Lunch & Learn

10 Things to Know when Choosing a Battery Supplier

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10 Things to Know when Choosing a Battery Supplier

Is it time to line-up another Battery Partner?

Given the recent fragility of supply chains, now may be a good time to re-evaluate your Battery supply solutions.

Learn what your next steps should be - the questions to ask - the answers you need.

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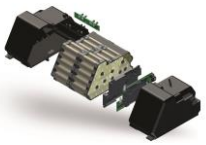
Linked-In: https://www.linkedin.com/in/dan-friel-2004

VARTA Worldwide

VARTA AG

MICROBATTERIES & SOLUTIONS

Healthcare	Entertainment	Solutions
		

Largest Manufacturer of Hearing Aid Cells (1B/yr)

www.VARTA-Microbattery.com

Standard & Custom Battery Packs and Energy Storage

www.VARTA-Storage.com

HOUSEHOLD BATTERIES

Consumer Batteries	Energy Storage

Consumer Coin & Cylindrical Cells; Home Energy Storage

www.VARTA-Consumer.com

Things to Know when Choosing a Battery ~~Supplier~~ Partner

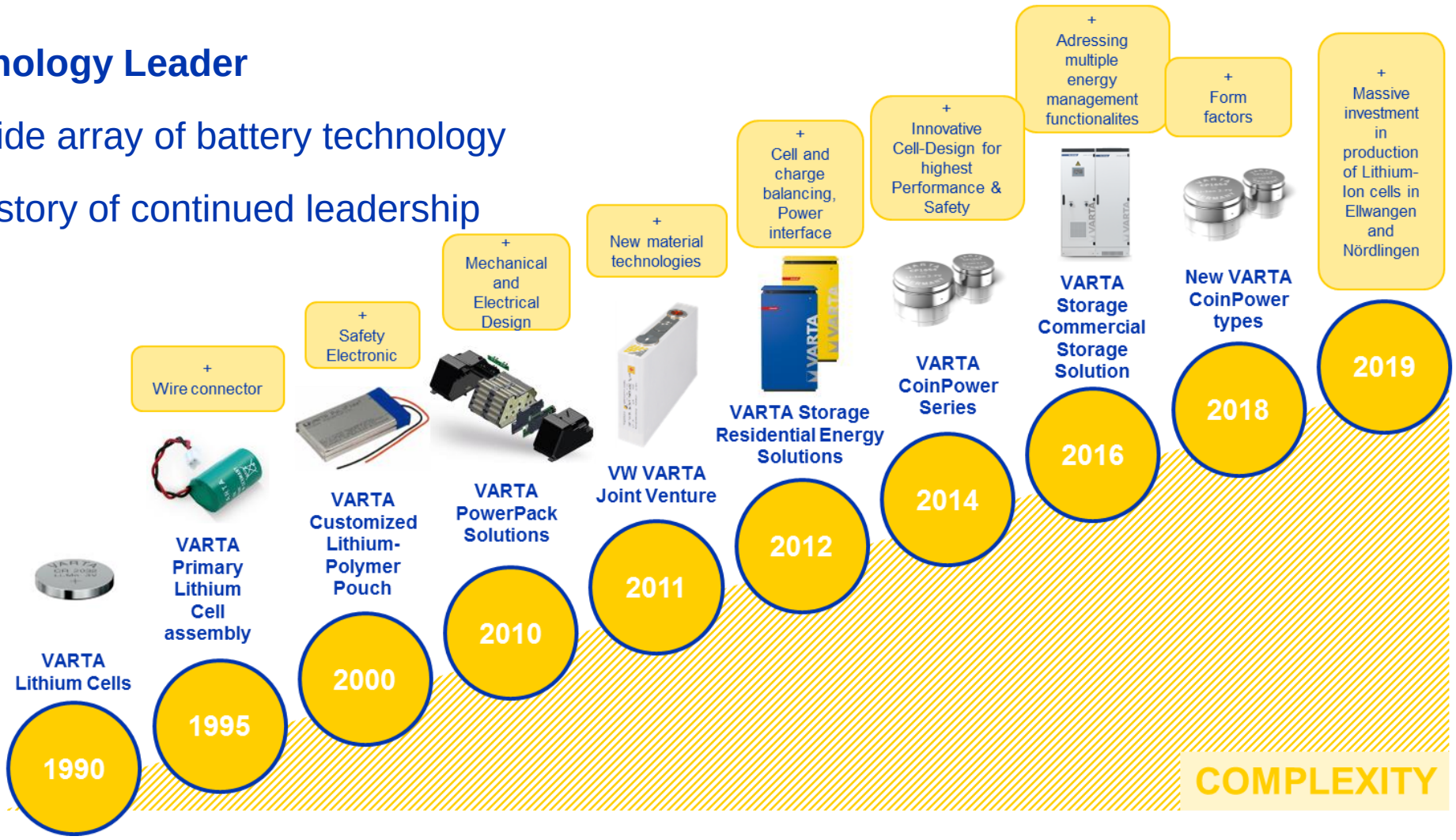
Why Partner?

