



PYLONTECH

PYLON TECHNOLOGIES

--Integrator of Lithium battery Solution

2016. 11 Shanghai, China



Company Profile



Pylontech Vision



Product Structure



Marketing Strategy



Key Competition

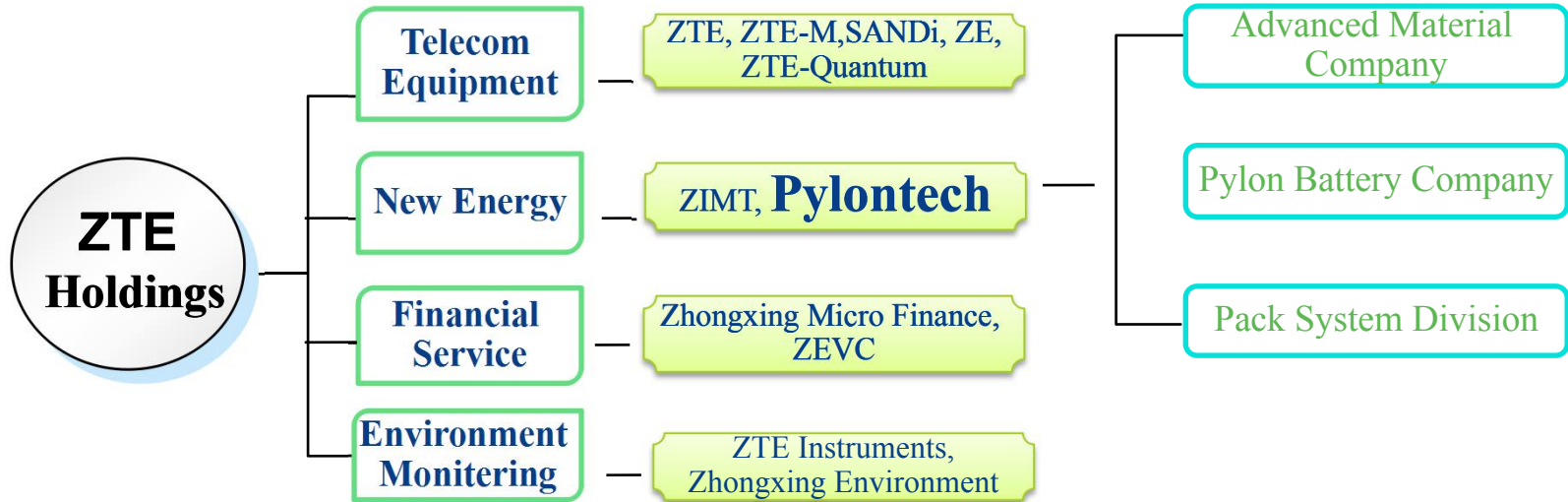


Cooperating Partners

Company Profile

● Introduction-Pylontech

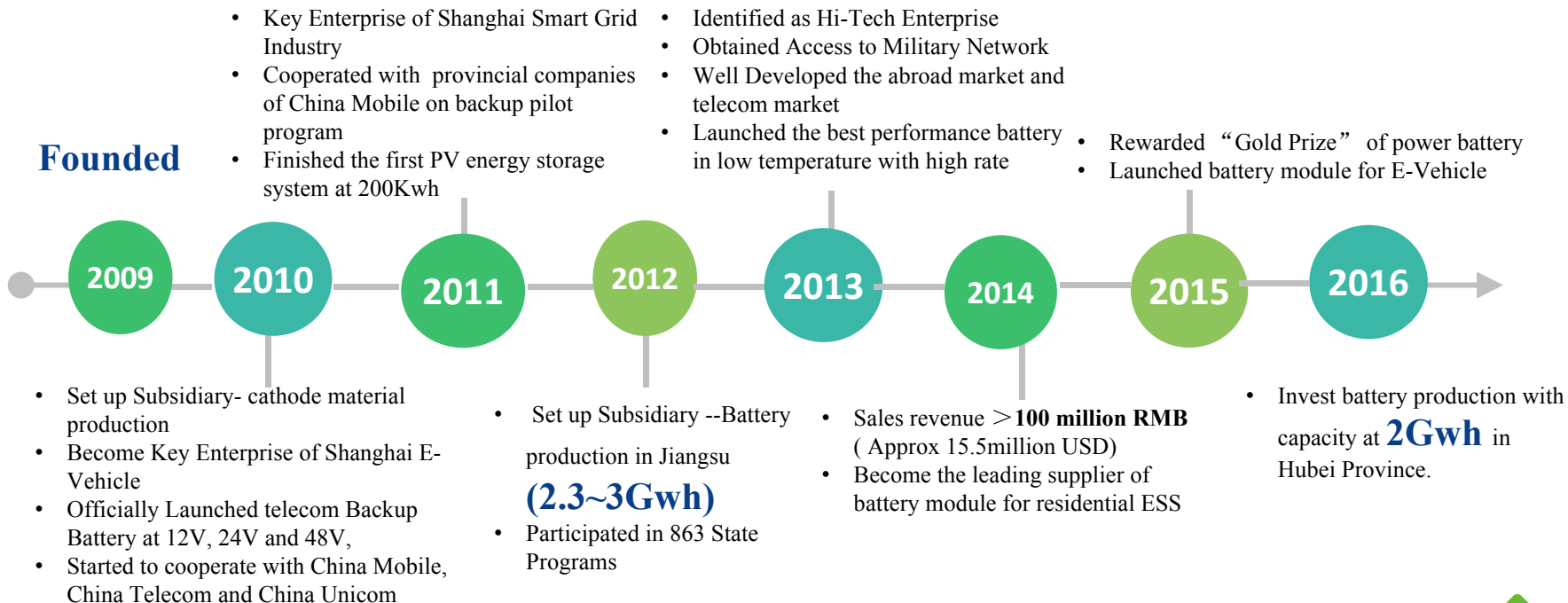
