

NEW US industry forecasts for 2012 & 2017

Batteries

Study # 2449

January 2009

\$4800

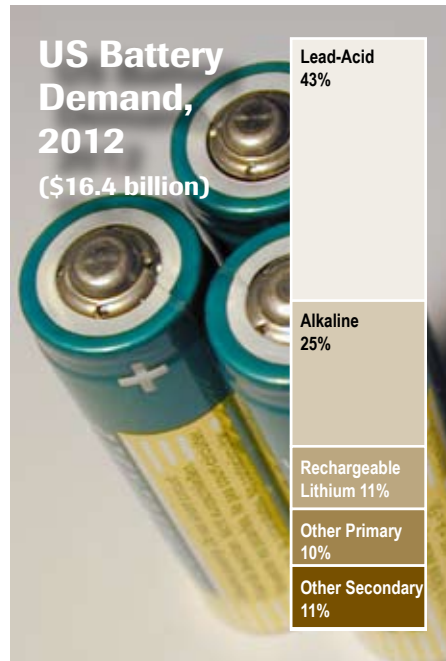
US demand to reach \$16.4 billion in 2012

US demand for primary and secondary batteries will increase 2.0 percent annually to \$16.4 billion in 2012. Increases will be supported by the rising use of battery-powered products such as digital cameras, portable music players and laptop computers. In addition, the expected recovery in motor vehicle production will support demand for batteries. Market gains will also be assisted by an ongoing shift in the product mix toward more expensive batteries (e.g., rechargeable lithium cells) that deliver improved performance for high-drain electronic devices. However, falling prices for a number of batteries off of elevated 2007 levels and generally weaker economic growth will prevent even more rapid gains.

Shipments of batteries from US facilities are expected to increase 1.5 percent annually to \$13.7 billion in 2012. Gains will be bolstered by ongoing efforts to improve the country's advanced battery chemistry manufacturing capabilities, leading to higher shipments of Li-Ion and other batteries. Nevertheless, imports will continue to account for a significant portion of battery demand, reaching 27 percent in 2012.

Primary batteries demand bolstered by high-performance chemistries

Sales of primary batteries are expected to rise faster than secondary types through 2012, bolstered by increasing usage of primary lithium and other high-performance battery chemistries in high-drain



applications such as digital cameras. Although alkaline batteries will remain the dominant primary battery type, accounting for 70 percent of sales in 2012, other types such as primary lithium and zinc-air will grow faster. Consumer applications will continue to use the largest share of primary batteries, accounting for more than two-thirds of the market in 2012.

Rechargeable lithium batteries to be fastest growing chemistry

Sales of secondary (or rechargeable) batteries will increase 1.5 percent annually to \$10.6 billion in 2012. Gains will be supported by a shift in the product mix toward advanced electronic devices such as MP3 players and multifunction cell phones, most of

which require lightweight power sources with a high energy density. The expanding hybrid motor vehicle market will also bolster demand for advanced rechargeable lithium and nickel-metal hydride (Ni-MH) batteries. However, falling prices for many metals used in secondary batteries and lower production costs for more advanced rechargeable chemistries as lithium ion and Ni-MH will restrict gains in value terms.

Lead-acid batteries will continue to dominate the secondary battery market, accounting for more than two-thirds of sales in 2012. However, rechargeable lithium chemistries will see the fastest increases among all secondary chemistries through 2012, with demand increasing 6.0 percent annually to \$1.9 billion. Growth will be driven by both rising use of portable devices powered by lithium ion and lithium polymer batteries and by technological advances which improve the performance attributes of these advanced batteries.

Study coverage

This new Freedonia industry study, **Batteries**, is priced at \$4800. It presents historical demand data (1997, 2002 and 2007) and forecasts for 2012 and 2017 by technology (e.g., portable devices, hybrid-electric vehicles, fuel cells, smart batteries), product (e.g., lead-acid, alkaline, lithium, zinc-air, nickel-metal hydride) and market (e.g., motor vehicle, consumer, industrial, portable devices, power tools). The study also considers market environment factors, details industry structure, evaluates company market share and profiles industry competitors.

