



Q4'22 and FY'22 Financial Results

MAY 25, 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 May 25, 2022, which is located on our website at www.enersys.com.



Business Update

DAVID SHAFFER, CHIEF EXECUTIVE OFFICER

Q4'22 & FY'22 Results

(\$ millions, except EPS)	Q4'22	FY'22
Revenue (Y / Y Growth)	\$907 +11.5%	\$3,357 +12.7%
Adj. Operating Earnings & % Margin	\$67 7.4%	\$264 7.9%
Adj. EBITDA & % Margin	\$88 9.7%	\$340 10.1%
Adj. Diluted EPS	\$1.20	\$4.47

Key Takeaways

- \$907M record quarterly net sales +11.5% y/y
- Backlog grew to \$1.3B on robust market demand across all business segments
- Q4'22 price outpaced cost, driving sequential earnings improvement despite new macro headwinds
- Earnings declined y/y due to price recapture lag for increased costs and supply chain mix drag
- Returned \$186M to shareholders through share buybacks and dividends in FY'22
- Launched first comprehensive sustainability report in April 2022

Note: See appendix for non-GAAP reconciliation

May 2022

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Business Segment Performance

FISCAL YEAR 2022

	Net Sales (\$ millions)	Adj. Op Margin	Segment Overview
 <p>Energy Systems</p>	\$1,537 +11% y/y	3.1% -360 bps y/y	<ul style="list-style-type: none">• \$740M record backlog• Pricing actions gaining traction Q4'22• Infrastructure spending / network upgrades fueling growth• Fast Charge and Storage on track, end FY'23
 <p>Motive Power</p>	\$1,361 +17% y/y	12.5% +20 bps y/y	<ul style="list-style-type: none">• Continued penetration of proprietary NexSys TPPL and Li-Ion maintenance-free products• Demand driven by recovery, electrification and automation• Ongoing price increases offsetting persisting inflation• Continued progress on transformation initiatives
 <p>Specialty</p>	\$459 +6% y/y	9.9% -120 bps y/y	<ul style="list-style-type: none">• Significant revenue and share growth opportunities remain in Transportation• Strong momentum in Aerospace and Defense• Labor and supply shortages pressuring margins

Note: See appendix for non-GAAP reconciliation

May 2022

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Technology Advancements

POWERING THE FUTURE, EVERYWHERE FOR EVERYONE



Fast Charge and Storage

Combines solar energy, energy storage, backup power and EV charging capabilities



NexSys®

TPPL and Li-Ion options



TouchSafe

Collaboration with Corning



CPUC

TPPL and Li-Ion options



Our Inaugural Sustainability Report

OUR SUSTAINABILITY JOURNEY

- Sustainability update detailing our key initiatives *published August 2021*
- Supplemental environmental data *published December 2021*
- Our inaugural comprehensive [Sustainability Report](#) *published April 2022*

OUR POWER SOLUTIONS ENABLE THE TRANSITION TO A LOW CARBON ECONOMY

Energy Storage

Developing reliable, accessible, scalable and distributed energy storage solutions to advance and accelerate the transition to a low carbon economy

Motive Power

Providing innovative, low carbon battery solutions to help customers reach their sustainability goals

Specialty

Engineering custom, advanced battery technologies that support critical missions and enable customers to mitigate climate risks

GOALS AND TARGETS

Energy Intensity

Reduce energy intensity per kWh of storage produced by 25% by 2030



Water Intensity

Reduce water intensity per kWh of storage produced by 25% by 2030



Female Representation

Improve female representation at the leadership level to 20% in 2025



Multicultural Talent

Improve representation of multicultural talent in U.S. leadership to 25% by 2025



Leading Employer

Become recognized by up to 3 global indexes as a leading employer by 2025



Focusing on What We Can Control

1. **Pricing** – continue to execute pricing increases commensurate with cost increases
2. **Redesign** – redesign products for component supply constraints (e.g., chips)
3. **Operating Efficiencies** – reduce costs through EOS
4. **Profitable Growth** – retain leading market position & grow share through expansion of technologically advanced products and increased TPPL capacity
5. **Mitigate Supply Constraints** – onshore CMs, dual source & buffer sourcing with strategic inventory

