



Powering the Future,
Everywhere for Everyone.

Investor Presentation

MARCH 2022

Forward Looking Statement

ENERSYS®

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 May 26, 2021 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.

EnerSys Facts and Figures

WE ARE DRIVEN BY A PASSION TO KEEP THE WORLD WORKING

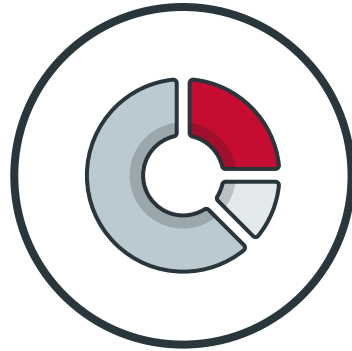
Sales revenue in
fiscal year 2021



\$3.0

BILLION
(\$4.8B+ FY'26
~10% CAGR)

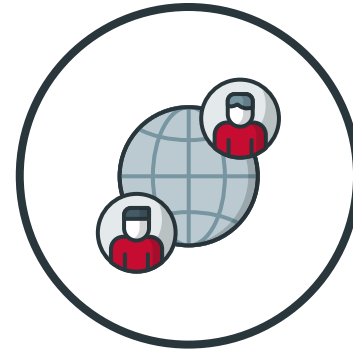
Global leader in the
markets we serve



22%

MARKET
SHARE*
(MP & ES)

Customers in more
than 100 countries



10k+

CUSTOMERS

Sustainability of
lead acid batteries



99%

LEAD
RECYCLE
RATE

EnerSys Lines of Business

A GLOBAL LEADER IN STORED ENERGY



Energy Systems

\$1.4B FY'21 Revenue

Energy Systems focuses on the telecommunication and broadband, utility industries, renewables, and data center applications requiring stored energy solutions



#1
Worldwide
Market Share
(32%)

Motive Power

\$1.2B FY'21 Revenue

Motive Power batteries are utilized in electric forklift trucks, mining, and other commercial electric powered vehicles



