



# Leoch International Technology Limited

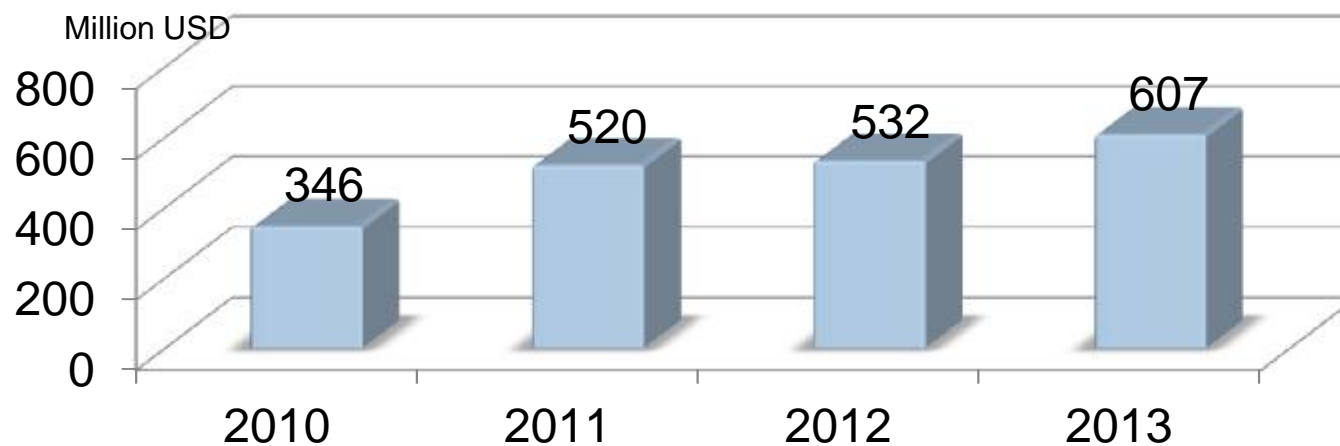
Stock Code:00842.HK





## Who is LEOCH?

- ∅ Established in 1999, approximately 10000 employees
- ∅ Listed in Hong Kong Stock Exchange since 2010
- ∅ Annual turnover over USD 607 million (Year 2013) & around USD 700M (2014)
- ∅ Products sold to over 100 countries and areas
- ∅ The NO.1 lead acid exporter in China
  - Leoch Group sells over 2,000 models of lead-acid battery products, ranging in capacity from 0.251 Ah to 4,055 Ah.
- (source: Asia Battery Association)



(Source: LEOCH financial statements)



## Leoch the Company

- Ø Leoch International Technology Limited, founded in **1999**, specializes in the research, development, manufacturing and sales of the globally renowned LEOCH brand lead-acid batteries.
- Ø Leoch is an international new technology corporation **listed on the Hongkong Main board** (Leoch International **00842.HK**).
- Ø After years of innovation, LEOCH has become a **leading manufacturer of lead-acid batteries** and one of the largest lead-acid batteries exporter in China.
- Ø Leoch International Technology Limited has received **many product quality recognitions** such as the Global ISO, Europe's IEC and Germany's VdS certifications.
- Ø Leoch is certified to / by **ISO9001: 2000, ISO 14001**, the National Battery & Telecommunications Ministries, as well as, the ministries of Power and Information.
- Ø Leoch has **over 300 engineers** specialized in battery related engineering activities.
- Ø LEOCH Battery Products have also obtained the **CE** authentication of the European Union, **UL** recognition of the USA, **PCT** authentication of Russia, Kenya's national authentication, China Telecom, China Mobile, China Unicom, Certificate of National Broadcast and television Bureau, Certificate of China Ship's classification Organization etc.
- Ø LEOCH has also received **ISO/TS16949 certification**, a requisite certification for supplying to the automobile and motorcycle industries.



