

# Interstate Batteries



# History and Organization

*Since 1952, led by CEOs committed to a specific Purpose and set of Values*



258 Wholesale Distributors w/ ~ 1,200 daily route trucks



175 All Battery Centers

8 Regional Fulfillment Centers



One Recycling Effort

Uniquely positioned to support customer's new and EOL battery needs



# Wholesale Distributors

*Diversification and in-house testing ensures availability and product compliance*

## Supplier Landscape



- Primary supplier for all products except Golf Car & PowerSports



- Automotive, Marine & Commercial



- Golf Car/Sweeper/Scrubber



- PowerSports



- PowerSports



- Lawn & Garden



- AGM Automotive, Marine & Commercial

## In-House Q/A Testing



### Testing Capabilities

- High-Rate Discharge - used for load and CCA testing
- Walk-in freezer - essential to perform CCA testing
- Life-Cycle - used for reserve capacity and amp hour compliance testing
- Tear down area – used to validate product integrity

# All Battery Centers

*Long-Lasting Batteries and Gear for Home and Business*

- **Footprint:** 175 locations in the US and Canada
- **Ownership:** 5 company owned 170 franchise locations  
Majority of franchisees are also Interstate distributors
- **Real Estate:** Mix of high visibility retail and light industrial
- **Customer Mix:** Retail/Commercial split close to 50/50
- **Products and Services**
  - **Commercial**  
Products: SLA (Sealed Lead Acid) batteries, bulk alkaline batteries, medical device batteries, flashlights, specialty batteries and more  
Services: Delivery, recycling, battery rebuilds and consultation
  - **Retail**  
Products: SLI (automotive) batteries, alkaline batteries, flashlights, chargers and accessories  
Services: Installation (automotive, watch and key fob), battery rebuilds, battery recycling



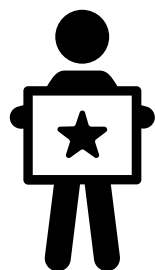
# Recycling with Interstate Batteries

*Market share, environmental indemnification, high service levels and greater cash flow*



We annually recycle ~ 1.1 Billion pounds of lead a year in US and Canada

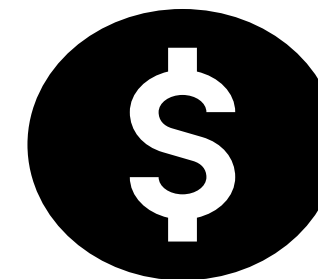
IBR vets all recyclers and carries significant levels of insurance  
Distributors, both company-owned and independent, are insurance participants



Centralized team guided by our purpose and values



Volumes and decades-long relationships ensure delivery availability  
Opportunity for payment upon load tendering both FTL and LTL





*Outrageously Dependable®*

# Thank You

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