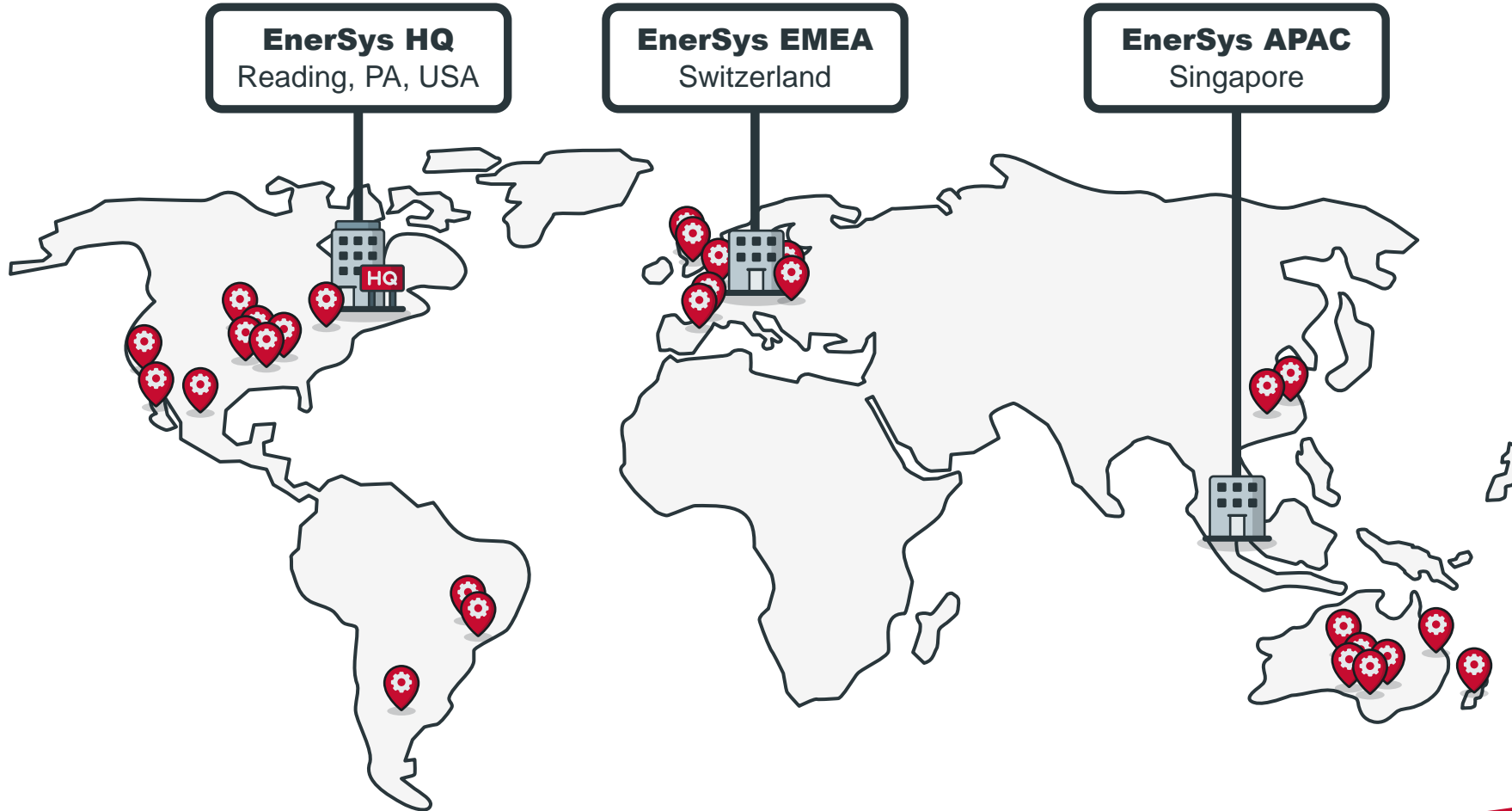
Specialty

\$0.4B FY'21 Revenue

Specialty segment provides energy storage solutions to the aerospace and defense, transportation, and medical device industries

EnerSys Global Reach

TIRELESS PROBLEM SOLVERS, ADAPTIVE THINKERS



30+
distribution centers
and manufacturing
facilities worldwide



11,000+
employees
worldwide



Headquartered
in Reading, PA
United States

EnerSys Energy Systems

MARKETS SERVED

Telecom
Networks



Cable
Broadband



Industrial Power
and Utilities



Renewable
Energy



Data
Centers





EnerSys Energy Systems

TELECOM

Wireless Providers Served

- Mobile Network Operators
- TowerCo/Neutral Hosts
- Broadband MSOs
- Enterprise 5G
- Fixed Wireless

Power Solutions Provided

- AC/DC Indoor & Outdoor Critical Power Systems
- Integrated Remote Cabinet Systems
- Radio Access Network (RAN) Sites
- Distributed Line Power
- Back-up Battery Systems
- Turn-Key Installation and Maintenance Services

Network Applications Supported

- Macro Cell Sites
- Small Cell Sites
- Mobile Switching Office/MTSO
- DAS/Venue
- Edge Compute



Key Wireless Services Enablers:

+ New Spectrum

+ Towers/Small Cell Antenna Sites

+ Fiber/Backhaul Bandwidth Facilities

+ Power



EnerSys Energy Systems

TELECOM



Distributed line powering solves antenna site acquisition and local utility power provisioning challenges to 5G small cell deployments

- More small cells needed for 5G high bandwidth mmWave delivery
- 25%+ sites will likely require distributed/remote line powering
- Mobile Network Operator (MNO), TowerCo and enterprise applications
- Permitting and deployment time reduced over 50%
- \$2B+ market opportunities

300,000

US Macro Cell Sites
TODAY



5,000,000

US Small Cell Sites
5G

EnerSys Energy Systems

BROADBAND



Our Opportunity:

- More bandwidth = 30% to 70% more network power
- Legacy assets aging requiring upgrades
- Importance of back-up power increasing
- EnerSys holds leading share for broadband critical network power

