


ASSEMBLÉE GÉNÉRALE EXTRAORDINAIRE DE LECLANCHE SA

21 JANVIER 2016, YVERDON-LES-BAINS, 11H00



LecCell 30Ah

The only Lithium-Titanate cell
with water-based coated electrodes



> PRODUCTS AND SOLUTIONS



TiBox

The intelligent energy
storage system with
Lithium-Titanate

Available now!

Message from company CEO Anil Srivastava

Our mission is to supply Battery Energy Storage Solutions for:

➤ Stationary: electricity supply | grid or off-grid



➤ Mobility: transportation and heavy machinery



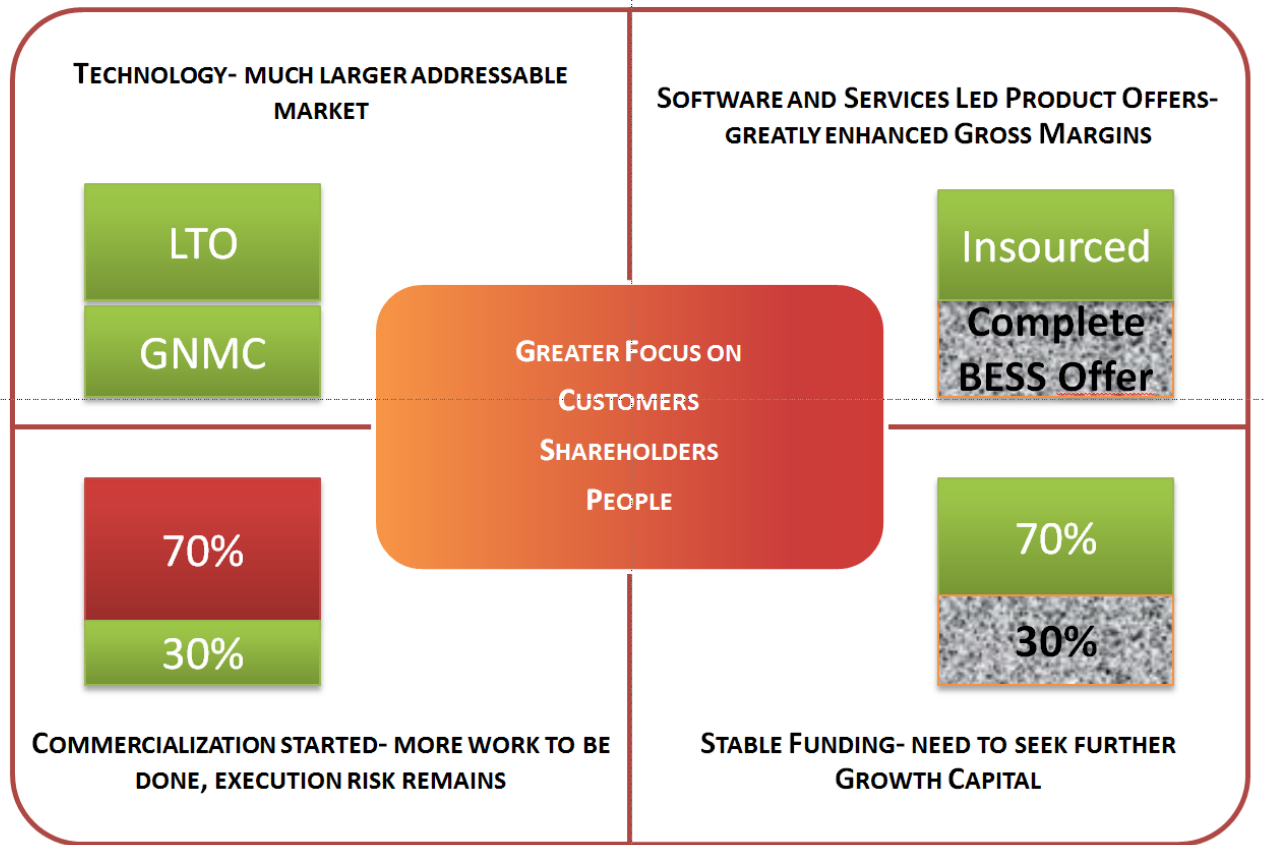
➤ Speciality Battery Systems



Update on our 4 pillars of growth

➤ Delivering the plan

PILLARS FOR GROWTH: status as of end-August 2015



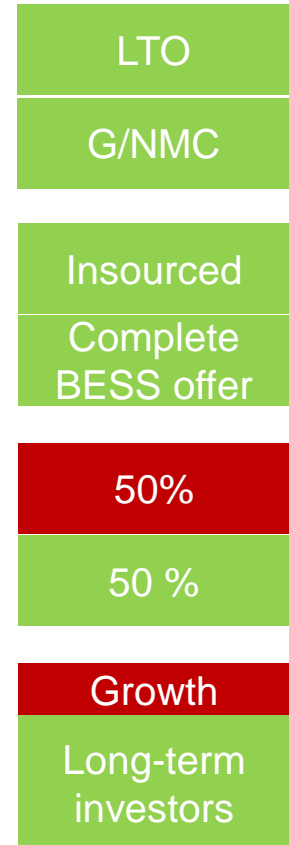
Update on our 4 pillars of growth

- **Technology: LTO and G/NMC**
 - Unprecedented level of production

- **Product & Services: complete BESS offering**
 - Acquire and strengthen IP portfolio

- **Commercialisation**
 - Secure landmark projects and execution risk remains

