

**MADE IN
GERMANY**
Quality since 1899

WELCOME

*TRADITION, RELIABILITY
AND INNOVATION*

 **BAE**
Reliable Energy

COMPANY - FACTS

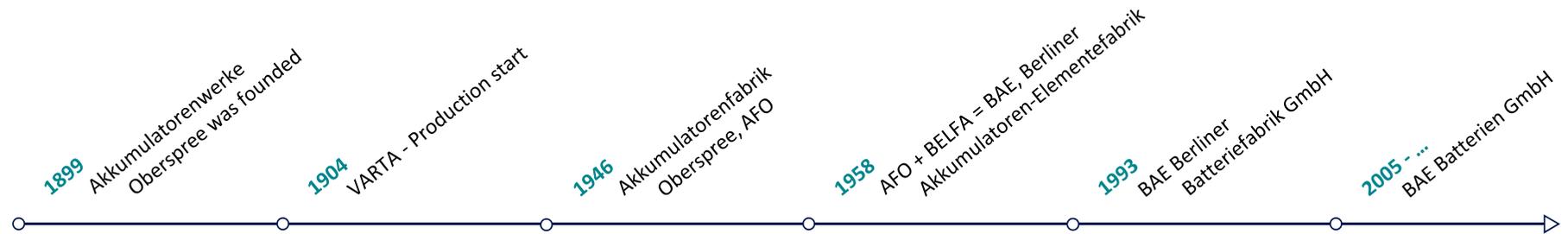
— QUALITY SINCE 1899 —

FOUNDATION	1899
BRANCH	Production of Premium Lead Batteries
STATUS	SME-Status
STANDARD	“Quality made in Germany”
PRODUCTION	100% in Berlin
MISSION	Highest reliability and lowest operational expenses
EMPLOYEES	180
EXPORT	80%



HISTORIC MILESTONES

— OUR „WALK OF FAME“ —



1899
Small transportable lead batteries for torches, telegraphs and annunciators



1922
Transportable lead batteries for automobiles and aircraft



1946
Akkumulatorenfabrik Oberspree, AFO



1958
Main application Railway and Forklift Batteries.
1989: 650.000 cells annually



1993
Stationary batteries:
BAE OPzS and BAE OGi
BAE OPzV and BAE OGiV

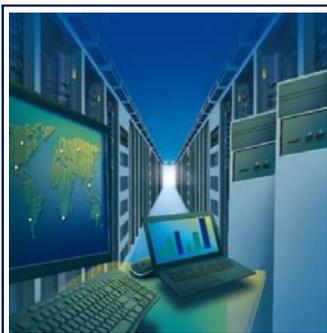


2005
Renewable Energy Applications



MARKET SEGMENTS

APPLICATIONS



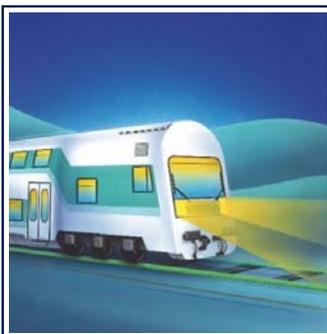
STATIONARY APPLICATIONS

- POWER PLANTS
- NUCLEAR POWER PLANTS
- POWER DISTRIBUTION
- SUB STATIONS
- TELECOMMUNICATION
- INFRASTRUCTURE SYSTEMS
- UPS SYSTEMS



RENEWABLE APPLICATIONS

- PHOTOVOLTAIC POWER GENERATION
- STAND-ALONE PHOTOVOLTAIC SYSTEMS
- HYBRID APPLICATIONS
- INDUSTRIAL AND RESIDENTIAL RENEWABLE ENERGY SYSTEMS



