



CORE STRENGTH



NEW ENERGY BUSINESS



Investor Presentation
Q1 FY27

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Trusted legacy

79

Years of legacy

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



Product & operational strength

16

Manufacturing plants*

- Portfolio spanning 2.5Ah - 20,200Ah.
- 70+ countries served, pan-India sales & service footprint.
- 5 global technical collaborations.



Financial resilience

Zero-Debt

Balance sheet

- Healthy liquidity and strong cash flows.
- ICRA AAA/Stable & A1+ ratings.
- Consistent dividends, long-term value focus.

* Includes 2 plants of Exide Energy Solutions Limited (EESL) and 3 lead recycling plants of Chloride Metals Limited (CML)- wholly owned subsidiaries of Exide Industries Ltd.

Efficient interplay of **Network & OEM Connects, Integrated Manufacturing, Multi-application Portfolio & Innovation**

01

Network & OEM connects



120,000+

Network Touchpoints

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

02

Integrated manufacturing



16

Plants

(incl. CML-3 & EESL-2)

Integrated production, captive recycling and new-energy capacity strengthen resilience.

03

Multi-application portfolio



2.5Ah - 20,200Ah

Product Range

Mobility, backup power, critical infrastructure and specialized applications.

04

Innovation



50 years

R&D Centre

Global technical collaborations & in-house R&D support innovation, new product launches and speed to market.



120,000+

Network touchpoints across India



Network depth

- Rural outreach now spanning 18,000+ villages.
- ~60 warehouses supporting faster fulfilment.
- 1,200+ spare-part and accessories outlets.



Service network

- Batmobile doorstep service, the industry's only such offering, alongside Exide Home Service.
- Digital warranty and diagnostics with real-time field service visibility.



OEM relationships

- 75+ leading automotive OEMs served.
- Long-standing relationships supporting sustained business visibility.

Core business



1

Manufacturing Base

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

2

Recycling Integration

- **3 plants of Chloride Metals Limited** (subsidiary) 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 & form factors

- Lithium Iron Phosphate (LFP) & Nickel Manganese Cobalt (NMC)
- Cylindrical & Prismatic form factors

3

Investment & scale-up

- Rs. 4,902 Cr invested till date
- Revenue generation from giga factory expected FY27

Core Business

Automotive Applications

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.



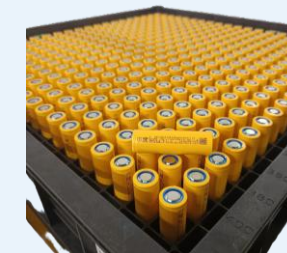
Industrial

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



New Energy Business

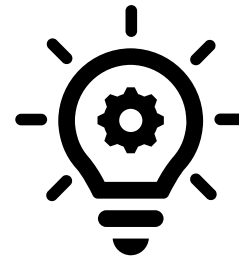
Cells, Packs & Modules



Lithium-ion cells, packs & modules in cylindrical & prismatic formats for electric mobility and stationary storage.

Core Business

Innovation-led capabilities strengthening a diversified and resilient lead-acid business



50Years of R&D center
(Kolkata)**4**

Strategic global collaborations

4

NABL-accredited laboratories

100+

R&D team



Industrial & energy storage

- SOLARNXT range expanded for renewable storage.
- High-power front-terminal VRLA for critical backup.
- Data centre portfolio across the 340W to 750W range.



Mobility solutions

- Advanced EFB for start-stop vehicles.
- AGM batteries for premium OEM platforms.
- Auxiliary batteries for EV and hybrid platforms.
- EXIDE DARE, India's first SUV-ready battery.



Specialized applications

- Heavy-duty BCI batteries for mining and earthmoving.
- JIS and DIN traction batteries, including Southeast Asian markets.
- Specialised systems for naval submarines.



Innovation

- 37 registered designs and 752 registered trademarks.
- CONCAST introduced for commercial vehicles and tractors.
- Punch Grid scale-up: 90%+ of motorcycle batteries transitioned.