- **Stable funding**
 - Committed long-term strategic investors



2015: A year of delivering solid proof points of our growth strategy

- Clear focus on 3 main market segments
- Fully Year 2015 results will be audited by April and presented at AGM
- Sharing highlights on 2015 operations
 - Production level
 - Revenue mix: geared towards high-growth market segment
 - Project delivery
 - Team
- Leclanché offers are validated by major clients around the world
- Hopefully we have won your trust in our execution capabilities

2015: Key milestone projects

- **Stationary: Graciosa**
 - Battery Power Plant built
 - Battery Energy Storage Systems delivered on time



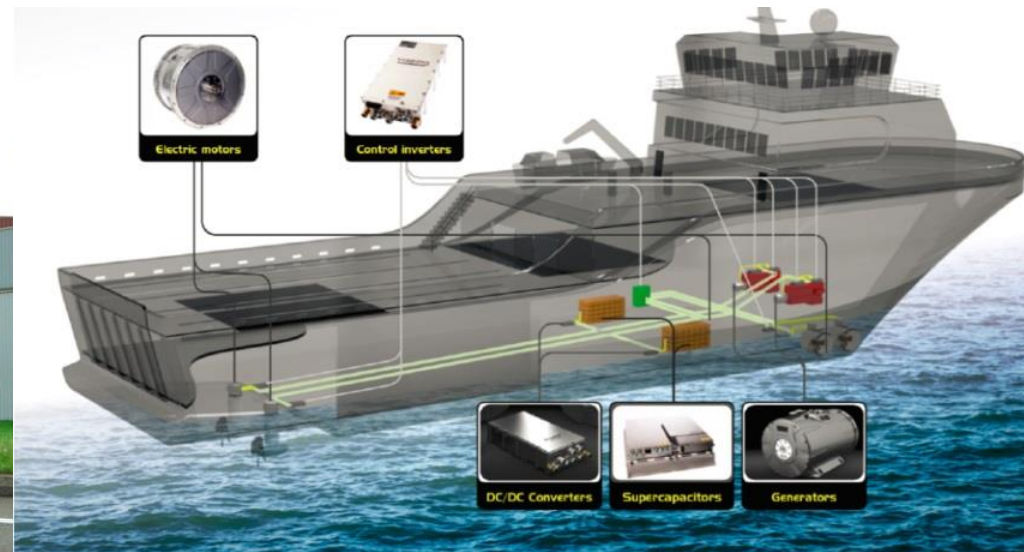
2015: Key milestone projects

- Stationary: EPFL Microgrid project
 - Full commissioning



2015: Key milestone projects

- **Mobility: Bus**
 - Company first full-electric bus
- **Mobility: Ferry**
 - World largest e-ferry: cell under production