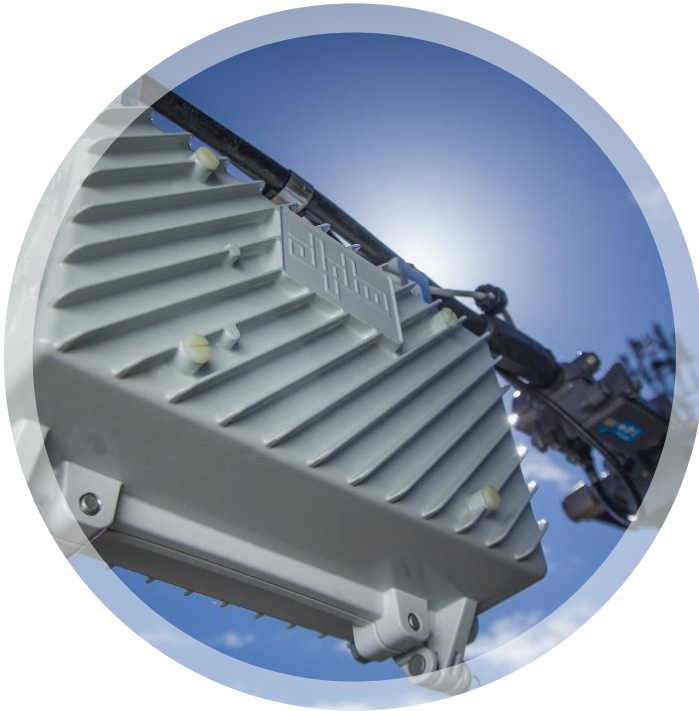
Broadband Network Multiple System Operators (MSOs)

- MSOs dominate high speed data services (65% estimated market share USA) via DOCSIS 3.1 transport platform
- Hybrid Fiber Coax (HFC) architecture remains proven platform for broadband high speed data services
- HFC network architecture provides excellent opportunity for wireless small cell powering and data backhaul
- MSOs gaining share for mobile services and will likely be building out portions of their network for 5G services



EnerSys Energy Systems

BROADBAND



MSOs will deploy Gateway products to add 5G service delivery assets to their HFC networks

Our Opportunity:

- MSO 5G deployments = incremental Gateway sales + higher network powering requirements driving additional power system upgrades
- Gateways to be placed based on spectrum coverage requirements
- 1M+ potential sites
- \$1.5B+ cumulative opportunity
- Gateway will be sold to both MSOs and 5G radio OEMs