Pylon Technologies Co. Ltd, founded in October 2009, was wholly-owned by ZTE holdings at the beginning, is the pioneer of Lithium Iron Phosphate battery deployed in Energy Storage System and Electrical Vehicle with our vertical industrial chain integrated with self-developed core technologies from cathode material, cells, BMS and pack system.



Company Profile

● Milestone-Pylontech

Founded



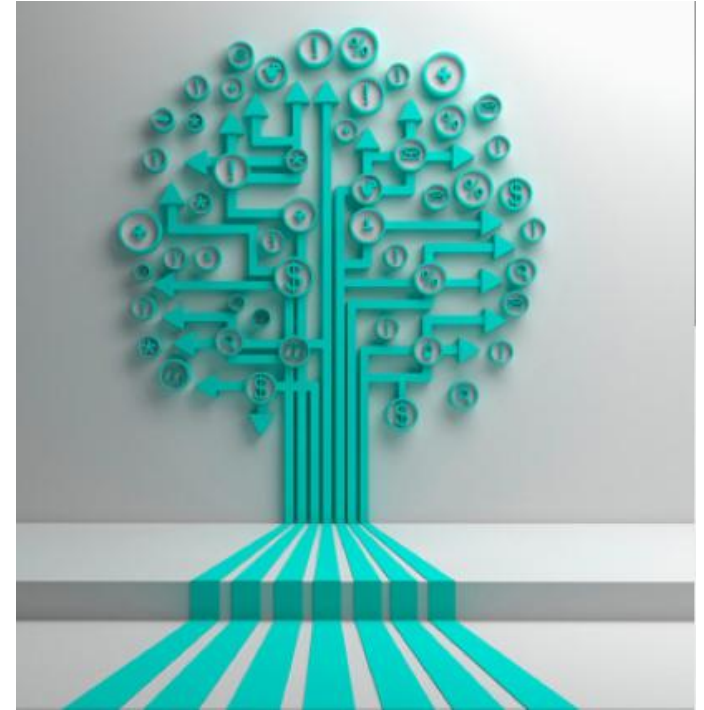
We aim to kindle the world by:

Smartening the power

Intelligentizing the pipeline

Harmonizing the spirit

Awakening the force





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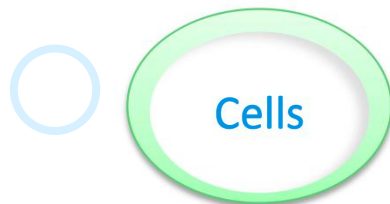
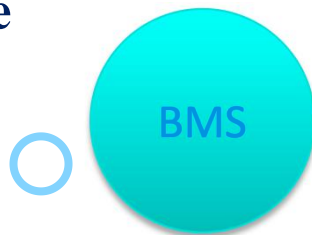
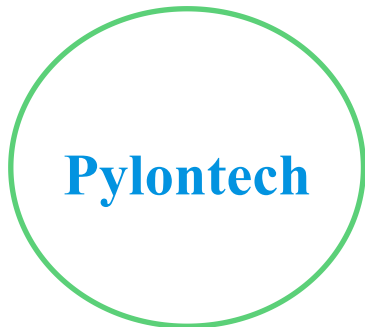
Cooperating Partners



Projects Reference

Product Structure

Production Chain



- **Self-developed BMS Technologies**

Reliable pack technology and cutting edge BMS

- **High Performance/Quality Cell**

Capacity of **1Gwh** in Jiangsu and together with production in Hubei will be **3Gwh** by the end of 2017.

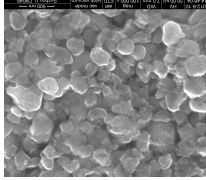
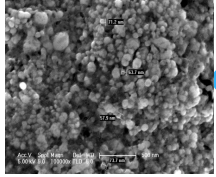
- **Best Performance Cathode Material**

Superb high power performance with low temperature
Patented nano shell technology

- **Stronge System Pack Capability**

Product Structure

Vertical Consolidation



Cathode Material

C60
E60



BMS (Function)

- ✓ Monitoring
- ✓ Protection
- ✓ Balancing...

Cell

Cylindrical Cell 18650 & 26650
Pouch Cell 25N & 37N



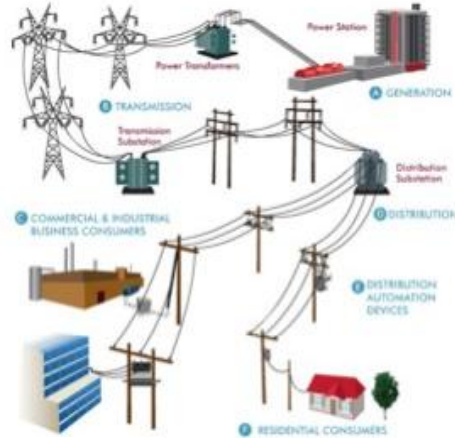
Pack system

Residential Battery
US2000B & Phantom-s
Commercial Battery
Phantom-x
Industrial Battery
HVP800



Product Structure

● Applications



- Base Stations
- Smart Grid of ESS
- UPS Power Supply
- Military Power



- High-power Electric Motorcycle
- Motorcycles, Start-up Power Source of Cars
- Electric Tools, Models

Product Structure

- Application Product-Cell

- **Energy Type-Pouch Cell**

- ✓ Energy Density 145Wh/kg
- ✓ Small volume, Light weight
- ✓ Normal cycle life more than 6000



- **Cylindrical Cell**

- ✓ Energy density 125 Wh/Kg
- ✓ Normal cycle life more than 2500
- ✓ Up to 40C discharging rate;
- ✓ -40 °C discharge more than 60%



Product Structure

- Application Product-Battery for ESS

- **Residential & commercial ESS**

Functions:
Independent Energy
Time-Shifting
Peak-Shaving
Emergency backup

- **Applicable battery**

US2000B
Phantom-s
Phantom-X



Product Structure

- Application Product-Battery for ESS

Residential Battery Solution:

US2000B and Phantom-s: same electrical parameter design but with different exterior.