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Batteries

EXECUTIVE SUMMARY

- 1 Summary Table

MARKET ENVIRONMENT

General

Economic Environment

- Cyclical Trends
- Long-Term Trends

Fixed Investment Outlook

Personal Income & Expenditure Outlook

Government Spending & Investment Outlook

Durable Goods Manufacturing Outlook

Motor Vehicle Outlook

Electrical & Electronic Sector Outlook

Legal & Regulatory Environment

LIST OF TABLES & CHARTS:

- 1 Macroeconomic Indicators
- 2 Battery Market Trends, 1997-2007
- Cht Battery Market Trends, 1998-2007
- 3 Nonresidential Fixed Investment Expenditures
- 4 Personal Consumption Expenditures
- 5 Government Spending & Investment
- 6 Durable Goods Shipments
- 7 Motor Vehicle Indicators
- 8 Electrical & Electronic Equipment Shipments

TECHNOLOGY

General

Basic Electrical Properties

Battery Construction & Operation

Conventional Battery Chemistries

- Alkaline
- Zinc-Carbon/Zinc-Chloride
- Lead-Acid
- Nickel-Cadmium
- Others

Advanced Battery Chemistries

- Lithium
- Nickel-Metal Hydride
- Zinc-Air
- Rechargeable Alkaline
- Others

Wireless Communications & Portable Computing

Hybrid-Electric Vehicles

Fuel Cells & Other Alternative Sources of Power

- Fuel Cells
- Other Sources of Power

Motor Vehicle Electrical Trends

Smart Batteries

LIST OF TABLES & CHARTS:

- Cht Basic Battery Construction
- 1 Wireless Communications & Portable Computing Device Demand
- 2 Hybrid-Electric Vehicle Demand
- 3 Demand for Fuel Cells, Flywheel-Based Micropower Products, Microturbines & Ultracapacitors
- 4 Smart Battery Demand

OVERVIEW

General

Pricing Patterns

International Environment

World Outlook

Foreign Trade

Primary Batteries

Secondary Batteries

LIST OF TABLES & CHARTS:

- 1 Battery Supply & Demand
- 2 Battery Pricing Patterns
- 3 World Battery Demand
- 4 US Battery Foreign Trade
- 5 US Primary Battery Foreign Trade
- 6 US Secondary Battery Foreign Trade
- Cht Selected Battery Price Deflators
- Cht World Battery Demand by Region, 2007
- Cht US Primary Battery Imports by Source, 2007
- Cht US Primary Battery Exports by Destination, 2007
- Cht US Secondary Battery Imports by Source, 2007
- Cht US Secondary Battery Exports by Destination, 2007

PRIMARY BATTERY PRODUCTS

General

Alkaline Batteries

Primary Lithium

Other Primary Batteries

Zinc-Air

Zinc-Carbon/Zinc-Chloride

Silver Oxide

Specialty & All Other Primary Batteries

LIST OF TABLES & CHARTS:

- Cht Primary Battery Demand by Chemistry, 2007
- 1 Primary Battery Supply & Demand
- 2 Alkaline Battery Supply & Demand
- 3 Primary Lithium Battery Supply & Demand
- 4 Other Primary Battery Supply & Demand
- 5 Zinc-Air Battery Demand
- 6 Zinc-Carbon/Zinc-Chloride Battery Demand
- 7 Silver Oxide Battery Demand
- 8 Specialty & All Other Primary Battery Demand

PRIMARY BATTERY MARKETS

General

Consumer Market

Entertainment

Lighting

Toys & Games

Photography

Other Consumer Markets

Industrial Market

Government Market

Other Primary Battery Markets

LIST OF TABLES & CHARTS:

- 1 Primary Battery Demand by Market
- Cht Primary Battery Demand by Market, 2007
- 2 Consumer Primary Battery Market
- 3 Industrial Primary Battery Market
- 4 Government Primary Battery Market
- 5 Other Primary Battery Markets

SECONDARY BATTERY PRODUCTS

General

Lead-Acid Batteries

Starting/Lighting/Ignition

Non-SLI

Motive Power

Stationary & Other Types

Rechargeable Lithium Batteries

Lithium Ion

Lithium Polymer

Nickel-Metal Hydride Batteries

Nickel-Cadmium Batteries

Other Secondary Batteries

Rechargeable Alkaline

Rechargeable Zinc-Air

Nickel-Hydrogen

Sodium-Sulfur

Exotic & All Other

LIST OF TABLES & CHARTS:

- Cht Secondary Battery Demand by Chemistry, 2007
- 1 Secondary Battery Supply & Demand
- 2 Lead-Acid Battery Supply & Demand
- 3 Starting/Lighting/Ignition Battery Demand
- 4 Non-SLI Lead-Acid Battery Demand
- 5 Rechargeable Lithium Battery Supply & Demand
- 6 Nickel-Metal Hydride Battery Supply & Demand
- 7 Nickel-Cadmium Battery Supply & Demand
- 8 Other Secondary Battery Supply & Demand

SECONDARY BATTERY MARKETS

General

Motor Vehicle Market

Conventional OEM

Conventional Replacement

Hybrid-Electric Vehicles

Portable Devices Market

Portable Computers

Personal Communication Devices

Power Tools

Other Portable Devices

Motive Power Market

Industrial & Mining Vehicles

Recreational & Personal Mobility Vehicles

Other Motive Power

Backup Power Supplies Market

Telecommunications

Industrial

Utility-Related

Government & Other Secondary Battery Markets

Government

Mowers, Tractors & Industrial Trucks

Marine

Motorcycles

All Other

LIST OF TABLES & CHARTS:

- 1 Secondary Battery Demand by Market
- Cht Secondary Battery Demand by Market, 2007
- 2 Motor Vehicle Battery Market
- 3 Conventional OEM Motor Vehicle Battery Market
- 4 Conventional Replacement Motor Vehicle Battery Market

INDUSTRY MARKET RESEARCH: BUSINESS INTELLIGENCE FOR BUSINESS LEADERS, STRATEGISTS, DECISION MAKERS

- 5 Hybrid-Electric Vehicle Battery Market
- 6 Portable Devices Secondary Battery Market
- 7 Portable Computers Battery Market
- 8 Personal Communications Devices Battery Market
- 9 Power Tools Battery Market
- 10 Other Portable Devices Battery Market
- 11 Motive Power Secondary Battery Market
- 12 Backup Power Supplies Secondary Battery Market
- 13 Government & Other Secondary Battery Markets

INDUSTRY STRUCTURE

- General
- Industry Composition
- Market Share
 - Primary Batteries
 - Lead-Acid Secondary Batteries
 - Other Secondary Batteries
- Research & Product Development
- Manufacturing
- Marketing
- Cooperative Agreements
- Distribution
- Financial Requirements
- Mergers, Acquisitions & Industry Restructuring

LIST OF TABLES & CHARTS:

- 1 Revenue Data: Selected Battery Product Manufacturers, 2007
- Cht US Battery Market Share by Company, 2007
- Cht US Primary Battery Market Share by Company, 2007
- Cht US Lead-Acid Battery Market Share by Company, 2007
- Cht US Non-Lead-Acid Secondary Battery Market Share by Company, 2007
- 2 Research & Development Spending Patterns: Selected Battery Manufacturers
- 3 Capital Spending Patterns: Selected Battery Manufacturers
- 4 Selected Cooperative Agreements
- 5 Composite Financial Ratios: Selected Battery Producers, 2007
- 6 Selected Acquisitions & Divestitures

Company Profiles

COMPANY PROFILES
 Profiles for 35 competitors such as East Penn, Energizer, EnerSys, Exide Technologies, Johnson Controls, Panasonic, Procter & Gamble and SANYO

SECONDARY BATTERY MARKETS

TABLE VIII-6
PORTABLE DEVICES SECONDARY BATTERY MARKET
 (million dollars)

Item	1997	2002	2007	2012	2017
Consumer Durables Expend (bil \$) \$ batteries/000\$ expenditures					
Portable Devices Battery Demand					
By Application:					
Portable Computers					
Personal Communications Devices					
Power Tools					
Other					
By Chemistry:					
Lead-Acid					
Rechargeable Lithium					
Nickel-Metal Hydride					
Nickel-Cadmium					
Other Secondary					
% portable devices Secondary Battery Demand					

SAMPLE TABLE
 Historical data for 1997, 2002 and 2007 as well as Freedonia forecasts to 2012 and 2017; data illustrated with the aid of more than 100 tables and charts

Portable Devices Market
 Demand for secondary batteries in electronic devices is forecast to increase by \$1.5 billion, a deceleration from the 2002 to 2007 period. Growth will be constrained somewhat by intense price competition and new generations of primary battery designs that provide effective alternatives to rechargeables in certain applications. In addition, rapidly falling production costs of rechargeable lithium and Ni-MH batteries will also hold back value gains.

However, growth will be supported by expanding use of various high-drain products like digital cameras and advanced cellular phones outfitted with

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MP3 players and digital cameras, which operate more effectively when powered by primary lithium cells and other batteries intended for high-drain applications. In addition, strong growth in the medical market, driven by rising numbers of battery-containing implantable cardiac devices will support demand for lithium batteries.

Demand will also be fueled by the introduction of ancillary power devices that include lithium batteries in the package for enhanced convenience. For instance, Energizer offers the ENERGI TO GO line of portable chargers for cell phones, and audio and gaming devices which are powered by the company's ENERGIZER ULTIMATE lithium batteries. The availability of primary lithium batteries in additional size formats will also help boost demand.

SAMPLE PAGE
 Explanations that support each table's data and forecasts

restrained somewhat by competi-
 tively priced, particularly "superpremium" alkaline
 applications and secondary
 price of primary lithium batteries

are expected to post annual gains
 more rapidly than demand and
 increasing the modest US trade surplus in primary lithium batteries over the
 period. Shipment increases will be supported by a shift in the product mix to-
 ward high-drain electronic devices like digital cameras and a growing number of
 lithium battery powered medical devices in use. Although many such products
 -- including cell phones and music players -- are predominantly powered by sec-
 ondary lithium or nickel-metal hydride batteries, other devices -- such as certain
 MP3 players, portable CD players and many digital cameras -- can be powered

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