

# **GWL/Power 2012 Sales Report**



**January 2013**

**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 (UK)



**GWL  
POWER**



# GWL/Power History Highlights

- 2010 - on-line web [www.ev-power.eu](http://www.ev-power.eu) introduced
- 2011 - aggregated total of 1,000,000 Ah sales
- 2012 - aggregated total of 5,000,000 Ah sales
- 2013 - the key distributor for the key products
  - LiFePO4 cells and batteries
  - Battery Chargers
  - BMS Systems
  - PV Solar Panels
  - ARM PC Platforms
  - Solar Chargers MPPT
  - High Power DC regulators
  - (Micro)Invertors (DC/AC)

# GWL/Power 2012 Total Sales Data

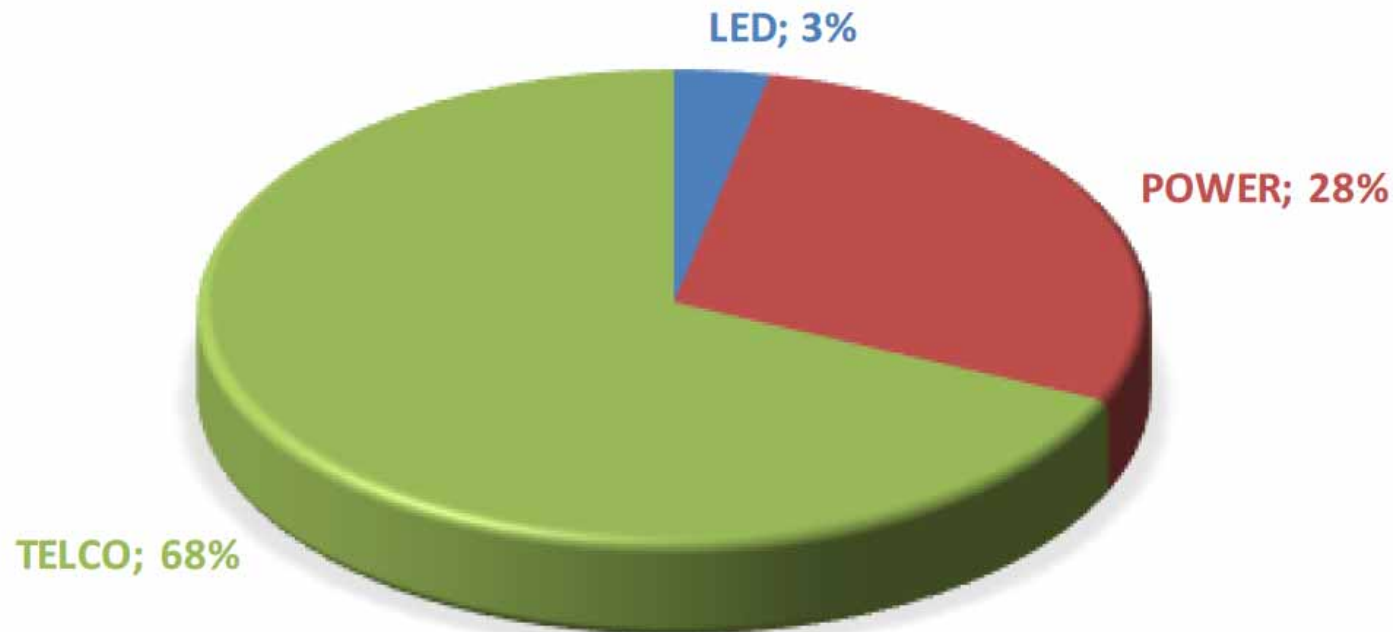
Total Company Revenue USD \$18 021 000

GW/Power - USD \$5 135 000



**GWL  
POWER**

% OF REVENUE





# GWL/Power Key Products



**GWL  
POWER**



**Winston Battery**  
The Energy for Future



**CALB**  
CHINA AVIATION LITHIUM BATTERY

**SinoPoly**



Lithium  
Chargers



AGN  
MOTORS



evnetics



# GWL/Power Sales Territory



Sales Territory  
European Union

# GWL/Power European Customers



EU Country	2013	2012	Growth	VIP
DE - Germany	355	232	53%	48
IT - Italy	295	95	211%	37
FR - France	164	78	110%	17
AT - Austria	150	94	60%	20
ES - Spain	129	73	77%	8
NL - Holland	101	50	102%	10
SI - Slovenia	99	42	136%	16
GB - United Kingdom	88	42	110%	9
PL - Poland	88	21	319%	20
HU - Hungary	87	33	164%	10
CH - Swiss	78	48	63%	5
PT - Portugal	66	38	74%	4
BE - Belgium	63	28	125%	3
FI - Finland	62	21	195%	4
SE - Sweden	61	34	79%	3
DK - Danmark	56	25	124%	3
RO - Romania	52	13	300%	3
GR - Greece	44	17	159%	3
NO - Norway	36	7	414%	2
BG - Bulgaria	31	17	82%	10
HR - Croatia	26	14	86%	2
RS - Serbia	20	10	100%	3
RU - Russia	15	10	50%	0

