Driving Growth Through Innovation
Overview for California Energy Commission
September 9, 2009

Smith's Newton Fleet is Road Ready and Moving into US Neighborhoods TODAY!!!

SMITH
ELECTRIC VEHICLES

About Us:

HERITAGE

•Almost 90 years of experience in building commercial Electric Vehicles (EV's) around the globe

EXPERIENCE

•Hundreds of current customers

•Thousands of electric vehicles manufactured

RELIABILITY

•Integrated service network

•Approximately 1,000 employees worldwide

•Main facilities:

UK

USA

Asia & South Pacific

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Smith History: 80 Years of Leadership in Electric Vehicles

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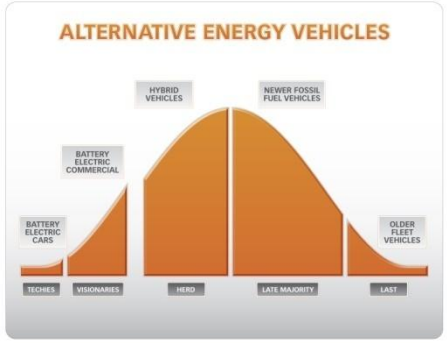
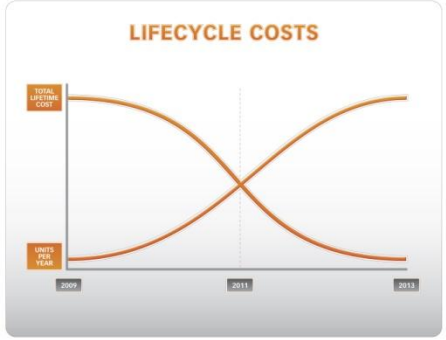
Smith Mission

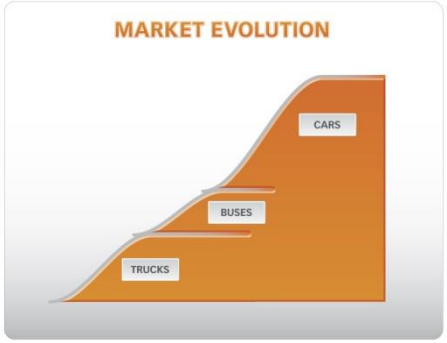
Visionaries take the Driver's Seat



Technology & Legislation are driving costs down



EV Volume Grows – Battery Costs Plummet



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Vehicle Applications

- Vehicles that start and end their day at a central location
- Vehicles that do less than 100 miles per-day
- Operating in congested areas
- Typically inner city and urban areas
- Lots of starts and stops – significant idle time
- Multiple drops/collections
- Customer Cost Savings Analysis: A solution is needed

- Food Distribution
- Parcel Delivery
- Chilled Food Distribution
- Short Haul
- Utilities
- Airport Operations
- Public Sector

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Better for the Environment with Bottom line Benefits

Low Operating Cost

- Eliminate Fuel Costs
  - ✓ No Price Volatility
  - ✓ < $.12/mile
- Reduced Maintenance Costs
  - Fewer Moving parts
  - No Clutch or Transmission
  - Sealed Electric Motor
  - No Cooling System

Perfect for Urban Deliveries

- Low Noise
- No Vibration
- Quick Acceleration

Zero Emissions

- Nil PM's
- Over 50% CO_2 Reduction

Energy Security

- Low volatility in electricity cost

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THE NEWTON

HUGE PAYLOADS. ZERO EMISSIONS.

- Up To 16,060 LB. Payload
- 150+ Miles On One Charge
- 50 MPH Top Speed
- Faster 0-30MPH Than Diesel
- No Noise
- Low Fuel Costs

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Smith Newton: Engineered to Perform

Motor	120kw induction
Controller	Vector Control AC system with regenerative braking
Batteries	Lithium-Ion Iron Phosphate
Charger	Fully automatic – cable included
Cab	All steel, two door with hydraulic tilt, zinc coated panels with wax filled cavities and thermal insulation
Interior	Drivers seat, dual passenger seat, Sony stereo CD
Steering	Hydraulic PAS monoblock
Suspension	Front & Rear, parabolic springs with transverse torsion bar stabilizer, hydraulic, double acting shock absorbers

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Smith Newton: Engineered to Perform

Brakes	Dual Circuit, air brake system with WABCO ABS, air dryer parking brake, fail spring operated park brake to rear axle
Chassis	Ladder type, cold riveted and bolted with U section side members and open profile cross members-steel
Wheels	17.5 x 6.00 steel rims (16, 535-23,148 lbs), 245/7OR17.5 tires on 17.5 x 6.75 steel rims. 8 screws fixing (26,455 lbs) 215/75R 17.5
Tires	215/75R 17.5
Warranty	36 months bumper to bumper, 60 months drive train
Service & Training	
	Fully supported training and platinum service model

