



Tech Talk – Strategic Advantages of Thin Plate Pure Lead (TPPL) Technology

SEPTEMBER 27, 2022

Forward Looking Statements

As a reminder, we will be presenting certain forward-looking statements on this call that are based on Management's current expectations and views regarding future events and operating performance and are subject to uncertainties and changes in circumstances. Our actual results may differ materially from the forward-looking statements for a number of reasons. Our forward-looking statements are applicable only as of the date of this presentation. For a list of the factors which could affect our future results, including our earnings estimates, see forward-looking statements included in "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations," set forth in our Annual Report on Form 10-K for the fiscal year ended March 31, 2022, which was filed with the U.S. Securities and Exchange Commission.

In addition, we will also be presenting certain non-GAAP financial measures. For an explanation of the differences between the comparable GAAP financial information and the non-GAAP information, please see our company's Form 8-K which includes our press release dated August 10, 2022, which is located on our website at www.enersys.com.

Key Takeaways

The EnerSys logo is displayed in a bold, black, sans-serif font. A red diagonal line cuts through the 'S' in 'Sys' from the bottom left to the top right. A registered trademark symbol (®) is located to the right of the 'S'.

We are a global **Industrial Technology** company delivering highly differentiated **Energy Solutions** to **Diverse End Markets**



Our **Proprietary Technologies and Services** play a critical role in the energy transition fueled by **Megatrends**



Our **Resilient Business Model** positions us well to **Capture Growth and Margin Expansion**

Baukasten – Simple at the Core

- Simplified supply chain
- Scale
- Time to market
- Reliability



Technology to Meet Customer Needs

Lithium-ion

- Maintenance-free, longer cycle life, fastest charge rate
- Innovative safety technology
- Ideal for use cases requiring high power density / long life and heavy-duty applications

TPPL

- Virtually maintenance free
- Ideal for light-to-medium applications

Flooded

- Ideal for industrial / harsh environment applications

Energy Storage

EnerSys

Software

- Edge computing, efficient data collection to the cloud
- Asset management software
- App support to manage health of assets
- Fleet management – automated service notifications
- Smart batteries

Power Electronics

- Advanced, high efficiency power conversion
- High voltage power transfer with power line communication for 5G small cells
- Wireless power transfer for automated warehouses
- Fast chargers for electric vehicles

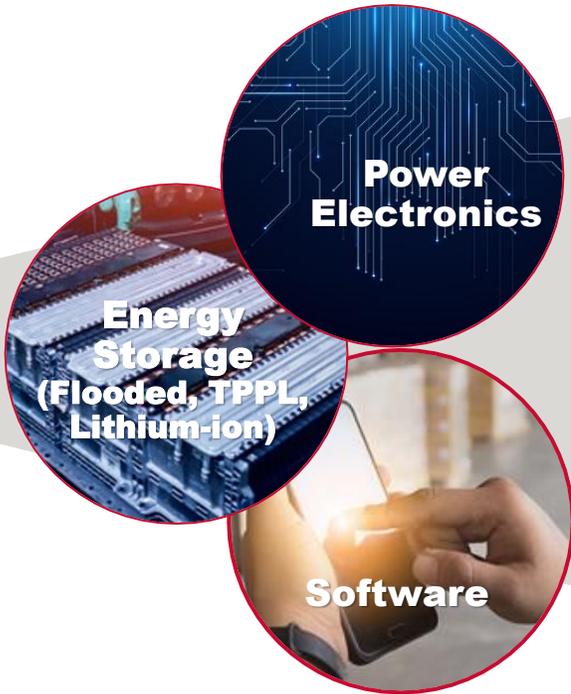
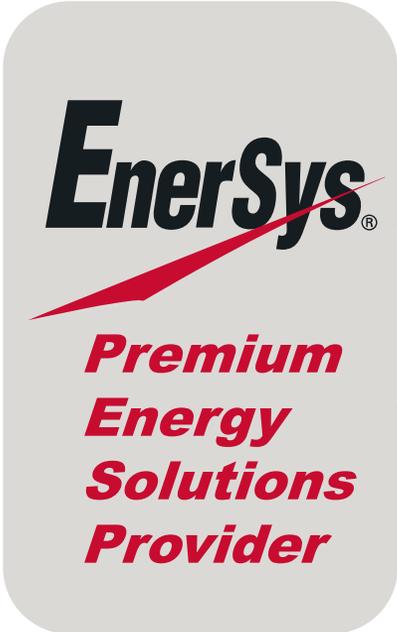
Differentiated platforms with enhanced vertical capabilities to deliver the right solutions for our customers