the advantage of the GWL/Power warehouse location



# GWL/Power EU Facility



3800 m2 of storage area



fast logistic operation



customer reception



friendly staff

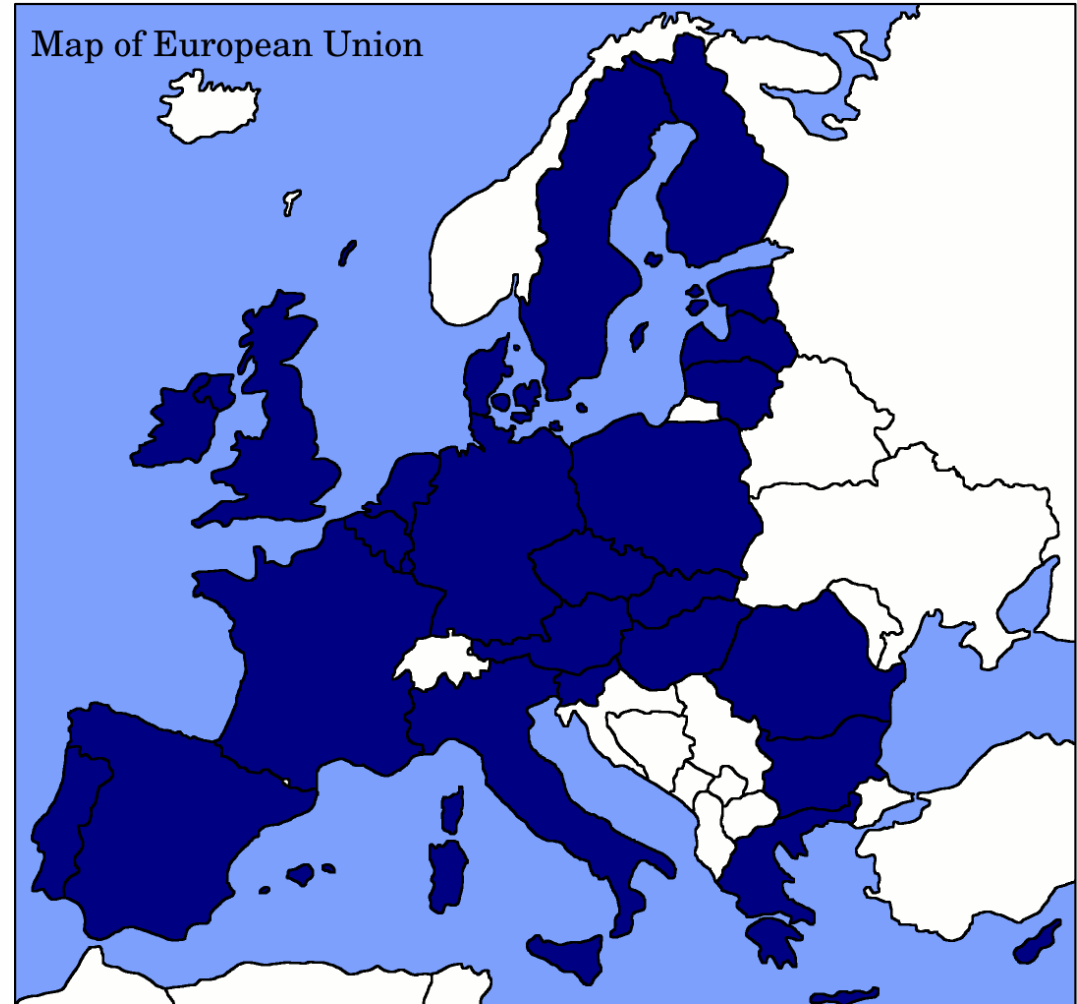


training center



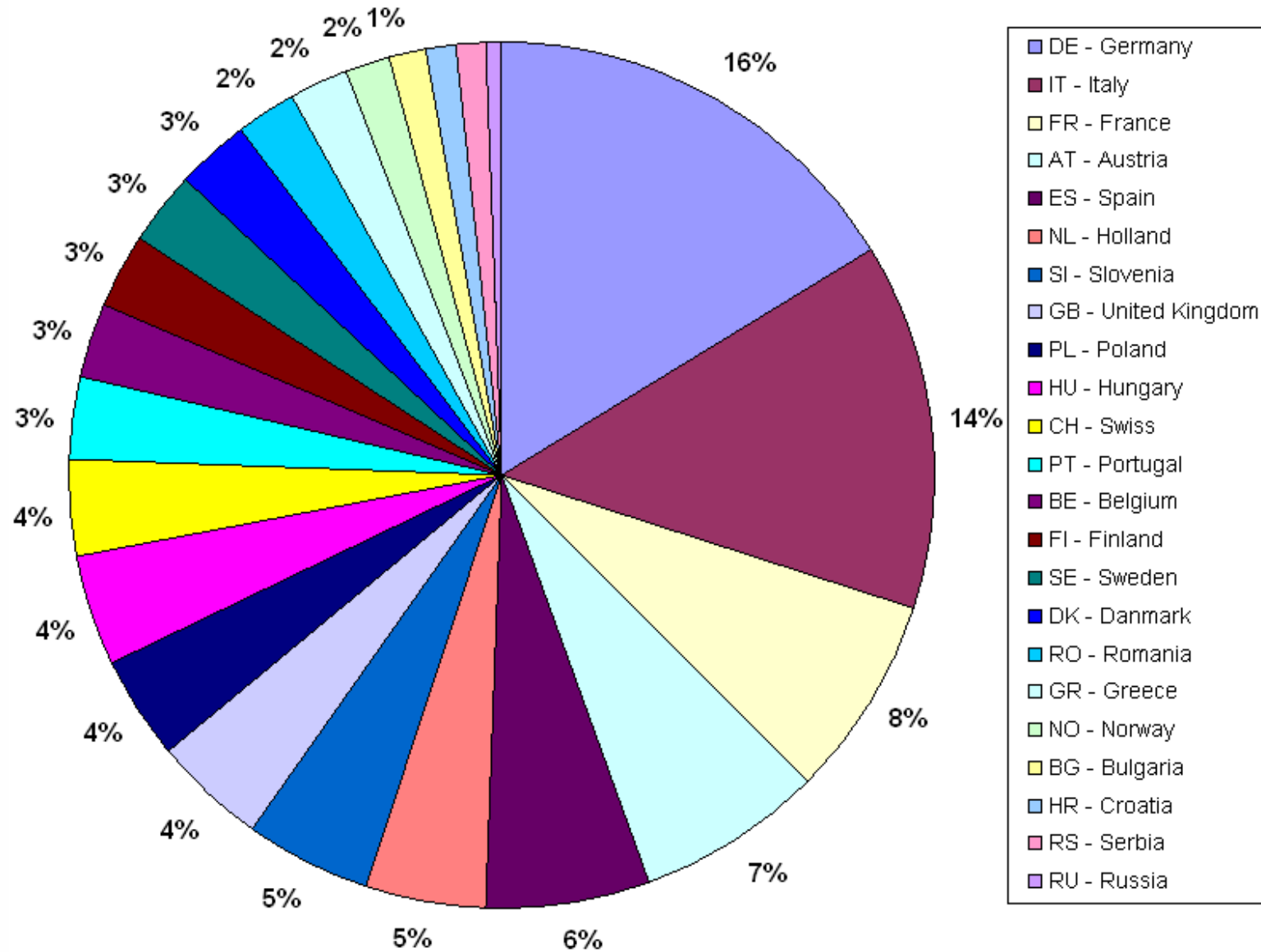
# GWL/Power EU Single Market

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



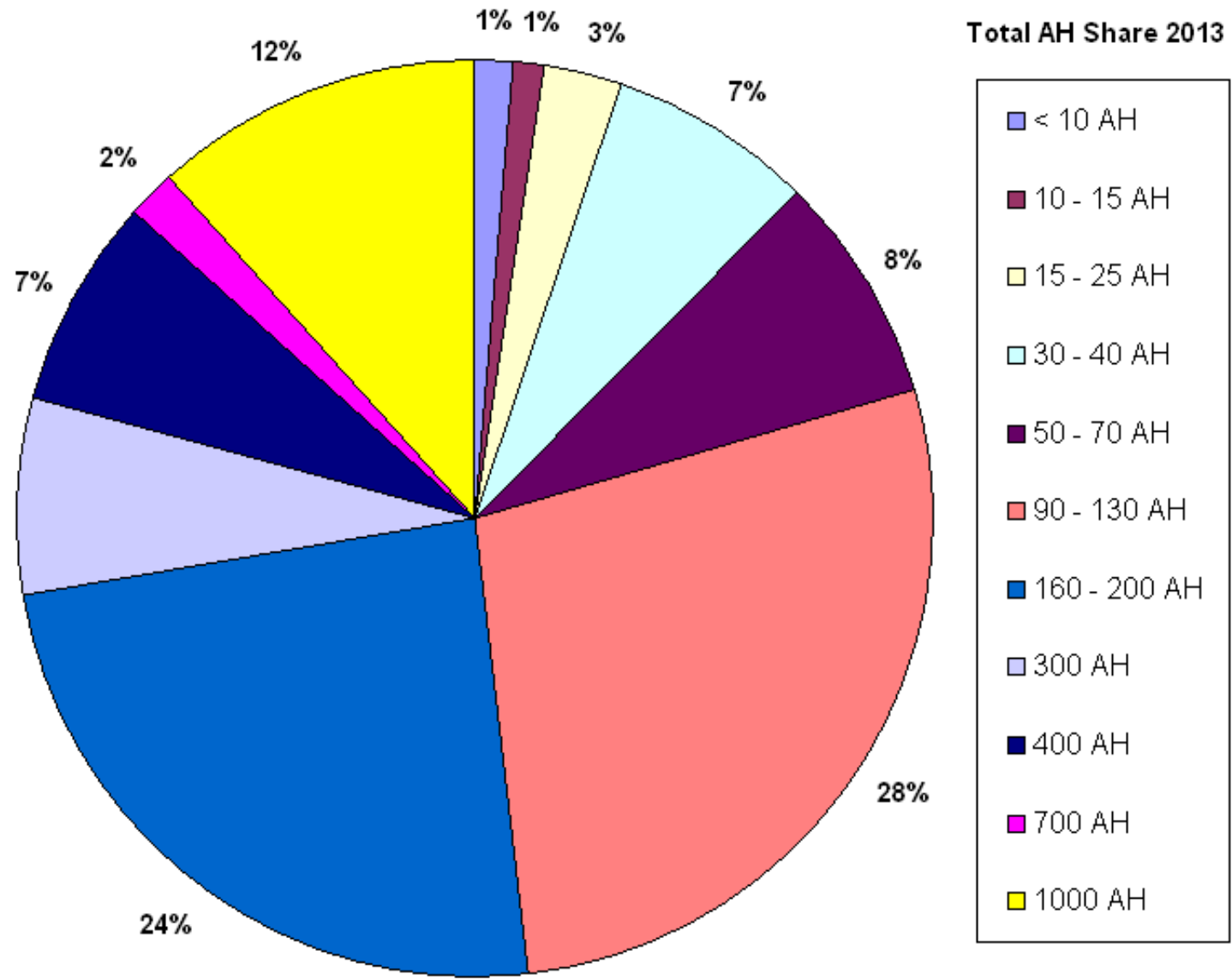


# GWL/Power Customer Share 2012





# GWL/Power Lithium Cell Models 2012

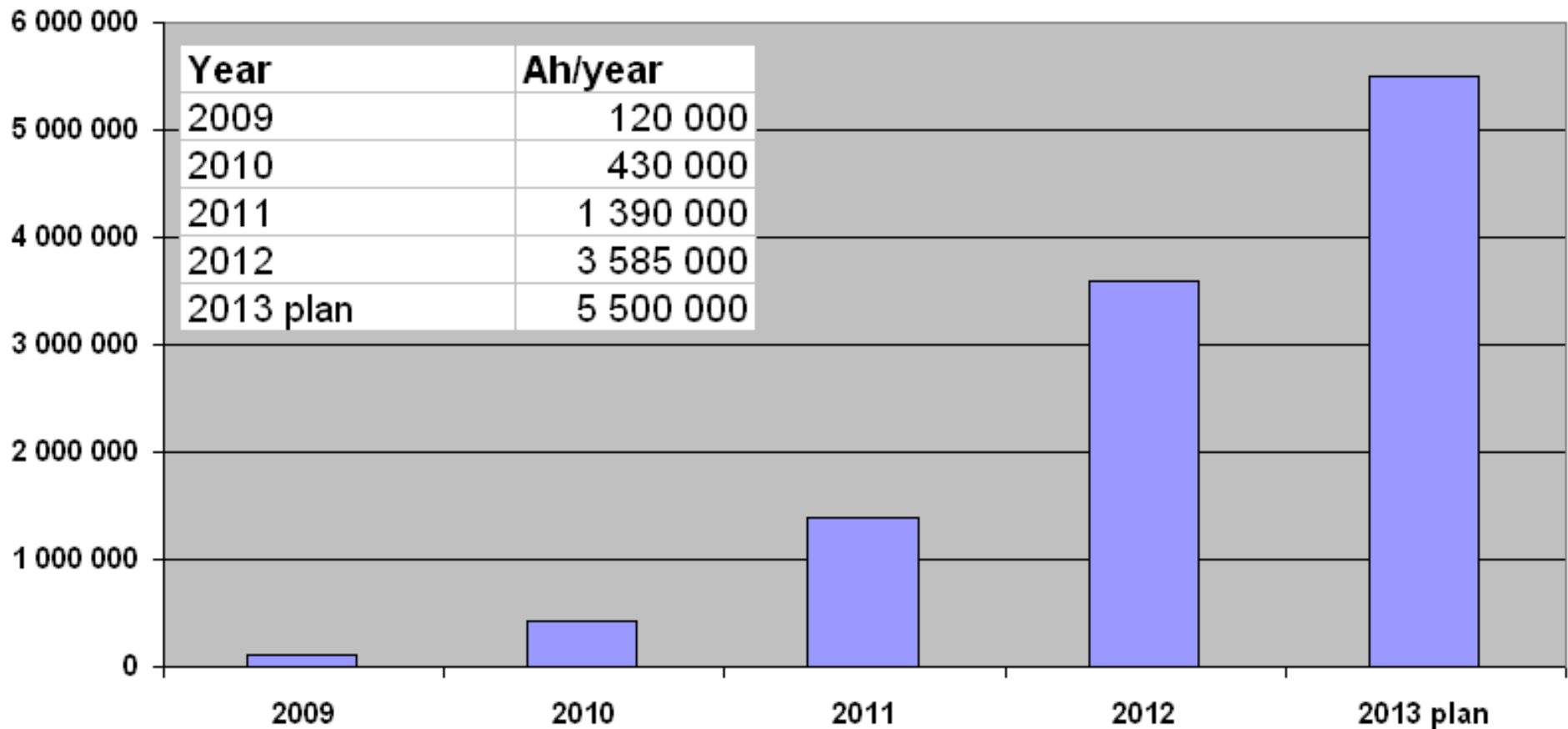


