

# ***Exide Technologies***

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***Fiscal 2010 First Quarter Results  
August 7, 2009***



# Q1

Fiscal 2010

## *Forward-Looking Statements*

Except for historical information, this presentation may be deemed to contain “forward-looking” statements. The Company is including this cautionary statement for the express purpose of availing itself of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

Examples of forward-looking statements include, but are not limited to, (a) projections of revenues, cost of raw materials, income or loss, earnings or loss per share, capital expenditures, growth prospects, dividends, the effect of currency translations, capital structure and other financial items, (b) statements of plans and objectives of the Company or its management or Board of Directors, including the introduction of new products, or estimates or predictions of actions by customers, suppliers, competitors or regulating authorities, (c) statements of future economic performance and (d) statements of assumptions, such as the prevailing weather conditions in the Company’s market areas, underlying other statements and statements about the Company or its business.

Factors that could cause actual results to differ materially from these forward looking statements include, but are not limited to, the following general factors such as: (i) the Company’s ability to implement and fund based on current liquidity business strategies and restructuring plans, (ii) unseasonable weather (warm winters and cool summers) which adversely affects demand for automotive and some industrial batteries, (iii) the Company’s substantial debt and debt service requirements which may restrict the Company’s operational and financial flexibility, as well as imposing significant interest and financing costs, (iv) the litigation proceedings to which the Company is subject, the results of which could have a material adverse effect on the Company and its business, (v) the realization of the tax benefits of the Company’s net operating loss carry forwards, which is dependent upon future taxable income, (vi) the fact that lead, a major constituent in most of the Company’s products, experiences significant fluctuations in market price and is a hazardous material that may give rise to costly environmental and safety claims, (vii) competitiveness of the battery markets in the Americas and Europe, (viii) risks involved in foreign operations such as disruption of markets, changes in import and export laws, currency restrictions, currency exchange rate fluctuations and possible terrorist attacks against U.S. interests, (ix) general economic conditions, (x) the ability to acquire goods and services and/or fulfill labor needs at budgeted costs, (xi) the Company’s reliance on a single supplier for its polyethylene battery separators, (xii) the Company’s ability to successfully pass along increased material costs to its customers, (xiii) the loss of one or more of the Company’s major customers for its industrial or transportation products, (xiv) recently adopted U.S. lead emissions standards and the implementation of such standards by applicable states, and (xv) the ability of the Company’s customers to pay for products and services in light of liquidity constraints resulting from global economic conditions and restrictive credit markets.

Therefore, the Company cautions each reader of this presentation carefully to consider those factors set forth above and those factors described in the Company’s annual report on Form 10-K filed on June 4, 2009 and Form 10-Q filed on August 6, 2009, because such factors have, in some instances, affected and in the future could affect, the ability of the Company to achieve its projected results and may cause actual results to differ materially from those expressed herein. We take no obligation to update any forward-looking statements in this presentation.

# ***Fiscal 2010 Q1 Overview***

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***Gordon A. Ulsh***

***President and Chief Executive Officer***



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## *Fiscal 2010 First Quarter Highlights*

- Global net sales of \$592.9 million versus \$971.3 million in prior year period
    - Lower unit volumes
    - Lower LME
    - Foreign currency
- > 39% ↓ net sales
- Gross margin of 18.0% compared to 17.4% for fiscal 2009 Q1
  - Adjusted net loss of \$11.0 million or (\$0.15) per share versus adjusted net income of \$13.2 million or \$0.18 per share in the prior year period

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***Restructuring Investments and Expected Benefits***

- FY 2009 restructuring investments of \$63.3 million
- FY 2010 first quarter restructuring investments of \$35.7 million
- Restructuring activities will continue, but at a declining level

**Expected Restructuring Savings FY 2010 Second, Third, Fourth Qtr.**

(in thousands, except headcount)	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY 2010 Total</u>	<u>Expected Annualized Savings</u>	<u>Headcount Reduction FY 2010</u>
Transportation Americas	\$ 4,200	\$ 4,400	\$ 4,500	\$ 13,700	\$ 18,000	755
Transportation Europe & ROW	4,700	6,100	6,200	19,300	22,000	518
Industrial Energy Americas	-	-	-	-	-	-
Industrial Energy Europe & ROW	<u>5,100</u>	<u>11,500</u>	<u>11,500</u>	<u>33,100</u>	<u>58,000</u>	<u>682</u>
<b>Total</b>	<b><u>\$ 14,000</u></b>	<b><u>\$ 22,000</u></b>	<b><u>\$ 22,200</u></b>	<b><u>\$ 66,100</u></b>	<b><u>\$ 98,000</u></b>	<b><u>1,955</u></b>

