



“Powering the **Future**
Everywhere for **Everyone.**”

February 2021

At EnerSys, we pursue perfection to
deliver Power to innovate and inspire.

Power delivered simply, safely
and sustainably.

Power that creates superior
value for our customers and
shareholders.

We are proud to be **EnerSys.**



Forward-Looking Information

This presentation includes forward-looking statements and/or information, which are based on the Company's current expectations and assumptions and are subject to a number of risks and uncertainties that could cause actual results to materially differ from those anticipated. Such risks include, among others, risks associated with competitive actions, technology development and implementation, intellectual property infringement, failure to execute acquisition strategy, penetration of existing markets, expansion into new markets, hiring and retaining high quality management and key employees and general economic conditions including the risks described in the Company's most recent annual report on Form 10-K dated and filed with the SEC on June 1, 2020 along with other unforeseen risks. The statements in this presentation and accompanying commentary are made as of the date of this presentation, even if subsequently made available by the Company on its website or otherwise. The Company does not undertake any obligation to update or revise these statements to reflect events or circumstances occurring after the date of this presentation.

A world leader in complete energy solutions for industrial applications

Who we are:

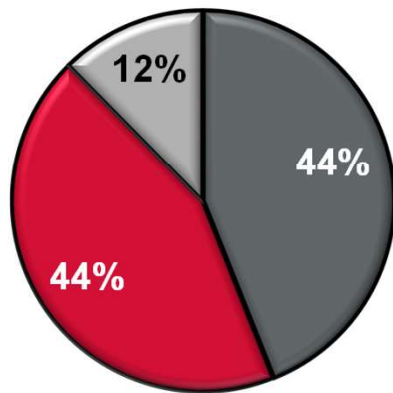
- ✓ **Our Markets: Energy Systems, Motive Power, Specialty (Aerospace & Defense, Transportation, Medical) – broadest product, application & market portfolio**
- ✓ **Sales: \$3.1 billion in fiscal year 2020 – have remained profitable in all market conditions**
- ✓ **Shareholder friendly actions – with Dividends and Share buybacks**
- ✓ **Customers: Over 10,000 in more than 100 countries**
- ✓ **Global manufacturing footprint**
- ✓ **Employees: >11,000 worldwide**
- ✓ **Sustainability: 99% recycle rate on Lead-Acid batteries**
- ✓ **An industry leading record of Employee & Environmental Safety**

Diversified Business Model

Today (FY20) \$3.1B

END MARKETS DIVERSIFICATION

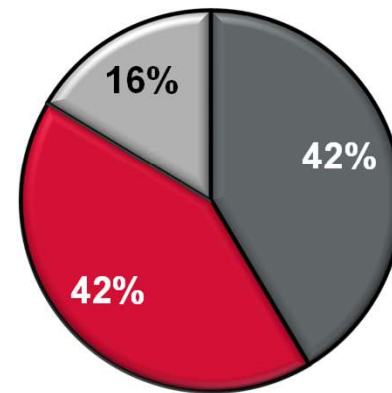
■ Energy Systems ■ Motive Power ■ Specialty



Five Years (FY25) \$4+B

END MARKETS DIVERSIFICATION

■ Energy Systems ■ Motive Power ■ Specialty



CAGR assumptions:

Motive Power	6%
Energy Systems	6%
Specialty	13%

Strategic Mega Trends Targeted for Energy Systems



High Speed
Data Services/
DOCSIS 3.1



Broadband
Wireless/5G



Data Center/
Cloud-based
IoT



Electric
Utility
Grid 2.0



Strategic
outsourcing from
key customer
segments

EnerSys Well Positioned with System Solutions for ALL markets

Wireless Network Power Systems

Wireless Providers Served

- Mobile Network Operators
- Tower / Neutral Hosts
- Cable MSOs

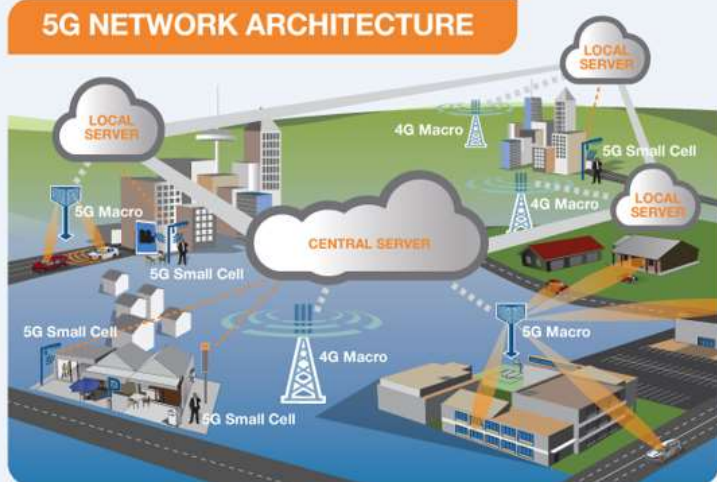
Power Solutions Provided

- Indoor Power Systems for critical facilities
- Outdoor Power Systems
- Remote Radio Heads/Radio Access Network (RAN) Sites
- Distributed Line Powering
- HFC/Coax Gateway

