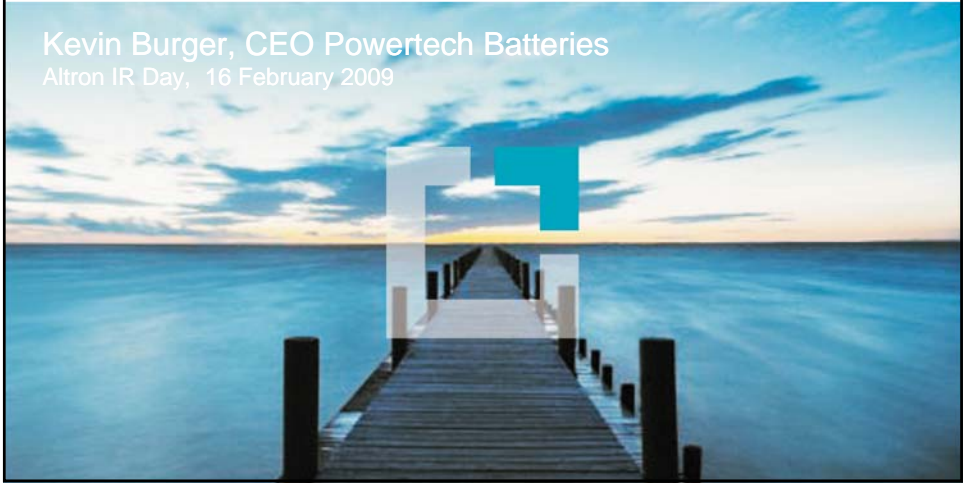
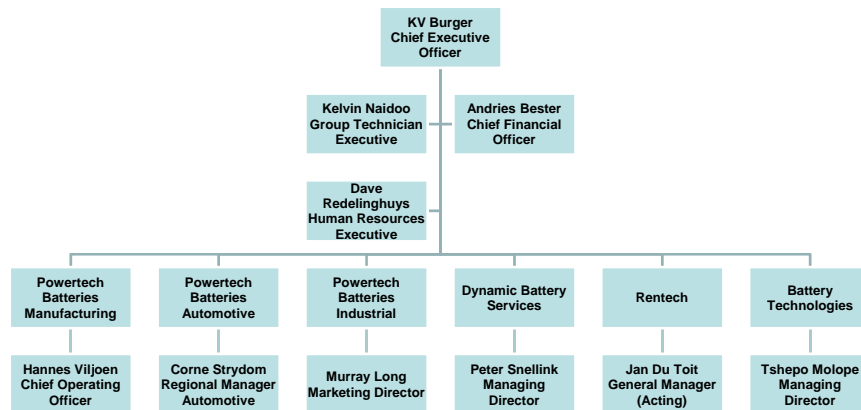


**Overview of Powertech Batteries**

Kevin Burger, CEO Powertech Batteries  
Altron IR Day, 16 February 2009



**This is who we are**



## BB BEE Status



- ❑ Battery Technologies have been awarded AAA recognition by Empowerdex – equal “level 2 contributor”
- ❑ The rest of Powertech Batteries is undergoing an Empowerdex audit during early April 2009
  - Results of the audit will be made known thereafter



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## This is what we do



- ❑ **Powertech Batteries, Willard & Sabat:**
  - Market leading supplier to the South African automotive battery replacement market
  - Significant supplier of industrial batteries to the mining traction & surface traction sectors
  - Significant supplier of automotive batteries to the OE sector
  - Major supplier of lamp room asset management systems
  - Major supplier of surface asset management systems
  - Major supplier into power utilities, power standby & transport utility sectors

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**Willard**  
Batteries  
THE POWER OF TECHNOLOGY  
Driven by Powertech

**SABAT**  
SOUTH AFRICA'S FASTEST MOVING BATTERIES  
Driven by Powertech

## This is what we do



**Willard**Batteries  
THE POWER OF TECHNOLOGY  
Driven by Powertech



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## This is what we do



## This is what we do



Driven by Powertech

### Battery Technologies:

- Significant supplier of DC power systems to local and international cellular telecoms networks
  - Power systems include:
    - Batteries only
    - batteries & rectifiers
    - hybrid systems harnessing solar power, AC power, diesel gensets
- Power system integration & design for telecoms networks
- Provider of batteries for commercial & domestic scale UPS systems



## This is what we do

### Renergy Technologies:

- Design & provision of fully & partially autonomous traffic light solar power systems
- Design & provision of solar power solutions to the cellular and fixed line telecoms networks
- Design & provision of solar power solutions for primary power supply in areas where no AC connections exist



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## This is who we do it with



### Automotive replacement sector

- Autozone
- Midas
- HiQ
- Independent retail agents
- KwikFit
- SupaQuick .....



