‘One Exide’

Multiple Technologies





Investor Presentation

Q2 FY27

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Exide at a glance

79

Years of legacy



16

Manufacturing plants*



Zero-debt

Balance sheet



6 GWh

Li-ion cell capacity



Trusted legacy

- A brand built over nearly 8 decades.
- Profitable and paying dividends since inception.
- Publicly listed since 1979.

Product & operational strength

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

Financial resilience

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

Preparing for tomorrow

- EESL gigafactory commissioned in September 2026.
- NMC cylindrical & LFP prismatic cells.
- For electric mobility and energy storage.

* 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.

NMC: Nickel Manganese Cobalt | LFP: Lithium Iron Phosphate

Strategic Enablers

Efficient interplay of Channel & OEM strength, Integrated manufacturing, Multi-application portfolio & Innovation

1 Channel & OEM strength



120,000+ touchpoints

75+ OEMs

Nationwide sales and service channel drives replacement demand. OEM partnerships give demand visibility and early access to new platforms.

2 Integrated manufacturing



16 plants, including CML-3 and EESL-2

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

DEMAND VISIBILITY

NEW PRODUCTS

One Exide

SCALE AND COST

MARKET FEEDBACK

4 Innovation



50 years of the R&D centre

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

3 Multi-application portfolio



2.5Ah - 20,200Ah product range

Mobility, backup power, critical infrastructure and specialized applications.

EESL: Exide Energy Solutions Limited | CML: Chloride Metals Limited

Channel & OEM Strength

Deep distribution, long-standing OEM partnerships & reliable doorstep Service

CHANNEL STRENGTH



120,000+

Network touchpoints across India

20,000+	60+	1,200+
Villages reached	Warehouses	Spare-part and accessories outlets

OEM PARTNERSHIPS

75+

Automotive OEMs served

- 100% share of business on key new models with large OEMs
- Long-standing relationships give demand visibility and early access to new platforms
- Advanced EFB, AGM and EV-auxiliary batteries for new vehicle platforms

SERVICE NETWORK

- 1,600+ Exide Care outlets
- Batmobile: India's first doorstep battery service
- Digital warranty and diagnostics

EFB: Enhanced Flooded Battery | AGM: Absorbent Glass Mat

Integrated Manufacturing

Core business



11
Exide plants

3
Lead recycling plants (CML)

1 Manufacturing Base
- Key product categories.
- Decades of scale, operational know-how & manufacturing efficiency.

2 Recycling Integration
- **Chloride Metals Limited (subsidiary)** recovers raw material
- Circularity with input-cost control

3 Strategic Relevance
- Stronger supply-chain
- Quality control, better cost and sustainability

New energy business



2
EESL plants

6 GWh
Capacity

1 Lithium-ion cells, packs & modules
- India-made advanced lithium-ion cell plant in 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 Commercial production initiated
- 6 GWh commissioned in September 2026

Multi-application Portfolio

Core Business

2.5Ah → 20,200Ah

Battery capacity range across the portfolio

Automotive

Replacement and OEM



Home

Power backup and rooftop solar



Inverter batteries



Home UPS



Solar solutions

Industrial

Critical power for infrastructure projects









New Energy Business

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

6 GWh
Capacity



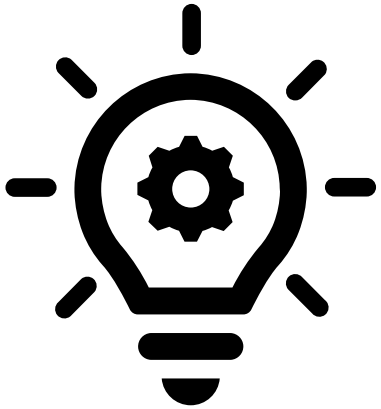
Cylindrical



Prismatic

Core Business

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



Innovation- Core Business

1st Battery R&D centre in Asia, outside Japan

2 Batteries sold every second

Top 7 Battery manufacturer globally

50

Years of the R&D center (Kolkata)

5 Strategic global collaborations

4 NABL-accredited laboratories

70+ Member R&D team



Industrial and energy storage

- SOLARNXT range expanded for renewable storage.
- InvaGen range for Home-UPS (Sealed Maintenance Free).
- High-power front-terminal VRLA for critical backup.



