INVESTORS’ MEET
February 2021

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

Arun Mittal
Director - Auto
FCA, ACMA, ACS
Total Experience: 29 Years
Exide Experience: 27 Years
4 Years as Director

A K Mukherjee
Director – Finance & CFO
FCA, FCMA
Total Experience: 36 Years
Exide Experience: 22 Years
13 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

### 2020-21 - Q2 vs Q3

<table>
<thead>
<tr>
<th></th>
<th>2020-21 - Q2</th>
<th>Growth %</th>
<th>2020-21 - Q3</th>
<th>Growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Value</strong></td>
<td><strong>2,753</strong></td>
<td><strong>5.5%</strong></td>
<td><strong>2,801</strong></td>
<td><strong>16.2%</strong></td>
</tr>
<tr>
<td>Sales</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PBT</td>
<td><strong>305</strong></td>
<td><strong>8.5%</strong></td>
<td><strong>320</strong></td>
<td><strong>27.9%</strong></td>
</tr>
<tr>
<td>EBITDA</td>
<td><strong>392</strong></td>
<td><strong>6.8%</strong></td>
<td><strong>403</strong></td>
<td><strong>25.9%</strong></td>
</tr>
<tr>
<td>EBITDA %</td>
<td><strong>14.2%</strong></td>
<td></td>
<td></td>
<td><strong>14.4%</strong></td>
</tr>
</tbody>
</table>

### CAGR 5 Years

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Adjusted*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>9.5%</td>
<td>10.8%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>7.4%</td>
<td>10.3%</td>
</tr>
<tr>
<td>PBT</td>
<td>3.9%</td>
<td>7.0%</td>
</tr>
</tbody>
</table>

*Last Quarter Covid Impact Adjusted

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**EXIDE**

Dec'20 / 3
Domestic Retail Sales (Auto + Industrial) - Around 60%
B → B (Auto + Industrial) - Around 40%
OEM Share of Auto Business (Vehicular 2W + 4W) - Around 60%
<table>
<thead>
<tr>
<th>Collaborators</th>
<th>Auto</th>
<th>Industrial</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Immediate Short Term / Ongoing</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Hitachi (Japan)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>• Furukawa (Japan)</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>• East Penn (USA)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>• Moura (Brazil)</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td><strong>Medium Term - Disruption</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Leclanche (Switzerland)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Li-Ion Technology</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Long Term - Innovation</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• ABC (USA)</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Bi-Polar Batteries</td>
<td></td>
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</tbody>
</table>
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

❖ 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
Focus - Cost

❖ Cost Leadership

➢ Transformation Supply Chain

➢ Manpower Rationalization

➢ Power Cost Reduction through Solar

➢ Higher Productivity and Automation in Factories

➢ Warranty Management
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

Thank You
Nexcharge Update
MANUFACTURING CAPABILITIES

- Prismatic Module Line
- Cylindrical Module Line
- Pouch Module Line
- Low Voltage Pack Line
- High Voltage Pack Line
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 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 read 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

- Pouch (200 Wh) Module: 18900
- Prismatic (256 Wh): 81683
- Cylindrical (15 Wh): 104231
- HV Pack (70 KWh): 7412
- LV Pack (4 KWh): 63531

Capacity in MWh

- Pouch (200 Wh): 125
- Prismatic (256 Wh): 240
- Cylindrical (15 Wh): 425
- HV Pack (70 KWh): 521
- LV Pack (4 KWh): 254
Thank You