- Battery is Critical to your Device
- Partner helps find Solutions: Alternate Plans, Risk Mitigation, Supply Assurance

Things to Know when Choosing a Battery ~~Supplier~~ Partner

Technology Leader

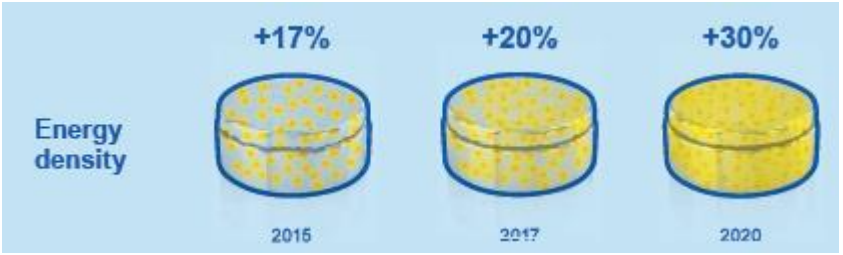
- Wide array of battery technology
- History of continued leadership



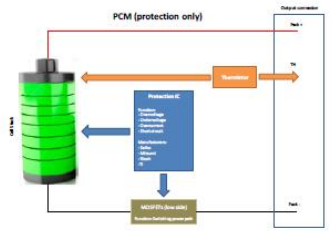
Things to Know when Choosing a Battery ~~Supplier~~ Partner

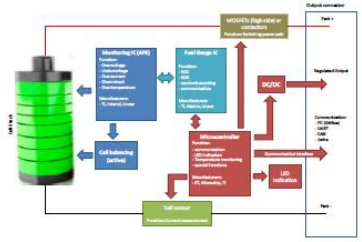
Technology Leader

- Leader in multiple areas
- Partners with well-known companies



Electronics Engineering + **Chemistry Knowledge** + **Mechanical Engineering**



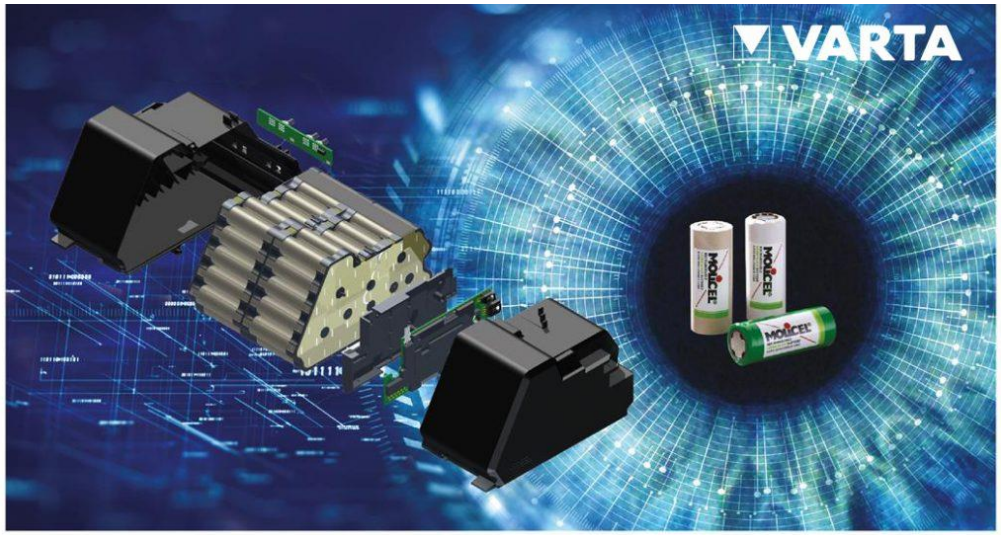


Things to Know when Choosing a Battery ~~Supplier~~ Partner

VARTA

Well known in the Industry

- A respected brand in Batteries
- Long history in the field
- Strategic Relationships with other Technology Leaders



