SOLVE FOR X.

Stop Guessing – Start Modeling

How advanced energy modeling software is transforming the way customers and salespeople design motive power solutions for forklift fleets.

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EnerSys®
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What Currently Fuels Your Fleet of MHE?

- Is it the best fuel source for your needs?
- Are you getting the most out of your fuel?
- Are there alternatives?

Do You Know Your Fleet Costs?

- Can you reduce the Total Cost of Ownership of your forklift fleet?
- Can you reduce your investment in MHE?
- Can you reduce your MHE maintenance expenses?
- Can you minimize your fuel expense?
- Can you increase productivity of your employees
- Can you increase the health and safety of your employees?
- Can you contribute to your company's "Green Initiatives"?

How do you know?

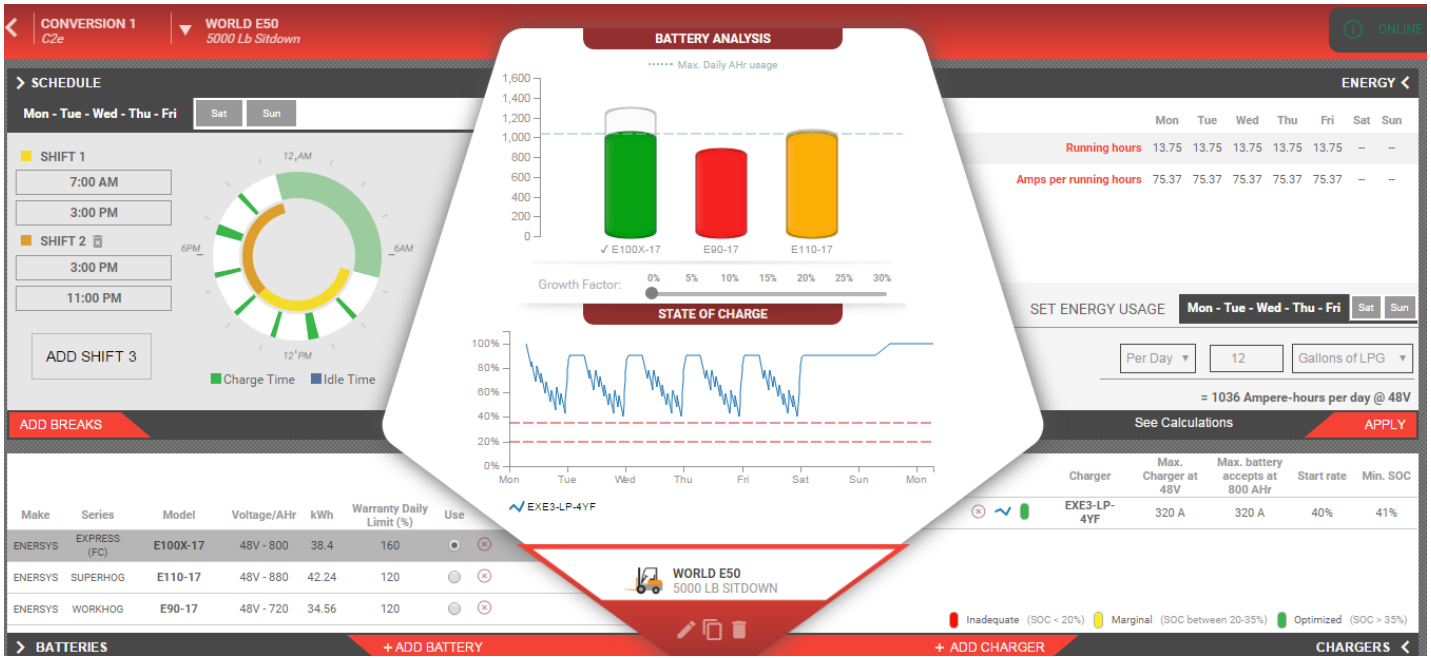
SOLVE FOR X.

