

Main message of customer letter „PoLiFlex phase out“

- Product line “PoLiFlex” is phased out by March 31st., 2009”.
- Last call option offered → deadline for ORDERS 21st Nov. 2008
- All other product lines i.e. Li-Polymer / Li-Ion prismatic and Li-Ion cylindrical, VARTA EasyPack remain in our portfolio.
- In achieving our targets we reinforce our world wide partnerships.
- Future focus for high profitable projects (i.e. high added value and complex designs).

Good to know and how to reply

What can be done to continue PoLiFlex?	PoLiFlex closure is definite.
Why is PoLiFlex suspended?	PoLiFlex is only ONE of VARTA's Li-Polymer technologies . Unique PoLiFlex features and properties (i.e. triangle cells are "not that much needed in the market". Compared to other -i.e. "winding" technology- the stack technology is not competitive.
Can we buy PoLiFlex Batteries in a last call?	YES, last call ORDER to be placed till Nov.21st. Priority according to attached list.
Can our solution be redesigned?	Majority YES –Has to be checked in terms of: commercial, technical and D&A resources → see also overview attached most important projects.
Who is paying my requalification?	Depending on design, project and customer and strategic importance.
Is Varta continuing Li-Polymer Batteries?	YES, refer to product range (LPP...). All focus applications can be served.
Will EasyPack be continued?	Yes, except of EasyPack M
What is the difference between VARTA PoLiFlex and VARTA Li-Polymer ?	Main difference is INTERNAL cell construction winded vs stack. Cells and performance are compatible to PoLiFlex – SAME QUALITY approach!
Where are the VARTA Li-Polymer cells produced?	We are cooperating with selected strategic partners in ASIA.
I don't want a Chinese /Korean/Japanese cell!	We are not identifying our portfolio with low quality and ensure our high VARTA standards for all our products.
How are the partners qualified?	With our vendor management, QC, standards like ISO and audits.
Is there a price increase?	We do see indication for slight increase due to actual X-rate influences.
What are the target markets in the future?	Large and complex batteries preferred in specific market segments.

PLF Replacement Overview

PLF replacement Type overview		
PoLiFlex	CROSS Reference	REMARK
	types for re-design consideration	
PLF 503759 D	LPP 503759 8HH/ LPP 503759DL	not for non magn.
PLF 523450 D	LPP 473350 8TH / LPP 523450 DL	
PLF 423566 C	LPP 423566 E	
PLF 413566 E	LPP 423566 E	
PLF 613566 E	LPP 683566 E	
PLF 523566 C	LPP 513566 E	
PLF 443450 D	LPP 383450 8TH	
PLF 493566 E	LPP 513566 E	
PLF 383450 D	LPP 383450 8TH	
PLF 503562 D	LPP 503562 DL mechanik ! not for EZP + tight designs	samples Jan 2009 for EZ pack
PLF 263441 D	equivalent planned	samples Jan 2009
PLF 443441 D	equivalent planned	samples Jan 2009
PLF 383562 D	possibly Sony LPP 383450 8TH Capacity critical / equivalent planned	samples Jan 2009
PLF 383759 D	possibly LPP 383450 8TH Capacity critical	trial for Sony compatible type - not confirmed yet
PLF 283562 D	equivalent planned	samples Jan 2009, some medical projects (Abbott, Ekahau, ...)
PLF 223452 D	replacement based on project probability	Plastic Logic, LGE
PLF 283351 E	replacement based on project probability	Zing, XM Satellite
PLF 293351 E	replacement based on project probability	Zing
PLF 343759 D	no replacement	
PLF 162860 E	no replacement	
PLF 323450 D	no replacement	
PLF 463759 D	no replacement	
PLF 363450 D	no replacement	
PLF 084241 D	no replacement	
PLF 423759 D	no replacement	
PLF 313562 D	no replacement	

Solution Provider Rechargeable Prismatic and Cylindrical Cells (Li-Ion)