Business Presence & Growth Levers





Replacement market

Category leadership

- Leader in the high-margin 2W, 3W and 4W replacement segment.
- Backed by a pan-India sales and service network.



Last mile connectivity

Local mobility

- Battery solutions for intra-city logistics, e-rickshaws and fleets.
- Positioned for e-commerce and delivery fleet demand.



Solar

Renewable energy

- End-to-end rooftop solutions across PV modules, inverters and batteries.
- Integrated generation, conversion and storage for residential needs.



Home inverters & batteries

Power backup

- Integrated rooftop solutions spanning batteries, inverters and system delivery.
- Reliable backup for urban and rural households.

A broad installed base and expanding application set support multiple demand pools



Infrastructure

Critical applications

- Energy solutions across railways and metro, traction and submarine.
- Power and project applications nationwide.



I-UPS

Power backup

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



Auto OEM

Preferred OEM partner

- Advanced EFB, AGM and EV-auxiliary solutions for major SUVs, MUVs, top PVs and modern CVs.
- 100% share of business on key new models with large OEMs.



Exports

Global presence

- A diversified export footprint supported by technology partnerships and portfolio depth.
- Presence in 70+ countries.

Qualification-led relationships, brand legacy, and application-specific engineering

Growth Levers: Pillars of Demand Acceleration



28% → 18%

GST reduction

Automotive expansion

- **Low Passenger Vehicle penetration** (~40 Cars per 1,000 people) & **rising affordability** to drive demand.
- Strong replacement cycle as the post-pandemic vehicle base matures.
- **Rural recovery** & deeper upcountry reach.



40 GW

MNRE Rooftop solar target, 2026

Solar power

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



Strong capex push

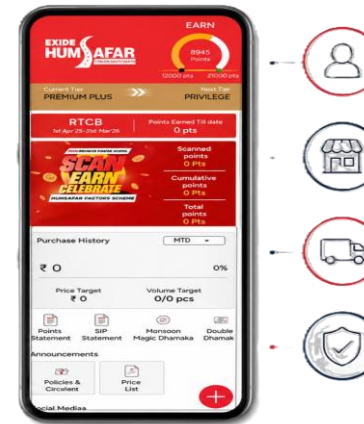
Across public and private sector

Infrastructure

- Infra and industrial **capex** driving backup and motive-power demand.
- **Railway electrification** supporting specialized battery applications.
- **Data centers** emerging as a structural opportunity.
- Logistics, warehousing & material handling expand motive-power demand.

Favourable regulatory and macroeconomic trends support medium to long-term growth opportunities

New Launches, Outreach & Digitization



EXIDE New Product Launches & Marketing Campaigns

Home Inverters



Magic & Star series

100% Share of Business



TVS Norton

Marketing Campaigns



Cinema Campaigns



Digital Campaigns



Outdoor Campaigns

Expanding Rural & Service Touchpoints

Rural Outreach

18k+

Presence in villages

250+

Rural meets during Q1 FY27

Engagement Activities



Strengthening Service Network

Service 1.0

Dealer enablement with diagnostic tools and streamlining warranty

1,600+

Exide Care outlets across India



Service 2.0

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

Batmobile doorstep service (**industry's first such service**) provide prompt support to customers.

Need Car Battery Service?

EXIDE
+BATMOBILE-
DOORSTEP SERVICE



Book Service for All Car Batteries



Need Inverter & Inverter Battery Service?

EXIDE
HOME
SERVICE



Book Service for Exide Home Inverters & Inverter Batteries



Digital at the Core of Transformation



1 Manufacturing & Supply Chain

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



2 Channel Partners

- **Partner** portal and dealer finder.
- Connectivity and faster information visibility.



