Energy Storage and Battery Diversification

May 10, 2023
EnerSys at a Glance
LEADING PROVIDER OF DIFFERENTIATED ENERGY SOLUTIONS

FY’22 SALES BY GEOGRAPHY

- EMEA 24%
- Americas 69%
- Asia 7%

GLOBAL CUSTOMER BASE

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 & defence and cabinet enclosures markets (each estimated at $1 to $2 billion)
3. Represents geographies with EnerSys manufacturing and distribution centers
EnerSys Lines of Business
A GLOBAL LEADER IN ENERGY STORAGE

Energy Systems
$1.5B FY'22 Revenue
Energy Systems focuses on the telecommunication and broadband, utility industries, renewables, and data center applications requiring stored energy solutions

Motive Power
$1.4B FY'22 Revenue
Motive Power batteries are utilized in electric forklift trucks, mining, and other commercial electric powered vehicles

Specialty
$0.5B FY'22 Revenue
Specialty segment provides energy storage solutions to the aerospace, defense, and transportation industries
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

<table>
<thead>
<tr>
<th>Strategic Initiatives</th>
<th>M&amp;A</th>
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<tr>
<td>✓ Expansion of TPPL product line</td>
<td>oerlikon 2010</td>
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<tr>
<td>✓ Launched lithium platform</td>
<td>Purell Systems 2013</td>
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<td>✓ End market / product diversification</td>
<td>ICS Industries 2015</td>
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<td>Digital Tech 2018</td>
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<td>NorthStar 2019</td>
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Leveraging Our Platforms Across All Segments

3 Core Technology Platforms

- Power & Electronics
- Energy Storage (Flooded, TPPL, Lithium-ion)
- Software and Services

3 Business Segments

- Energy Systems
- Motive Power
- Specialty

8 End Markets

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

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Technology Advancements
POWERING THE FUTURE, EVERYWHERE FOR EVERYONE

CPUC Network Powering Program
Advancing both TPPL and Lithium modules

Specialty Batteries
Making history with specialty solutions

Wireless Chargers

Fast Charge & Storage
Upgraded on-site demo installed

TouchSafe
Strategic collaboration to facilitate 5G small cell radios

Maintenance-free* batteries & wireless solutions
Government / Industry Partnership
POWERING THE FUTURE, EVERYWHERE FOR EVERYONE

• US Electrification impacts are well beyond Electric Vehicles
  • Industry in place to support many of these emerging requirements

• Support / funding for existing US Battery Manufacturers to advance current and future technologies

• Essential that US Intellectual Property is both protected and valued by the Federal Government to avoid falling behind non-allied countries
  • Policies to promote IP growth while protecting existing manufacturing capability and technical work force

• Department of Defense needs are unique and continued partnership / investment is required to support the fast-changing battery requirements of Defense applications
Thank You