



Exide Industries - Investor Presentation

May 2023

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- 5 Key Financial Highlights
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Business Overview



Company at a snapshot



75+ Years of
Operations in
India

Presence in
60+
Countries

5,200+
Employees

06
Overseas
Technical
Collaborations

10
Manufacturing
Plants

65 million
Automotive Batteries
produced p.a.

5.8 billion AH
of Industrial Power
Supply p.a.

200 KMT
per annum
Capacity of Three Lead
Recycling Plants

Rs.15,000
crore+*
Market Capitalization

Rs.14,500
crore+
Revenues

Rs.1,500
crore+
EBITDA

Rs.900
crore+
PAT

First factory established in Shyamnagar, West Bengal

R&D established in Kolkata, West Bengal

Chloride Industries Ltd. renamed as 'Exide Industries Ltd.'

Takeover of industrial undertakings of 'Standard Batteries Ltd.'

Foray into lead smelting operations through subsidiary 'Chloride Metals Ltd.'

Acquisition of second home UPS manufacturing facility at Haridwar

- Exide enters a technical collaboration with SVOLT Energy Technology Co. Ltd., China, for lithium-ion cell manufacturing
- Set-up of the wholly owned subsidiary 'Exide Energy Solutions Ltd' for setting a manufacturing plant of Lithium-ion batteries and storage solutions

1947

1969

1976

1981

1995

1997

1998

2003

2008

2011

2012

2018

2022

Second factory established in Chinchwad, Pune

Third factory established in Haldia, West Bengal

Fourth factory established in Hosur, Tamil Nadu

Commissioning of plant in Bawal, Haryana

Acquisition of first home UPS manufacturing facility at Roorkee

Exide sets up a facility for lithium-ion batteries packs and module business in Prantij, Gujarat

We manufacture batteries for multiple applications in automotive sector

Vehicular

Non- Vehicular



4-Wheeler



3-Wheeler



2-Wheeler



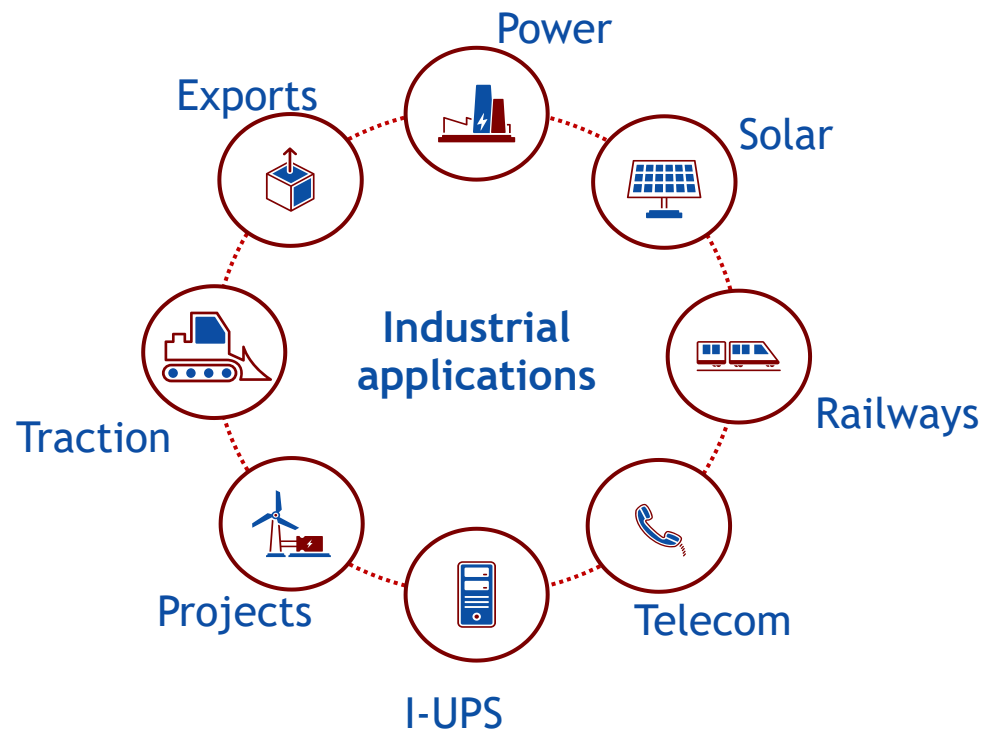
E-Rickshaw



H-UPS

- **Wide range:** 2.5 Ah for 2-wheelers to 260 Ah for Non-vehicular
- **Wide range of warranty period:** 12 months to 77 months (flat + pro-rata)

We are a reliable power solution provider for all industrial applications



- **Industrial batteries range:** 7 Ah to 3200 Ah for multiple applications
- **Other application areas:** Batteries for submarines



R&D focus enables delivery of advanced technical solutions

Exide R&D Centre, Kolkata

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



International technical collaborations



Brazil

- Moura Batteries



Japan

- Furukawa Battery Company
- Showa Denko (formerly Hitachi Chemical Co. Ltd.)



USA

- East Penn Manufacturing
- Advanced Battery Concepts



China

- SVOLT Energy Technology Co. Ltd

Recent developments

Extending the punched plate technology in batteries to 2W, post successful implementation in 4W

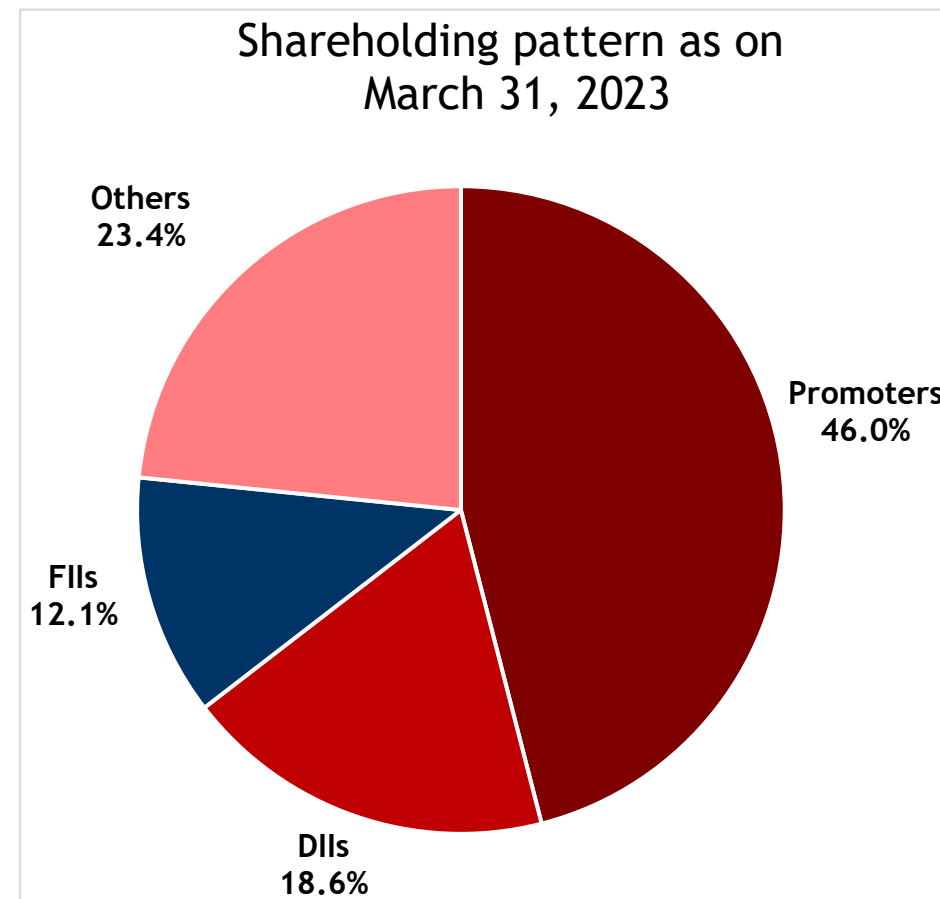
Setting manufacturing process for making Absorbent Glass Mat (AGM) batteries, which has higher efficiency

