
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

Form 8-K

Current Report

**Pursuant to Section 13 or 15(d) of
The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): April 2, 2013

EnerSys

(Exact Name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

1-32253
(Commission
File Number)

23-3058564
(I.R.S. Employer
Identification No.)

2366 Bernville Road, Reading Pennsylvania
(Address of Principal Executive Offices)

19605
(Zip Code)

Registrant's telephone number, including area code: 610-208-1991

Not Applicable.

(Former Name or Former Address, if Changed Since Last Report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
-
-

Item 7.01. Regulation FD Disclosure.

On April 2, 2013, EnerSys (the "Company") is hosting an Investor Day conference in New York City. The webcast and slide presentation for the event are available on the Investor Relations page of the Company's website at www.enersys.com. The slide presentation for the event is attached hereto as Exhibit 99.1 and incorporated herein by reference. The information in this Item 7.01 and Exhibit 99.1 attached hereto is intended to be furnished under Item 7.01 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Act, except as expressly set forth by specific reference in such filing.

Item 9.01. Financial Statements Pro Forma Financial Information and Exhibits.

(d) Exhibits

99.1 Information in presentation by EnerSys.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EnerSys

By: /s/ Richard W. Zuidema
Richard W. Zuidema
Executive Vice President

Date: April 2, 2013

99.1 Information in presentation by EnerSys.



EnerSys®

Power/Full Solutions

**Investor Day
April 2, 2013**



Investor Day
April 2, 2013





John D. Craig
Chairman, President & CEO

Investor Day
April 2, 2013



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 integrate acquired businesses, 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/quarterly report, as applicable, on Form 10-K/10-Q respectively, filed with the SEC, along with other unforeseen risks. Nothing that we say today should be interpreted as an update to the information or guidance that we provided in our most recent investor call, our most recent quarterly/annual report, as applicable, on Form 10-Q/10-K respectively, filed with the SEC, and our current reports filed with the SEC on Form 8-K since such quarterly/annual report.

Investor Day
April 2, 2013



EnerSys Investor Day Agenda

8:00 am – 9:00 am:	Registration and Breakfast
9:00 am – 9:30 am:	John Craig – Chairman, President and CEO <i>EnerSys Vision</i>
9:30 am – 10:00 am:	Michael Schmittlein – Sr. Vice President Finance & CFO <i>Financial Results</i>
10:00 am – 10:30 am:	Dr. Rhodri Evans - V.P. Global Technology & Engineering <i>New Product Initiatives</i>
10:30 am – 10:40 am:	BREAK
10:40 am – 11:10 am:	Todd Sechrist – President, Americas <i>Americas Overview</i>
11:10 am – 11:40 am:	David Shaffer – President, EMEA <i>EMEA Overview</i>
11:40 am – 12:10 pm:	Mark Tough – President, Asia <i>Asia Overview</i>
12:10 pm – 1:00 pm:	Lunch and Management Q&A in product display area

Investor Day
April 2, 2013



The World's Largest Industrial Battery Company

- **EnerSys manufactures, markets, and distributes industrial batteries in three markets**
 - Reserve Power
 - Motive Power
 - Aerospace & Defense ⁽¹⁾
- **Global leader: 25% share in a \$7.9 billion market in CY 2011**
 - Includes Motive Power and Reserve Power only
 - Aerospace & Defense an additional \$1 to \$2 billion market
- **Broadest product line in industry, with > 25% revenue from unique lead-acid premium products**
- **Leading worldwide presence**
 - 30 manufacturing facilities in the Americas, EMEA and Asia
 - Over 10,000 customers in over 100 countries
- **Adjusted EPS of \$2.75/share was a nine month record and up 33% versus last year.** ⁽²⁾
 - 9 month FY13 sales were \$1,705 million, also an all-time record, 1% higher than prior year
- **Well-positioned cost structure to prepare for any potential global business downturn and ample capacity for profitable growth.**
- **Solid liquidity to finance growth**

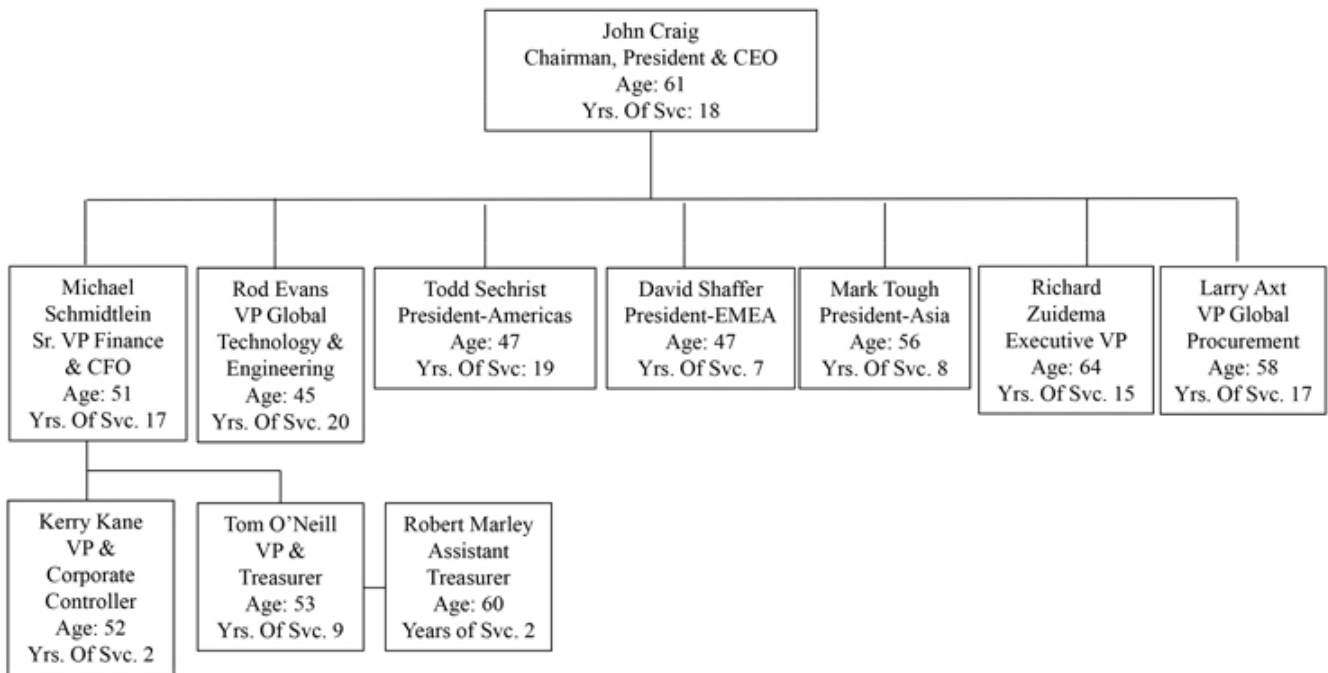
(1) Aerospace & Defense sales are included in the Company's Reserve Power segment.

(2) "As-adjusted" earnings exclude certain highlighted items as shown in the attached appendix.

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Management Organization



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Creating Shareholder Value

	Bought Yuasa \$400M Sales 2000	Bought Hawker \$575M Sales 2002	Bought 23 other acquisitions \$400M Sales 2002-2012	\$4.0 billion at 10% OE 2018
Sales	\$0.4	\$0.9	\$2.3	\$4.0 Billions
OE\$	\$39	\$55	\$218	\$400 Millions
OE %	7.1%	6.4%	9.5%	10.0%

- Extreme customer focus/best value
- Growth via acquisitions of battery companies
- Consolidation of operations
- Expansion of TPPL and other unique products capacity