## Snapshot of Leoch

- Ø For the six months ended 30 June 2014 (the “Period”), the Group’s revenue amounted to **RMB 2,120.2 million**, representing **an increase of 24.3% from RMB 1,706.3 million for the same period in 2013**.
- Ø The Group **distributes** its products to **more than 100 countries** and regions through a well established global
- Ø Sales network. Currently, the Group has over **500 dedicated sales and after-sales** employees.
- Ø The Group’s regional sales centres are located in **Beijing, Shenzhen, Zhaoqing, Nanjing, the United States, the European Union, Hong Kong, Singapore, India, Sri Lanka and Malaysia**, together with **39 domestic sales centres across China**. The Group will continue to expand its sales teams and marketing network to support the growth in sales, distribution, and after-sales services for the respective batteries categories of the Group.
- Ø The Group holds **855 patents** and other **163 proprietary technologies** are in the process of patent applications.
- Ø research and development (R&D) team consists of **more than 400 researchers and technicians**.
- Ø As at **30 June 2014**, the Group’s maximum production capacity has reached **17.9 million KVAH per year**.
- Ø Sales of **reserve power batteries**, being a major product line of the Group, amounted to RMB1,604.3 million during the Period, representing an **increase of 28.5%** as compared to the same period of last year.

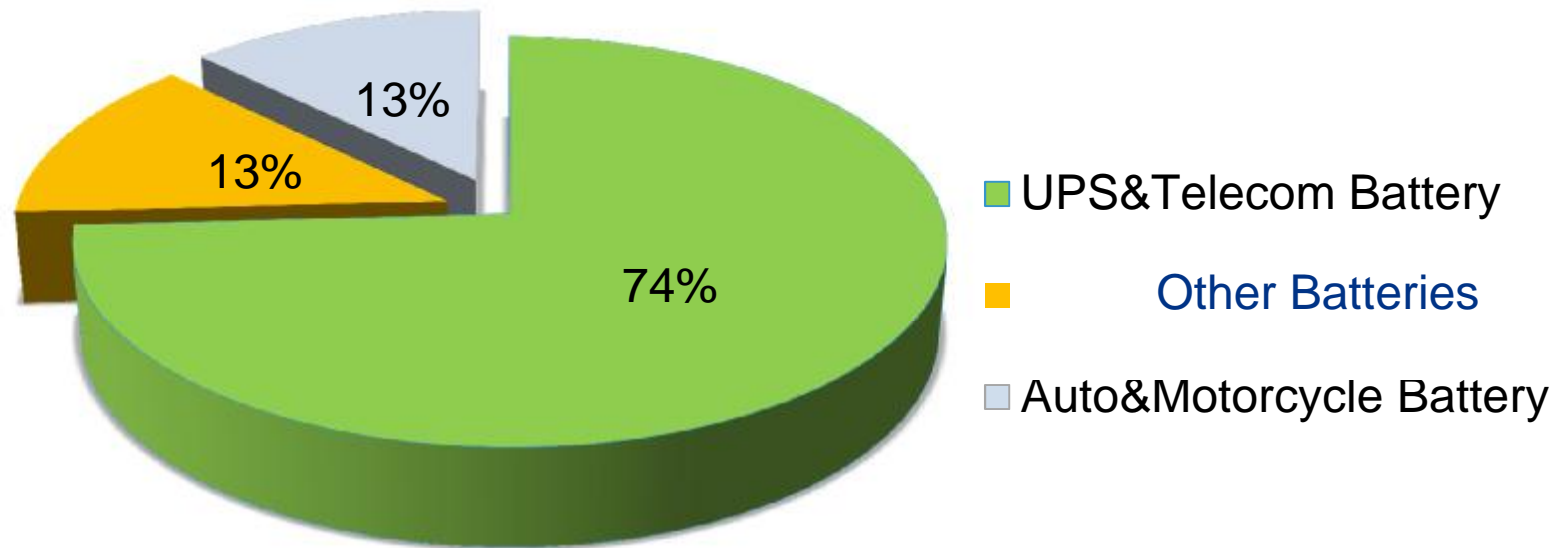


## Leoch Array of Products

1. VRLA - AGM
2. VRLA - GEL - OPzV
3. Pure Lead
4. High Temperature Battery
5. Flooded OPzS
6. Automotive Battery
7. Motorcycle Battery
8. Golf Cart
9. AGM Sweeper
10. Traction Battery
11. Battery Rack /Cabinet/Tray



