

**GWL
POWER**

2013 Sales Report

February 2014

GWL/Power History Highlights



2007 – i4wifi a.s. formed through a merger of two Czech distributors

2008 – first power systems for IT networking

2009 – LiFePo4 distribution started

2010 – on-line web www.ev-power.eu introduced

2011 – aggregated total of 1 million Ah sales

2012 – aggregated total of 5 million Ah sales



GWL/Power History Highlights

2013 – aggregated total 9.7 million Ah sales

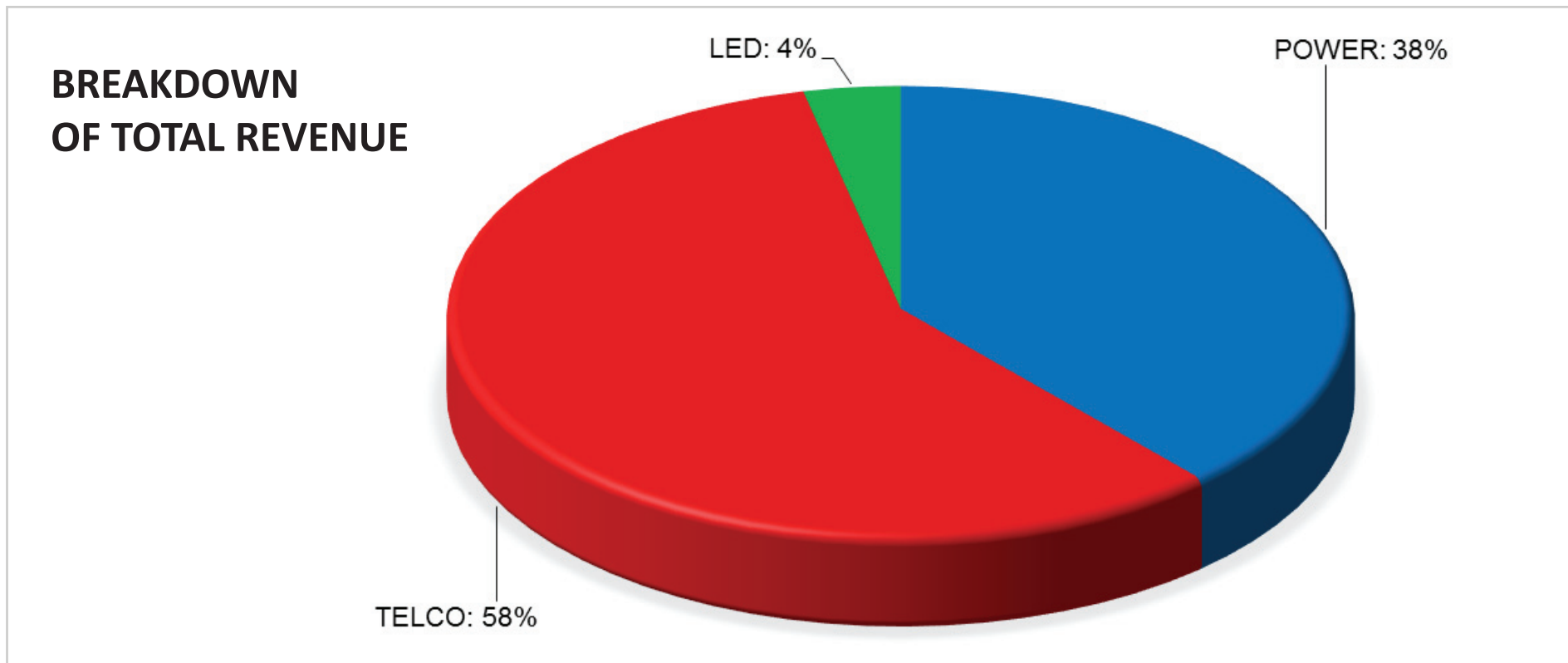
2013 – key distributor of the following products

- LiFePO4 cells and batteries
- Battery Chargers
- BMS Systems
- PV Solar Panels
- ARM PC Platforms
- Solar Chargers MPPT
- High Power DC regulators
- Invertors and MicroInvertors (DC/AC)

