HYSTER CAPITAL

A Division of NMHG Financial Services, Inc.

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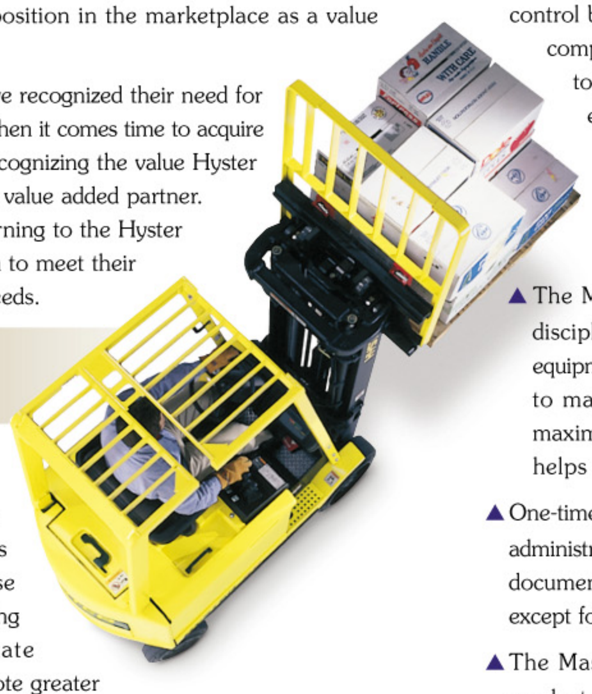
MASTER LEASE ADVANTAGE

The Hyster Capital Master Lease Solution

Leading manufacturers and service companies create competitive advantages in a number of ways. They build products or provide services that offer value-added productivity and dependability that are more cost-effective than those of their competitors. They develop dynamic sales and marketing organizations. They create strong brand identity, awareness, and loyalty.

These are obvious distinctions, but savvy companies realize they are selling more than just their products or services. To establish a leading position in the market, they take advantage of the opportunity to offer flexibility, specialization, and innovation to individual customers thereby strengthening their position in the marketplace as a value added provider.

These same companies have recognized their need for individual attention and focus when it comes time to acquire Hyster lift trucks. Many are recognizing the value Hyster Capital provides as a strategic value added partner. That is why companies are turning to the Hyster Capital Master Lease program to meet their specific finance and leasing needs.



What is a Master Lease?

While a Master Lease is not much different from other lease agreements, the Hyster Capital Master Lease is a means to consolidate individual lease transactions into a single leasing program in order to facilitate economies of scale and promote greater efficiencies for customers. While large fleet users typically utilize Master Leases, it's just as appropriate for smaller customers acquiring only several units. Whether equipment deliveries happen all at once, or over a period of time, to one location or many, with centralized or decentralized purchasing, a Master Lease can be customized to meet your specific needs!

The Master Lease Agreement itself is a single document that will generally address all the principal terms and conditions – "the ground rules" – that are common to all future lease transactions between your company and Hyster Capital. This agreement stays in place for the life of the relationship, but it can be reviewed periodically and updated as needed. Once the document is executed, future transactions for various types of equipment and differing terms and conditions can be easily documented without having to review and execute a new contract for each transaction. The customer and Hyster Capital jointly review customer credit requirements annually, or as the situation demands, and credit limits are established to accommodate forecasted annual leasing needs.

The variable terms and conditions for individual transactions such as the equipment type, lease term, payment amount, annual operating hours, application, etc. will be documented in a separate Master Lease schedule. The language of each Schedule with the exception of the transaction detail is identical so, like the Master Lease Agreement itself, you can review and approve this document up front. A separate Certificate of Acceptance is also required at the time of equipment delivery, to confirm your acceptance of the equipment and provide Hyster Capital with the authorization to commence the lease term and start the payment cycle.

The Hyster Capital Master Lease offers you many advantages over standard leasing and financing programs!

▲ The Hyster Capital Master Lease is a single lease agreement that can accommodate nationwide acquisition of Hyster lift trucks and other material handling equipment acquired through your local Hyster dealer. It can incorporate one entity as well as any or all wholly owned subsidiaries.

▲ Invoicing can be customized to track assets by location and can be sent to individual facilities or to a centralized location.

▲ The Hyster Capital Master Lease program provides centralized control but gives you the flexibility to provide autonomy to all company locations. Some Master Lease customers may elect to allow individuals at outside locations to coordinate their equipment leasing needs. A Hyster Capital Master Lease provides the consistency you want as well as a level of comfort that all locations are operating under a lease agreement approved by the appropriate corporate personnel.