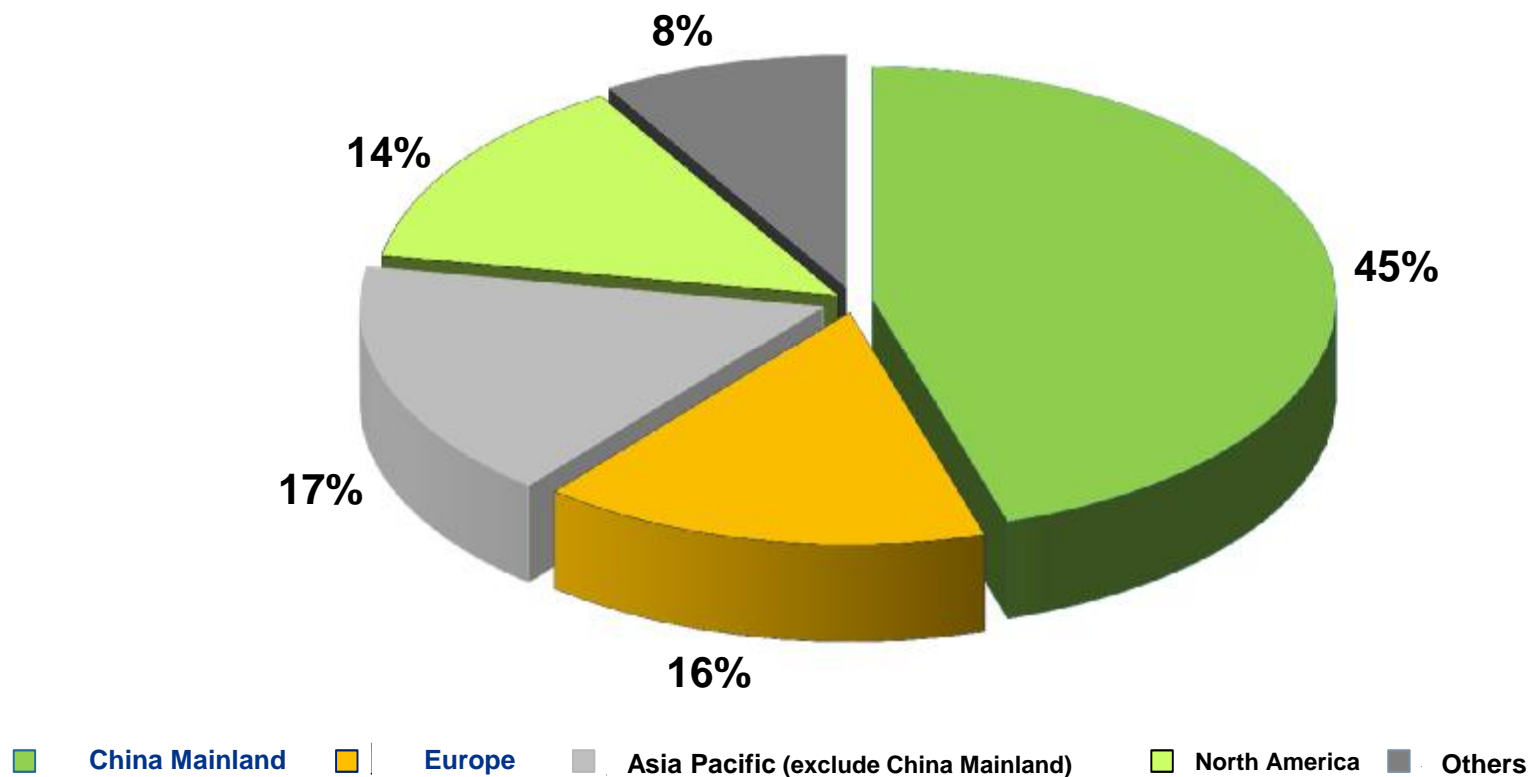
## 2013 Sales Revenue of LEOCH-Product



Category	2013(USD:M)
UPS & Telecom Battery	450
Other Batteries ( SLI - Security/Lighting Etc. )	80
Auto & Motorcycle Battery	77
Total	607



## 2013 Sales Revenue of LEOCH-Area



**Overseas sales consists of 55% LEOCH sales revenue**





## Overview of LEOCH Production Bases

- ∅ Globalization Production: 8 factories around the world
- ∅ Total Land areas of: 1,050,000 m<sup>2</sup>
- ∅ Total Capacity: 20 Million KVAH/Year