3 Sales Force

- AI-enabled analysis, invoice processing and visit planning.
- Churn alerts and **loyalty app** for mechanics & electricians.
- Launched '**Exide Vantage**' for sales team



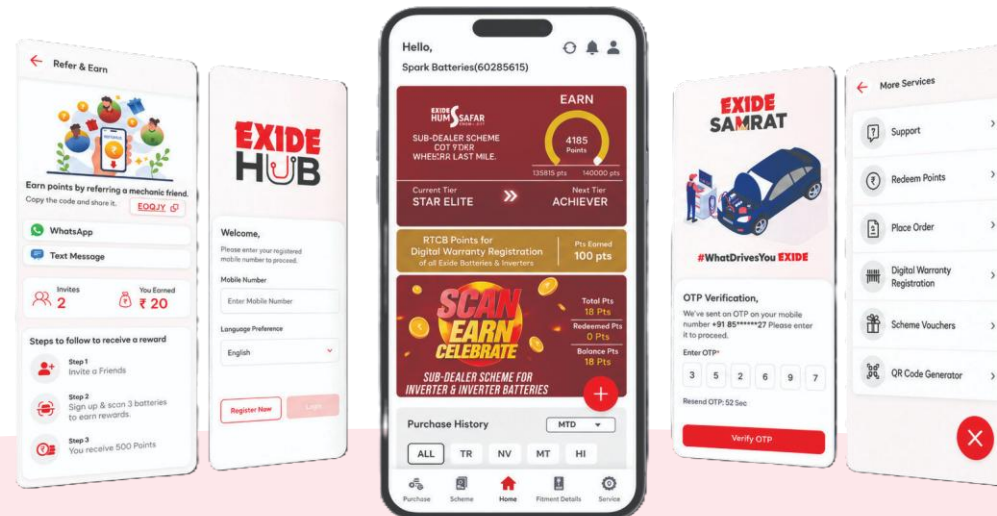
4 End Customer & Service

- **Digital warranty registration and technician allocation.**
- Support across WhatsApp, website & contact center.
- Service 1.0- customer self-service Whatsapp bot
- Service 2.0- Revamp on Salesforce



5 Secure & Intelligent Operations

- **Exide GPT** for faster business insights.
- **Warranty Diagnosis (Service)-** AI reads 100% of battery test reports (Live)
- AI recruiter & IT support to improve productivity.
- AI led battery midtronics validation with ~99% accuracy



New Energy Business

**Building India's advanced chemistry battery
manufacturing platform**





EXIDE

**Exide Energy
Solutions Limited**



EXIDE Industry Context

2026

~25 GWh

Current market

Largely imported

2030

140–150 GWh

Demand potential

EV + stationary applications

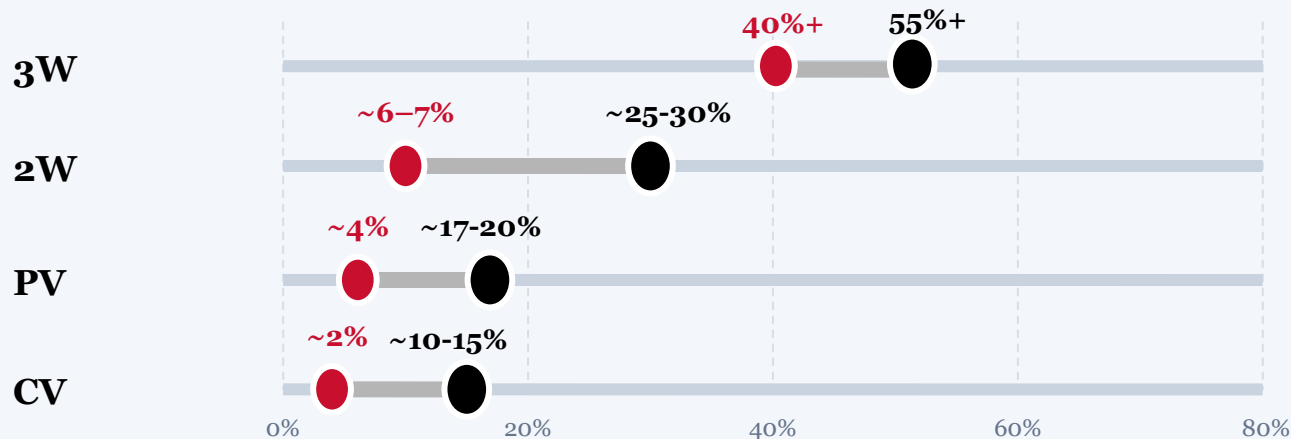
60–70%

demand from EVs

Expected by 2030

Expected 2030 penetration* by selected end-markets

● 2026 ● 2030E



* Represents share of new vehicles

Demand drivers

- EV launches and consumer acceptance
- Stationary applications shifting towards lithium-ion chemistry