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Commitment to Service

Warranty	3 Years, 36,000 Miles on Chassis
	5 Years, 60,000 Miles on Drivetrain & Batteries
Life Expectancy	7 – 10 Years (Battery); 15+ Years (Motor & Drivetrain)

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Smith Newton Environmental Impact

Model: Smith Newton

50 Mile In-City Trip

	Diesel 9tn (9mpg)	Smith Newton (9tn)
Diesel Used (28.6lbs CO2/gallon)	4.55 gallons	
CO2 Emitted	130.13 lbs	**37.5 lbs**
CO2 Reduction		**72%**
Cost for 50 miles	$15.06	**$5.50**
Cost Reduction		**64%**

Annual CO2 Savings (Gallons) based on 12k travelled/yr:

9,240 Gallon

Total CO2 Savings (Gallons) based on 60K mls over 5 yrs:

46,200 Gallons

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TRANSIT CONNECT

0% EMISSIONS. 0% NOISE. 100% SMART BUSINESS MOVE.

- 70 MPH Top Speed
- 100 Miles On One Charge
- Up To 1,600 LB. Payload
- Faster 0-30 MPH Than Diesel
- No Shifting
- Easy Cargo Access Design
- Low Fuel Costs

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Transit Connect: Engineered for Urban Setting

The All Electric Ford Transit Connect is engineered for the unique demands of light duty urban tasks.

- Highly Maneuverable
- Quick and Easy to Drive
- Diverse Applications

Overall Length	180.7”
Wheel Base	114.6”
Overall Height	79.3”
Ground Clearance	7.9”
Max Cargo Height	59.1”
Max Cargo Length	81.0”
Floor Width at Wheelhouse	48.0”
Max Cargo Volume	135.3 (cu. ft)

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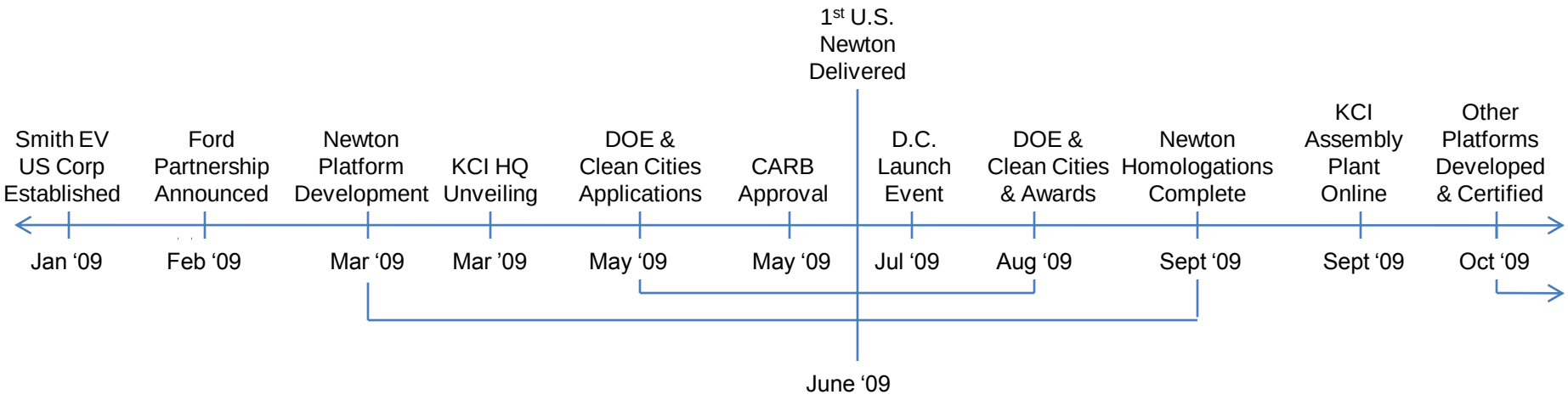
Deployment – Timing