Mobility solutions

- Advanced EFB for start-stop -only approved supplier for select OEM. SLI-AGM for vehicles with ADAS.
- Auxiliary batteries for EV and hybrid platforms.
- EXIDE DARE- India's first SUV-ready battery.



Specialised applications

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



IP & process technology

- **38** registered designs. **3** patents granted and **4** more applied for.
- **752** registered trademarks across India and overseas.
- Applied for **109** new trademarks.

VRLA-Valve-Regulated Lead-Acid | SLI-AGM: Starting, Lighting, and Ignition - Absorbent Glass Mat | EFB: Enhanced Flooded Battery | ADAS- Advanced Driver Assistance Systems

Business Presence
& Growth Levers



EXIDE Business Presence



CATEGORY LEADERSHIP

Replacement market

Established brand across 2W, 3W and 4W replacement, backed by a pan-India sales and service network.



PREFERRED OEM PARTNER

Auto OEM

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



LOCAL MOBILITY

Last-mile connectivity

Batteries for e-rickshaws, intra-city logistics and delivery fleets.



POWER BACKUP

Home Inverters

Inverter and battery solutions for urban and rural households.



RENEWABLE ENERGY

Solar

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





INDUSTRIAL POWER BACKUP

I-UPS

Batteries for power backup supporting data centers, BFSI, IT, healthcare and commercial infrastructure.





CRITICAL APPLICATIONS

Infrastructure

Battery storage solutions across railways and metro, traction, power projects and submarine applications.





GLOBAL PRESENCE

Exports

Presence in 70+ countries. Diversified export footprint supported by technology partnerships and portfolio depth.

A broad installed base and expanding applications support multiple demand pools

Growth drivers across businesses



AUTOMOTIVE EXPANSION

28% → 18%

GST on batteries

- Rural recovery and GST cut aiding a shift to branded batteries in upcountry markets
- **Low passenger vehicle penetration** (~40 cars per 1,000 people) and **rising affordability**
- Record OEM volumes are expanding the vehicle base, fuelling future replacement demand



SOLAR POWER

1 crore households

Targeted under PM Surya Ghar Yojana

- **Rs. 75,000 cr.** outlay for rooftop solar
- **60 lakh+** households already covered
- GST on solar cut from **12% to 5%**
- **500 GW** renewable energy target by **2030**
- **Battery back-up:** Govt plans storage with rooftop solar; boost for lead-acid & Li-ion



INFRASTRUCTURE

Capex push

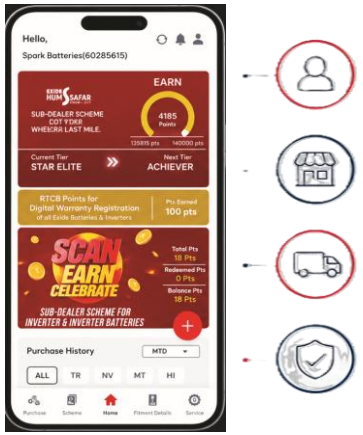
Across public and private sectors

- Infra and industrial **capex** driving backup and motive-power demand
- **Railway electrification and data centers** as structural opportunities
- Logistics, warehousing and material handling expand motive power

