



# Investor Presentation

## Exide Industries Limited

May 2025



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# AGENDA

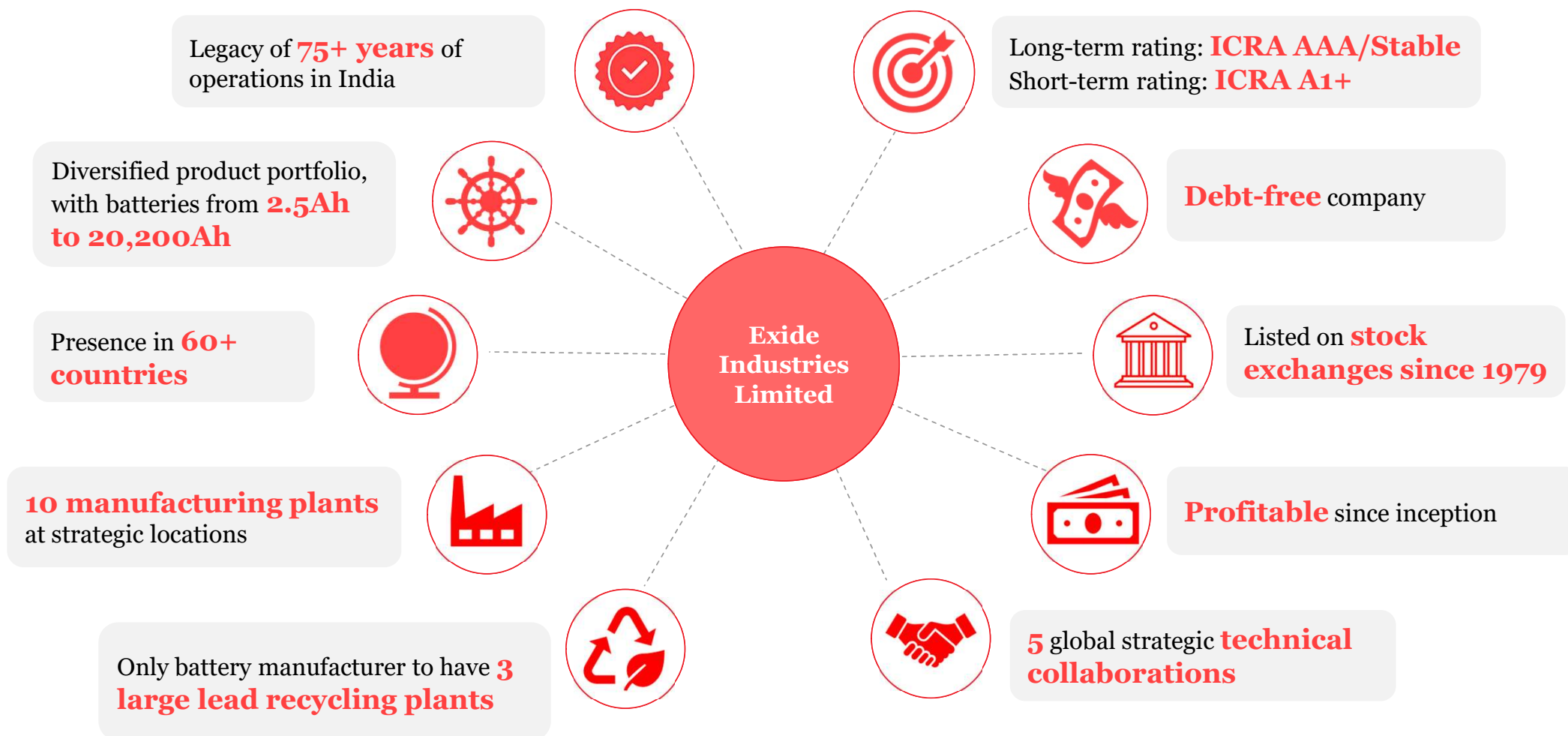




# Company Overview



## Exide Industries Limited – Snapshot





# Year in retrospect

## Manufacturing Prowess

**66 Mn**  
Automotive Battery

**7.6 Bn Ah**  
Industrial Battery

**346 KMT**  
Lead Recycling

## Distribution Reach

**>1,00,000**  
pan India Dealer  
Network

## Financial Strength

**Rs.30,638 Crore\***  
Market Cap

**Rs.16,588 Crore**  
Revenues

**Rs.1,893 Crore**  
EBITDA

**Rs.1,441 Crore**  
PBT

## Sustainability Focus

**20% Renewable**  
energy consumption

**75% of Recycled Lead**  
Consumption

**3.75 Lakh+ lives**  
touched by CSR  
initiatives

**INR 3,602 Cr.** already  
invested in Green  
Technology Solution

\* as on 28<sup>th</sup> March 2025

# **EXIDE** Comprehensive product portfolio serving multiple applications

## Trade - B2C Aftermarket

### Mobility



4-Wheeler



2-Wheeler



3-Wheeler

### Reserve Power



Home-UPS



Industrial-UPS



Solar Solutions

### Last Mile



ERK Battery



ERK Vehicle

## Institutional–B2B Clients

### Vehicular OEMs



4-Wheeler



2-Wheeler



3-Wheeler

### Infrastructure



Industrial-UPS



Traction



Telecom



Railways



Power & Projects

### Submarine



## International Business

### Automotive Batteries



### Traction batteries



### Reserve power



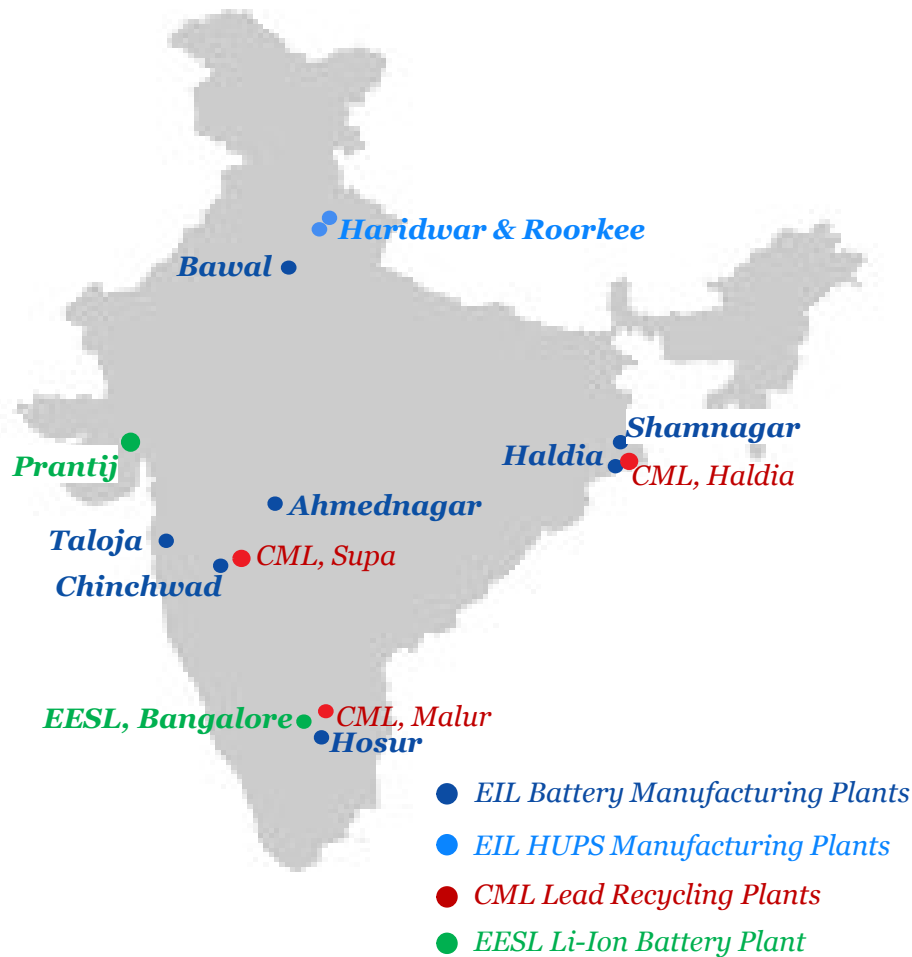