LG Chem

Panasonic

SAMSUNG

SAMSUNG SDI

SONY

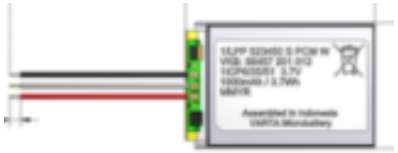
muRata

INNOVATOR IN ELECTRONICS

Things to Know when Choosing a Battery ~~Supplier~~ Partner

Standard line of products in a variety of sizes

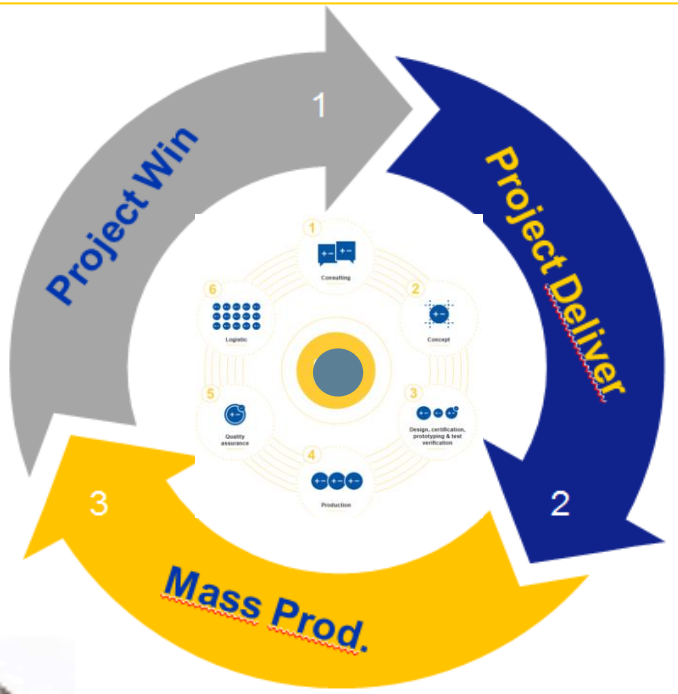
- Multiple Application Specific Standard products
- Wide range of product types, sizes, chemistries
- Provides breadth of choice – can be a one-stop shop

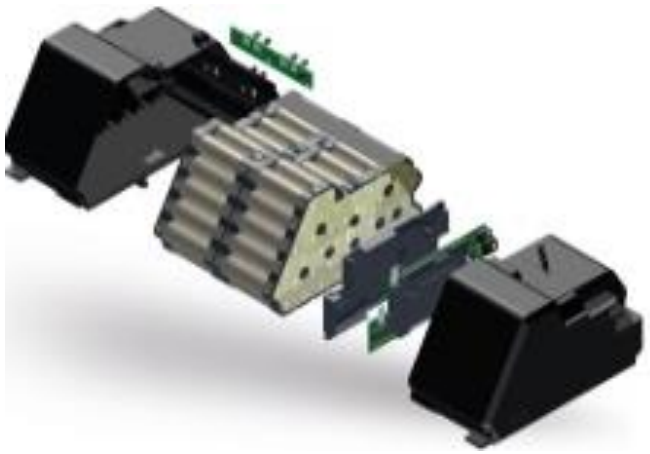


Things to Know when Choosing a Battery ~~Supplier~~ Partner

Previous Custom Designs

- Not only ‘off the shelf’ standard products
- Variety of custom designs for multiple applications
- Leverages learning across many custom projects

