

Exide Industries Ltd.- Green Technology Solutions

September 2023

Exide Industries: A Brief Snapshot

Exide Industries at a snapshot



75+ Years of
Operations in
India

Presence in
60+
Countries

5,200+
Employees

06
Overseas
Technical
Collaborations

10
Manufacturing
Plants

54 million
Automotive Batteries
produced p.a.

5.8 billion AH
of Industrial Power
Supply p.a.

252 KMT
per annum
Capacity of Three Lead
Recycling Plants

Rs.22,500
crore+*
Market Capitalization

Rs.14,500
crore+
Revenues

Rs.1,500
crore+
EBITDA

Rs.900
crore+
PAT

We manufacture batteries for multiple applications in automotive sector

Vehicular

Non- Vehicular



4-Wheeler



3-Wheeler



2-Wheeler



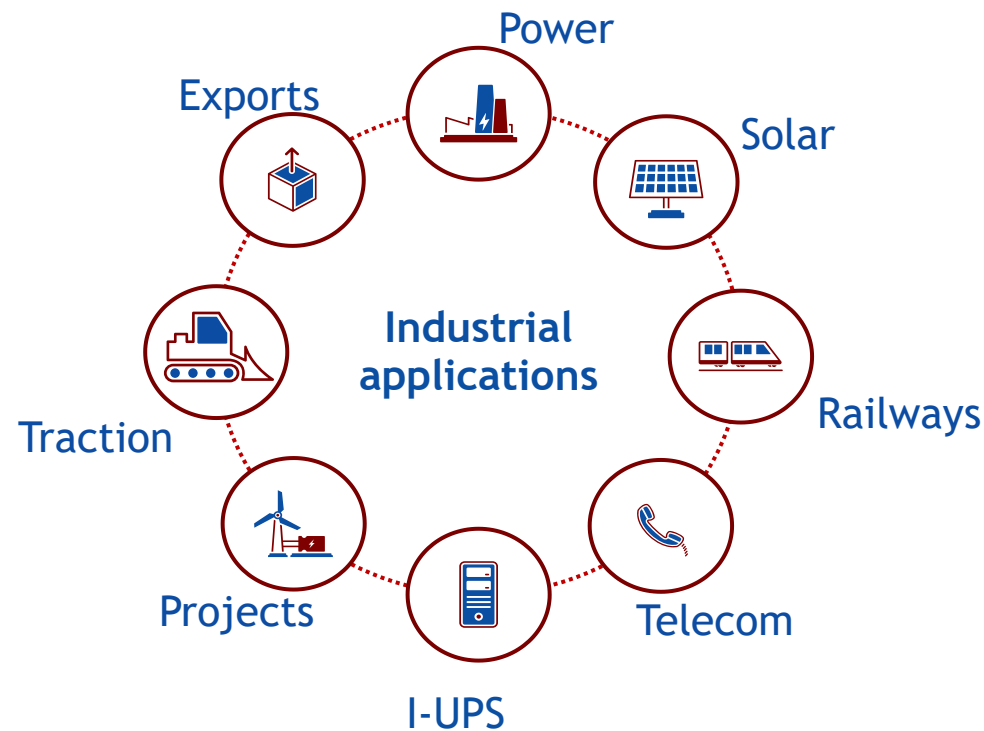