Industrial-UPS



Solar Solutions



## Manufacturing plants: Proximity to clients drives agility & efficiency



### Strategic locations

- Plants are close to the OEMs
- Pan India presence - always close to the market
- Lead recycling plants are close to mfg. plants

### Legacy meets technology

- Shamnagar – First plant, 75+ years
- Haldia: One of the largest integrated auto and industrial batteries manufacturing hub in S.E. Asia





## Update on Manufacturing Efficiency Programs

### Punch Grid in MC

Phase I – Ramped up in Jan'25

Phase II – Expected in Q4 FY26



### Automation in MC

Current status – 40% achieved

Completion – Q3 FY26



### Con-Cast for CV

Phase I – Ramp up from Apr'25

Phase II – Q4 FY26

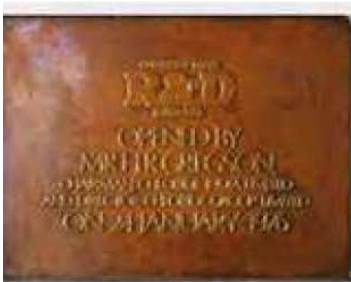




# Strong R&D focus leading to advanced technical products & solutions

## Exide R&D Centre, Kolkata

Established in 1976, it's one of the finest R&D centers



## International technical collaborations



- Moura Batteries



- Furukawa Battery Company



- East Penn Manufacturing
- Advanced Battery Concepts



- SVOLT Energy Technology Co. Ltd

## Recent developments

Developed high efficiency AGM\* batteries, for domestic & international markets

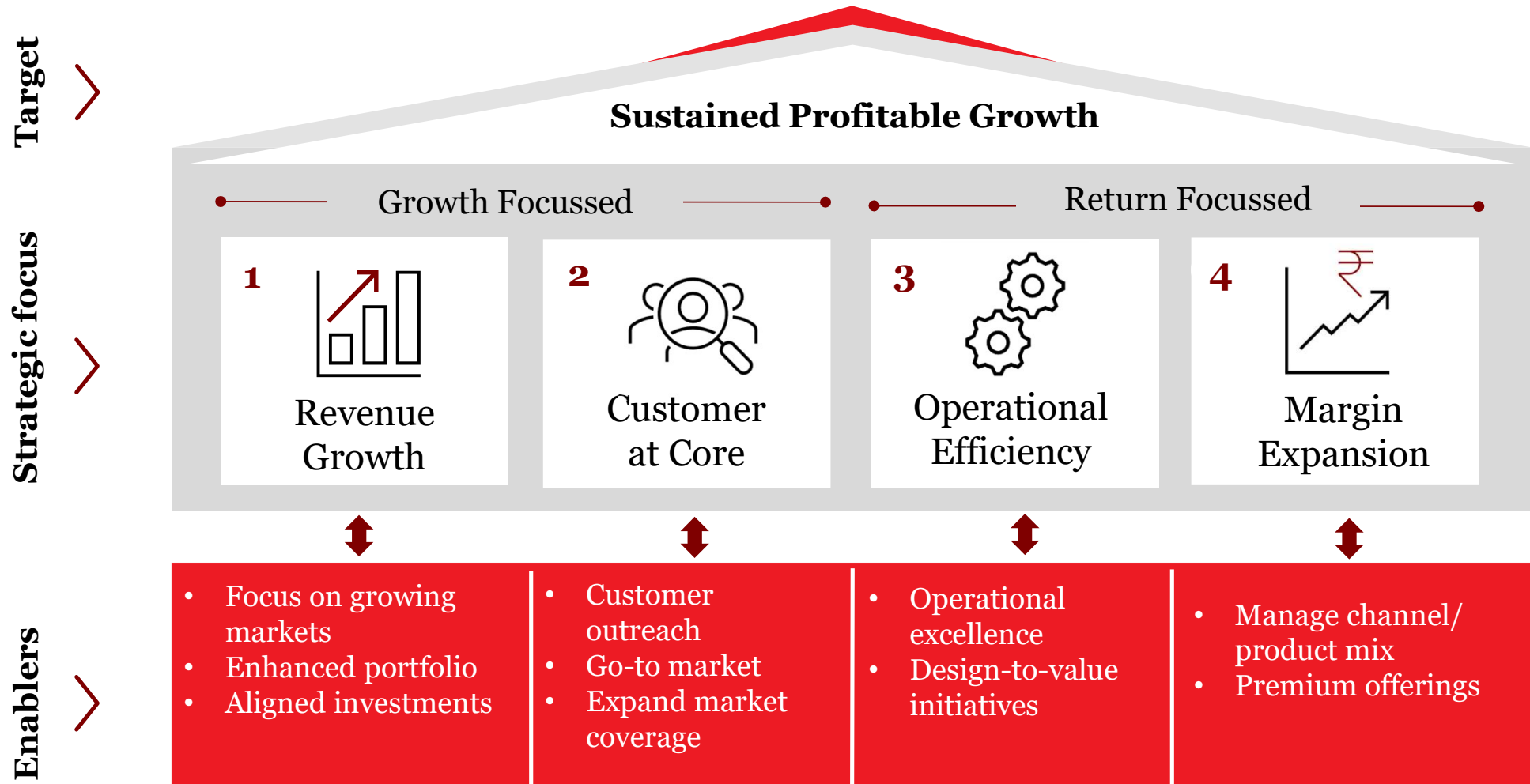
Supplying auxiliary batteries for E2W and E4W to auto OEMs