# GWL/Power Top Cell Share 2012

Code	Product	Type	CellCap AH	Total AH 2013	QNTY (Cells)
LFP1000AHC	WB-LYP1000AHC LiFeYPO4 (3.2V/1000Ah)	LFP	1000	422 000	422
LFP100AHA	WB-LYP100AHA LiFeYPO4 (3.2V/100Ah)	LFP	100	337 000	3370
LFP300AHA	WB-LYP300AHA LiFeYPO4 (3.2V/300Ah)	LFP	300	247 200	824
LFP160AHA	WB-LYP160AHA LiFeYPO4 (3.2V/160Ah)	LFP	160	215 360	1346
LP12V90AH+	Lithium Battery 12V/90Ah (WB-LP12V90AH)	LP12V	90	206 640	2296
LFP400AHA	WB-LYP400AHA LiFeYPO4 (3.2V/400Ah)	LFP	400	204 000	510
SE180AHA	SE180AHA - Lithium Cell LiFePO4 (3.2V/180Ah)	LFP	180	191 160	1062
LFP090AHA	WB-LYP90AHA LiFeYPO4 (3.2V/90Ah)	LFP	90	183 780	2042
SE100AHA	SE100AHA - Lithium Cell LiFePO4 (3.2V/100Ah)	LFP	100	151 200	1512
LFP200AHA	WB-LYP200AHA - LiFeYPO4 (3.2V/200Ah WIDE)	LFP	200	147 600	738
LFP060AHA	WB-LYP60AHA LiFeYPO4 (3.2V/60Ah)	LFP	60	138 600	2310
LFP040AHA	WB-LYP40AHA LiFeYPO4 (3.2V/40Ah)	LFP	40	133 160	3329
LFP200AHA-B	WB-LYP200AHA LiFeYPO4 (3.2V/200Ah TALL)	LFP	200	125 200	626
CA180AHA	CALB CA180FI - Lithium Cell LiFePO4 (3.2V/180Ah)	LFP	180	97 020	539
SP-LFP200AHA	SP-LFP200AHA - Lithium Cell LiFePO4 (3.2V/200Ah)	LFP	200	78 400	392
LP12V60AH+	Lithium Battery 12V/60Ah (WB-LP12V60AH)	LP12V	60	67 200	1120
LP12V40AH+	Lithium Battery 12V/40Ah (WB-LP12V40AH)	LP12V	40	66 720	1668
SE400AHA	SE400AHA - Lithium Cell LiFePO4 (3.2V/400Ah)	LFP	400	63 200	158
SP-LFP100AHA	SP-LFP100AHA - Lithium Cell LiFePO4 (3.2V/100Ah)	LFP	100	59 700	597
LFP700AHA	WB-LYP700AHA LiFeYPO4 (3.2V/700Ah)	LFP	700	58 100	83
SE40AHA	SE40AHA - Lithium Cell LiFePO4 (3.2V/40Ah)	LFP	40	47 240	1181
SE130AHA	SE130AHA - Lithium Cell LiFePO4 (3.2V/130Ah)	LFP	130	40 040	308

