

**May 29, 2025**

National Stock Exchange of India Limited  
Listing Compliance Department  
“Exchange Plaza”  
Bandra – Kurla Complex  
Bandra East, Mumbai – 400 051  
**NSE Symbol: ARE&M**

BSE Limited  
Corporate Relations Department  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai – 400 001  
**BSE SCRIP CODE: 500008**

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation**

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for Q4 - FY25.

This is for your kind information and record.

Thank You

**For Amara Raja Energy & Mobility Limited**  
(Formerly known as Amara Raja Batteries Limited)

Vikas Sabharwal  
Company Secretary

Encl: a/a



**AMARA RAJA**  
Gotta be a better way

# Amara Raja Energy & Mobility Limited

(formerly Known as Amara Raja Batteries Limited)







## INVESTOR PRESENTATION

May 2025

## BUSINESS

-  4 decades of experience
-  Leading Automotive Battery Brand
-  Market Leader in Telecom and Data Centre Industry
-  Strong Brand recall
-  First AGM battery manufacturer for 2W
-  First VRLA battery manufacturer

## OPERATIONS

-  12 Manufacturing Facilities(including 2 plastic units and 2 New Energy Plants)
-  65+ Million units annualized Capacity for Automotive batteries
-  3.2 Billion AH - Total Industrial batteries capacity
-  Exporting to 60+ Countries
-  ~11000+ employees
-  12X Water positive & 19% reduction in Scope 1&2 absolute carbon emissions in FY25 against FY22

## FINANCIALS

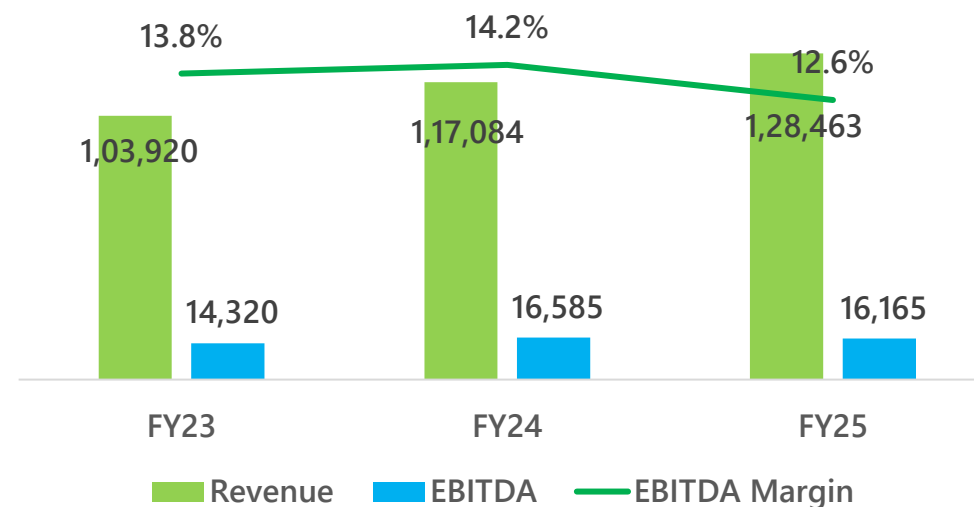
-  Market Cap ~ INR 184 Bn+(As on Mar 31, 2025)
-  Minimal debt in the books
-  10-year Revenue CAGR ~12%
-  ~16% ROCE (1)
-  AA+ Credit Rating by CRISIL
-  Rank 1 in S&P Global ESG rating in respective sector in India
-  ~35%+ Institutional Shareholding

(1) As on FY25 end

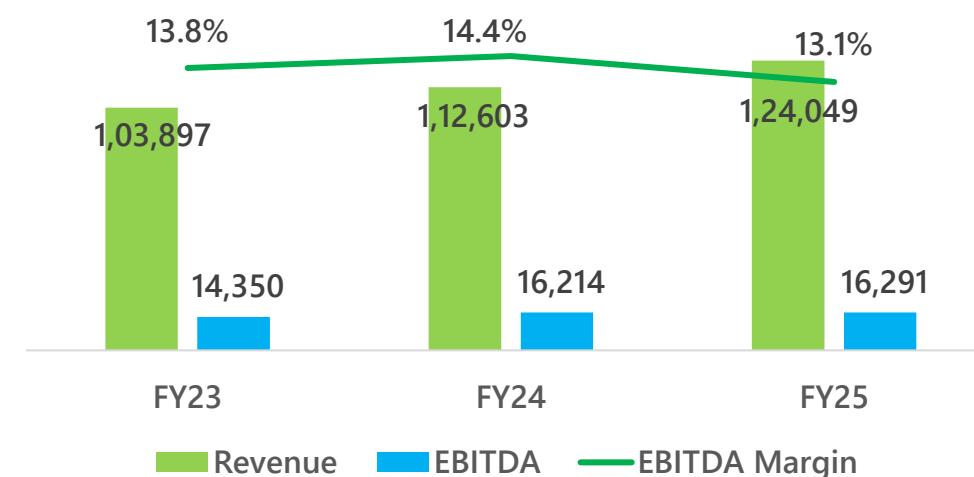
# Overview

- Amara Raja Energy & Mobility Limited, (ARE&M), formerly known as Amara Raja Batteries Limited, is one of the largest manufacturers of lead-acid batteries in India.
- Name change in 2023 reflects, the broader vision to lead India's Energy Transition, in the Energy & Mobility space by providing comprehensive energy solutions
- Exports to over 60+ countries across the globe
- Strong brands like 'Amaron', 'PowerZone', 'Elito', 'Quanta'
- All plants recognized with highest level awards in International level Quality Circle Competitions(ICQCC) held in Beijing, China
- TPM is being implemented in all manufacturing facilities, currently all plants certified for sustenance level
- Forayed into the New Energy business in 2022 with ambitious capex plan of INR 95 Bn over next five years for setting up a Giga Corridor in Telangana.
- High emphasis on protecting the environment with focus on Renewable Energy and recycling of Lead
- Long-standing & successful joint venture with a global technology giant, Johnson Controls for over 2 decades till 2019

CONSOLIDATED INCOME (INR Mn) & EBITDA MARGIN(%)



STANDALONE INCOME (INR Mn) & EBITDA MARGIN(%)





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# Q4 / FY25 FINANCIAL HIGHLIGHTS



# Q4 FY25/FY25 Key Financial Highlights

## Q4-FY25 FINANCIAL PERFORMANCE-CONSOLIDATED

REVENUE FROM OPERATIONS	EBITDA	EBITDA MARGIN
INR 30,601 Mn	INR 3,409 Mn	11.1%
PAT	PAT MARGIN	DILUTED EPS
INR 1,616 Mn	5.3%	8.83 INR

## Q4-FY25 FINANCIAL PERFORMANCE-STANDALONE

REVENUE FROM OPERATIONS	EBITDA	EBITDA MARGIN
INR 29,739 Mn	INR 3,422 Mn	11.5%
PAT	PAT MARGIN	DILUTED EPS
INR 1,668 Mn	5.6%	9.11 INR

## FY25 FINANCIAL PERFORMANCE - CONSOLIDATED

REVENUE FROM OPERATIONS	EBITDA	EBITDA MARGIN
INR 128,463 Mn	INR 16,165 Mn	12.6%
PAT	PAT MARGIN	DILUTED EPS
INR 9,447 Mn	7.4%	51.62 INR

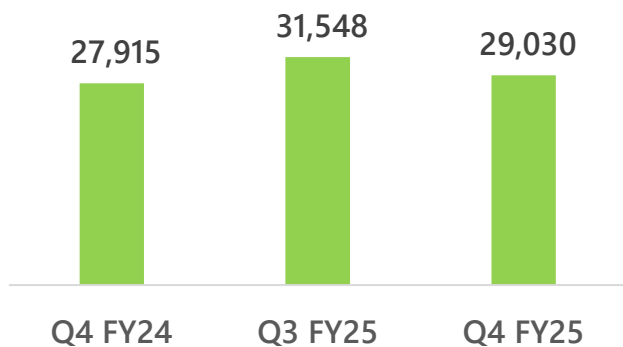
## FY25 FINANCIAL PERFORMANCE-STANDALONE

REVENUE FROM OPERATIONS	EBITDA	EBITDA MARGIN
INR 124,049 Mn	INR 16,291 Mn	13.1%
PAT	PAT MARGIN	DILUTED EPS
INR 9,639 Mn	7.8%	52.66 INR

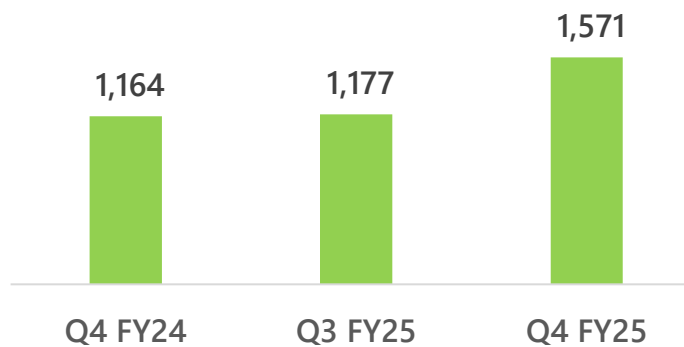
# Q4/FY25 Segment Highlights - Consolidated

## Q4-FY25

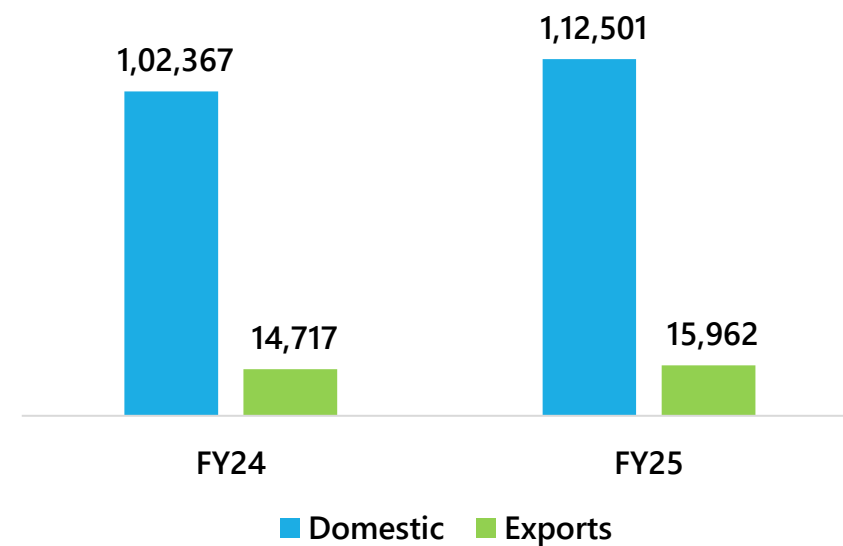
LEAD ACID BATT. REVENUES (INR Mn)