GWL/Power 2013 Total Sales Data

Total Revenue USD \$21.423 million

Of that: GWL/Power – USD \$8.246 million





GWL/Power Key Products



GWL/Power EU Facility



3800 m² of storage area



fast logistic operation



new customer desk

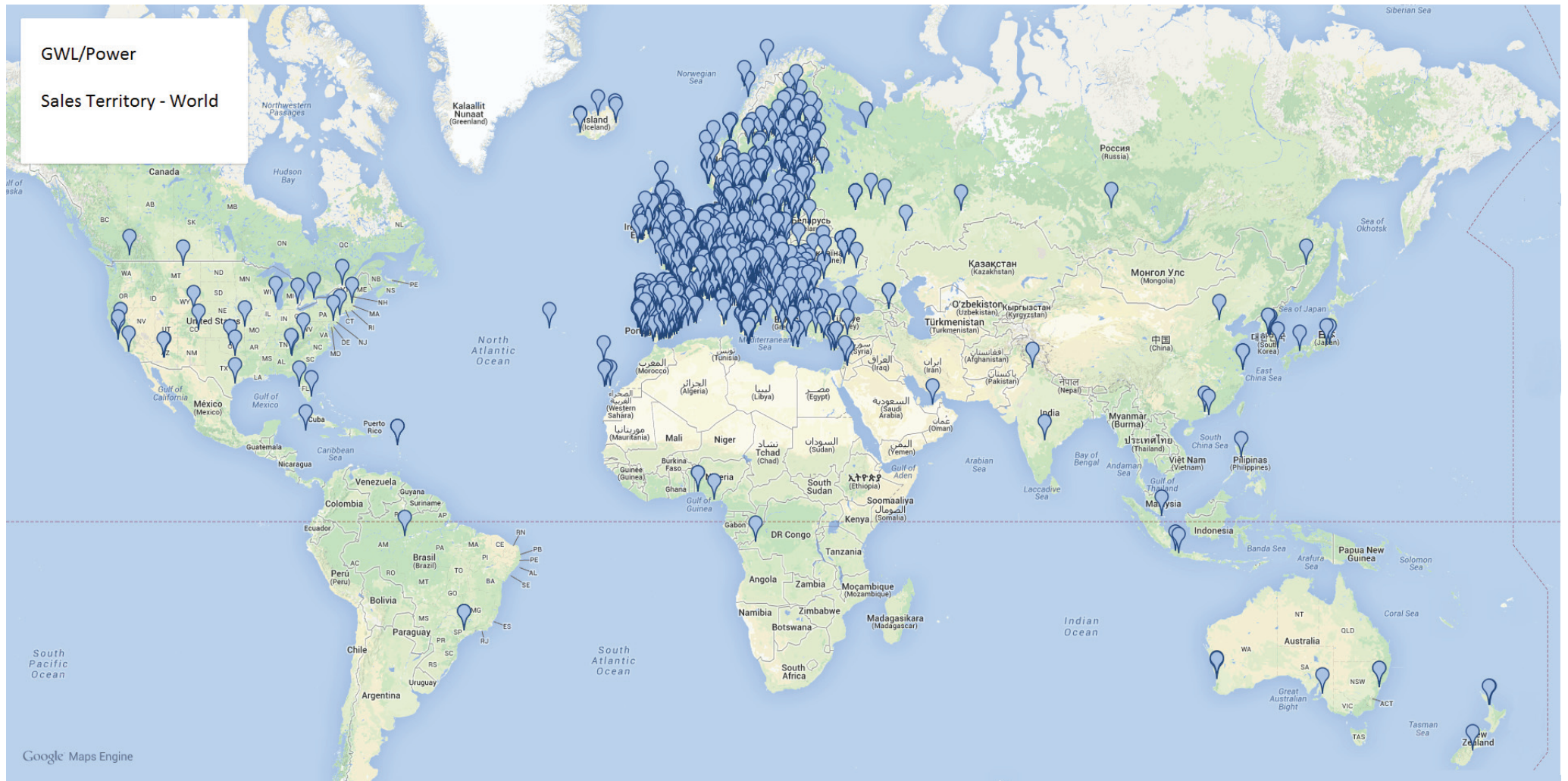


friendly staff



training center

GWL/Power Sales Territory - World



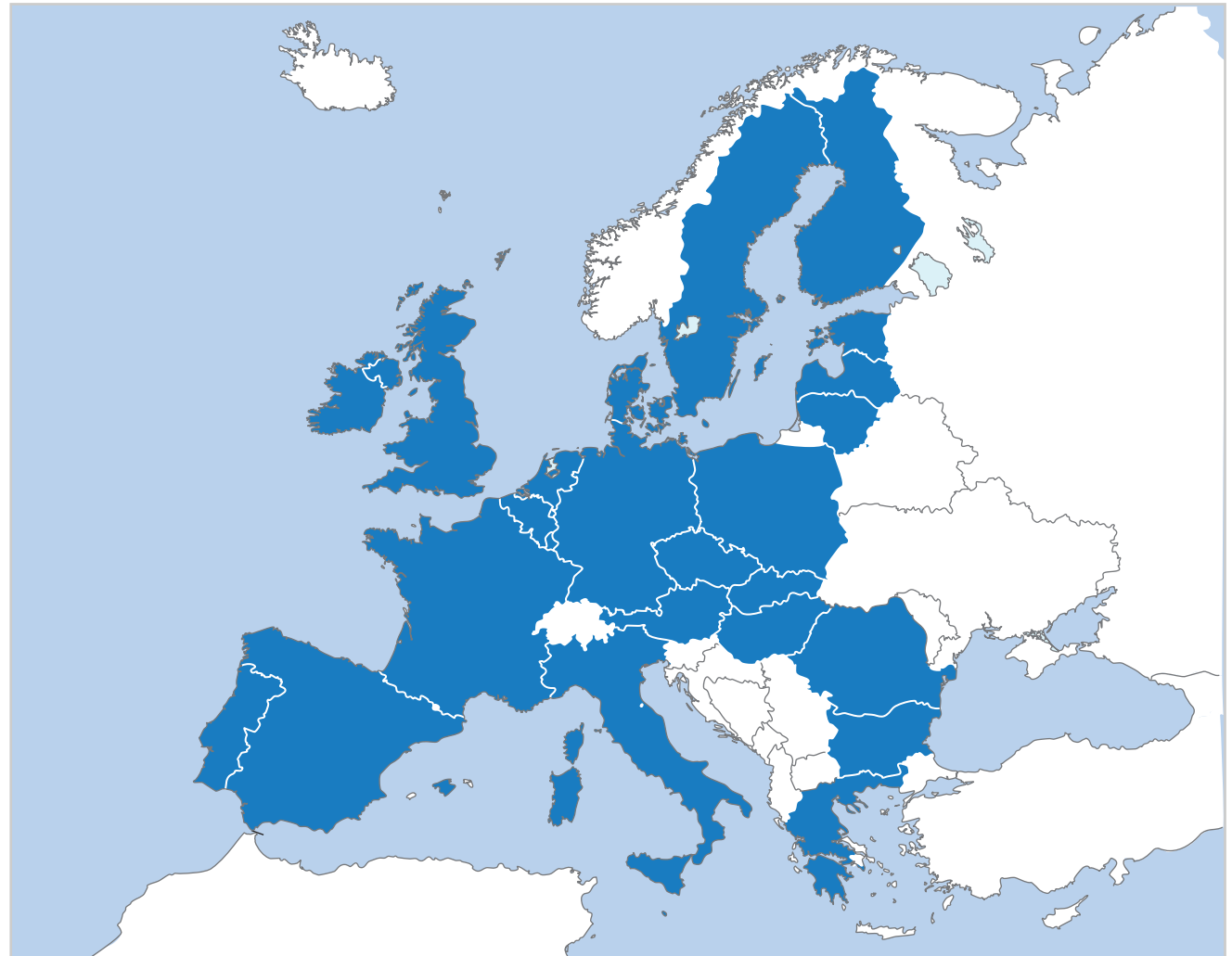


GWL/Power Sales Territory - EU



GWL/Power EU Single Market

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



GWL/Power European Customers

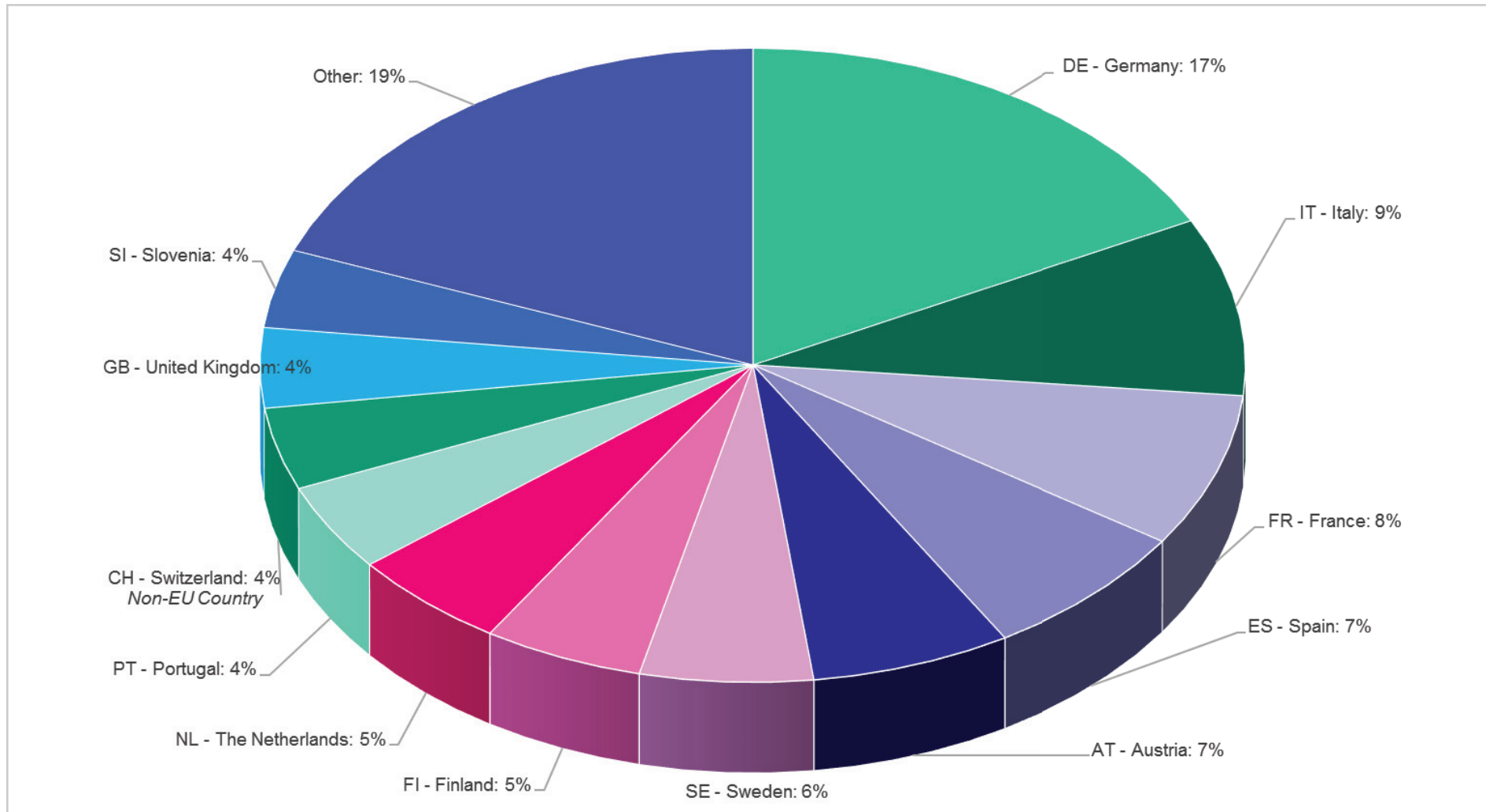


THE ADVANTAGE OF THE GWL/POWER WAREHOUSE LOCATION

EU Country	2014	2013	Growth [%]	VIP
DE - Germany	493	355	39%	50
IT - Italy	256	295	-13%	31
FR - France	221	184	20%	18
ES - Spain	200	129	55%	11
AT - Austria	185	150	23%	4
SE - Sweden	160	61	162%	16
FI - Finland	148	62	139%	23
NL - The Netherlands	147	101	46%	21
PT - Portugal	126	66	91%	13
CH - Switzerland *)	118	78	51%	16
GB - United Kingdom	115	88	31%	11
SI - Slovenia	113	99	14%	9
HU - Hungary	91	87	5%	13
BE - Belgium	79	63	25%	6
DK - Danmark	75	56	34%	7
GR - Greece	65	44	48%	2
RO - Romaina	49	52	-6%	2
NO - Norway *)	49	36	36%	5
PL - Poland	48	88	-45%	6
HR - Croatia	38	26	46%	3
BG - Bulgaria	31	31	0%	2
RS - Serbia *)	14	20	-30%	0
RU - Russia *)	20	15	33%	0