Focus on exports: Developing customized advanced featured automotive batteries for different countries

Developed compact, high performance sealed batteries for telecom 5G network roll-out

Battery energy storage systems (BESS): R&D team developing multiple solutions for future deployment

Name	Designation
Mr. Bharat Dhirajlal Shah	Chairman and Independent Director
Mr. R.B. Raheja	Vice Chairman and Non-Executive Director
Mr. Sridhar Gorthi	Independent Director
Ms. Mona N Desai	Independent Director
Mr. Surin Kapadia	Independent Director
Mr. Subir Chakraborty	Managing Director and Chief Executive Officer
Mr. Asish Kumar Mukherjee	Director Finance and Chief Financial Officer
Mr. Arun Mittal	Director - Automotive
Mr. Avik Roy	Director - Industrial



Automotive Vertical



Ruling the automotive market with 3 powerful brands

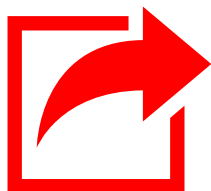


1 Growth Outperformance



Double digit sales growth in the domestic market, as demand rebounded sharply

2 Market Share Gains



OEMs: Cemented long-lasting relationships, **gained market share with 2W & 4W OEMs**

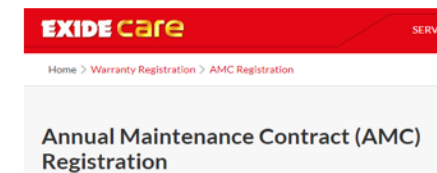
Replacement market: Higher than industry growth led to market share gain

3 Exports: Entering New Markets



Entered new geographies e.g. Russia & strengthened presence in other Asian countries to increase international presence

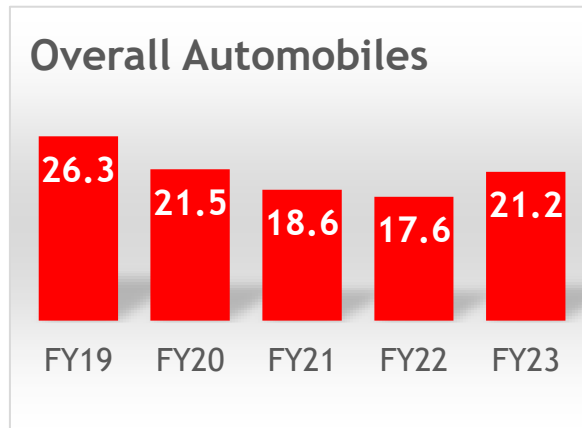
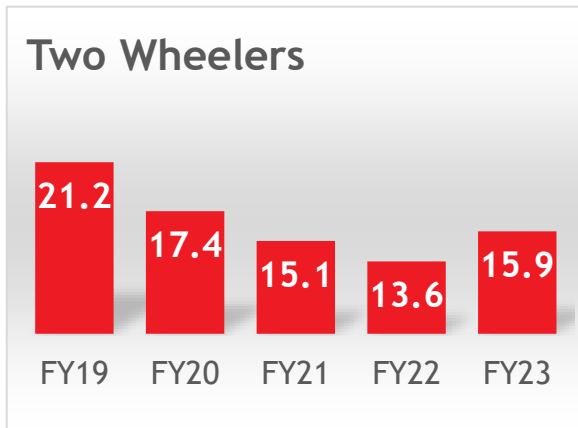
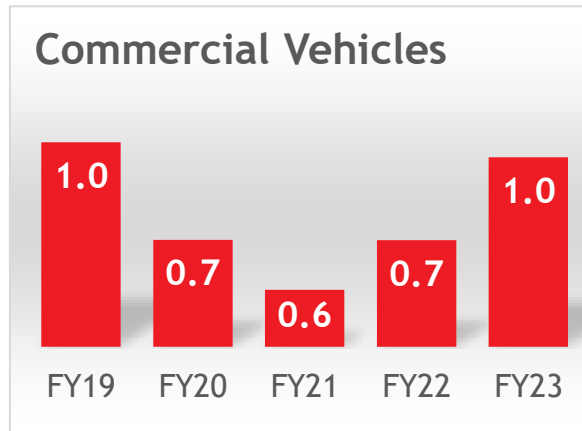
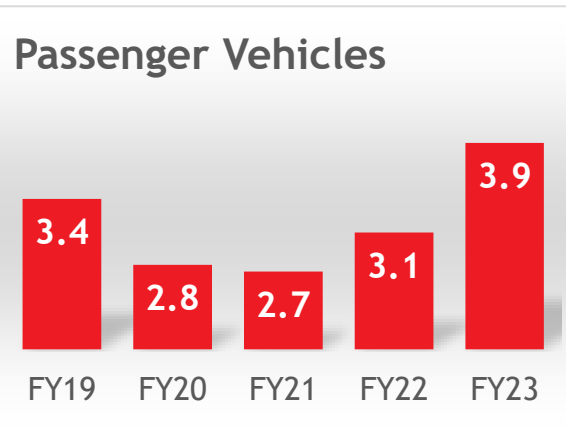
4 Customer Service



Launched Annual Maintenance Contract (AMC) services for HUPS and inverter batteries

Growth Drivers: Near-term tailwinds are positive for the automotive sector

Overall auto volumes grew at robust rate in FY23, with PVs surpassing the 2019 high levels



Key growth drivers in place for near-term



- **Passenger Vehicles:** Upbeat consumer sentiments, increased mobility, easing of supply-side constraints, new launches etc.