With advanced energy modeling software we can put science and logic to these questions with a customizable solution designed for any application

- Consultative solution software
- Customer interaction with real life inputs

Your information, your application, your business <u>your story</u>.

So, Stop Guessing – Start Modeling



Creating Powerful Solutions

What Does this software do?

- Provides detailed battery and charger specifications for your production requirements
- Provides detailed TCO and ROI analysis
- Delivers professional presentation and report capabilities to make informed logical MHE decisions

What Does this software provide?

Solutions

- Smart Battery Change℠ (**SBC**℠) Helps “Right Size” battery inventory requirements and improve change out efficiencies
- Zero Battery Change℠ (**ZBC**℠) - Identifies if Opportunity Charge and Fast Charge can eliminate the need for battery inventory
- Convert to Electric℠ (**C2E**℠) – Provides a clear case to support conversion from fossil fuel to electric forklifts
- Environmental Impact – Provides detailed carbon footprint analysis

Let's Build Your Story

Shift Schedule with Breaks

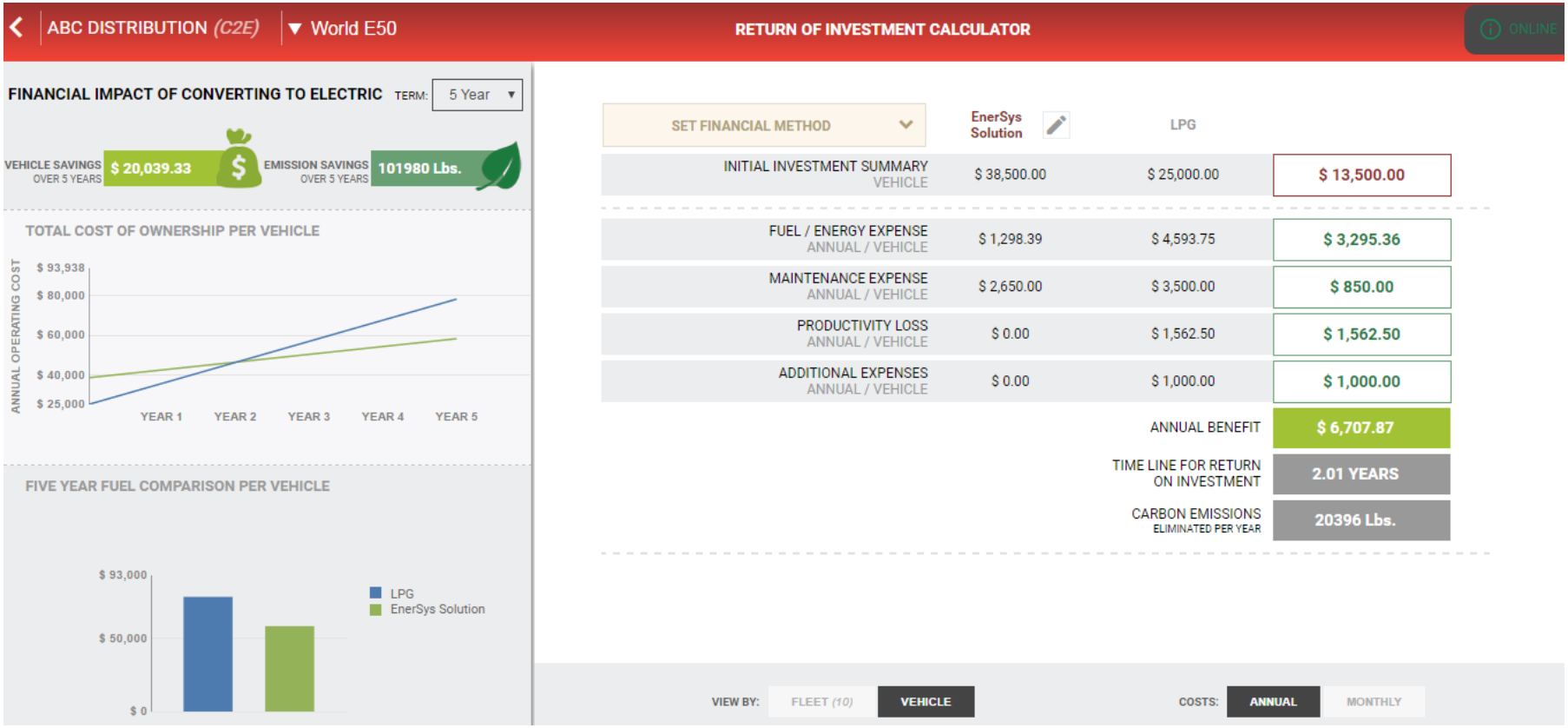
Fuel Consumption

Battery Selection

Charger Selection

Powerful Solution Produced

Powerful Financial and Environmental Impact



Powerful Reporting

WORLD E50
5000 LB RECEIVI...
Voltage: 48V Quantity: 10
Sit-down Rider

ENERGY

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Running hours	13.5	13.5	13.5	13.5	13.5	–	–
Amps per running hours	67.17	67.17	67.17	67.17	67.17	–	–

SCHEDULE

Mon - Tue - Wed - Thu - Fri

SHIFT 1 *(7:00 am - 3:00 pm)*

Charge Time
7:00 am - 7:15 am
9:00 am - 9:15 am
11:00 am - 11:30 am
1:00 pm - 1:15 pm

SHIFT 2 *(3:00 pm - 11:00 pm)*

Charge Time
3:00 pm - 3:15 pm
5:00 pm - 5:15 pm
7:00 pm - 7:30 pm
9:00 pm - 9:15 pm

Non-Shift Charge Time
11:00 pm - 7:00 am

Sat

Non-Shift Charge Time
12:00 am - 12:00 am

Sun

Non-Shift Charge Time
12:00 am - 12:00 am

FEASIBILITY ANALYSIS REPORT

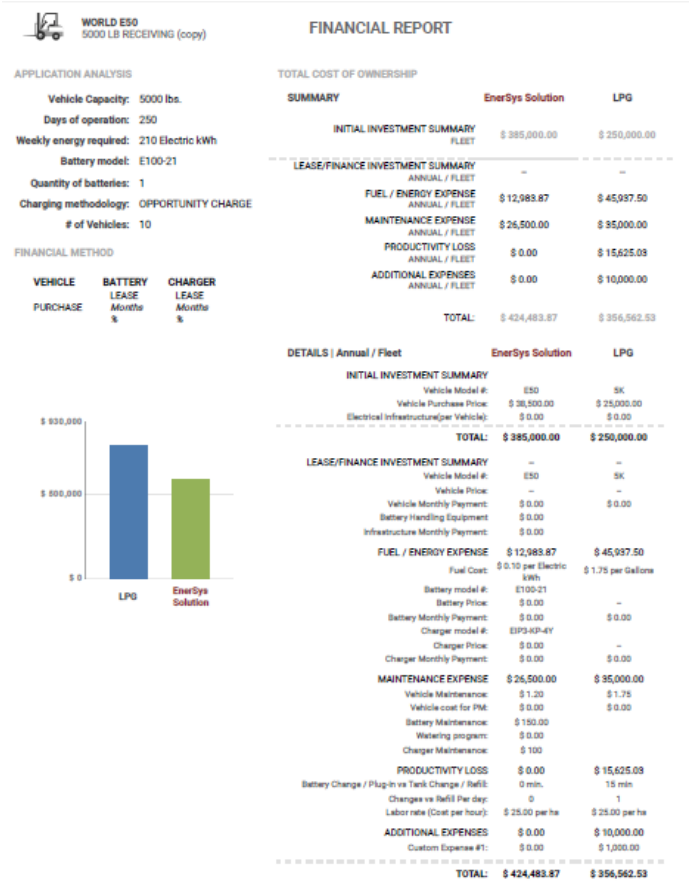
STATE OF CHARGE

	Charger	Max. Charger at 48V	Max. battery accepts at 1000 AHr	Start rate	Min. SOC
○	EIP3-HN-4Y	120 A	120 A	12%	24%
○	EIP3-IP-4Y	180 A	180 A	18%	36%

