

Lithium Battery Sales Report



February 2012

**GWL/Power
i4wifi a.s.**



GWL/Power History Highlights

- 1994 - founded, a private business for information technology (IT)
- 2002 - started business in computer networking
- 2007 - partner acquisition i4wifi a.s. formed
- 2008 - first power systems for IT networking
- 2009 - LiFePo4 distribution started
- 2009 - investment of the GWL group
- 2010 - on-line web www.ev-power.eu introduced
- 2011 - 1,000,000 Ah sales reached
- 2012 - the key distributor for the key producers



GWL/Power Key Products



**GWL
POWER**



SinoPoly

TC Lithium
Chargers



GWL/Power Sales Territory



Sales Territory
European Union

GWL/Power European Customers



the advantage of the GWL/Power warehouse location

Country	Customers
DE - Germany	232
Non-EU Countries	147
CZ - Czech	120
IT - Italy	95
AT - Austria	94
FR - France	78
SP - Spain	73
NL - Holland	50
UK - United Kingdom	42
SI - Slovenia	42
PT - Portugal	38
SE - Sweden	34
HU - Hungary	33
BE - Belgium	28
DK - Danmark	25
PL - Poland	21
FI - Finland	21
BG - Bulgaria	17
GR - Greece	16
HR - Croatia	14
RO - Romania	13
SK - Slovakia	12
RU - Russia	10
RS - Serbia	10
NO - Norway	7
Total 2012/2	1272