Developed Front Terminal Planished Grid (FTPG) range of batteries for critical power backup in Data Centres

Adopted technologically advanced AGM and T-Gel batteries for BESS application

Focus on strengthening manufacturing processes and lowering turnaround time & costs

\*Absorbent Glass Mat







### Revenue Growth

- **New Product** launches
- **Roof top solar** as end-to-end solution
- Deeper **distribution** penetration
- Fine tuning **channel programs**, portfolio and packaging
- Price negotiation in B2B channel
- **Exports** – entering new countries, appointing distributor



### Operational Efficiency

- **Automation** → productivity & efficiency
- Commercialise **tech-intensive** products
- Continuous **quality** improvement
- Deploying **EV** in last mile delivery
- **Digital** monitoring of operations



### Improved Profitability

- **Product mix** towards higher margin products
- Optimise **inventory**
- **Digital Dashboards** for monitoring margins and profitability

# *Excellence.*



# Trade Business (B2C)

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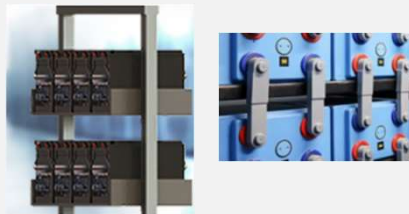
## Long-term external growth drivers in place to support growth

### Automotive Replacement market



- Disposable income and **urbanization growth** driving vehicle demand
- Increasing demand for **advanced batteries** to benefit organised players
- **Auxiliary battery** for EVs

### Industrial UPS Trade Market



- Rising critical **power back up** needs in BFSI, hospitals, etc.
- Increased requirement for safer and durable backups

### Home – Reserve Power



- Rising temperatures, **adverse weather** conditions
- Increasing consumer need for **uninterrupted power** supply

### Solar



- India's 500GW **RE ambition** by 2030
- MNRE's **roof-top solar** target of 40GW by 2026
- Increased **financial support** under the PM Surya Ghar scheme



**EXIDE**

# We are well positioned to capture the opportunity

**Product****New product**

For Commercial vehicles, e-rickshaws and inverters

**Solar solution**

End-to-end rooftop solar solution under “Exide Sunday” gaining traction

**EV Auxiliary battery**

Supplying auxiliary battery to major EV OEMs

**Packaging**

Enhanced aesthetics of packaging

**GTM****Alternative Channels**

Focussed channel strategy to serve rural markets and fleet operators

**Digitally empowered**

1 lakh+ partners is digitally enabled with mobile apps

**Hyperlocal marketing**

To increase footfalls and enquires from local customers

**Channel finance**

Partnered with fintech partners for channel financing



## Cutting-edge products and offerings for trade vertical

**GIVE YOUR SUPERCAR ITS SUPERPOWER**

INTRODUCING **EXIDE AGM<sup>i</sup>** Intelligence

**48 MONTH WARRANTY\***  
24H POC & 24H Pre-Call

**EXIDE AGM<sup>i</sup>**

Exide AGM<sup>i</sup> is the new age battery, made in India for Indian roads. It is expertly crafted for the nation's riders, and ensures unmatched performance and reliability every time.

- No heat or vibration tolerance
- High cycle life
- Low self-discharge
- High vibration tolerance
- Low self-discharge

\*TSC apply

**EXIDE**

**SMART SOLUTIONS FOR YOU**  
**ON THE ROAD / AT YOUR HOME**

Smart Batteries For Your Smart Cars

**EXIDE RISE** 60 MONTH WARRANTY

**EXIDE AGM** 48 MONTH WARRANTY

End-to-End Solar Solutions *Aaram se!*

**EXIDE SUNDAY**

**EXIDE SOLAR**

- Design to Installation by Exide
- Comprehensive Warranties
- Up to 90% Savings on Electricity Bills
- 25 Year Warranty on Solar Panels



**WHEN IT COMES TO SAVING A LIFE, EVEN A SPLIT SECOND MATTERS.**

**EXIDE NXT+**

Presenting the unmatched Exide NXT+ that ensures seamless power for your critical needs.



# Continue to enrich portfolio with technologically advanced products

1

## New range of batteries for LCVs, HCVs



2

## New range of invertors under Exide Home Sub-brand



3

## New range of E-Rickshaw batteries







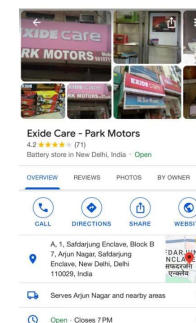
## Empowering channel partners by digital enablement

1,00,000+  
Distributors  
/Dealers

Regular  
engagement  
with channel  
partners to  
ensure  
product  
promotion  
and training



### Empowering channel partners through digitalization initiatives



**Hyperlocal marketing initiatives** enable dealers in attracting more end-customers

**100% of our channel partners are connected via Mobile apps:**

- Faster resolution with higher transparency
- Stronger after-sale support



**Partnered with financial institutions to provide financing options** to primary and secondary channel partners





# Institutional Business (B2B)





## Mega trends: In a strong position to capitalise on the opportunity



### Automotive OEMs

- **Rising urbanization** driving demand for personal mobility
- **Improving rural income** to drive 2Ws, CVs, 3Ws, tractors.
- **Increase in infrastructure** development spend by govt.