Localisation advantage

- Shorter working-capital cycle
- Supply security and closer quality engagement
- Potential policy support

India's advanced chemistry battery demand to move from import-led to localisation-led

EXIDE Critical milestones achieved in Gigafactory

Achieved

- 100% utilities operationalised across 4 lines.
- NMC cylindrical samples dispatched
- LFP prismatic samples supplied for 3W & Telecom.
- Completed key certifications, incl. BIS- IS 16046, IS 16893, IS 16085 & UN 38.3.

Underway

- Production stabilisation and yield improvement across lines.
- Customer validation, homologation and OEM qualification.

Next milestones

- Customer testing, validation and homologation across target applications.
- Revenue generation during FY27.

Cylindrical Line



Prismatic Line



Cylindrical Cells



Prismatic Cells



Make in India: Locally made Lithium-ion cells

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 OEMs

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 and in-process quality checks

4

Scalable operations to meet customer needs

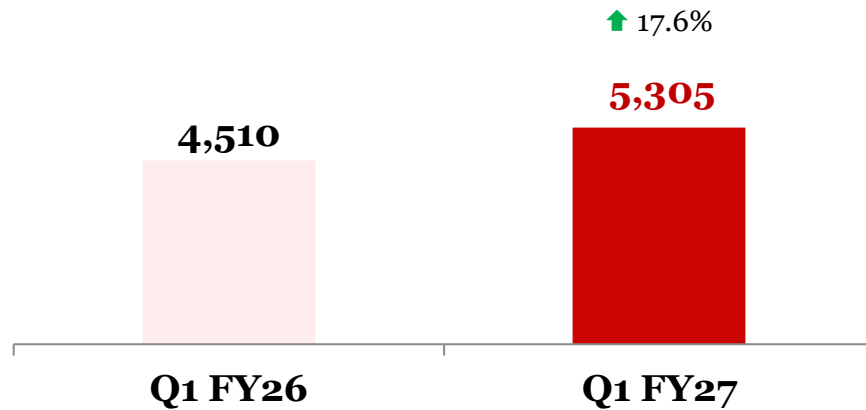
- Multi-line plant designed for scale-up
- Leverage Exide's market access and after-sales support ecosystem