2015: Key milestone projects

- **Speciality battery: Scotia**
 - 200 bespoke battery packs delivered



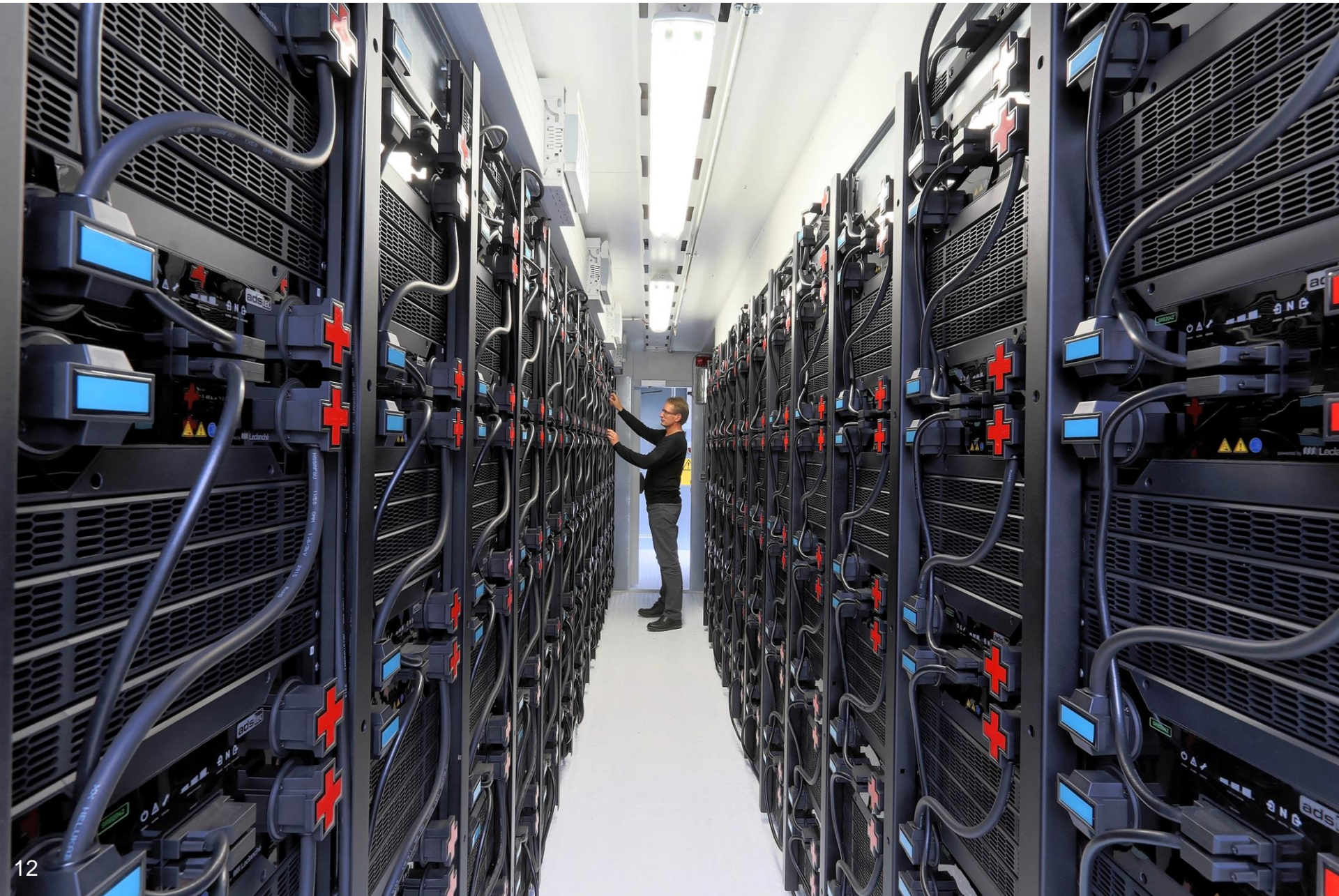
2015: Growth capital & stable funding

- Equity: new and diversified shareholder base
 - Continued strong commitment by major shareholders: Recharge and Bruellan
 - Private Placement with strategic financial investor: ACE & Company
 - Private Placement with a reputed Swiss family office: Logistable
 - Golden Partner backed by a group of strategic industrial investors from China

- Debt: almost debt free
 - Significant conversion of nearly CHF 17m by Recharge in July
 - Pay-back Universal Loan in December

