



SAE Presentation

April 13, 2011

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Company Overview

A123 Systems, Inc.

A123 Systems is a leading U.S. developer and manufacturer of advanced high power, safe and long-life lithium-ion energy storage solutions for next-generation applications in the transportation, electric grid and consumer markets

- Corporate headquarters: Watertown, Massachusetts
- 2000 employees worldwide
- Mass producing millions of batteries per year
- >1,000,000 square feet of manufacturing facilities in China, Korea and United States
- Investing ~\$1B in capacity (2009 to 2012)



Global Locations

Corporate Headquarters and R&D: Watertown, Massachusetts

- + 2000 employees in multiple locations worldwide
- + >1,000,000 square feet of manufacturing facilities in United States, China and Korea

Corporate Headquarters, Research and Development

- Watertown, Massachusetts

Systems Design and Manufacturing

- Hopkinton, Massachusetts
- Livonia, Michigan
- Romulus, Michigan

Materials Research

- Ann Arbor, Michigan

Powder, Coating, and Cell Plants

- Livonia, Michigan
- Icheon, Korea
- Changzhou, China
- Changchun, China
- Zhenjiang, China













Supplier Quality

- Shanghai, China



A123's Focused Business Units

Enabling New Products through Advanced Energy Storage

Automotive Solutions Group	Energy Solutions Group	Cell Products Group
<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> <p>Passenger Hybrids, PHEVs and EVs</p>  <p>▼</p>  </div> <div style="text-align: center;"> <p>Commercial Hybrids, PHEVs and EVs</p>  <p>▼</p>  </div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> <p>Dynamic Storage Across the Grid</p>  <p>▼</p>  </div> <div style="text-align: center;"> <p>Consumer and Industrial Products</p>  <p>▼</p>  </div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> <p>Materials and Electrode Design</p>  <p>▼</p>  </div> <div style="text-align: center;"> <p>Advanced Cell Design</p>  <p>▼</p>  </div> </div>
<ul style="list-style-type: none"> + Automotive systems design and integration expertise + Rapid development and prototyping + Field proven in automotive applications 	<ul style="list-style-type: none"> + System design expertise across broad product range + Modular design flexibility for scalable solutions + Production and field proven + Leveraging the performance capabilities of A123's Nanophosphate™ chemistry 	<ul style="list-style-type: none"> + Advanced materials and electrode design and development + Mass production of both prismatic and cylindrical form factors + Tailored solutions for optimized cell performance



Game Changing Technology

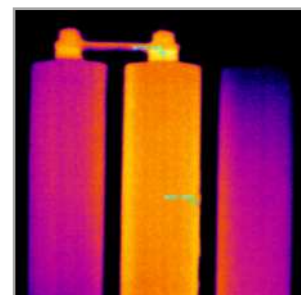
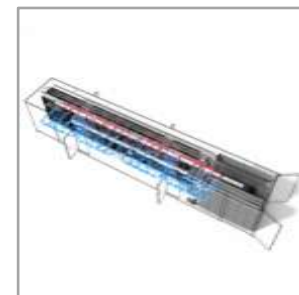
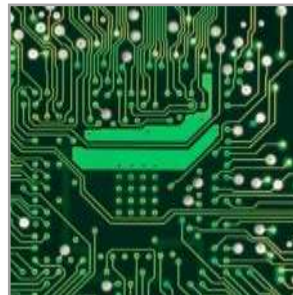
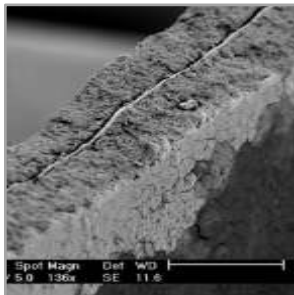
From Chemistry to Systems