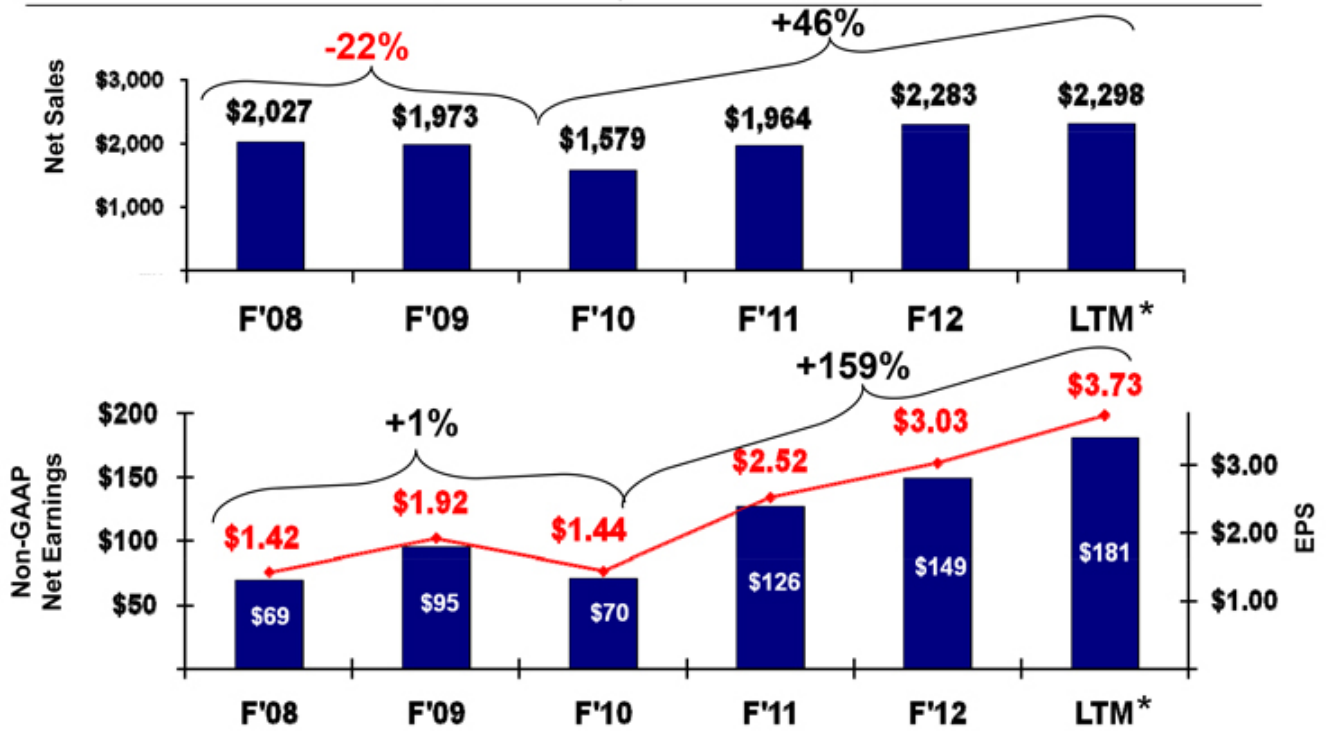
- Continue like the past
- New products, technologies and applications
- Acquire businesses that compliment battery industry
- Stock buybacks
- Evaluate dividend

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Our Earnings Have More Than Doubled In Recent Years!

(\$ Millions, Except Per Share Amounts)



*End of Dec. F'13

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EnerSys Underleveraged

- Net Debt/LTM EBITDA ⁽¹⁾ – 0.5x
- Need to invest in our future and have debt capacity to do it. For example:
 - Net Debt/LTM EBITDA – 2.0x requires \$500 million more debt ⁽²⁾
 - Net Debt/LTM EBITDA – 3.0x requires \$800 million more debt ⁽²⁾

1) As defined in our U.S. Credit Agreement as of 12/31/12

2) Assumes \$0 additional EBITDA

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Capital Allocation

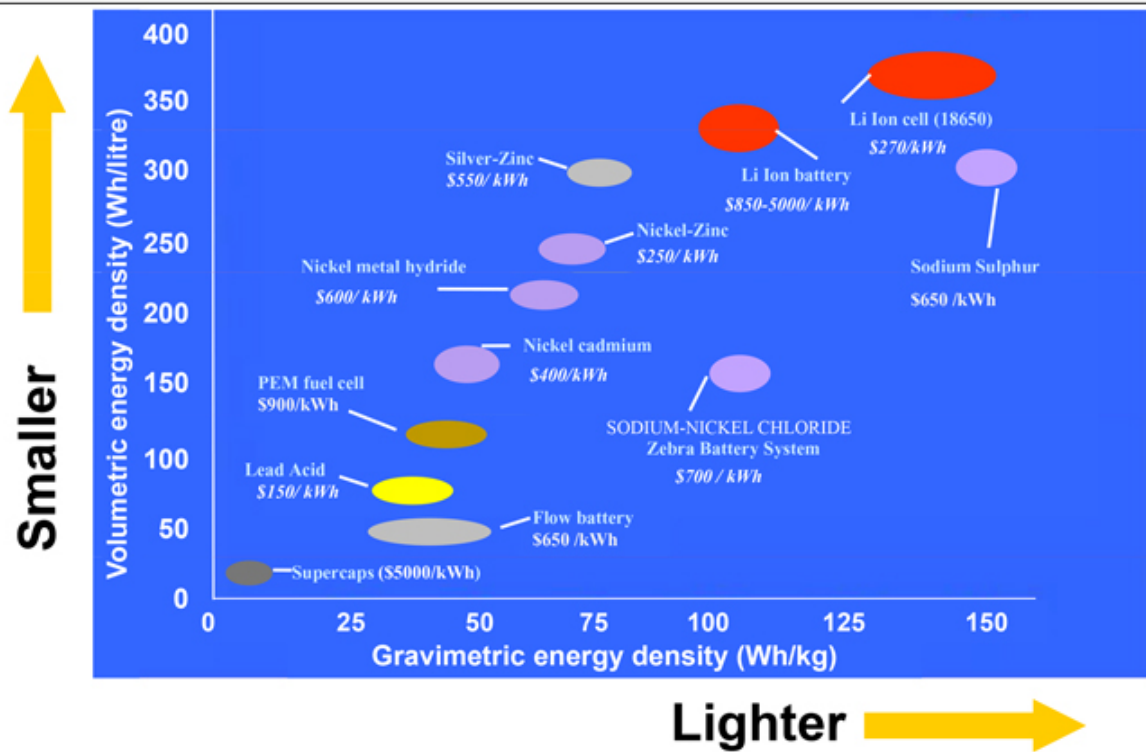
- Capital Expenditures
 - \$50-75 million annually
- Acquisitions
 - Focus on fast-growing regions in which we have limited market share
 - Pursue more non-lead acid technologies for Reserve, A&D, and Motive markets
 - Look for good values and expand our service network in our major markets
 - Consider new specialty markets
 - Expand acquisition targets to markets near or adjacent to our core battery business
 - Benefit from our strong distribution channels
 - Synergies could still be high
 - Maintain disciplined valuation metrics
- Stock Buybacks
 - Repurchased \$80 million over last two years
 - Evaluate increased buybacks in the future
- Dividends
 - Consider a modest dividend in the future

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Energy Storage & Generation Technologies

Size, Weight and Cost Considerations



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New Product Applications



Port Technology



Automated Guided Vehicle Systems (AGV)

- Automated Guided Vehicle Systems (AGV) good example of superior benefits from TPPL technology
- Automation with batteries is the trend of the future

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New Product Development



Motive Power
TPPL 2V

- Large scale energy storage
- Potential \$10 billion market
- Utilize any battery type

- First EMEA offering of TPPL in Motive Power
- Opportunity charging versus 4-6 hours of charging
- One battery could run for 3 shifts

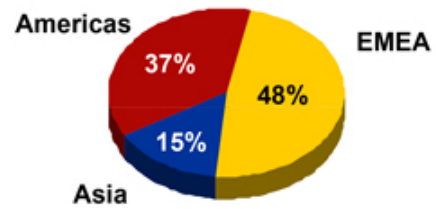
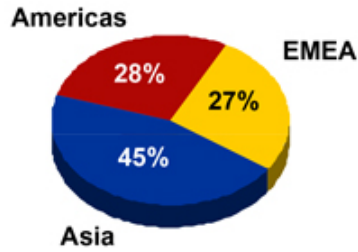
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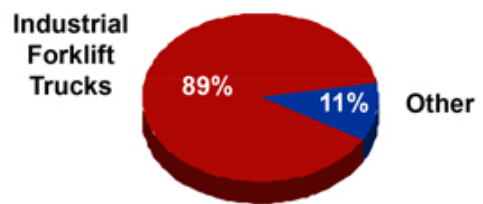
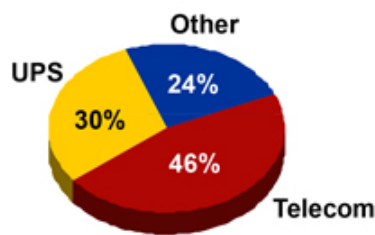
CY 2011 Global Industrial Lead Acid Battery Market \$7.9 Billion (Significant Growth)

Reserve - \$4.9 Billion **Motive - \$3.0 Billion**

Geographic



End Markets



Note – Market size includes only the markets where EnerSys participates. Market size includes only batteries and chargers. It excludes the aerospace & defense market (estimated at \$1 to \$2 billion) and service revenue.

