

INVESTORS' MEET
February 2021

G. Chatterjee



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**

	2020-21 - Q2		2020-21 - Q3	
	Value	Growth %	Value	Growth %
Sales	2,753	5.5%	2,801	16.2%
PBT	305	8.5%	320	27.9%
EBITDA	392	6.8%	403	25.9%
EBITDA %	14.2%		14.4%	

	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.....

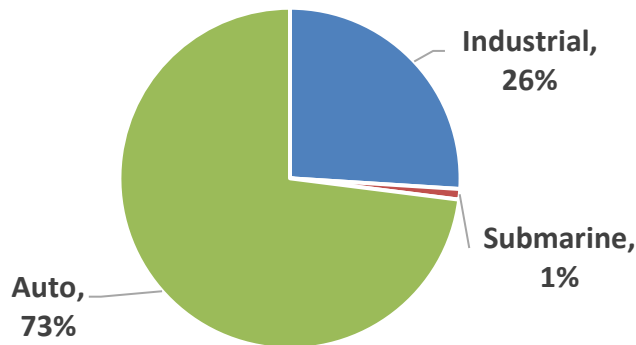
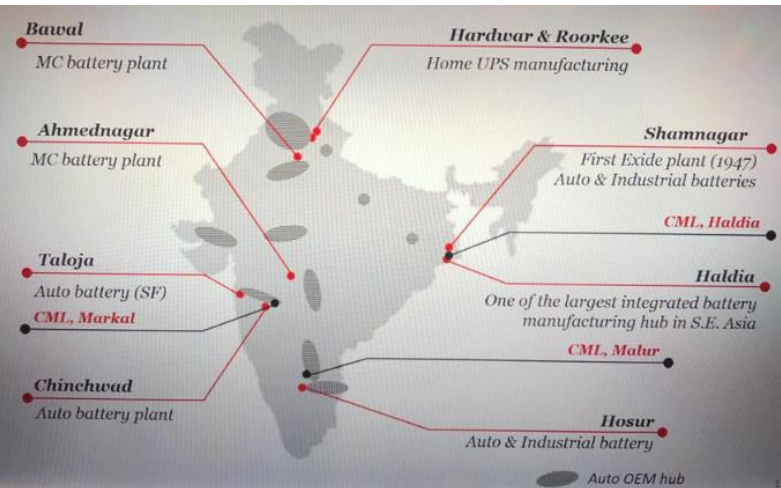
Automotive		Industrial		Others	
OEM - 4 Wheeler	█	Power	█	Submarine	█
OEM - 2 Wheeler	█	Solar	█		
Trade - 4 Wheeler	█	Railways	█		
Trade - 2 Wheeler	█	Telecom	█		
Inverter Batteries	█	UPS	█		
Exports	█*	Projects	█		
		Traction	█		
		Exports	█		

*No. 2 Indian Exporter of Automotive Batteries







*No. 2 in Telecom Batteries

█ - 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%

	Collaborators	Auto	Industrial
<ul style="list-style-type: none"> • Immediate Short Term / Ongoing 			
	<ul style="list-style-type: none"> • Hitachi (Japan)  	✓	✓
	<ul style="list-style-type: none"> • Furukawa (Japan)  	✓	
	<ul style="list-style-type: none"> • East Penn (USA)  	✓	✓
	<ul style="list-style-type: none"> • Moura (Brazil)  	✓	
<ul style="list-style-type: none"> • Medium Term - Disruption 			
	<ul style="list-style-type: none"> • Leclanche (Switzerland)  Li-Ion Technology 	✓	✓
<ul style="list-style-type: none"> • Long Term - Innovation 			
	<ul style="list-style-type: none"> • ABC (USA) Bi-Polar Batteries  	✓	✓

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

- ❖ **Market Mapping and Structure Transformation**
- ❖ **Customer Centricity through Technology**
- ❖ **Exports – Doubling in 2 / 3 Years**
- ❖ **Small Scale Segment**
- ❖ **Sales Growth at least 200 bps more than Market Growth**
- ❖ **Investment in Latest Technology / Plant and Equipment**