Financial Performance

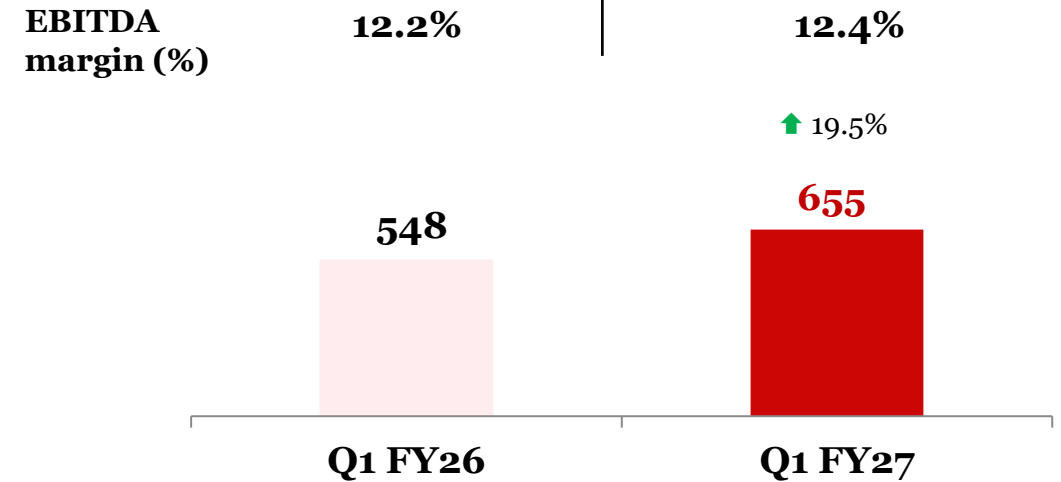


Q1 FY27 Performance

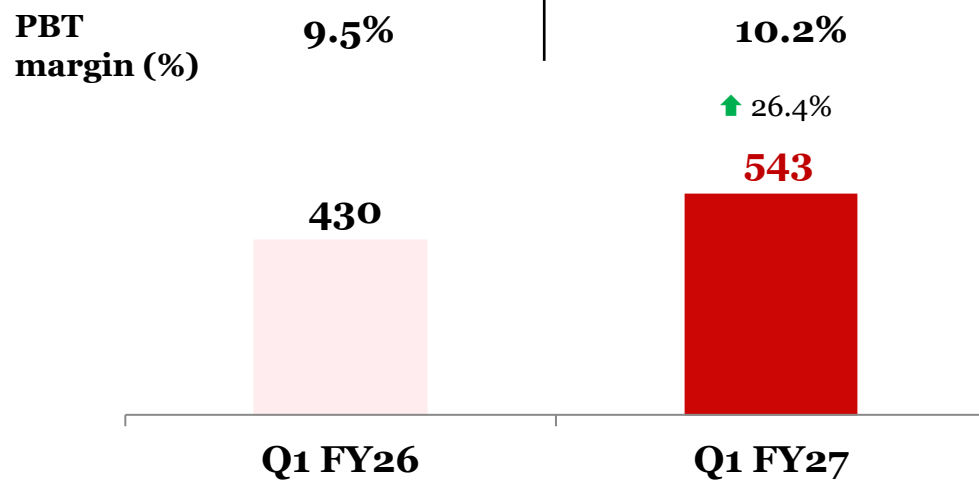
Revenue (Rs. in Cr.)



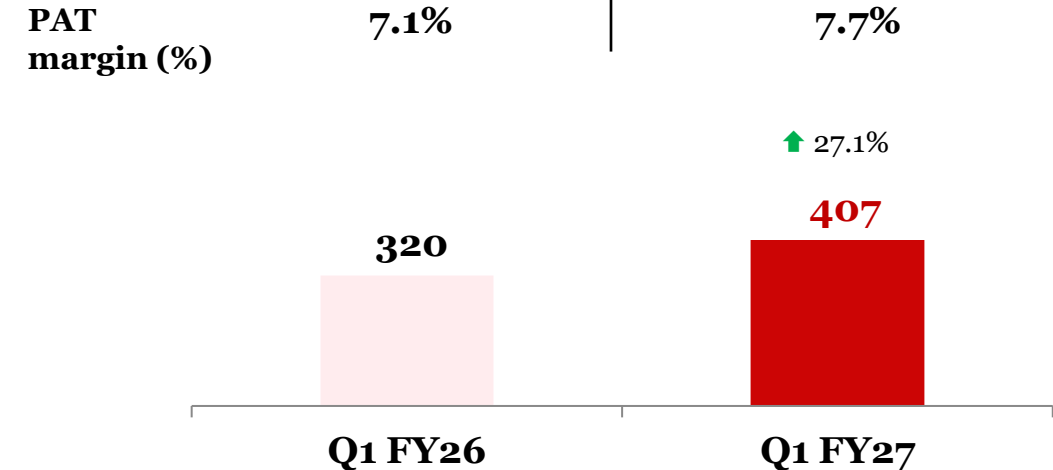
EBITDA (Rs. in Cr.) and Margin (%)



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



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



Growing Responsibly



CSR: Touching Lives and Livelihoods

Our 5 Core Pillars

EXIDE
Aarōgya

Health and Wellness

EXIDE
Akshar

Promoting Education

EXIDE
Kausal

Skill Upgradation and Livelihood

EXIDE
Saksham

Empower and Elevate

EXIDE
Paryavaran

Environment and Climate Action

On-the-Ground Execution & Real-world Impact

Beneficiaries of CSR
Projects

4 lakhs+

Vulnerable Communities

~80%

Projects Outreach

10 24

States in India Districts



On-the-ground execution driving tangible community upliftment.