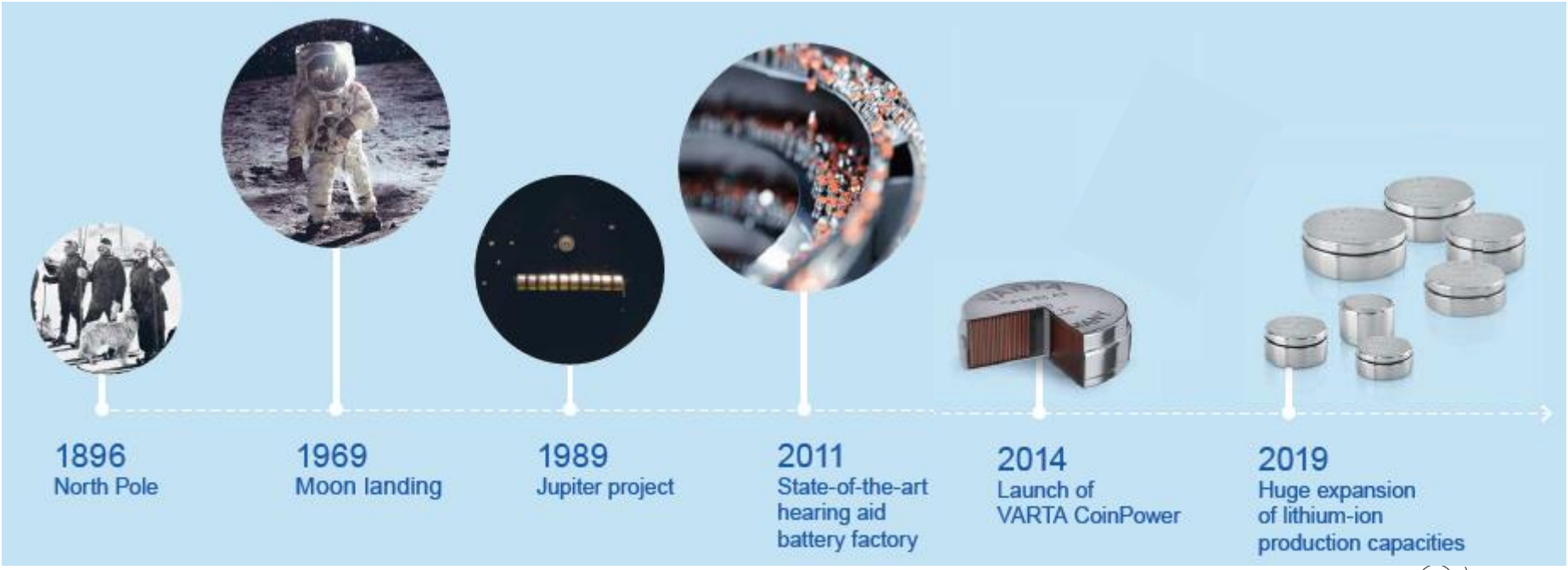




Things to Know when Choosing a Battery ~~Supplier~~ Partner

History and Industry Experience in Battery systems

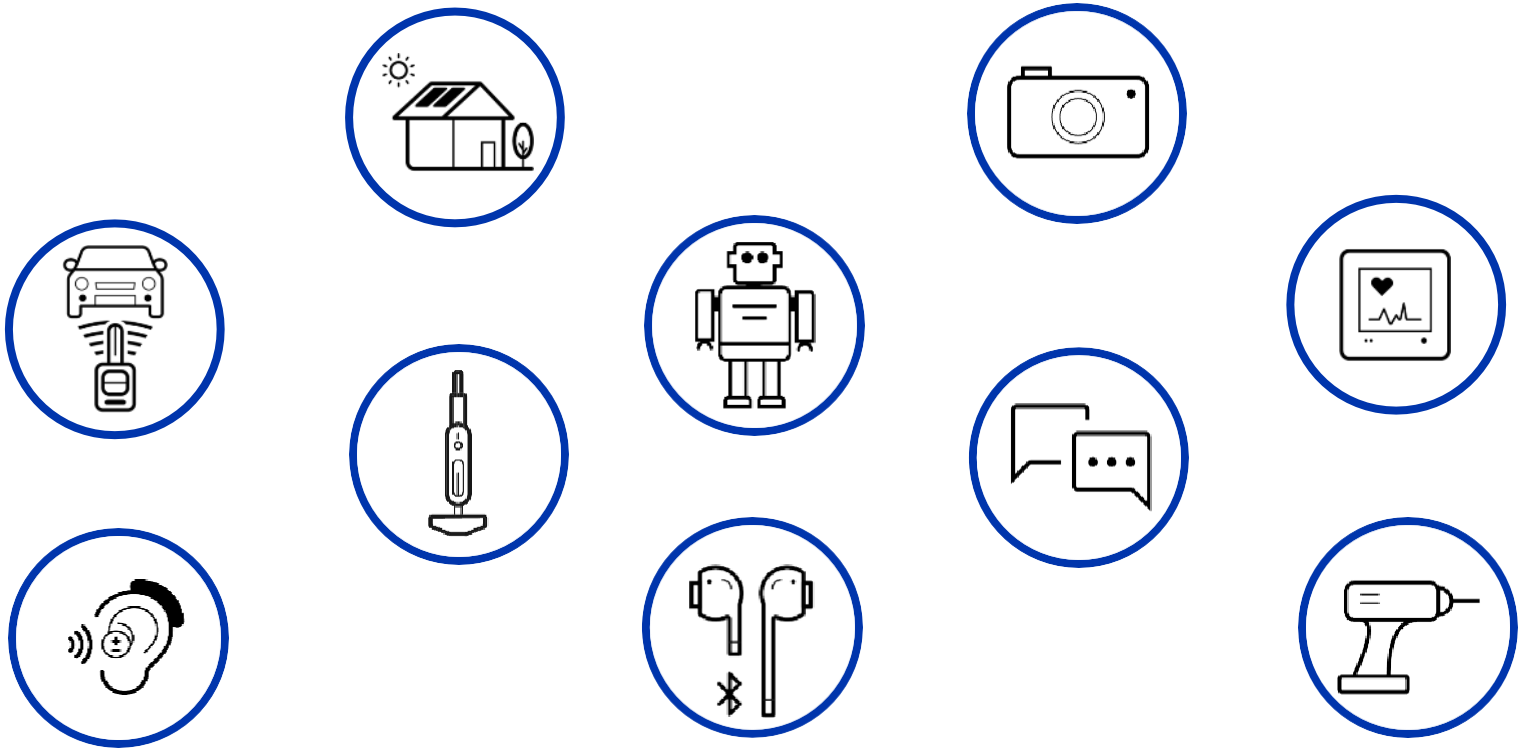
- History in multiple Battery technologies
- Industrial knowledge



Things to Know when Choosing a Battery ~~Supplier~~ Partner

History and Industry Experience in Battery systems

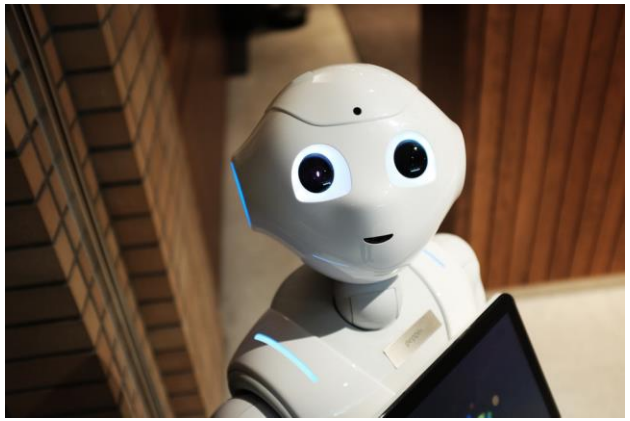
- Expertise & Experience in portable, mobile, & stationary Applications