- **Commercial Vehicles:** Increase in commercial activity, increased activity in roads, mining, real estate etc., higher focus on last-mile connectivity will support demand



- **Two wheelers:** Growing export demand, increase in middle class population, up-tick in rural income will drive 2W demand



- Industry expects automotive volumes to grow between **7%-9% in FY2023-24**

Long-term drivers indicate strong demand for technologically advanced products & solutions



Rising urbanization & income levels will create demand for personal mobility

- Passenger vehicle production is expected to double in next 4-5 years



Increase in business activity and infrastructure development will increase intra & inter-state connectivity

- Higher demand for commercial vehicles, two-wheelers and passenger vehicles



Auxiliary battery requirement for electric vehicles

- Lead-acid battery is required to operate lights, audio system, and other equipments in an electric vehicle



Demand for more efficient batteries will increase share of organized players

- ISS batteries, EFB batteries, AGM batteries are gaining prominence with OEMs



Shift in Global supply chains

- China +1 strategy is expected to lead the shift towards Indian exports; enabling India to potentially increase its share in the global auto trade in next few years

Automotive Vertical: Getting future ready



- New product launches with technologically advanced features
- Expanding domestic reach
- Exports: Expanding international footprints
- Supporting channel partners and enhancing customer experience

- Digitalization initiatives: Increasing operational efficiency across processes
- Focus on achieving manufacturing excellence

- Aim to create optimum product mix - higher share of premium products

1 Exide Mileage



- ISS batteries were introduced in FY22 for the after-market segment
- In FY23, introduced new variants with higher performance, more efficiency & advanced features

2 Exide New HUPS range:

Exide Inverterz

- Upgraded SKUs introduced in FY23
- This has made us more competitive in the market



3 E-Ride: battery for E-rickshaw

- Better Mileage
- Higher Power
- Long-Life



4 SF ISS batteries with extended warranty

Helps in cementing the first-mover advantage in critical segment - hybrid car batteries



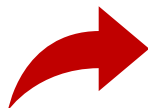


Expanding domestic distribution network and our global footprints



Direct & indirect pan India distributors/
dealers: **sharp increase in 3 years**

48,000+
in FY20



95,000+
in FY23

Exclusive outlets: Exide & SF brands

EXIDEcare



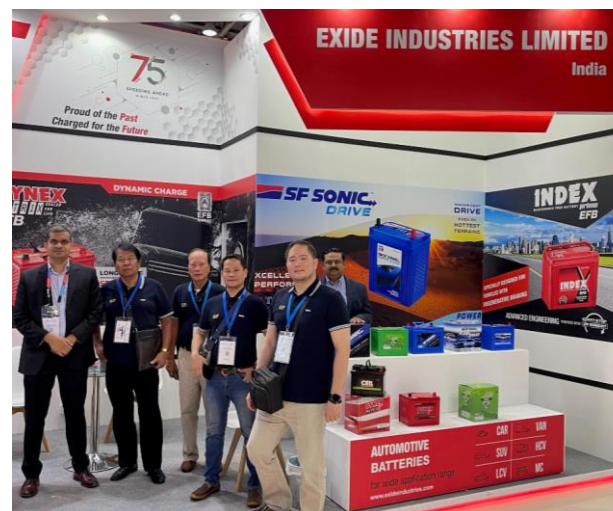
1600+
Exide
Care
outlets

300+
SF batteries
Power Bay
outlets

Deepening and widening our customer reach
through our distribution network

Exports: strong focus on expanding global presence

- **New products with advanced features** launched in some countries
- Considering private labelling and contract manufacturing in few markets
- Increasing distribution network and manpower deployment
- Actively participating in international exhibitions to increase visibility



Exide participated in Automechanika, Dubai - Largest international trade exhibition for the Automotive aftermarket industry in Middle East

Empowering channel partners through digitalization initiatives



Hyperlocal marketing initiative enables dealers in attracting more end-customers

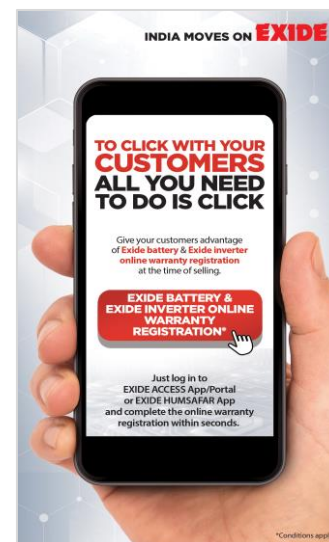
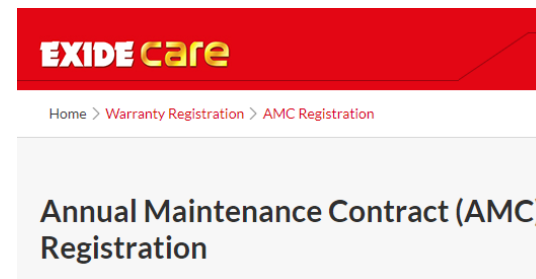
100% of our channel partners are connected to us through Mobile apps:

- Faster resolution with higher transparency
- Stronger after-sale support
- Ability to provide superior customer service



Customers: Introducing services for quicker and hassle-free solutions

Annual Maintenance Contract (AMC) services for HUPS and invertors



Paperless warranty registration for vehicular and inverter batteries & HUPS

Digitalization initiatives across processes for increasing operational efficiency



Integrated business planning

- More accurate demand forecasting
- Production and dispatch planning as per demand pull
- Better inventory management



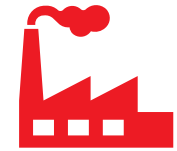
Sales force efficiency

- Integrated data analysis provides 100% visibility on secondary sales
- More transparency and result orientation approach by sales force
- Lower turnaround time and lower warranty costs



Logistics and warehouse

- Real-time information on primary, secondary and tertiary logistics
- Timely delivery and lower logistics costs
- Online inventory tracking at warehouse
- Better inventory liquidation and lower aging of stock



Manufacturing

- Implemented industry 4.0 for digitalizing industries
- Efficiently monitoring of production process
- Manufacturing excellence practices like LEAN, waste minimisation, etc

Industrial Vertical

Business Highlights

Leading position in the overall Industrial battery space



Outperforming Underlying Markets

20%-30% growth in IUPS, Solar and Traction verticals

~70% of the Business

Exports - Expanding Reach

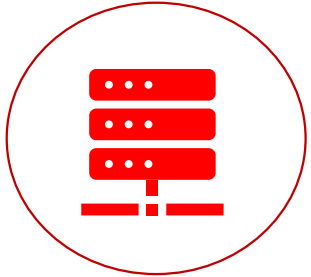
Entered New Geographies in Europe and deeper penetration in existing markets