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## ***Capital Investments***

- **FY 2009 capital investments of \$108.9 million**
- **FY 2010 first quarter capital investments of \$15.2 million**
- **\$35 - \$40 million required annually for replacement/maintenance, including Environmental, Health & Safety**
- **\$36 million investment in AGM to combine with \$34 million from the DOE**

# ***Operations Discussion***

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***E.J. O'Leary***

***Executive Vice President and Chief Operating Officer***



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## *Global RD&E Update*

- Established an advance R&D center – Milton, GA
- Established a global transportation product development center – Milton, GA
- Established a global industrial energy product development center – Bűdingen, Germany
- Focus on advanced lead-acid, lead-carbon for hybrid electric vehicles
- Onyx™ Lithium-ion commercialization of products for renewable energy
- Federal funding opportunity for smart grid applications

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## *Transportation Americas*

- Net sales decreased 25% in fiscal 2010 Q1 versus the prior year comparable period
- Gross profit decreased due to lower unit sales in both channels and lower recycling profits due to LME reduction

(in millions)	<u>FY 2010</u> <u>Q1</u>	<u>FY 2009</u> <u>Q1</u>	<u>Total %</u> <u>Change</u>	<u>Unit</u> <u>Volume</u> <u>Impact</u>
<b>Net Sales</b>	\$ 230.8	\$ 306.4	-25%	-30%
<b>Gross Profit</b>	\$ 38.2	\$ 59.4	-36%	
<b>Gross Margin</b>	16.5%	19.4%		
<b>Adjusted EBITDA</b>	\$ 15.7	\$ 34.0	-54%	

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## *Transportation Europe and ROW*

- Unit volumes down 20% in fiscal 2010 Q1 as compared to fiscal 2009 Q1
- Net sales down 17% on lower average lead prices
- Decreased unit volumes in the OE and aftermarket channels

(in millions)	<u>FY 2010</u> <u>Q1</u>	<u>FY 2009</u> <u>Q1</u>	<u>Total %</u> <u>Change</u>	<u>Unit</u> <u>Volume</u> <u>Impact</u>
<b>Net Sales</b>	\$ 146.5	\$ 275.9	-47%	-20%
<b>Gross Profit</b>	\$ 18.8	\$ 30.4	-38%	
<b>Gross Margin</b>	12.9%	11.0%		
<b>Adjusted EBITDA</b>	\$ 0.4	\$ 7.2	-94%	

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## *Industrial Energy Americas*

- Unit volumes decreased 20% in fiscal 2010 Q1 over the prior year period
- Gross profit decreased due to lower unit sales in both channels

(in millions)	<u>FY 2010</u> <u>Q1</u>	<u>FY 2009</u> <u>Q1</u>	<u>Total %</u> <u>Change</u>	<u>Unit</u> <u>Volume</u> <u>Impact</u>
<b>Net Sales</b>	\$ 59.9	\$ 89.2	-33%	-20%
<b>Gross Profit</b>	\$ 13.3	\$ 23.8	-44%	
<b>Gross Margin</b>	22.1%	26.7%		
<b>Adjusted EBITDA</b>	\$ 5.7	\$ 16.0	-64%	

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## *Industrial Energy Europe & ROW*

- Unit volumes decreased 36% in fiscal 2010 Q1 compared to fiscal 2009 Q1
- Continues to benefit from delayed price reductions related to de-escalators in lower LME environment

(in millions)	<u>FY 2010</u> <u>Q1</u>	<u>FY 2009</u> <u>Q1</u>	<u>Total %</u> <u>Change</u>	<u>Unit</u> <u>Volume</u> <u>Impact</u>
<b>Net Sales</b>	\$ 155.7	\$ 299.8	-48%	-36%
<b>Gross Profit</b>	\$ 36.4	\$ 55.8	-35%	
<b>Gross Margin</b>	23.4%	18.6%		
<b>Adjusted EBITDA</b>	\$ 7.9	\$ 20.4	-61%	

# ***Financial Discussion***

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***Phillip A. Damaska***

***Executive Vice President & Chief Financial Officer***



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## ***Use of Non-GAAP Financial Measures***

Exide uses Adjusted EBITDA as the key measure of its operational and financial performance. We continue to believe it provides a more useful measure for Exide at the present time than does net income.

