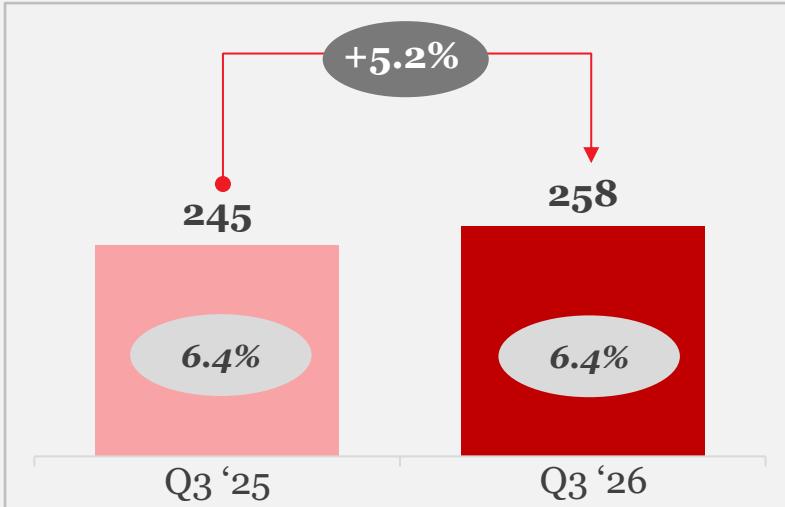
PBT* (INR Cr.)

PBT Margin %



PAT (INR Cr.)

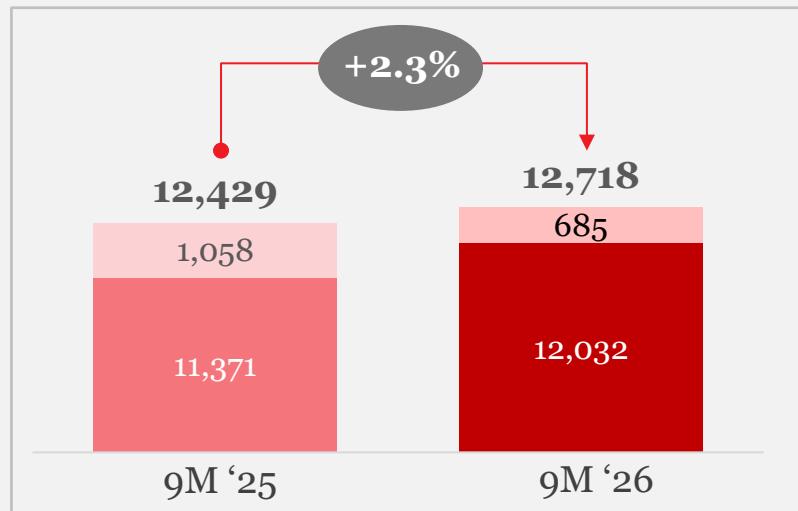
PAT Margin %



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

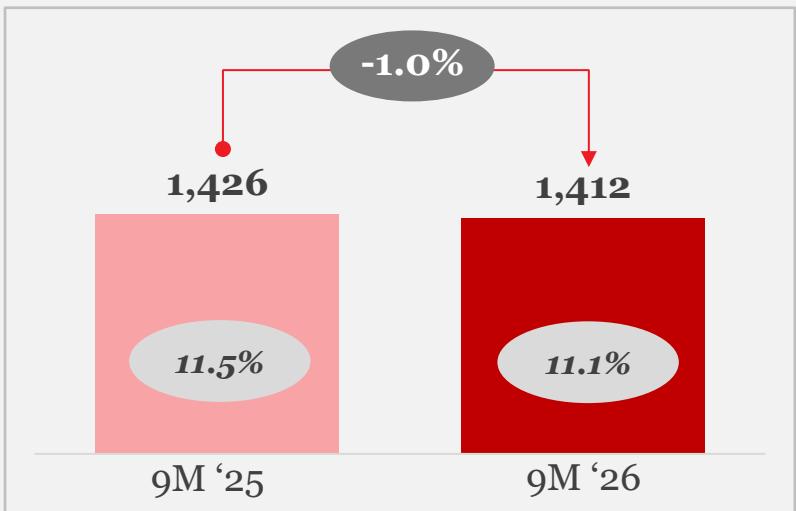
Q3 FY '26 PBT includes exceptional item loss of ~9 Cr. due to Labour code revision

Revenue (INR Cr.)