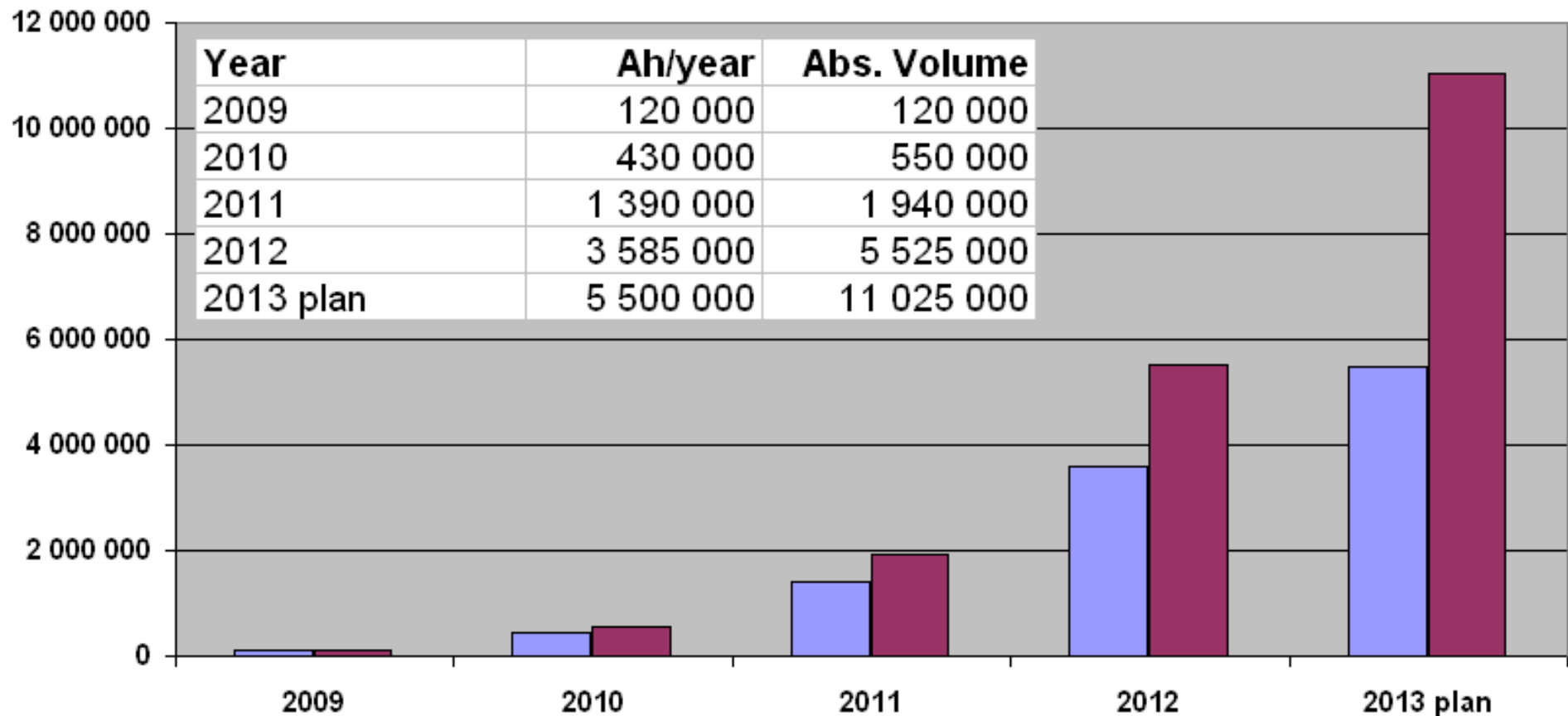
# GWL/Power Lithium Cell Sales

Single cell sales history and plan [Ah/year]

