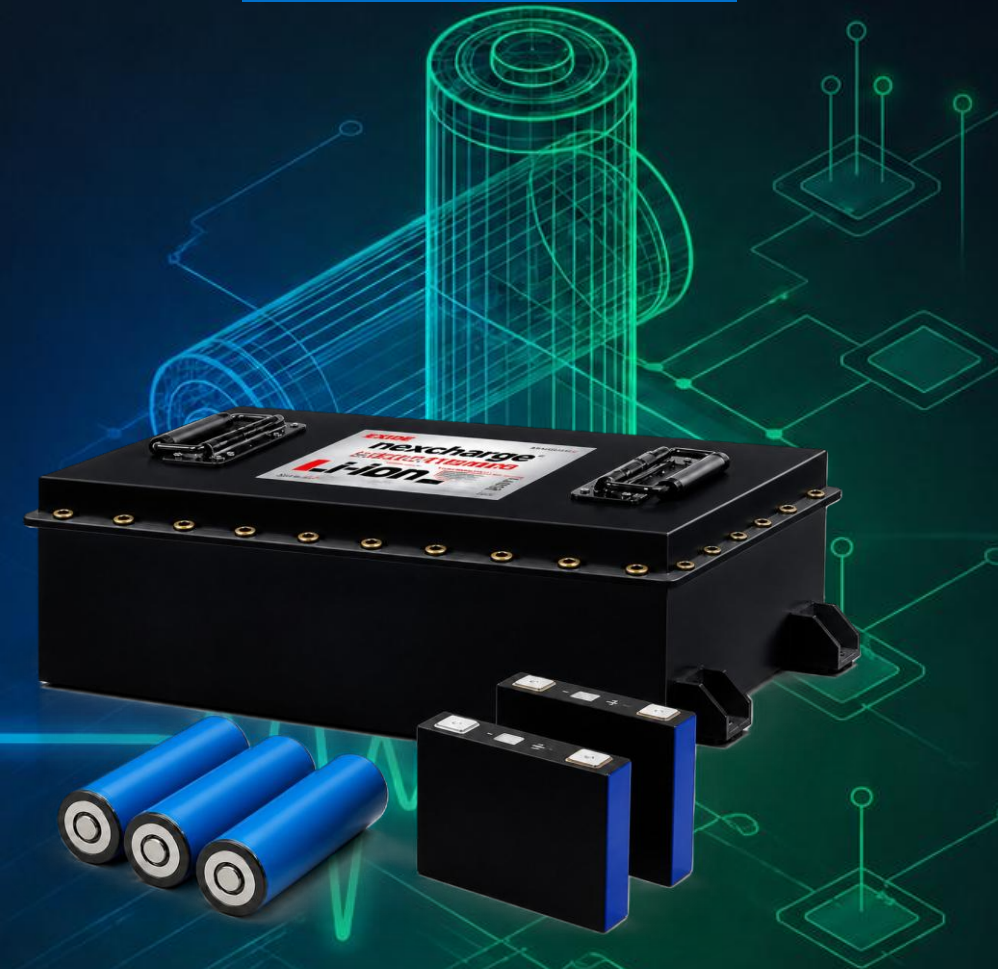




CORE BUSINESS



NEW ENERGY



Investor Presentation
Q4 & FY26 Results

01 Exide at a glance

02 Stability and Trust

03 Strategic Enablers

04 Business Presence & Growth Levers

05 New Launches, Outreach &
Digitization

06 Financial Performance

07 New Energy Business

08 Growing Responsibly

09 Summary

79

Years of Legacy



70+

Countries Served

13

Manufacturing Plants*



3

Global Technical Collaborations



3

Lead Recycling Plants^

Trusted Legacy

- Strong brand legacy built over nearly 8 decades of operations.
- Profitable since inception.
- Publicly listed since 1979.

Product & Operational Strength

- Wide product portfolio across applications, ranging from 2.5Ah to 20,200Ah.
- Strategically located pan-India manufacturing footprint, supporting diverse end-markets.