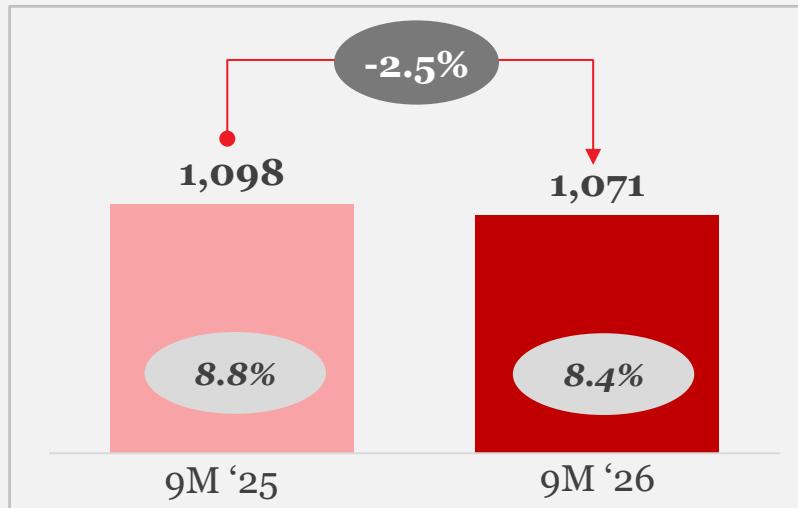
EBITDA (INR Cr.)

EBITDA Margin %



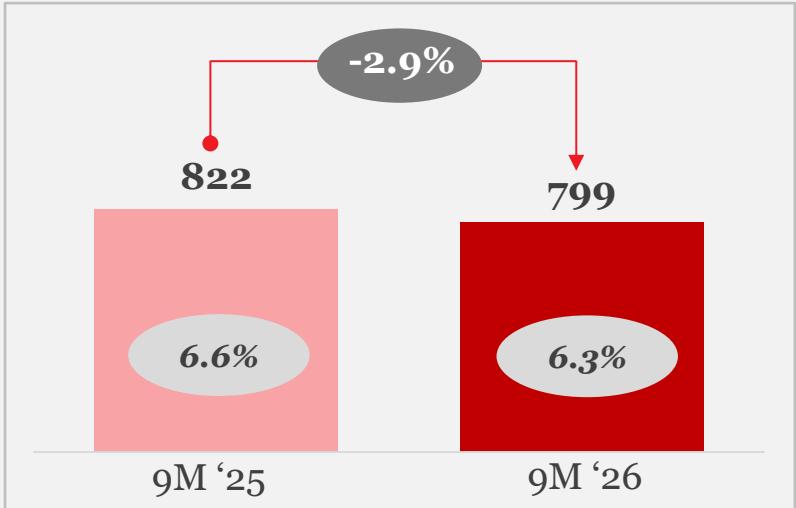
PBT* (INR Cr.)