We define Adjusted EBITDA as earnings before interest, taxes, depreciation, amortization and restructuring charges. Our Adjusted EBITDA definition also adjusts reported earnings for the effect of non-cash currency remeasurement gains or losses, the non-cash gain or loss from revaluation of the Company's warrants liability, as well as impairment charges, and gains or losses on asset sales.

The Company calculates Adjusted Earnings Per Share by excluding from net income (loss) per share certain items, such as non-cash tax valuation allowances, reorganization items related to the Company's bankruptcy proceedings, unrealized loss resulting from the revaluation of the Company's warrants, restructuring and impairment charges, and currency remeasurement gains and losses.

Please refer to the press release and the tables at the end of the presentation for our reconciliation of Adjusted EBITDA, EBIT and Adjusted Net Income to the income or loss; Adjusted Earnings Per Share to the income or loss reported under Generally Accepted Accounting Principles, and for a breakdown of net sales and Adjusted EBITDA by segment.

The Company also defines Free Cash Flow as cash from operating activities and cash from investing activities, both as measured in accordance with Generally Accepted Accounting Principles.

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## *Financial Highlights*

(in millions)	Three Months Ended		% Change
	2009	June 30, 2008	
<b>Net Sales</b>	<b>\$592.9</b>	<b>\$971.3</b>	<b>-39%</b>
<b>Gross Profit</b>	<b>\$106.7</b>	<b>\$169.5</b>	<b>-37%</b>
<b>% Margin</b>	<b>18.0%</b>	<b>17.4%</b>	
<b>Adjusted EBITDA</b>	<b>\$23.1</b>	<b>\$71.1</b>	<b>-68%</b>
<b>Free Cash Flow</b>	<b>\$40.2</b>	<b>\$44.8</b>	<b>-10%</b>
<b>Capital Expenditures</b>	<b>\$15.2</b>	<b>\$11.8</b>	<b>29%</b>

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**Non-GAAP Adjusted Loss & Per Share Reconciliation**

(in millions, except per share data)	FOR THE THREE MONTHS ENDED			
	June 30, 2009		June 30, 2008	
	<u>Dollars</u>	<u>Per Diluted Share</u>	<u>Dollars</u>	<u>Per Diluted Share</u>
<b>Net earnings</b>	\$ (54.0)	\$ (0.71)	\$ (10.3)	\$ (0.14)
Increase in tax valuation allowances	7.2	0.08	13.2	0.18
Reorganization items, net of tax	0.4	0.01	0.3	0.00
Restructuring and impairment, net of tax	39.5	0.52	2.0	0.03
Currency remeasurement gain, net of tax	(4.6)	(0.06)	(1.7)	(0.02)
Unrealized loss on revaluation of warrants	0.5	0.01	9.7	0.12
<b>Non-GAAP Adjusted Net Income (Loss) / EPS</b>	<b><u>\$ (11.0)</u></b>	<b><u>\$ (0.15)</u></b>	<b><u>\$ 13.2</u></b>	<b><u>\$ 0.18</u></b>
<b>Weighted Average Shares Outstanding</b>				
Diluted		<b><u>75,821</u></b>		<b><u>75,376</u></b>