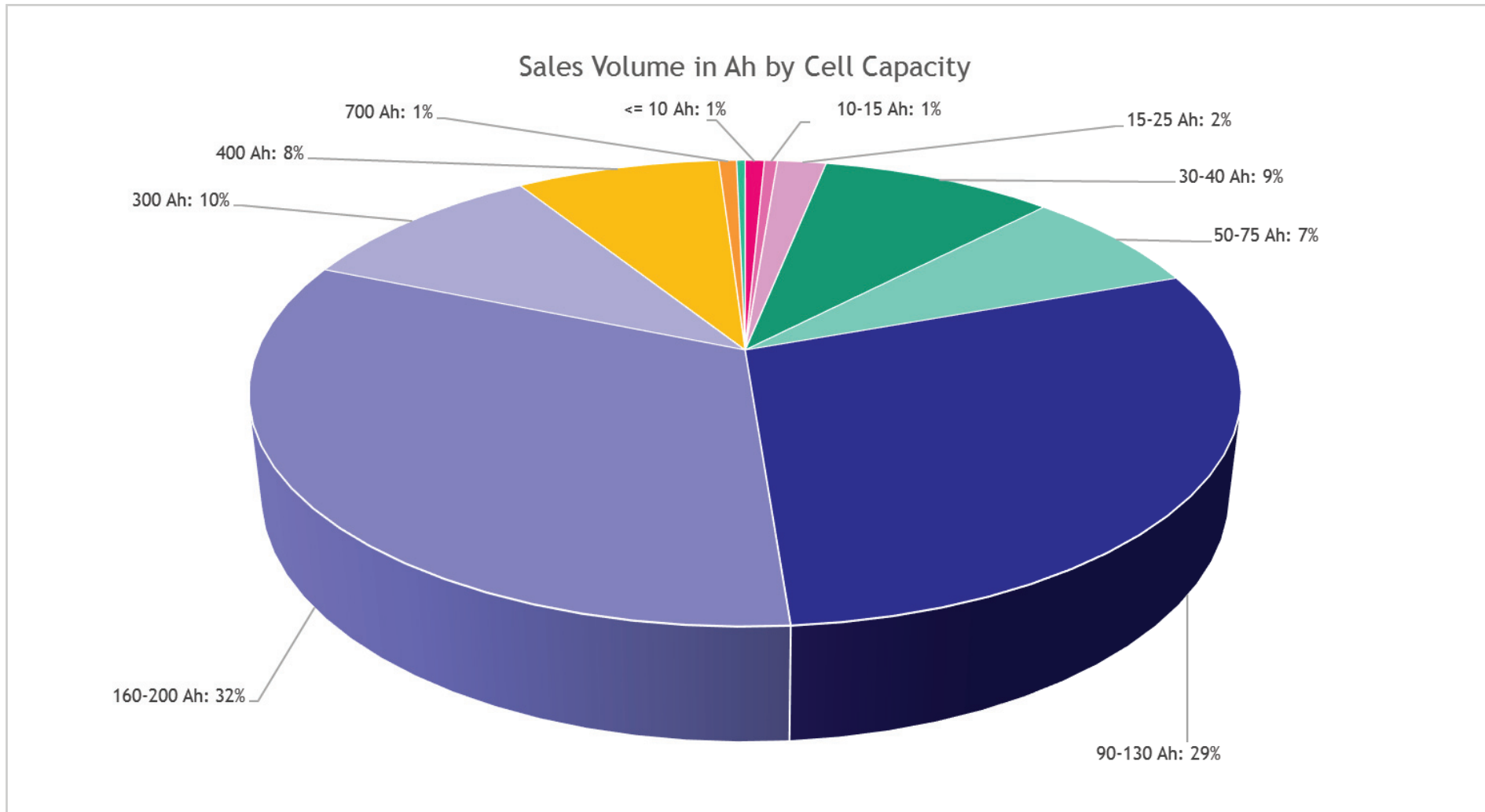
*) non-EU Country

EU Customers by Country 2014





GWL/Power Lithium Cell Models 2013



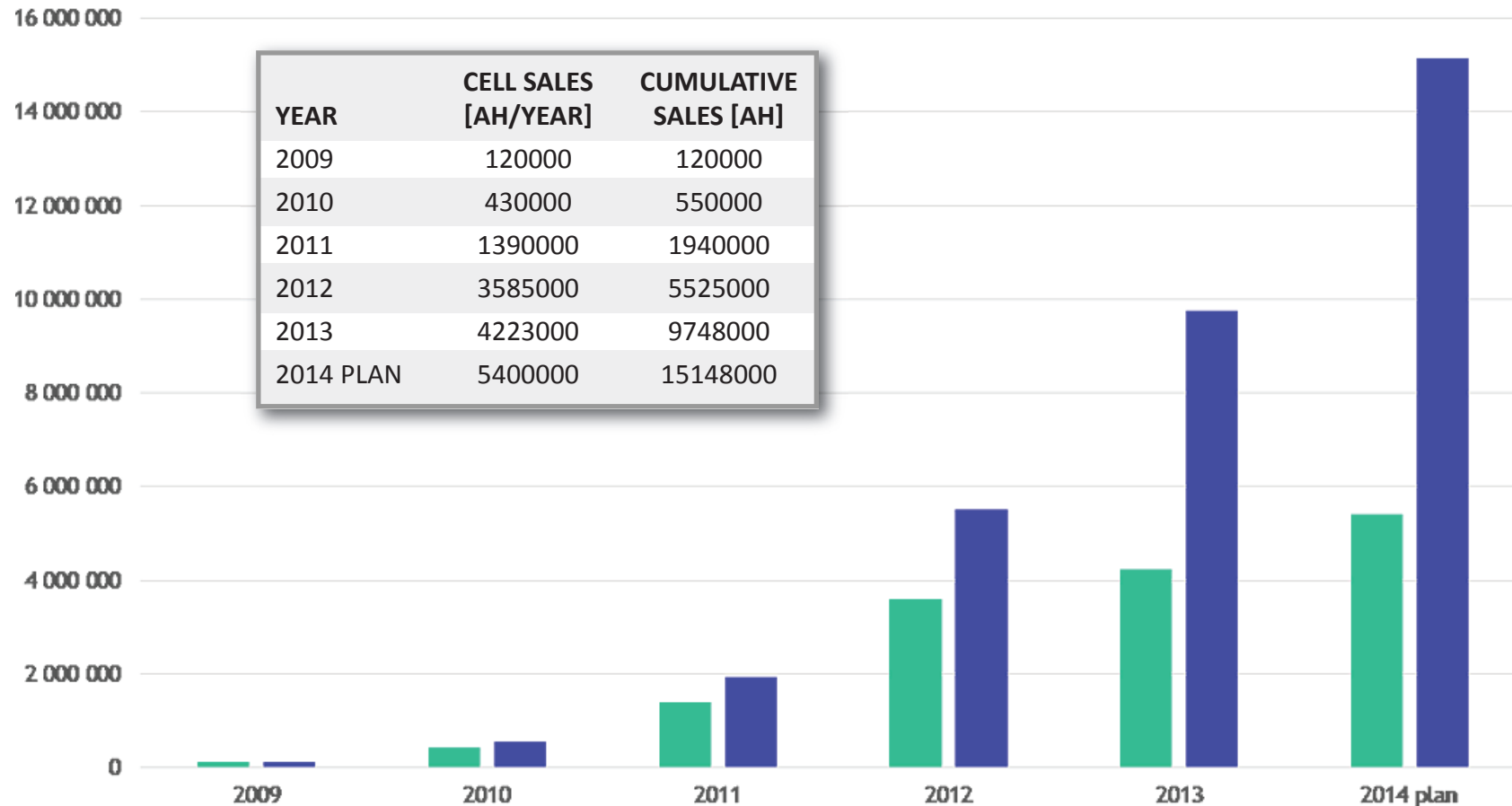
GWL/Power Top Cell Share 2013

Code	Product Description	Quantity [cells]	Type	Cell capacity [Ah]	Total sale [Ah]
LFP100AHA	WB-LYP100AHA LiFeYPO4 (3.2V/100Ah)	4968	LFP	100	496800
LFP300AHA	WB-LYP300AHA LiFeYPO4 (3.2V/300Ah)	1370	LFP	300	411000
SE180AHA	SE180AHA - Lithium Cell LiFePO4 (3.2V/180Ah)	2085	LFP	180	375300
LFP200AHA	WB-LYP200AHA - LiFeYPO4 (3.2V/200Ah WIDE)	1558	LFP	200	311600
LFP160AHA	WB-LYP160AHA LiFeYPO4 (3.2V/160Ah)	1819	LFP	160	291040
SE100AHA	SE100AHA - Lithium Cell LiFePO4 (3.2V/100Ah)	2312	LFP	100	231200
SP-LFP200AHA	SP-LFP200AHA - Lithium Cell LiFePO4 (3.2V/200Ah)	1052	LFP	200	210400
LFP040AHA	WB-LYP40AHA LiFeYPO4 (3.2V/40Ah)	4961	LFP	40	198440
