

JL/SLA

10 November 2008

Mr S Mukhopadhyay
Exide Industries Ltd
Exide House
59E Chowringhee Road
Kolkata 700 020
India

Dear Surajit

Further to our recent meeting I can confirm our experience of the Exide product as follows:

As you are aware we have been selling the Exide product for a little over 7 years. Initially we ran the product as our second line to established European product. It became apparent during the course of the following few years that the Exide product was superior to the European product.

We found that in the process of building batteries the cells, on a like-for-like basis, were consistently heavier than other products, this due to larger elements and thus more active material.

When using the European product we expected, on installation, a failure rate of approximately 1%, this generally due to faulty connections.

The Exide product has given virtually no failures; I believe we have had 2 in the last 6 years, both from damage caused in transit.

We are now replacing product which we originally supplied. Without exception, even when operated in poorly maintained or arduous conditions, the Exide product has performed better than expected when compared with product from other manufacturers.

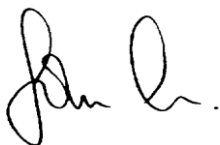
Our experience has been that we have had zero failures under warranty which could be attributed to quality rather than operating circumstances.

Perhaps most importantly and once again as a comparison with other suppliers we have found Exide to be an excellent business partner. When dealing with Espex in the UK or directly with the Indian operation, Powerflex has found Exide to be totally honourable and reliable, completing each deal to the precise detail agreed.

I trust the above is of interest but if you require any other information please do not hesitate to contact me.

Regards

Yours sincerely



John Lowndes