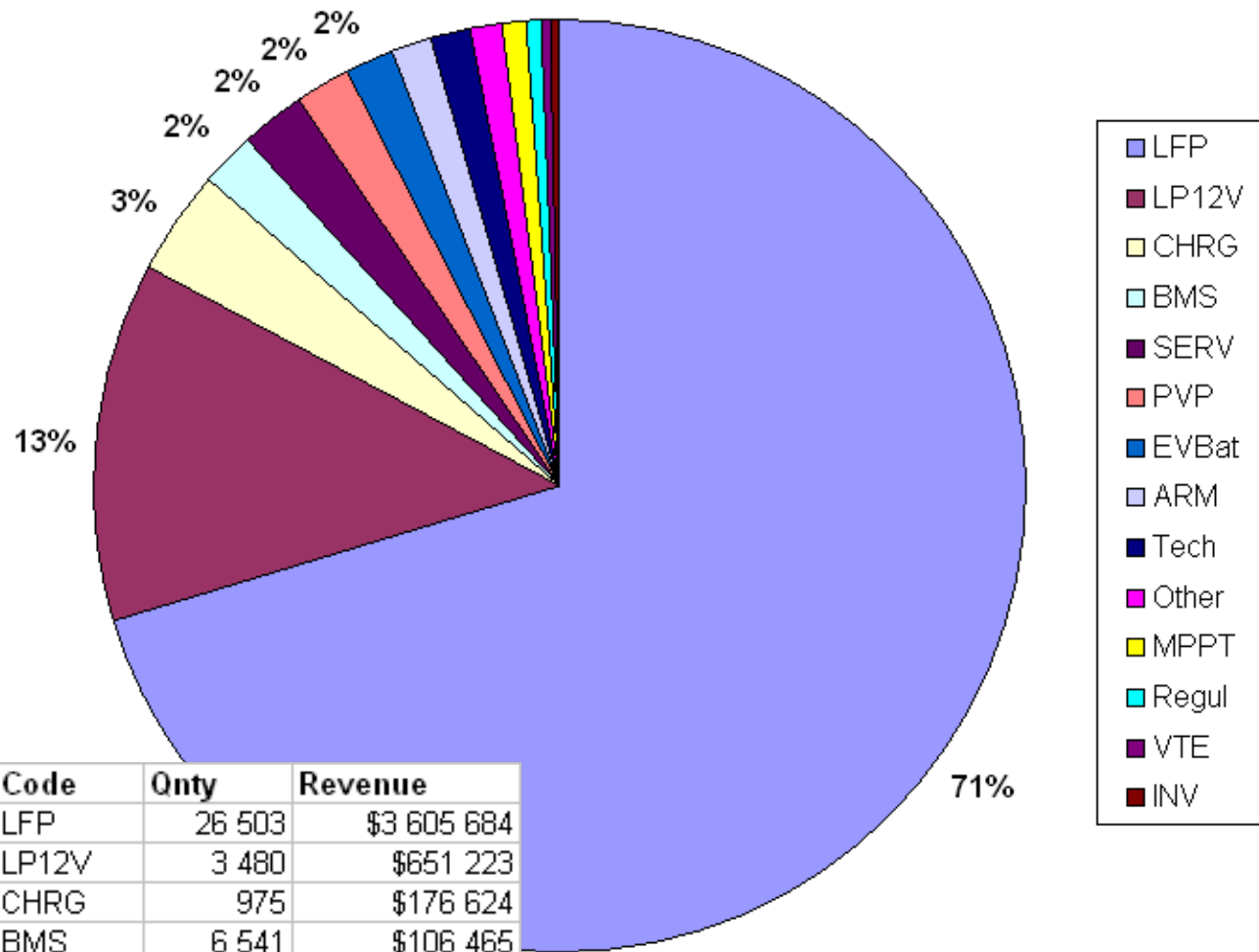


# GWL/Power Lithium Cell Sales

Single cell sales history and plan [Ah/year]



# GWL/Power EV products share 2012



Product Category	Code	Qty	Revenue
LiFePO4 cells	LFP	26 503	\$3 605 684
LP12V batteries	LP12V	3 480	\$651 223
Chargers	CHRG	975	\$176 624
BMS Systems	BMS	6 541	\$106 465
Services	SERV	500	\$103 410
PV Solar Panels	PVP	807	\$101 076
EVBike Battery	EVBat	289	\$86 199
ARM Platforms	ARM	2 152	\$78 117

# GWL/Power EV products share 2012



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ARM Platforms	ARM	2 152	\$78 117
Mounting components	Tech	17 496	\$66 779
Other components	Other	7 754	\$59 732
Solar Chargers	MPPT	504	\$43 030