GWL/Power EU Facility



3800 m2 of storage area



fast logistic operation



customer reception



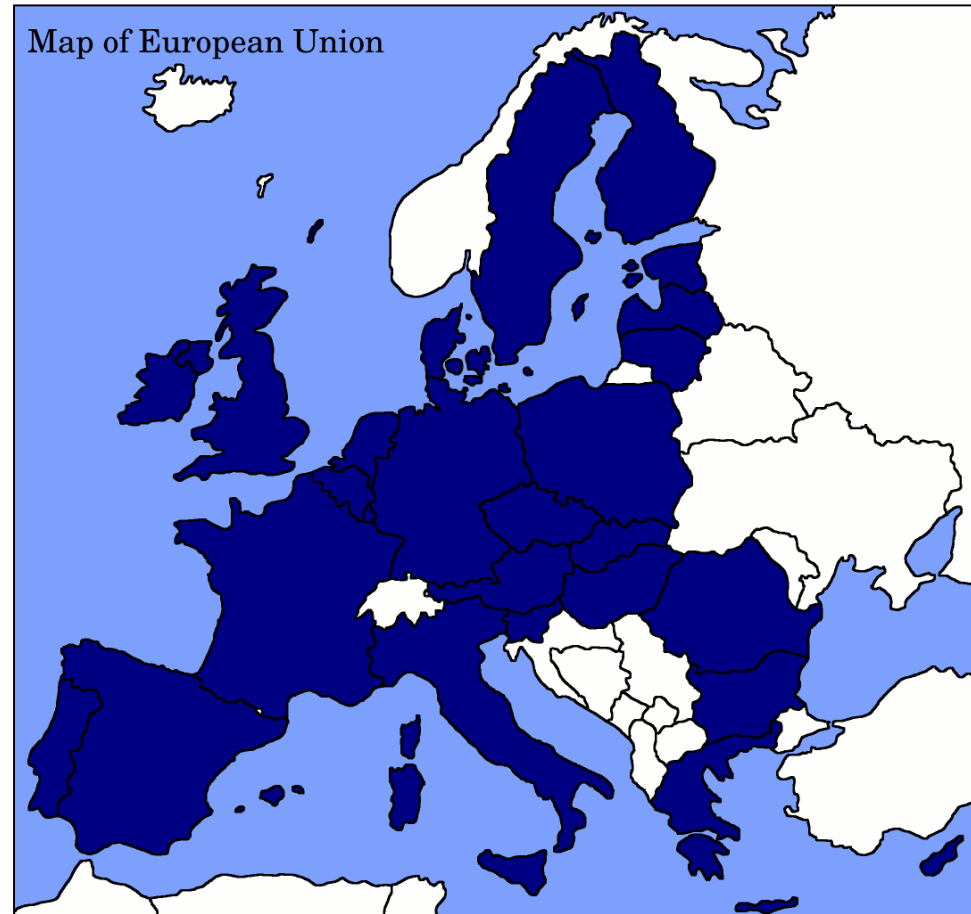
friendly staff



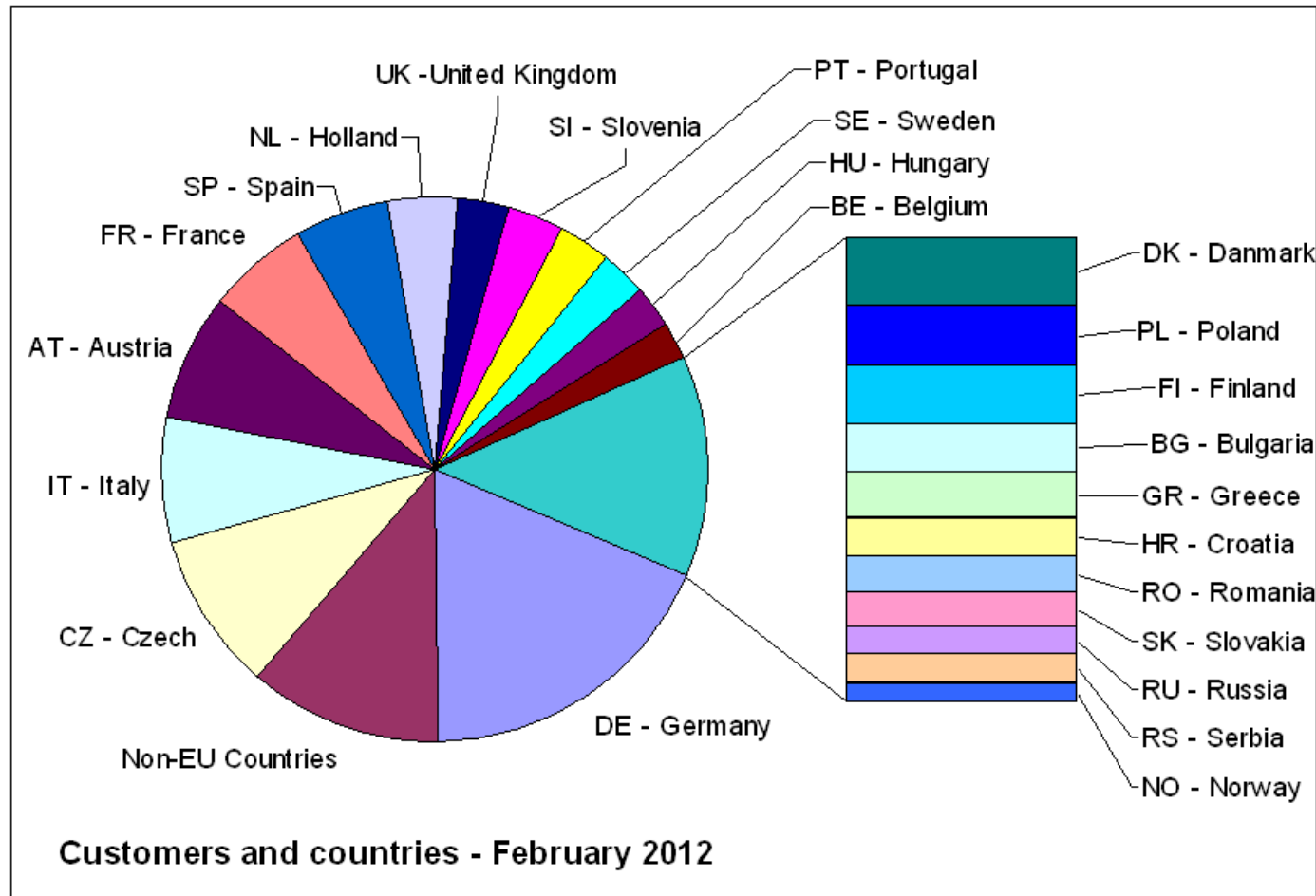
training center

GWL/Power EU Single Market

- single market
- no borders
- single currency
- 2-3 day delivery



GWL/Power Customer Share

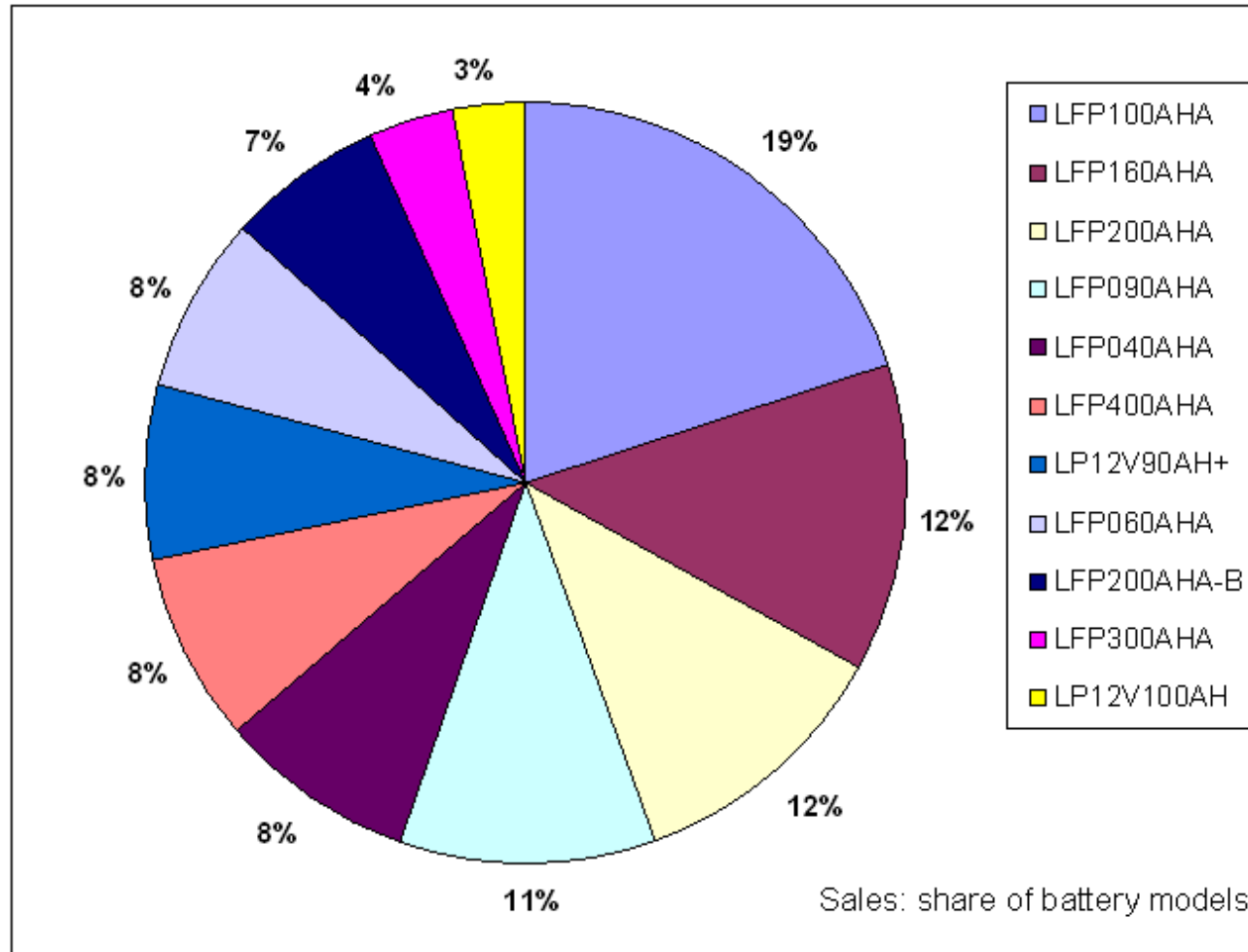




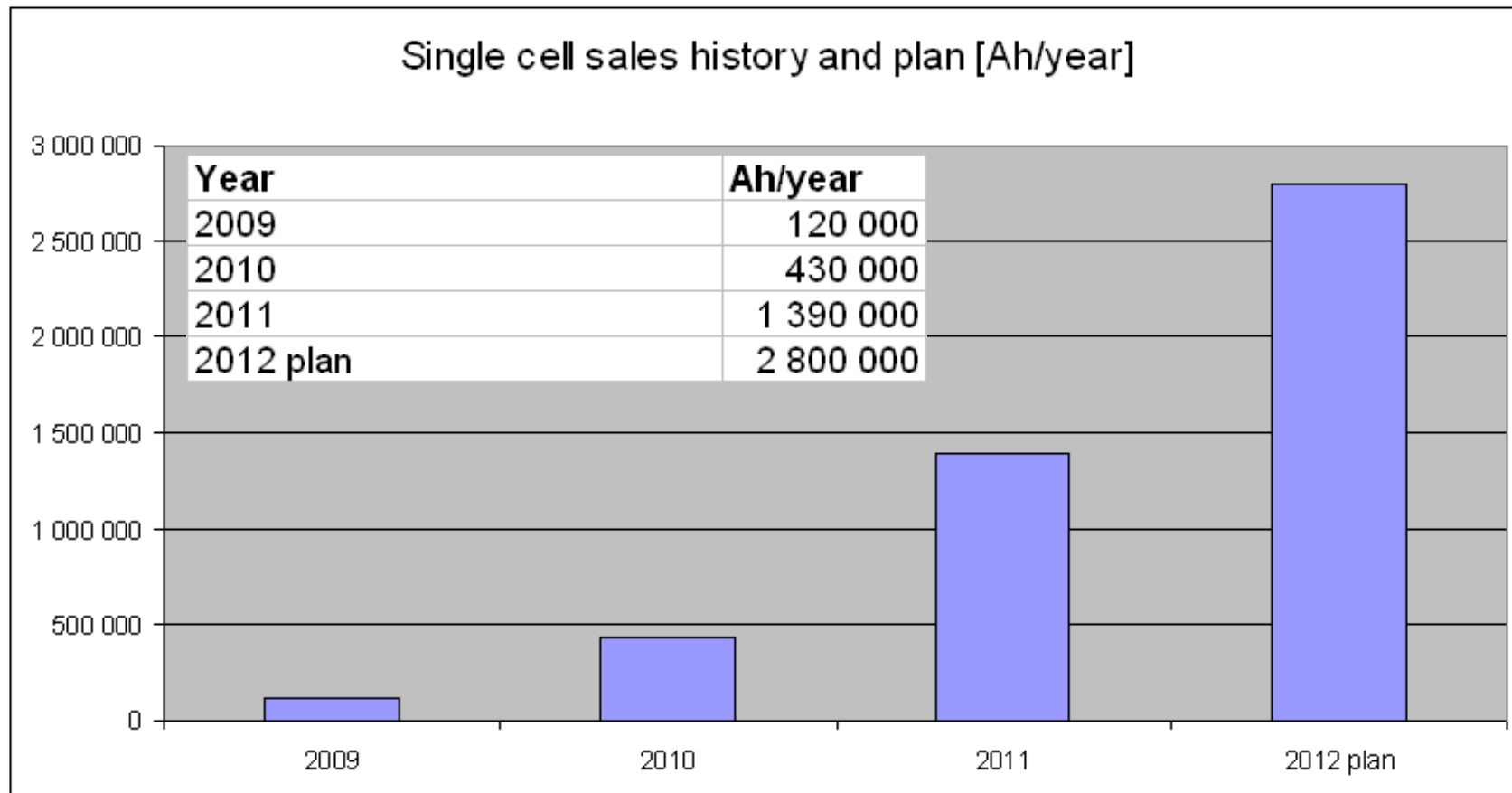
GWL/Power Lithium Cell Models

Code	Name	QTY	Ah	Total Ah
LFP100AHA	WB-LYP100AHA LiFeYPO4 (3.2V/100Ah)	4000	100	400 000
