

The Lead Market

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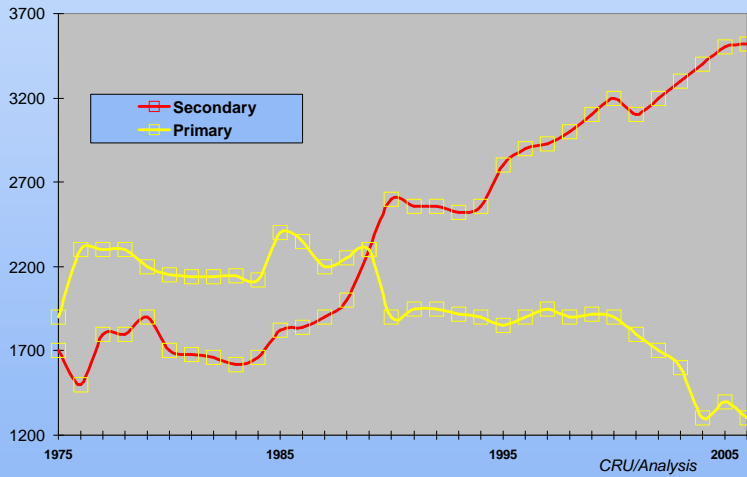
An Industry Perspective

Eco-Bat Technologies Ltd

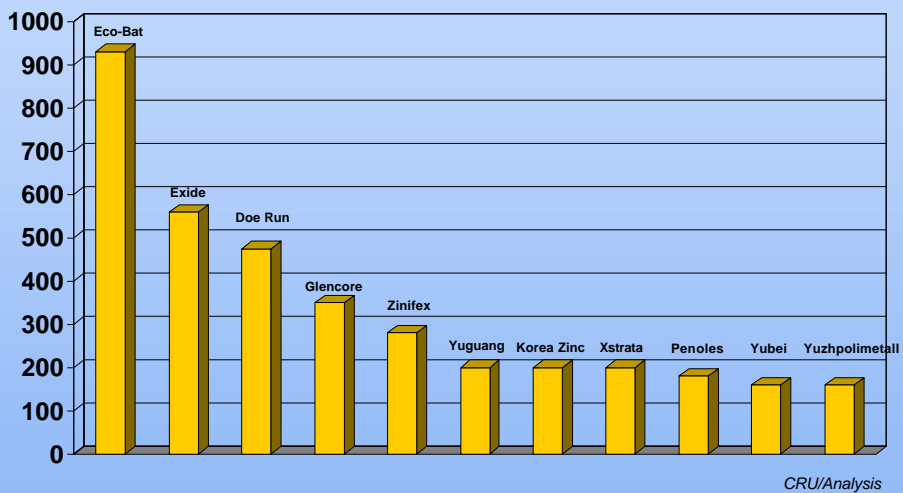
THE LEAD MARKET AN INDUSTRY PERSPECTIVE

- Market
- The Major Players
- Riding the LME Price – cycle
- Challenges/Responses
- Business Horizon
- Conclusions

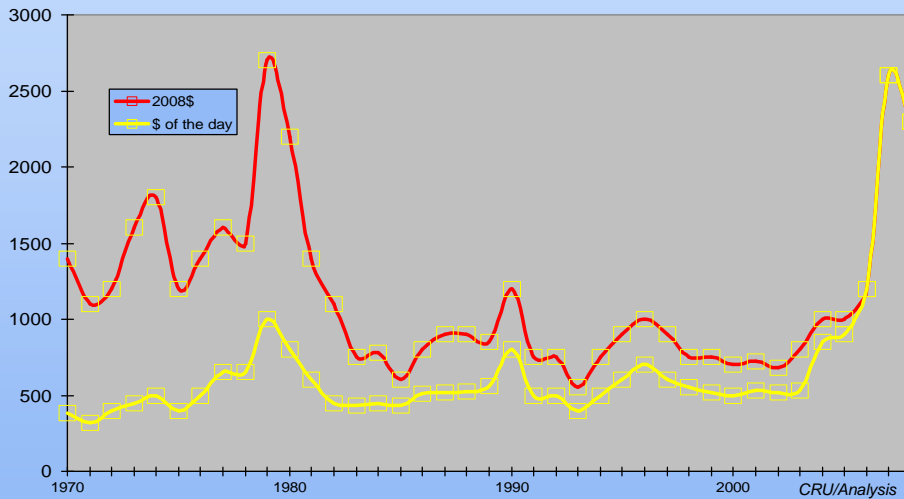
Refined Output



Top Ten Smelters



LME Cash Lead Price



Riding the LME Price Cycle

- Industry consolidation:
 - Eco-Bat Case Study

ECO-BAT TECHNOLOGIES ACQUISITIONS 1994 - 2008

COUNTRY	LEAD COMPANIES	ACQUIRED FROM
U.K.	H J Enthoven }	
U.K.	British Lead Mills }	Billiton Shell
FRANCE	PbF }	
GERMANY	Stolberg }	
GERMANY	BSB }	
GERMANY	MRU }	Metallgesellschaft
FRANCE	STCM }	
AUSTRIA	BMG }	
SOUTH AFRICA	Fry's Metals }	
SOUTH AFRICA	Associated Additive s }	Anglo American
SOUTH AFRICA	Castle Lead }	
FRANCE	APSM	Exide Technologies
ITALY	Eco-Bat SpA Marcianese & Paderno	ENI
USA	Eco-Bat New York } Eco-Bat Indianapolis } Quemetco }	RSR Corporation

Riding the LME Price Cycle

- Scale;
 - better overhead recoveries;
 - lower unit costs;
 - purchasing power.

Riding the LME Price Cycle

- Higher recoveries from the input feedstock – best practice giving increasing;
 - recovery of by-products;
 - polypropylene;
 - sulphuric acid;
 - calcium & sodium sulphate;
 - power generation.

VALUE ADDED CHAIN



Global Vehicle Data (000 units)