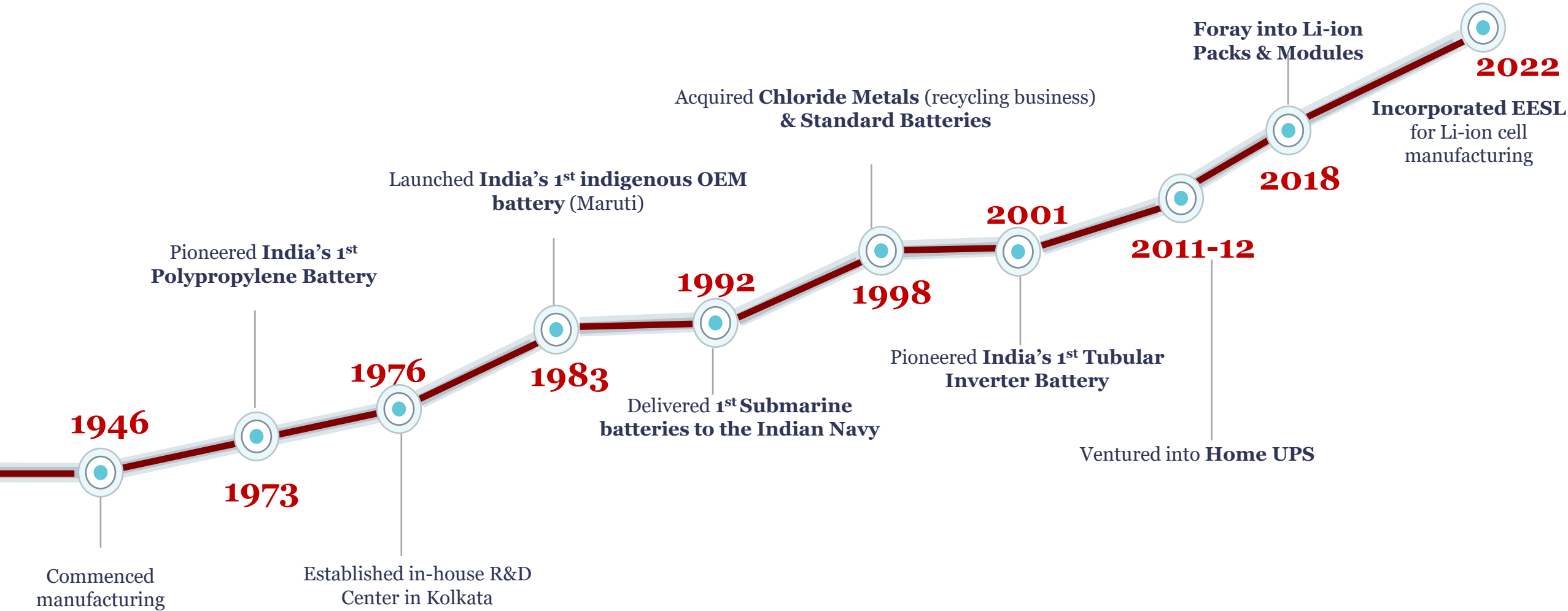
Robust Balance Sheet

- Zero debt balance sheet
- Strong credit ratings: ICRA AAA/ Stable (long term) & ICRA A1+ (short term).
- Consistent dividend payout.
- Focused on long-term value creation for stakeholders.

* Includes 2 plants of Exide Energy Solutions Limited (EESL)- a wholly owned subsidiary of Exide Industries Ltd.

^ 3 lead recycling plants are operated by Chloride Metals Limited- a wholly owned subsidiary of Exide Industries Ltd.

EXIDE Our Journey: **Key Milestones**



EXIDE Stability and Trust

Delivering Sustainable Growth

Particulars	20 Years CAGR	Growth (in times)	25 Years CAGR	Growth (in times)
Revenue	13.4%	12 x	12.3%	18 x
EBITDA	11.5%	9 x	11.2%	14 x
PAT	12.7%	11 x	14.0%	27 x

- Profitable since inception
- Disciplined capital allocation
- Healthier cash flow generation
- Debt-free balance sheet
- Consistent dividend payouts

Periods \ CAGR	Exide's Share Price	Nifty 50	BSE Sensex (30)	Nifty 500	Nifty Mid Cap 150*
25 Years	19.0%	12.6%	12.7%	13.5%	NA*
20 Years	16.7%	9.9%	9.7%	9.8%	11.4%

* Note: Nifty Mid Cap 150 started since FY06,. Hence 25 years' CAGR can not be calculated.