LFP160AHA	WB-LYP160AHA LiFeYPO4 (3.2V/160Ah)	1600	160	256 000
LFP200AHA	WB-LYP200AHA - LiFeYPO4 (3.2V/200Ah WIDE)	1150	200	230 000
LFP090AHA	WB-LYP90AHA LiFeYPO4 (3.2V/90Ah)	2350	90	211 500
LFP040AHA	WB-LYP40AHA LiFeYPO4 (3.2V/40Ah)	4150	40	166 000
LFP400AHA	WB-LYP400AHA LiFeYPO4 (3.2V/400Ah)	400	400	160 000
LP12V90AH+	Lithium Battery 12V/90Ah (WB-LP12V90AH)	420	360	151 200
LFP060AHA	WB-LYP60AHA LiFeYPO4 (3.2V/60Ah)	2500	60	150 000
LFP200AHA-B	WB-LYP200AHA LiFeYPO4 (3.2V/200Ah TALL)	650	200	130 000
LFP300AHA	WB-LYP300AHA LiFeYPO4 (3.2V/300Ah)	250	300	75 000
LP12V100AH	Lithium Yttrium High Power Battery LiFeYPO4 (12V/100Ah)	150	400	60 000
LP12V40AH+	Lithium Battery 12V/40Ah (WB-LP12V40AH)	370	160	59 200
LP12V80AH	Lithium Yttrium High Power Battery LiFeYPO4 (12V/80Ah) -	180	320	57 600
LP12V60AH+	Lithium Battery 12V/60Ah (WB-LP12V60AH)	230	240	55 200
LP12V20AHB	Lithium Battery LiFePO4 (12V/20Ah)	470	80	37 600
SE180AHA	SE180AHA - Lithium Cell LiFePO4 (3.2V/180Ah)	200	180	36 000
LFP020AH	LiFePO4 High Power Cell (3.2V/20Ah)	1450	20	29 000
SE100AHA	SE100AHA - Lithium Cell LiFePO4 (3.2V/100Ah)	250	100	25 000
LP12V17AHP	LiFePO4 Battery Pack (12V/17Ah PCM)	330	70	23 100
LP12V40AH	Lithium Yttrium High Power Battery LiFeYPO4 (12V/40Ah) -	180	120	21 600
LP12V20AH	Lithium Yttrium High Power Battery LiFeYPO4 (12V/20Ah)	260	80	20 800
LFP700AHA	WB-LYP700AHA LiFeYPO4 (3.2V/700Ah)	25	700	17 500
EVBAT36V10A	Baterie pro EV kola včetně nosiče - EVBike 36V/10Ah	140	120	16 800
LP12V7AHP	LiFePO4 Battery Pack (12V/7.5Ah PCM)	370	30	11 100
January 2009 - February 2012				2 400 200 Ah