EnerSys Energy Systems

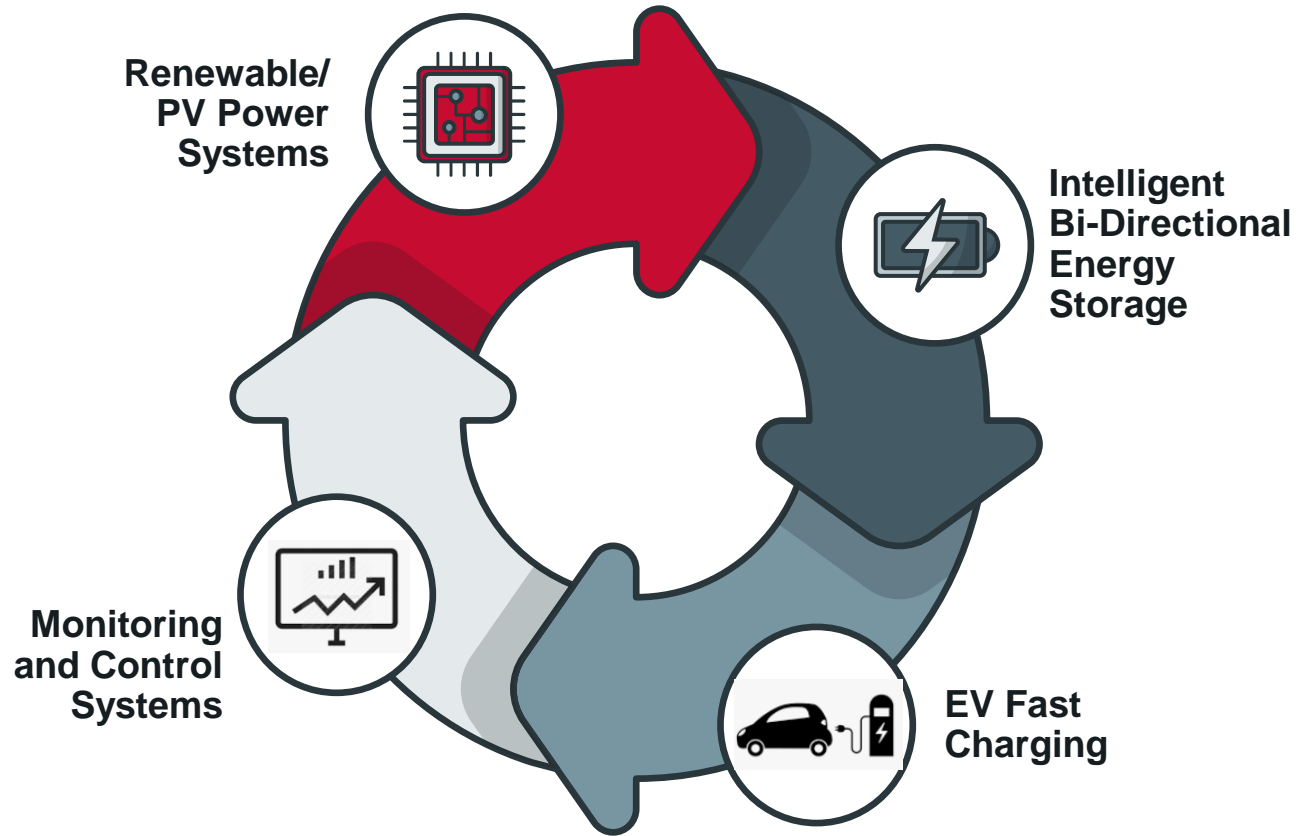
INDUSTRIAL POWER & UTILITIES

Our highly engineered power solutions keep the world working by providing the critical backup solutions our customers require



EnerSys Energy Systems

RENEWABLE ENERGY



Significant high growth opportunities leveraging existing modular subsystems and high frequency charging technology

EnerSys Energy Systems

DATA CENTERS

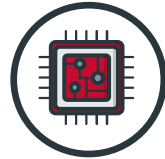
Our solutions provide uninterrupted power to safeguard critical IT and cloud-based systems to ensure your data and information is always available



EnerSys Energy Systems

TURNKEY SOLUTIONS

Power Systems



Energy Storage



Protective Enclosures



Turnkey Services



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

- Technical compatibility for total and sub-system performance
- Systems intelligence for optimal reliability, efficiency and control
- Single source technical support/services to customers
- Single source order processing and fulfillment for streamlined supply

Lowest total cost of ownership / delivering most valued customer experience



alpha

an EnerSys company



EnerSys
Power/Fuel Solutions™



PURCELL
SYSTEMS

Full system solutions with one phone call

EnerSys **BESS + DC Fast Charge Station**

285KWH PROTOTYPE AT ENERSYS TECHNOLOGY CENTER

- Energy Storage and Fast Charging station fully functioning at our technology center
- Unique DC/DC system charges EVs as fast as battery can take the charge
- Leverages our EV charging expertise from existing modules and proprietary technology in Motive Power
- 75 of our motive lithium modules were integrated to provide 285kWh of storage
- Anticipate first revenue end of FY'23



EnerSys Motive Power

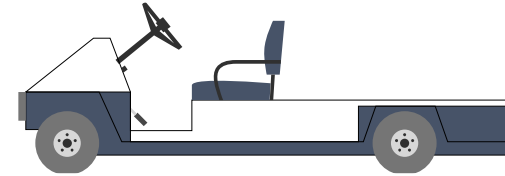
NEXSYS® BATTERY FOR ALL APPLICATIONS



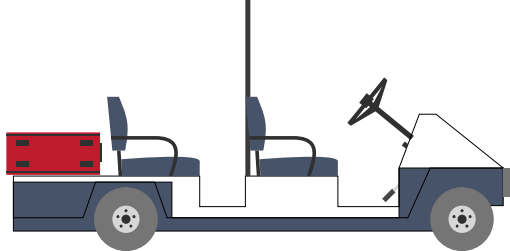
Lift trucks



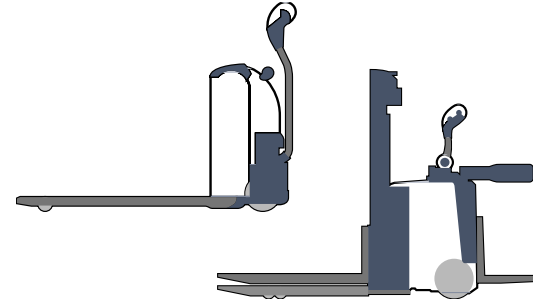
AGVs



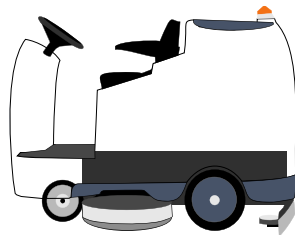
Burden carriers



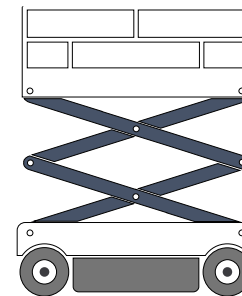
Ground support equipment/Shuttle personnel carriers