Network Applications Supported

- Macro Cell Sites
- Small Cell Sites
- Mobile Switching Office

5G NETWORK ARCHITECTURE



LTE/4G densification driving small cell deployments today and will transition into 5G ramp up

Key Broadband Wireless Services Enablers

- New Spectrum
- Towers/Small Cell Antenna Sites
- Fiber/Backhaul bandwidth facilities
- Power

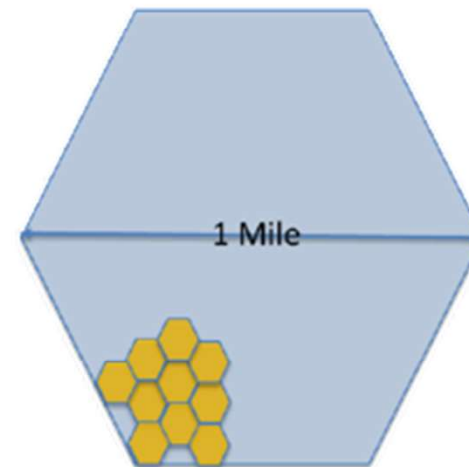
EnerSys is a Complete System Solution Provider

5G/Small Cell PAC Conundrum

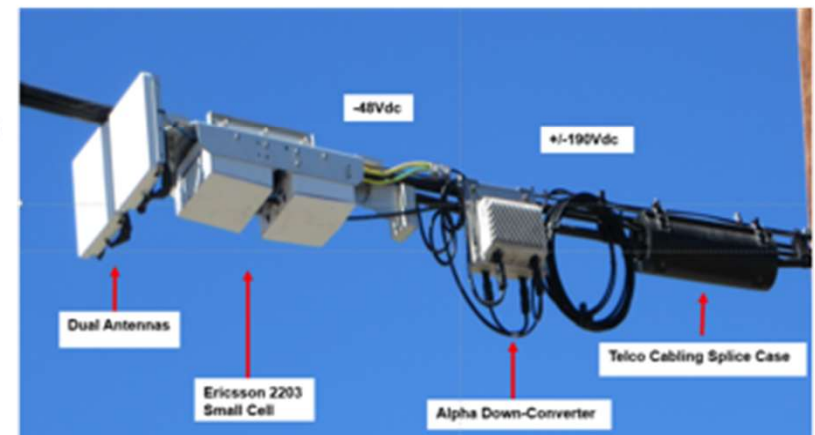
- **Power Availability**

Attachment location

Connectivity or backhaul



- Today – ~300,000 Macro Cell sites in US
- 5G – 5,000,000 or more small cells needed in US alone to match today's macro coverage for full 5G delivery
- 25%+ sites will likely require distributed/remote line powering



Multiple System Operator (MSO) Opportunities



- MSOs continue to dominate High Speed Data Services
- Hybrid Fiber Coax (HFC) architecture and assets proven as strategic platform for broadband delivery
- HFC networks provide excellent opportunity for Wireless Small Cell powering and data backhaul
- MSO will be building out their own 5G networks



Key Opportunities:

- More Bandwidth = More Network Power
- Age of existing assets
- Importance of back-up power increases



Alpha Gateway Products Enable New Revenue for the MSOs

- Small Cell antennas/Quad Play; WiFi hot spots; IoT; Smart Cities
- Key know-how on HFC powering and outdoor DOCSIS 3.1 connectivity
- Direct to MSO and key OEM channels



Key Opportunities:

- 1.4M Aerial HFC Plant miles; small cell placement every 2k feet = 3M + potential sites
- Increased Power Load will also drive more power supplies and battery demand

Small Cell Line Powering

- Electric AC utility drops – up to \$20K and six months
- Alpha Line Powering and Gateway solutions can be installed for a fraction of cost and time
- Alpha complete small cell powering suite provides provisioning and planning flexibility for network operators and OEMs
- EnerSys now small cell powering leader
- Strong carrier, neutral host, and radio OEM collaborations
- > 20K ENS/Alpha line power small cells deployed - primarily Crown & Extenet
- Also > 20K ENS/Alpha HFC gateway radios powered on MSO networks
- Complementary services opportunities
- Very early stages of deployment

Cost Effective and Easy to Install
Total Addressable Market >\$2 billion

EnerSys Integrated Energy Solutions

EnerSys is the only company to provide truly integrated, application specific engineered critical powering system solutions....

Unique Value Delivered...