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

New Launches, Outreach & Digitization





New Product Launches & Marketing Campaigns

OEM Wins- Q2 FY27

MG Hector Tomahawk



100%

Share of business for Exide's Auxiliary battery, on both EV and PHEV

Tata Aeris



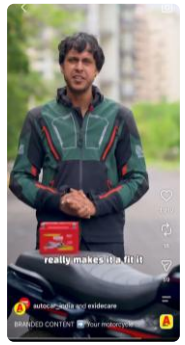
100%

Share of business in CNG models

Marketing Campaigns



2W campaign: Outdoor + Digital
'Bharose Ki Ride' in key markets



Social Media Collaboration



Consumer Outreach

New Launches



Exide DARE: India's first SUV-ready battery
Pan-India expansion

Expanding Rural & Service Touchpoints

Rural Outreach

20k+

Presence in villages

200+

Rural meets during Q2 FY27





Strengthening Service Network

1,600+
Exide Care outlets pan India

1 lakh+
Customer calls received per month

4+ rating
For over 80% of outlets



SERVICE 1.0
Dealer enablement

Dealer enablement with diagnostic tools and streamlining warranty

SERVICE 2.0
Direct to customer

Direct **customer** support through WhatsApp, calls & online channels

EXIDE BATMOBILE
DOORSTEP SERVICE

India's first doorstep battery service

July'26 onwards

Registration-Linked Warranty Policy

Standardized warranty practices across the channel network, with more transparency for customers

- **QR code**
- **Website**
- **WhatsApp**
- **Vehicle-linked API**



Digital warranty registration

- Faster validation and claim processing
- Better product lifecycle traceability
- Stronger warranty governance and data accuracy
- Higher digital adoption, smoother customer experience

Digital at the Core of Transformation

1 Manufacturing & Supply Chain

- AI-led planning
- E-proof of delivery, e-sourcing & approvals

2 Channel Partners

- Partner portal and dealer finder
- AI enabled market potential capture being piloted

3 Sales Force

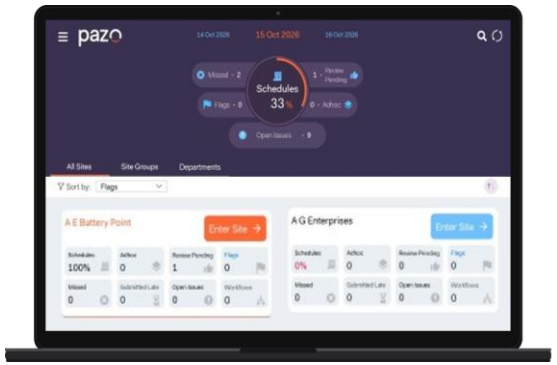
- AI-enabled analysis, invoice processing and visit planning
- Churn alerts, loyalty app for mechanics and electricians
- **Exide Vantage** upgraded with AI visit recommendations and next best action for Sales Executives

4 End Customer & Service

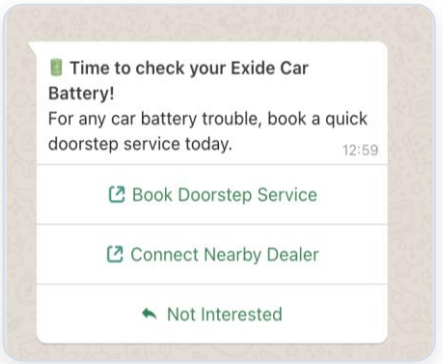
- Digital warranty and technician allocation
- WhatsApp, web and contact-centre support
- Marketing automation
- Voice bot-based service booking

5 Secure & Intelligent Operations

- **Exide GPT** extended to regional and area sales teams for faster insights
- AI-led battery test & validation
- AI also being leveraged in key functions like HR and Finance