Efficient interplay of **Network & OEM Connects**, **Integrated Manufacturing**, **Product Portfolio** and **Innovation**

1

Network & OEM Connects



Nationwide market reach, service network support access and customer loyalty. OEM relationships provide demand visibility & early access to new platforms.



2

Integrated Manufacturing



Integrated production and captive recycling strengthen quality, cost control and supply chain resilience.



3

Broad Product Portfolio



Wide application-led portfolio serving requirements from 2.5Ah to 20,200Ah, across multiple industries and segments.

4

Strategic R&D Focus



Global technical collaborations & in-house R&D support innovation, new product launches and cost saving initiatives.

Network Depth



- Rural initiatives deepening upcountry reach (18k+ villages).
- Presence through 1,200+ spare-part and accessories outlets
- A strong warehousing network (60+) supporting faster fulfilment

1,20,000+

Network Touchpoints



Service Network



- Quick support through Batmobile doorstep service (industry's only such service), and Exide Care.
- Portal for service team.
- Real-time diagnostics & digital warranty.

OEM Relationship



- Serving leading OEMs (75+) across automotive industry.
- Long-standing OEM relationships support sustained business visibility.

Core business

1 Manufacturing Base

- 11 plants across key product categories.
- Decades of scale, operational know-how & manufacturing efficiency.

2 Recycling Integration

- 3 plants supporting raw material recovery
- Circularity with input-cost control

3 Strategic Relevance

- Stronger supply-chain
- Quality control, better cost and sustainability



New energy business

1 Lithium-ion Cells, Packs & Modules Manufacturing

- Advanced chemistry cell manufacturing platform (Bengaluru)
- Packs & Modules manufacturing at Prantij (Gujarat)

2 Multiple Chemistries

- Lithium Iron Phosphate (LFP)
- Nickel Manganese Cobalt (NMC)

3 Multiple Form Factors

- Cylindrical Cells
- Prismatic Cells



Core Business

Automotive Applications

- Portfolio serving replacement and OEM requirements across 2W, 3W and 4W batteries.



Solar Solutions

- Battery & backup solutions supporting rooftop solar and renewable energy applications



Inverter Batteries & UPS

- Power backup and reserve-power solutions for residential & commercial users.



Industrial

- Portfolio spanning power projects, railways, telecom, traction, data center, submarine and others.



New Energy Business

Cells, Packs & Modules



3

Strategic Global Collaborations

4

NABL-accredited laboratories

50

Years of R&D Centre (Kolkata)

100+

R&D Team

Industrial & energy storage



- Solar storage for renewable energy applications
- High-power front-terminal **VRLA** systems for critical backup
- Power solutions for data centres.

Mobility solutions



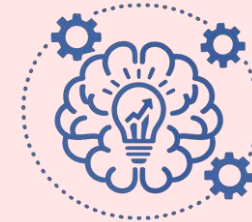
- Advanced **EFB** for star-stop vehicles.
- **AGM** batteries for premium OEM vehicles.
- **Auxiliary** batteries for both EV & Hybrid platforms.
- Focus on longer battery life-cycle.

Specialized applications



- Heavy-duty batteries for mining and earthmoving equipment.
- **JIS & DIN** traction batteries.
- Specialized battery systems for submarines.

Process Innovation



- Focus on quality and cost efficiency.
- **Punch Grid** scale-up improved motorcycle battery throughput.
- **CONCAST** strengthened consistency in industrial and CV batteries.

Business Presence & Growth Levers



Replacement Market



Category Leadership

- Leader in high-margin 2W, 3W & 4W replacement.
- Backed by pan-India sales & service network.

Last Mile Connectivity



Local Mobility

- Battery solutions for e-rickshaw & local mobility applications.
- Positioned for e-commerce and delivery fleet demand.

Solar



Renewable Energy

- End-to-end rooftop solar solutions covering PV modules, inverters & batteries.
- Integrated generation, conversion & storage for residential solar needs.

Home Inverters & Batteries



Power Backup

- Complete power backup solutions across UPS and batteries.
- Reliable backup for urban and rural households.

Infrastructure



Critical Applications

Energy solutions across:

- Railways & Metro
- Traction
- Submarine
- Power & Projects
- Telecom

I-UPS



Power Backup

- Industrial UPS batteries for critical power backup applications.
- Supports data centres, BFSI, IT, healthcare and commercial infrastructure.