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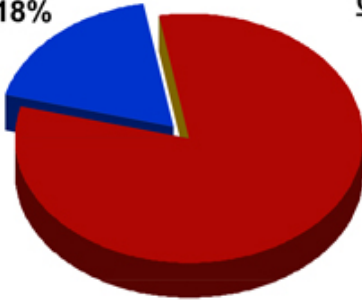
Leading Market Positions

#1 Worldwide Market Share - 25%

Reserve - \$4.9 Billion

Motive - \$3.0 Billion

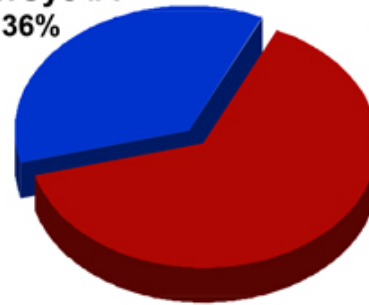
EnerSys #1
18%



Major Competitors

Exide
C&D
GS Yuasa
Northstar
Narada
Coslight
Saft
East Penn

EnerSys #1
36%



Major Competitors

Exide
East Penn
Hoppecke
Crown

CY 2011 Global Industrial Battery Market - \$7.9 Billion

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 the aerospace & defense market (estimated at \$1 to \$2 billion) and service revenue.

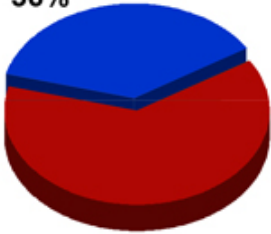
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Regional Market Share (25% Global Share)

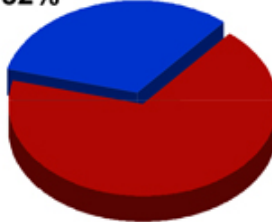
Americas
\$2.4 Billion

EnerSys #1
36%



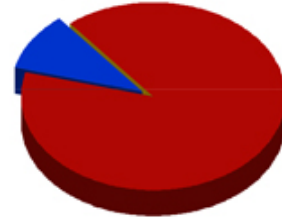
EMEA
\$2.8 Billion

EnerSys #1
32%



Asia
\$2.7 Billion

EnerSys #5
7%



Major Competitors

Exide
East Penn
Northstar
C&D
Crown

Exide
Hoppecke
Fiamm Reserve Power
Northstar

Coslight
Narada
China Shoto
Leoch
GS Yuasa
Zibo

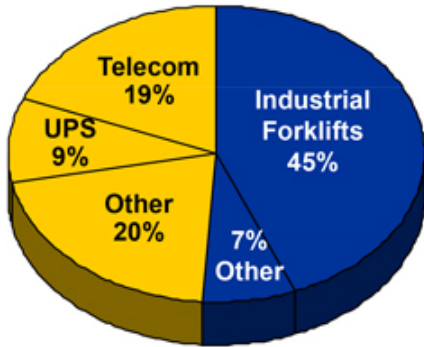
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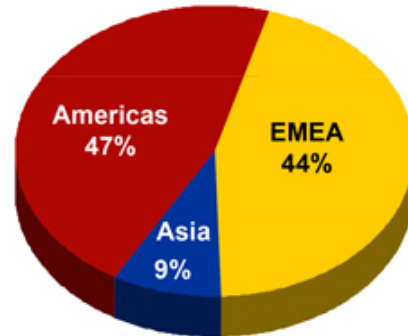
Diversified Business Model

FY12 Net Sales of \$2.3 Billion

End Markets Diversification



Geographic Diversification



■ Motive Power 52%

■ Reserve Power 48%

Note – Other reserve power includes aerospace & defense, utilities, emergency lighting, security systems and specialty products.
Other motive power is primarily ground handling and mining equipment.

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The logo for EnerSys, featuring the word "EnerSys" in a bold, italicized, black sans-serif font. A red diagonal line cuts through the text from the bottom left to the top right, ending with a small red arrowhead pointing towards the top right. A registered trademark symbol (®) is located to the upper right of the "s".

Power/Full Solutions

Michael J. Schmidlein

Senior VP, Finance & CFO

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F'13 Nine Months Sales By Region & Line Of Business

(\$ Millions)

	F'13	F'12	Fav/(Unfav)		Volume	Price	M&A	Fx
			\$	%				
Americas	\$841	\$793	\$49	6%	4%	-	3%	-1%
Europe	\$684	\$746	(\$62)	-8%	-2%	-1%	2%	-7%
Asia	\$180	\$152	\$28	19%	15%	-	5%	-1%
Total Net Sales	\$1,705	\$1,691	\$15	1%	2%	-	3%	-4%
Motive Power	\$865	\$880	(\$14)	-2%	-	-	2%	-4%
Reserve Power	\$840	\$811	\$29	4%	4%	-1%	4%	-4%
Total Net Sales	\$1,705	\$1,691	\$15	1%	2%	-	3%	-4%

Note - Rounding may cause minor differences. Presented on an as adjusted basis.

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F'13 Nine Months Net Earnings and EPS

(\$ Millions, Except Per Share Amounts)

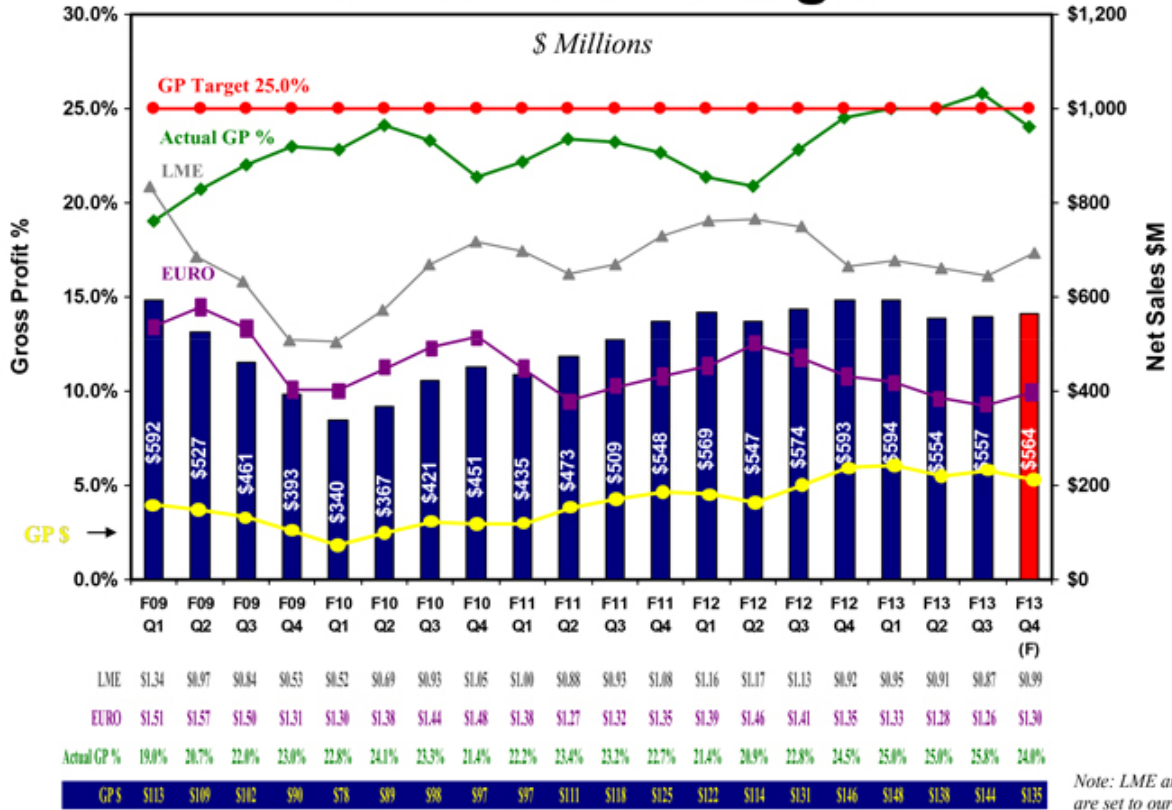
	F'13	F'12	Fav/(Unfav)	
			\$	%
Operating Earnings - As Adjusted	\$198.6	\$149.2	\$49.4	33%
As % Net Sales	11.6%	8.8%		2.8 Pts.
Book Tax Rate	28%	24%	–	–
Net Earnings - As Adjusted	\$133.8	\$101.7	\$32.1	32%
As % Net Sales	7.8%	6.0%		1.8 Pts.
EPS diluted - As Adjusted	\$2.75	\$2.06	\$0.69	33%
Diluted Shares Outstanding <i>(Millions)</i>	48.610	49.507	(0.897)	-2%

Note - Rounding may cause minor differences. Presented on an as adjusted basis.