New Frontiers

SUNDAY Rooftop Solar Solutions

Battery Energy Storage System **(BESS)**

Mega trends across verticals: Navigating the future of business



Data Centers

- Increasing i-cloud adoption and rising per capita data consumption
- Growing requirement of critical load (vs. backup power) at banks, hospitals, offices etc.
- ~20% CAGR growth expected in data center capacity in medium-term



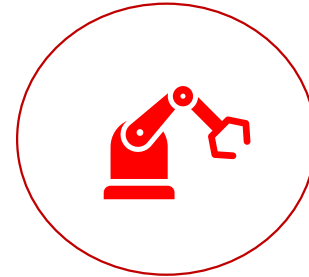
Renewable

- India's 500 GW renewable energy (RE) ambition by 2030
- MNRE's roof-top solar target of 40GW by 2026¹
- Higher mix of RE driving growth of BESS solutions (e.g., utility-scale, DG replacement)



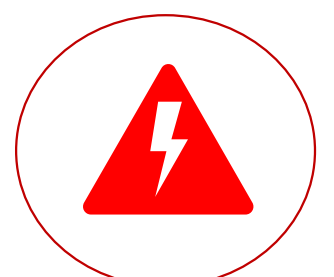
Infra Investment

- **Railways:** 100% electrification of railway routes by FY26²
- **Metros:** Govt. impetus on infra spending - outlay for metro projects & urban infra³
- **Telecom:** 5G rollout and demand for greener infrastructure



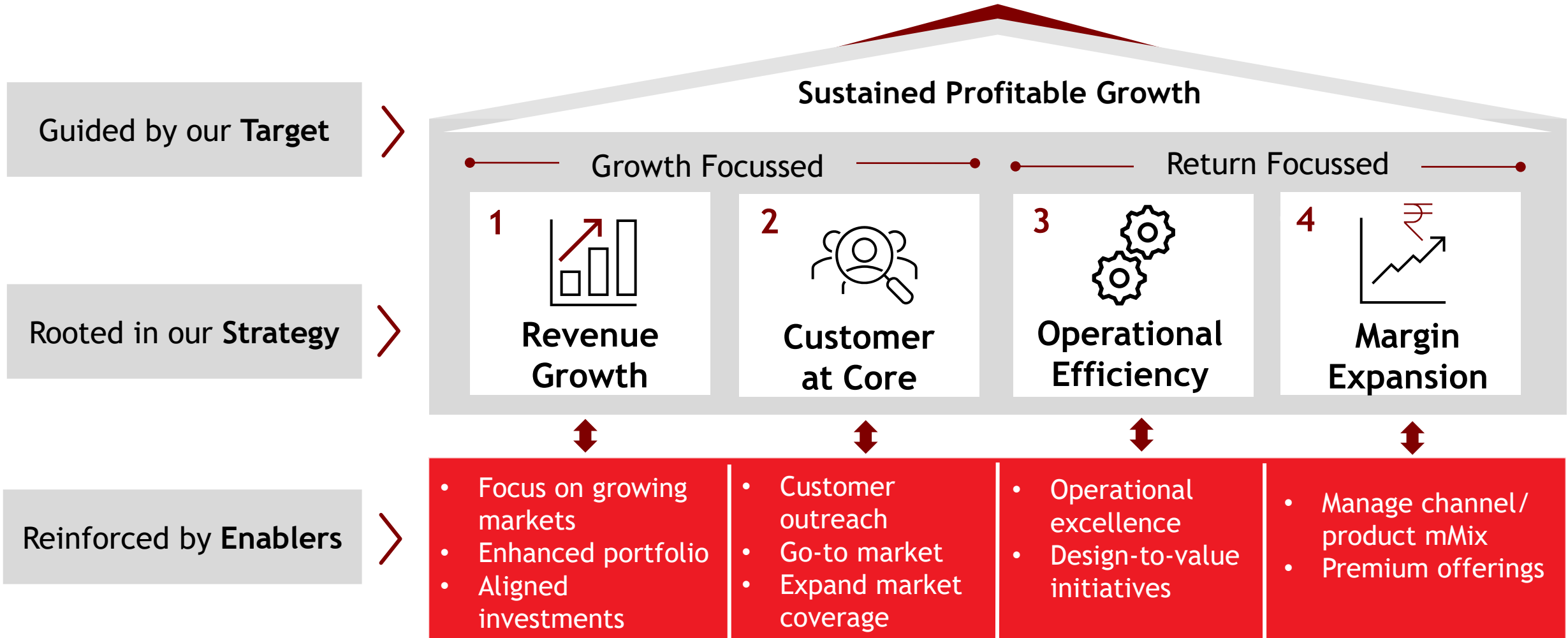
Automation

- **Traction Battery:** 10-15% electrification of Material Handling Equipments expected across select industrial operating units
- Robust growth of modern warehousing at >15% CAGR as per industry experts



Power

- Technology integration to strengthen distribution network and increase real-time monitoring & control⁴
- Penetration of microgrids for last-mile electrification





Data Centre



Upgraded Data Centre EHP Series Batteries



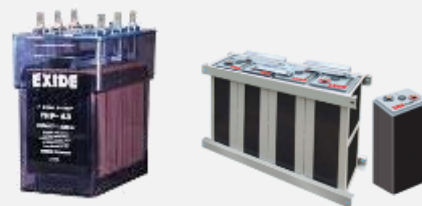
Solar



End-to-End & Rooftop Solar Solutions



Standby



YHP Plante Batteries Standby Power Batteries

Top of the Line Batteries for Standby Power



Traction



Augmented Portfolio in Traction



Telecom



5G Ready Batteries for Telecom

New launches with technologically advanced features

Unique front terminal range of batteries for data centre



EXIDE NXT+ that ensures seamless power for your critical needs such as in hospitals, banks etc.