Auto OEM



Preferred OEM Partner

- Catering major SUVs, MUVs, top PVs, and modern CVs.
- 100% SOB (Share of Business) for key new models with large OEMs.

Exports



Global Presence

- Presence in 70+ countries.
- Leveraging technology partnerships and portfolio depth.

EXIDE Growth Levers: Pillars of Demand Acceleration

Automotive Expansion



28% → 18%

GST Reduction

- **Rural recovery** & deeper upcountry reach
- **Low PV ownership** and **rising affordability** to drive demand.
- Growing vehicle exports to support OEM battery demand.

Solar Power



40 GW

MNRE's 2026 Rooftop Solar Target

- **GST** cut from **12% to 5%** to improve affordability.
- **500 GW RE** target by **2030** to drive structural demand.
- **'PM Surya Ghar'** scheme support to boost rooftop solar adoption.

Industrial Infrastructure



Strong Capex Cycle

Across Public & Private Sector

- Infra and industrial **capex** driving backup and motive-power demand.
- **Railway electrification** supporting specialized battery applications.
- **Data center growth** creating backup power demand.
- Electrification of material handling across **logistics and manufacturing**.

Converging regulatory and macroeconomic tailwinds present immediate and long-term opportunities

New Launches, Outreach & Digitization



EXIDE New Product Launches



EL Ultra
Premium Segment



PowerBox
Economy Segment

Maruti e Vitara



VinFast: VF6 & VF7



Auxiliary Batteries for EVs



**Solar Grid-Tie
Inverters**



**AGM batteries
for Cars**



HIGH VIBRATION RESISTANCE | HIGH CRANKING PERFORMANCE | HIGH ENDURANCE

India's First SUV-ready battery

EXIDE Expanding Customer Reach & Service Touchpoints

Marketing Campaigns



Rural Outreach

18k+

Presence in villages

500+

Rural Meets (FY26)

Engagement Activities



Strengthening Service Network

1,700+

Exide Care outlets across India

Service 1.0

Dealer enablement with diagnostic tools and streamlining warranty

Service 2.0

Direct **customer** support through WhatsApp, toll-free numbers and online channels

Batmobile



Batmobile doorstep service (industry's only such service) provide prompt support for both automotive and inverter customers.

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



EXIDE Digitizing the Value Chain



1 Manufacturing & Supply Chain

- Digitized workflows
- Route optimization, **e-proof of delivery**, e-sourcing & approvals



2 Channel Partners

- **Portal** for channel partners
- Dealer finder, connectivity and Faster information visibility