E-Rickshaw




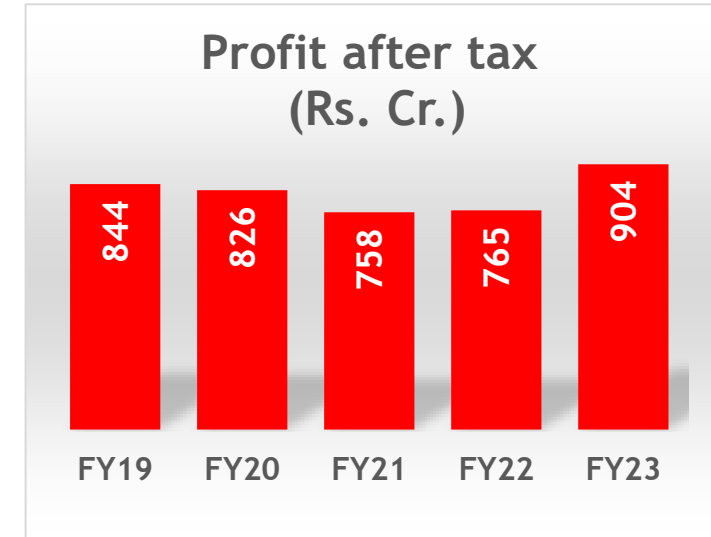
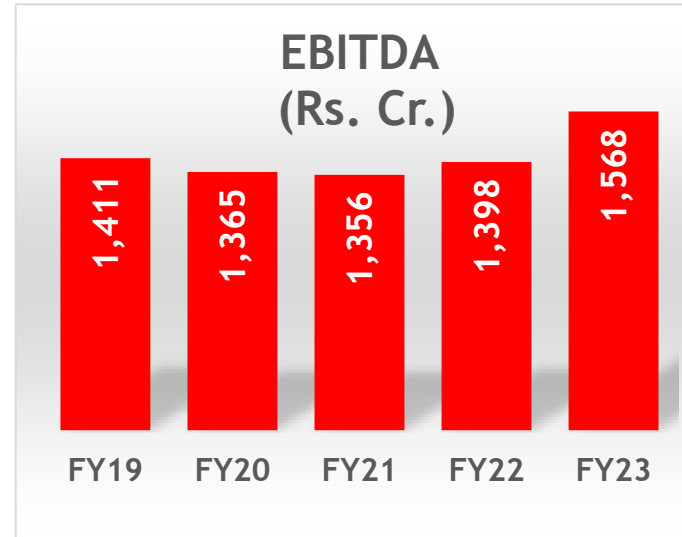
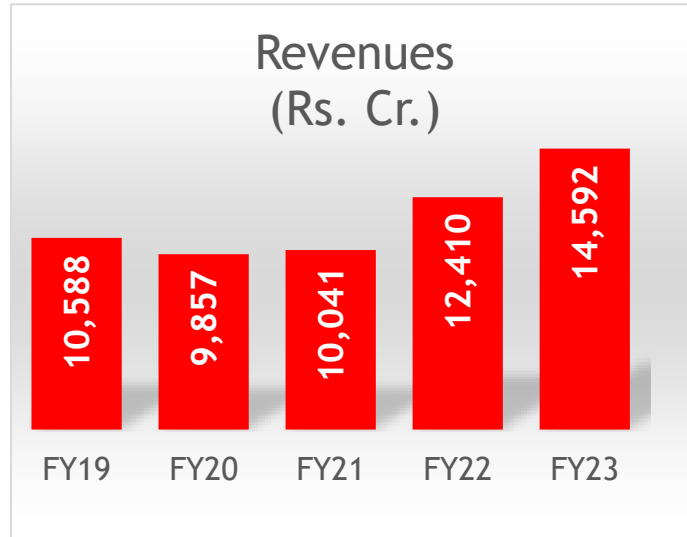
H-UPS

- **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 



- 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

Green Technology Solutions: Lithium-ion Cells & Batteries

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

Lithium-ion demand (GWh) in India by 2030

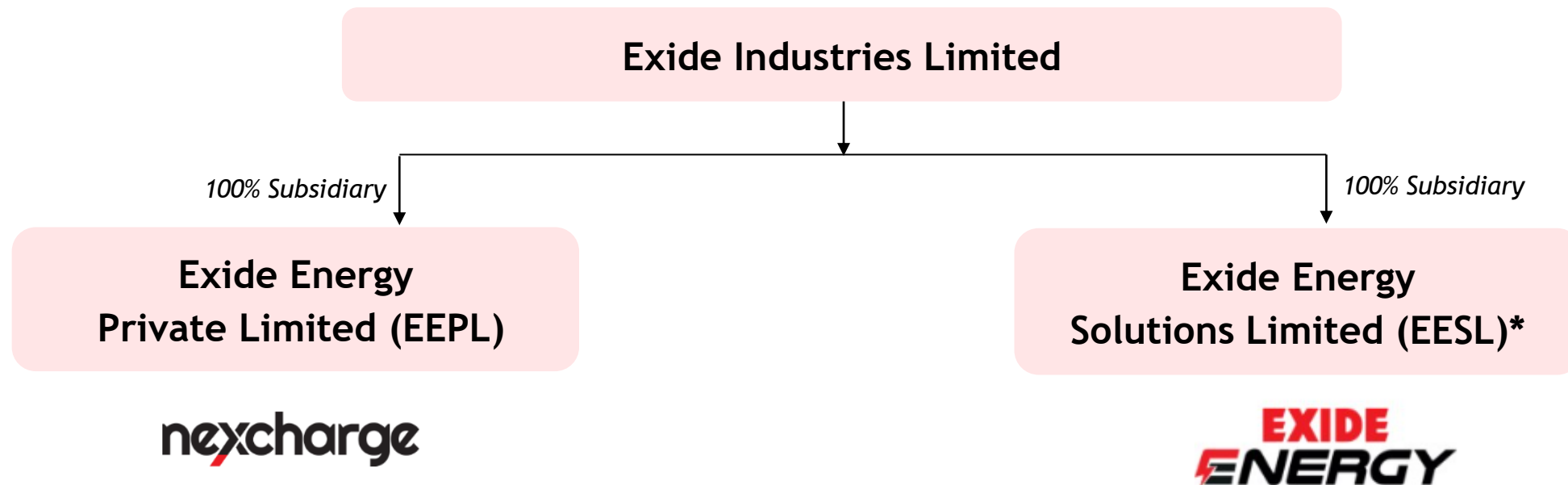
		2025	2030
Mobility	2Ws	10 - 12	40 - 45
	3Ws	1.2 - 1.7	5 - 6
	4Ws	4 - 5	40 - 45
	LCV / HCV	0.9 - 1.2	3 - 4
	Buses	1 - 1.5	4 - 5
	Tractors	1 - 1.5	6 - 7
	Mobility Total	20-30	100-110
	Stationary	20 - 25	50 - 60
	Total	40 - 50	150 - 160