OTHER BUSINESS REVENUES (INR Mn)

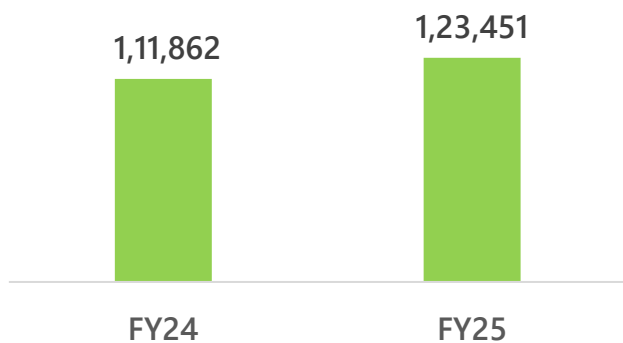


GEOGRAPHICAL REVENUE SPLIT (INR Mn)

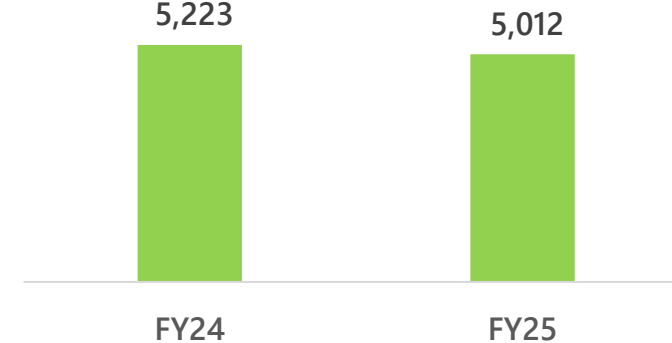


## FY25

LEAD ACID BATT. REVENUES (INR Mn)



OTHER BUSINESS REVENUES (INR Mn)



# Quarterly Consolidated Financial Performance

PARTICULARS (INR Mn)	Q4-FY25	Q4-FY24	Y-O-Y	Q3-FY25	Q-O-Q
Operational Revenue	30,601	29,079	5.2%	32,725	(6.5%)
Total Expenses	27,192	24,975	8.9%	28,667	(5.1%)
EBITDA	3,409	4,104	(16.9%)	4,058	(16.0%)
EBITDA Margin (%)	11.1%	14.1%	( 297) bps	12.4%	(126) bps
Other Income	258	333	(22.5%)	347	(25.6%)
Depreciation	1,441	1,234	16.8%	1,315	9.6%
Finance Cost	100	109	(8.3%)	113	(11.5%)
Profit Before Exceptional Items & Tax	2,126	3,094	(31.3%)	2,977	(28.6%)
Exceptional Income/(Expense)	-	-	NA	1,111	NA
PBT	2,126	3,094	(31.3%)	4,088	(48.0%)
Tax	510	796	(35.9%)	1,104	(53.8%)
PAT	1,616	2,298	(29.7%)	2,984	(45.8%)
PAT Margin (%)	5.3%	7.9%	(262)bps	9.1%	(384) Bps
Other Comprehensive Income	(1,079)	(39)	NA	(1,318)	NA
Total Comprehensive Income	537	2,259	(76.2%)	1,666	(67.8%)
Diluted EPS (INR)	8.83	12.55	(29.6%)	16.30	(45.8%)

\* Exceptional income of FY 25 of INR 1,111 Mn relates to insurance claim towards tubular plant



# Consolidated Financial Performance

PARTICULARS (INR Mn)	FY25	FY24*	Y-O-Y
Operational Revenue	1,28,463	1,17,084	9.7%
Total Expenses	1,12,299	1,00,499	11.7%
EBITDA	16,165	16,585	(2.5%)
<i>EBITDA Margin (%)</i>	<i>12.6%</i>	<i>14.2%</i>	<i>( 158) bps</i>
Other Income	1,156	1,104	4.7%
Depreciation	5,257	4,843	8.5%
Finance Cost	443	344	28.9%
Profit Before Exceptional Items & Tax	11,621	12,502	(7.0)%
Exceptional Income/(Expense)	1,111**	-	NA
PBT	12,732	12,502	1.8%
Tax	3,285	3,158	4.0%
PAT	9,447	9,344	1.1%
<i>PAT Margin (%)</i>	<i>7.4%</i>	<i>8.0%</i>	<i>(63) bps</i>
Other Comprehensive Income	(1,639)	(60)	NA
Total Comprehensive Income	7,808	9,283	(15.9)%
Diluted EPS (INR)	51.62	51.05	1.1%

\* Amara Raja Power systems limited became wholly owned subsidiary effective September 29, 2023

\*\* Exceptional income of INR 1,111 Mn pertaining to FY25 relates to insurance claim on TBD plant/Diluted EPS is after considering the exceptional income

# Operational Highlights (LAB) – Q4/FY25

## Automotive

- After market – **Healthy late single-digit volume growth in 4W segment** & consistent **doubt digit growth in 2W segment** on Y-O-Y basis
- OEM - 2W and 3W segment registered robust growth during Q4 reflecting industry growth momentum
- Other Applications- **Uptick in volumes in Lubes** during the quarter. HUPS and Inverter Batteries registered healthy growth of 15%+ on Y-O-Y basis
- Exports – Demand softened during the quarter and we anticipate it to rebound
- Trading Revenue: Over all Share of revenue is ~15%.



## Industrial

- Volumes excluding Telcom registered healthy growth in volumes during Q4- FY25 on Y-O-Y basis
- Telecom volumes declined by ~ 15% during the quarter



# Capex Project Update- Lead Acid Battery



**Battery Recycling Plant at Cheyyar- TN**

- 1.5 Lac MTPA (Phase I and Phase II) State-of-the-art Advanced Green field Lead Acid Battery Recycling plant
- Phase I with 50K MTPA refinery capacity (eventual capacity of 1 Lac MTPA) commercial production commenced in December 2024.
- Battery breaking expected to commence from Q2- FY26



**Tubular Battery Plant at ARG- Chittoor**

- 1.5 Mn+ Battery/ Annum Advanced Tubular Manufacturing plant
- Plant Redesigned with improved Fire Safety Measures
- Commercial production to commence in Q1- FY26





# Operational Highlights (NEB) – Q4/FY25

## Business Performance

### Mobility

- Uptick in EV charger volumes post completion of Localization of Portable EV chargers for 2W and 3W electric Vehicles
- Muted Revenue growth in EV battery packs due to lower OEM offtake
- Focused approach to onboard new customers across other mobility segments



### Stationary applications

- Leveraging existing relationships and partnered with telecom players for li-on requirements
- Consistent growth observed in telecom volumes during Q4- FY25

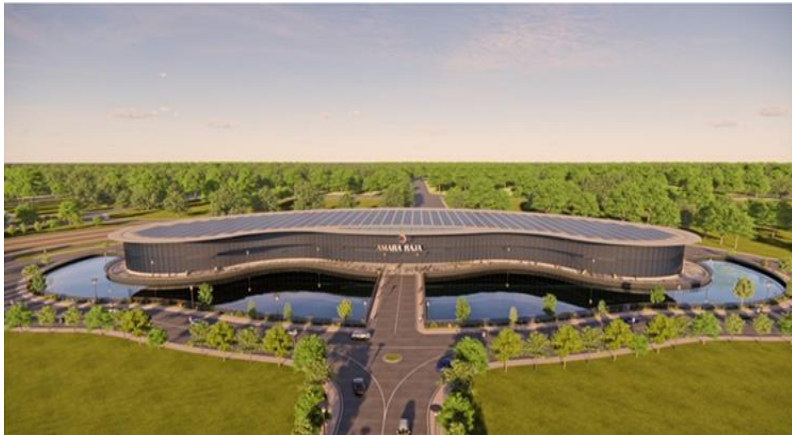


# Capex Project Update- New Energy Business

## Customer Qualification Plant- Divitipally



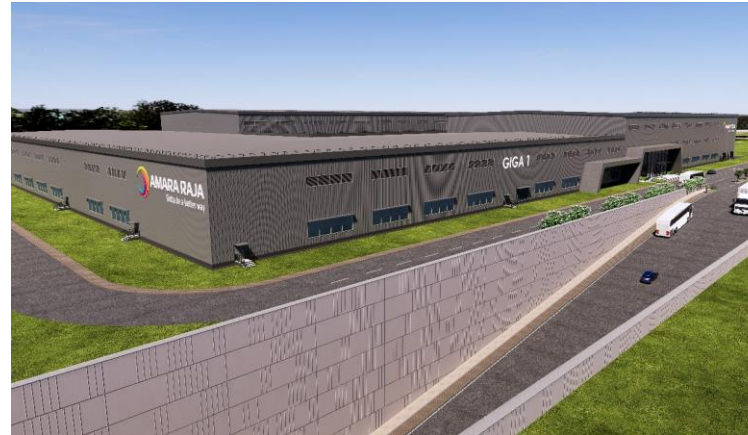
- Foundation stone laid on August 10, 2024
- Operations expected to commence from Q2/Q3- FY26
- Supports diverse form factors & multiple cell chemistries



## Giga-Cell Factory- Divitipally



- Foundation stone laid on March 2, 2025
- 16 GWh Capacity by FY30
- Construction commenced- Phase 1 of 4 GWh



## E-Hub, Hyderabad



- Expected to commence operation in Q2/Q3-FY2026
- Capability to build both EV and Stationary products and solutions



