

# Use EuroGlobe to improve your battery business



Batteries are usually not visible, but there are everywhere in our society. The range of batteries is continuously developed and there are constantly new techniques developed with different advantages, depending on the use of the batteries. The prices vary depending on where in the world they are manufactured and the quality the buyer wants. Without knowledge or guidance, company buyers have a time-consuming, difficult job in finding a supplier they want. It is not even sure that one and the same supplier can even cover the total requirement of batteries.

AS MORE AREAS of use are developed for batteries, the requirements for batteries become increasingly more specific and the market becomes more open; EuroGlobe has achieved a unique position within the battery branch.

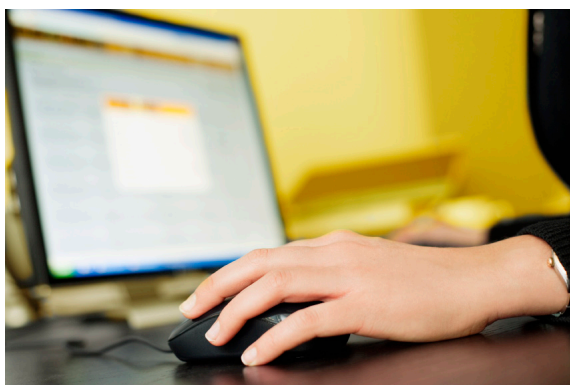
EuroGlobe is a European company with its registered office in Luxemburg and its administrative and technical office in Sweden. EuroGlobe is a battery network which links together suppliers and buyers of batteries throughout the world and

functions as a buying portal and guidance centre within the branch. EuroGlobe is an expert at finding suppliers of exactly those batteries the buyer wants, according to their requirements on price, battery model and quality.

All buyers cannot join EuroGlobe, one requirement is that at least one container must be bought at a time, many times per year. Buyers are usually battery distributors, OEM-customers or batter suppliers who want to supplement their assort-

ment. Other interested parties are always welcome. The suppliers are spread over a wide spectrum. EuroGlobe links both large, world-leading battery suppliers and small suppliers with a marginal assortment. This makes it easier for buyers to find batteries, even if they have very specific requirements.

## Business Connector



EUROGLOBE HAS TWO different divisions: Business Connector and Research. Business Connector is completely web-based and consists of two different services: Webtool and Spotmarket.

Webtool is a buying tool where all those members' assortment and prices are assembled in one and the same place. This means that you, as a battery buyer can search for that supplier with exactly that battery model and order exactly those batteries you want.

Spotmarket is a bargain market where battery buyers and sellers can upload temporary products such as for example, new launches and excess stock. EuroGlobe has no battery stock or distribution methods. All buyers and factories have direct contact when it comes to deliveries and invoices.

EuroGlobe is therefore, just a tool for linking together the different parties.

## Research



THE RESEARCH DIVISION is based on EuroGlobe's many years of experience and the large network EuroGlobe has within the battery branch. The service includes expert help when it comes to choice of collaborating partners, battery specifications, logistics and the different advantages of the factories.

EuroGlobe membership is free of charge. The organisation supports itself through a fee for implemented business deals. In order for the business to function, a large portion of trust and openness is required from both buyers and suppliers. To join our network and take advantage of our services, both buyers and suppliers must fulfil those requirements regarding social responsibility, confidentiality and business ethics. As a EuroGlobe customer, it is important to know that EuroGlobe is not out to disturb existing customer relations, only to expand on new markets.