Anhui Leoch



Jiangsu Leoch



Zhaoqing Leoch



Dongguan Leoch



Sri Lanka Leoch



Malaysia Leoch



Malaysia Leoch - II



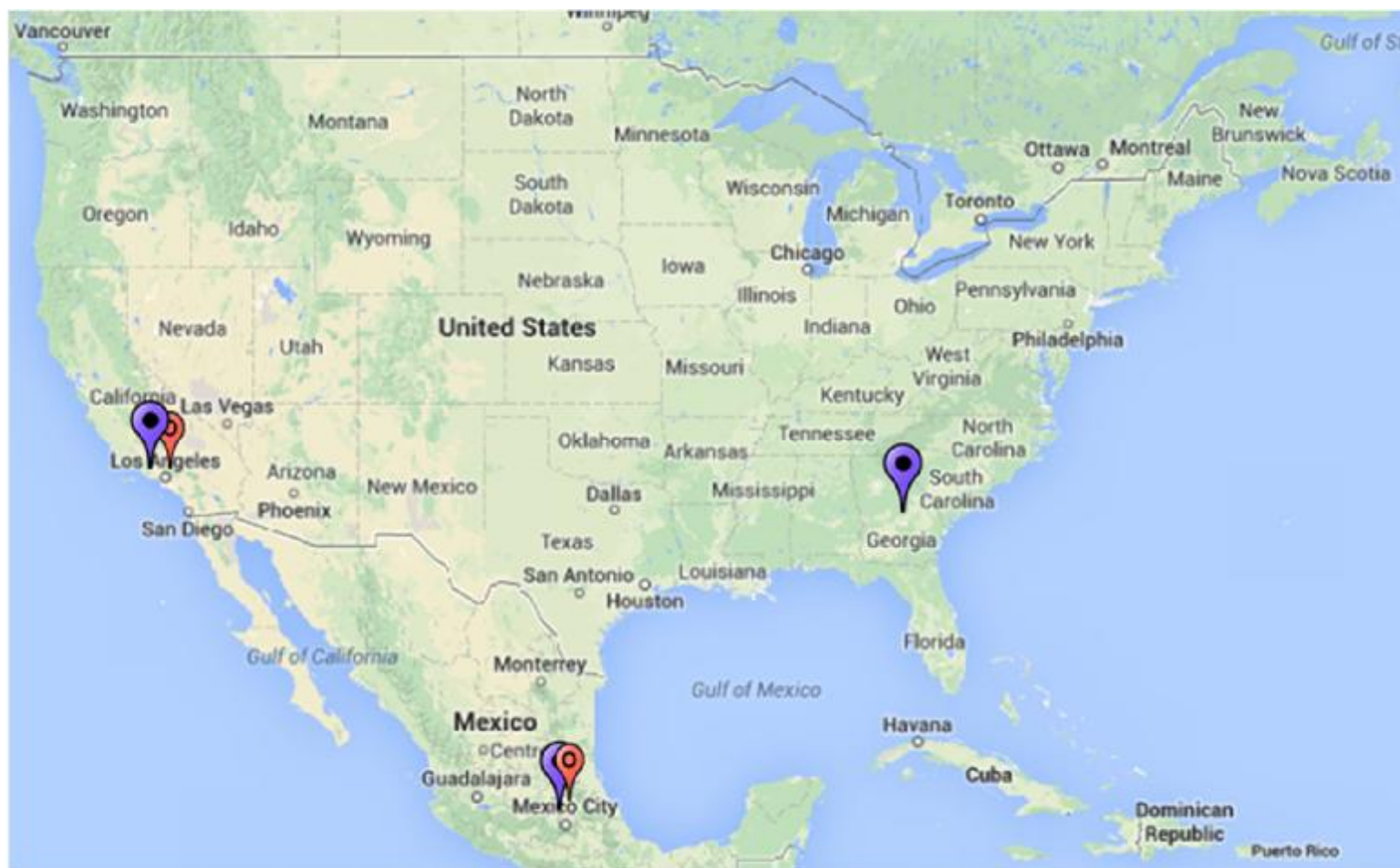