Rendering Views



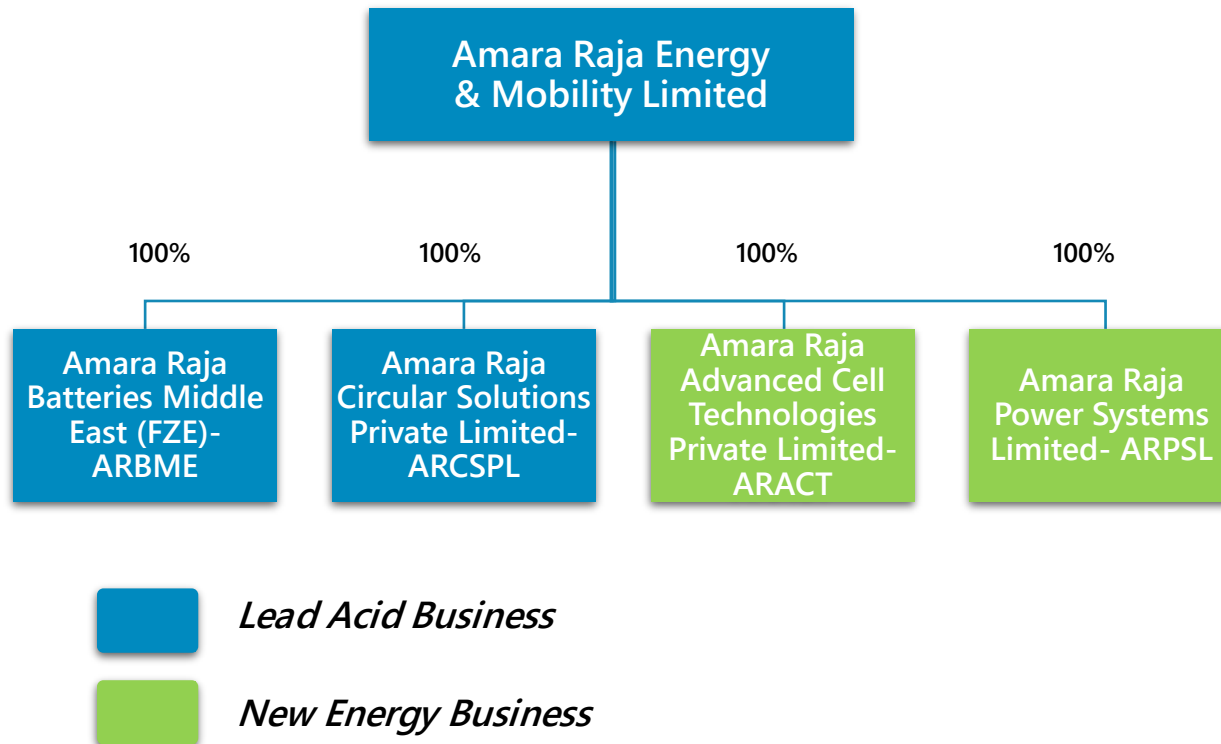


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# BUSINESS OVERVIEW



# Overview of business & Subsidiaries



## Lead Acid Business

### ARE&M:

- One of the largest manufacturers of lead-acid batteries in India
- Catering to both automotive & industrial applications

### ARCSPL:

- Incorporated in 2022 to promote circular economy
- Eventual capacity of 1.5 LPTA towards lead recycling in Tamil Nadu

### ARBME:

- Marketing arm for lead acid batteries catering to middle east geography

## New Energy Business

### ARACT:

- Incorporated in 2022 to take forward the New Energy Business of the Amara Raja
  - Lithium Cell and Pack manufacturing
  - Energy Storage Solutions

### ARPSL:

- First company to be established in the Amara Raja group in the year 1984.
- Known as a pioneer in designing Power Chargers and manufacturing of Power Electronics, Distribution Panels
- Became a wholly owned subsidiary of ARE&M from FY24

# Operations At A Glance

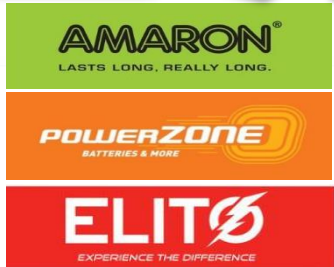
## LEAD ACID BATTERIES

### AUTOMOTIVE

- Applications – 2W, 3W, 4W & CV's
- First AGM battery manufacturer for 2W
- Largest Exporter of automotive Batteries

### INDUSTRIAL

- Pioneers in VRLA batteries in India
- Application - Telecom, Railways, Power Control, Solar, UPS
- Market Leader in Telecom sector/Largest exporter for VRLA batteries
- Largest Integrated Facility for MVRLA Batteries



### APPLICATIONS



### Lead Recycling plant



Lead recycling facility, showcasing commitment to the circular economy

### AUTOMOTIVE | INDUSTRIAL

- Li Cell and Pack Manufacturing
- EV Charging Products
- Energy Storage Solutions
- Developed India's First 21700 Cylindrical Cell (NMC 811)
- Setting up E Positive Energy Labs: a unique innovation & research facility



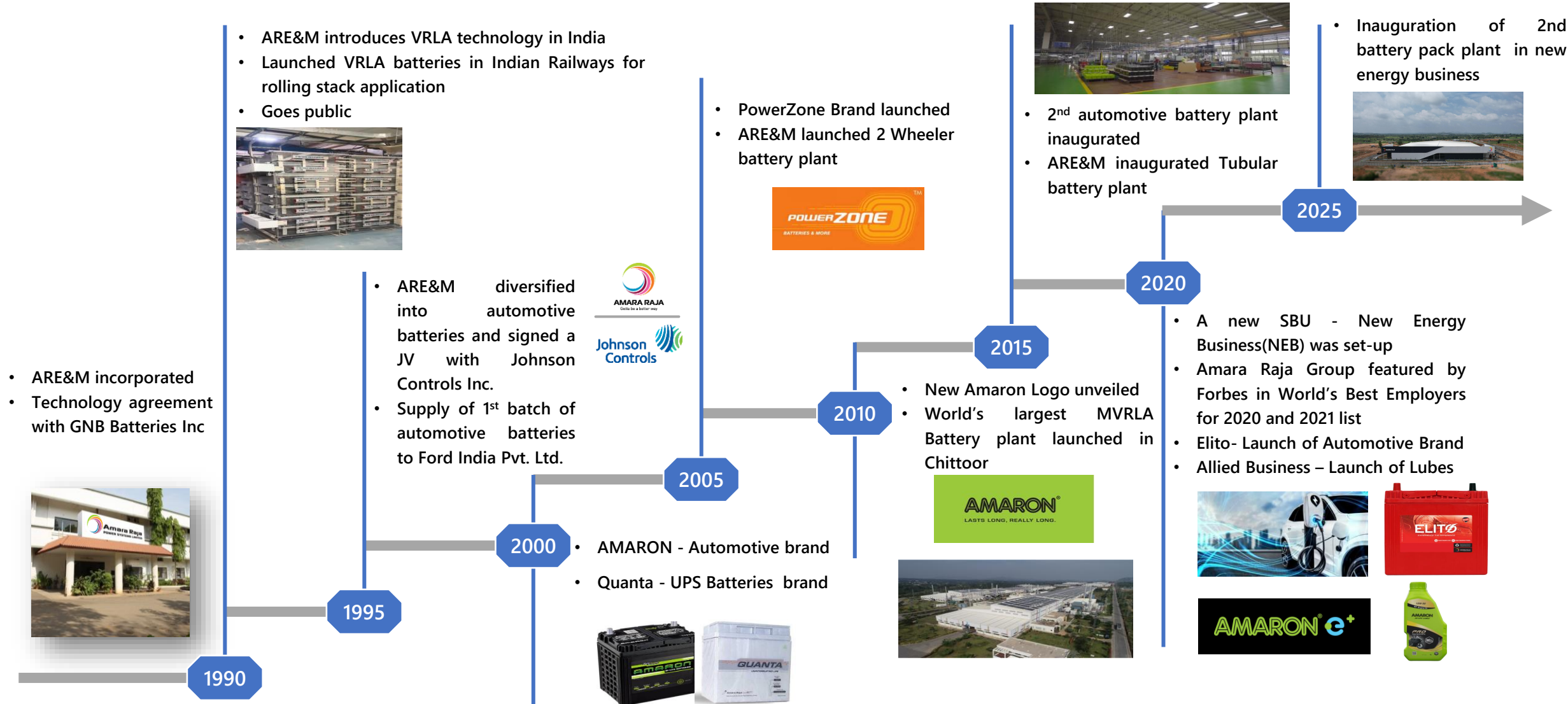
### NEW ENERGY BUSINESS

AGM- Absorbent Glass Mat

VRLA/MVRLA- Valve regulated lead acid/Medium valve regulated lead acid



# ARE&M : Journey So Far



VRLA- Valve regulated lead acid

JV- Joint Venture

MVRLA- Medium Valve regulated Lead Acid

# Marquee OEM Clientele

## Lead Acid Business- LAB

## New Energy Business- NEB\*

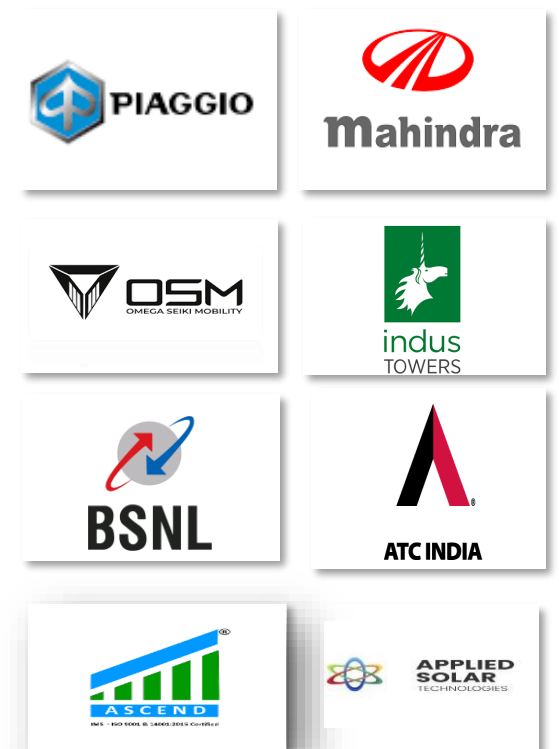
### Automotive



### Industrial



### Mobility & Stationery



\*New Energy Business- Other than Lead acid batteries(including lithium-ion batteries)