GWL/Power Top Lithium Cell Share



GWL/Power Lithium Cell Sales





GWL/Power Other EV products

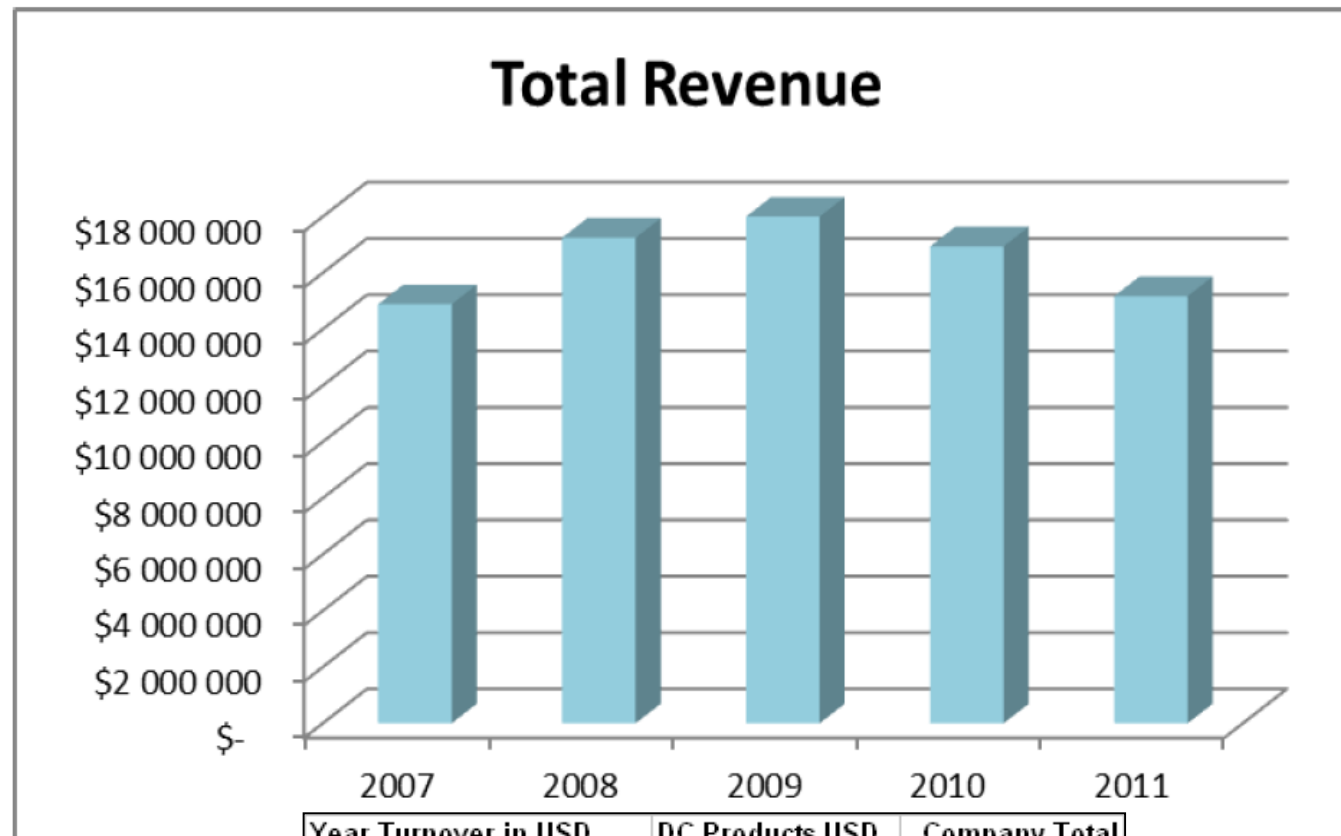
Product sales share

The **3,2 V cells** are most used in the EV applications and so make 65% of the revenue, followed by **12 V Batteries** (18%), systems for **management and monitoring - BMS** and others (6%) and **chargers** (5%).

Category	Total Units	Total Revenue	Average Unit Cost	Revenue Products Categories
3,2 V Batteries	11744	\$1 462 071	\$124	65%
12 V Batteries	1691	\$397 802	\$235	18%
Management and Monitoring	5097	\$139 599	\$27	6%
Chargers	595	\$101 311	\$170	5%
EVbike	321	\$84 715	\$264	4%
Bateries with PCM	335	\$21 032	\$63	1%
Accesories	6799	\$26 126	\$4	1%