- Balance Sheet significantly strengthened

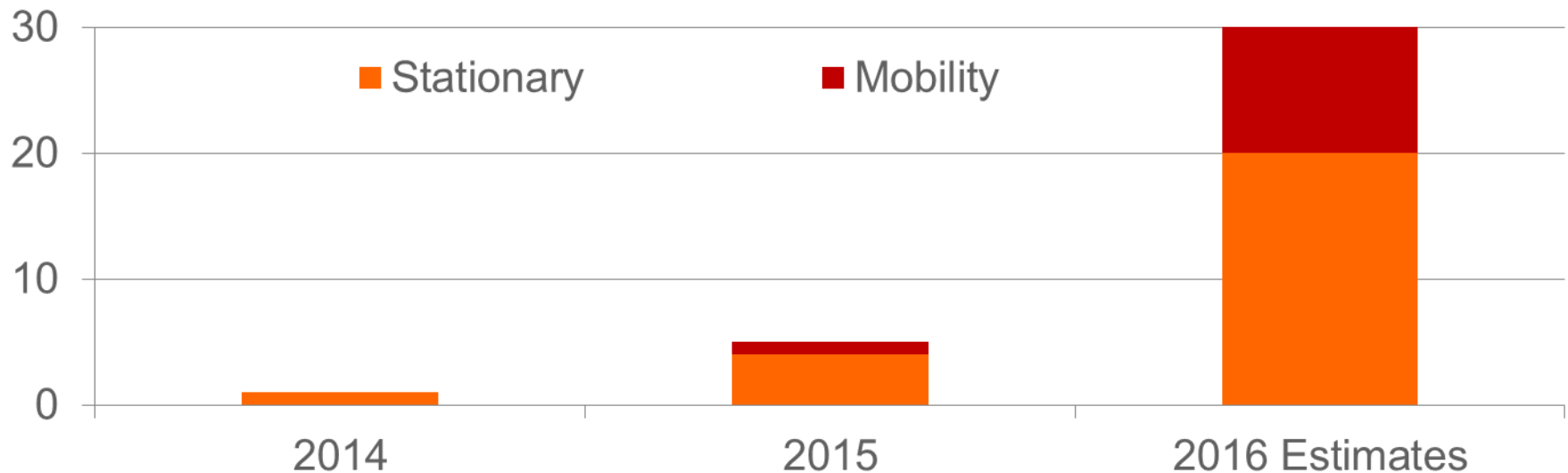
2016: Playing in the Premier League



2016: Production capacity outlook

- Projects: target to deliver at least 30 MWh
 - 20 MWh Stationary & 10 MWh Mobility
- Organisation ramp-up to deliver end-year capacity of 45 MWh per annum
 - Production, equipment, people, project engineering
 - Develop and build mobility module assembly in Yverdon
 - Start stationary module assembly in Switzerland and USA / Canada

MWh production output



2016: Key-projet outlook

- Start delivery IESO Ontario Grid Ancillary Services projects
 - 53 MWh over 6 sites
 - Secure order confirmation upon financial close, expected by Q2 2016
 - Strategic alliance with Deltro Energy Inc.

- Leclanché scope
 - Full turn-key implementation
 - Battery Energy Storage Systems
 - Power Electronics
 - Construction
 - Commissioning
 - Development capital contribution
 - Arranging Swiss Export Credit Agency (SERV)

DELTR O
E N E R G Y



2016: Required growth funding outlook

- Creating a long-term stable funding
 - Working Capital
 - Production & Engineering capacity increase
 - Selective project development
 - Strategic targeted M&A

2016 Stationary Storage Market: Outlook & Competition

➤ Key applications with proven ROI and market demand

- Grid Ancillary Services
- Distribution Generation
- Portfolio of Home Storage products

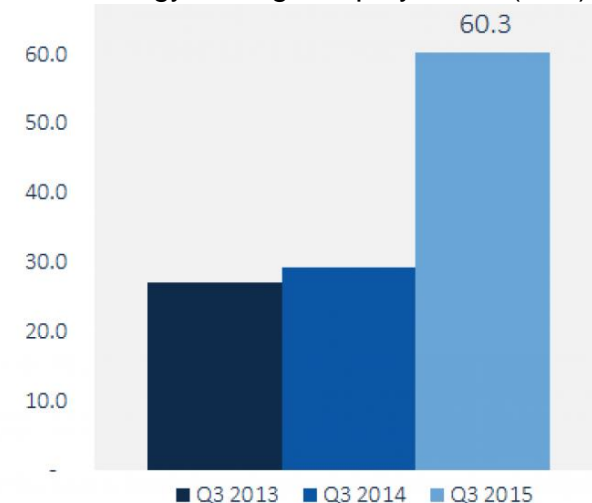
➤ Geographies

- Germany: more than 100 MW projects announced
- UK: 200 MW bid under way, expected decision in Q2 2016
- USA: 100+ MW stationary storage deployed in 2015

➤ Leclanché competitive differentiators

- Dual cell technology
- Vertically-integrated offer from cell to battery management software
- Turn-key project engineering & services
- Working reference projects
 - Graciosa
 - EPFL

US Energy Storage Deployments (MW)



Source: GTM Research, ESA (Residential & Non Residential)