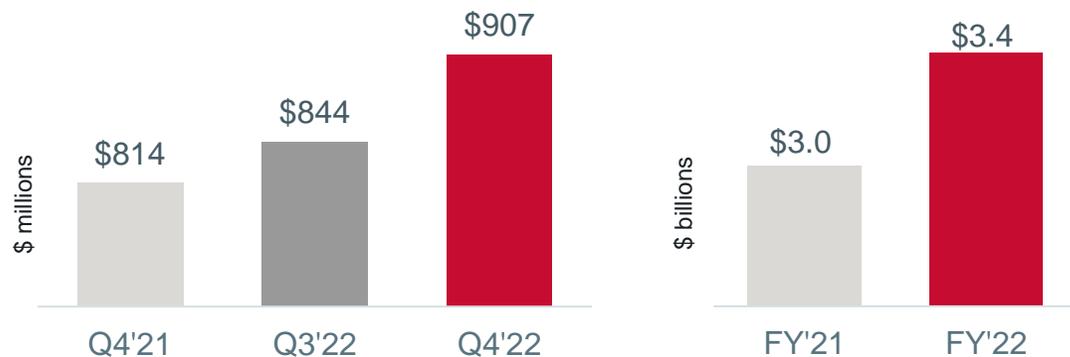


Finance Update

ANDI FUNK, CHIEF FINANCIAL OFFICER

Q4'22 & FY'22 Results

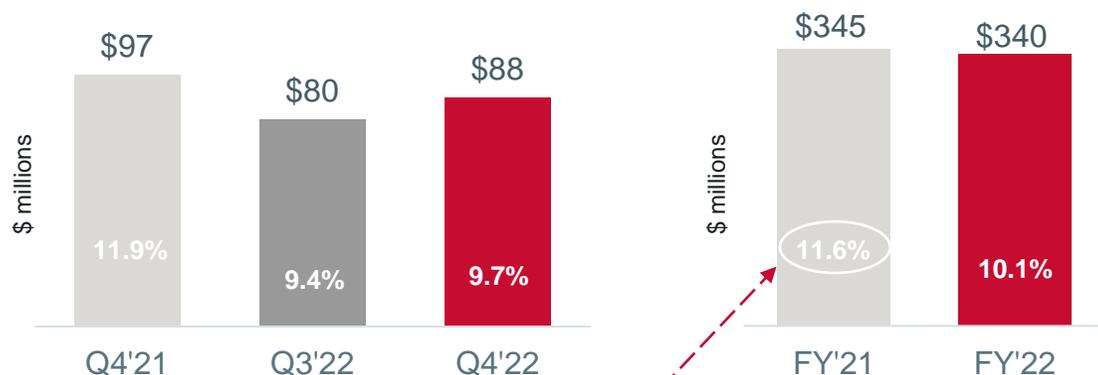
Net Sales



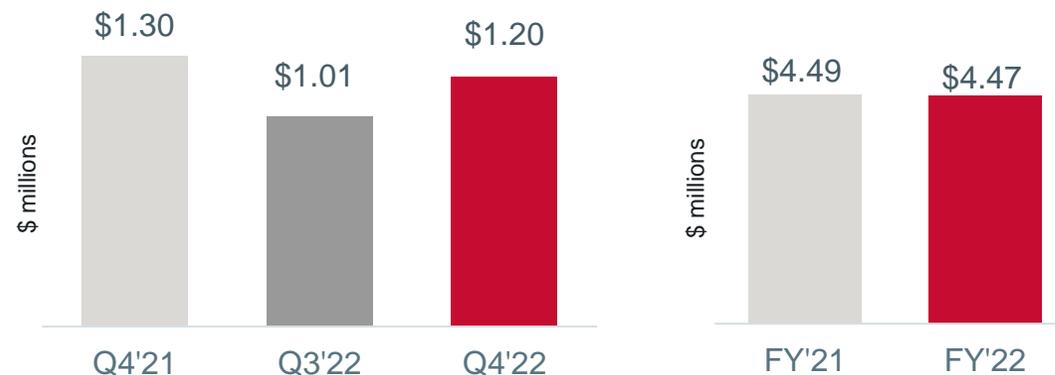
Adj Operating Income & Margin



Adj EBITDA & Margin



Adj Diluted EPS



Note: See appendix for non-GAAP reconciliation

May 2022

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\$334M and 11.2% of sales when excluding Richmond fire insurance recovery