### Digitalisation & Energy Transition

- **Data Centers:** Increasing cloud adoption ~20% CAGR expected in DC capacity in medium-term
- **BESS:** Higher mix of RE driving growth of BESS solutions



### Automation

- **Railways:** 100% electrification of railway routes planned by FY26<sup>1</sup>
- **Traction:** Material Handling Equipment demand growth across end-user segments (Airport/ Retail/ Warehouse/ Logistics Centres)



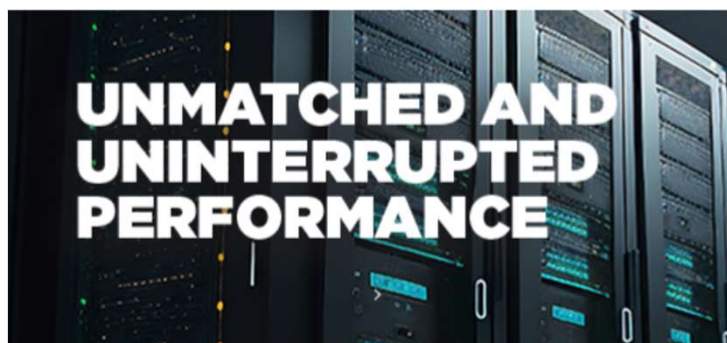
### Infra Investment

- **Projects:** Govt. impetus on infra spending<sup>2</sup> - outlay for metro projects & urban infra
- **Power:** Thermal power plants being set up for the base load
- **Telecom:** Increasing demand for greener infrastructure

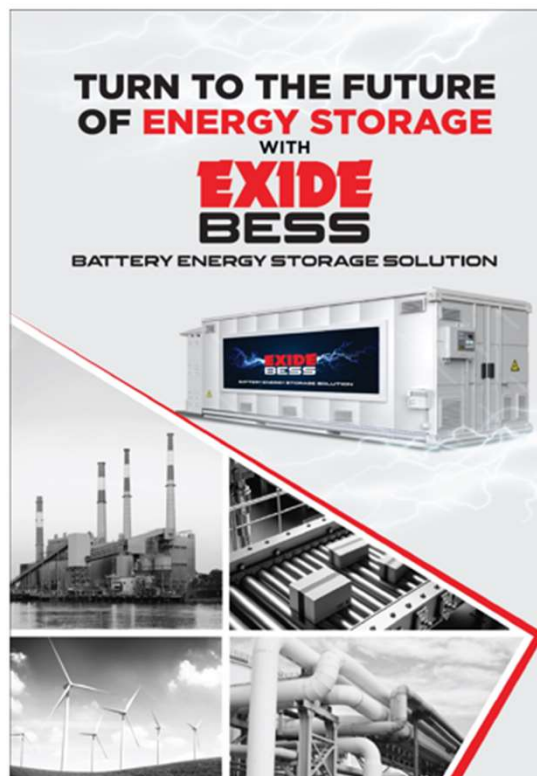


# Our solutions are future ready to serve evolving requirements

## Low Maintenance EHP batteries for Data Centre



## Exide launches EXIDE BESS – a fully containerized Battery Energy Storage System (BESS)



## Traction Batteries : Opportunity Rapid Charge Batteries for the customers



## Infrastructure Sector: Solutions for power, projects, railways etc.





# Building brand resonance and enhancing customer relations

## Participation at various forums to connect with customers



**Elecrama Exhibition,  
New Delhi**

## Technical seminar for B2B customers



## Exide Edge: Enhancing customer service through digital initiatives

### Digital customer service

Welcome To Exide Industrial Customer Support



Our New Toll Free No  
**1800 203 5758**

for Industrial Batteries, Solar Inverters, Solar Panels,  
Solar batteries, and Sunday Solar Systems.

- One Stop Portal for all Industrial Customers
- Online Complaint Tracking
- Immediate & Transparent Resolution

Service Agent Details	
Name	Mobile
XXX	XXX
Service Center Siliguri	

Service Visit Details	
SA-298233	
Technician Name :	XXX
Technician Mobile :	XXX
Dispatch Time :	30-03-2024 , 09:03 PM
Check-in Time :	01-04-2024 , 12:31 PM
Check-out Time :	01-04-2024 , 09:48 PM
Action Taken :	Resolved





# International Business





## Capturing global markets with innovative offerings

### Automotive



**14+ Distributors**

Onboarded in FY25

**13+**

Key regions

### Industrial



**28+ Accounts**

Onboarded in FY25

**20+**

Key regions

### International Business

- Presence in **60+ countries**
- Contributes to **nearly 8%** of the standalone turnover
- Supply **automotive batteries, traction batteries and reserve power storage solutions**
- Focus on meeting stringent global specification for international clients

### Tapping international clients through the multi-brand approach

**EXIDE**



**INDEX**



**CHLORIDE**



**JUPITER**

Expanding global footprints with extensive brand portfolio



## Reaching out to global markets with advanced products

New products  
with advanced  
features



AGM batteries in multiple markets



JIS traction cells

Active  
participation in  
international  
exhibitions



Automechanika Frankfurt 2024



MIMS Automobility Moscow 2024



# **Green Technology Solutions: Lithium-ion Cells & Batteries**





India's electrification demand expected to be 120 GWh by 2030

Li-ion battery demand for  
Automotive and Industrials  
expected to be 120 GWh by  
2030

## Key growth drivers

### Strong policy & regulatory support



- Auto PLI
- State EV policies
- Subsidies and benefits

### Market adoption drivers across user segments



- **2W & 3W:** Personal, B2B, e-commerce
- **4W:** Personal, taxi fleet
- **CV:** Last mile connectivity
- **Renewables:** Increased Government focus
- **Telecom:** 5G roll-out