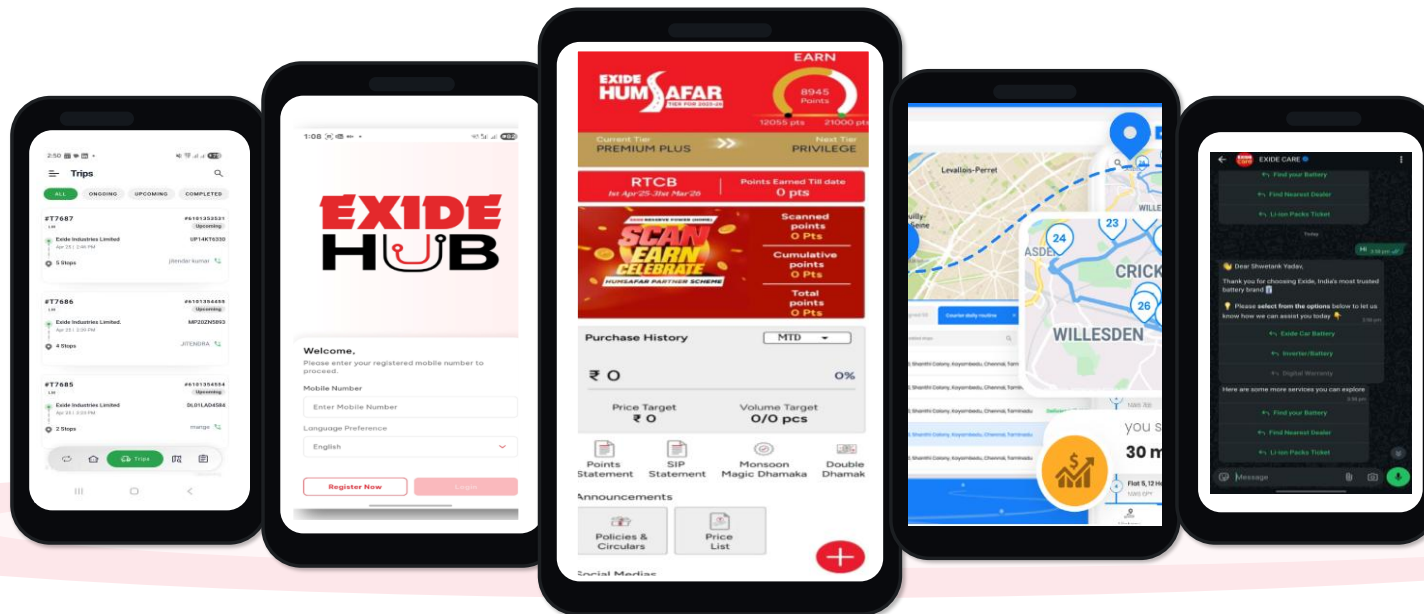
3 Sales Force

- AI-enabled analyzer, invoice processing
- Visit planning and churn alerts
- **Loyalty app** for mechanics & electricians



4 End Customer & Service

- **Warranty registration**
- Technician allocation
- **Support** across WhatsApp, website & contact center



New Energy

Electrification

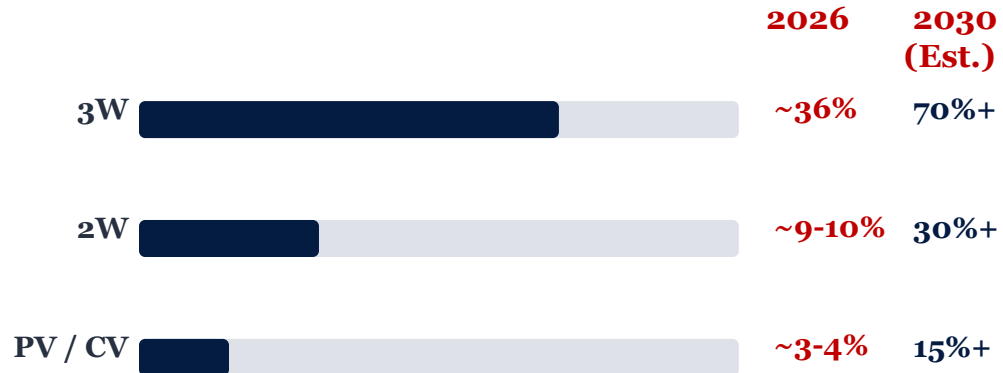
Establishment

WAY FORWARD





Expected 2030 penetration by selected end-markets



Demand drivers

- EV launches and consumer acceptance
- Multiple stationary applications shifting to Li-ion chemistry

Localisation matters

- Shorter working capital cycle for OEMs
- Supply security and closer quality engagement
- Potential support from policies

India lithium-ion demand is moving from import-led to localization-led growth



Policy Backing Fueling Industry Growth

Draft EV Policy 2026–30: Govt. of NCT of Delhi

Policy direction

- EV purchase incentives**
Consumer adoption supported through fiscal incentives and subsidies.
- Fleet electrification**
Policy push for government, school, delivery and aggregator fleets.
- Charging readiness**
New buildings and infrastructure to be EV-charging ready.
- Local ecosystem support**
Broader policy focus on localization and EV ecosystem development.



Policy support
accelerates
EV adoption

E2W

- Large domestic market & emerging export opportunity

E3W

- Affordability

**Passenger
EVs**

- New launches and localization-led battery demand

E-Bus

- Fleet electrification supporting scale

E-Goods

- Delivery fleets, leasing and aggregation-led demand

EV policy momentum supports battery demand across mobility and energy applications.