High Power DC regulators	Regul	17	\$25 307
Wind Turbines	VTE	37	\$20 155
Invertors (DC/AC)	INV	22	\$11 199
		67 077	\$5 135 000



**CONTROL  
& BALANCE**



**EVTRAXER**

**48V**







# GWL/Power Group Summary

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.

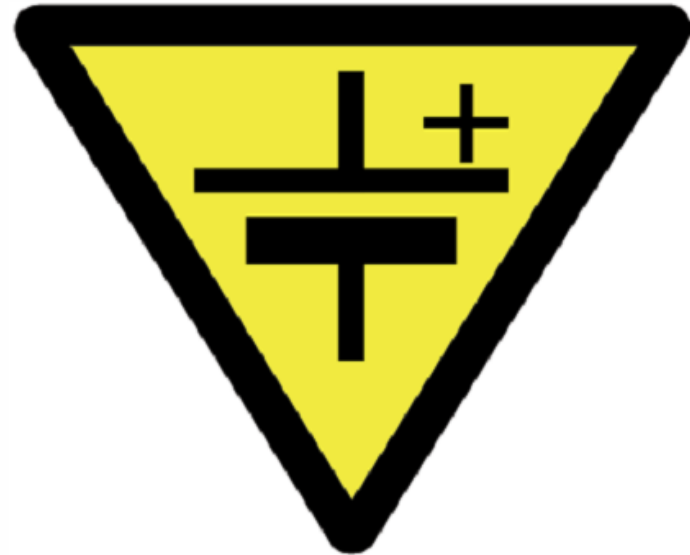
i4wifi a.s. obtain the **CEKIA Stability Award** evaluate the stability of company and awards grade by the financial and non-financial indexes. We were awarded by the best grade AAA+ means excellent stability which has **only 8% of Czech companies**.



**GWL  
POWER**

# Contact us for more information

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