# **Exide** is in advanced stages of setting the cell manufacturing facility

## Wholly owned subsidiary Exide Energy Solutions Ltd



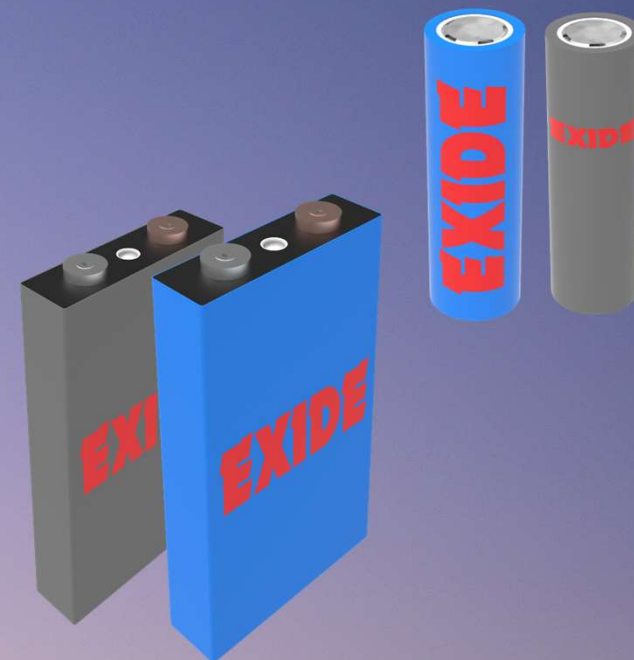
- Setting up of **12 GWh** green field project for li-ion cell manufacturing in 2 Phases
- Offer complete end to end solution: from cell to system - **“molecule to megawatt”**
- Equity invested of **Rs. 3,602 Crore** in EESL done till Apr-25

## Technical Collaboration with SVOLT Technology Solutions Ltd.



- Leading li-ion cell manufacturer with ~3,000 team members and ~500 experts in li-ion battery R&D
- **Multi-year** technical collaboration for li-ion cell technology
- Support for setting the plant on a turnkey basis

## 4 Lines planned for capacity of 6 GWh in Phase-1





## Exide is ahead of the curve in its lithium-ion battery foray

### Exide Industries Limited

↓ 100% Subsidiary



### Exide Energy Solutions Limited (EESL)

A

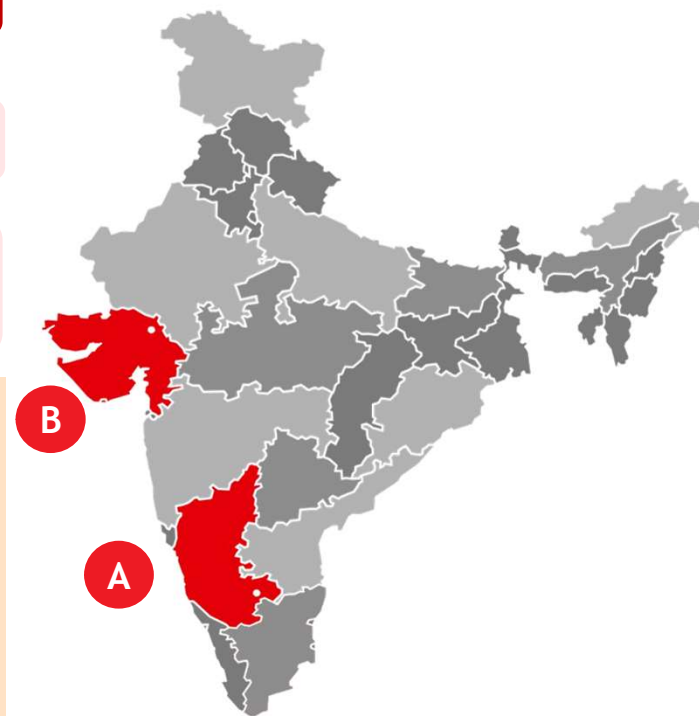
#### Lithium-ion Cell Plant, Bengaluru

- Construction & project work under progress
- 12 GWh capacity
  - Phase I– 6 GWh (NCM: 3 GWh, LFP: 3 GWh)
  - Phase II– 6 GWh

B

#### Lithium-ion Pack Plant, Prantij, Gujarat\*

- Lithium-ion battery packs assembly line
- 1.5 GWh capacity
  - Pouch/prismatic/cylindrical cell to pack
  - Cell testing lab
  - Prototype and pilot line



\*Note: This facility was under a wholly owned subsidiary Exide Energy Private Ltd., which has now become a subsidiary of Exide Energy Solution Ltd. The amalgamation has been approved by NCLT, Kolkata Bench in March 2024.



## Our competitive edge and value proposition



### End-to-end product and solution offering

- Multiple chemistries/form factors
- Customizable solutions
- Joint product development



### Backed by SVOLT's world class technology & quality

- Tech partnership with global Li-ion cell player
- Automated robotic assembly lines
- Robust quality check test points in manufacturing
- Strategic raw material sourcing partnerships