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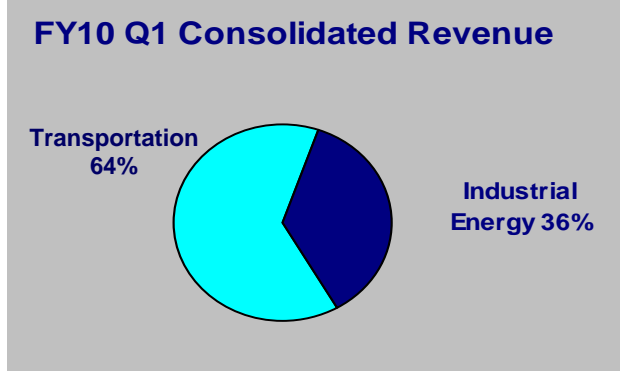
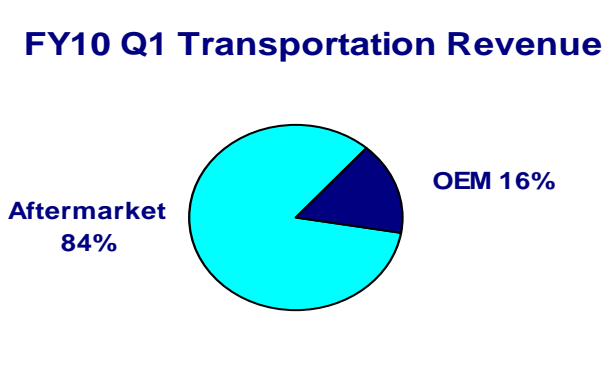
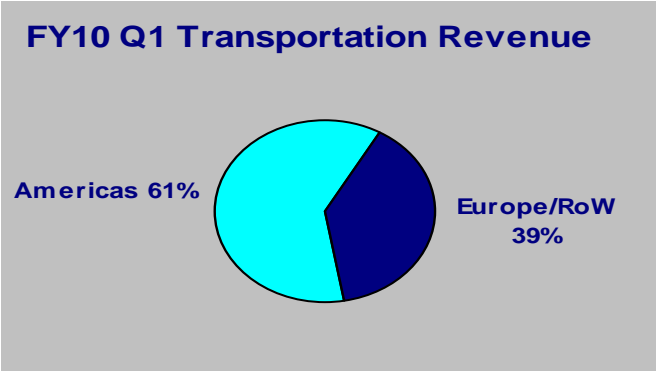
## *Liquidity and Debt Update*

(in millions)	<u>6/30/2009</u>	<u>3/31/2009</u>
Cash and Cash Equivalents	\$ 121.5	\$ 69.5
Availability under Senior Bank Credit Facility	\$ 110.0	\$ 130.6
Total Debt	\$ 666.9	\$ 658.2
Net Debt	\$ 545.4	\$ 589.0

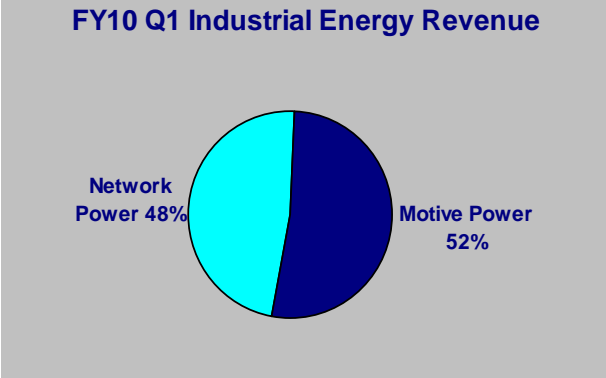
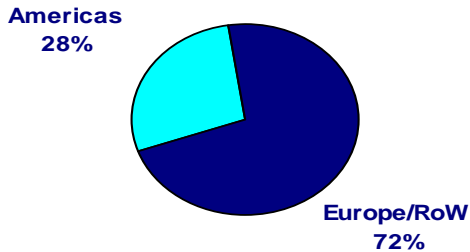
- No significant debt maturities until 2012
- No financial maintenance covenants

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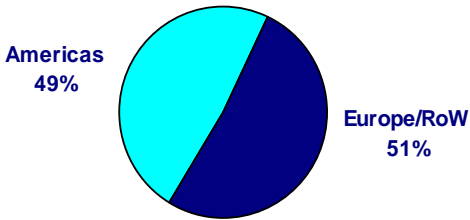
*Wrap-up and Q&A*



**FY10 Q1 Industrial Energy Revenue**



**FY10 Q1 Consolidated Revenue**



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## Adjusted EBITDA Reconciliation By Segment