Things to Know when Choosing a Battery ~~Supplier~~ Partner

History and Industry Experience in Battery systems

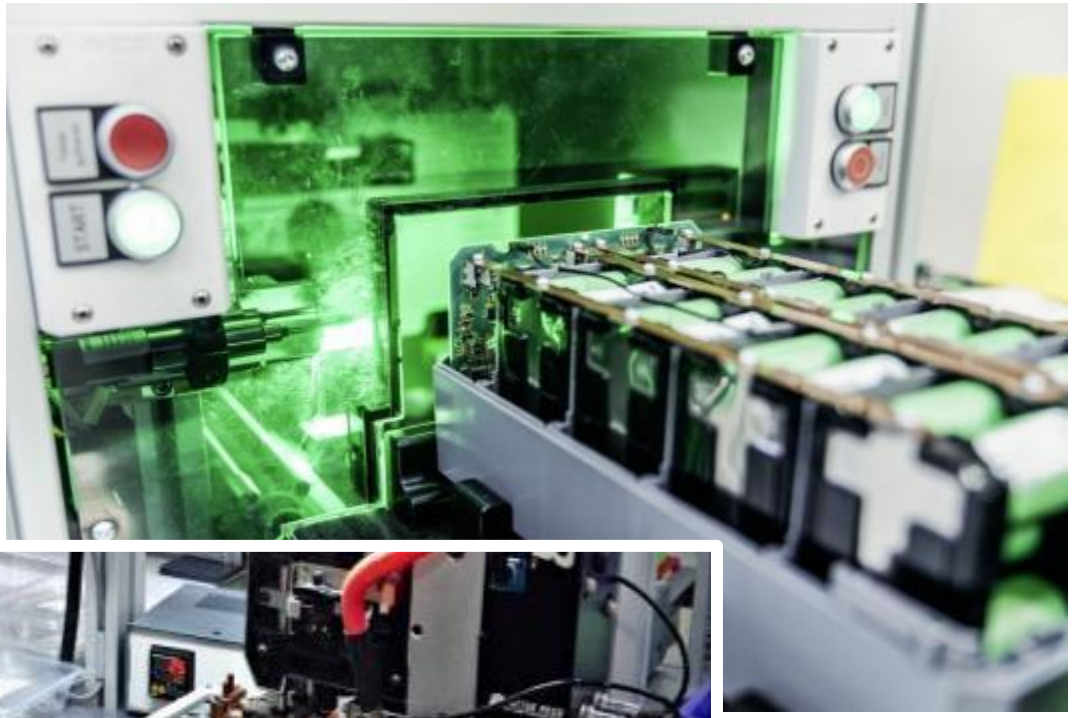
- Expertise & Experience in portable, mobile, & stationary Applications
- History in the latest technology
- Industrial knowledge