Type Designation	Type No.	Voltage (V)	Capacity (mAh)	Thickness (mm)	Length (mm)	Width (mm)	Weight (g)
			typ.	max.	max.	max.	typ.
Li-Ion Can-Types							
LIP 423048 AJL	56476	3.7	720	4.5	48.0	29.8	15.1
LIP 533048 AJ	56466	3.7	740	5.3	47.8	30.0	17.0
LIP 423450 AJL	56424	3.7	880	4.5	50.0	34.2	18.0
LIP 553450 UC	56421	3.7	1050	5.5	50.0	34.0	21.0
LIP 553455 WC succ. of UC	tdb	3.7	1130	5.5	50.0	34.0	23.0
LIP 523450 AJL	56425	3.7	1100	5.5	49.8	33.8	23.0
LIP 653450 UC	56491	3.7	1230	6.6	50.0	34.0	25.5
LIP 103450 SC	56429	3.7	2030	10.5	48.7	33.9	42.0
Li-Ion Pouch-Types							
LPP 252025 PN	56436	3.7	85	2.6	25.5	20.5	2.5
LPP 402025 CE	56416	3.7	150	4.3	25.5	20.5	3.7
LPP 581832 PL	56433	3.7	280	5.8	31.5	18.0	6.2
LPP 402934 E	56417	3.7	310	4.0	34.2	29.2	3.7
LPP 422339 PL	56477	3.7	380	4.1	39.5	23.5	7.5
LPP 383450 8TH	56428	3.7	830	3.85	50.0	34.0	14.3
LPP 473350 8TH	56479	3.7	970	4.7	50.0	33.0	17.1
LPP 523450 DL	56493	3.7	1000	5.4	50.5	34.5	17.0
LPP 423566 BE	56437	3.7	1160	4.2	65.4	35.0	25.0
LPP 453759 9HH	56438	3.7	1260	4.5	59.0	37.0	21.0
LPP 503562 DL	56422	3.7	1300	5.2	62.5	35.5	21.0
LPP 503759 DL	56478	3.7	1300	5.2	59.5	37.5	23.0
LPP 503759 8HH	56427	3.7	1400	5.0	59.0	37.0	23.6
LPP 513566 BE	tdb	3.7	1400	5.1	65.4	35.0	28.0
LPP 454261 8TH	56426	3.7	1590	4.6	61.0	42.0	27.3
LPP 683566 BE	56432	3.7	1880	6.7	65.4	35.0	33.0
Li-Ion Round-Types				Diameter (mm)			
LIC 18650 22C	56620	3.7	2200	18.25	65.0		46.0
LIC 18650 22L	56622	3.7	2200	18.4	65.1		48.0
LIC 18650 24AC	56624	3.7	2400	18.4	65.0		46.0
LIC 18650 26CC	56626	3.7	2600	18.4	65.0		47.0

Solution Provider Batteries with PCM and wires

Type	Typ. Capacity	Voltage	SAP#	VKB#	VPE
	mAh	V		Softpack	
LIC 18650 22L	2200	3,7	700748	56622 201 013	110
LIP 523450 AJL	1100	3,7	700747	56425 201 012	175
LIP 423450 AJL	880	3,7	700746	56424 201 012	175
LIP 423048 AJL	720	3,7	700745	56476 201 012	175
LIP 533048 AJ	740	3,7	700744	56466 201 013	165
LPP 503759 DL	1300	3,7	700743	56478 201 012	120
LPP 503562 DL	1300	3,7	700742	56422 201 012	120
LPP 523450 DL	1000	3,7	700741	56493 201 012	120
LPP 402025 CE	150	3,7	700739	56416 201 020	200
LPP 402934 E	310	3,7	700738	56417 201 015	120

Solution Provider Product range EZPack

EZPack name	UL-recognition	VKB #	Capacity	Height	Width	Length
EZPack S-3.7V	yes	66590 711 099	610 mAh	5.8 mm	35.4 mm	43.5 mm
EZPack L-3.7V	yes	66383 711 099	1.320 mAh	6.4 mm	36.6 mm	64.5 mm
EZPack XL-3.7V	yes	66380 712 099	2.000 mAh	11.4 mm	36.6 mm	64.5 mm
EZPack XL-3.7V	Pending*)	66383 712 096	2.640 mAh	11.4 mm	36.6 mm	64.5 mm