# Leoch Global Network





## North America Region

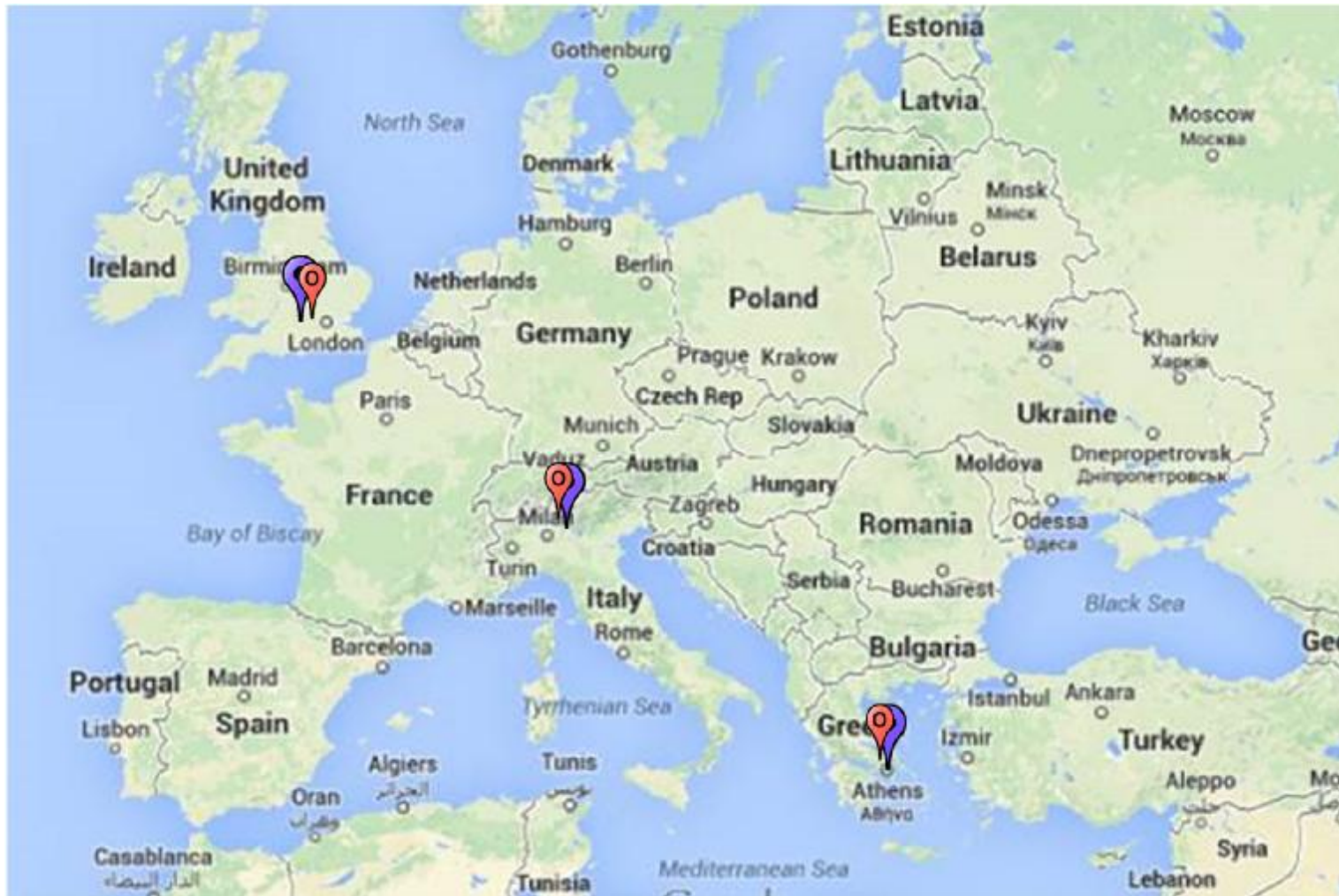


 **Service Center**  
 **& Warehouse**

- Los Angeles
- Atlanta