GWL/Power Group Total Results

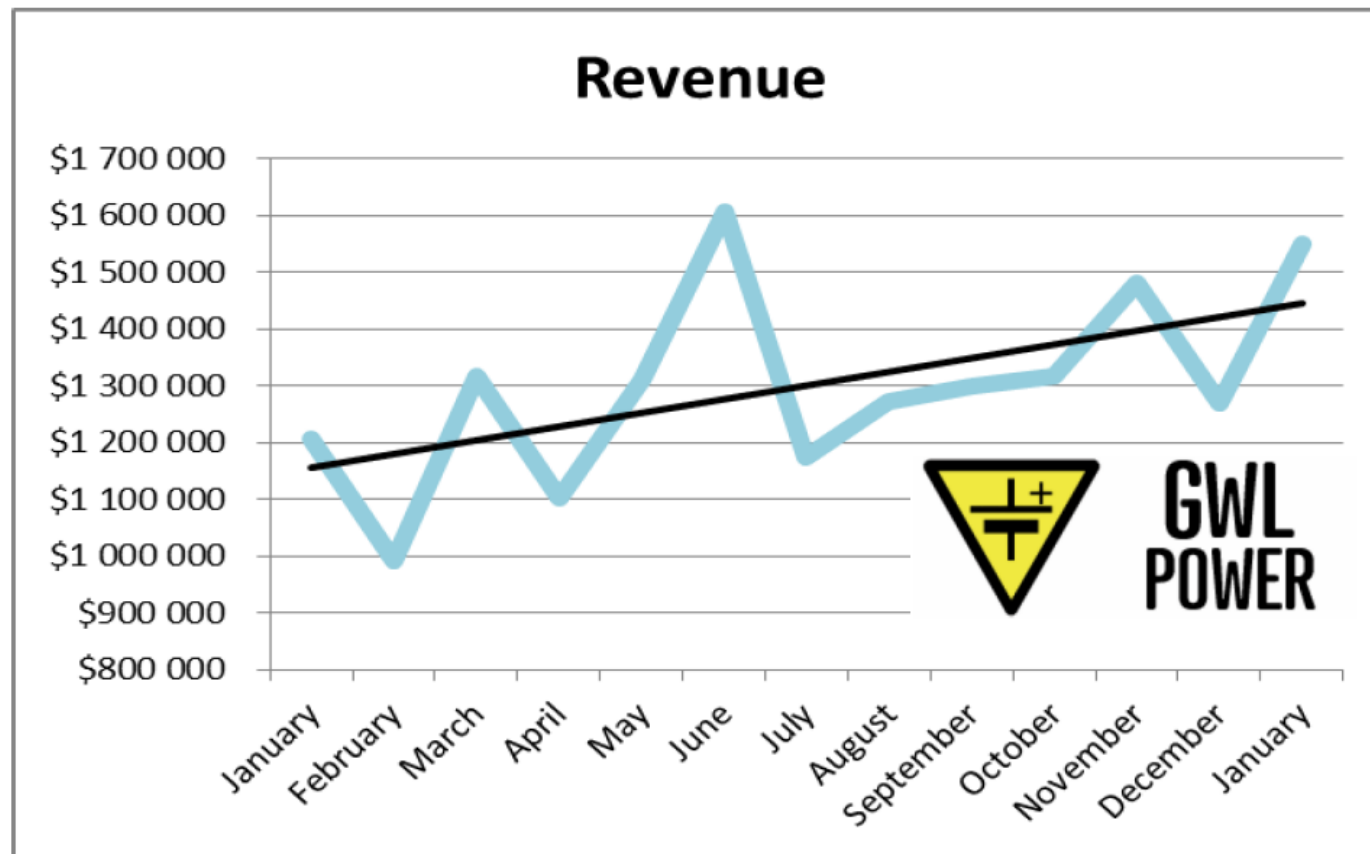
The total 2011 revenue reached **USD \$15,169,000** thus still making **2% increase** over 2007 revenue results.



Year Turnover in USD	DC Products USD	Company Total
2009	\$197 582	\$17 000 000
2010	\$699 077	\$16 400 000
2011	\$2 246 421	\$15 170 000
2012 plan	\$4 560 440	\$18 000 000

GWL/Power Group Steady Growth

Despite lower revenue in the 2011, there is positive increasing in following chart which represents monthly change in 2011.





GWL/Power Group Summary

2011

We have a customer base of **hundreds European customers** from Germany, France, Austria, Italy and other countries who regularly buy the energy/power solutions and products from us. We import large capacity LiFePO4 batteries and related electronics from original equipment manufacturers in China, Taiwan and Japan.

We have **44 000 sq fts** of warehouse area, our own **technical service department, training center** and **customer support center**. In order to meet the needs we develop and market our own products designed either by our own staff or by partner subcontractors. Such products include special design of BMS systems and other Management and monitoring tools.

i4wifi a.s. obtain the **CEKIA Stability Award** evaluate the stability of company and awards grade by the financial and non-financial indexes. We were awarded by the best grade AAA+ means excellent stability which has **only 8% of Czech companies**.

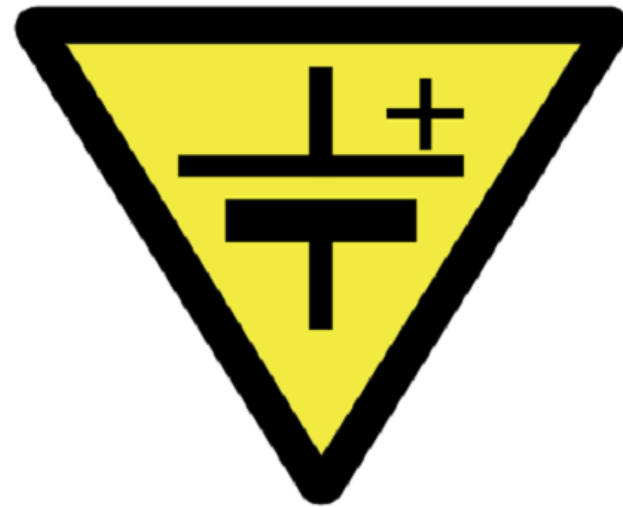


**GWL
POWER**



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