New range of **Traction Batteries** launched:

- Longer service life
- Extended working cycle
- Fast charging capabilities



BESS solutions as per customer specifications

Tata Power DDL
Lithium Ion



Exide CESC BESS
Gel Based VRLA



Applications:
Peak shaving, frequency & voltage regulation

Applications:
Load levelling, voltage regulation

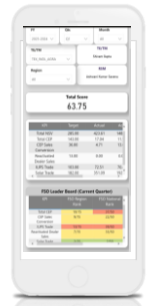
Showcasing our prowess

Building brand resonance across the Globe



Exide EDGE | Sales automation

Embracing the digital workplace



Continuous Enquiry Pipeline to connect closer to the end-customer



Market activity score to drive & track sales conversion in real-time

Dynamic installed base
Access to all customer information to enable quick decisions



Cost Optimization

- **Operational Excellence:** Reducing the Cost-to-serve through digitalised processes
- **Industry 4.0 initiatives** aimed at continuous real-time monitoring of production processes
- **Design-to-Value Initiatives:** Using our long-standing knowledge of application and consumer insights to optimize the full product (at system level)



Margin Expansion

- **Manage channel/product mix:** Optimal product & distribution channel mix
- **Premium offerings:** Top-tier products with industry first features, disrupting the market as market leaders

Raise the bar on profitability

New Business: Lithium-ion Cells & Batteries

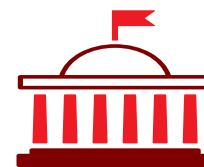
EXIDE India's electrification demand expected to be 150GWh by 2030

Lithium-ion demand (GWh) in India by 2030

Mobility	2025		2030	
	2Ws	10 - 12	40 - 45	
	3Ws	1.2 - 1.7	5 - 6	
	4Ws	4 - 5	40 - 45	
	LCV / HCV	0.9 - 1.2	3 - 4	
	Buses	1 - 1.5	4 - 5	
	Tractors	1 - 1.5	6 - 7	
	Mobility Total	20-30	100-110	
	Stationary	20 - 25	50 - 60	
	Total	40 - 50	150 -160	

Source: Internal Assessment

Key growth drivers



Strong policy & regulatory support

- Auto PLI
- State EV policies
- FAME extension



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

A

Exide Energy
Private Limited

nexcharge

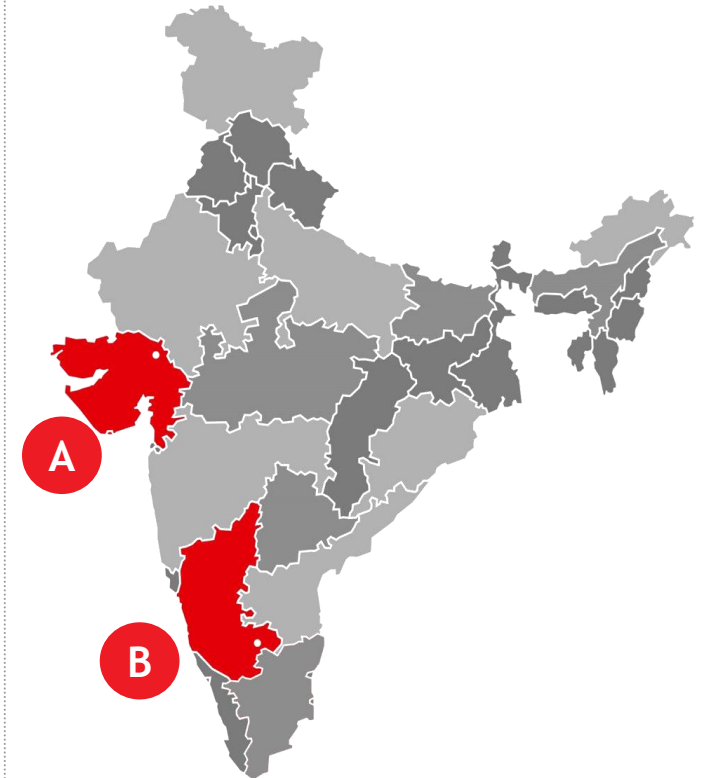
- Started in 2018, now a wholly owned subsidiary for pack and module business, earlier was a JV between Exide and Leclanché SA of Switzerland
- Capacity: 1.5 GWh, located in auto hub of Gujarat
- Develops and manufactures Li-ion-based modules and packs with Battery Management Systems (BMS) for e-mobility (EV) and stationary power application

B

Exide Energy
Solutions Limited

EXIDE
ENERGY

- Wholly owned subsidiary set-up for lithium-ion cell manufacturing
- Total project capacity 12 GWh and project cost of Rs.6,000 crore to be completed in 2 phases
- Engaged in the manufacturing of advanced chemistry cells (cylindrical, pouch, prismatic). Also engaged in manufacturing, assembly and sale of battery modules and battery packs



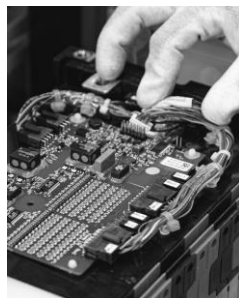


Nexcharge has strong technical capabilities to cater to diverse customer specifications

Our strong technical expertise



Deep design capability: providing energy density, thermal stability and functionality



In-house BMS competency: Ability to customise as per customer specifications



Quality manufacturing: Automated process for compliance with high standards



Economies of scale: High scale processes at competitive costs

...provides solutions across verticals

Transportation

- 2-wheelers
- 3-wheelers
- Passenger vehicles
- Commercial vehicles
- Rail and marine
- off-highway equipment
- Robots, bulk chargers etc.

Industrial & Utility

- Commercial & Industrial
- EV charging
- Hybrid power generation +T&D
- Microgrids & islands
- Renewable integration
- Telecom
- UPS & data centers etc.

- **Commercial production started in FY22**
- **Order book of Rs.600-700 crore to be executed in next 12-15 months**

Nexcharge product portfolio for key transportation and industrial markets



Bus Battery Pack



3 Wheeler Battery Pack



2 Wheeler Light Duty



2W Medium Duty
& Heavy Duty



UPS Battery



Lead Acid Alternative



Telecom



UPS Battery

Exide is in advance stages of setting lithium-ion cell manufacturing facility



Technical collaboration with SVolt

- Multi-year technical collaboration for li-ion cell manufacturing
- Support for setting the plant on a turnkey basis

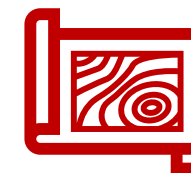


- Leading li-ion cell manufacturer
- Headquartered in China
- ~3000 team members and ~500 experts in Li-ion battery R&D
- In the process to expand the capacity to 600 GW in medium-term



Formation of subsidiary Exide Energy Solutions Limited

- Multi-gigawatt green field project for li-ion cell manufacturing
- **Offer complete end to end solution:** from cell to system, from molecule to megawatt
- Ramp up in 2 phases:
 - Phase 1 (2024): 6 GWh + R&D pilot line
 - Phase 2 : Additional 6 GWh



Purchase of land parcel for setting the plant

- Purchased 80 acres of land at the Hi-Tech Defense & Aerospace Park Phase 2, Bengaluru