New Technologies

- + Breakthrough technology in materials, electrode, and chemistry including our patented Nanophosphate™ cathode
- + State-of-the-art thermal management, power electronics and control technology
- + Advanced software development for systems integration
- + Modeling and simulation for advanced energy storage systems

Proven Capabilities

- + Strong IP position with over 209 patents filed including world's first high-power phosphate battery
- + Modular design flexibility for different applications
- + Rapid prototyping and validation into customer platforms
- + Enabling new differentiated products



Broad Market for Commercial Applications

- HEV and EV modules for commercial vehicles
- Flexibility in design to allow use in medium and heavy duty applications with little to no modification

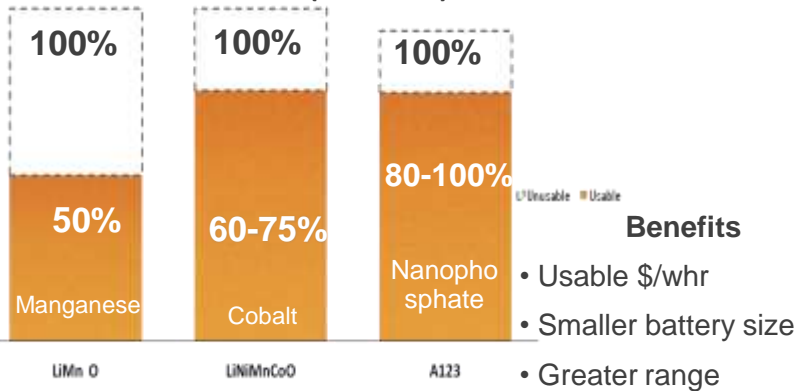




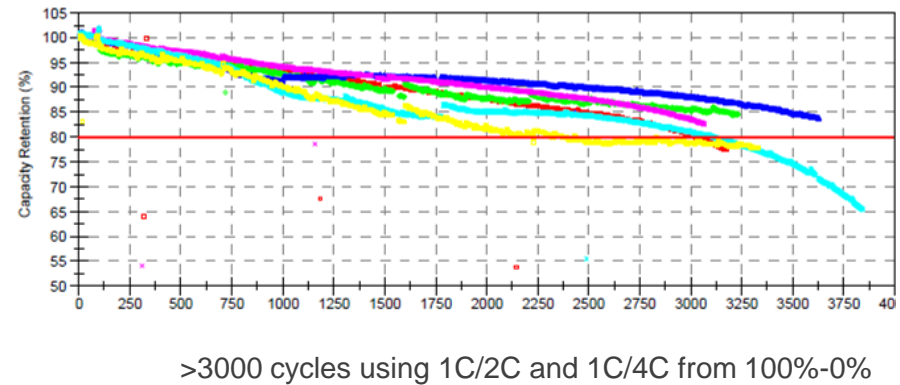
Products

The A123 Value proposition: Power, Safety, Life & Cost

Power: Greater Usable Energy (\$/whr)