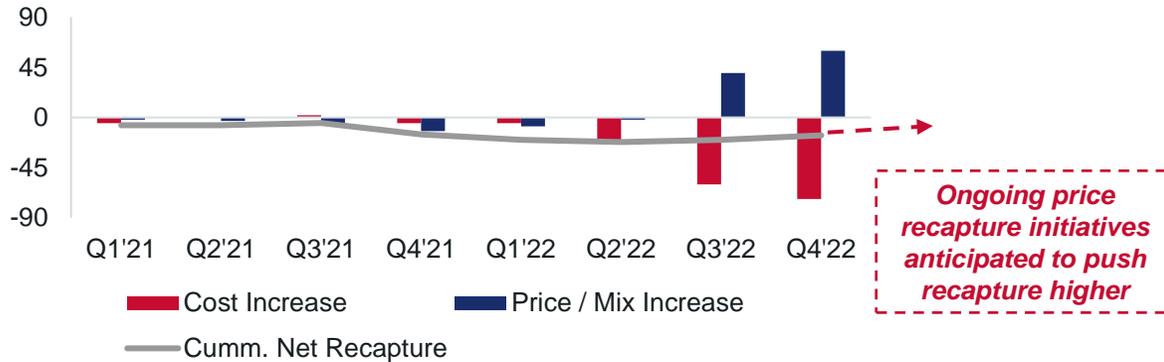
Q4'22 Segment Financial Highlights

	Sales (\$ millions; % y/y Growth)		Segment Adj Operating Margin	Segment Highlights
Energy Systems	\$410	<i>Volume</i> +13% <i>Price/Mix</i> +6% <i>FX</i> (2%) ----- Reported +18%	3.9% +130 bps y/y	<ul style="list-style-type: none"> Record backlog +131% y/y, +142% vs FY'20 Second quarterly progress on net price / mix cost recapture
Motive Power	\$365	<i>Volume</i> +6% <i>Price/Mix</i> +6% <i>FX</i> (3%) ----- Reported +10%	11.0% -460 bps y/y	<ul style="list-style-type: none"> Record backlog +102% y/y, +148% vs FY'20 Ongoing price increases and maintenance-free demand offsetting inflation
Specialty	\$132	<i>Volume</i> (2%) <i>Price/Mix</i> +3% <i>FX</i> (1%) ----- Reported (0%)	8.2% -500 bps y/y	<ul style="list-style-type: none"> Class 8 OEM strong recovery Robust A&D demand Cost and supply challenges at Missouri plants

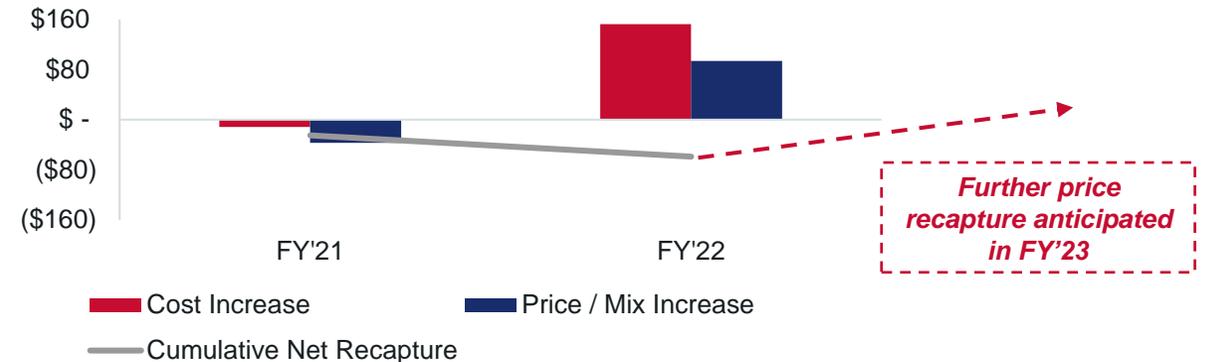
Note: See appendix for non-GAAP reconciliation. Rounding may cause totals not to foot

Price Recapture Gaining Traction

Price Recapture (q/q, \$ millions)



Price Recapture (y/y, \$ millions)



Ongoing Price Capture Initiatives

- Q4'22 price recapture of ~\$0.40 adj. EPS eclipsed cost increase of ~\$0.35 adj. EPS
- Recaptured ~2/3 of FY'22 cost increases
- Equitable price increases commensurate with our higher costs sticking, despite lag in realization
- Current margin headwinds to become tailwinds when costs normalize, onshoring initiatives take hold and pricing actions catch up from multi-quarter lags

FY'22 Segment Price Recapture Update

- Energy Systems lagging, anticipate improvement over next several quarters
- Motive Power ahead with mix tailwinds from maintenance-free
- Specialty roughly flat, mix impacted by supply challenges