EXIDE Critical milestones achieved in Gigafactory



Both Cylindrical & Prismatic lines are leading the validation

95%+

utilities nearing completion across all 4 lines

All

equipment on-site for current phase lines

~45

MPAs signed supply chain readiness

450+

shopfloor associates supporting trials & commissioning

Facility



Line-1



1

End-to-end product and solution offering

- Multiple chemistries and form factors
- Customisable solutions for EV and energy storage applications
- Joint product development aligned with OEM

2

High focus on competitive costing

- Strategic raw material sourcing partnerships
- Automation and technology-led manufacturing efficiency

3

Backed by global technology and quality processes

- Technology partnership with a global lithium-ion cell player
- Automated assembly, thermal stability and in-process quality checks

4

Scalable operations to meet customer needs

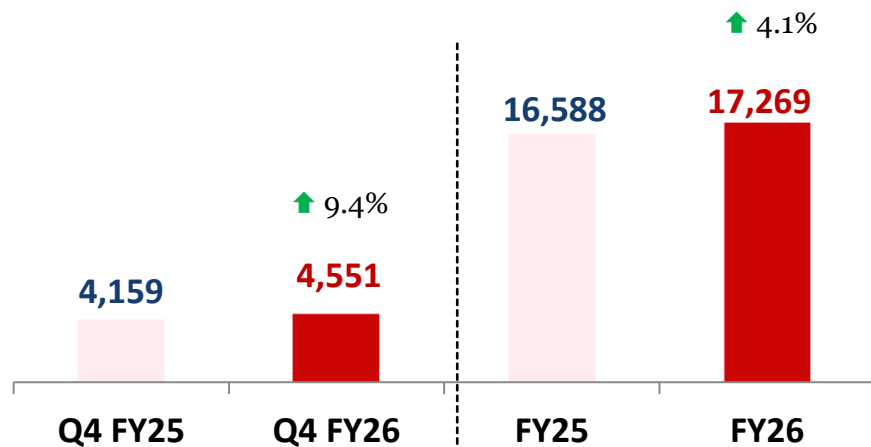
- Multi-line plant designed for scale-up
- Leverage Exide's market access and after-sales support ecosystem

Financial Performance & Business Outlook

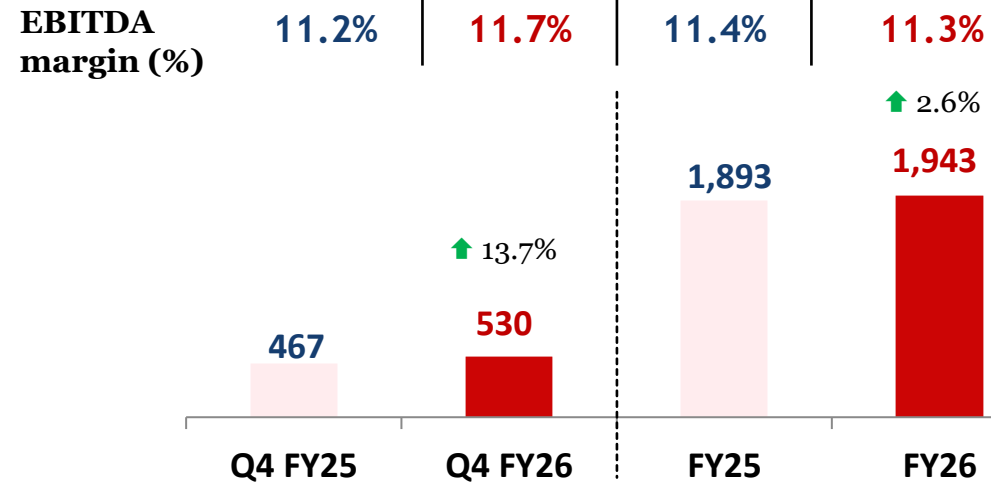


EXIDE Q4 & FY26 Performance

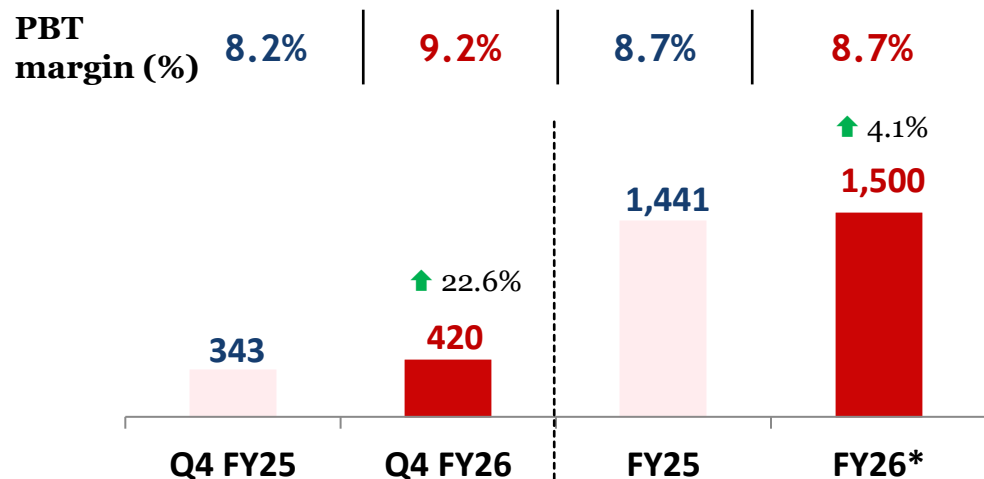
Revenue (Rs. in Cr.)