LFP090AHA	WB-LYP90AHA LiFeYPO4 (3.2V/90Ah)	2033	LFP	90	182970
CA180AHA	CALB CA180FI - Lithium Cell LiFePO4 (3.2V/180Ah)	1010	LFP	180	181800
SE400AHA	SE400AHA - Lithium Cell LiFePO4 (3.2V/400Ah)	438	LFP	400	175200
LFP400AHA	WB-LYP400AHA LiFeYPO4 (3.2V/400Ah)	400	LFP	400	160000
LFP060AHA	WB-LYP60AHA LiFeYPO4 (3.2V/60Ah)	2156	LFP	60	129360
SE40AHA	SE40AHA - Lithium Cell LiFePO4 (3.2V/40Ah)	2748	LFP	40	109920
LP12V90AH+	Lithium Battery 12V/90Ah (WB-LP12V90AH)	981	LP12V	90	88290
SP-LFP100AHA	SP-LFP100AHA - Lithium Cell LiFePO4 (3.2V/100Ah)	864	LFP	100	86400
SE130AHA	SE130AHA - Lithium Cell LiFePO4 (3.2V/130Ah)	578	LFP	130	75140
CA100AHA	CALB CA100FI - Lithium Cell LiFePO4 (3.2V/100Ah)	600	LFP	100	60000
LFP020AH	LiFePO4 High Power Cell (3.2V/20Ah)	2300	LFP	20	46000
LP12V40AH+	Lithium Battery 12V/40Ah (WB-LP12V40AH)	1072	LP12V	40	42880