Leveraging Our Platforms Across All Segments

3 Core Technology Platforms

3 Business Segments

8 End Markets



- Telecom Networks
- Broadband Cable
- Industrial Power and Utilities
- Renewable Energy
- Data Centers
- Logistics and Warehousing
- Aerospace & Defense
- Transportation

Thin Plate Pure Lead (TPPL) Overview

MAINTENANCE-FREE CONNECTED TPPL BATTERIES

Unique Attributes

- Proprietary thin flat plate electrodes
- Pure lead, medical grade acid, and carbon technology
- Smart technology capabilities

Strategic Advantages

- 100% - 160% energy throughput per 24 hours
- Quick charging distinctive profile
- Data driven intelligence for continuous optimization

Barriers to Entry

- Proprietary manufacturing process that is difficult to replicate
- First mover advantage; significant capital and technology investment
- Embedded customer base

TPPL with carbon enhancements enable faster recharge and exceptional partial state of charge (PSoC) cycling performance

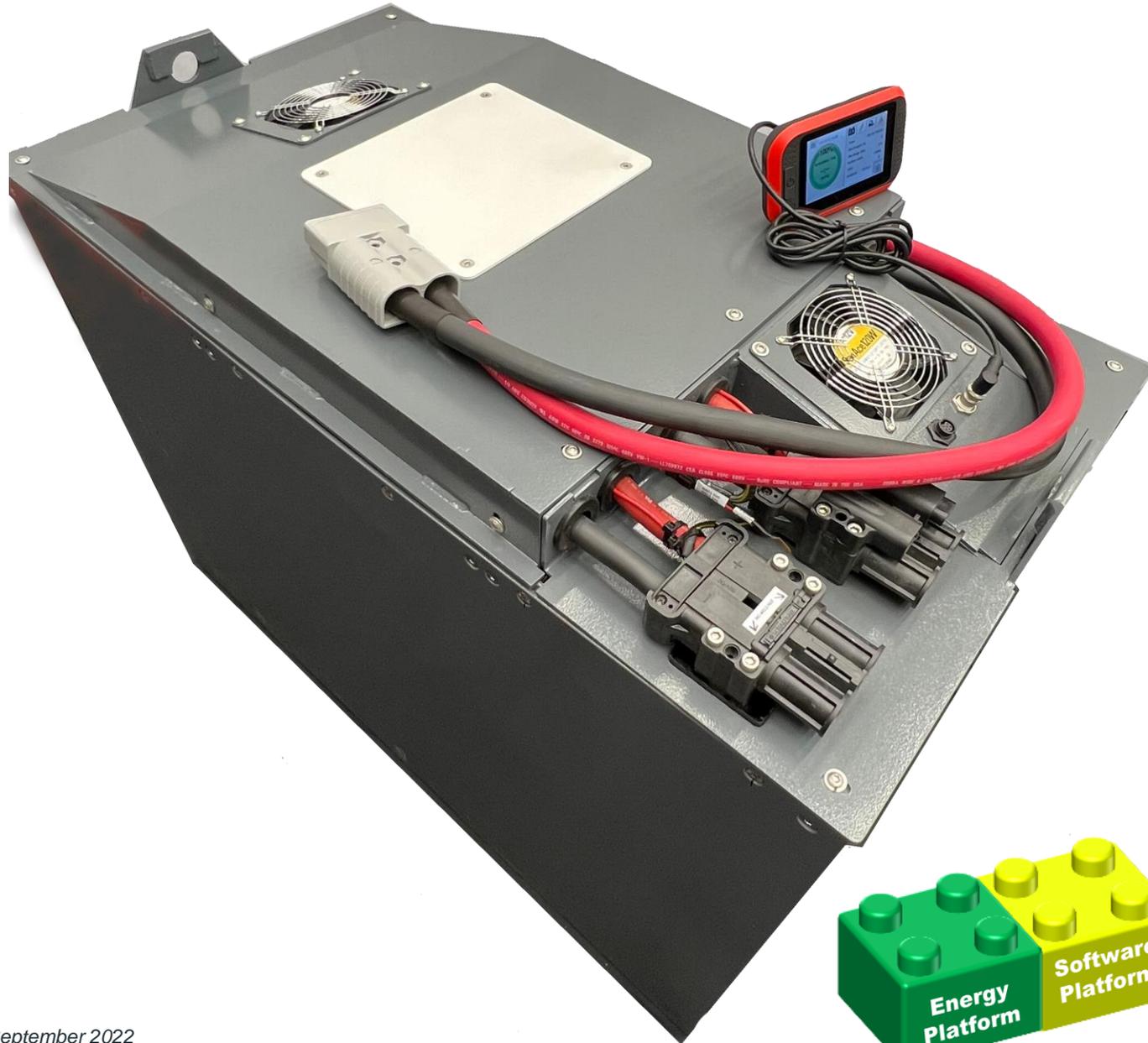
TPPL Technology Product Highlight