THREE MONTHS ENDED JUNE 30, 2009

(in millions)	<u>Transportation</u>		<u>Industrial Energy</u>		<u>Other</u>	<u>TOTAL</u>
	<u>Americas</u>	<u>Europe and ROW</u>	<u>Americas</u>	<u>Europe and ROW</u>		
<b>Net income (loss)</b>	\$5.3	(\$23.4)	\$2.6	(\$15.9)	(\$22.6)	(\$54.0)
Interest expense, net	-	-	-	-	14.7	14.7
Income tax provision	-	-	-	-	4.9	4.9
<b>EBIT</b>	5.3	(23.4)	2.6	(15.9)	(3.0)	(34.4)
Depreciation and amortization	7.0	5.3	2.5	6.0	1.7	22.5
Reorganization items, net	-	-	-	-	0.6	0.6
Restructuring	3.4	18.7	0.1	13.2	0.3	35.7
Currency remeasurement (gain) loss	(0.2)	(0.3)	0.4	(0.5)	(8.7)	(9.3)
Unrealized loss on revaluation of warrants	-	-	-	-	0.5	0.5
Loss on sale/impairment of assets	0.1	-	-	5.2	0.1	5.4
Other, principally non cash stock compensation expense	0.1	0.1	0.1	(0.1)	1.9	2.1
<b>Adjusted EBITDA</b>	<b>\$ 15.7</b>	<b>\$ 0.4</b>	<b>\$ 5.7</b>	<b>\$ 7.9</b>	<b>\$ (6.6)</b>	<b>\$ 23.1</b>

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**Adjusted EBITDA Reconciliation By Segment**

THREE MONTHS ENDED JUNE 30, 2008

(in millions)	<u>Transportation</u>		<u>Industrial Energy</u>		<u>Other</u>	<u>TOTAL</u>
	<u>Americas</u>	<u>Europe and ROW</u>	<u>Americas</u>	<u>Europe and ROW</u>		
<b>Net income (loss)</b>	\$26.7	(\$0.6)	\$13.8	\$11.8	(\$62.0)	(\$10.3)
Interest expense, net	-	-	-	-	19.2	19.2
Income tax provision	-	-	-	-	23.5	23.5
<b>EBIT</b>	26.7	(0.6)	13.8	11.8	(19.3)	32.4
Depreciation and amortization	7.6	7.2	2.2	7.0	1.9	25.9
Take Charge	-	0.3	-	-	-	0.3
Reorganization items, net	-	-	-	-	0.5	0.5
Restructuring	0.3	0.7	(0.1)	1.3	-	2.2
Currency remeasurement (gain) loss	(0.6)	(0.3)	0.1	-	(1.0)	(1.8)
Minority interest	-	-	-	-	0.6	0.6
Unrealized loss on revaluation of warrants	-	-	-	-	9.7	9.7
Loss (gain) on sale/impairment of assets	-	(0.2)	-	0.3	-	0.1
Other, principally non cash stock compensation expense	-	0.1	-	-	1.1	1.2
<b>Adjusted EBITDA</b>	<b>\$ 34.0</b>	<b>\$ 7.2</b>	<b>\$ 16.0</b>	<b>\$ 20.4</b>	<b>\$ (6.5)</b>	<b>\$ 71.1</b>

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## Comparative FY10 Q1 VS. FY09 Q1 Net Sales and Adjusted EBITDA By Segment

(in millions)

	<u>Transportation</u>		<u>Industrial Energy</u>		<u>Other</u>	<u>Consolidated</u>
	<u>Americas</u>	<u>Europe and ROW</u>	<u>Americas</u>	<u>Europe and ROW</u>		
<u>Q1 FY 10</u>						
Net sales	\$ 230.8	\$ 146.5	\$ 59.9	\$ 155.7	\$ -	\$ 592.9
Adjusted EBITDA	15.7	0.4	5.7	7.9	(6.6)	23.1
<u>Q1 FY09</u>						
Net sales	\$ 306.4	\$ 275.9	\$ 89.2	\$ 299.8	\$ -	\$ 971.3
Adjusted EBITDA	34.0	7.2	16.0	20.4	(6.5)	71.1

## Computation of Free Cash Flow

(in millions)	FOR THE THREE MONTHS ENDED	
	<u>June 30, 2009</u>	<u>June 30, 2008</u>
Net cash provided by (used in) operating activities	\$ 56.5	\$ 40.1
Net cash used in investing activities	(16.3)	4.7
Free Cash Flow	<u>\$ 40.2</u>	<u>\$ 44.8</u>