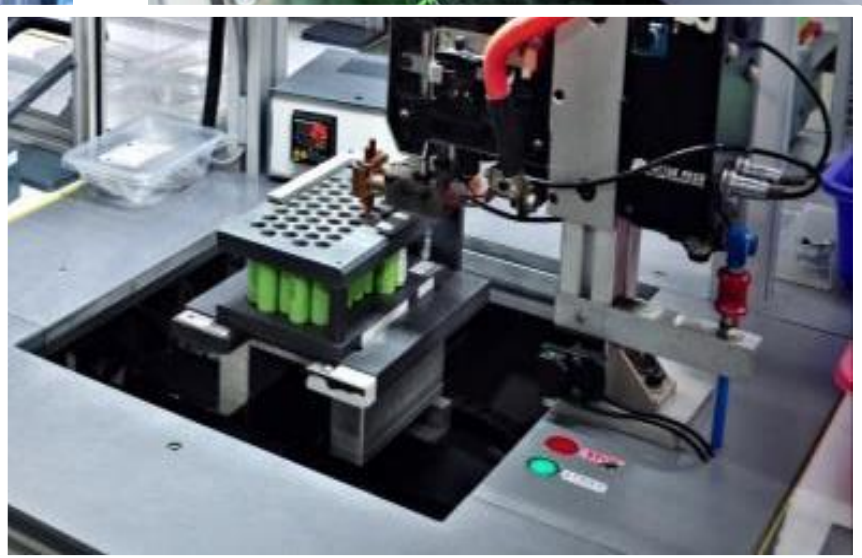


Things to Know when Choosing a Battery ~~Supplier~~ Partner

High-volume Manufacturing Expertise

- World-class Automation
- Multiple Automated Facilities

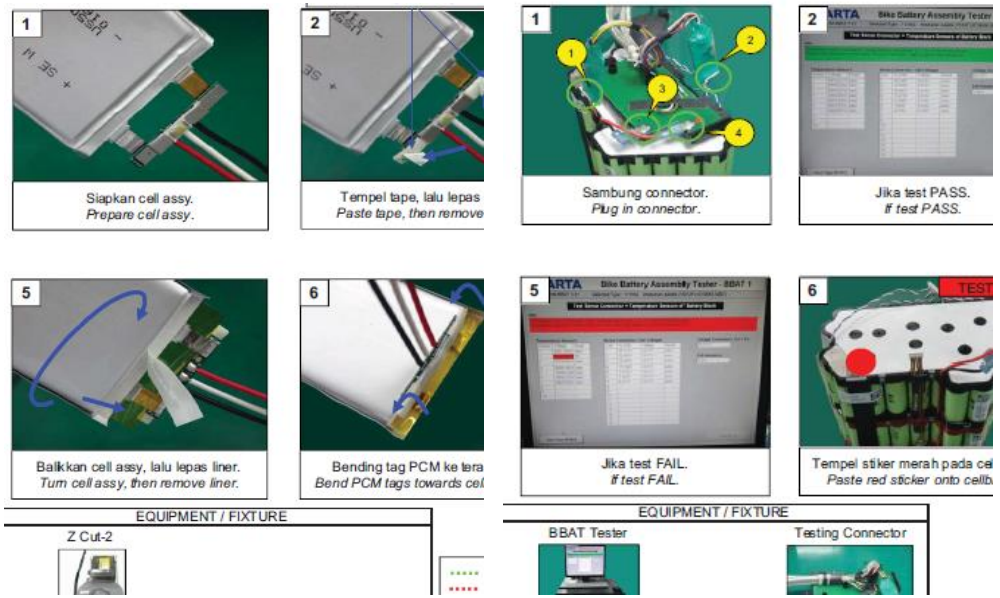




Things to Know when Choosing a Battery ~~Supplier~~ Partner

High-volume Manufacturing Expertise

- Well documented Procedures for Assembly & Quality
- Certified to multiple ISO standards



CERTIFICADO ■ CERTIFICAT

CERTIFICATE

The Certification Body of TÜV SÜD Management Service GmbH certifies that

VARTA Microbattery GmbH
Daimlerstrasse 1
73479 Ellwangen
Germany

has established and applies a Quality Management System for:

Research, development, production and distribution of electrochemical energy storage systems.

An audit was performed, Report No. 70038156. Proof has been furnished that the requirements according to

ISO 9001:2015

are fulfilled.

The certificate is valid in conjunction with the main certificate from 2017-10-07 until 2020-10-06.

Certificate Registration No.: 12 100 21402/03 TMS.

ZERTIFIKAT ■ CERTIFICATE ■ ■ CEPTИФИКАТ ■ CERTIFICADO ■ CERTIFICAT

Things to Know when Choosing a Battery ~~Supplier~~ Partner

Multiple Manufacturing & Design locations

- Separate Manufacturing Sites
- Independent Strategic Sourcing
  - Each factory has separate strategic supply chain

Things to Know when Choosing a Battery ~~Supplier~~ Partner

Worldwide Reach & Support

- Multi-National Presence for Manufacturing, Sales, Support
- Multiple Distribution Partners