SMART CONNECTED TPPL BATTERIES FOR DIVERSE END MARKETS

NexSys[®] SYSTEM



Next Generation System Design



Secular Growth Trends

ADVANCING ELECTRIFICATION & THE NEED FOR MAINTENANCE-FREE



Global Energy Transition



Emissions
Sustainability
Technology

Material Handling

CAGR* 5-10%
(2022-2028)

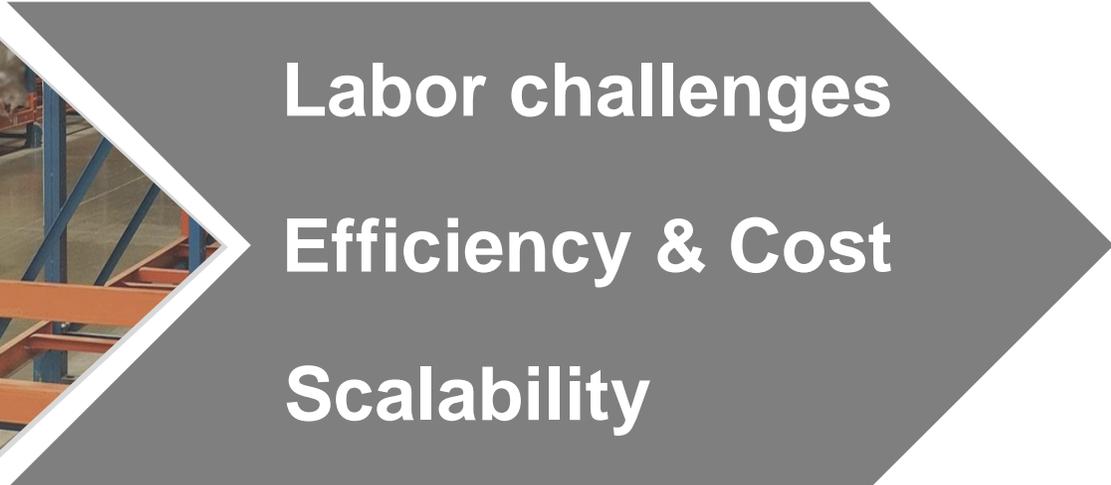
A photograph of a person operating an orange electric forklift in a warehouse setting.

Autonomous / Robotics

CAGR* 45-50%
(2020-2025)

A photograph of a yellow autonomous forklift in a warehouse.

Automation



Labor challenges
Efficiency & Cost
Scalability

Floor Care

CAGR* 4-8%
(2022-2028)

A photograph of a person operating a teal floor care machine in a commercial building.

Prescriptive Sales Process

DIFFERENTIATING OURSELVES VIA DATA-DRIVEN DECISION-MAKING
(CHEMISTRY AGNOSTIC)

PROFILE

QUANTIFY

PRESCRIBE

DEPLOY

Customer Goals



Fleet & Usage Data



Simulate & Optimize



Virtually maintenance-free



Med-to-Heavy Duty



Light-to-Med Duty



CHARGERS

Training & Maint.