# State Of Art Manufacturing Facilities- LAB



## KARAKAMBADI PLANTS

4W Battery

LVRLA Battery

2W Battery

Plastic Component Plant

## AMARA RAJA GROWTH CORRIDOR

Two 4W Plants & one 2W Plant

MVRLA Battery

Tubular Plant

Plastic Component Plant

2 Plastic component plants are towards captive consumption



# Manufacturing Capacities - LAB

## Capacities- Prior to Throughput efforts

**Industrial**  
**3.1 Bn Ah**

**Automotive**  
**59 Mn units**

### Institutionalised Amara Raja Operating System (AROS)

Structured approach to unlock the value potential by optimising existing processes

Throughput Enhancement during FY2025  
owing to efficiency programs



#### Programs undertaken during FY25

Improving cycle times

Eliminating down time



Eliminating Speed loss in production

## Capacities- Post Throughput efforts

**Industrial**  
**3.2 Bn Ah**

**Automotive**  
**66 Mn units**

# State Of Art Manufacturing Facilities - NEB



**Pack Assembly Plant- Stationery- Tirupathi**  
Capacity ~ 1 GWh



**Pack Assembly Plant- Mobility- Divitipally**  
Capacity ~ 1.5 GWh



**Telecom battery**

**Products across EV  
& Stationary space**



**3W Battery**



**2W Battery**



# Awards And Customer Recognitions



Overall Excellence Award from BOSCH India Limited



AGM First time supplies shield from Hyundai



Excellence in customer delight- in QCQM parameters from Hyundai



THE AWARD WAS ACCEPTED BY VENKATA KRISHNA M M – CMO (ISBU) AND KULDEEPAK SHARMA - HEAD (MARKETING, SALES AND SERVICE - UPS)

Quality Award for Outstanding Commitment to Quality & Excellence at the Vertiv Supplier Meet



Best mould maintenance practices from Maruti Suzuki



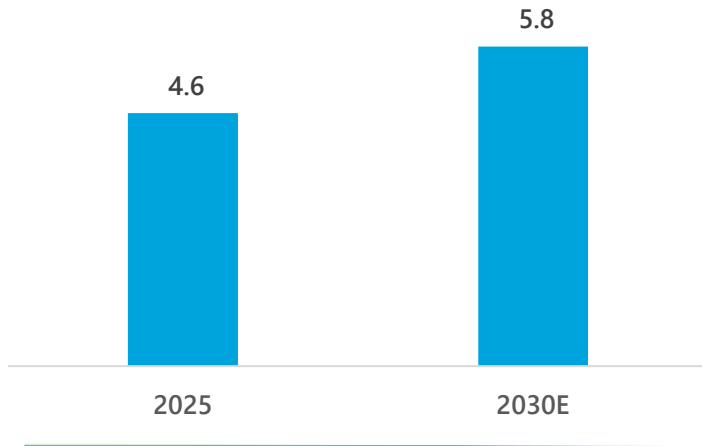
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# Lead Acid Batteries

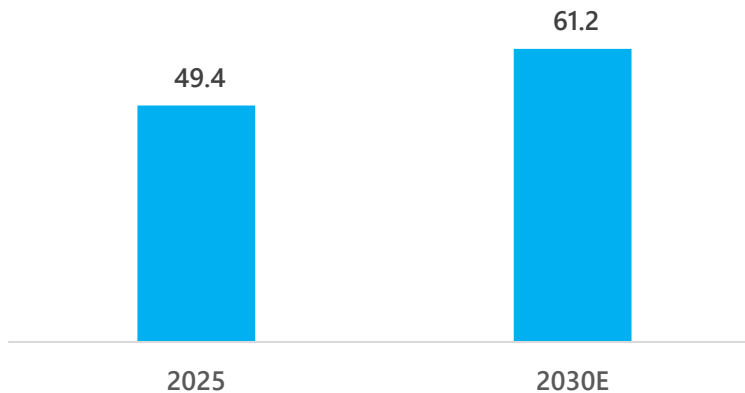


# Lead Acid Battery - Industry Outlook

INDIAN LEAD-ACID BATTERY MARKET (USD Bn)



GLOBAL LEAD-ACID BATTERY MARKET (USD Bn)



- ❑ India's Lead acid battery market is projected to reach USD 5.8 billion by FY2030
- ❑ Global Lead acid battery market is projected to reach USD 61.2 billion by FY2030
- ❑ Asia- Pacific is the largest & fastest growing market

## KEY GROWTH DRIVERS FOR LAB

### Cost efficient energy solutions

Cost effective compared to many other solutions in the market

### Recyclable

Most recycled product with reported recycling rate of over 90%

### Robust Technology

Mature and reliable technology

## KEY APPLICATIONS

### Automotive

Passenger Vehicles/Commercial vehicles

H-UPS/Other Allied business

### Stationery

Telecom

UPS

Battery Energy storage applications



# Automotive- Multifold Applications With Strong Brand Recall

## Products for multiple applications

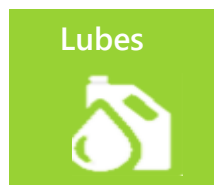
### Automotive



### Home Energy



### Allied Business



## Strong Brand Recall



- Caters to both domestic and international Markets
- Zero Maintenance, Extended Warranty, High Cranking Power, and Enhanced Safety
- Pioneered VRLA batteries for two-wheelers in India
- Amaron, most preferred battery brand in the domestic and various overseas markets
- Pioneer in launching charged and ready-to-use batteries for automobile applications
- Developed India's first AGM (Absorbent Glass Mat) two-wheeler and car battery
- Widest range of batteries for international markets (JIS,DIN,BCI,AGM,EFB,Deep cycle, L&G)

Expanding brand presence in EU & Americas

Consistent growth in both 2W & 4W

Exploring mfg./quasi mfg. facilities in new geographies

New technologies for efficient LABs



# Growth Drivers For Automotive Segment



## Growing Demand:

- Rise in middle class income, gender diversity and young population resulting in growing demand for PV
- Commercial Vehicle may increase due to high level of activity in infrastructure



## Policy Support to the sector

- Initiatives like Make in India , Automotive Mission Plan will give huge boost to the sector



## Better financing options-

- Greater availability of credit and financing options
- Original Equipment Manufacturers(OEM's) are introducing instant loan products for enabling the tech savvy customers



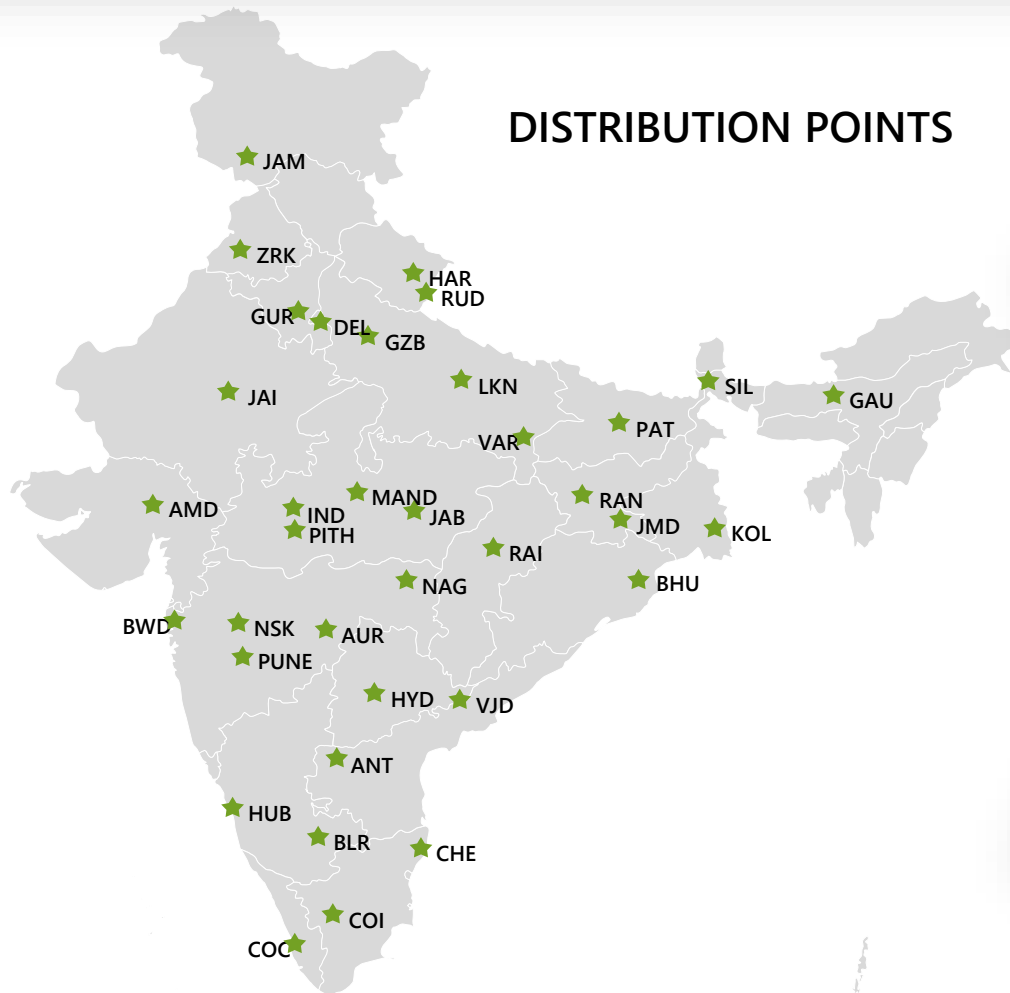
## Home Energy

- Increase in demand from semi- urban and rural areas
- Growing importance of uninterrupted work from home setups
- Reduced tolerance to power outages and voltage fluctuations



# Automotive- Domestic Distribution Network

Increasing the presence through Amaron franchise network



BRANCHES

23

DISTRIBUTION POINTS

40

POINTS OF SALE

1,00,000+

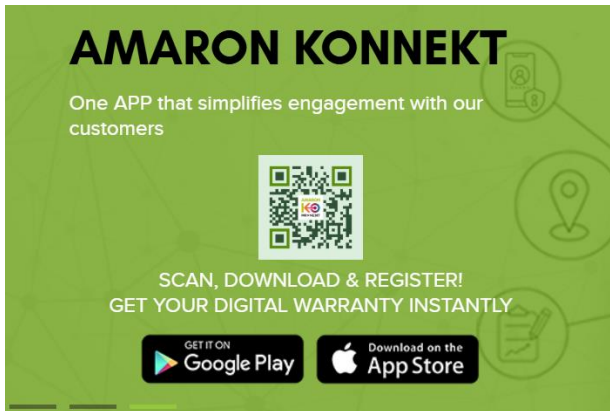
DIRECT PARTNERS

1500+

# Automotive- Domestic Distribution Network

## Digital initiatives to enhance the experience for esteemed partners

Go Paperless with new **AMARON KONNECT APP**



Digital Warranty card

Host of other valuable benefits:

- Latest Product Information
- Navigate to your nearest **AMARON pitstop**
- Excellent user interface/experience



Lubes



Quick & seamless **REWARDS FOR LUBES PARTNERS** :

- Improving market outreach in lubes business
- Improving **trust and relationship with partners**

Introduction of payment gateway options for facilitating **E-COMMERCE BUSINESS** for our channel partners



- Direct reach out to B2C customers
- One stop shop for Automotive battery solution





Partnered with financial institutions to provide financing options to channel partners

# Enhancing product portfolio with range of new products...

## New Range of Lubricants in domestic business




 A new range of lubricants to cater to both automotive and industrial sectors within the domestic market.