- Mexico



## Europe (EU) Area

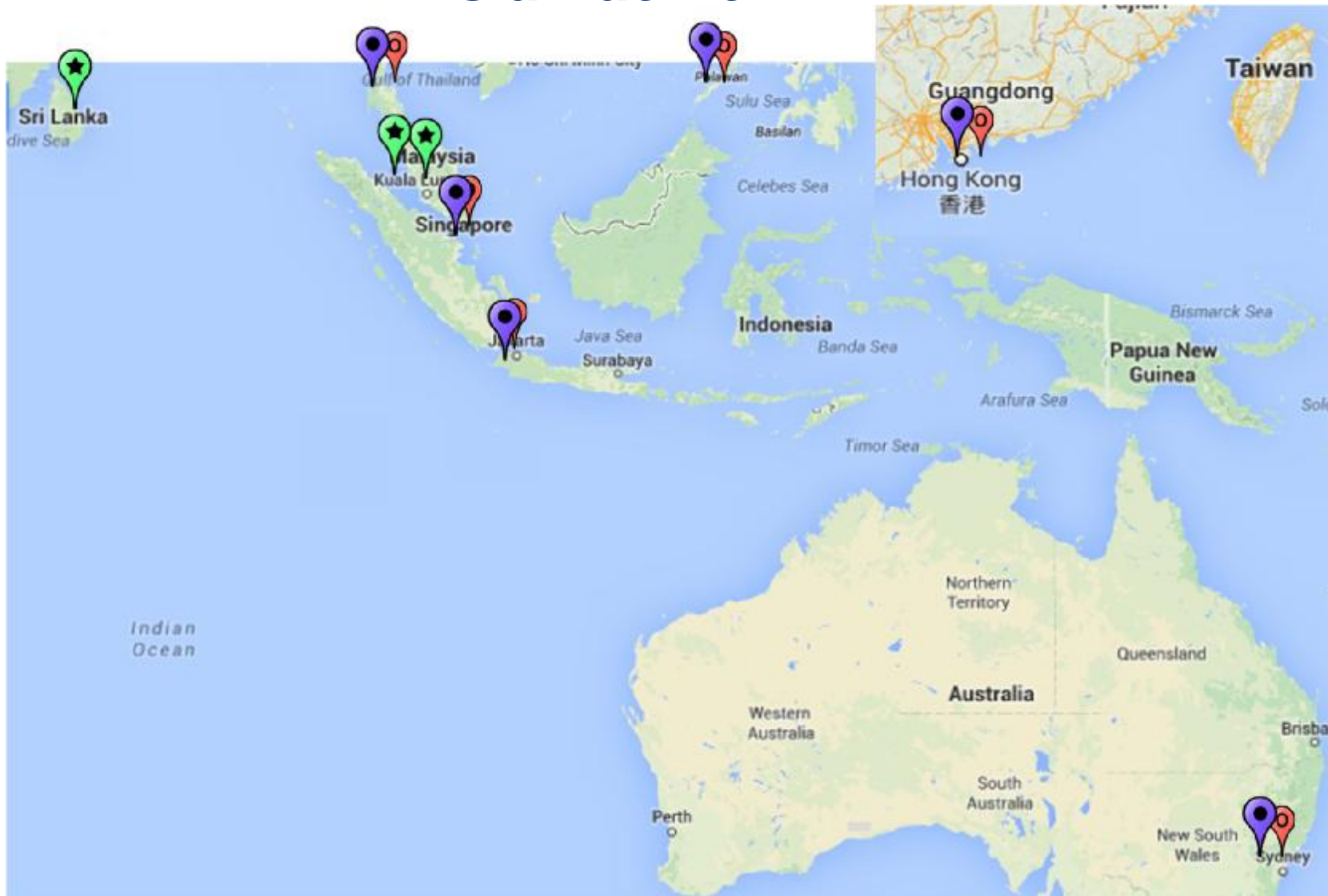


-  **Service Center  
& Warehouse**
- Gloucester, UK
  - Milan, Italy
  - Athens, Greece