Modularization design

Low voltage in 48V, 50Ah

DoD: 80%

Life cycle: 6000

Design life: > 10years

Easy installation with brackets or cabinets

Compatible with most of hybrid inverters

Communication protocols: CAN, Rs485, Rs 232

Safety Certificate: CE, TUV, RoHs, UN38.3 TLC

Stock available in EU and Australia.



Product Structure

● Application Product-Battery for ESS

Commercial Battery Solution:

Phantom-x

Modularization design in 48VDC in series

Battery voltage: 150V~800V

DoD: 80%

Life cycle: 3500

Design life: >10years

High power output 2C continuous and 3C pulse

Communication protocols: CAN, Rs485, Rs 232

Safety Certificate: CE, TUV, RoHs, UN38.3 TLC



HOSPITAL



RESIDENTIAL AREA



WIND POWER



FACTORY



BUSINES
BUILDING



RESIDENTIAL
BUILDING



DATA CENTER



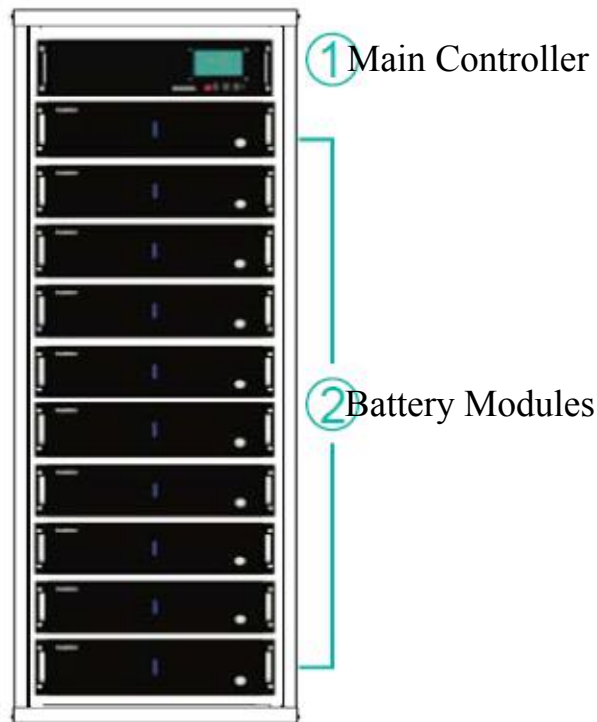
PHOTOVOLTAICS
POWER



POWER STATION



NEW ENERGY
RESIDENTIAL



Product Structure

- Application Battery Solution for Smart Grid

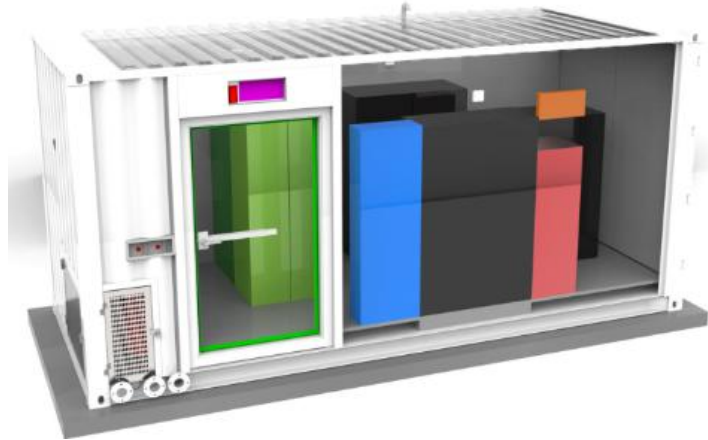
Industrial Battery Solution:

Function:

Frequency modulation

Voltage modulation

Applicable product: HVP800B



Product Structure

- Application Battery Solution for Smart Grid

Industrial Battery Solution:

HVP800B

Modularization design in 148VDC in series

Battery voltage: 500V~800V

DoD: 80%

Life cycle: 3500

Design life: >10years

Battery system efficiency: 98%

Protection Class: IP 20

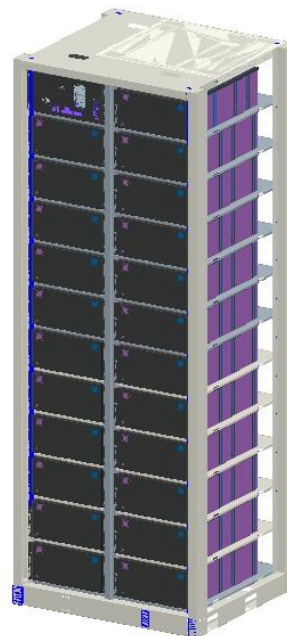
Operation Temperature: 0~50°C

Storage Temperature: -20~60°C

Communication protocols: CAN, Rs485, Rs 232



BMU



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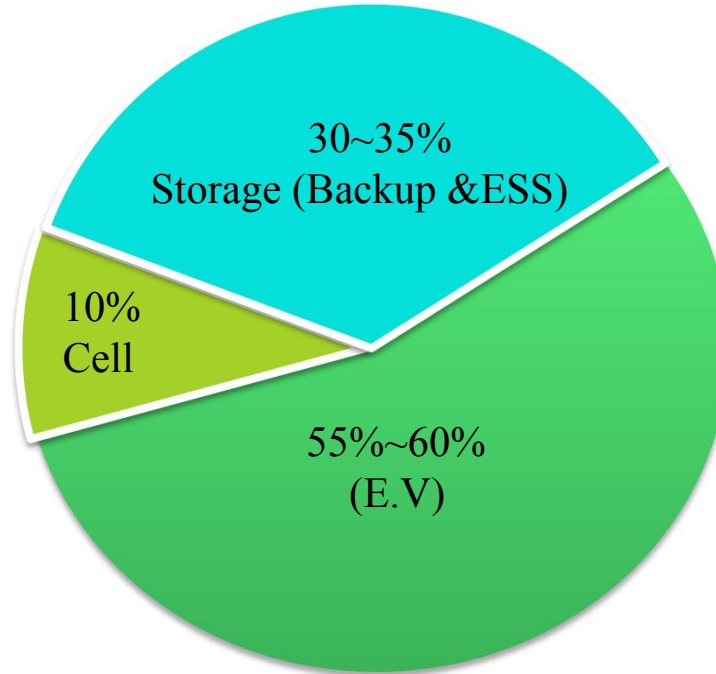
Cooperating Partners



Projects Reference

Marketing Strategy

- Product Sales Composition
 - The market will be promoted by the composition of cells , backup batteries and batteries for ESS.
 - The total sales income will be respectively contributed reasonably.
 - Such Strategy proportion can well support market development and benefit company operation.



Marketing Strategy

- Market Layout



- Backup battery mainly in China, South East Aisa
- Battery for ESS mainly in UK, EU,Australia, USA, South of America
- Other markets will be developed step by step

Key Points

- **High Performance Management**

Core team has been working together from the beginning of company founding, operating and performing with effective response mechanism.

- **Vertical integrated industrial chain**

Capability of quality control and technical development.

The core workforce have been cultivating and retaining by company's policies.

- **Reasonable marketing strategy in product composition and market layout**

Working intensively to improve and develop the right products to meet market requirements.

- **Fast delivery of batteries and timely technical service support**

Regularly keep batteries in Holland and Australia bonded warehouse.

- **Compatible with most of hybrid inverters**

GOODWE, Solax, Sungrow, Invt, GMDE, Smartverter, Dowell, Sofar... and will be more in near future.

- **Strong background with ZTE Holdings.**



Cooperating Partners

- Compatible Inverter Partners

Cooperating with PV inverters manufacture, battery can be compatible with most of hybrid inverters.

Self developed system enables highest compatibility



Cont'd

PYLONTECH, THE FORCE AWAKENS

THANK YOU!

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