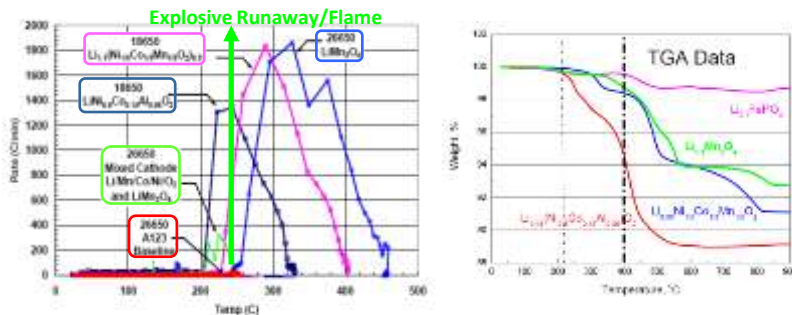


Life: Ten year life data

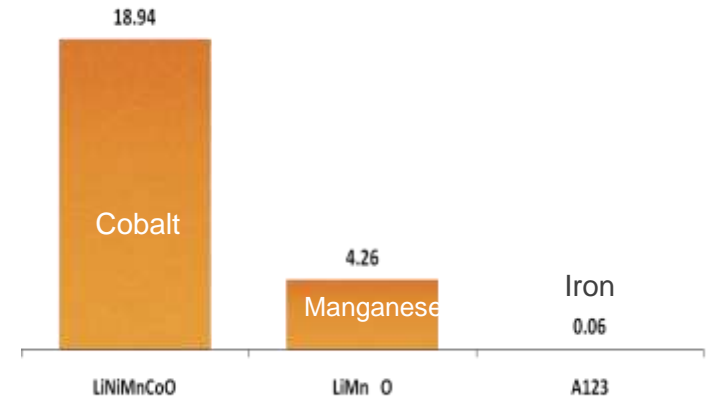


Safety: Abuse tolerant core chemistry

Low self heat and oxygen generating chemical properties



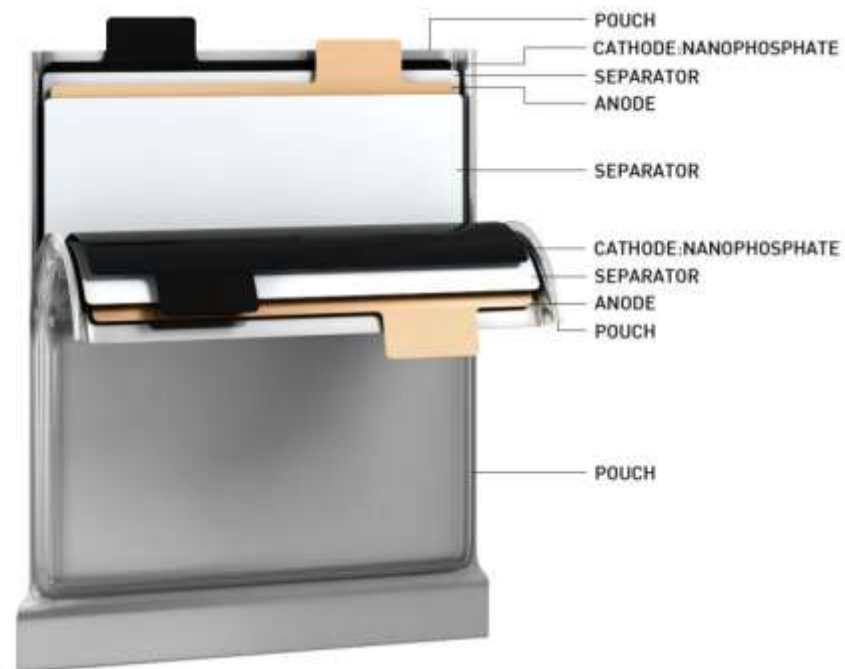
Cost: Lower Cathode Raw Materials Cost(\$/kWh)



(6) Iron, Nickel, Manganese and Cobalt spot price from Bloomberg, as of Sept 4th, 2009