Addressing local market needs with enhanced product offerings 

## Expanding Automotive range Internationally



 Advanced batteries for Marine, Trucks, and Lawn Movers for increased market fit

 Our new battery range is set to penetrate the international market, focusing on durability and performance.



# Automotive- Reaching Out To International Markets

Enhancing brand image and strengthening global supply chain Initiatives and Expo Participation in international markets

Dubai Automechanika & Dubai Boat Show



Auto Show at Manila



Product Training

STRENGTHENING OUR BRAND BOND WITH BORNEO TECHNICAL RETAILERS THROUGH *training and fun!*



 **THAILAND**



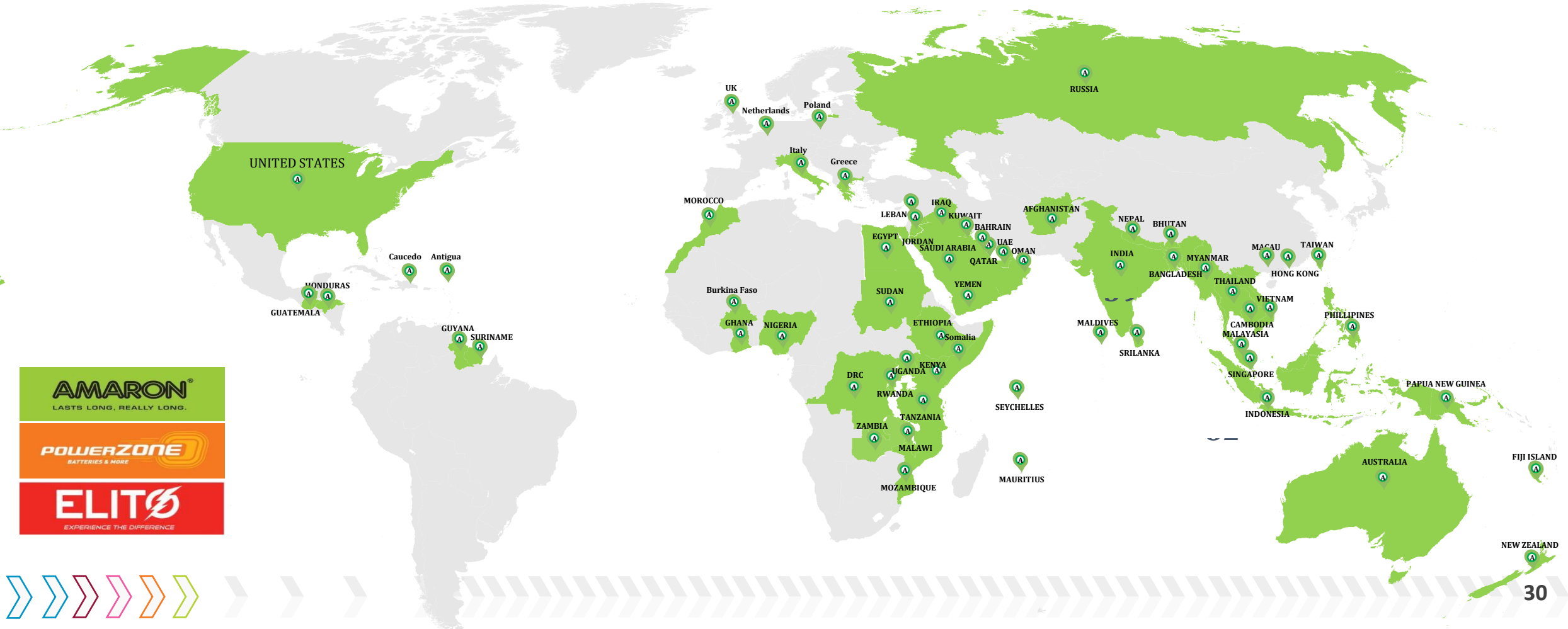
# Growing Automotive Footprint

Presence in  
**60+**  
countries

Establish Presence in  
**80+**  
Countries by FY'30

**~13%**  
Of ARE&M Sales is from  
International Business

Leading brand in APAC and  
MEA



# Lead Acid Batteries – Industrial

## Products across verticals

Telecom



UPS



Railways



Solar



Exports



- ❑ Pioneers in Valve Regulated Lead-Acid(VRLA) batteries in India
- ❑ UPS and telecom contribute a dominating share of revenue
- ❑ Market leader in Telecommunication batteries in domestic market
- ❑ First and only company worldwide to implement VRLA technology in railway rolling stock applications
- ❑ Most preferred battery in over 32 countries in the Middle East & South east Asia, Africa, and Australia

## Most preferred brand in industrial segment



Amaron Quanta



Amaron Volt



Power Stack



Amaron Sleek



Amaron Brute



Amaron Solar



# Growth Drivers For Industrial Segment

## UPS



- Witnessing steady growth in Data Centers on account of digitization and rising demands for data localization in India.
- The Growth in Industrial UPS market in India was led by growth in manufacturing sector and overall economic progress
- Growth expected from developments in manufacturing data centers and infrastructure projects



## Railways

- Focus Technology developments in signaling and telecommunication
- Building new metros and new railways will drive the demand for batteries
- Headwind from diminishing demand of air conditioning coach batteries due to non production of fresh Self Generation AC coaches



## Renewable Energy

- India's RE target to 500 GW by 2030/Focus on solar energy
- Enhanced channel partner network to capitalize on solarization push by the government
- Regulations aimed at reducing carbon emissions are pushing industries to adopt cleaner and more efficient energy storage solutions.



## Telecom sector

- 5G roll outs, 4G expansion are expected to drive the domestic demand
- LiB adoption is picking pace backed by falling prices and ESG push in general by the industry
- LAB may see a declining demand however a good opportunity in LiB demand growth is clear



## Exports

- Growth in global UPS/ Data center and other applications will spur export demand
- Poised to take China +1 strategy for supplies to global OEM/pvt label opportunities





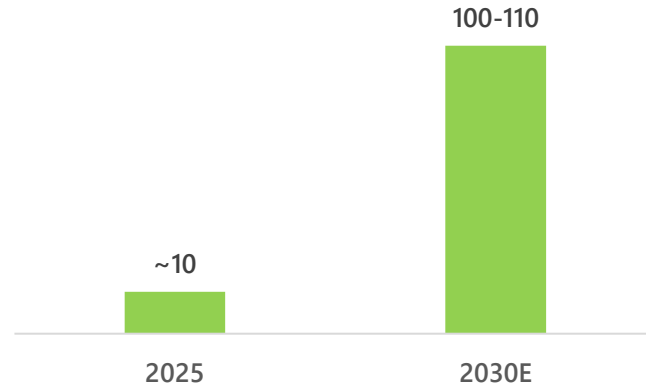
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# New Energy Business

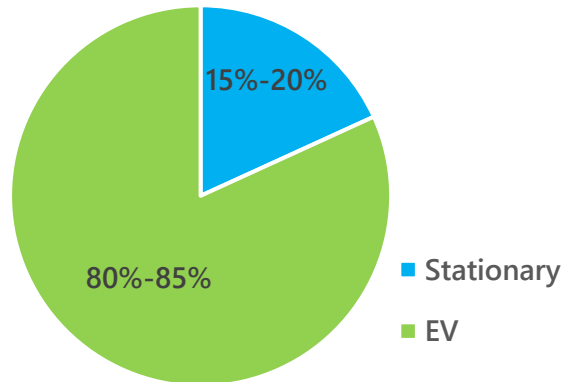


# Lithium-Ion Batteries - Industry Outlook

Projected LiB Demand in India (GWh)



Projected demand from applications (2030)



## Mobility outlook- EV

- Strong thrust on Electrification, the demand for LiB is expected to be 100 to 110 GWh by 2030.
- Envisaged EV penetration by FY30



35-40%



60-65%



10-15%



7-10%

- EV Transition is majorly happening through e2W, e3W & eBus
- Price parity/TCO will drive penetration levels in 4W going forward
- OEMs are working towards reduced exposure to ICE vehicles.