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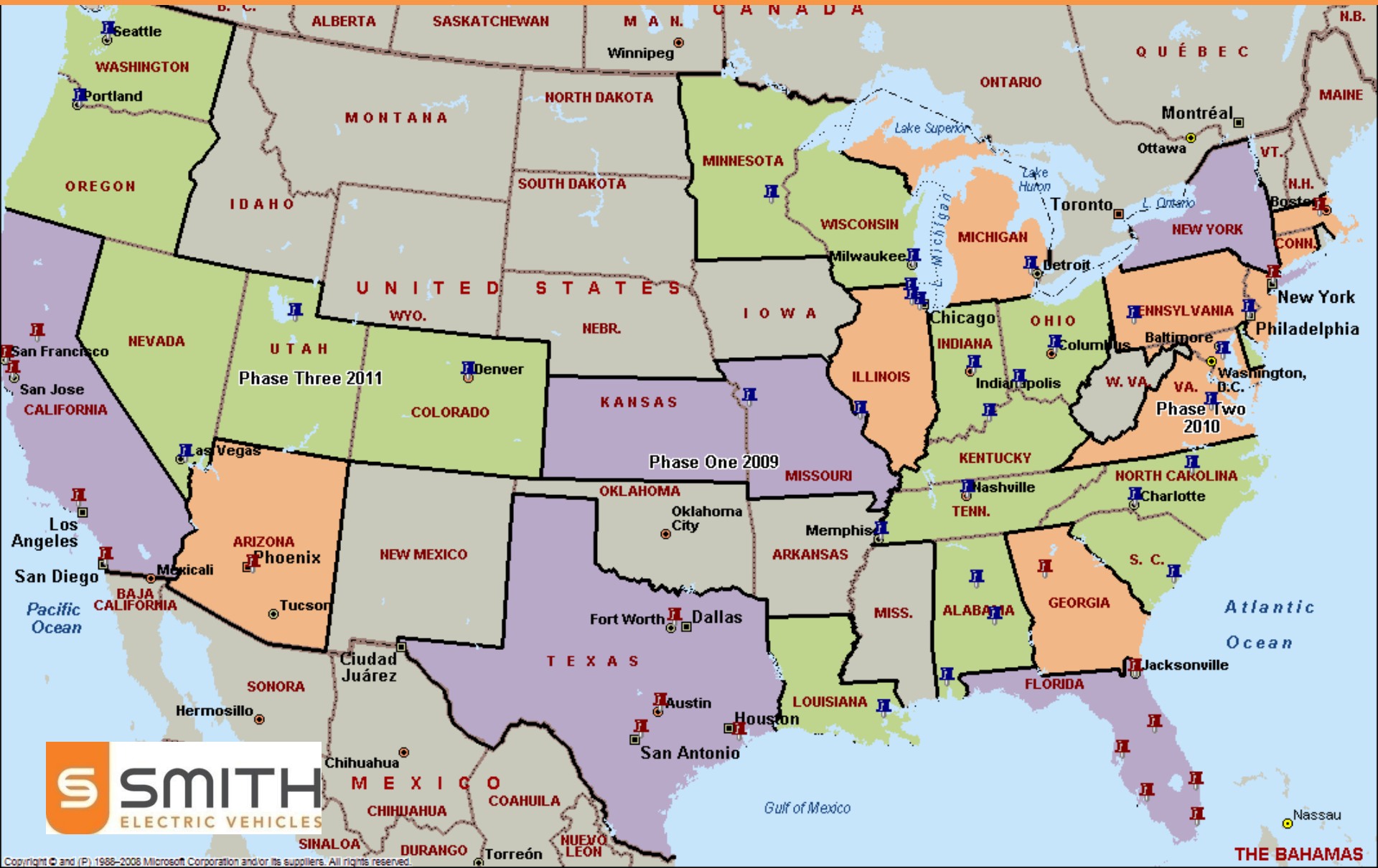
Deployment – Markets



Smith Mission

U.K. Facility

U.S. Facility

- A Fresh American Perspective to Electric Vehicles
- Built on Over 8 Decades of European Success
- Leading EV Suppliers
- Long -Term Partnerships
  - ✓ Ford Motor Company
  - ✓ Optare

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DO SOMETHING FOR THE PLANET~ AND YOUR BOTTOM LINE

Incentive Opportunity

Federal Incentives:
The current federal tax credit for plug-in EVs is up to $7,500 for vehicles up to 14,000gvw. There is no incremental credit for the Newton.

Rep. Levin just introduced a bill that would provide a $12,000 credit for the Newton.

State Level Incentives:
Currently in NY, CA, TX, CO

NEWTON CARGO VAN

AMPERE

NEWTON BOOM TRUCK

NEWTON REFERGERATOR TRUCK

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A Few of Our Partners

PG&E Corporation

at&t

STAPLES
that was easy.

Frito Lay
Good fun!

SAFEWAY

The Coca-Cola Company

TRUGREEN
Professional LawnCare

City of Santa Monica

KCP&L
energizing life

COMPASS GROUP

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A History of Partners:

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TNT
sky
John Lewis
BAA
AXA
PARCEL FORCE WORLDWIDE
SITA
Balfour Beatty Utilities
Argos
PLANT
BT
co-op
Royal Mail
STARBUCKS COFFEE
Sainsbury's
T.K.maxx
DHL
DAIRY CREST
MARKS & SPENCER
amey
BRITISH AIRWAYS
BAE SYSTEMS
Scottish and Southern Energy
BNFL
Carlsberg
DIRIGE
CORPORATION OF LONDON
KLM
City Link
CEVA
AIR CANADA
City Sprint
NHS
Waitrose
Arla express ARLA FOODS

Thank You

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