Adj EPS Bridge

Q4'22 SEQUENTIAL AND FULL YEAR



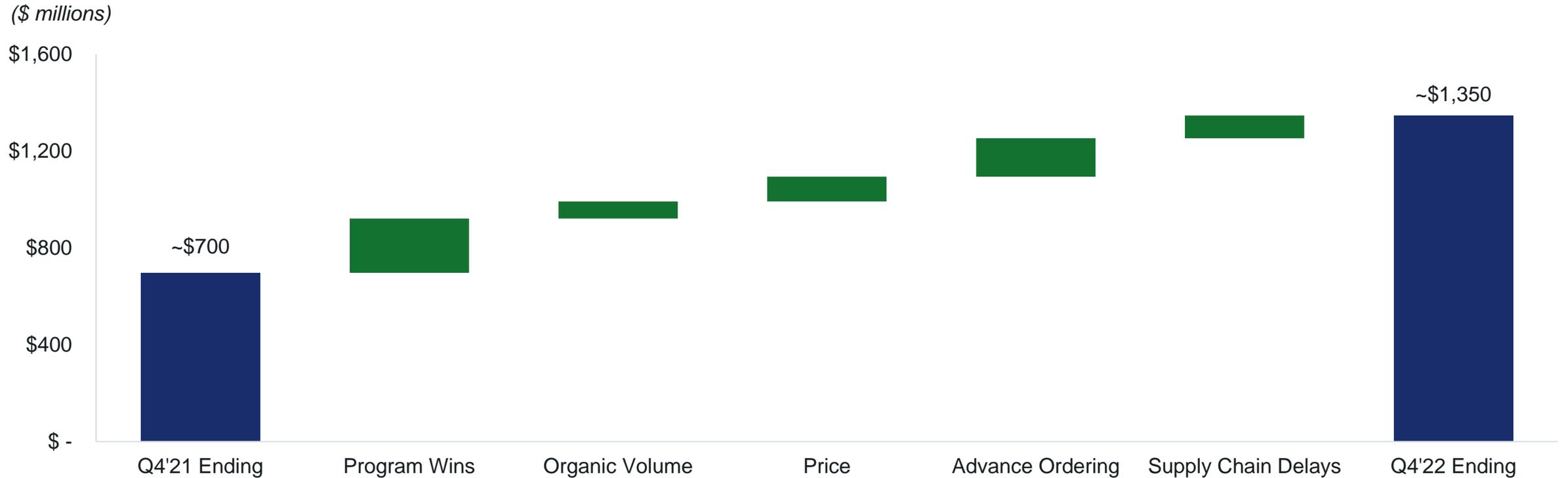
Note: See appendix for non-GAAP reconciliation

May 2022

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Record Backlog Drives Long-Term Growth

ORDER GROWTH & MACRO CONDITIONS DRIVING RECORD BACKLOG



- Continued backlog growth driven by strong demand across end markets
- ~50% of FY'22 backlog increase from program wins and organic volume, while the remaining 50% is comprised of price, advance orders, and delayed shipments due to supply chain

Disciplined & Balanced Capital Allocation

Capital Allocation Priorities	FY'18 – FY'22 (cumulative) \$ millions	FY'22 \$ millions
1 Invest in Organic Growth (Capex)	~\$390	~\$75
2 Strategic M&A <i>(Alpha Technologies and NorthStar Battery)</i>	~\$940	\$0
3 Return of Capital	~\$150 dividends ~\$370 buybacks	~\$30 dividends ~\$160 buybacks

Healthy Balance Sheet

- 2 – 3x target leverage
- ~\$400M cash and cash equivalents
 - Strong cash generation outpaced by strategic inventory increase FY'22, PWC yields cash in recessionary periods
- Ample flexibility to support business investment
- Committed to consistent dividends through cycles
- \$188M* outstanding repurchase authorization (including \$150m additional authorization announced in Q4'22 and \$25m annual evergreen dilution authorization Q1'23)

*Remaining stock repurchase authorization as of May 25, 2022

Historical Net Leverage



Foundation for a Strong Financial Future

FY'23 Guidance	
Q1'23 Adj EPS	\$1.10 - \$1.20
FY'23 Capex	~\$100M

Strat Plan:

- Priorities on track and trending to plan
- Supply chain conditions volatile – timing uncertain
- Will update model as macro environment stabilizes

Strat Plan Pillars	~ Value	Strat Plan Priorities	FY'22 Tracking
Revenue >6% CAGR	\$100M AOE	Markets: <ul style="list-style-type: none"> • ES 5G • MP Maint Free • Trans MS Gain 	✓ 8% CAGR FY'26 vs FY'20 <ul style="list-style-type: none"> • Megatrends further fueling markets • Higher cost pass-through pricing; COVID pushed out volumes 1 year
		Capacity: <ul style="list-style-type: none"> • Grow TPPL 	✓ NSB Acq ✓ \$1.2B TPPL capacity exit FY'22; +\$200M pa planned capacity increases
Higher Value Products	\$200M AOE	Higher margin TPPL, lithium, & systems technologies	✓ NPIs on track + DC Fast Charge & Storage (not in prior strat plan) – Redesign distractions; supply chain headwinds
EOS	\$100M AOE	Lean & footprint rationalization	✓ EOS processes operational at all production sites with ~\$30M / pa savings – Savings overshadowed by labor, inflation, and supply chain headwinds ✓ Hagen closure on time and under budget
OpEx	\$75M AOE	\$75M AOE	✓ Op Ex growing slower than volume
Cap Alloc	+ EPS	10M+ buy backs	✓ Consistent dividend & opportunistic buy backs
Supply chain conditions	FY'22 (\$50M) price recapture lag	Initial Assumptions: <ul style="list-style-type: none"> • 2% inflation • No recession • Commodities & currency constant 	? Unprecedented inflation ? Tariffs ? COVID recession; looming economic recession ? Ongoing COVID absenteeism & shutdowns ? Russia / Ukraine war ? APAC geopolitical tensions