Exide GPT

New Energy Business

Advanced chemistry battery manufacturing



Exide Energy Solutions Limited

6 GWh Gigafactory commissioned at Bengaluru



Industry Context

2026

~25 GWh

Current market

Largely imported

~6x

2030

140–150 GWh

Demand potential

EV + stationary applications

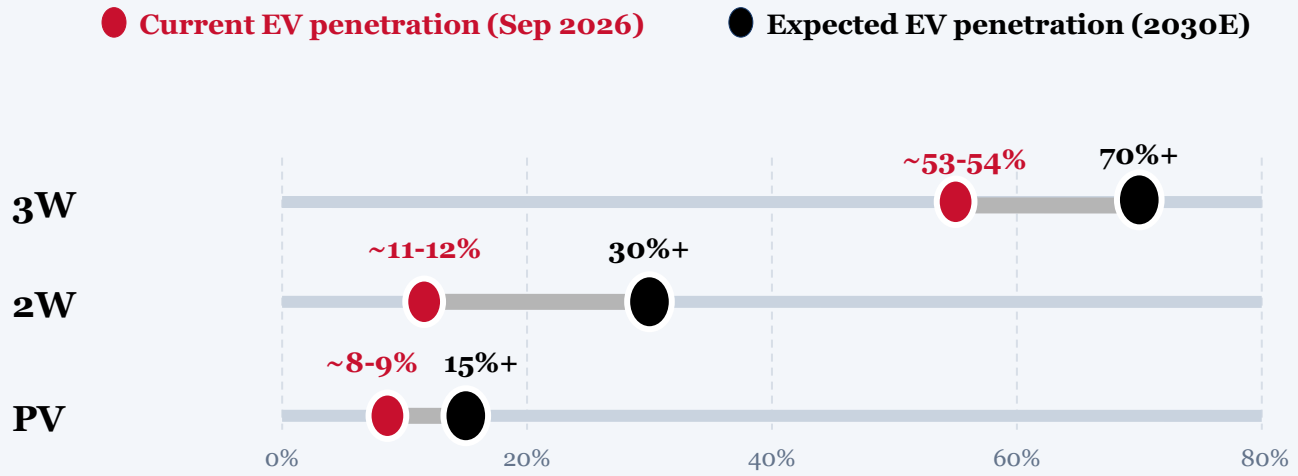
60–70%

Demand from EVs

Expected by 2030

Source: BCG estimates

Expected 2030 penetration*



* Represents share of new vehicles

Source: Vahan and BCG estimates

Demand drivers

- Climate action accelerating green mobility, with more EV launches and wider consumer acceptance
- Electrification across transport, homes and industry
- Grid intermittency and overload from rising RE, making battery storage essential
- Overall power requirement increasing sharply driven by data centres, AI usage, etc.

Localization 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 localization-led

3W: 3 Wheeler | 2W: 2 Wheeler | PV: Passenger Vehicles

From commissioning to commercial supplies

6 GWh commissioned in September 2026

ACHIEVED | SEPT 2026

Commercial production started

6 GWh plant commissioned in September 2026

IN PROGRESS | NOW

Customer approval in progress

Validation and qualification with leading 2W EV OEMs and telecom players in progress

100%

utilities operationalised

NMC + LFP

cell samples supplied to leading OEM and telecom players

Product Certificates	5 Ah (NMC)	102 Ah (LFP)
IS 16046	✓ Certified	✓ Certified
IS 16893	✓ Certified	✓ Certified
UN 38.3	✓ Certified	✓ Certified



Cylindrical cells





Prismatic cells



NMC: Nickel Manganese Cobalt | LFP: Lithium Iron Phosphate

Localized Lithium-ion cells

1 End-to-end product and solution offering

- Multiple chemistries and form factors
- Customizable 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 & quality processes

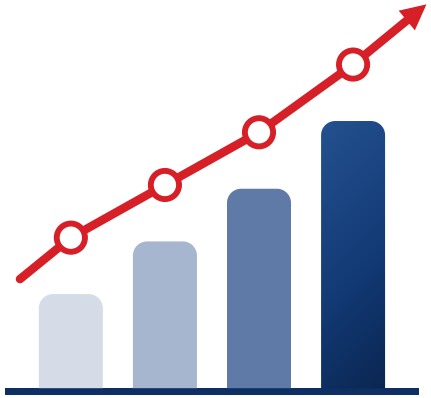
- Technology partnership with a global lithium-ion cell player
- Automated assembly and in-process quality checks