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Gross Profit Margin

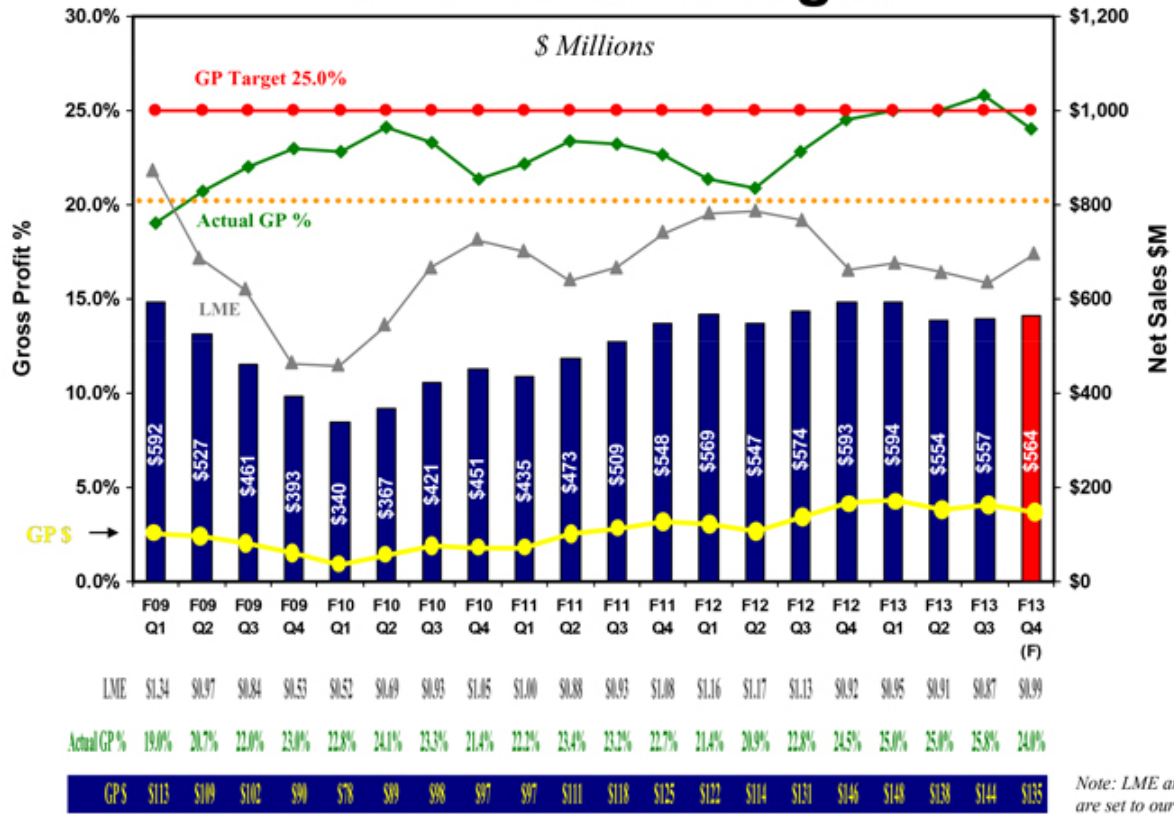


Note: LME and Euro are set to our P&L basis.

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Gross Profit Margin



Note: LME and Euro are set to our P&L basis.

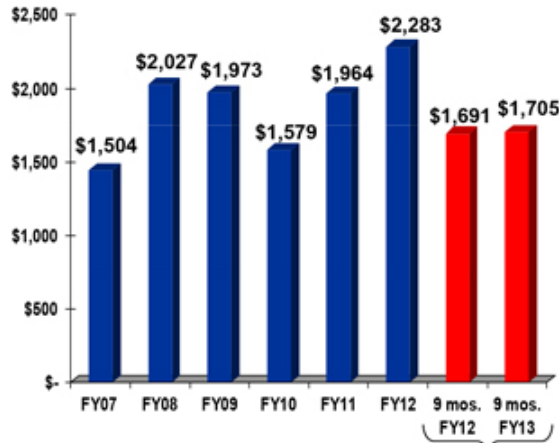
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Solid Earnings in Challenging Environment

Net Sales

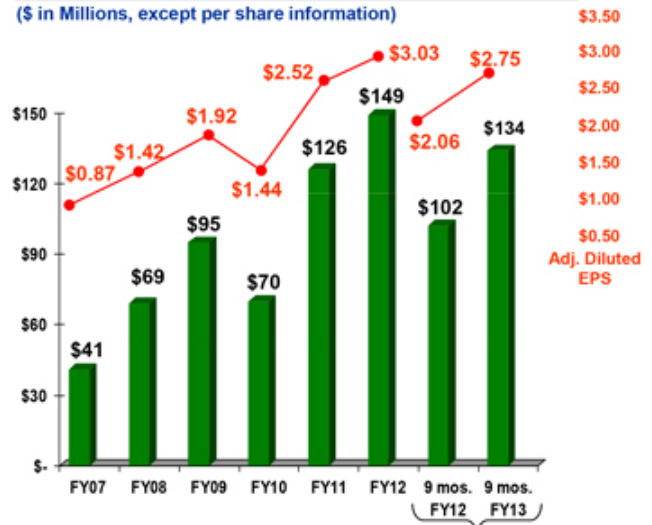
(\$ in Millions)



Total Growth	Up 17%	Up 35%	Down 3%	Down 20%	Up 24%	Up 16%	Up 1%
Volume	6%	11%	-7%	-17%	18%	8%	2%
Price	5	14	5	-4	4	2	0
FX	4	8	-1	--	-2	2	-4
Acquisitions	2	2	--	1	4	4	3

Adj. Net Earnings / Diluted EPS

(\$ in Millions, except per share information)



(EPS Changes)	Up 12%	Up 63%	Up 35%	Down 25%	Up 75%	Up 20%	Up 33%
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Note - Adjusted earnings results exclude highlighted items and restated for Convertible Debt Interest Expense.

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Financial Position Highlights

(\$ Millions)

	Nine Months Fiscal Year 2013	Full Fiscal Year 2012
Cash & Cash Equivalents	\$228.6	\$160.5
Net Debt (Gross Debt – Investments)	\$74.3	\$170.6
Net Cash from Operations	\$135.5	\$204.2
Capital Expenditures	\$37.6	\$48.9
Leverage Ratio (per US Credit Agreement)	0.5X	0.8X
Primary Working Capital as a % of Sales	27.4%	24.4%
Return on Adj Shareholders' Equity	17.9%	16.4%

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Leverage

- Underlevered at .5X Net Debt/LTM EBITDA ⁽¹⁾
- Wider net for acquisitions
 - Increase opportunities for U.S. and Western Europe
 - Consider leverage of 2X+
- Will continue to keep a conservative balance sheet
 - Allow for new products development, additional acquisitions, higher capital expenditures
 - Has been a real asset
- Compliment acquisition strategy with more stock buybacks and consider dividends

⁽¹⁾ As defined in our U.S. Credit Facility as of 12/31/12.

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Dr. Rhodri Evans
VP Global Technology & Engineering

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New Product Initiatives

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EnerSys New Product Introduction

- Crucial we match the business case and the engineering capability to invest and provide best in class products that make money
- Global *market and customer driven* new product introduction (NPI) process within EnerSys
- Disciplined NPI process, one global team driving, engineering & marketing working closely
- Target 30% min GP on new product programs
- Global engineering must provide the confident approval for new products & new technologies.