Note: See appendix for non-GAAP reconciliation

May 2022

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Appendix

Q4'22 Results

(\$ millions)

	Q4 F'21	Q3 F'22	Q4 F'22
NET SALES	\$813.5	\$844.0	\$907.0
GROSS PROFIT	197.3 (24%)	\$184.3 (22%)	\$196.2 (22%)
Adj. OP EARNINGS \$	\$78.4	\$60.4	\$66.8
Adj. OP EARNINGS %	9.6%	7.2%	7.4%
Adj. EPS	\$1.30	\$1.01	\$1.20

See appendix for non-GAAP reconciliation

Q4'22 Net Sales by Segment & Region, Q/Q

(\$ millions)

	Q3'22	Q4'22	Fav/(Unfav)	
			\$	%
Energy Systems	\$385	\$410	\$25	7%
Motive Power	\$340	\$365	\$25	7%
Specialty	\$119	\$132	\$12	10%
Total Net Sales	<u>\$844</u>	<u>\$907</u>	<u>\$63</u>	<u>7%</u>
[6% Organic, 2% Price, 0% Acquisitions, -1% Fx]				
	Q3'22	Q4'22	Fav/(Unfav)	
			\$	%
Americas	\$578	\$643	\$66	11%
EMEA	\$203	\$204	\$1	0%
Asia	\$63	\$59	(\$4)	-6%
Total Net Sales	<u>\$844</u>	<u>\$907</u>	<u>\$63</u>	<u>7%</u>
[6% Organic, 2% Price, 0% Acquisitions, -1% Fx]				

Rounding may cause totals not to foot

Q4'22 Net Sales by Segment & Region, Y/Y

(\$ millions)

	Q4'21	Q4'22	Fav/(Unfav)					
			\$	%	Volume	Price	M&A	Fx
Energy Systems	\$349	\$410	\$62	18%	13%	6%	-	-2%
Motive Power	\$333	\$365	\$32	10%	6%	6%	-	-3%
Specialty	\$132	\$132	(\$0)	0%	-2%	3%	-	-1%
Total Net Sales	<u>\$814</u>	<u>\$907</u>	<u>\$93</u>	<u>11%</u>	<u>8%</u>	<u>6%</u>	<u>-</u>	<u>-2%</u>
	Q4'21	Q4'22	Fav/(Unfav)					
			\$	%	Volume	Price	M&A	Fx
Americas	\$556	\$643	\$87	16%	10%	6%	-	-
EMEA	\$203	\$204	\$2	1%	2%	7%	-	-8%
Asia	\$54	\$59	\$5	9%	10%	1%	-	-2%
Total Net Sales	<u>\$814</u>	<u>\$907</u>	<u>\$93</u>	<u>11%</u>	<u>8%</u>	<u>6%</u>	<u>-</u>	<u>-2%</u>

Rounding may cause totals not to foot

FY'22 Net Sales by Segment & Region

(\$ millions)

	FY'21	FY'22	Fav/(Unfav)					
			\$	%	Volume	Price	M&A	Fx
Energy Systems	\$1,380	\$1,537	\$156	11%	10%	1%	-	-
Motive Power	\$1,164	\$1,361	\$197	17%	14%	3%	-	-
Specialty	\$434	\$459	\$25	6%	2%	4%	-	-
Total Net Sales	<u>\$2,978</u>	<u>\$3,357</u>	<u>\$379</u>	<u>13%</u>	<u>10%</u>	<u>3%</u>	<u>-</u>	<u>-</u>
	FY'21	FY'22	Fav/(Unfav)					
			\$	%	Volume	Price	M&A	Fx
Americas	\$2,027	\$2,328	\$301	15%	12%	2%	-	1%
EMEA	\$727	\$789	\$62	8%	6%	3%	-	-1%
Asia	\$224	\$240	\$17	8%	5%	-	-	3%
Total Net Sales	<u>\$2,978</u>	<u>\$3,357</u>	<u>\$379</u>	<u>13%</u>	<u>10%</u>	<u>3%</u>	<u>-</u>	<u>-</u>

Rounding may cause totals not to foot.