2016 Mobility Storage Market: Outlook & Competition

➤ Key applications

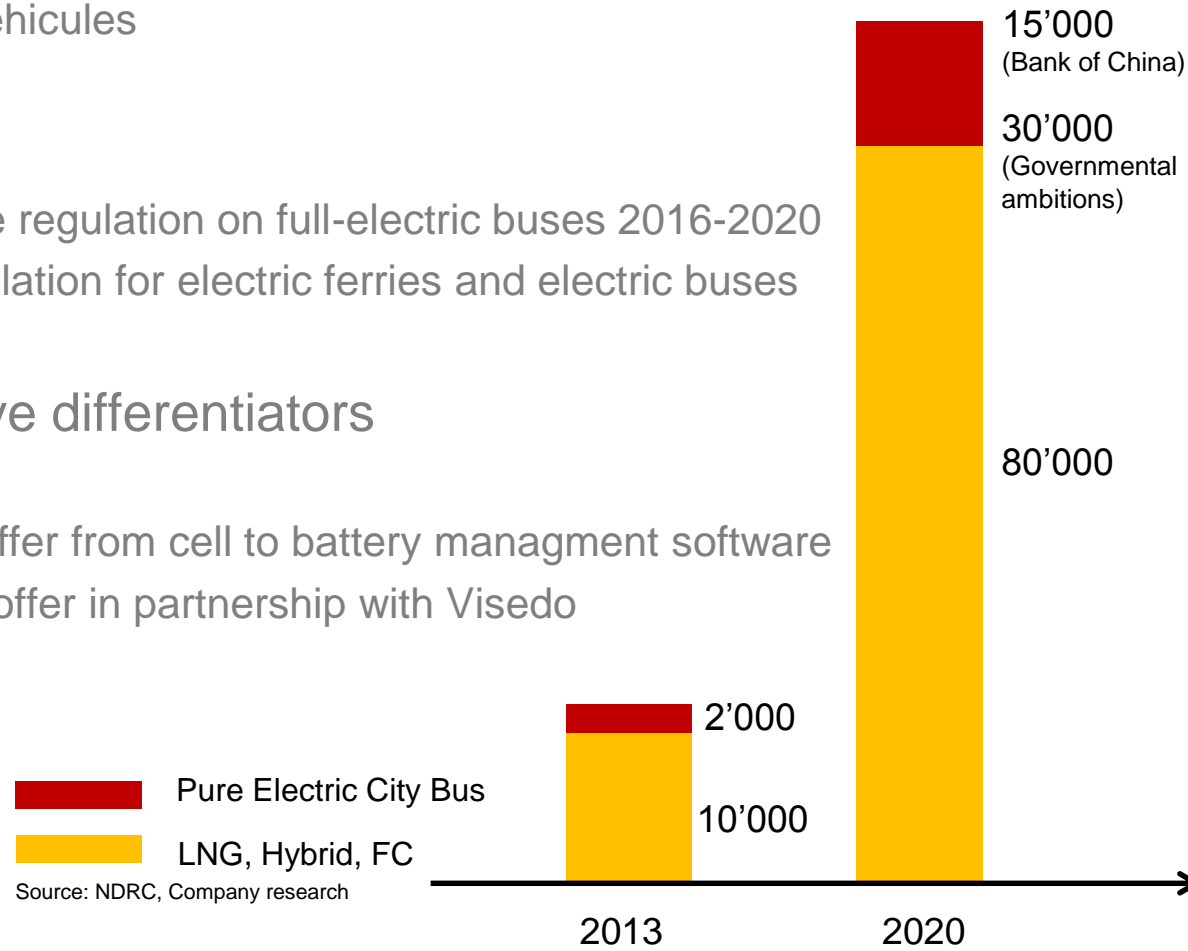
- Electrification of transport fleets: buses, ferries and trams
- Automated Guided Vehicules

➤ Geographies

- China: new supportive regulation on full-electric buses 2016-2020
- European Union: regulation for electric ferries and electric buses

➤ Leclanché competitive differentiators

- Dual cell technology
- Vertically-integrated offer from cell to battery management software
- Integrated drive-train offer in partnership with Visedo



Objectives

1. Increase backlog to 75 MWh
2. Double the revenue
3. Reduce EBITDA loss by further 50%
4. Secure funding for growth plan and future operations

Mitigating Execution Risks

Fin de l'assemblée générale extraordinaire de LECLANCHE S.A.



Merci de votre participation!