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Automated Guided Vehicle (AGV) Applications:

- Industrial motive power application
- Solutions require fast charge in a cyclic duty *high reliability* application
- Common in e.g. car plants, paper mills, food & beverage, distribution
- EnerSys thin plate, pure lead technology (TPPL) maintenance free solutions for a growing market (unique high power, fast charge solutions)
- XFC / NexSys TPPL battery & high frequency charger solutions from EnerSys
- Estimated market size in three years: \$200 million global (batteries & chargers) – incremental & substituted sales



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Port Technology AGV Solution

- **NEW GROWING MARKET SECTOR** – automated shipping container handling systems, estimated global market size \$175 million for batteries and chargers in 3 yrs
- Fuel savings, reductions in carbon dioxide emissions & changes to electric drive systems are key factors to consider
- **ENERSYS PROVIDES** battery, charging systems, monitoring-comms system
Battery-AGV generates ~ 50% of CO₂-quantity versus diesel AGV:
 - 50% CO₂-reduction with EnerSys battery & charger systems
 - additional CO₂-reduction when using green electricity (e.g. From Renewables)



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Battery-AGV (automated guided vehicle) Example



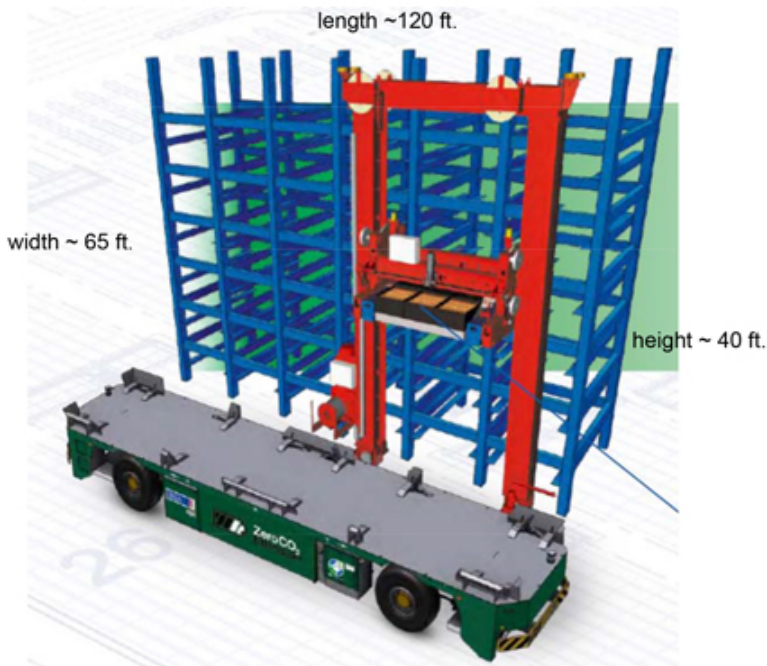
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4



Battery-Change and Charging Station



Battery-change and charging station for battery-AGV

It enables:

- Decoupling of driving and loading
- Fully automatic battery change <5 minutes
- Optimized current network utilization through intelligent charging system

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5



Motive Power TPPL 2V – XFC Technology

**Market – Maintenance free Motive Power \$450 million market in 3 yrs globally.
Incremental & substituted higher margin sales**

XFC batteries with matched EnerSys HF charger – KEY ADVANTAGES:

- Maintenance Free operation
- Discharge as required, leave the battery on the truck
- Recharge as and when possible - Opportunity charge
- Multi-shift operation ('always available')
- Opportunity charging suitable
- No topping-up
- Can be operated at partial state of charge (PSOC)
- 1200 Discharge / Charge cycles to a 60% depth of discharge

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XFC 2V TPPL – SYSTEM – ENERGY PACKAGE



XFC Battery with
TPPL Inside



Low Voltage
Alarm



Wireless Data &
Control Module



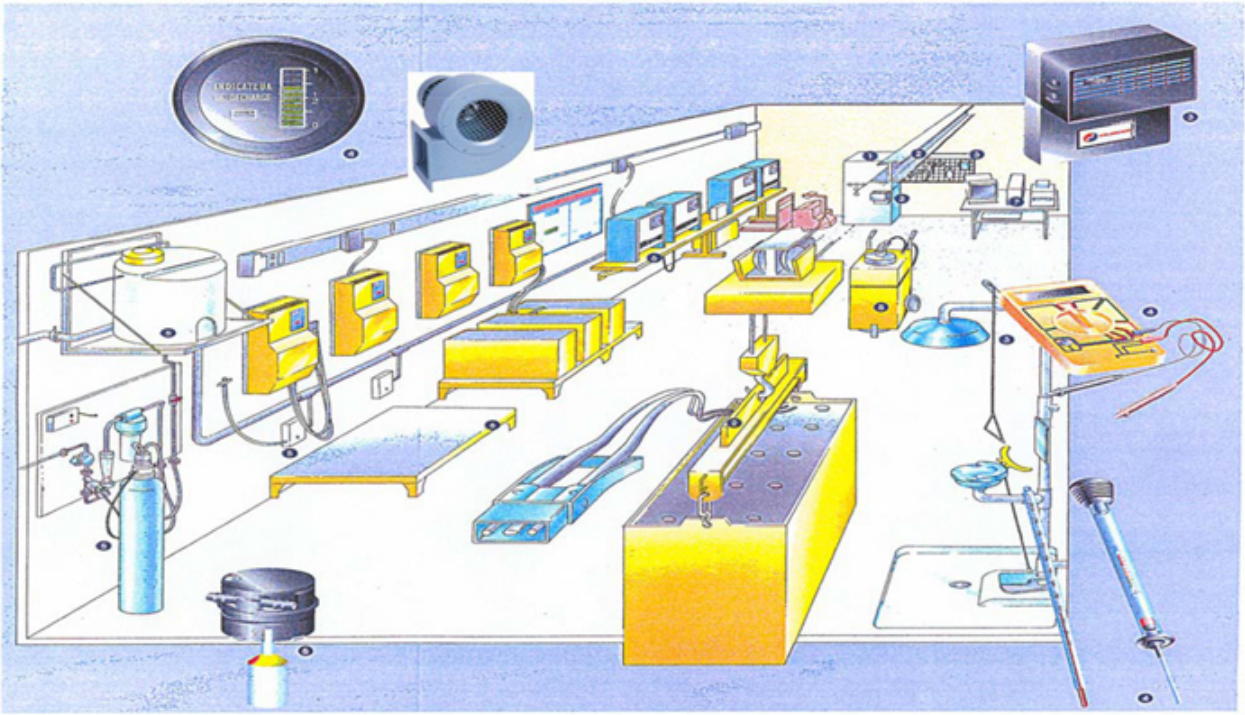
CHARGER with
WIRELESS
CONTROLS

MAINTENANCE FREE SOLUTION

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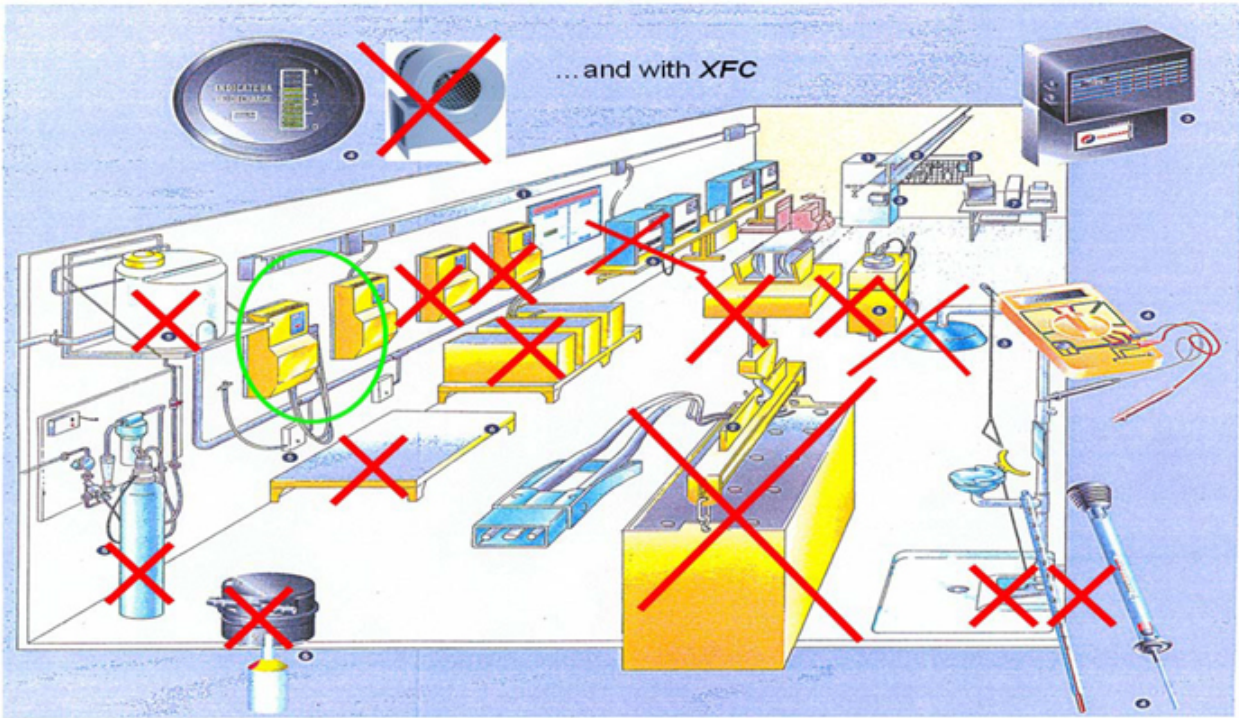
Typical Motive Battery Room - Flooded