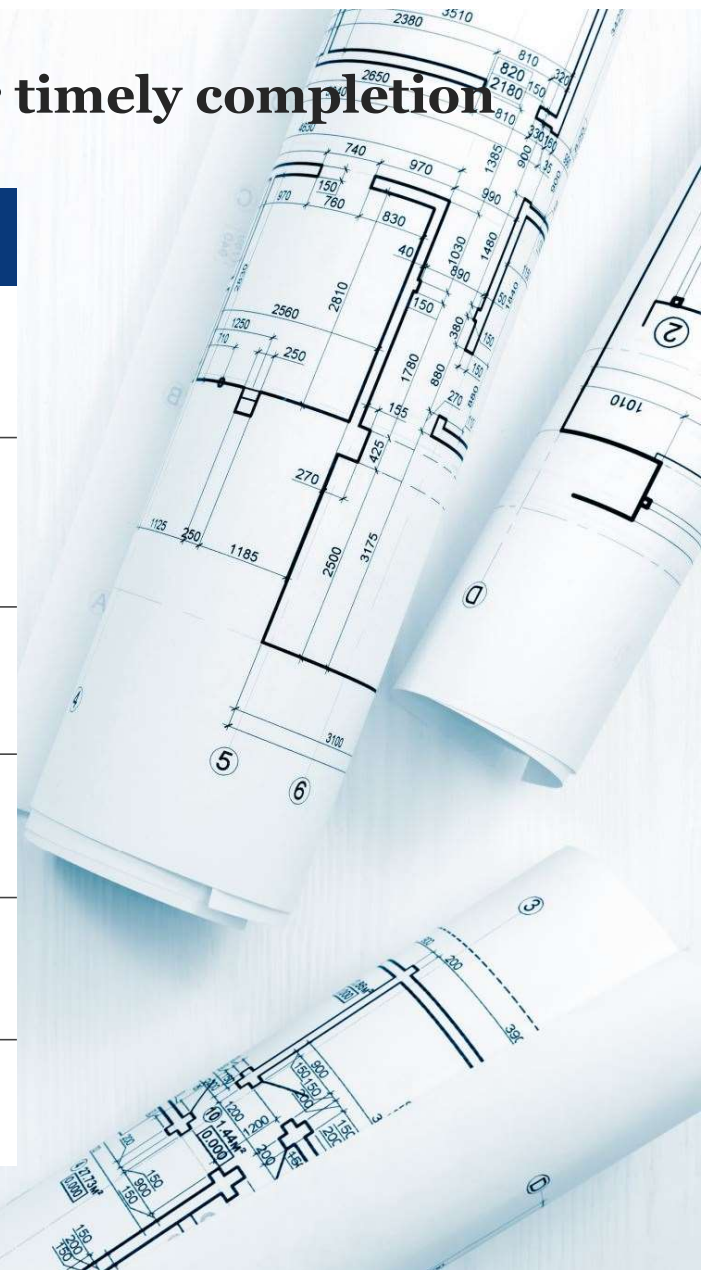
### Scalable operations to meet customer needs

- State-of-the-art plant planned with multiple production lines
- Potential access to strong dealer network for charging and after-sales market support



## Significant progress across workstreams for timely completion

Particulars	Progress
<b>Organization</b>	<ul style="list-style-type: none"><li>• Onboarded professionals with specialised expertise</li><li>• Focus on training and development to strengthen functions</li></ul>
<b>Funding</b>	<ul style="list-style-type: none"><li>• Mix of internal accruals and loan financing</li><li>• Exide's total equity investment is ~ Rs.3,602 crore</li></ul>
<b>Project Construction</b>	<ul style="list-style-type: none"><li>• Construction nearing completion, equipment installation underway</li><li>• Commercial production is anticipated in FY26</li></ul>
<b>R&amp;D</b>	<ul style="list-style-type: none"><li>• Jointly working with SVOLT to achieve key milestones</li><li>• Developed world class R&amp;D center with team of engineers and scientists</li></ul>
<b>Supply Chain</b>	<ul style="list-style-type: none"><li>• Identification and onboarding of both local and international suppliers</li><li>• Meetings conducted for ensuring uninterrupted supply of key materials</li></ul>
<b>Off-take</b>	<ul style="list-style-type: none"><li>• In advance stage of collaborating with OEMs and energy providers</li><li>• Continuous efforts to onboard large customers across segments</li></ul>







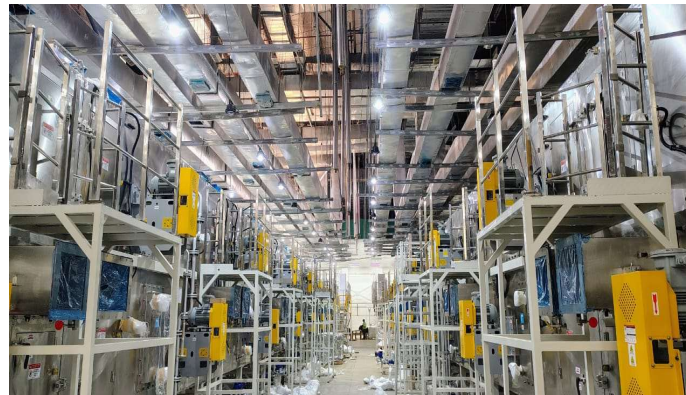
## Onsite construction works is progressing well...

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**Office Building**



**Cell-manufacturing plant**



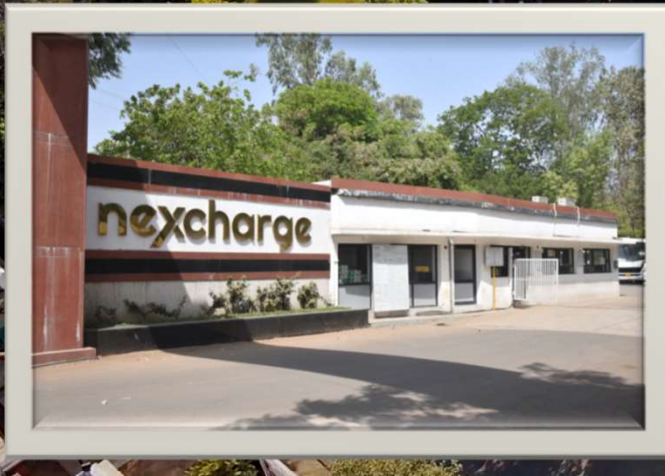
**Utility and substation buildings**







## Lithium-ion Pack Plant, Prantij, Gujarat







## Fully Operational Pack manufacturing facility at Prantij, Gujarat



**3WL Battery Pack**



**Bus Battery Pack**



**Telecom Battery Pack**



**2WL LD Battery Pack**





# Key Financial Highlights of EIL Standalone



## Q4FY25 performance highlights

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### Sales<sup>1</sup>

INR  
**4,159** Cr.

Y-o-Y **+4%**

Q-o-Q **+8%**

### EBITDA

INR  
**467** Cr.

Y-o-Y **-10%**

Q-o-Q **+4%**

### PBT

INR  
**343** Cr.