## Stationery outlook

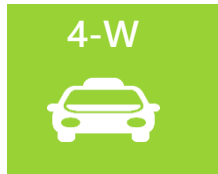
- Projected LiB demand in Stationery is expected to be ~20 GWh by 2030
- Demand driven by continued investments coupled with the need for efficient energy storage solutions
- Key application areas include Grid Support, UPS, Telecom, Data Centers

## PRODUCT PORTFOLIO

### Battery Packs



Developed



Under Development

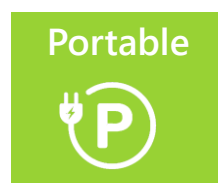


Developed



Developed

### Chargers



Developed



Developed

### Cells



Cylindrical



Prismatic

## PAVING THE WAY FOR THE FUTURE

- Amara Raja Advanced Cell Technologies (ARACT) was incorporated to focus on developing advanced cell chemistries , battery packs and chargers
- Lithium Battery packs currently being supplied to leading 3W, 2W OEM's & for stationary applications
- Offering Battery pack solutions based on both LFP and NMC chemistry
- Successfully designed and developed a Nickel-rich 21700 NMC cylindrical cell
- Scaling up the pack assembly capacities to cater to 2W, 3W & stationery applications
- Ramped up in-house R&D capabilities and made strategic investments in companies working on these technologies



3W Battery



2W Battery



Portable chargers



DC/AC Fast Charger



# Long term growth drivers - for Lithium-Ion Battery market Segment



## Policy push

- PLI ACC scheme announced to encourage domestic production of cells
- Financial subsidies including manufacturing subsidies valued 50000 cr+



## Telecom sector

- Advent of 5G leading to growth in telecom towers
- Secondary demand for replacement of existing LAB batteries with LiBs



## Renewable Adoption

- Net zero by 2070
- Meeting 50% power capacity from renewables
- 50 GW RE by 2030...Need storage(BESS)



## Digital Economy

- 800 Mn internet users
- 125 lakh crore UPI transactions
- This may lead to more storage, data centers and reliable connectivity



# New Energy Business going forward....

Focus on Pack business and build state of art manufacturing facilities....

**Pack Assembly plant:**  
Tirupathi & Divitipally



- Scale pack business by entering into new mobility applications and building sustainable customer base
- Fully operational 1.5 GWh pack capacity at Divitipally to cater to 2W and 3W segments
- 1 GWh capacity to cater to stationary segment through its Tirupathi plant

**Giga cell plant:**  
Capacity of 16 GW by FY30



- Operations commencement shifted to Q2/Q3 of 2027
- Phase 1 – Cylindrical capacity of 4 GWh/ Chemistries offered- NMC and LFP
- Further capacity to be set up in phased manner by FY2030

**Customer Qualification plant (CQP)**



- Offering pilot production run & product optimization to meet customer requirements
- To validate industrial scale production & improve quality



# Focus On R&D For Innovative Technologies

R&D LAB FOR DEVELOPING LI-ION CELLS AND BATTERY PACK ASSEMBLY

**AMARON<sup>e+</sup>**



Proposed E<sup>+</sup> Energy Labs at Hyderabad, Telangana

## 1st in INDIA

Achieved IATF 16949:2016 & ISO 9001:2015 certification for Li-Ion Batteries

Facility will be equipped with advanced laboratories and testing infrastructure

Development of innovative clean energy storage technologies

Capability to build both EV and Stationary products and solutions

In-house manufacturing capabilities for key components

Trained work force with adequate technical competence

NABL certified lab Battery Packs

Demonstrating its unwavering commitment towards the New Energy Business initiative



# New Energy Business Thought Leadership



UNIQUE CONCLAVE on Advanced battery Technologies



- ❑ To foster enriching exchange of ideas among industry leaders, policymakers, energy and mobility experts, manufacturers, and delegates.
- ❑ It aims to develop a consensus on the way forward in the Battery Storage Technology space for the country.







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# STRATEGIC OVERVIEW



## AUTOMOTIVE- DOMESTIC (DRIVE EFFICIENCY)

### Existing Auto business-

- Focus on market share protection and geographical dispersion of existing brand & channel strength

### Robust new product pipeline-

- Solar, Lithium HUPS, Advanced Home Energy Solutions & Other Ancillaries
- Leverage the channel network for penetrating into other allied products



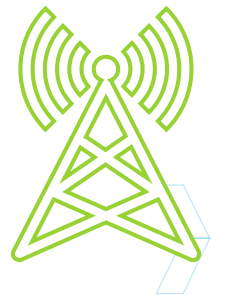
## AUTOMTOVE INTERNATIONAL (EXPAND PRESENCE)

- Focus on establishing geographic outposts with volume potential
- Expand presence to Europe & American Markets
- Deepen presence in APAC and MEA regions with enhanced marketing investment
- Wide range of products for maximum market fit including Allied business Lubes
- Explore growth opportunities including tapping new markets



## INDUSTRIAL (ENERGY SOLUTIONS)

- Focus on sustaining market share in Telecom and UPS
- Build Capabilities for offering Chemistry Agnostic Solutions
- Explore targets for market access in Europe and North America



## TECHNOLOGY

- Establish **E Positive Energy Labs**, enhance in-house competency in cell technology
- Build strategic **technology partnerships**
- Create best-in-class product portfolio for both EV and ESS



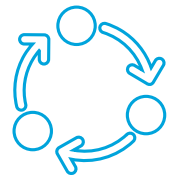
## CUSTOMERS

- Leveraging ongoing customer relationships and codevelop **custom built products**
- Capitalize CQP facility to partner with new customers
- Ensure quality and expectation management



## SUPPLY CHAIN

- Build **strategic vendors base** for Equipment and Raw Materials resulting in competitive costing
- Diversified sourcing to ensure supply security
- Implement **green initiative** within Supply Chain both through partners and self
- Initiatives for strengthening domestic Supply Chain- Diversify away from China



## TALENT

- Recruitment of global talent including **subject matter experts**
- Build **deep tech expertise** in Technology, Supply Chain and Operations
- To promote Diversity & Inclusion
- To promote **continuous learning** through upskilling and reskilling





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**ESG**





# Sustainability At Amara Raja

## Energy and Carbon

- Committed to Net Zero by 2050, net zero plan aligned with SBTi limiting to 1.5 deg increase as per Paris agreement
- Reduced intensity of Scope 1&2 emissions by 43% over FY22.
- 27.6% Renewable energy share with captive renewable at 66.9 MW

## Water Management

- All manufacturing plants are zero liquid discharge and facilities not in water-stressed areas
- Reduced absolute water consumption by 10% and intensity by 18%
- We are a 12X water positive organisation.

## Waste to Wealth

- 94% of manufacturing waste is recycled
- Reduced waste generation intensity by 11%
- Battery recycling rate is in compliance with Battery Waste Management Rules, 2022

## Product Stewardship

- Life cycle assessment for key products
- Design for sustainability – reduce resource consumption, longer life and ease of recycling
- Setting up 16 GwH of Lithium Cell and 5 GwH of pack assembly. E-hub for R&D in New Energy (AR-ACT)

## Sustainable sourcing and circularity

- 1.5 LTPA of lead recycling facility (ARCSPL) operational.
- 85%+ of lead and lead alloys from recycled sources
- Covered 70%+ suppliers by value for supplier engagement, capability building, target setting & assessments

# Sustainability At Amara Raja

## People and Community

- Roll out of Amara Raja Sustainability Academy
- All Amara Raja Group companies recognized as Best Place to Work awards from the Great Place to Work Institute
- Safety by Design in our state-of-the-art manufacturing & maintaining zero fatality status.
- CSR initiatives in thematic areas of education, primary health care, water, rural infrastructure, social forestry and skilling India. 30,000+ beneficiaries
- Targets to improve Diversity, Equity, Inclusion and Belongingness. Included in BSC and KRAs of leaders

## Governance & Transparency

- Monthly Sustainability committee led by Executive director and dedicated Group Sustainability vertical
- ESG framework & ESG reporting portal for progress monitoring
- Integrated report in FY24.
- Manufacturing certified for ISO 14001 (EMS), ISO 45001(OHSMS) and ISO 50001 (EnMS)
- Disclosures against Climate Disclosure Project (CDP) for Climate Change and internal report on Taskforce for Climate-related Financial disclosures (TCFD)

## Ratings & Awards

- B Rating CDP "Climate change" 2024"
- CSA- S&P Global ESG rating- No.1 in India in Electrical components & Equipment Sector
- ICAI- Award for Sustainability reporting in 'MidCap' category
- CII CAP 2.0- Climate Action Award 'Resilient' Category
- CII Gold award for HSE performance and CII award for Water excellence
- ASSOCHAM award for excellence in Climate Change Mitigation
- Silver Award – Asia Best Sustainability report (First time) by Asia Sustainability reporting Awards (ASRA)
- Golden Peacock Award for Sustainability and many more



# Sustainability At Amara Raja



School at Diguvmagham



Check Dams



Social Forestry



Zero Liquid Discharge Units



Solar panels (ground mounted)



Fume and Dust extraction systems



# Sustainability At Amara Raja

Recognition for our ESG efforts



ARE&M HO & ARGC bagged the Gold and Bronze Awards respectively for Excellence in Environment, Health and Safety (EHS), CII

ICAI Sustainability Reporting Award under the Mid-Cap Manufacturing Sector category



Excellence in Climate Change Mitigation by ASSOCHAM



S&P Global ESG rating

Our ranking in Electrical Components & Equipment Sector:

- #1 in India
- #2 in Asia Pacific
- #6 Globally

S&P Global ESG Score

**75/100**

Data Availability: ■ Very High

Last updated: February 05, 2025

Updated annually or in response to major developments

Score breakdown

■ ESG Score ■ Industry ESG Score Average

Environmental



Social



Governance & Economic



S&P Global CSA Score, without modeling

**74/100**

Industry CSA Score Average

29/100



## Environment

- ⑩ Environmental Management
- ⑩ Circularity
- ⑩ Value Chain Engagement
- ⑩ 5S
- ⑩ Energy Management
- ⑩ Sustainable Sourcing
- ⑩ Conflicts Minerals

## Social

- ⑩ Occupational Health & Exposure Control
- ⑩ Critical safety standards
- ⑩ Road safety
- ⑩ Corporate Social Responsibility
- ⑩ Human Rights
- ⑩ Equal Opportunities & Discrimination
- ⑩ Prevention of Sexual Harassment
- ⑩ Supplier Code of Conduct
- ⑩ Community Grievance Management

## Governance

- ⑩ Code of Ethics
- ⑩ Board Diversity
- ⑩ Anti Bribery & Anti-Corruption
- ⑩ Vigil Mechanism/ Whistle Blower
- ⑩ Materiality
- ⑩ Information Security