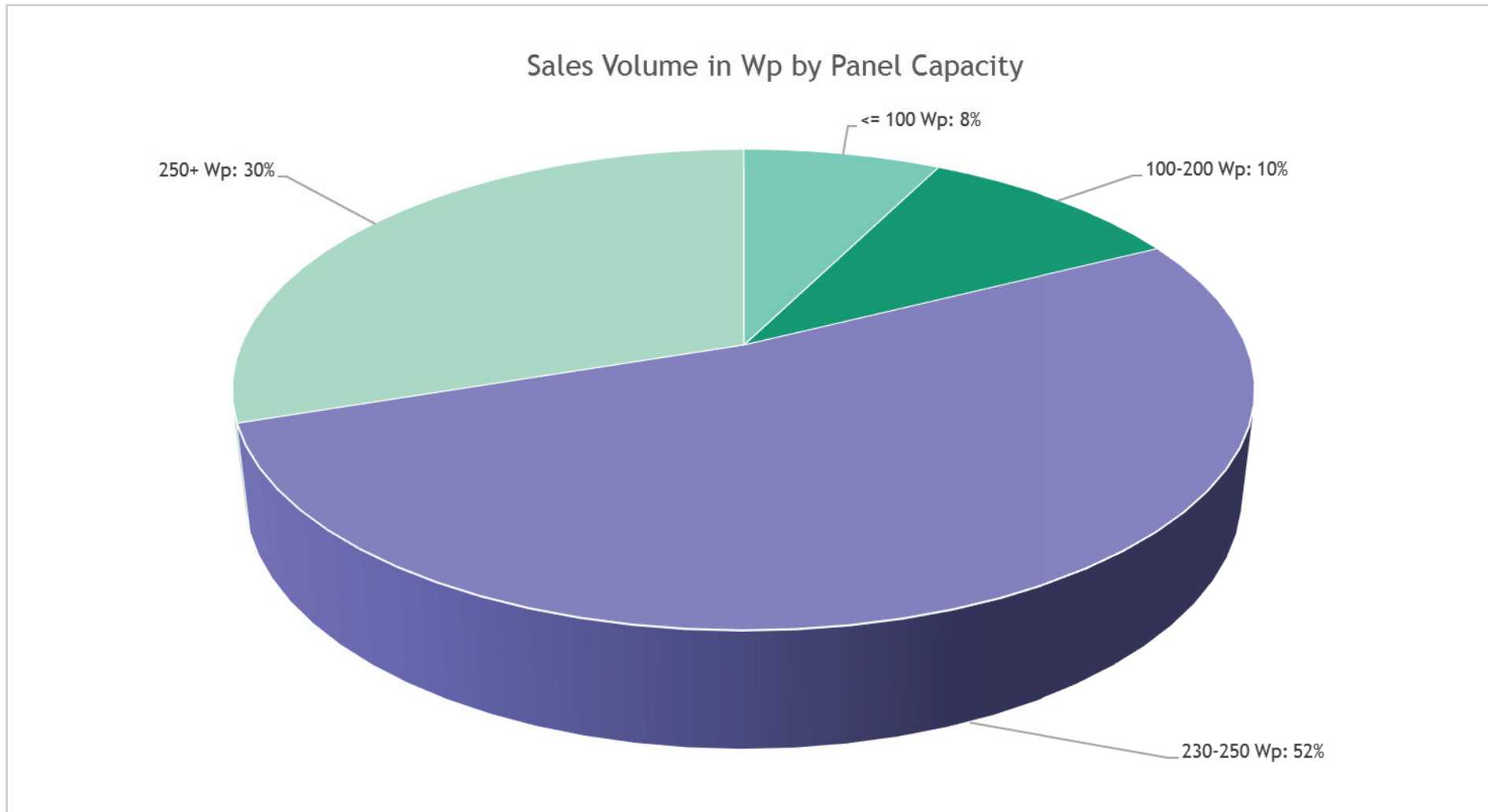
GWL/Power Lithium Cell Sales

Single Cell Sales History and Plan [Ah/year]