EXIDE Progress so far on the lithium-ion project

Particulars	Progress
Land	<ul style="list-style-type: none"> • ‘<i>Bhoomi Poojan</i>’ completed, and all necessary approvals/permissions have been secured
Organization	<ul style="list-style-type: none"> • Recruitment of top-tier team comprising experienced and senior personnel in all key functions to support project execution and delivery has been completed
Project Timeline	<ul style="list-style-type: none"> • First phase likely to be completed as per defined timelines
Funding	<ul style="list-style-type: none"> • Initial funding is being through internal accruals and loan financing
Project Construction	<ul style="list-style-type: none"> • Site enabling works with regards to site preparation for construction is largely completed. Also, leading construction vendors for Civil & PEB works have been onboarded
Technology	<ul style="list-style-type: none"> • Jointly working with SVOLT to achieve key milestones across workstreams • R&D members training with SVOLT team is underway

Honourable Chief Minister of Karnataka and other state ministers graced the Bhoomipoojan ceremony

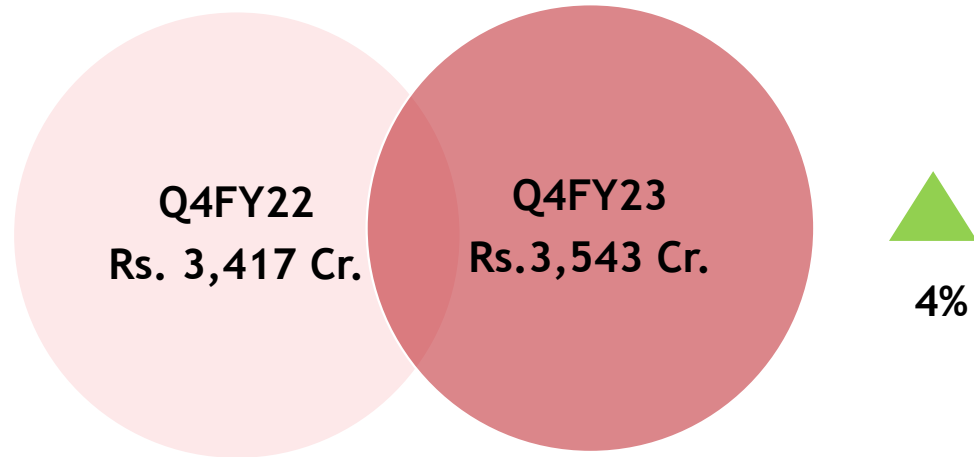


Site Location

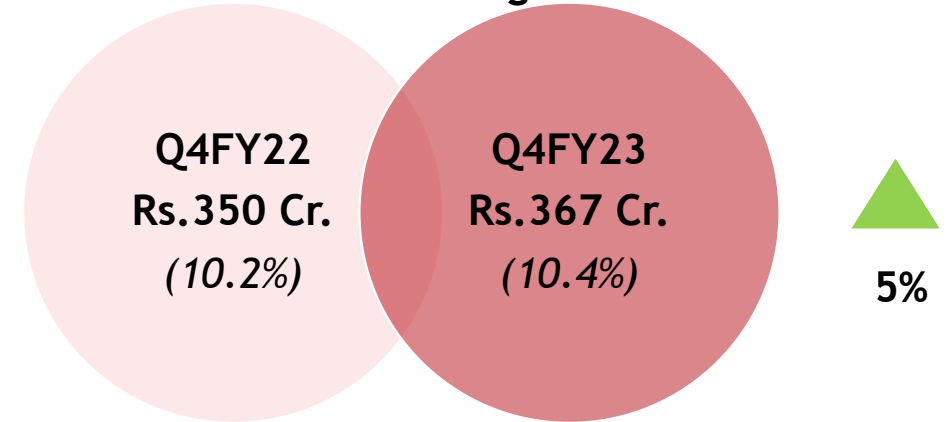


Key Financial Highlights

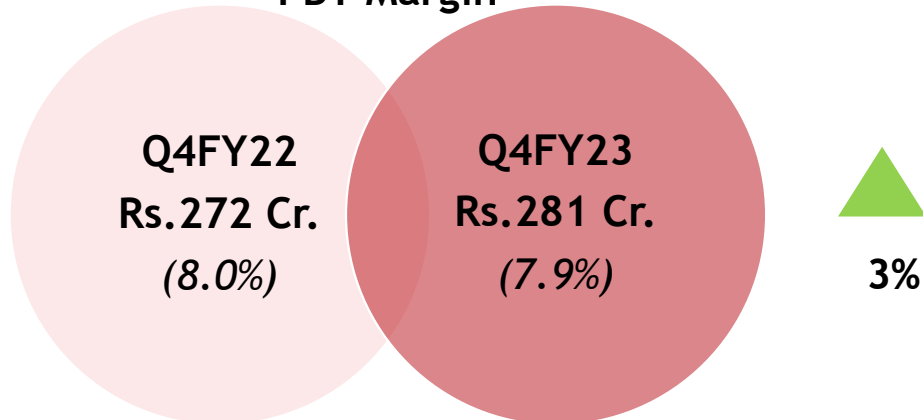
Revenues



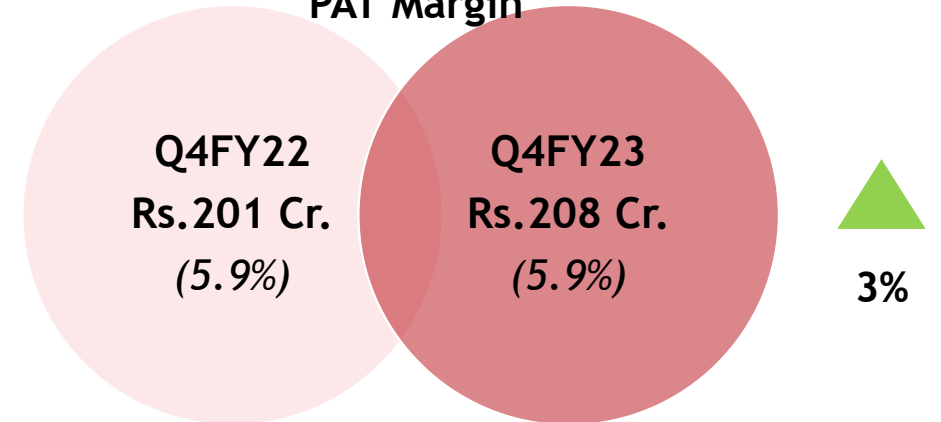
EBITDA & EBITDA Margin



PBT & PBT Margin

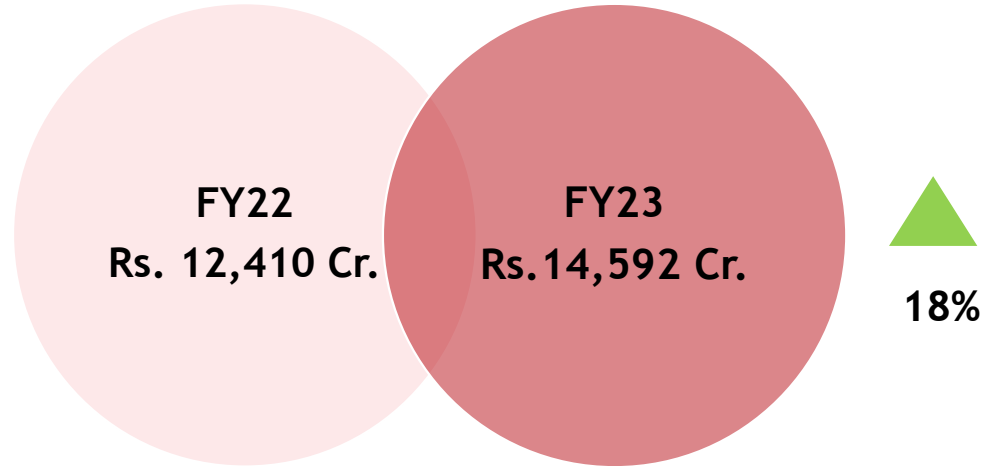


PAT & PAT Margin

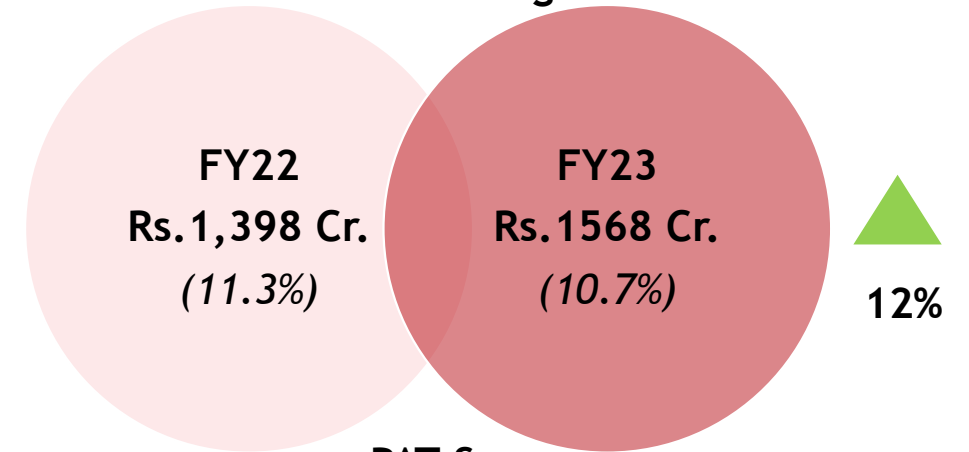


Note: PBT and PAT excludes exceptional items in Q4FY22

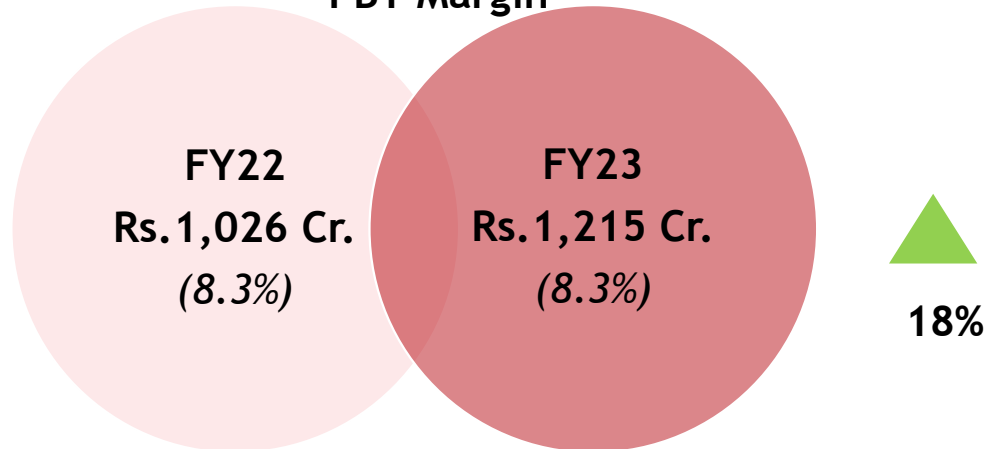
Revenues



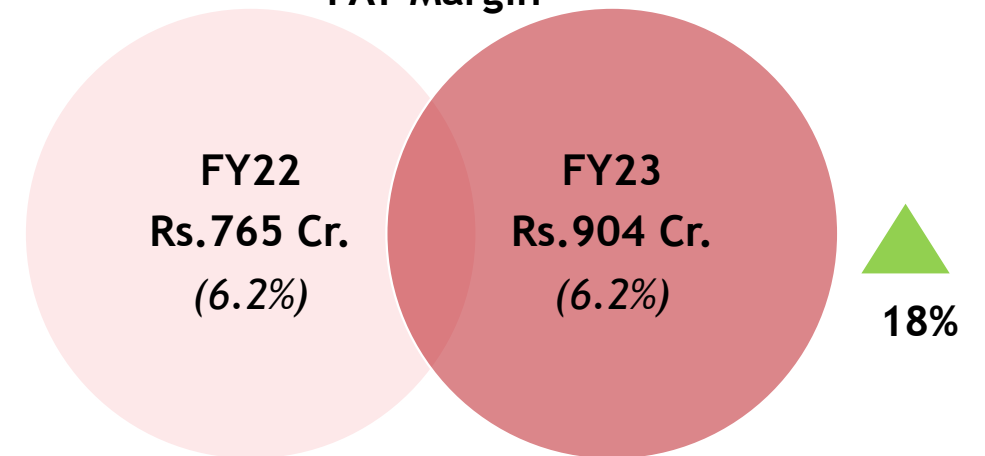
EBITDA & EBITDA Margin



PBT & PBT Margin



PAT & PAT Margin



Note: PBT and PAT excludes exceptional items in FY22

Balance sheet Highlights

Particulars	Unit	Mar-22	Mar-23
Total Equity	Rs. Crore	10,598	11,210
Total Debt	Rs. Crore	Nil	Nil
Debt : Equity	X	Nil	Nil
RoCE*	%	19.3%	19.8%