- Technical compatibility for all aspects of total and sub-system performance & interoperability
- System Intelligence for optimal reliability, efficiency and control
- Single source technical support/services to customers for critical power applications
- Single source order processing and fulfillment for streamlined supply to key customers



Best Total Cost of Ownership/Top in Class Customer Experience



an EnerSys company



**Products and Services Combined = Single Solution Provider
for All Network Powering Challenges**

The Same Modular Architecture



Telecom System



UPS Backup



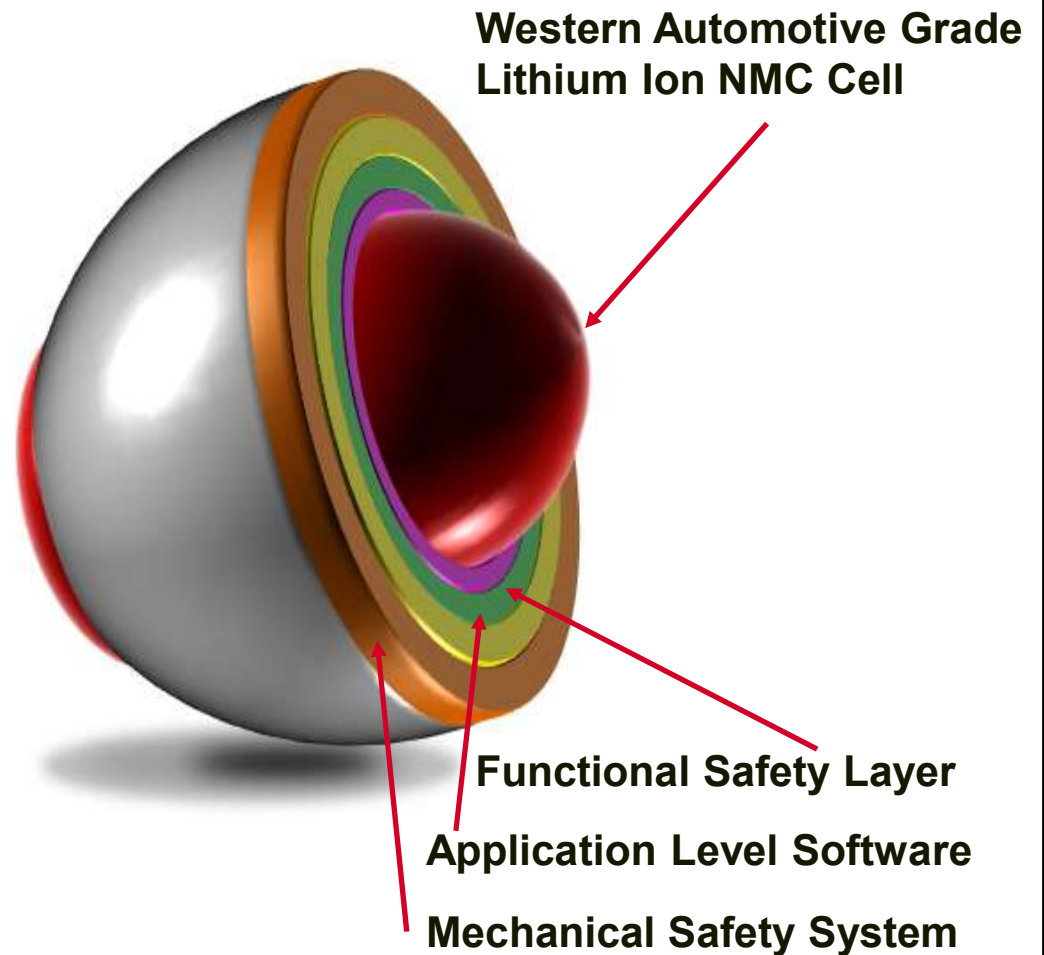
**Energy Storage
(Behind the Meter)**

Chemistry & Technology

Li Safe Design Through Layers



- Low Risk
- High Reliability
- Low Maintenance
- High Productivity
- Low Total Cost of Ownership



Leading the way - ISO26262 applied to industrial storage

Motive Power Including NexSys ION Lithium Offering



- North American Market leader with >50% market share; Stronger dealer network with industry leading profitability
- Historically strong cash generator – ongoing operational actions to maximize the same
- Market shift to Maintenance Free

Specialty Applications \$1.5B Premium Transportation Market Opportunity

Market	Heavy Duty / Commercial	Automotive & Light Vehicle
North America & Western Europe Units *	26M	250M
Targeted Premium Share	20%	2%
Current ENS / NorthStar Share	~3%	~0.2%
Odyssey Market Growth Opportunity	\$900M+	\$600M+



* Management estimate

2018 Global SLI Market ~ \$23B (Avicenne)

Specialty Applications

DEFENSE



SPACE



MEDICAL



EnerSys Profit Enhancement Opportunities

- NorthStar acquisition doubles TPPL capacity by F'22
 - Demand outstrips current supply
 - Premium transportation market is >\$1.5B opportunity
- Positioned for strong growth in Aerospace and Defense
- New Lithium systems in motive and reserve power
 - Launching Best-in-Class lithium modular systems
- Lean Initiatives will continue to drive excellence
 - Deliver gross savings of \$25M per year
- Opportunities drive increased profitability
 - EPS of \$10.00 - \$15.00 by FY'25 depending on share buybacks