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# FINANCIAL OVERVIEW



# Historical Consolidated Income Statement

PARTICULARS (INR Mn)	FY23	FY24	FY25
Operational Revenue	1,03,920	1,17,084	1,28,463
Total Expenses	89,600	1,00,499	1,12,299
EBITDA	14,320	16,585	16,165
<i>EBITDA Margin (%)</i>	<i>13.8%</i>	<i>14.2%</i>	<i>12.6%</i>
Other Income	924	1,104	1,156
Depreciation	4,504	4,843	5,257
Finance Cost	296	344	443
Profit Before Exceptional Items & Tax	10,444	12,502	11,621
Exceptional Income/(Expense)	(477)	-	1,111*
PBT	9,967	12,502	12,732
Tax	2,659	3,158	3,285
PAT	7,308	9,344	9,447
<i>PAT Margin (%)</i>	<i>7.0%</i>	<i>8.0%</i>	<i>7.4%</i>
Other Comprehensive Income	1,093	(61)	(1,639)
Total Comprehensive Income	8,401	9,283	7,808
Diluted EPS (INR)	39.93	51.05	51.62

\* Exceptional income of INR 1,111 Mn during FY25 relates to insurance claim on TBD plant

# Consolidated Balance Sheet

PARTICULARS (INR Mn)	FY23	FY24	FY25
<b>Assets</b>			
<b>(1) Non-Current Assets</b>			
(A) Property, Plant And Equipment	28,555	29,095	31,164
(B) Right Of Use Asset	3,966	4,081	4,154
(C) Capital Work-in Progress	2,487	6,255	12,975
(D) Goodwill	4,280	4,358	4,358
(E) Other Intangible Assets	669	538	465
(F) Intangible Assets Under Development	8	154	7
(G) Financial Assets			
(i) Investments	2,617	3,608	3,521
(ii) Other Financial Assets	1,252	132	151
(H) Deferred Tax Assets (Net)	9	17	72
(I) Income Tax Assets (Net)	15	131	182
(J) Other Non-current Assets	1,251	2,714	2,168
<b>Total Non-current Assets</b>	<b>45,107</b>	<b>51,083</b>	<b>59,216</b>
<b>(2) Current Assets</b>			
(A) Inventories	17,340	19,484	21,954
(B) Financial Assets			
(i) Investments	1,653	3,531	3,294
(ii) Loans	887	-	-
(iii) Trade Receivables	8,866	11,358	12,631
(iv) Cash And Cash Equivalents	949	983	1,578
(v) Bank Balances Other Than Cash And Cash Equivalents	104	195	168
(vi) Other Financial Assets	3,222	919	209
(C) Other Current Assets	1,494	2,225	2,632
<b>Total Current Assets</b>	<b>34,513</b>	<b>38,695</b>	<b>42,467</b>
<b>Total Assets (1+2)</b>	<b>79,621</b>	<b>89,778</b>	<b>1,01,683</b>

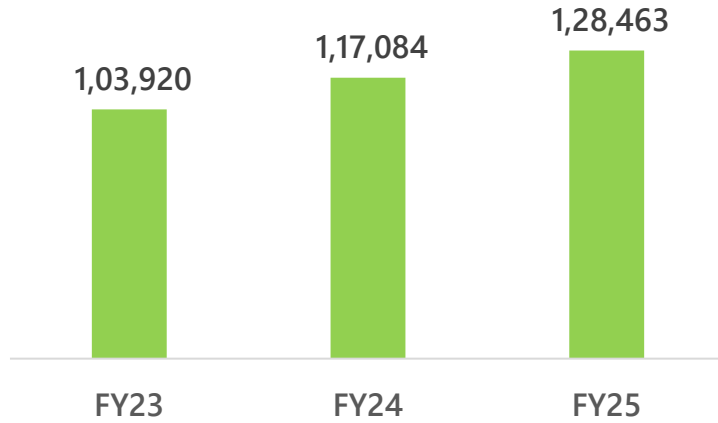
PARTICULARS (INR Mn)	FY23	FY24	FY25
<b>Equity And Liabilities</b>			
<b>(1) Equity</b>	<b>60,070</b>	<b>67,987</b>	<b>73,891</b>
(A) Equity Share Capital	171	183	183
(B) Other Equity	59,900	67,804	73,708
<b>(2) Non-Current Liabilities</b>			
(A) Financial Liabilities			
(i) Borrowings	800	260	-
(ii) Lease Liabilities	635	751	814
(B) Provisions	1,463	1,838	2,106
(C) Deferred Tax Liabilities (Net)	1,040	906	743
(D) Other Non-Current Liabilities	830	785	996
<b>Total Non-Current Liabilities</b>	<b>4,768</b>	<b>4,540</b>	<b>4,658</b>
<b>(3) Current Liabilities</b>			
(A) Financial Liabilities			
(i) Borrowings	311	273	1,446
(ii) Lease Liabilities	268	283	349
(iii) Trade Payables	7,577	8,565	10,866
(iv) Other Financial Liabilities	2,537	3,614	5,106
(B) Provisions	1,417	1,328	1,767
(C) Current Tax (Net)	3	-	1
(D) Other Current Liabilities	2,670	3,188	3,599
<b>Total Current Liabilities</b>	<b>14,782</b>	<b>17,251</b>	<b>23,133</b>
<b>Total Equity And Liabilities (1+2+3)</b>	<b>79,621</b>	<b>89,778</b>	<b>1,01,683</b>

\* Numbers for FY2023 are restated considering acquisition of Plastic division of Mangal Industries

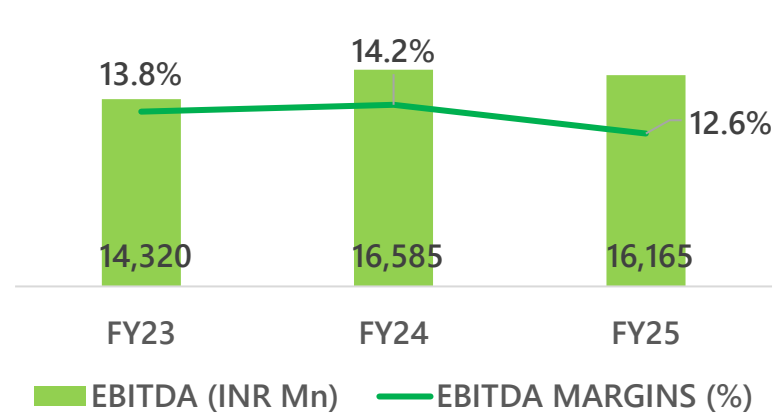


# Consolidated Financial Charts

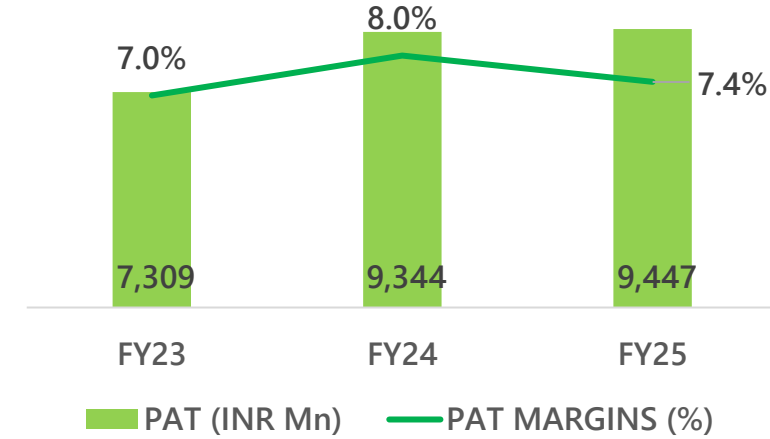
REVENUES (INR Mn)



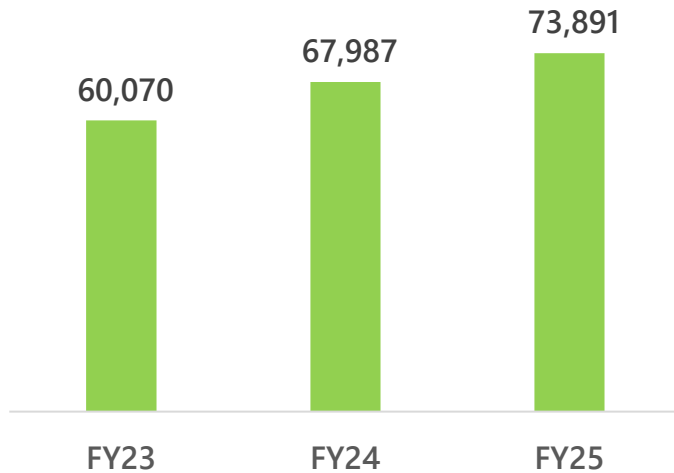
EBITDA (INR Mn) & EBITDA MARGIN (%)



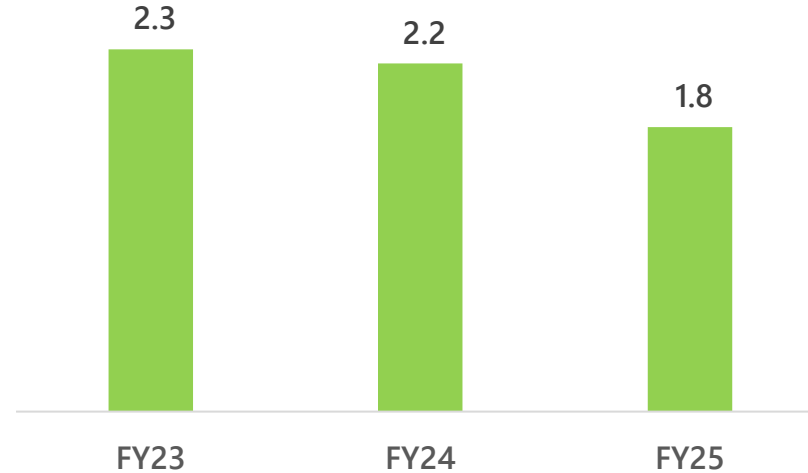
PAT (INR Mn) & PAT MARGIN (%)



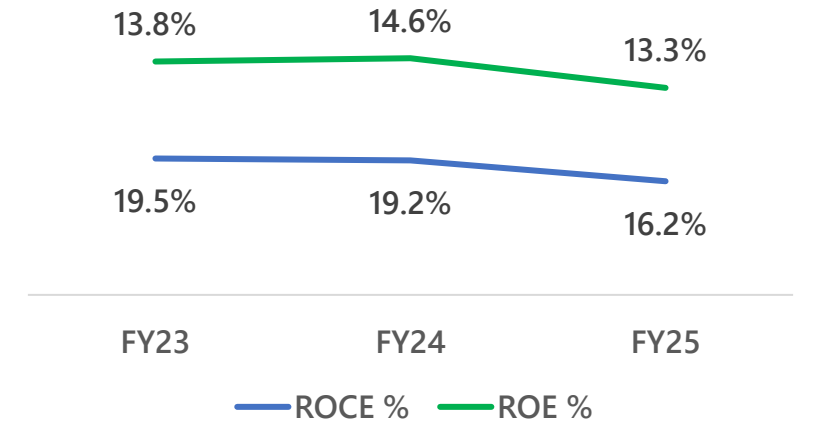
NETWORTH (INR Mn)