Pallet trucks



Floor care/Cleaning machines



Industrial utility vehicles

EnerSys Motive Power

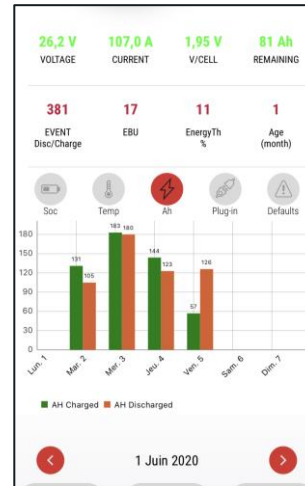
GLOBAL LEADER GROWING NEXSYS® SUPERIOR MAINTENANCE-FREE BATTERY



- Motive Power: 32% global market share; 50%+ North America market share
- Strong sales channel and dealer network with industry leading profitability
- Technology portfolio that bridges the current to the future
- NexSys® TPPL & Lithium products provide an ongoing path to revenue growth & margin expansion opportunities

EnerSys Motive Power

TWO CHEMISTRIES – ONE GREAT EXPERIENCE



- Whether lead or lithium the user experience is the same
- Multiple solutions enable customers to optimize their business needs
 - TPPL and lithium offer lower cost of ownership vs traditional flooded batteries
- Fully cloud connected for fleet management
- Connects directly to vehicle control system (CAN) for full integration

EnerSys Specialty

DIVERSE MARKETS & APPLICATIONS

AEROSPACE and DEFENSE



TRANSPORTATION



MEDICAL DEVICES



EnerSys Specialty

\$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)

EnerSys Sustainability

WE TAKE OUR RESPONSIBILITY AS A CORPORATE CITIZEN SERIOUSLY

- Our energy storage solutions enable global green initiatives for electrification, renewables, grid optimization, and EV charging
- Lead acid batteries have a 99% lead recycle rate
- Where we are on our journey:
 - Built a robust environmental, health, and safety culture
 - Improved our EcoVadis score by 20% since October 2020 to Bronze level
 - Established a dedicated sustainability team
 - Significantly Improved ISS scores on environment and social components
 - Joined the United Nations Global Compact, Department of Energy (DOE) Better Plants program and CEO Water Mandate
 - Set energy, water and diversity, equity and inclusion (DE&I) targets
 - Published our first [sustainability update](#) and [environmental data](#) reports in 2021, expect to publish a robust sustainability report in 2022
 - Establishing additional measurements & improvement targets in environmental, DE&I, employee safety, community support & governance
 - Assessing our performance and our strategy with global sustainability frameworks
 - United Nations Sustainable Development Goals (SDGs)
 - Taskforce on Climate Related Financial Disclosures (TCFD)
 - Sustainability Accounting Standards Board (SASB)
 - Global Reporting Initiative (GRI)



EnerSys Future

EXCITING OPPORTUNITIES

- **Product offerings linked to diverse market mega-trends**
 - 5G, IoT, eCommerce, grid stabilization, EV charging, renewable storage
 - Launching best-in-class modular lithium systems in Motive Power & Energy Systems, enhancing market leading positions
- **TPPL capacity at \$1.2B, ahead of FY'23 goal**
 - Expect \$200 million incremental annual capacity increase through FY'26
 - Demand from multiple markets outstrips current supply
 - Enables share growth and margin upgrades
- **Strong cash flow & consistent dividend / share buyback policies**
- **Lean initiatives driving excellence with gross savings of \$25M+ / year**
- **FY'26 EPS expected range of \$10.00-\$15.00+/share depending on stock buybacks**

Market leading engineering, supply chain, manufacturing, electronics, and service networks across numerous established and emerging markets can drive increased profitability through margin expansion, efficiency from higher volumes, and costs savings



Thank you.

For more information visit
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