Sustainability: External Ratings & Recognitions

S&P Global: Corporate Sustainability Assessment

S&P Global CSA



Corporate Sustainability Assessment 2025

65 /100

**Industry
Mover**

2026 Sustainability
Yearbook

TOP 5%

**Auto Components
globally**

EcoVadis: Sustainability Rating



Score - 67/100

75th percentile

Governance & Accolades

Governance

DIVIDEND PAYOUT

- ~44% Independent Board composition
- Separate **Chairman** and **MD** position

~16%

Consistent value creation for shareholders

Statutory Auditors

B S R & Co. LLP

Credit Rating Long-term

ICRA AAA
(Stable Outlook)

Credit Rating Short-term

ICRA A1+

Awards



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



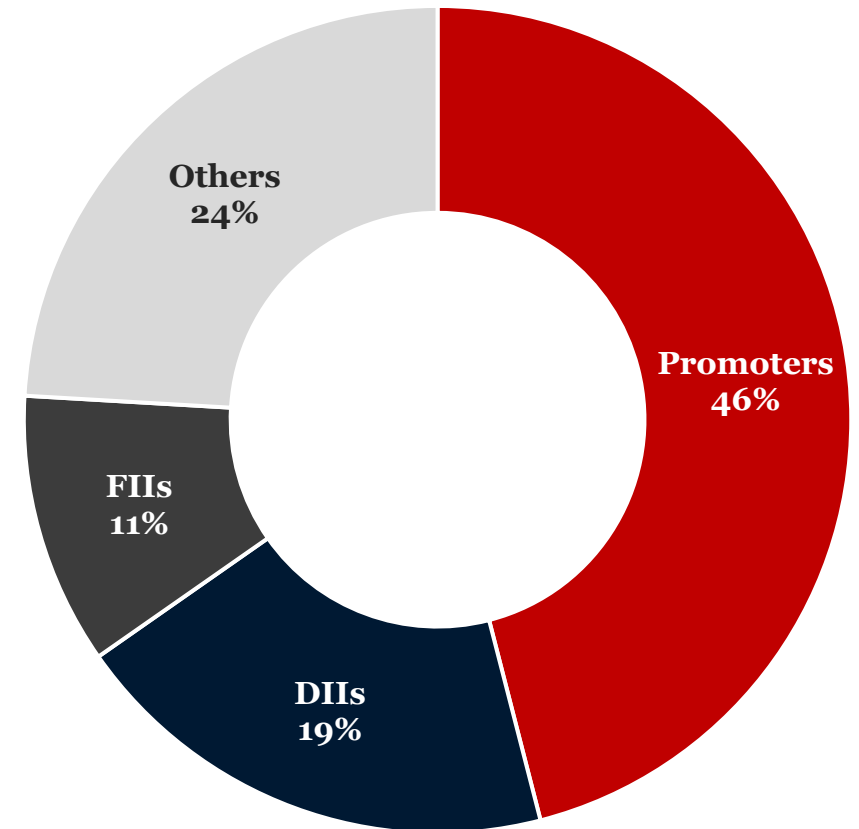
Transformational Supply Chain
Leaders
India Supply Chain Awards

- Trusted *Make-in-India* brand, built on decades of execution and resilience.
- Leadership in the core business, sustained through economic cycles.
- Investing in new-energy to serve India's evolving energy and mobility needs.
- Prudent capital allocation with a strong balance sheet.
- Confident of the opportunities ahead.

Shareholding Pattern & Capital Market Information

Category	Holding (in %)
Promoters	46%
Domestic Shareholders	43%
Foreign Shareholders	11%

Shareholding pattern
(as on June 30, 2026)



Market Cap: Rs. 37,655 Crores
(as on 24th July 2026)

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.

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Exide Industries Limited

Thank You