Y-o-Y **-10%**

Q-o-Q **+5%**

## **FY25 performance highlights**

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### **Sales<sup>1</sup>**

INR  
**16,588 Cr.**

Y-o-Y + **4 %**

### **EBITDA**

INR  
**1893 Cr.**

Y-o-Y + **1%**

### **PBT**

INR  
**1441 Cr.**

Y-o-Y + **2 %**

# Strong balance sheet and positive cash flow generation

## Balance sheet Highlights

Particulars	Unit	FY22-23	FY23-24	FY24-25
Total Equity	Rs. Crore	11,210	13,137	14,442
Total Debt	Rs. Crore	Nil	Nil	Nil
Debt : Equity	Ratio	Nil	Nil	Nil
RoCE*	%	18.9%	19.4%	17.6%
RoE	%	8.3%	8.7%	7.8%

## Positive Cash flow generation

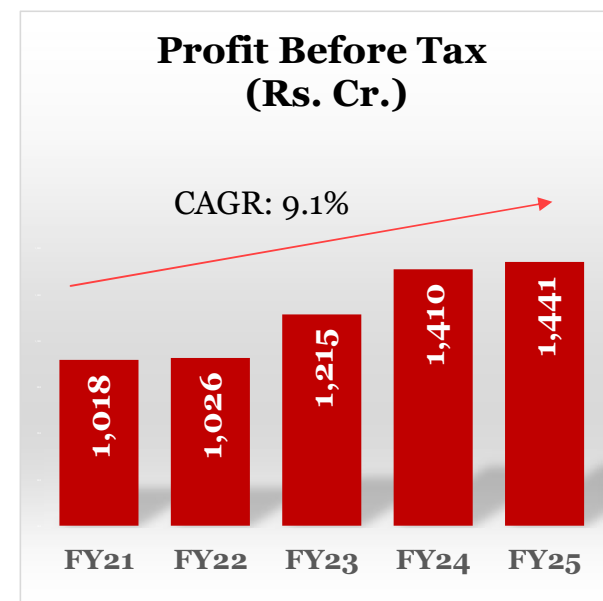
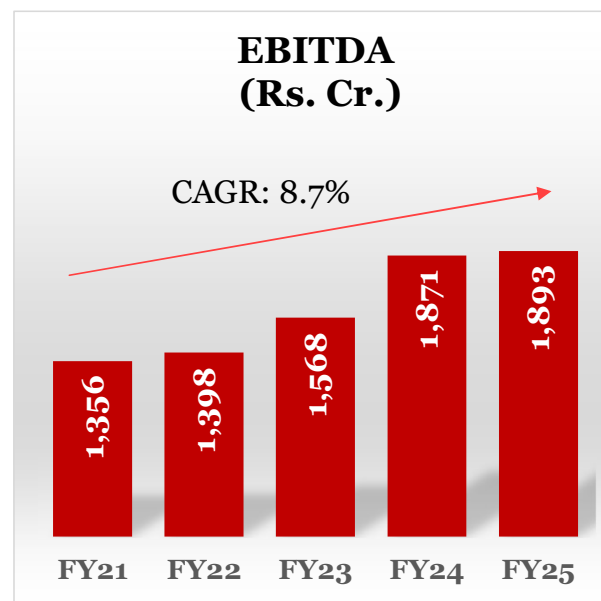
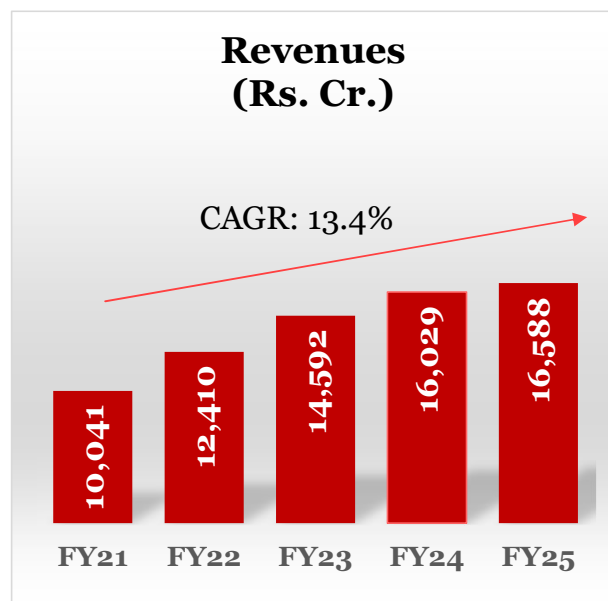
Particulars	Unit	FY22-23	FY23-24	FY24-25
Cash flow from operations	Rs. Crore	848	1,996	1,298 <sup>^</sup>

### Continue to maintain :

- **Zero** Debt : Equity
- **Healthy** return ratios
- **Efficient** WC management
- **Strong** cash flow generation
- **Internal Accruals** funding new projects from

- \*RoCE is calculated as Profit Before Interest and Tax divided by average capital employed (excluding stake in HDFC Life Insurance Ltd and Exide Life Insurance)
- ^Lower operating cash flow in FY24-25 was due to higher working capital requirement