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

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**



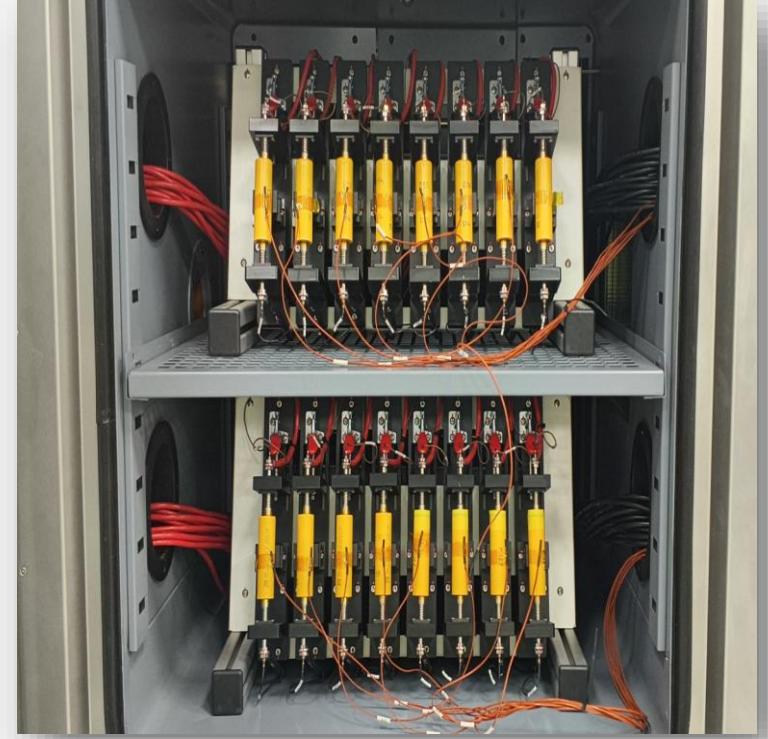
Green Technology Solutions:
Lithium-ion Cells & Batteries



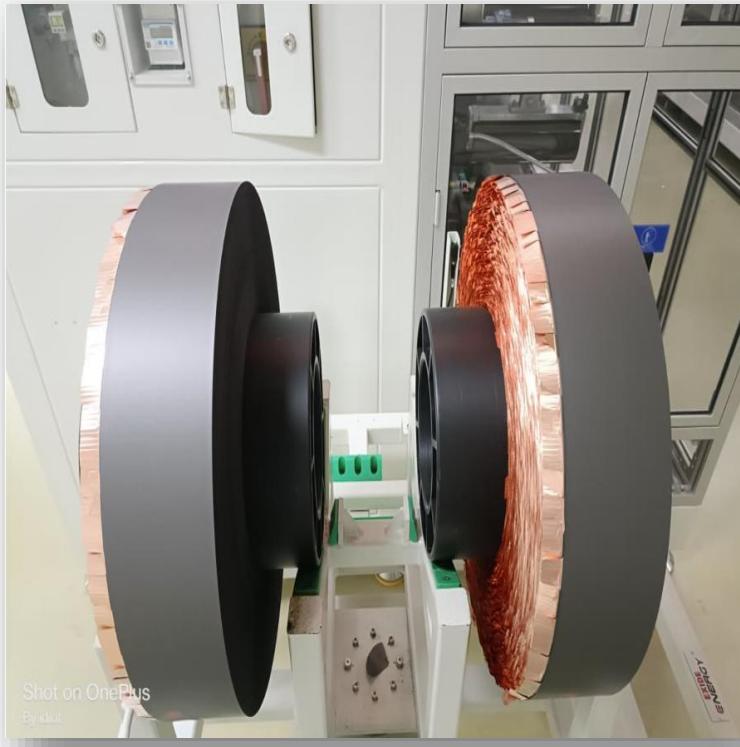
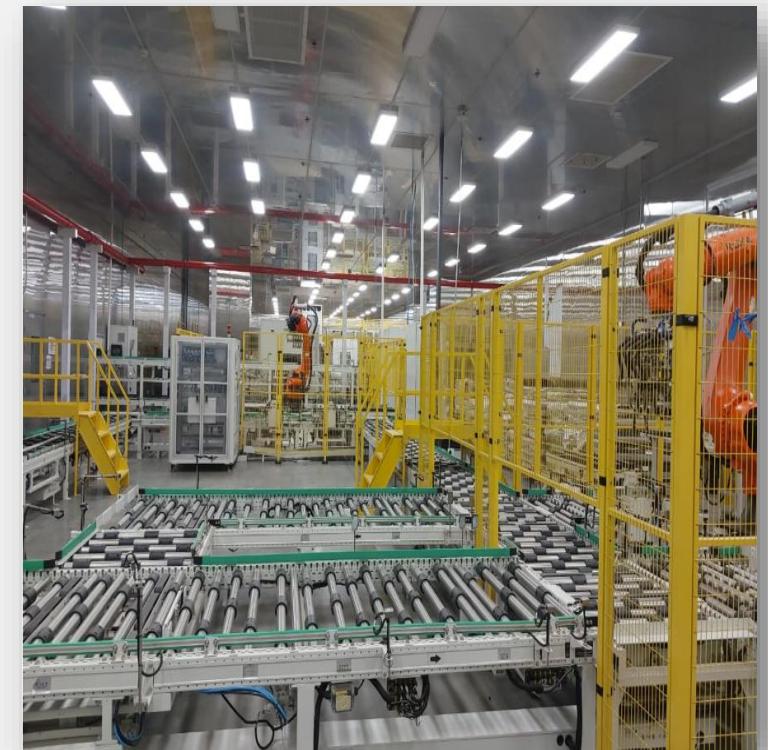
Electrode