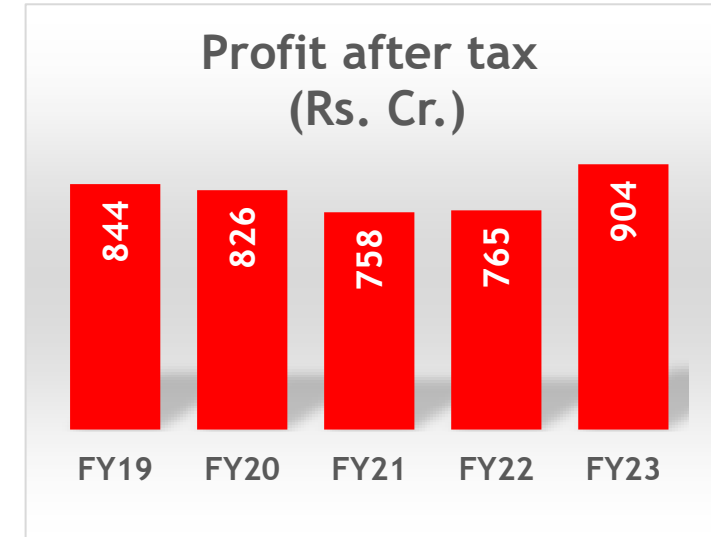
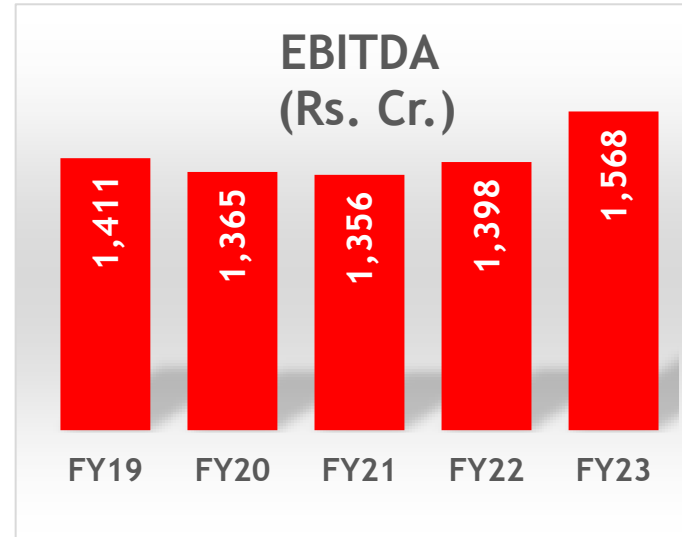
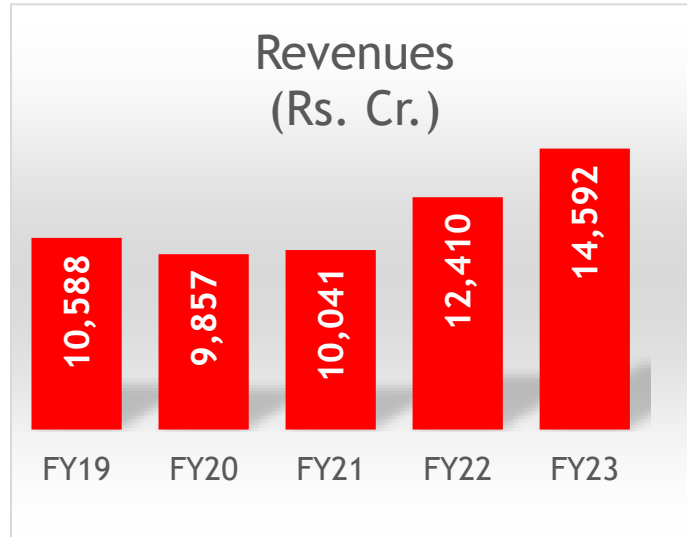
- Continue to maintain the **Zero debt** company since 2011
- Healthy return ratios**

Positive Cash flow generation

Particulars	Unit	FY2021-22	FY2022-23
Cash flow from operations	Rs. Crore	830^	848

- Healthy profits plus prudent working capital management supports **strong cash flow generation**

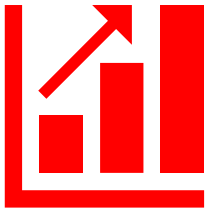
- *RoCE is calculated as Profit Before Interest and Tax divided by average capital employed (excluding stake in HDFC Life Insurance Ltd)
- ^ Cash flow from operations excludes cash tax paid on profit earned from sale of stake in subsidiary in FY22



- Strategic initiatives to boost sales and control costs enabled company to deliver consistent performance
- **Healthy profit generation** despite tough macro environment in past few years
- Generated positive cash flows for last **10+** years
- **Zero debt** company since 2011¹

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

Revenue Growth



- Product launches in Indian markets
- Focus on Exports
- Digitalisation in sales to increase volumes and lower inefficiencies

Operational efficiency



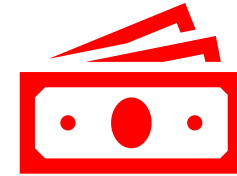
- Streamlining supply chain to optimise inventory
- Automation projects to increase productivity & efficiency

Improved Profitability



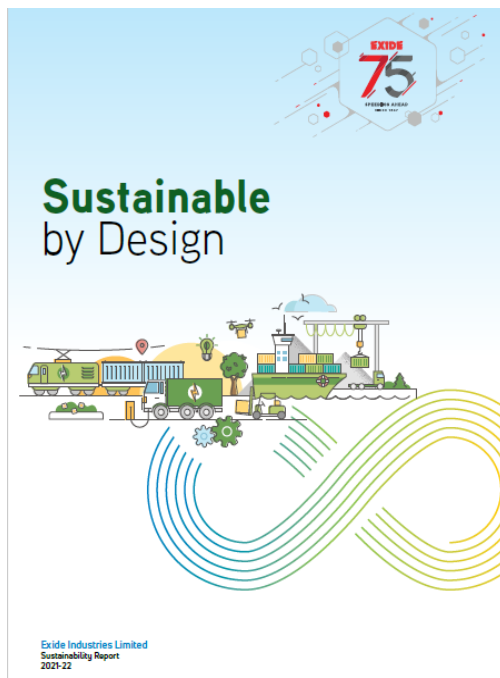
- Improving product mix towards higher margin products

Dividend payment



- Regularly paid dividends to shareholders

Strong Commitment to Sustainability and CSR



Environment



19% green energy consumption in FY23



Introducing eco-friendly products



Backward integration for recycling used batteries to recover lead

Social



31,250+ hours of training to employees



Nurturing Diversity: Hybrid working policy for young mothers



Maintaining highest standards of employee health and safety

Governance



Highest standard of corporate governance and risk management



Total board remuneration is less than 2% of profits against mandate of 11%



Separate position for Chairman and CEO for more than a decade

**Our First
Sustainability Report**

Focus on 5 key pillars for socio-economic development:



Health



Education



Employability



Empowerment



Environment

Impact created:

- More than **3.1 lakh people benefited** in FY23
- 80% of beneficiaries are from socially and economically disadvantaged sections
- Active employee participation across CSR projects



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.

THANK YOU!

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