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With XFC Maintenance Free



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XFC 2V TECHNOLOGY – Summary Benefits

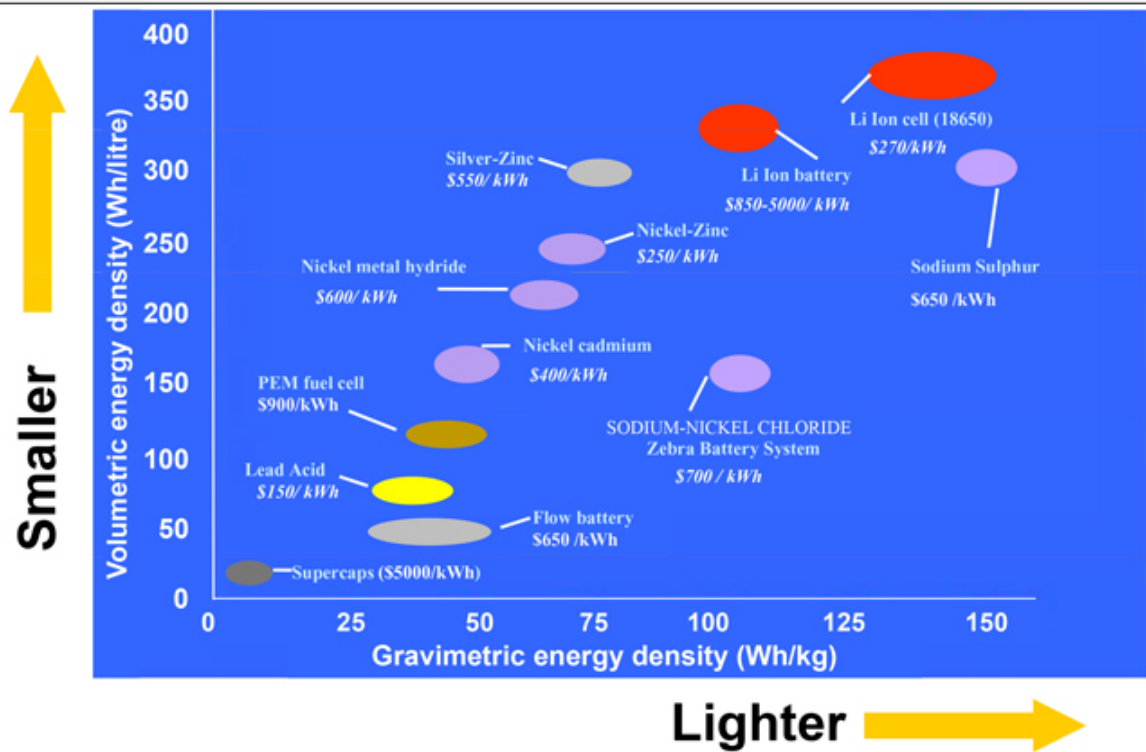
- PREMIUM HIGH TECH PRODUCT PACKAGE FOR MP APPLICATIONS
- THE ONLY VRLA PRODUCT ON THE MARKET SUITABLE FOR MULTISHIFT AND HEAVY DUTY APPLICATIONS
- A SERIOUS COMPETITOR TO LITHIUM AT MUCH LOWER COSTS
- REDUCED COST OF OPERATIONS
- ENVIRONMENTALLY FRIENDLY
- FLEXIBLE IN OPERATIONS
- REDUCED MAINTENANCE EQUIPMENT
- NO BATTERY HANDLING OPERATIONS
- FREES UP INFRASTRUCTURE ROOM

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Energy Storage & Generation Technologies

Size, Weight and Cost Considerations



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EnerSys Nickel Zinc Technology

- Nickel Zinc technology is an attractive rechargeable maintenance free battery chemistry
- Intermediate between lead acid and lithium ion technology though at a cost point closer to lead acid & without the complexity of li-ion battery systems
- Solution for various industrial & speciality applications
- Exceptional high power capability
- Estimate market size in three years \$450 million (Displace Nickel Cadmium plus incremental sales prospects)

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EnerSys OptiGrid Solution

- Containerized Battery based system coupled with a Power Conversion System providing high power & long duration back up
- Estimated market size in three years \$300 million globally
- Potential in 10-20 years between \$200-\$600 billion
- Leverage existing EnerSys battery technologies
- Complete with racks, battery monitoring, battery management & ambient temperature controls inside the container
- Demonstration System located in Vermont, USA
- Provide back up or main source of power, renewable charging
- Also peak shaving, frequency regulation, 'arbitrage'



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EnerSys Lithium Chemistries

<u>Primary (non recharge) Battery Applications:</u> Missiles, A&D ground applications, Space Suits	<u>Chemistries:</u> Lithium Thionyl; Lithium Silicon Lithium Aluminium
<u>Secondary (Chargeable) Lithium Applications:</u> e.g. Rocket Launchers, Satellites, A&D Radio, Drones, Niche Industrial	<u>Chemistries:</u> Lithium Ion

Industrial Lithium Market Size: \$2 - \$4 billion globally

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Todd Sechrist
President – Americas

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EnerSys Americas



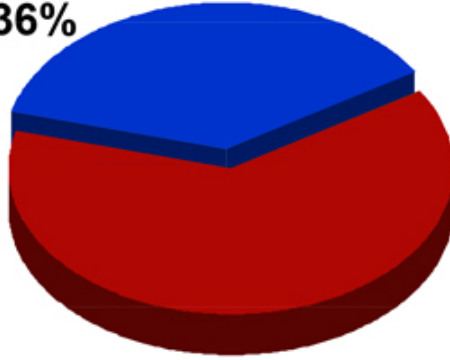
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Market Share – Americas CY 2011

Americas
\$2.4 Billion

EnerSys #1
36%



Source: BCI, industry reports and management estimates based on the markets where EnerSys participates. Market size and share are for batteries and chargers only. It excludes the aerospace & defense market and service revenue.

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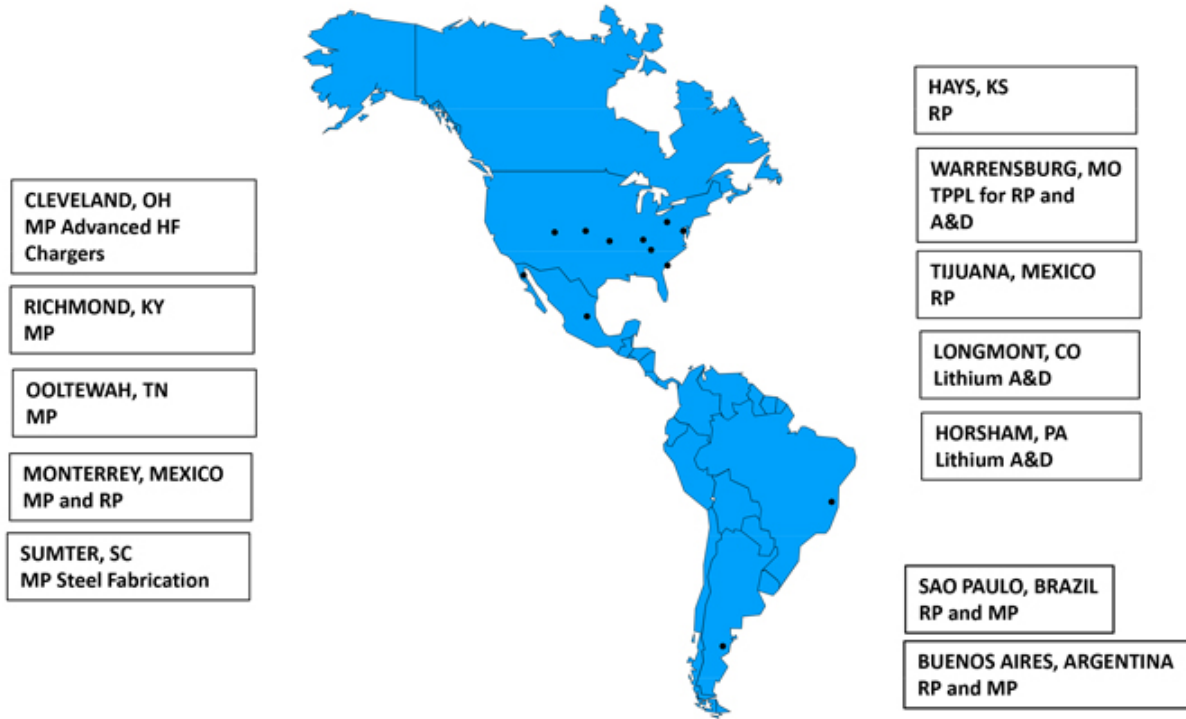
Who's chasing ENS...