Source: Internal Assessment

Market adoption drivers across user segments

- **2W & 3W:** Personal, B2B, e-commerce
- **4W:** Personal, taxi fleet, city buses
- **CV:** Last mile connectivity, increasing demand from construction and infrastructure sectors
- **Renewables:** Increased Government focus, surging demand for grid/off grid storage for renewable
- **Telecom:** 5G roll-out by telecom companies
- **Data centers:** Large expansion plans of IT sector companies

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



- Established in 2018
- Develops and manufactures lithium-ion based modules and packs
- Manufacturing plant in Prantij, Gujarat
- 1.5 GWh capacity

- Established in 2022
- Focus on manufacturing of advanced chemistry cells
- Manufacturing plant in Bengaluru, Karnataka
- 12 GWh capacity in two phases

**Note: Scheme of amalgamation between Exide Energy Private Ltd. and Exide Energy Solution Ltd has been approved by Board of Directors of both the companies. Post approval from NCLT, EEPL will be amalgamated into EESL.*

Our lithium-ion cells and batteries manufacturing facilities

A nexcharge

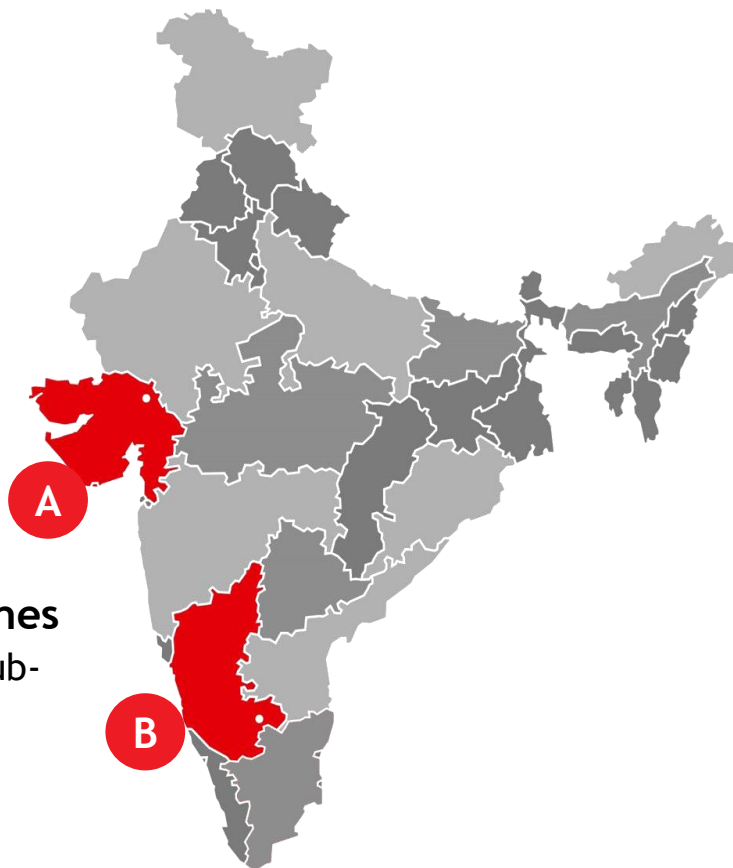


Facility 1 in Prantij, Gujarat

- Existing land : 56,680m²
- Built-up area : 9,528m²

Li-ion Module and Pack Assembly Lines

- Pouch/Prismatic/Cylindrical cell to sub-module
- Sub - module to module
- Cell testing lab
- Prototype and pilot line