▲ The Master Lease program helps instill Fleet Management disciplines and is the ideal tool for implementing a planned equipment replacement program. Lease terms can be structured to match the economic life of the equipment in order to maximize utilization and cost savings. Simple documentation helps make equipment replacement an efficient transition.

▲ One-time document review means significant savings in legal and administrative fees. Once executed, there is no need to review the documentation for each transaction because they are identical, except for the specific transaction details outlined on the Schedule.

▲ The Master Lease Agreement can accommodate all Hyster products as well as a wide variety of other materials handling products acquired from your Hyster dealer. Of course, individual terms will vary depending on the model, features, usage, etc.

▲ Hyster Capital will provide a single designated contact for your account. Hyster Capital personnel have extensive experience and an excellent understanding of both the leasing and materials handling industries. Your designated Hyster Capital representative will serve as your primary point of contact for any lease quotes or other issues regarding your Master Lease program.

▲ A Master Lease arrangement can provide all the benefits that leasing can offer. Reasons for leasing may vary from company to company, but as a general rule leasing provides:

- ✔ Low cost alternative
- ✔ Improved cash flow
- ✔ Off balance sheet financing
- ✔ Favorable impact on earnings
- ✔ Fixed lease payments
- ✔ Hedge against inflation
- ✔ Payments coordinated with cash flow
- ✔ Convenience
- ✔ 100% Financing
- ✔ Improved Return on Assets
- ✔ Helps prevent obsolescence
- ✔ Overcome budget restrictions
- ✔ Avoid loan covenant restrictions

Hyster Capital offers lease products for virtually every situation

Finance Lease

If you desire the benefits of ownership without depleting available capital, a Finance Lease may be the best option for you. A Finance Lease allows you to pay for the equipment over time but it also allows for future ownership of the equipment at a pre-determined purchase price. This option may be as little as $1.00 or if you are interested in a lower monthly payment during the term, Hyster Capital can structure a lease with a stated purchase option at a higher stated amount.

True Lease

If you only want to pay for the use of your Hyster lift truck, but not own it, then a True Lease is for you. Typically, our True Lease customers return the equipment at the end of the lease term or have a Fair Market Value purchase option to buy the unit. By structuring the transaction as a Tax Lease, Hyster Capital can take the tax benefits associated with ownership and pass these along to you in the form of a lower monthly payment. A True Lease will generally qualify as an Operating Lease which would allow for off balance sheet treatment by your company.

All Hyster Capital financial products can be structured to accommodate specific needs such as accelerated or decelerated payment schedules, seasonal payment periods, bundled maintenance contracts, and even quarterly, semi-annual, or annual payments if warranted.

As always, you will want to consult with your financial or tax adviser to determine the best finance or lease option for your company as well as treatment for financial and tax reporting purposes.

Setting up a Master Lease is as simple as the program itself.

The next time you acquire a new Hyster lift truck imagine being able to select the model and features you want and simply telling the sales representative that you are pre-approved for a lease through Hyster Capital. When the dealer delivers the equipment, you receive the documents from us which you sign and return. Hyster Capital can make it that easy for you. Our Master Lease program can give you a level of flexibility and service you may never have experienced before.

If you've never done business with Hyster Capital before, you'll simply need to complete a credit profile sheet and forward it to us with your last two years financial statements. Your designated Hyster Capital contact will assist you in determining your future leasing requirements and work with the appropriate credit personnel in establishing a credit line that will accommodate those needs. Upon approval of your Hyster Capital credit line, we will send an original Master Lease Agreement for your signature. Simply sign the documents and return them to Hyster Capital to finalize your Master Lease program.

When you contact your local Hyster dealer sales representative or Hyster National Account representative for a quote on any Hyster product, request that your equipment quotation incorporate a lease quote from Hyster Capital.

Once pricing is established, the equipment has been ordered, and the Master Lease Agreement is signed, Hyster Capital can prepare the Master Lease Schedule(s) and supporting documents according to the delivery schedule you determine with your Hyster dealer representative. The documents will be forwarded to your authorized company representative(s) for signature, and you would return them with any advance rental payments that may be due at lease inception.

Is this the kind of relationship you want with a leasing company?

We hope we have given you a better sense of some of the advantages a Hyster Capital Master Lease can provide for your company. Let Hyster Capital put our experience and expertise to work for you today! Contact your local Hyster dealer for more details about the Hyster Capital Master Lease program or contact Hyster Capital directly at (877) 497-8227.