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Americas Operations



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EnerSys Americas...WE ARE

- Undisputed market leader
- Global Power with local reach
- Sustainable differentiators
- Manufacturing platforms on all continents.



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Making the Motive Market Move...

- Organic growth driven from GDP growth
- Sustainable push to lower AC operating expense
- Trends to higher voltage vehicles
- Electrics now 60%+ of all material handling

Source: ITA, Company estimates.

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What's Fueling the Americas Reserve Markets...

- 2011 data traffic was 8x the 2000 Internet data traffic
- Data center expansion
- 4G LTE network expansions
- Smart grid genesis
 - OptiGrid



Source = Cisco VNI Mobile - 2012

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Americas SWOT Analysis

Strengths

- Stable, experienced management team
- Application specific product range
- Value/Price Leadership
- Service & Installation capabilities
- Premium products
- End user and dealer loyalty programs

Weaknesses

- South America share
- Growth inhibited by anti-trust limitations

Opportunities

- South America share
- A&D expansion
- Advanced Pb & Ni solutions
- TPPL expansion into cyclic apps
- Large scale energy storage

Threats

- New competitors
- Regulation/Sequestration
- South America political stability
- Other technologies

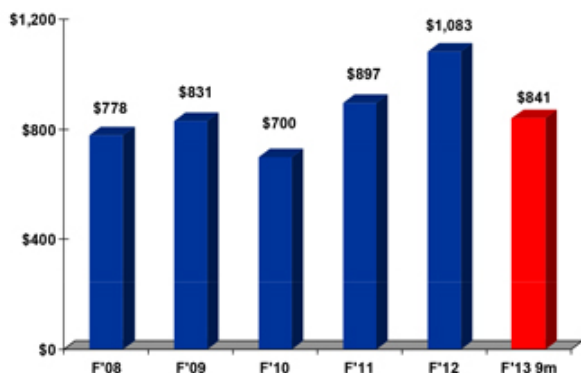
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Americas Net Sales & Operating Earnings

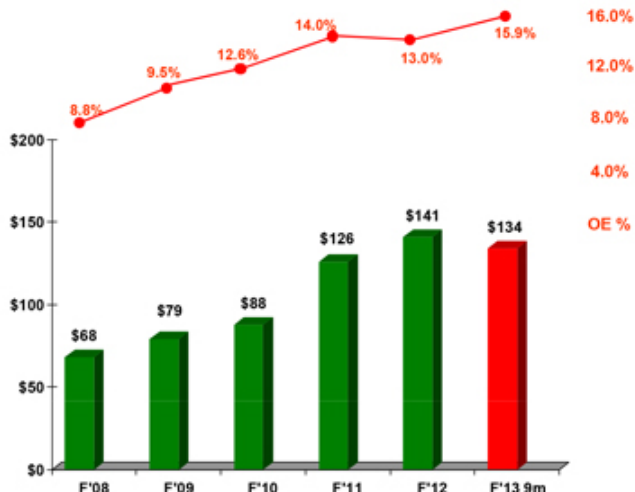
Net Sales

(\$ in Millions)



Operating Earnings

(\$ in Millions, except %)



Note: Operating Earnings excluding highlighted items

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David Shaffer
President - EMEA

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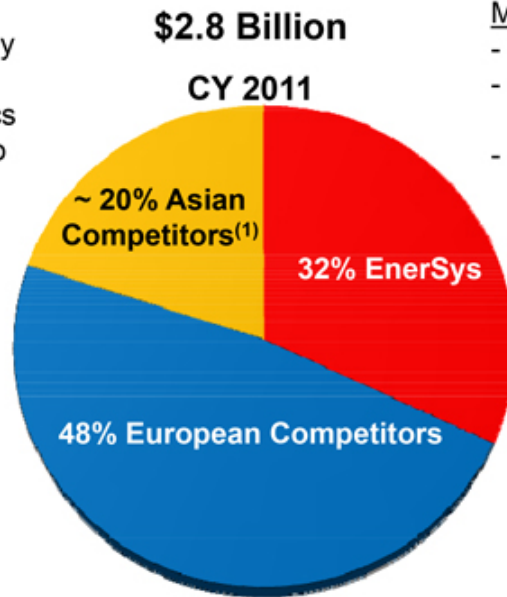
Market Share EMEA

Market Drivers - MP

- Economic activity in key markets like food, automotive and logistics
- Conversion from gas to electric forklifts

Asian Competitors:

- Coslight
- Narada
- GS Yuasa
- China Shoto
- Leoch



Market Drivers - RP

- Network upgrades like 4G
- Data driver services and uninterruptible power
- Power quality issues in developing countries

European Competitors:

- Exide
- Hoppecke
- Fiamm Reserve Power
- Northstar

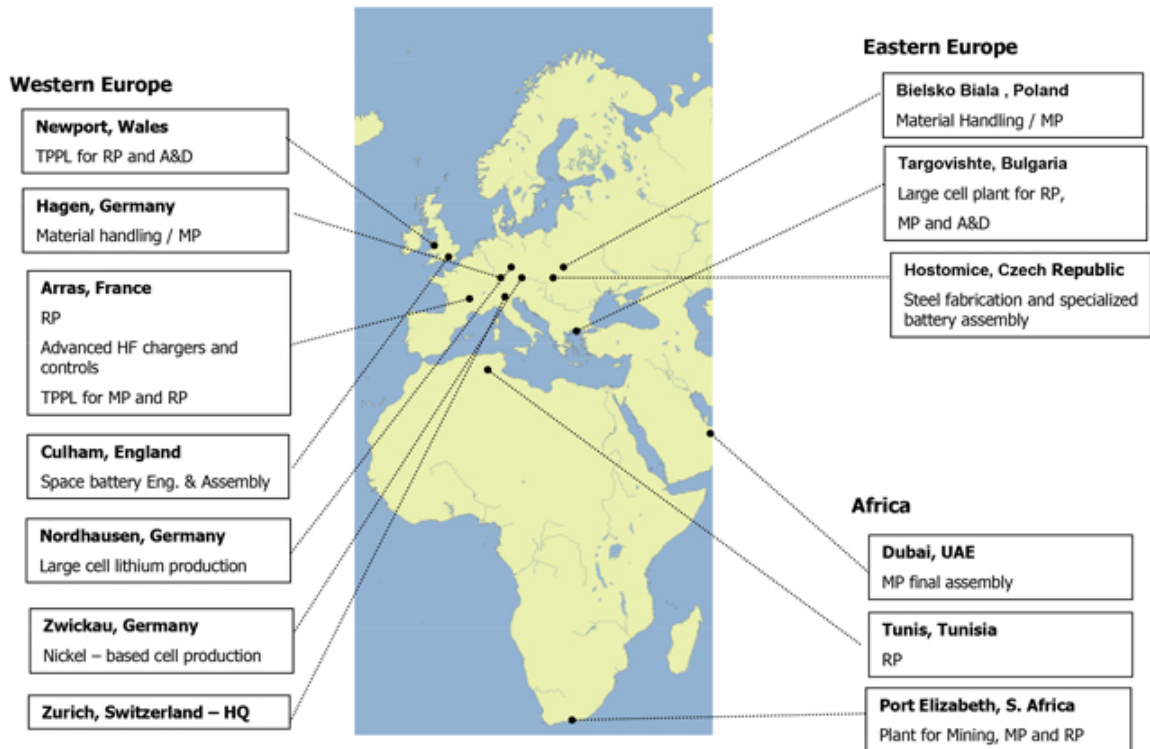
1) Minimal imports from outside of EMEA for MP. Significant Asian imports in RP

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 the aerospace & defense market and service revenue.

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EMEA Operations & Engineering



- Additional regional final assembly and distribution in Italy, Spain, Sweden, Switzerland, Benelux, Russia etc.