B EXIDE ENERGY



Facility 2 in Bengaluru (upcoming)

- Area: 325,000 m²
- Total investment: Rs.6,000 crore

Li-ion cell manufacturing and packs & module facility

Phase I - 6 GWh (2025)

- NCM: 3 GWh
- LFP : 3 GWh

Phase II - 6 GWh

Engineering and R&D Facility in Bengaluru



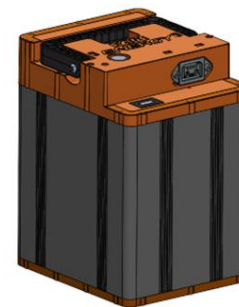
Nexcharge product portfolio for key transportation and industrial applications



Bus Battery Pack



3 Wheeler Battery Pack



2 Wheeler Light Duty



2W Medium Duty
& Heavy Duty



Telecom



Energy Storage Systems



UPS Battery

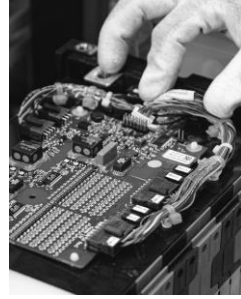


UPS Battery

Our strong technical expertise



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



In-house 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

...can provide solutions across verticals

Transportation

- 2-wheelers
- 3-wheelers
- Passenger vehicles
- Commercial vehicles etc.

Industrial & Utility

- Commercial & Industrial
- Renewable integration
- Telecom
- UPS & data centers etc.

- **Order book of Rs.600-700 crore as on 31st March 23 to be executed in next 12-15 months**

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



Technical collaboration with SVolt

- Multi-year technical collaboration for li-ion cell technology
- 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

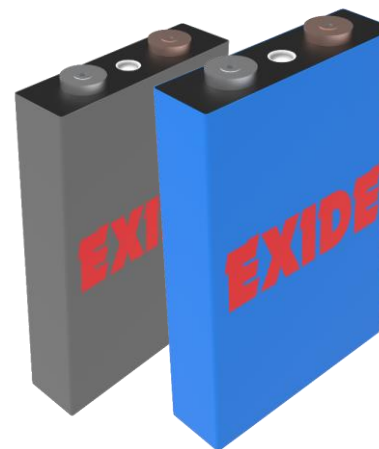


Wholly owned subsidiary Exide Energy Solutions Limited

- Multi-gigawatt green field project for li-ion cell manufacturing
- Offer complete end to end solution: from cell to system, from molecule to megawatt



Cylindrical Cells -
4.2Ah & 5Ah



Radial Prismatic Cells -
106Ah, 157 Ah & 228Ah



End-to-end “Cell to Pack” product portfolio

- Multiple chemistries/form factors
- Customizable module/pack solutions
- Indigenous BMS solution
- Joint product development integrated with New product Development cycle



Backed by SVOLT's world class technology & quality

- Tech partnership with global li-ion cell player
- Industrial leading thermal stability
- Automated robotic assembly
- Robust Quality check test points within manufacturing process



High focus on offering competitive costing

- Strategic long term raw material sourcing partnerships to improve product costing
- Manufacturing efficiencies through automation & technology deployment



Scalable operations to meet customer needs

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

Particulars	Progress
Organization	<ul style="list-style-type: none"> Recruitment of top tier team comprising experienced and senior personnel to support project execution and delivery has been completed
Funding	<ul style="list-style-type: none"> Mix of internal accruals and loan financing Recently secured banking credit line for project financing
Project Construction	<ul style="list-style-type: none"> Key approvals obtained; on-ground construction works progressing as per the plan Selection and order placement for equipments under progress
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
Supply Chain	<ul style="list-style-type: none"> Identification and onboarding of local and international suppliers under progress
Volume Off-take	<ul style="list-style-type: none"> Active customer engagement across mobility and stationary applications

Onsite construction works going on in full swing



Lithium-ion cell manufacturing facility - Final View

Administrative building



Cell-manufacturing plant



Our readiness in the emerging EV
battery space

[Click here for the video](#)

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!

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