### Original Equipment manufacturers

- GM
- Volkswagen
- Ford
- Hyster
- Toyota
- Mitsubishi Motors
- Linde
- Clarke
- Criterion (Yale ....???)



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## This is who we do it with



### Standby & Stationary

- Eskom
- Standard Bank
- Nedbank
- First National Bank
- Business Connexion
- Tedelex
- Meissner



### Telecommunications

- Vodacom,
- Celstel,
- Cell Plus Mauritius,
- Telkom ...



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## This is who we do it with



### Industrial

- Hyster,
- Jungheirich,
- Toyota,
- Linde ....



### Mining

- Anglo Platinum,
- Anglo Gold,
- Harmony,
- Goldfields,
- Impala Platinum,
- Anglo Coal ....



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## Our Partners



- Eaton
- EnerSys
- Unisolar
- Outback
- Phocos
- Delkor



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## This is where we do it



### ❑ Sales & Distribution Outlets

- **South Africa:** Johannesburg, Pretoria, Klerksdorp, Bloemfontein, Pinetown, Port Elizabeth, Cape Town
- **Namibia:** Windhoek
- **Nigeria:** Lagos
- **Tanzania:** Dar es Salaam
- **UK:** Skelmersdale

### ❑ Manufacturing

- Port Elizabeth



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## Our Factory



- ❑ Principle manufacturing facility is in Port Elizabeth, South Africa
- ❑ The first & only auto & industrial battery factory in South Africa to enjoy full ISO 18001 accreditation
- ❑ Also hold accreditation as follows:

- ISO 9001
- ISO 14001
- TS 16949 (TUV)
- Ford Q1
- VDA 6.1
- SABS



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## Our Factory (contd...)



- ❑ Arguably, the most modern automotive battery factory in South Africa, following
  - R40m investment in continuous positive production facility
  - R60m investment in 2 fully-automatic assembly lines, capable of
    - 6 batteries p/minute for standard automotive size units
    - 2 batteries p/minute for large truck & bus units
  - Project Status:
    - Continuous positives - complete & in production
    - Truck & bus line – installed, commissioning week 9
    - Fast line – currently being installed, commissioning week 13

❑ So, how does all of this look ?

## Continuous Positive Production (Automotive)



- ❑ Before ! .....
- [DICKENSIAN Grid Casting 4.AVI](#)
- [Precise Hopper Load 5.AVI](#)
- [Splitting Line Efficiency at its best 2.AVI](#)
  
- ❑ And After ! .....
- [New Continuous Positive Line+Robot.AVI](#)

## Existing Automotive Assembly Line (1)



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## Existing Automotive Assembly Line (2)



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## New Automotive Assembly Line (1)



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## New Automotive Assembly Line (2)



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## New Automotive Assembly Line (3)



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## Grid & Spine Production (Industrial)



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## Threats and Opportunities



### Threats

- ❑ The overall economy and its effect upon demand within the mining, industrial and automotive OE market sectors
- ❑ Leapfrog technology, whereby the energy crises worldwide would dictate alternative solutions to starter batteries (NimH and Li-Ion)
- ❑ Resurgence in worldwide demand for lead and the consequential price implications for this commodity metal
- ❑ Resurgence in availability of low-cost, low-quality, imports, specifically in standby automotive starting and traction batteries
- ❑ Inadequate progress on BBBEE issues, particularly in regard to management skills.
- ❑ Worsening technical skills shortage

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## Threats and Opportunities (cont.)



### Opportunities

- ❑ The Sub Saharan cellular telecoms roll-out and the growing requirement for hybrid standby power systems
- ❑ The newly available high tech spare capacity within our automotive, starter-battery plant
- ❑ Newly accessible efficiency improvements from our automated production lines
- ❑ Accelerated solar power roll-outs (pre-2010 world cup) for purposes of powering traffic lights
- ❑ Improved business efficiency and cost containment due to SAP implementation
- ❑ Entry into alternative power storage product lines, typically on an agency basis
- ❑ Requirement for clean power, specifically in traction applications
- ❑ General acceleration of demand for power storage solutions

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*Thank you*

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