○ Inadequate (SOC < 20%) ○ Marginal (SOC between 20-35%) ○ Optimized (SOC > 35%)

BATTERY ANALYSIS

Make	Series	Model	Voltage/AHr	kWh	Warranty Daily Limit (%)
ENERSYS	HUP	85P-21	48V - 850	40.8	120
ENERSYS	LOADHOG	E100-21	48V - 1000	48	120



WORLD E50
5000 LB RECEIVING (copy)

FINANCIAL REPORT

APPLICATION ANALYSIS

Vehicle Capacity:	5000 lbs.
Days of operation:	250
Weekly energy required:	210 Electric kWh
Battery model:	E100-21
Quantity of batteries:	1
Charging methodology:	OPPORTUNITY CHARGE
# of Vehicles:	10

FINANCIAL METHOD

VEHICLE	BATTERY	CHARGER
PURCHASE	LEASE *Months* %	LEASE *Months* %

TOTAL COST OF OWNERSHIP

SUMMARY	EnerSys Solution	LPG
INITIAL INVESTMENT SUMMARY FLEET	$ 385,000.00	$ 250,000.00
LEASE/FINANCE INVESTMENT SUMMARY ANNUAL / FLEET	–	–
FUEL / ENERGY EXPENSE ANNUAL / FLEET	$ 12,988.87	$ 45,937.50
MAINTENANCE EXPENSE ANNUAL / FLEET	$ 26,500.00	$ 35,000.00
PRODUCTIVITY LOSS ANNUAL / FLEET	$ 0.00	$ 15,625.03
ADDITIONAL EXPENSES ANNUAL / FLEET	$ 0.00	$ 10,000.00
TOTAL:	$ 424,483.87	$ 356,562.53

DETAILS | Annual / Fleet	EnerSys Solution	LPG
INITIAL INVESTMENT SUMMARY		
Vehicle Model #:	E50	5K
Vehicle Purchase Price:	$ 38,500.00	$ 25,000.00
Electrical Infrastructure(per Vehicle):	$ 0.00	$ 0.00
TOTAL:	$ 385,000.00	$ 250,000.00
LEASE/FINANCE INVESTMENT SUMMARY	–	–
Vehicle Model #:	E50	5K
Vehicle Price:	–	–
Vehicle Monthly Payment:	$ 0.00	$ 0.00
Battery Handling Equipment	$ 0.00	
Infrastructure Monthly Payment:	$ 0.00	
FUEL / ENERGY EXPENSE	$ 12,988.87	$ 45,937.50
Fuel Cost:	$ 0.10 per Electric kWh	$ 1.75 per Gallons
Battery model #:	E100-21	
Battery Price:	$ 0.00	–
Battery Monthly Payment:	$ 0.00	$ 0.00
Charger model #:	EIP3-IKP-4Y	–
Charger Price:	$ 0.00	
Charger Monthly Payment:	$ 0.00	$ 0.00
MAINTENANCE EXPENSE	$ 26,500.00	$ 35,000.00
Vehicle Maintenance:	$ 1.20	$ 1.75
Vehicle cost for PM:	$ 0.00	$ 0.00
Battery Maintenance:	$ 150.00	
Watering program:	$ 0.00	
Charger Maintenance:	$ 100	
PRODUCTIVITY LOSS	$ 0.00	$ 15,625.03
Battery Change / Plug-in vs Tank Change / Refill:	0 min.	15 min
Changes vs Refill Per day:	0	1
Labor rate (Cost per hour):	$ 25.00 per hr	$ 25.00 per hr
ADDITIONAL EXPENSES	$ 0.00	$ 10,000.00
Custom Expense #1:	$ 0.00	$ 1,000.00
TOTAL:	$ 424,483.87	$ 356,562.53

So….Stop Guessing – Start Modeling

Questions?

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