RAIL TRAFFIC APPLICATIONS

- ENERGY FOR TRACTION
- CRANKING
- STEERING
- SECURITY LIGHTING
- ON-BOARD POWER SUPPLY

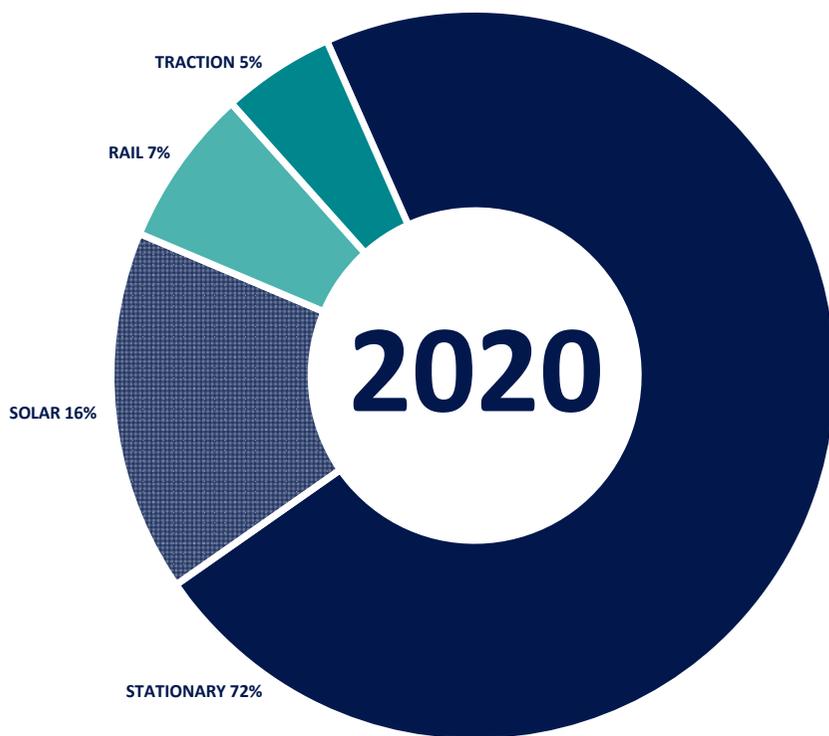


MOTIVE POWER APPLICATIONS

- MATERIAL HANDLING EQUIPMENT
- WARE HOUSE HANDLING EQUIPMENT

MARKET SEGMENTS 2020

MARKET APPLICATIONS



TRACTION 5%



RAIL 7%



SOLAR 16%



STATIONARY 72%



HIGHEST QUALITY STANDARDS

— RESPONSIBILITY FOR HUMAN AND PRODUCT —

INTEGRATED MANAGEMENT SYSTEM



ISO 9001
CONTINUOUS QUALITY CONTROL



ISO 14001
COMPLYING WITH ALL ENVIRONMENTAL CONDITIONS



ISO 45001
HIGHEST SECURITY AND HEALTH STANDARDS



ISO 50001
INTEGRATED ENERGY MANAGEMENT SYSTEM



TRADITIONAL WAY OF MANUFACTURING

- BAE HIGH PRESSURE CASTING
- DRY FILLING OF RED LEAD
- TANK FORMATION



USE OF HIGH QUALITY COMPONENTS

- BAE "PANZERPOL"
- WOVEN GAUNTLETS
- ONLY EU-28 SUPPLIERS

BAE SECURA PRODUCT RANGE

UNIQUE PERFORMANCE



BAE SECURA BATTERIES REFLECT
OUTSTANDING QUALITY BY:

- 1 Perfect reliability
- 2 Lowest operational expenses
- 3 Long cycle life approved acc. to IEC 61427
- 4 Easy access for measurements
- 5 Excellent deep discharge capability
- 6 Protection against lid failure

LEAD BATTERIES ADVANTAGES

— **PROVEN AND SUSTAINABLE TECHNOLOGY** —



LEAD AS A SECURE AND RELIABLE TECHNOLOGY:

- 1 Low cost upfront and over the life-time
- 2 Safe energy storage technology
- 3 Easy installation & commissioning
- 4 Simple and cheap transportation
- 5 Established recycling process:
over 99% recycling rate

WORLDWIDE PRESENCE

OVERVIEW



SUMMARY

UNIQUE SELLING POINTS

120 years of history in manufacturing high-quality industrial lead batteries

Sole premium producer with only production in Germany

Highly flexible organization and process-orientated structure

Unique product features and customized products

Outstanding quality, life-time and reliability of products enabling lowest OPEX

High-end customers relying on BAE since many years

Long-term business strategy and reliable partnerships



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THANK YOU

FOR YOUR ATTENTION!

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