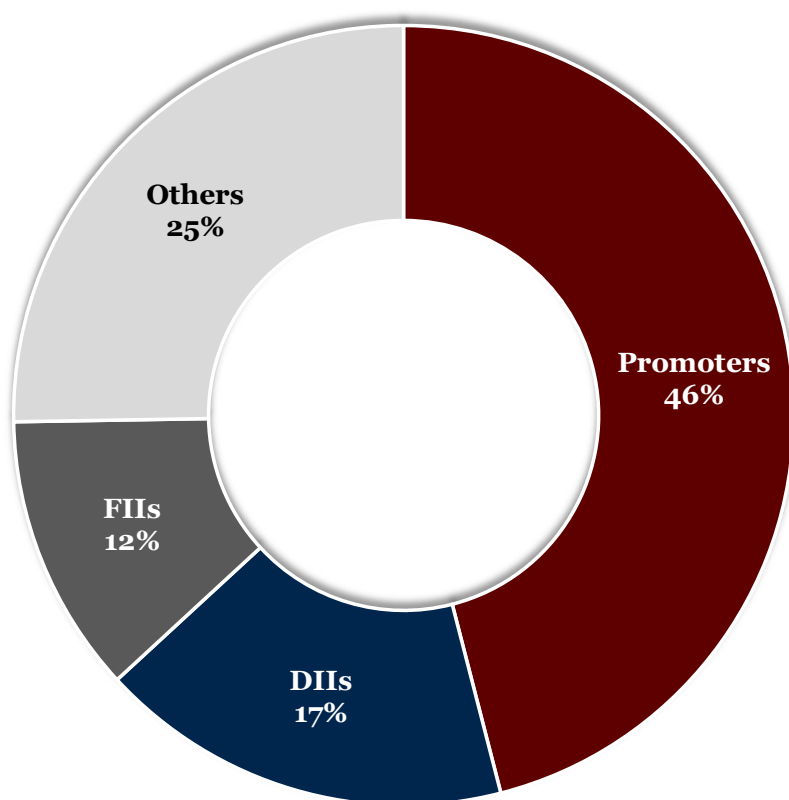




- Strategic initiatives to boost sales and control costs enabled company to deliver consistent performance
- Generated positive cash flows for last **10+** years
- **Zero debt** company since 2012<sup>1</sup>
- **Healthy profit generation** despite challenging macro environment in past few years

*1. Except for short-term borrowing for overseas equipment purchases @ 1-2% interest availed during FY15-FY17, Profits exclude exceptional items*

Shareholding pattern as on March 31, 2025



### Market information (as on 28 March-2025)

CMP (Rs. per share)	360.4
Shares Outstanding (in Crore)	85.0
Market Capitalisation (Rs. Crore)	30,638



# Sustainability and CSR

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## Sustainability is core to our business and strategy

### ENVIRONMENT

- **20%** energy consumption from renewable sources in FY25
- **75%** Recycled lead & lead alloys
- **~17%** Recycled plastics
- **15%** of last-mile deliveries are via EVs.
- **Usage of LNG** trucks for primary logistics in select factories



### SOCIAL

- **0.10** Lost Time Injury Frequency Rate (LTIFR) for Workers
- **3.75 lakh+** Lives positively impacted through CSR initiatives;
- **18,000+ hours** of Employee volunteering
- Hybrid working policy for young mothers
- **~ 80%** of upstream value chain partners underwent ESG awareness workshops



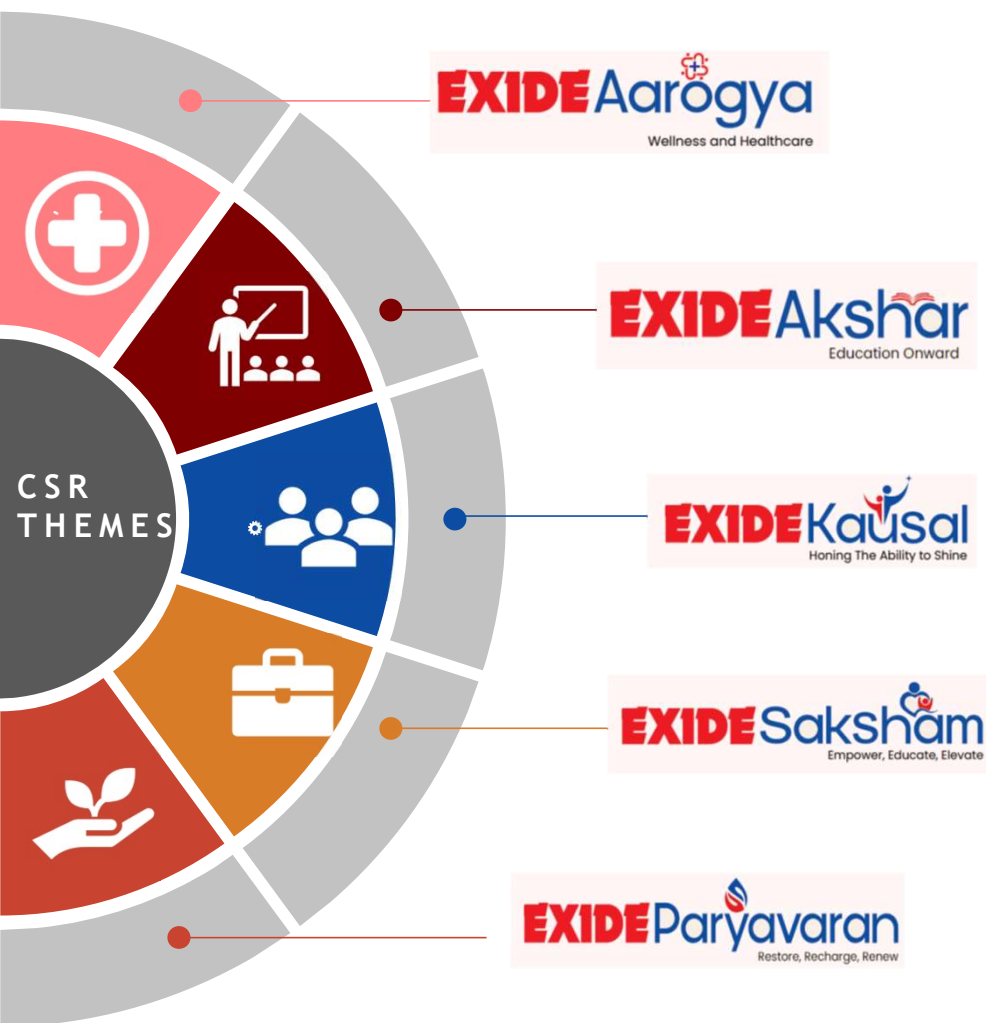
### GOVERNANCE

- **ISO 31000** certified Risk Management framework
- Total board remuneration is **less than 2%** of profits against mandate of 11%
- **Separate position** for Chairman and CEO for more than a decade
- **Shareholder survey** form, fostering better communication and informed decision-making





## CSR initiatives: Fostering inclusive community growth



### Prioritizing 5 pillars for socio-economic growth



### Impact created

- **3.75 lakh+** people benefited in FY25
- **Rs.100+** crore invested in CSR initiatives in last 5 years

*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.*

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**THANK YOU!**