FUTURE ELECTRONICS

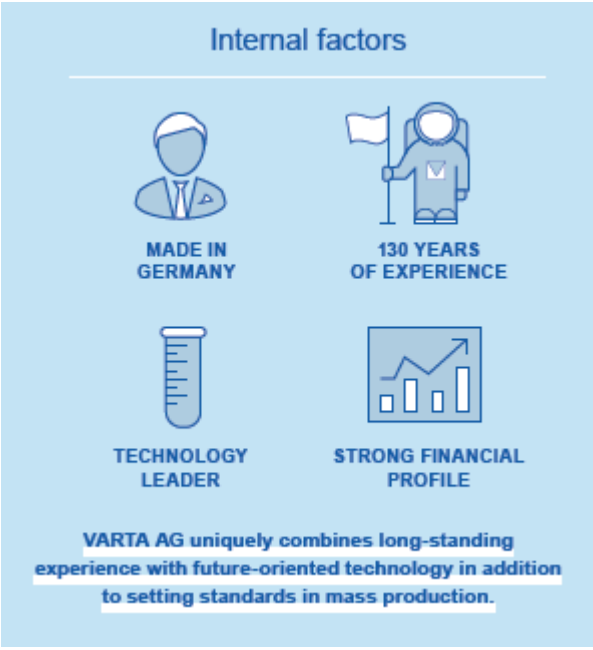
ARROW

AVNET Reach Further™

Things to Know when Choosing a Battery ~~Supplier~~ Partner

Reputable Firm

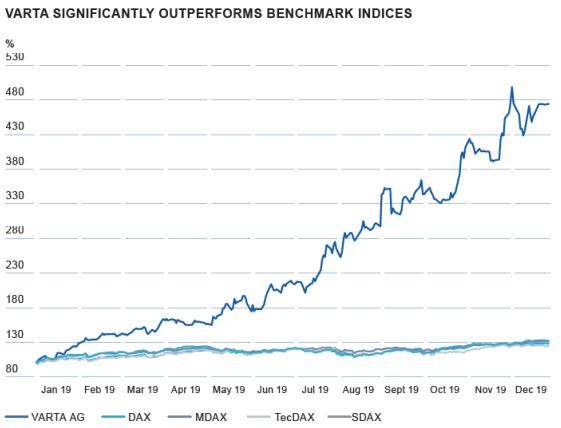
- Firms with a recognizable brand that they protect
- Public company – subject to tighter laws and regulations



Things to Know when Choosing a Battery ~~Supplier~~ Partner

Financially Stable & Reliable

- Record of sustained performance
- Public company
- Listed on major stock exchanges
- Professionally audited (financially)
- Historical presence



Things to Know when Choosing a Battery ~~Supplier~~ Partner

Financially Stable & Reliable

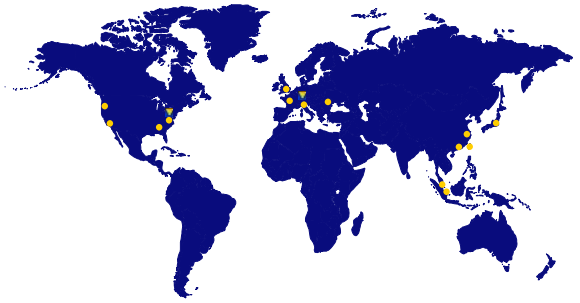
- Record of sustained performance
- Public company
- Listed on major stock exchanges
- Professionally audited (financially)
- Historical presence
- **Growing organization – physically & technologically**

VARTA Storage – VARTA Microbattery

Things to Know when Choosing a Battery ~~Supplier~~ Partner

Summary:

- Technology Leader
- Well known in the Industry
- Standard line of Products
- Previous Custom Designs
- History and Industry Experience in Battery systems
- High-volume Manufacturing Expertise
- Multiple Manufacturing & Design locations
- Worldwide Reach & Support
- Reputable Firm
- Financially Stable & Reliable



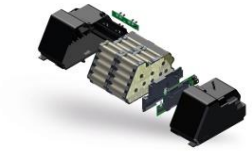
More than 130 years of innovation

1990
VARTA Lithium Cells

1995
VARTA Primary Lithium Cell assembly
+
Wire connector

2000
VARTA Customized Lithium-Polymer Pouch
+
Safety Electronic

2010
VARTA PowerPack Solutions
+
Mechanical and Electrical Design



2011
VW VARTA Joint Venture
+
New material technologies

2012
VARTA Storage Residential Energy Solutions
+
Cell and charge balancing, Power interface

2014
VARTA CoinPower Series
+
Innovative Cell-Design for highest Performance & Safety

2016
VARTA Storage Commercial Storage Solution
+
Adressing multiple energy management functionalites

2018
New VARTA CoinPower types
+
form factors

2019
Production
+
Massive Investments in production in lithium ion cells in Ellwangen and Noerdlingen

VARTA has a long history in research, development, and mass production of a variety of electro-chemistry and battery systems.

Application Specific Standard Battery Products

Wide Array of Standard Batteries:

- Voltages 3.6V to 48V
- Capacities 660 mAh to >1500 Ah
- Individual & Expandable
- Cylindrical Sizes
- Pouch/Prismatic Sizes
- Embedded Battery Packs
- Consumer Removable Packs
- Industrial, Mobile Robotics units

www.varta-storage.com/en/products/power/asb

www.varta-storage.com/en/products/power/cellpac-lite

CellPac LITE Cylindrical

Easy Block/Blade ASB

CellPac LITE Pouch

EasyPack

All past & future webinars listed at:

www.varta-storage.com/webinars

Additional information – please email directly:
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