## Asia Pacific



 **Production Base**

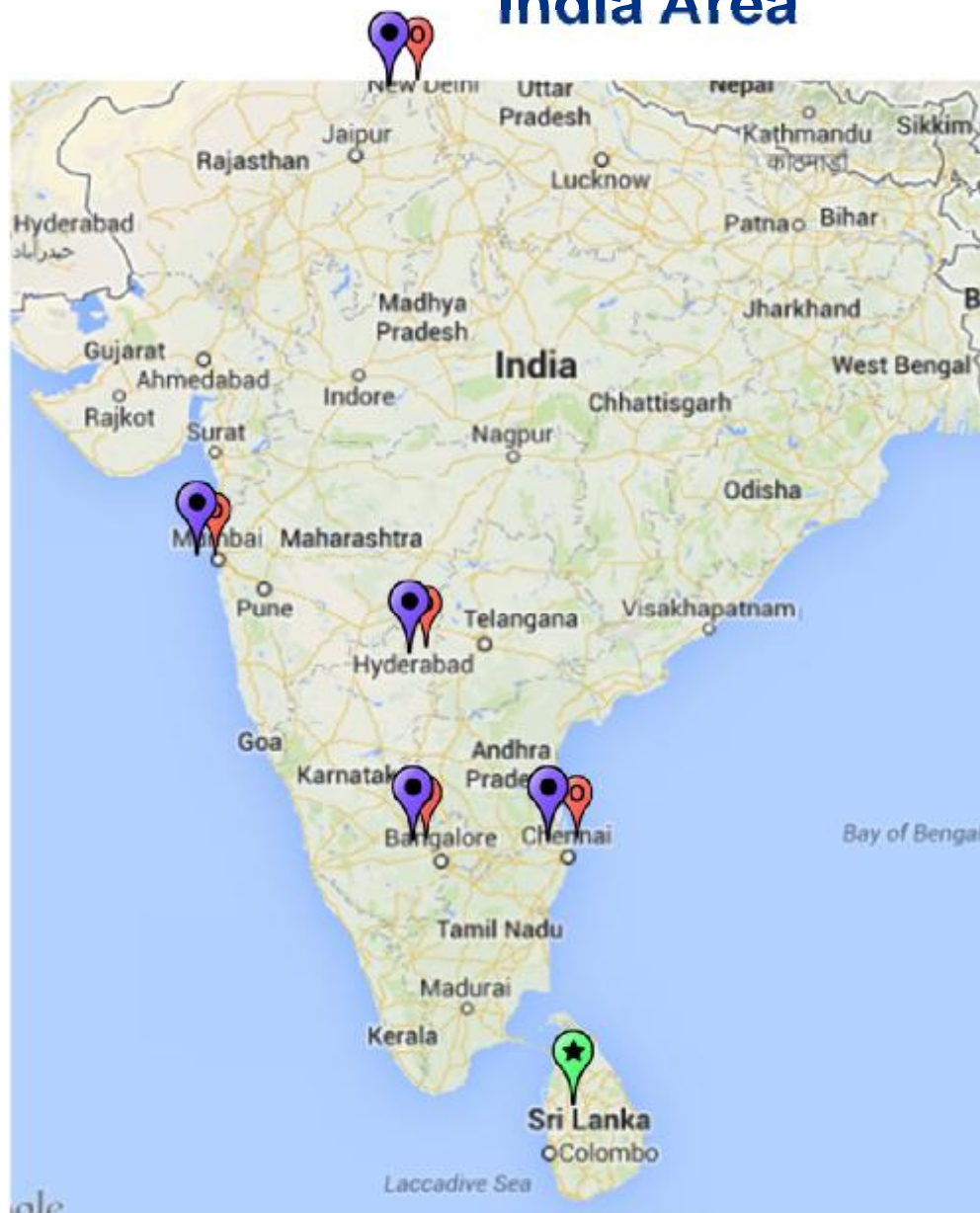
- Sri Lanka
- Malaysia

 **Service Center  
& Warehouse**

- Singapore
- Hong Kong
- Bangkok ,Thailand
- Jakarta , Indonesia
- Manila , Philippines
- Sydney , Australia



## India Area



 **Production Base**

-Sri Lanka

 **Service Center  
& Warehouse**

-Bangalore (HQ)

-Mumbai

-New Delhi

-Chennai

-Hyderabad



## Telecom Battery Product Requirement- Most Commonly Type



**AGM 100/150AH  
Front Terminal**



**GEL 100/150AH  
Front Terminal**



**Pure Lead 100/150AH  
Front Terminal**







# LEOCH Reserve Battery Family - UPS



**UPS-AGM Battery**  
2V 100~3000AH/ 12V 5.4~250AH



**Pure Lead Battery-  
Fast Charging/ High temperature High Temperature Battery**  
12V 100/150/190AH  
2V 200~3000AH



**Flat Plate gel battery**  
2V 200~3000AH/12V 38~200AH



**High Power Battery-UPS**



**Tubular Gel Battery-OPzV**  
2V 200~3000AH



**Tubular Flooded Battery-OPzS**  
2V 200~3000AH



