Electric Vehicles Presentation For Energy Commission

The Tanfield Group

SMITH ELECTRIC VEHICLES

North American Marketplace:

- Initial vehicle assembly established
- Maximum build capacity 500 ‘seed’ vehicles in 2009
- Launch Partnership Initiation
- Certification underway with ARB
- Production Schedule delivers vehicles beginning July 2009
- Further development in collaboration with Ford U.S.A.
- Expect US production curve in 2009 steeper than in UK
- 12,000 vehicles pa by 2012

About Us:

- Almost 90 years of experience in building commercial Electric Vehicles (EV's)
- Over 1,000 Customers
- Over 90,000 vehicles manufactured
- Quoted London Stock Exchange (TAN)
- 2,000 employees worldwide
- Main facilities:
    - UK
    - USA
    - Japan
    - Australia
    - New Zealand

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The Addressable Market

- Vehicles that start and end their day at a warehouse 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 telemetry results – a solution is needed

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Energy Commission Program Overview & Benefits

Foot Print

- UpRight Powered Access in Fresno, CA
- Main Motor Drivetrain Supplier in Torrance, CA
- Fast Charging Supplier in Monrovia, CA
- Main Assembly Plant in Midwest U.S.A.
- 'Green Jobs' additional in 2009/2010
- Vehicle in Europe is fully commercialized which is transferred to U.S. market
- Prequalified customers identified both within and outside California awaiting co-funding from public and private sector

Benefits

- Ease-of-Use
- Maximize goods movement / Minimum down time for on-road applications
- Zero Emissions
- Vehicle Operations
- Energy Efficiency and Security
- Environmental impacts

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Smith Newton

Cab Chassis

GVW	WB
16.5 GVWR	13ft, 15ft, 17ft
22 GVWR	13ft, 15ft, 17ft
25.9 GVWR	13ft, 15ft, 17ft

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Other Vehicle Applications: 26,000 GVWR Dump Truck

Other Vehicle Applications: Newton Aerial Lift 26,000 GVWR

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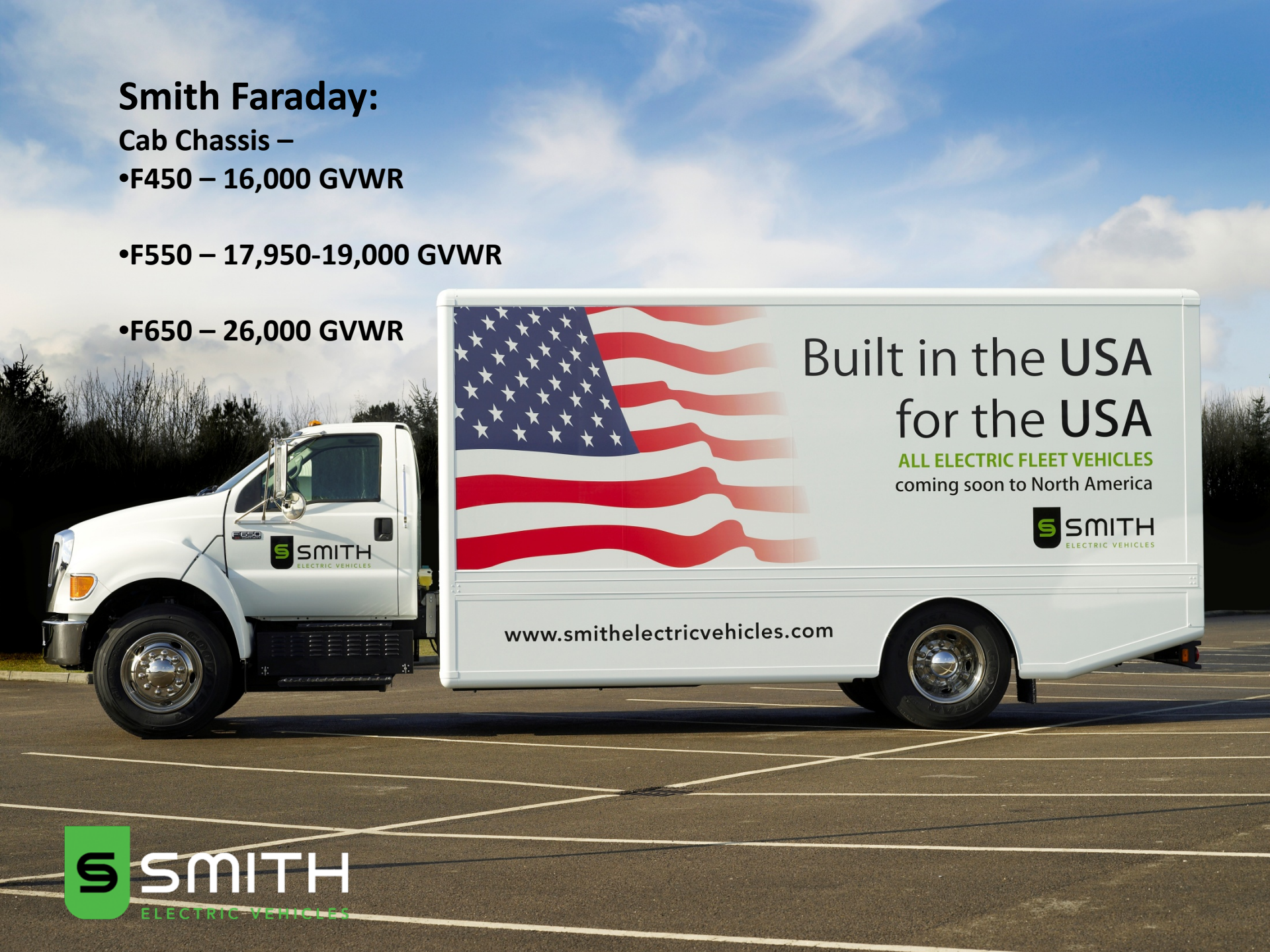
Smith Faraday:

Cab Chassis –

- **F450 – 16,000 GVWR**
- **F550 – 17,950-19,000 GVWR**
- **F650 – 26,000 GVWR**



A Few of Our Customers:

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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
CORPORATION OF LONDON
KLM
City Link
CEVA
AIR CANADA
City Sprint
NHS
Waitrose
Arla express ARLA FOODS