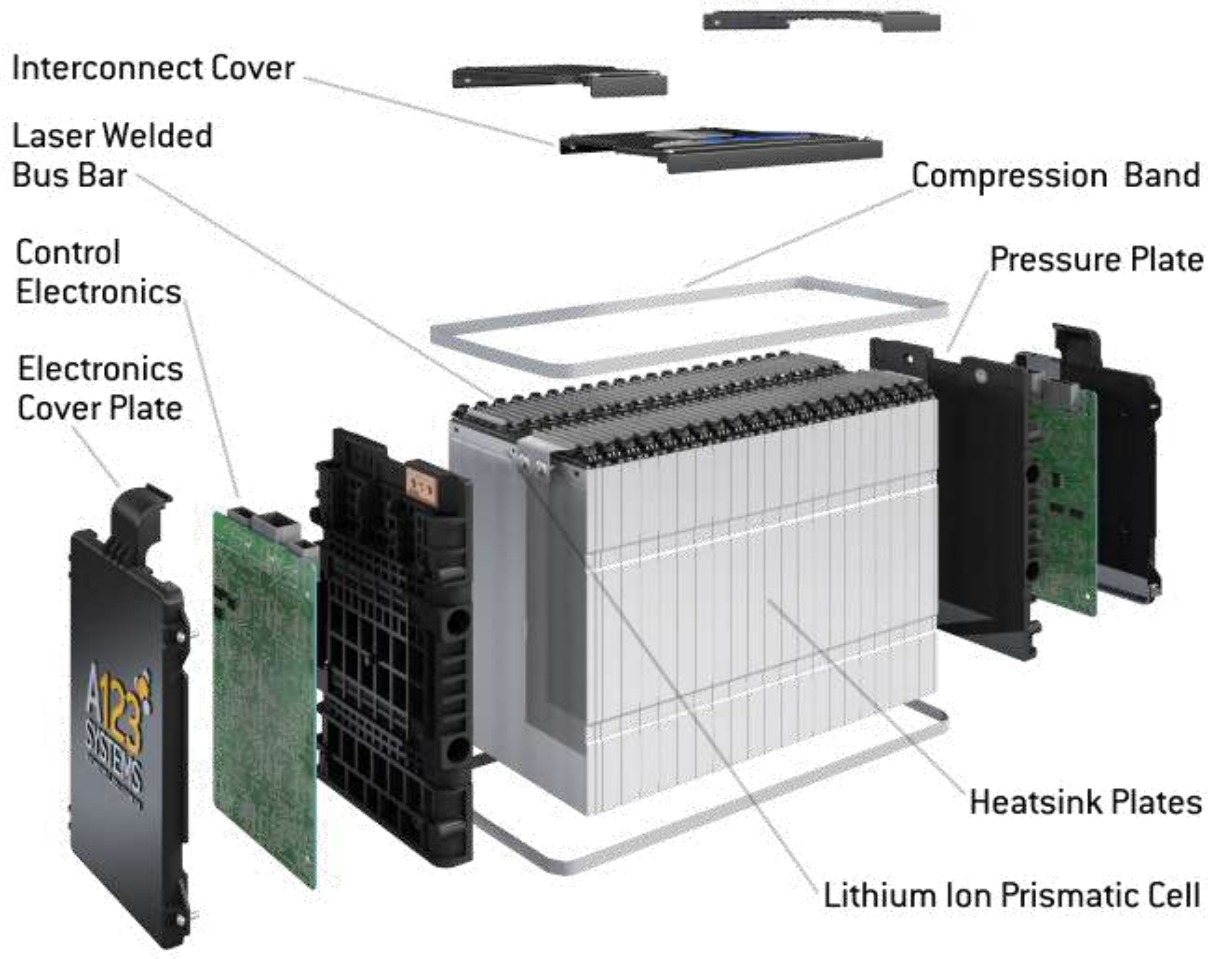
Cells

Cylindrical and Prismatic Form Factors



Modules

Prismatic Building Block for Systems



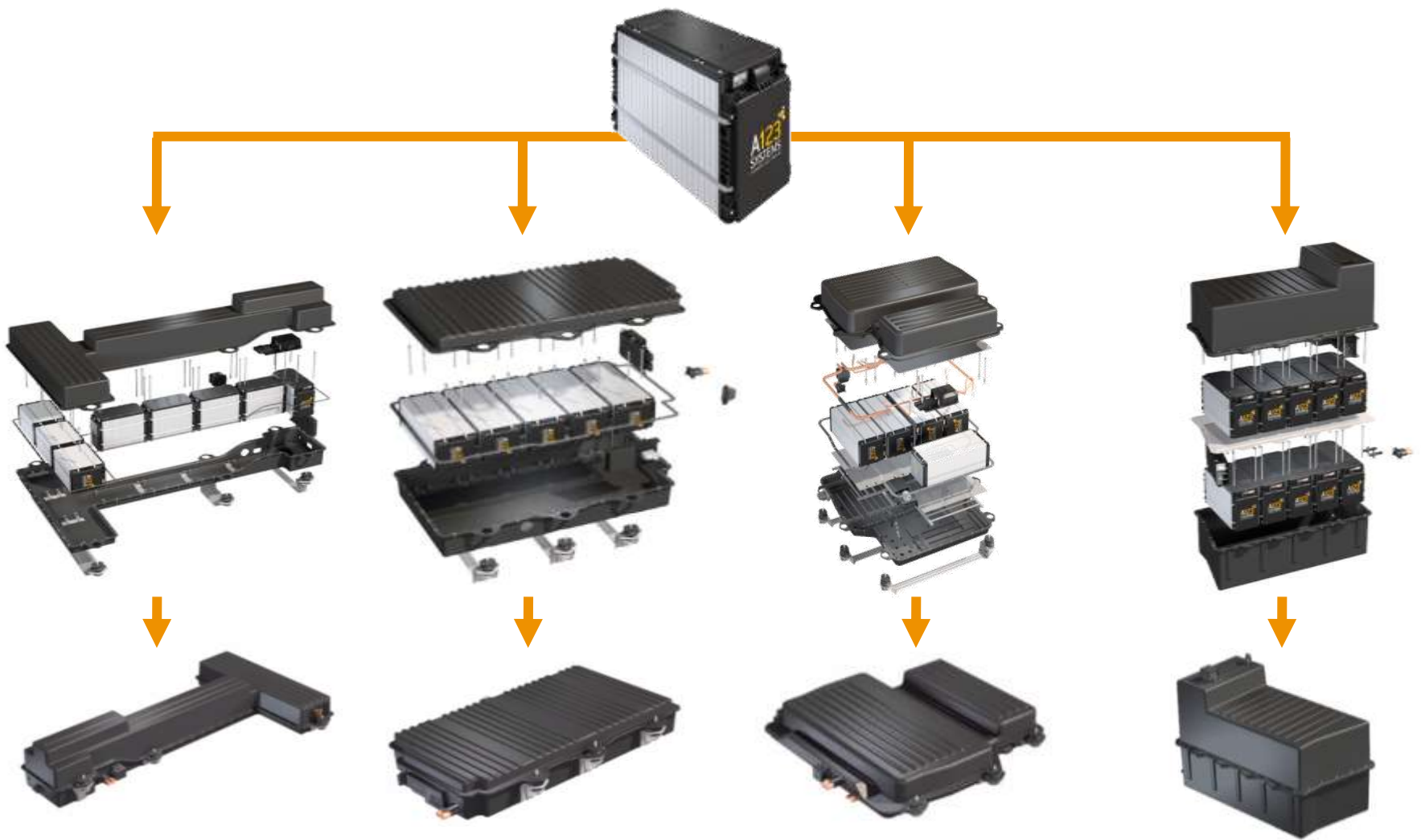
High-Performance Modular Architecture



High performance modular architecture to leverage engineering and production volume and offer lower cost solutions with faster time to market

Systems

Automotive Examples for Plug-in Hybrid Electric Vehicles



A 123 Systems Career Opportunities:



- For exciting career opportunities at A 123 Systems visit our careers page at www.a123systems.com
- Current Job Openings include:
 - + Battery Pack Design and Release Engineers
 - + Controls Engineers
 - + Electric Vehicle Test Engineers
 - + Senior Software Engineers
 - + Senior Hardware Engineers
 - + Engineering Management Opportunities to include:
 - Chief Engineers
 - Lab Managers
 - Manufacturing and Production Managers
 - Project and Program Managers
 - Research and Development Managers