Q4'22 Adj Operating Earnings by Segment

(\$ millions)

Year Over Year	Q4'21	Q4'22	Fav/(Unfav)	
			\$	%
Operating Earnings				
Energy Systems	\$9.1 2.6%	\$15.9 3.9%	\$6.8	74%
Motive Power	51.9 15.6%	40.1 11.0%	(\$11.8)	-23%
Specialty	17.4 13.2%	10.8 8.2%	(\$6.6)	-38%
Total Operating Earnings	\$78.4	\$66.8	(\$11.6)	-15%
As % Net Sales	9.6%	7.4%		
Sequential	Q3'22	Q4'22	Fav/(Unfav)	
			\$	%
Operating Earnings				
Energy Systems	\$9.8 2.6%	\$15.9 3.9%	\$6.1	62%
Motive Power	39.0 11.5%	40.1 11.0%	\$1.1	3%
Specialty	11.5 9.6%	10.8 8.2%	(\$0.7)	-6%
Total Operating Earnings	\$60.3	\$66.8	\$6.5	11%
As % Net Sales	7.1%	7.4%		

Rounding may cause totals not to foot

See appendix for non-GAAP reconciliation

Q4'22 Adj Net Earnings & EPS

(\$ millions, except per share amounts)

	Q4'21	Q4'22	Fav/(Unfav)	
			\$	%
Operating Earnings	\$78.4	\$66.8	(\$11.6)	-15%
As % Net Sales	9.6%	7.4%		(2.2)Pts.
Book Tax Rate	19%	18%		
Net Earnings	\$56.5	\$50.1	(\$6.4)	-11%
As % Net Sales	6.9%	5.5%		(1.4)Pts.
EPS diluted	\$1.30	\$1.20	(\$0.10)	-8%
Avg. Diluted Shares Outstanding (Millions)	43.588	41.843	1.744	4%

Rounding may cause totals not to foot
See appendix for non-GAAP reconciliation

FY'22 Adj Net Earnings & EPS

(\$ millions, except per share amounts)

	FY'21	FY'22	Fav/(Unfav)	
			\$	%
Operating Earnings	\$284.2	\$263.6	(\$20.6)	-7%
As % Net Sales	9.5%	7.9%		(1.6)Pts.
Book Tax Rate	18%	17%		
Net Earnings	\$194.1	\$191.0	(\$3.1)	-2%
As % Net Sales	6.5%	5.7%		(0.8)Pts.
EPS diluted	\$4.49	\$4.47	(\$0.02)	0%
Avg. Diluted Shares Outstanding (Millions)	43.224	42.783	.441	1%

Rounding may cause totals not to foot

See appendix for non-GAAP reconciliation

Balance Sheet & Other Highlights

(\$ millions)

	Fiscal Year 2021	Fiscal Year 2022
Cash & Cash Equivalents	\$451.8	\$402.5
Net Debt (Gross Debt – Investments)	\$684.3	\$1,018.1
Net Cash from Operations	\$358.4	(\$65.6)
Capital Expenditures	\$70.0	\$74.0
Leverage Ratio (per US Credit Agreement)	1.7X	2.5X
Primary Working Capital as a % of Sales	24.5%	28.7%

Non-GAAP Reconciliation

	Quarter ended	
	<i>(in millions, except share and per share amounts)</i>	
	March 31, 2022	March 31, 2021
Net Earnings reconciliation		
As reported Net Earnings	\$ 28.1	\$ 33.8
Non-GAAP adjustments:		
Inventory adjustment relating to exit activities	1.6 (1)	—
Restructuring and other exit charges	5.6 (1)	20.7 (1)
Impairment of indefinite-lived intangibles	1.2 (2)	—
Loss on assets held for sale	3.0 (3)	—
Amortization of identified intangible assets from recent acquisitions	6.3 (4)	6.0 (4)
Other	4.6 (6)	—
Purchase accounting related tax	—	2.2
Income tax effect of above non-GAAP adjustments	(0.3)	(6.2)
Non-GAAP adjusted Net Earnings	\$ 50.1	\$ 56.5
Outstanding shares used in per share calculations		
Basic	41,243,629	42,686,413
Diluted	41,843,270	43,587,698
Non-GAAP adjusted Net Earnings per share:		
Basic	\$ 1.21	\$ 1.33
Diluted	\$ 1.20	\$ 1.30
Reported Net Earnings (Loss) per share:		
Basic	\$ 0.68	\$ 0.79
Diluted	\$ 0.67	\$ 0.78
Dividends per common share	\$ 0.175	\$ 0.175

Non-GAAP Reconciliation

The following table provides the line of business allocation of the non-GAAP adjustments shown in the reconciliation above:

	Quarter ended	
	<i>(\$ millions)</i>	
	March 31, 2022	March 31, 2021
	Pre-tax	Pre-tax
(1) Inventory adjustment relating to exit activities - Energy Systems	0.2	—
(1) Inventory adjustment relating to exit activities - Motive	1.4	—
(1) Restructuring and other exit charges - Energy Systems	1.4	0.5
(1) Restructuring and other exit charges - Motive Power	4.2	20.0
(1) Restructuring and other exit charges - Specialty	—	0.2
(2) Impairment of indefinite-lived intangibles - Energy Systems	0.5	—
(2) Impairment of indefinite-lived intangibles - Motive	0.7	—
(3) Loss on assets held for sale - Motive	3.0	—
(4) Amortization of identified intangible assets from recent acquisitions - Energy Systems	5.8	5.5
(4) Amortization of identified intangible assets from recent acquisitions - Specialty	0.5	0.5
(6) Other - Energy Systems	3.3	—
(6) Other - Motive	1.0	—
(6) Other - Specialty	0.3	—
Total Non-GAAP adjustments	<u>\$ 22.3</u>	<u>\$ 26.7</u>

Non-GAAP Reconciliation

	Twelve months ended	
	<i>(in millions, except share and per share amounts)</i>	
	March 31, 2022	March 31, 2021
Net Earnings reconciliation		
As reported Net Earnings	\$ 143.9	\$ 143.3
Non-GAAP adjustments:		
Inventory adjustment relating to exit activities	2.6 (1)	—
Restructuring and other exit charges	18.8 (1)	40.4 (1)
Impairment of indefinite-lived intangibles	1.2 (2)	—
Loss on assets held for sale	3.0 (3)	—
Amortization of identified intangible assets from recent acquisitions	25.4 (4)	25.3 (4)
Acquisition activity expense	—	0.3 (5)
Other	6.4 (6)	1.8 (6)
Purchase accounting related tax	—	2.2
Income tax effect of above non-GAAP adjustments	(10.3)	(17.3)
Swiss Tax Reform	\$ —	\$ (1.9)
Non-GAAP adjusted Net Earnings	\$ 191.0	\$ 194.1
Outstanding shares used in per share calculations		
Basic	42,106,337	42,548,449
Diluted	42,783,373	43,224,403
Non-GAAP adjusted Net Earnings per share:		
Basic	\$ 4.54	\$ 4.56
Diluted	\$ 4.47	\$ 4.49
Reported Net Earnings (Loss) per share:		
Basic	\$ 3.42	\$ 3.37
Diluted	\$ 3.36	\$ 3.32
Dividends per common share	\$ 0.70	\$ 0.70

Non-GAAP Reconciliation

The following table provides the line of business allocation of the non-GAAP adjustments shown in the reconciliation above:

	Twelve months ended	
	(\$ millions)	
	March 31, 2022	March 31, 2021
	Pre-tax	Pre-tax
(1) Inventory adjustment relating to exit activities - Energy Systems	0.2	—
(1) Inventory adjustment relating to exit activities - Motive Power	2.4	—
(1) Restructuring and other exit charges - Energy Systems	2.8	3.1
(1) Restructuring and other exit charges - Motive Power	17.1	36.9
(1) Restructuring and other exit charges - Specialty	(1.1)	0.4
(2) Impairment of indefinite-lived intangibles - Energy Systems	0.5	—
(2) Impairment of indefinite-lived intangibles - Motive	0.7	—
(3) Loss on assets held for sale - Motive	3.0	—
(4) Amortization of identified intangible assets from recent acquisitions - Energy Systems	23.6	23.5
(4) Amortization of identified intangible assets from recent acquisitions - Specialty	1.8	1.8
(5) Acquisition activity expense - Energy Systems	—	0.2
(5) Acquisition activity expense - Specialty	—	0.1
(6) Other - Energy Systems	5.1	1.5
(6) Other - Motive	1.0	0.3
(6) Other - Specialty	0.3	—
Total Non-GAAP adjustments	<u>\$ 57.4</u>	<u>\$ 67.8</u>

Non-GAAP Reconciliation

	<u>Quarter ended</u> <i>(in millions, except share and per share amounts)</i>
	<u>January 2, 2022</u>
Net Earnings reconciliation	
As reported Net Earnings	\$ 36.3
Non-GAAP adjustments:	
Restructuring and other exit charges	2.5 (1)
Amortization of identified intangible assets from recent acquisitions	6.3 (2)
Other	0.4 (3)
Income tax effect of above non-GAAP adjustments	(2.5)
Non-GAAP adjusted Net Earnings	<u>\$ 43.0</u>
Outstanding shares used in per share calculations	
Basic	<u>41,905,815</u>
Diluted	<u>42,497,045</u>
Non-GAAP adjusted Net Earnings per share:	
Basic	<u>\$ 1.03</u>
Diluted	<u>\$ 1.01</u>
Reported Net Earnings (Loss) per share:	
Basic	<u>\$ 0.87</u>
Diluted	<u>\$ 0.85</u>
Dividends per common share	<u>\$ 0.175</u>