Process in Action

MAJOR LOGISTICS COMPANY GAINS EFFICIENCY AND SAFETY

PROFILE

Customer Goals



Save space



No changing



No watering

OPS Data

3X6

Shifts X Days / Wk.

3,500

Annual Hrs.

September 2022
© 2022 EnerSys. All Rights Reserved.

QUANTIFY

Fleet & Usage Data



70
Avg. Hourly
Amps

Simulate & Optimize



EnSite

PRESCRIBE



DEPLOY

Training & Maint.



26%+
TCO Savings*

\$535K+
4-year Savings*

*Estimates based on specific use case

EnerSys proprietary information. Reproduction in whole or in-part prohibited.



Q&A



Appendix

EnerSys at a Glance (NYSE: ENS)

LEADING PROVIDER OF DIFFERENTIATED ENERGY SOLUTIONS

\$3.4bn¹

Sales

7.9%¹

Adj. Operating Margin

\$4.47¹

Adj. Diluted EPS

~11.4k¹

Total Employees

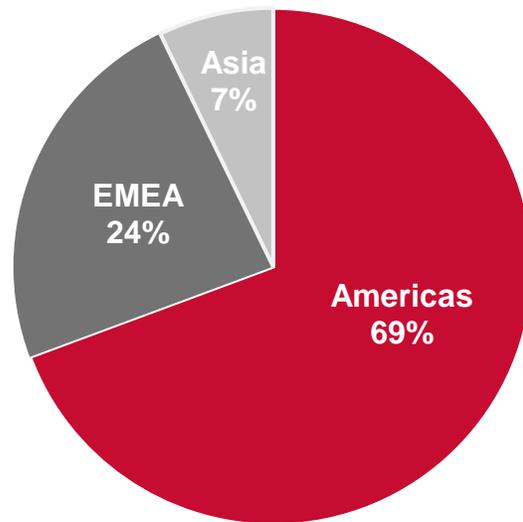
10k+¹

Customers

22%¹

Market Share²

FY'22 SALES BY GEOGRAPHY



GLOBAL FACILITY BASE³



Note: See appendix for non-GAAP reconciliation.

September 2022

© 2022 EnerSys. All Rights Reserved.

1. FY'22, year end March 31, 2022
2. Source: BCI, Eurobat industry reports and management estimates based on the markets where EnerSys participates. Market size and share are for batteries and chargers only. It excludes power solution and services to broadband, telecom and other markets, and the aerospace & defense and cabinet enclosures markets (each estimated at \$1 to \$2 billion).
3. Represents geographies with EnerSys manufacturing and distribution centers

EnerSys proprietary information. Reproduction in whole or in-part prohibited.

Technology Driven Portfolio Transformation

2010

- Traditional lead acid battery company
- Narrow set of end markets
- Limited scale

2022

- Integrated technology solutions across energy storage, power & electronics, and software & services
- Broad exposure to a wide range of end markets with secular growth trends
- Enhanced scale

Growth Opportunities

- Expand capacity for premium products
 - Grow **Motive Power maintenance-free** solutions
 - Increase **Transportation market share**
- Leverage **5G and other megatrends** with proprietary technologies
 - Small Cell build out
 - Battery management and software platforms
 - Fast Charge & Storage launch
- Reduce costs through **EOS** and volume leverage

Transformed Through Strategic Initiatives and Disciplined M&A

Strategic Initiatives

- ✓ Expansion of TPPL product line
- ✓ Launched lithium platform
- ✓ End market / product diversification

M&A



2010



2013



2015



2018



2019



Thank you.

For more information visit
us at enersys.com

EnerSys Global Headquarters

2366 Bernville Road
Reading, PA 19605 | USA
Tel. +1-610-208-1991
+1-800-538-3627
Fax +1-610-372-8613

EnerSys EMEA

EH Europe GmbH
Baarerstrasse 18
6300 Zug
Switzerland

EnerSys APAC

152 Beach Road
Gateway East Building #11- 03
Singapore
189721
Tel: +65 6508 1780