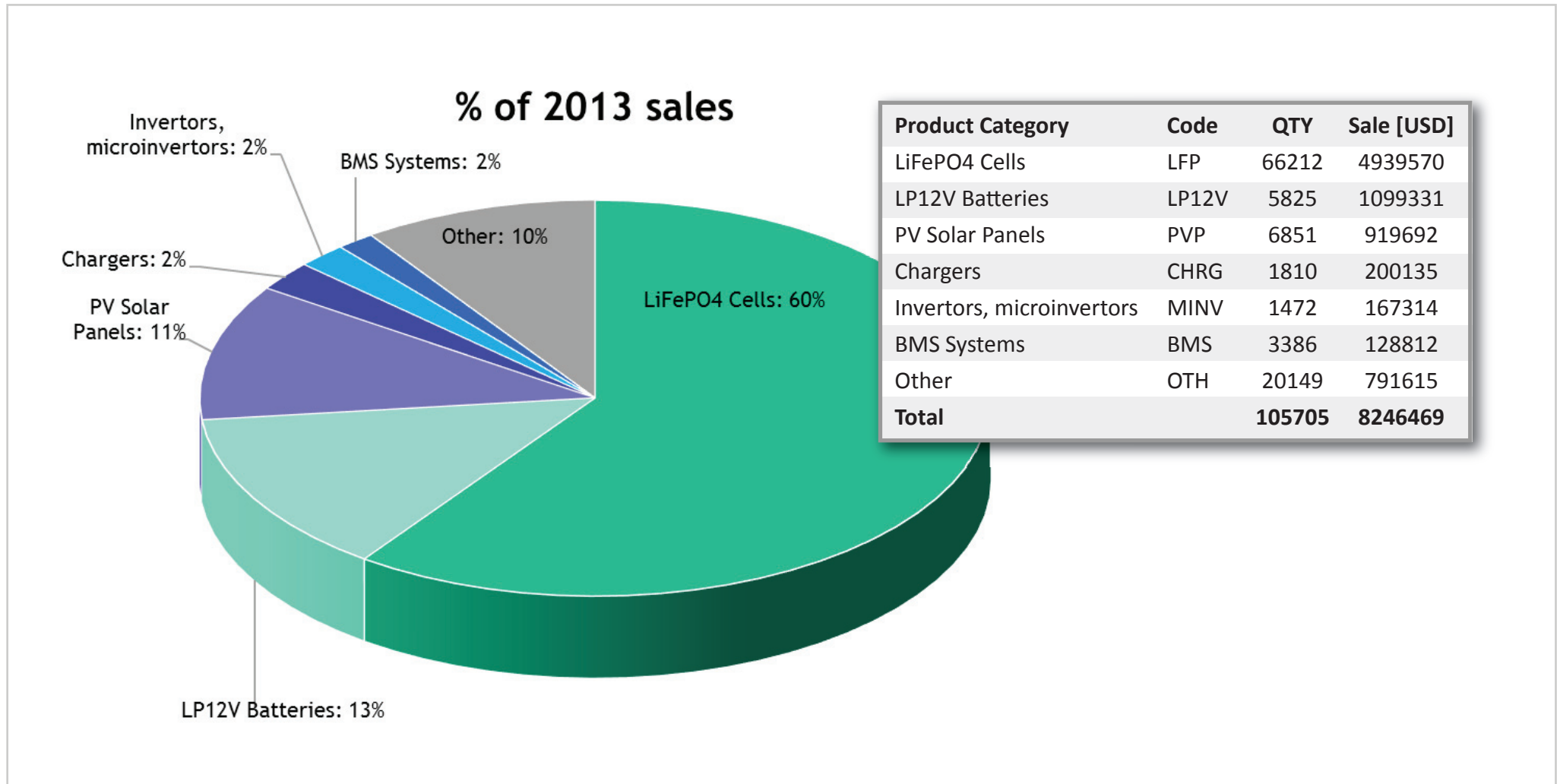
GWL/Power Solar Power Models 2013



GWL/Power Top Panel Share 2013

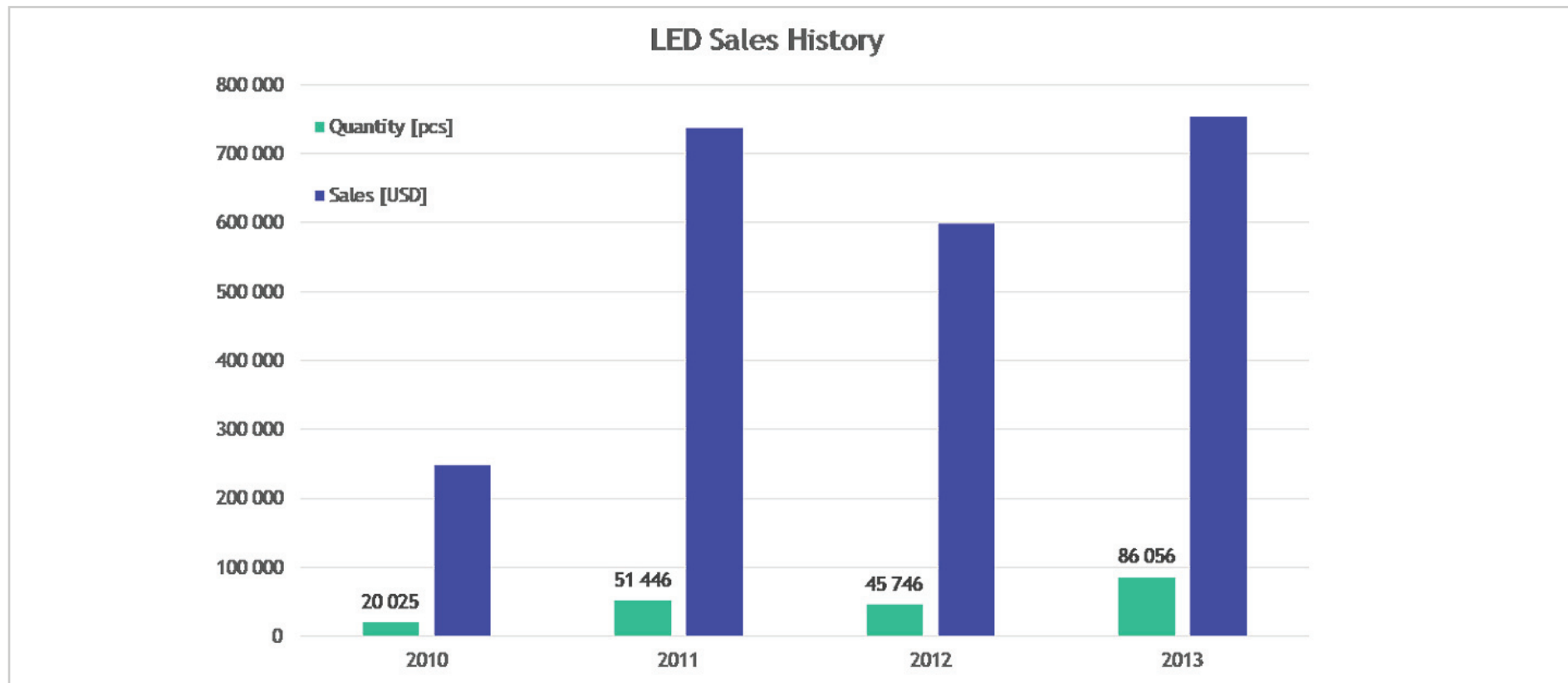
Code	Product Description	Quantity [panels]	Panel Capacity [Wp]	Total sale [Wp]
GWL/Sunny-240P2	Solar Panel SCHUTTEN Poly 240Wp 60 cells (MPPT 30V) EUFREE	1674	240	401760
GWL/Sunny-290P	Solar Panel SCHUTTEN Poly 290Wp 72 cells (MPPT 35V) EUFREE	868	290	251720
GWL/Sunny-240P	Solar Panel SCHUTTEN Poly 240Wp 60 cells (MPPT 30V)	755	240	181200
GWL/Sunny-280P2	Solar Panel SCHUTTEN Poly 280Wp 72 cells (MPPT 35V)	280	280	78400
GWL/Sunny-135P	Solar Panel SCHUTTEN Poly 135Wp 36 cells (MPPT 18V) EUFREE	554	135	74790
GWL/Sunny-230P	Solar Panel GWL/Sunny Poly 230 Wp 60 cells (MPPT 30V) Sale	195	230	44850
GWL/Sunny-80M	Solar Panel GWL/Sunny Mono 80 Wp (MPPT 18V)	542	80	43360
GWL/Sunny-140M	Solar Panel GWL/Sunny Mono 140 Wp (MPPT 28V)	306	140	42840
GWL/Sunny-280P	Solar Panel GWL/Sunny Poly 280 Wp 72 cells (MPPT 35V)	118	280	33040
GWL/Sunny-40M	Solar Panel GWL/Sunny Mono 40 Wp (MPPT 18V)	685	40	27400
GWL/Sunny-20M	Solar Panel GWL/Sunny Mono 20 Wp (MPPT 18V)	769	20	15380
GWL/Sunny-60M-F	Solar Panel GWL/Sunny Flexible Mono 60 Wp (MPPT 18V)	51	60	3060
GWL/Sunny-217P	Solar Panel SCHOTT Poly 217 Wp 60 cells (MPPT 29V) - Sale	11	217	2387
GWL/Sunny-130P-F	Solar Panel DAY4 Flexible Poly 130 Wp (GSP 130 - MPPT 17V) EUFREE	15	130	1950
GWL/Sunny-140P	Solar Panel GWL/Sunny Mono 140 Wp - Sale	10	140	1400

GWL/Power EV products share 2013



GWL/Power LED lighting sales history

LED lighting represents minor but stable line of business. LED bulbs are imported from Chinese manufacturers. GWL provides complete distribution services together with logistical and post-sale support to resellers and end users.



GWL/Power Group Summary

- Our customer database includes hundreds of European customers primarily from Germany, Italy, France, Spain and other countries. We provide our customers with energy/power solutions on a regular basis.
- We hold ready-to-dispatch stock of large-capacity LiFePO4 batteries & accessories imported directly from original equipment manufacturers from China, Taiwan and Japan.
- We operate 3,800 sq m of *warehouse space, own technical service department, training center and a customer support center.*
- We develop products and solutions tailored to meet the needs of our customers. Such products include specially designed power management tools, high-power chargers and other.
- We were awarded *CEKIA stability award* with AA+ rating (“excellent stability”), which only 5% of Czech companies achieve.



Contact us for more information



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