**Telecom Lithium battery 48V/24V series**







**Front Terminal Gel –  
Telecom & UPS**



**Mid Size Gel –  
Telecom & UPS**



**2V Gel -  
Telecom**

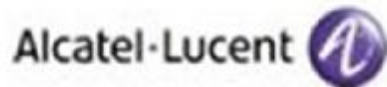


## Gel VS AGM

Item	Performance & features	VRLA-GEL	VRLA-AGM (General)
1	Case material	PC	ABS
2	Plates	Flat pasted plates	Flat pasted plates
3	Separators	PVC-SiO <sub>2</sub> separator	AGM separator
4	Internal resistance	Bigger than general AGM	Low internal resistance
5	High oxygen-combination efficiency	≥97%	≥97%
6	Float life	8~10 years	3~5 years
7	Cyclic life (100%DOD)	>300 times	>250 times
8	High-rate recharge capability (Maximum current for recharging)	0.25C	0.3C
9	Monthly self-discharge	<1.5%	<2%
10	Wide temperature	-40~60°C	-15~50°C
11	Over-discharged acceptance	Good self-protection for over-discharged	Over-discharge make negative plates sulfuration
12	Heat sensitivity	Strong heat exchange but not sensitive for thermal runaway	Easy to cause thermal-runaway



## Key Telecom Customers – LEOCH Brand





## Key UPS Customers – LEOCH Brand







# Thank You!