CURRENT RATIO

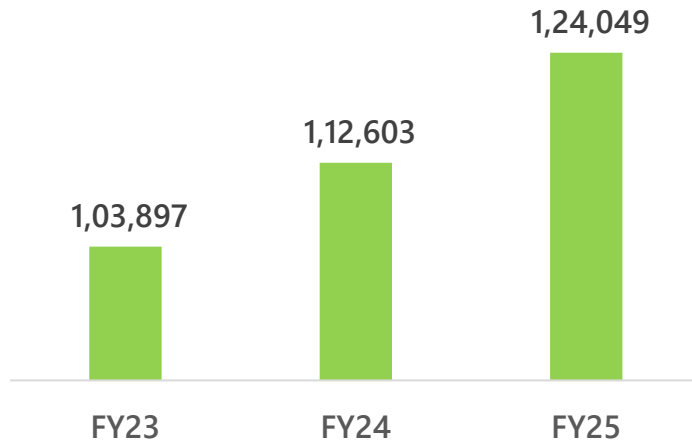


ROCE (%) & ROE (%)

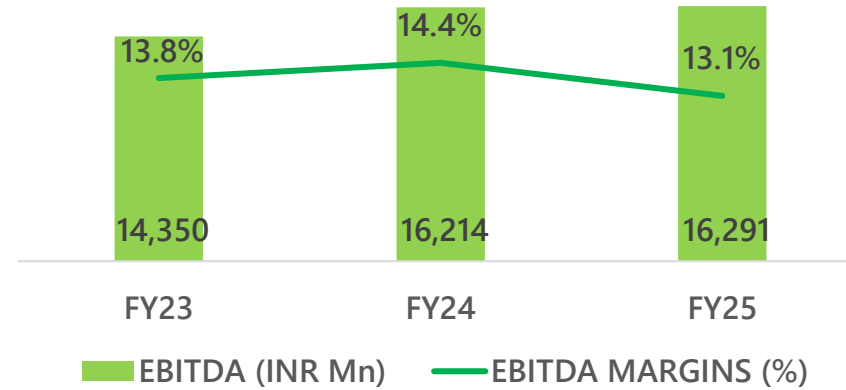


# Standalone Financial Charts

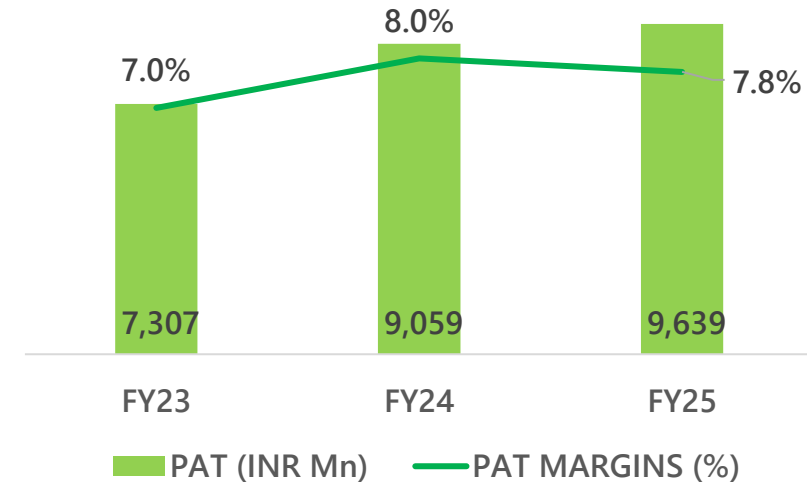
REVENUES (INR Mn)



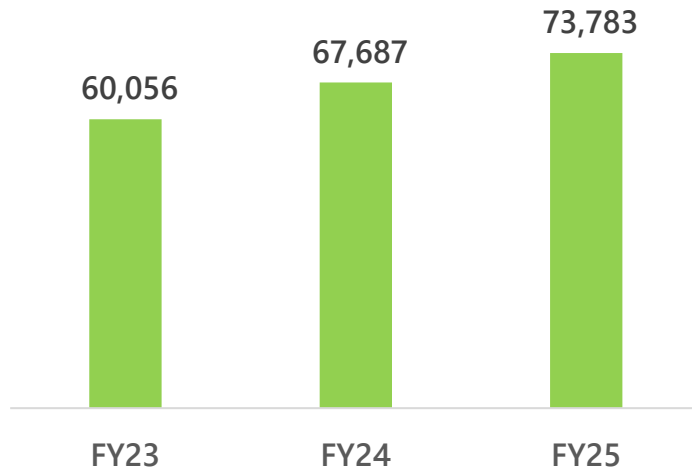
EBITDA (INR Mn) & EBITDA MARGIN (%)



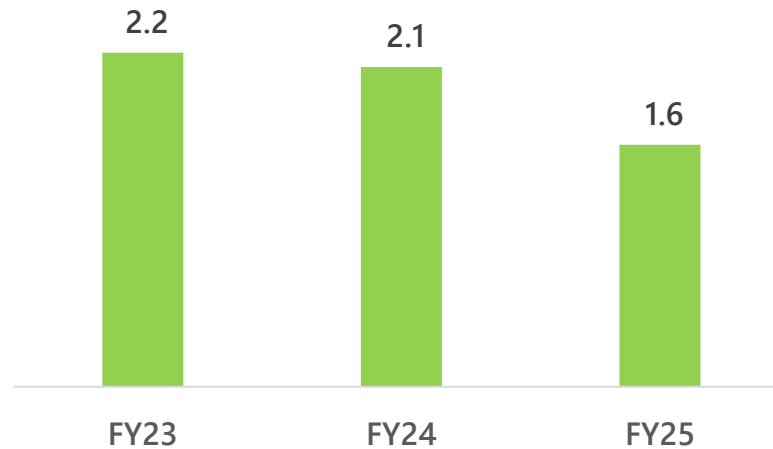
PAT (INR Mn) & PAT MARGIN (%)



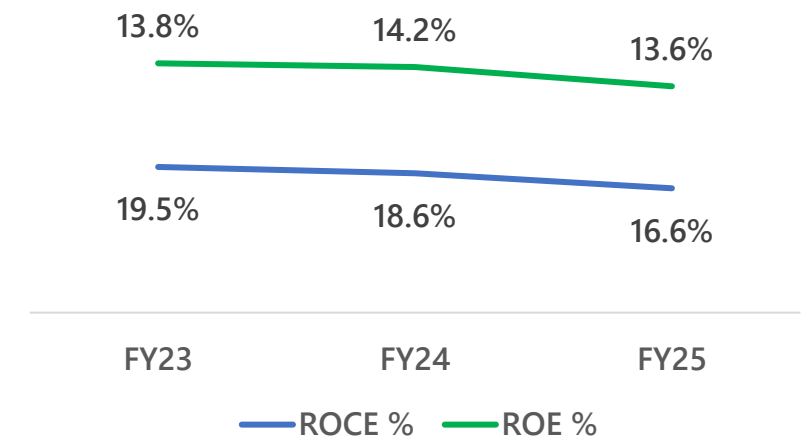
NETWORTH (INR Mn)



CURRENT RATIO



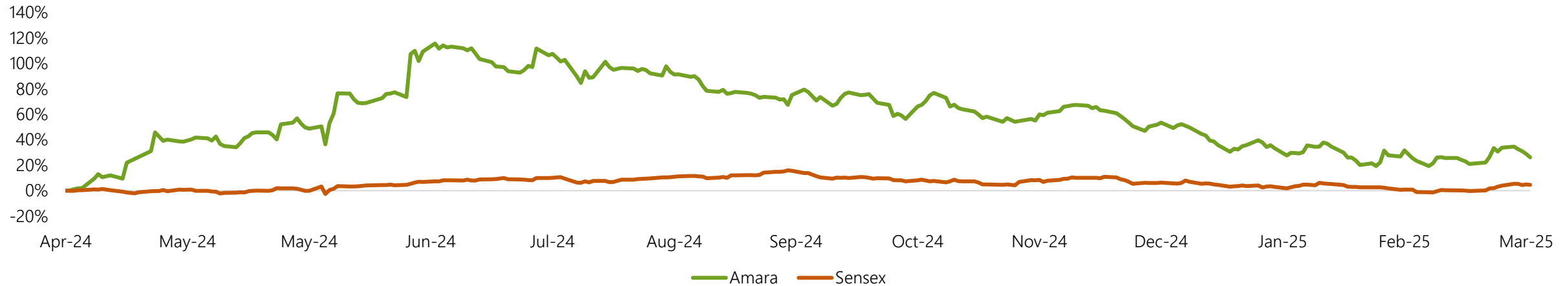
ROCE (%) & ROE (%)



# Capital Market Data

NSE: ARE&M | BSE: 500008 | Bloomberg: AMRJ:IN | Reuters: AMAR.NS / AMAR.BO

## 1 YEAR STOCK PERFORMANCE

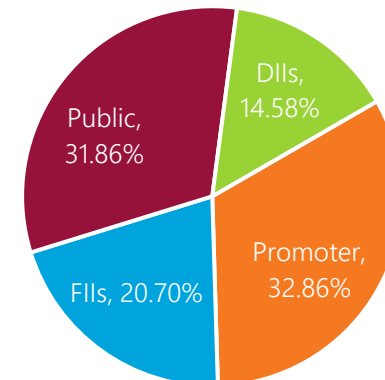


## PRICE DATA (AS ON 31<sup>st</sup> MARCH, 2025)

INR

Face Value	1.0
CMP	1,003.0
52 Week H/L	1,774.9/767.6
Market Cap (INR Mn)	1,83,574.4
Shares O/S (Mn)	183.0
Avg. Vol. ('000)	1,482.8

## SHAREHOLDING PATTERN (AS ON 31<sup>st</sup> MARCH, 2025)



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**THANK YOU**