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

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.

~50%

Improvement in 2025
compared to 2024

~2X of
Industry average

33/100

Resulting in our
position in Auto –
Components industry

**Top 5
percentile**



“Clean Energy Champion”

by TVS Motor Company Ltd.

“Most Valuable Partner”

by Indus Towers

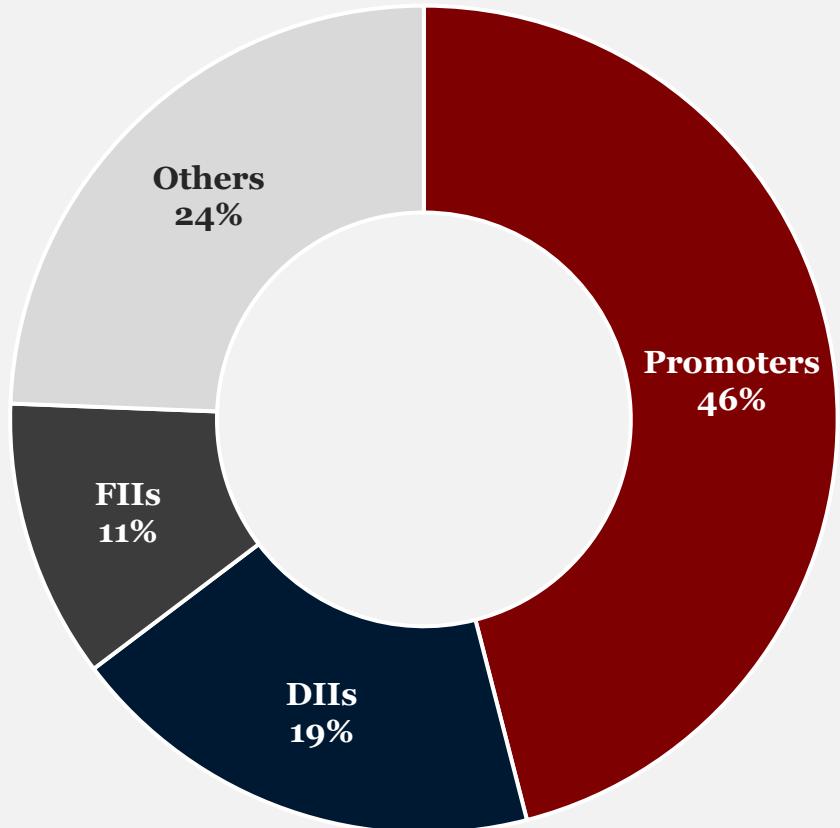


~ 80%
of people supported
are from vulnerable
communities

Projects in
26 districts
across 10 states



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



Our Leadership – Board of Directors

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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Thank You