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EMEA Key Areas of Focus

- Increased pricing
 - Market leadership
 - Avoid low margins regardless of volume
 - Changing customer mix (Loyalty programs)
- Product differentiation
 - Launched TPPL MP
 - Increase TPPL RP
 - Large scale energy storage – OptiGrid
 - Nickel Zinc
- Market based product roadmaps
 - Start and end with customers
 - Always promote total cost of ownership (TCO)

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EMEA Key Areas of Focus (cont'd)

- Control costs
 - Increase lead scrap reclaim and tolling
 - Attrition/Automation in high cost countries
 - Avoid vendor dependence
 - Reduce SKU complexity
- End Result
 - EMEA OE to 10%

EMEA SWOT Analysis

Strengths

- Market share and scale of operations
- Brands, quality reputation & TPPL technology
- Significant production in low cost countries
- Extensive geographic sales coverage
- Widest service coverage

Weaknesses

- EMEA less than 10% OE
- High OEM revenue mix at lower margins
- Reduced flexibility by labor and social requirements

Opportunities

- MP unique product - TPPL
- 4G / LTE in Europe
- Port automation projects in MP
- Hybrid Telecom markets in RP
- End user and dealer loyalty programs
- Increased scrap collection & tolling
- Large scale energy storage
- Nickel Zinc

Threats

- Continued instability in North Africa and ME
- Austerity measures especially A&D spending
- Asia competition in RP
- Other technologies

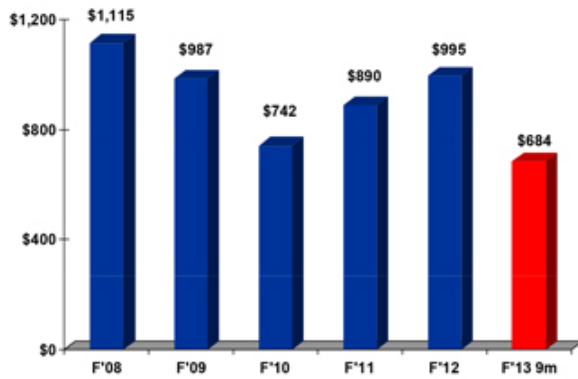
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EMEA Total Net Sales & Operating Earnings

Net Sales

(\$ in Millions)



Operating Earnings

(\$ in Millions, except %)



Note: Operating Earnings excluding highlighted items

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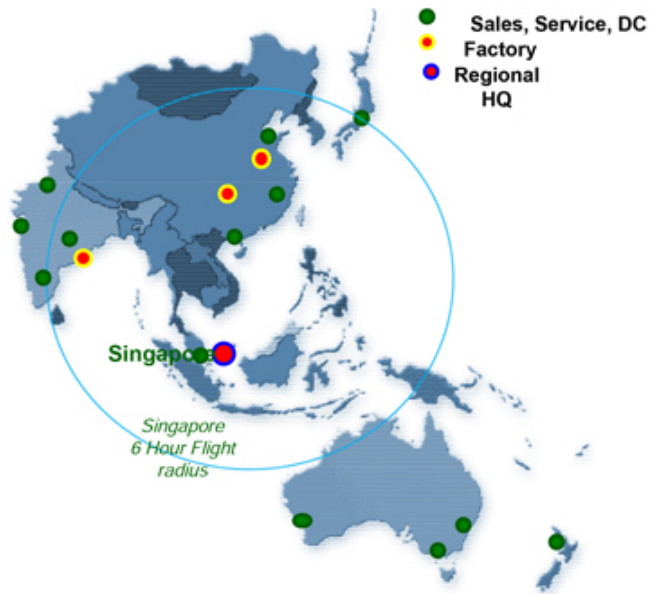
Mark Tough
President - Asia

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Geographical Coverage

- Manage 5 geographical regions
 1. Australia, New Zealand and Pacific
 2. Greater China – China, Taiwan, Hong Kong
 3. India & Sub Continent
 4. North Asia - Japan, Korea
 5. South East Asia – Singapore, Indonesia, Philippines, Malaysia, Thailand etc

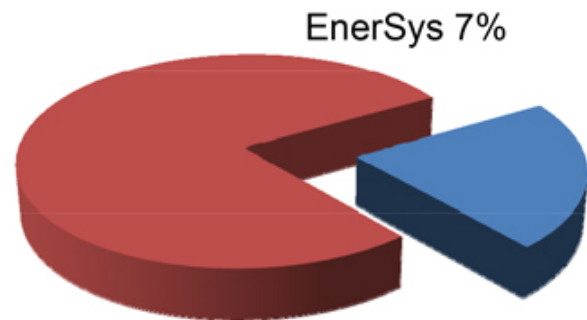


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Market Size – Industrial Batteries CY 2011

- Market size ~ \$2.7 bln ⁽¹⁾
- Motive Power ~ \$.5 bln ⁽¹⁾
- Reserve Power ~ \$2.2 bln ⁽¹⁾
- EnerSys share 7%



Big Growth Opportunities

- Capacity expansion
- Acquisitions
- Why only 7%? EnerSys environmental historical spending vs. competitor spending now; more level playing field

1) Excludes Japanese Motive Power market and entire Indian market

* Source: BCI, industry reports and management estimates based on the markets where EnerSys participates. Market size and share are for batteries and chargers only. It excludes the aerospace & defense market and service revenue.

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Competitors



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Motive Power Dynamics

- Asia accounts for 23% of global fork truck sales.
 - China – 9.7%, Japan 7.4%, Australia 1.5%
- Market growth continues to be at robust 10% + -(WITS)
- EnerSys market share 9% with no footprint in Japan
- Focus on price – we get a premium for our products
- Build on the base business
 - Diversify the customer base and geographic reach by expanding into Japan and other SEA markets
- Add value to our core competency
 - Move up and down the value chain redefining where our scope starts and finishes
- Build brand equity – Hawker and EnerSys
- Leverage our global relationships
- Exploit our new technologies – TPPL, WiiQ, Chargers
- Execute at an operational and customer service level
- Revenue ~ \$70 million (up 75% from FY'09)

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Reserve Power Dynamics

- New phase of investment in telecom -
 - China LTE, Australia NBN, Japan SBM, Huawei & ZTE
- Partnering with large OEM customers, and EnerSys global hubs, cements our long term relationships
- China environmental legislation enforcement closed 1200 factories
- Two major Chinese competitors have issued profit warnings
- Disciplined “Market Leader” price strategy contributes to decline in volume and improvement in earnings
- Japan market opens after Fukushima
- India \$700 million market with EnerSys well positioned after investment in Energy Leader and technology products
- Continued focus on diversifying our base business from Telecom to Energy, Rail, Resources, Data
- Revenue ~ \$160 million

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Asia SWOT Analysis

Strengths

- Scale of operations – two new, large plants in China
- Global partnerships
- Brands, quality reputation & TPPL technology
- Product range
- Extensive geographic sales coverage

Weaknesses

- Price vs. Value
- Business built on Telecom sector
- Market diversification

Opportunities

- High market growth
- ENS growth – India and Japan
- 4G / LTE in China, Australia, NZ
- Environmental enlightenment
- Last mile service
- Hybrid technologies
- Acquisitions

Threats

- Chinese quality – Competitors
- Unstable political environment & decisions
- Price erosion
- Other technologies

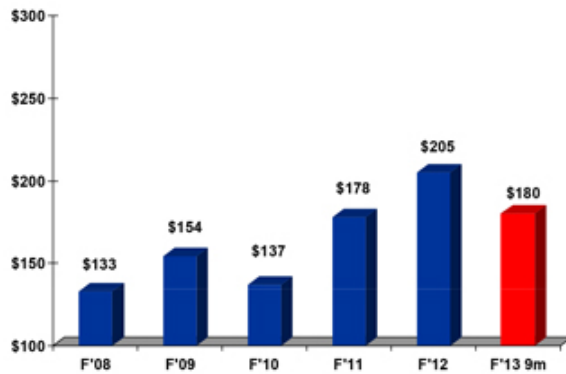
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Asia Total Net Sales & Operating Earnings

Net Sales

(\$ in Millions)



Operating Earnings

(\$ in Millions, except %)



Note: Operating Earnings excluding highlighted items

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Summary

- Well positioned in high growth area in manufacturing and sales channel
- India prospects are good
 - High barriers to entry
 - Margins improving substantially
 - TPPL “unique” technology value proposition for India “Opex” Model
- To support growth in MP business – China (Gayou) and India provide low cost manufacturing base to meet future market demands
- Focus and expand core TPPL product range for higher margins
- Adding value to our core competency drives value and margin
Establishment of assembling facilities enable quicker time to market and allow solution base selling

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