4 Scalable operations to meet customer needs

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



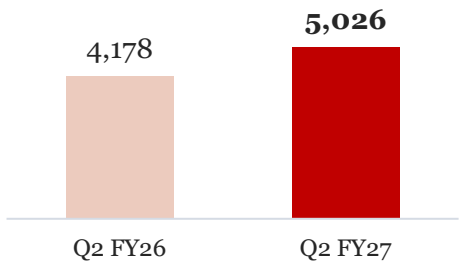
Standalone Financial Performance



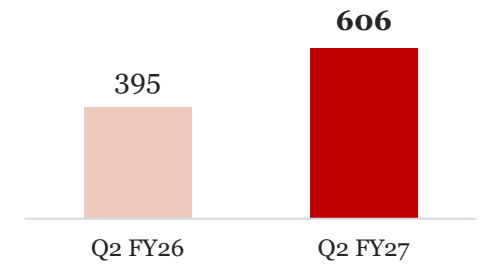
Q2 & H1 FY27 Performance

Q2 FY27 vs Q2 FY26

REVENUE ▲ 20.3% YoY



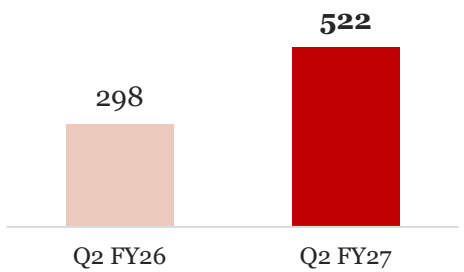
EBITDA ▲ 53.6% YoY



+270 bps

Margin 9.4% → 12.1%

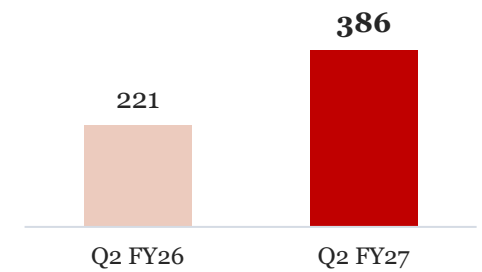
PBT ▲ 75.5% YoY



+330 bps

Margin 7.1% → 10.4%

PAT ▲ 75.1% YoY

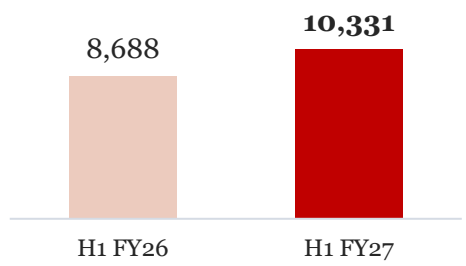


+240 bps

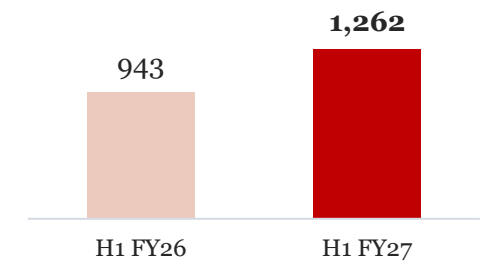
Margin 5.3% → 7.7%

H1 FY27 vs H1 FY26

REVENUE ▲ 18.9% YoY



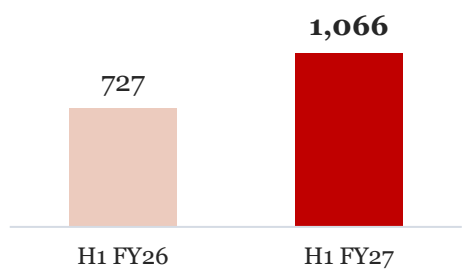
EBITDA ▲ 33.8% YoY



+130 bps

Margin 10.9% → 12.2%

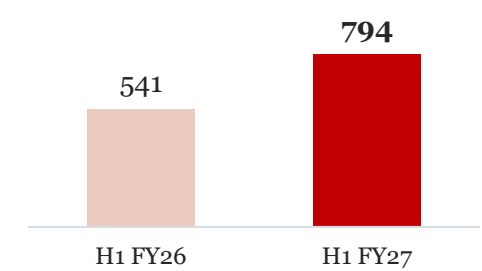
PBT ▲ 46.5% YoY



+190 bps

Margin 8.4% → 10.3%

PAT ▲ 46.7% YoY



+150 bps

Margin 6.2% → 7.7%

All figures in Rs. cr.