The following table provides the line of business allocation of the non-GAAP adjustments shown in the reconciliation above

	<u>January 2, 2022</u>
	Pre-tax
(1) Restructuring and other exit charges - Energy Systems	0.7
(1) Restructuring and other exit charges - Motive Power	1.7
(1) Restructuring and other exit charges - Specialty	0.1
(2) Amortization of identified intangible assets from recent acquisitions - Energy Systems	5.9
(2) Amortization of identified intangible assets from recent acquisitions - Specialty	0.4
(3) Other - Energy Systems	0.4
(3) Other - Motive Power	—
Total Non-GAAP adjustments	<u>\$ 9.2</u>

Non-GAAP Reconciliation

Net Sales

Operating Earnings

Restructuring and other exit charges

Amortization of identified intangible assets from recent acquisitions

Other

Adjusted Operating Earnings

Quarter ended
(\$ millions)

January 2, 2022

	Energy Systems	Motive Power	Specialty	Total
	\$ 385.2	\$ 339.5	\$ 119.3	\$ 844.0
	\$ 2.8	\$ 37.3	\$ 11.0	\$ 51.1
	0.7	1.7	0.1	2.5
	5.9	—	0.4	6.3
	0.4	—	—	0.4
	\$ 9.8	\$ 39.0	\$ 11.5	\$ 60.3

Non-GAAP Reconciliation

Reconciliations of GAAP to Non-GAAP Financial Measures (Unaudited)

The table below presents a reconciliation of Net Earnings to EBITDA and Adjusted EBITDA:

	Quarter ended		Twelve months ended	
	March 31, 2022	March 31, 2021	March 31, 2022	March 31, 2021
Net Earnings	\$ 28.1	\$ 33.8	\$ 143.9	\$ 143.3
Depreciation	15.3	15.8	62.6	60.9
Amortization	8.2	8.1	33.2	33.4
Interest	9.4	9.1	37.8	38.5
Income Taxes	10.8	9.4	30.0	26.8
EBITDA	71.8	76.2	307.5	302.9
Non-GAAP adjustments	16.0	20.7	32.0	42.5
Adjusted EBITDA	\$ 87.8	\$ 96.9	\$ 339.5	\$ 345.4

The following table provides the non-GAAP adjustments shown in the reconciliation above:

	Quarter ended		Twelve months ended	
	March 31, 2022	March 31, 2021	March 31, 2022	March 31, 2021
Inventory adjustment relating to exit activities	\$ 1.6	\$ 0.0	\$ 2.6	\$ —
Restructuring and other exit charges	5.6	20.7	18.8	40.4
Impairment of indefinite-lived intangibles	1.2	—	1.2	—
Loss on assets held for sale	3.0	—	3.0	—
Acquisition activity expense	—	—	—	0.3
Other	4.6	—	6.4	1.8
Non-GAAP adjustments	\$ 16.0	\$ 20.7	\$ 32.0	\$ 42.5

Adj EBITDA

\$ Millions	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	FY'21	FY'22
Net Sales	\$ 813.5	\$ 814.9	\$ 791.4	\$ 844.0	\$ 907.0	\$2,977.9	\$3,357.3
\$ Millions	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	FY'21	FY'22
Net Earnings	\$ 33.8	\$ 43.9	\$ 35.6	\$ 36.3	\$ 28.1	\$ 143.3	\$ 143.9
Depreciation	15.8	16.0	15.6	15.7	15.3	60.9	62.6
Amortization	8.1	8.4	8.3	8.3	8.2	33.4	33.2
Interest	9.1	9.1	9.6	9.7	9.4	38.5	37.8
Income Taxes	9.4	8.4	4.3	6.5	10.8	26.8	30.0
EBITDA	\$ 76.2	\$ 85.8	\$ 73.4	\$ 76.5	\$ 71.8	\$ 302.9	\$ 307.5
Non-GAAP Adjustments							
Inventory adjustment relating to exit activities	-	-	1.0	-	1.6	-	2.6
Restructuring and other exit charges	20.7	7.8	2.9	2.5	5.6	40.4	18.8
Impairment of indefinite-lived intangibles	-	-	-	-	1.2	-	1.2
Loss on assets held for sale	-	-	-	-	3.0	-	3.0
Acquisition activity expense	-	-	-	-	-	0.3	-
Other	-	-	1.4	0.4	4.6	1.8	6.4
Adjusted EBITDA	\$ 96.9	\$ 93.6	\$ 78.7	\$ 79.4	\$ 87.8	\$ 345.4	\$ 339.5
	11.9%	11.5%	9.9%	9.4%	9.7%	11.6%	10.1%



Thank you.

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