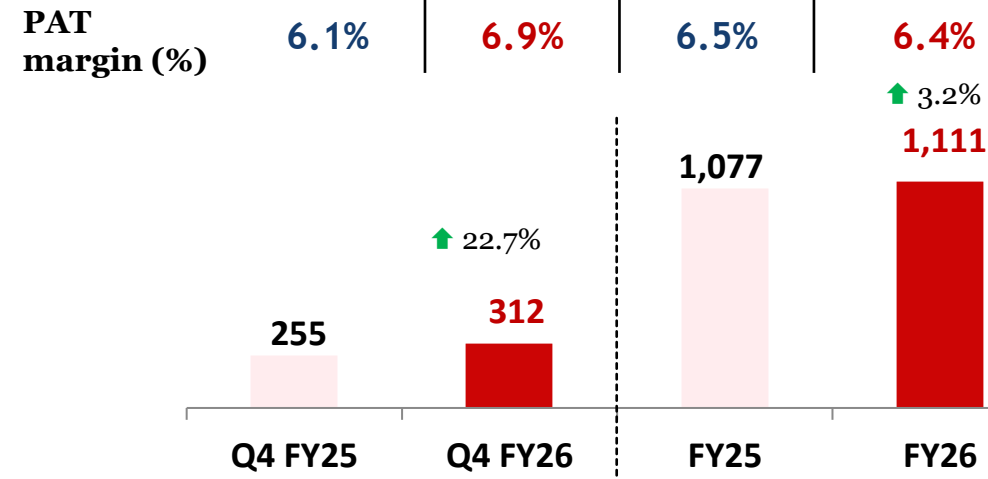
EBITDA (Rs. in Cr.) and Margin (%)



PBT (Rs. in Cr.) and Margin (%)



PAT (Rs. in Cr.) and Margin (%)















* PBT for FY26 is before exceptional item of Rs. 9 Cr.













Key Ratios and Balance Sheet Position

	FY26	FY25	
EBITDA (%)	11.3%	11.4%	➤ Improving ROCE in core business
ROCE* (%)	28.8%	26.0 %	➤ Robust balance sheet position with zero debt
Working Capital Usage (%)	7.3%	11.3%	➤ Working capital improved
Asset Turnover Ratio* (times)	3.4 x	3.1 x	➤ Improved asset turnover ratio

* Note: These are calculated for the core business excluding investments in HDFC Life and EESL project.

Core Business: Market Trend (Q4 FY26) and Outlook (Q1 FY27)

Segments	Trend Q4 FY26	Outlook Q1 FY27
 4W Replacement		
 2W Replacement		
 Auto OEM		
 Inverters		

Segments	Trend Q4 FY26	Outlook Q1 FY27
 Solar		
 Telecom		
 Industrial Infra		
 Exports		

Growing Responsibly



EXIDE CSR: Responsible Corporate Citizen

Touching Lives and Livelihoods: Our 5 Core Pillars

EXIDE
Aarōgya
Health and Wellness

EXIDE
Akshar
Promoting Education

EXIDE
Kaushal
Skill Upgradation and Livelihood

EXIDE
Saksham
Empower and Elevate

EXIDE
Paryavaran
Environment and Climate Action

On-the-Ground Execution & Real-world Impact

Vulnerable Communities

~80%

Beneficiaries of CSR Projects

Projects Outreach

10 24

States in India Districts

Recognitions

**Winner 8th edition of
ICSI CSR Excellence Award**



**Winner 3rd edition of BCC&I
Social Leadership Award**



Sustainability: Global Recognitions

S&P Global: Corporate Sustainability Assessment



S&P Global ©S&P Global 2026 .