Growing Responsibly



CSR: Touching Lives and Livelihoods

Our 5 Core Pillars

Aarogya — Health and Wellness

Akshar — Promoting Education

Kausal — Skill Upgradation and Livelihood

Sakshm — Empower and Elevate

Paryavaran — Environment and Climate Action

Impact

4 lakh+

Beneficiaries of CSR projects

80%+	10	24
From **vulnerable communities**	States in India	Districts reached

On-ground execution driving tangible community upliftment











Pond Rejuvenation at Bawal (Haryana)

Sustainability: External Ratings & Recognitions

S&P Global FY26



Score: 65/100

Top 5%: *Auto-Components*

EcoVadis FY26



Score: 67/100

Bronze Medal

Other Ratings 2026

SUSTAINALYTICS

ESG Risk Rating: 15.8
Low Risk

Crisil
ESG Ratings & Analytics

Score: 64/100

Category - Strong

Governance & Accolades

Governance

~44%	Separate	ICRA AAA	Dividends	B S R & Co.	TCFD/IFRS S2
Independent board composition	Chairman and MD positions	Stable outlook. A1+ short-term	Since listing	Statutory auditors	Aligned climate-risk assessment. Published climate action report

Awards and Recognition



ESG Transformation Award

The House of ESG
Aug'26



India's Most Sustainable Companies

BW Businessworld
Mar'26



Clean Energy Champion

TVS Motors
Dec'25



Most Valuable Partner

Indus Towers
Dec'25

Dependable Partner for India’s Energy Resilience

- Leadership in the Core business: Sustained through cycles.
- Investing in New-Energy to serve India's evolving energy and mobility needs.
- Prudent capital allocation: Zero-debt balance sheet.
- Well positioned to capture opportunities across key global markets.



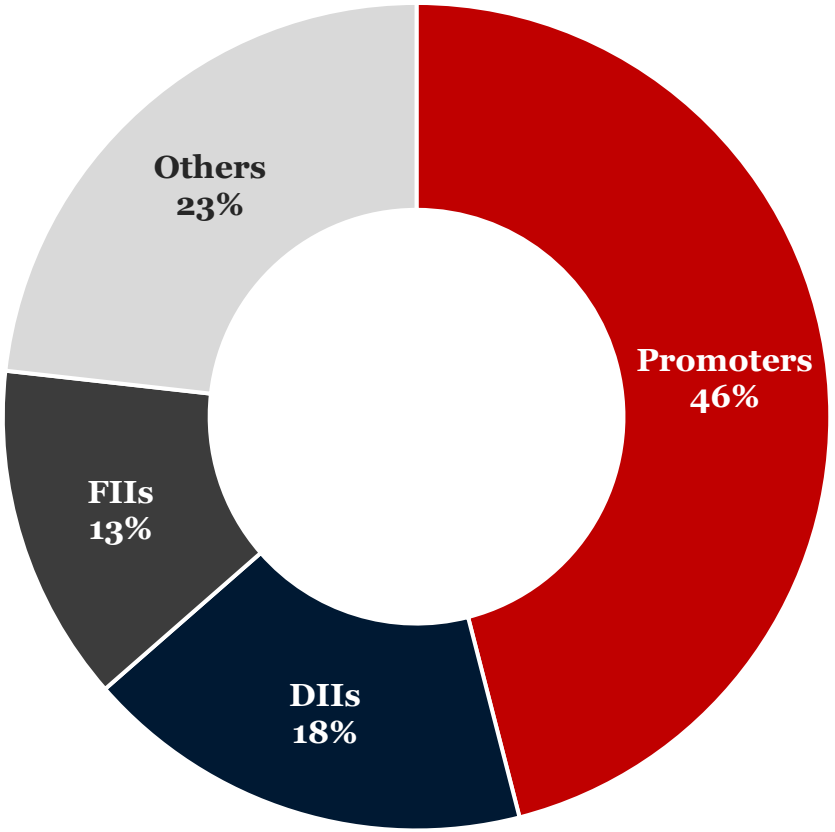



Shareholding Pattern & Capital Market Information

Category	Holding (in %)
Promoters	46%
Domestic Institutional	18%
Foreign Institutional	13%
Others	23%

Shareholding pattern

(as on Sept 30, 2026)



Market Cap: Rs. 35,090 cr.

(as on Sept 30, 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

Disclaimer

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