

# + Buoyed by US, EU trade deals, Exide Industries looks to generate additional exports of ₹500 crore

**Our Bureau**  
Kolkata

Buoyed by India's trade deals with the US and the EU, storage battery major Exide Industries is eyeing to increase its overseas business to around 8-9 per cent of its turnover by the next fiscal-end from around 5 per cent currently.

The company is looking to generate additional exports of around ₹400-500 crore between this financial year and the next, backed by high-value exports due to an exclusive tie-up with a European partner and the benefits coming from the trade deals.



Avik Roy, MD & CEO,  
Exide Industries

Its export business witnessed a degrowth year on year in Q3 amid tariff-linked challenges in the US and global geopolitical uncertainties. "Our overseas business used to be around 8-9 per cent of our turnover, but

it has come down to around 5 per cent. After the decrease in tariffs in the US and the trade deal with the EU, this should again go up," Exide Industries MD & CEO Avik Roy said.

## GLOBAL EXPORTS

He said the company had entered into an exclusive arrangement with a European entity as part of its global exports expansion strategy.

According to him, in the next financial year, the auto replacement market would grow in double-digit, while OEM would be strong in the domestic market.

"In the first half of this fiscal, OEM growth was slow," Roy said. Overall, the

domestic business growth (excluding Telecom) during Q3 was 10 per cent.

Auto OEM business grew more than 25 per cent, leading to increased market share across multiple segments.

## BIZ GROWTH

Overall, 92 per cent of the business grew over 12 per cent, whereas the rest 8 per cent of the business declined 38 per cent. On a quarter-on-quarter basis, the EBITDA margin improved 221 basis points.

Exide Industries is eyeing ₹20,000 crore turnover in the next three years. It has set a target of ₹25,000 crore turnover by 2030.