Exide Industries Limited
Auto Components

Industry Mover

Corporate Sustainability
Assessment (CSA) 2025

65/100 | Score date
February 11, 2026 | For terms of use, visit www.spglobal.com/yearbook

Selected from a
global database of

**9,200
Companies**

**Companies in Yearbook
16-Auto Component Cos.**
(Globally)

**India: 1 of 2
companies**

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.

Sustainability: Global Recognitions

EcoVadis: Sustainability Rating



**Top 14% in
Manufacture of Batteries &
Accumulators Industry**

Score – 67/100
75th percentile

**Exide assessed within EcoVadis' global
universe of ~1,75,000 companies
across 4 key pillars**

Environment	Top 14%
Labour & Human Rights	Top 10%
Sustainable Procurement	Top 21%
Ethics	Top 29%

Governance & Recognition

Governance

DIVIDEND PAYOUT

~16%

Consistent value creation for shareholders

Balance between resource conservation and shareholder value creation

Statutory Auditors

B S R & Co. LLP

Credit Rating Long-term

ICRA AAA

(Stable Outlook)

Credit Rating Short-term

ICRA A1+

Awards & Accolades



Clean Energy Champion
TVS Motor



Most Valuable Partner
Indus Towers



British Safety Council Award 2025
ESG & EHS Standards



India's Most Sustainable Companies Award
BW Businessworld



India's Most Sustainable Companies 2024-25 Award
CRISIL

1 A trusted Indian brand built on decades of execution and resilience

2 Sustainable value creation for all stakeholders

3 Guided by integrity and disciplined leadership

4 Continuing leadership in the core while investing in future technologies

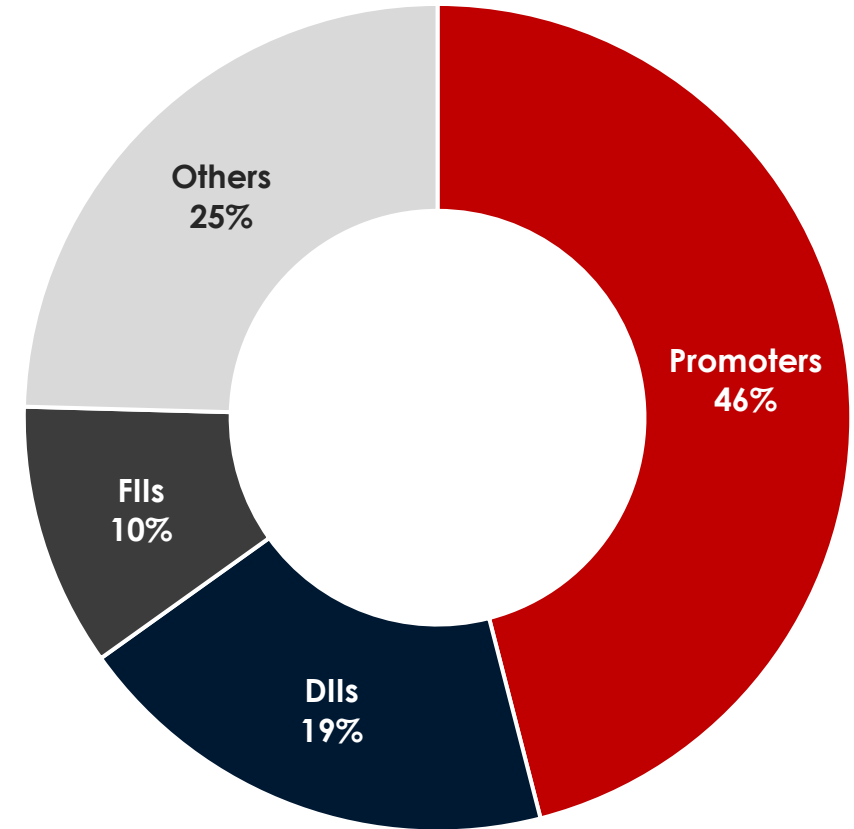
5 Well positioned to support India's evolving energy and mobility landscape

6 Confident of the opportunities ahead

Shareholding Pattern & Capital Market Information

Category	Holding (in %)
Promoters	46%
Domestic Shareholders	44%
Foreign Shareholders	10%

Shareholding pattern
(as on March 31, 2026)



Market Cap: Rs. 30,647 Crores
(as on 30th April 2026)

EXIDE 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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Exide Industries Limited

Thank You