❖ Cost Leadership

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

- ❖ **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**

Thank You



Nexcharge Update



MANUFACTURING CAPABILITIES

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

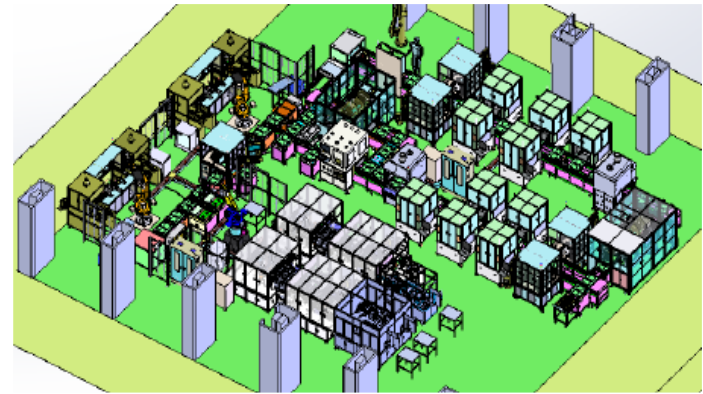
- Low Voltage Pack Line
- High Voltage Pack Line

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 be 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 used 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.

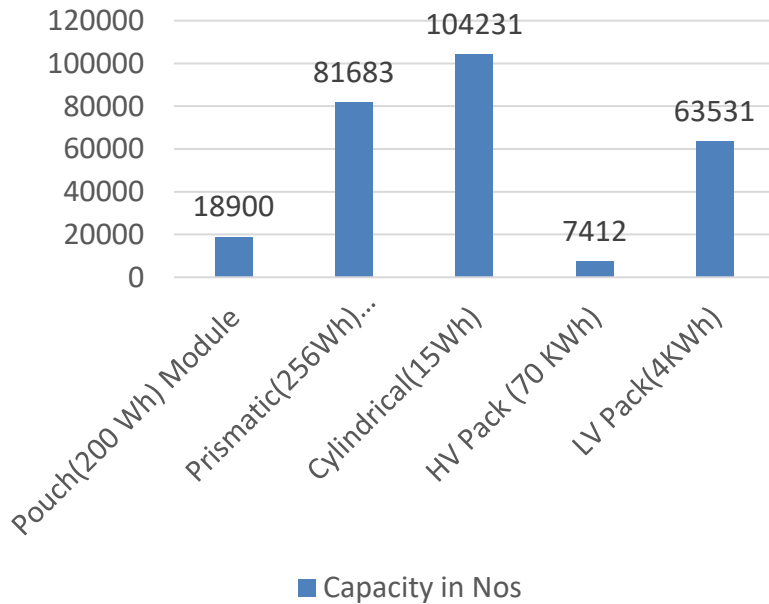
HV Line Status



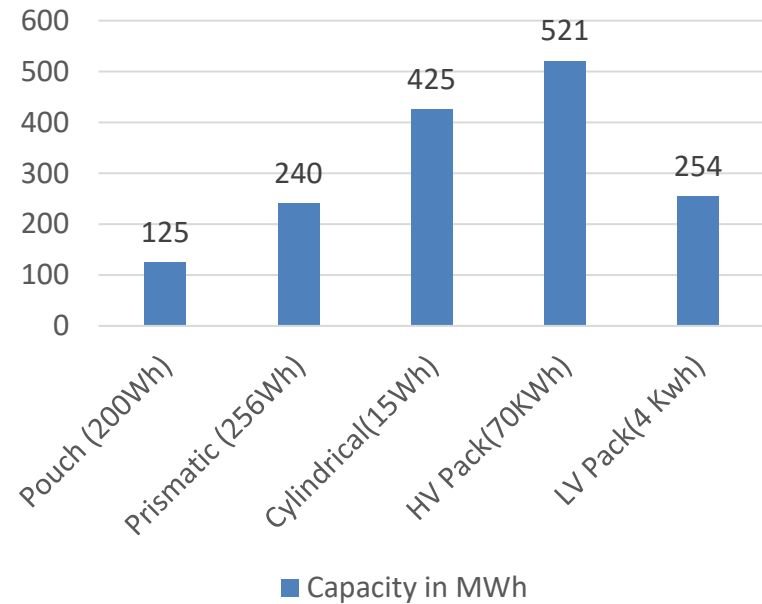
- HV Line is commissioned and ready for production.
- HV line to be used for making High voltage packs for Bus/Car and other high voltage applications.

Capacity Summary for all Lines >1.5GWh

Capacity in Nos



Capacity in MWh



Thank You