



STRONG PARTNERS. TOUGH TRUCKS.™

Alpha and Evergreen Rebate Program



HYSTER CAPITAL

A Division of NMHG Financial Services, Inc.

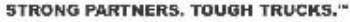




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Evergreen Rebate Program

- Credits issued from existing Evergreen payments back into the sell price of a new truck sale
- Useful tool in helping a customer match their existing lease payment on a new truck
- Evergreen reports sent to each dealer on a monthly basis



Evergreen Rebate Program								
Rebate	Make	Model	Sell Price	Term	Rate Program	Payment	TARGET	Difference
No Evergreen Credit	Hyster	S50FT	\$22,098.00	36	Standard	\$479.38	\$450.66	\$28.72
Three Payments Evergreen Credit \$450.66 X 3 \$1,351.98	Hyster	S50FT	\$20,746.00	36	Standard	\$437.02	\$450.66	(\$13.64)



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Evergreen Rebate Example (1 pmt Credit)

Evergreen Rebate Program								
Rebate	Make	Model	Sell Price	Term	Rate Program	Payment	TARGET	Difference
No Evergreen Credit	Hyster	S50FT	\$22,098.00	36	Valulease	\$456.97	\$450.66	\$6.31
One Payment Evergreen Credit \$450.66 X 1 \$450.66	Hyster	S50FT	\$21,647.34	36	Valulease	\$443.30	\$450.66	(\$7.36)



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Evergreen Guidelines

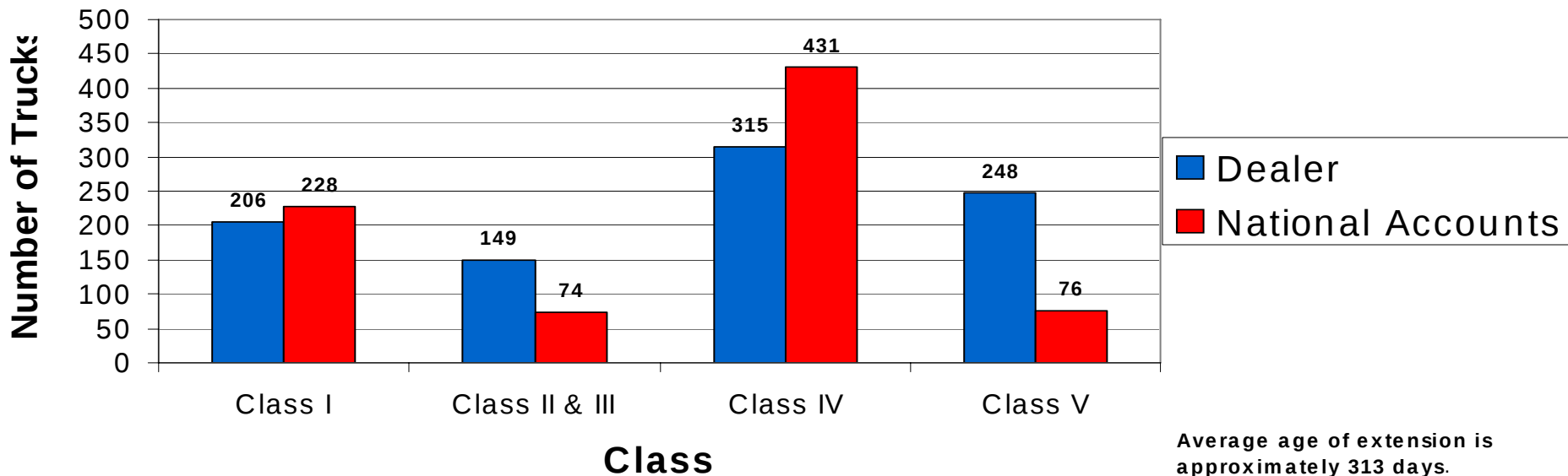
- Rebates must be approved through Hyster Capital Account Managers (via Remarketing)
- Rebate amounts will vary depending on the economics of the deal and number of Evergreen payments received
- HC Account Managers will quote with rebates added to insure accuracy in EDFS
- Rebate acts as a down payment, dealer will be funded the full sell price of the transaction



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Evergreen Data @ June 1, 2007

Evergreen by Class - Dealers vs. National Accounts



Average age of extension is 313 days



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Alpha Report Rebate program

- Hyster Capital will issue rebates to the customer on late lease firm term payments as an incentive to replace existing Hyster units with new Hyster trucks
- Customer can receive as many as two firm term rebate payments if the truck is ordered before the lease end date
- This rebate can be combined with Evergreen rebates if dictated by long lead times



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Alpha Report Rebate (2 pmt credit)

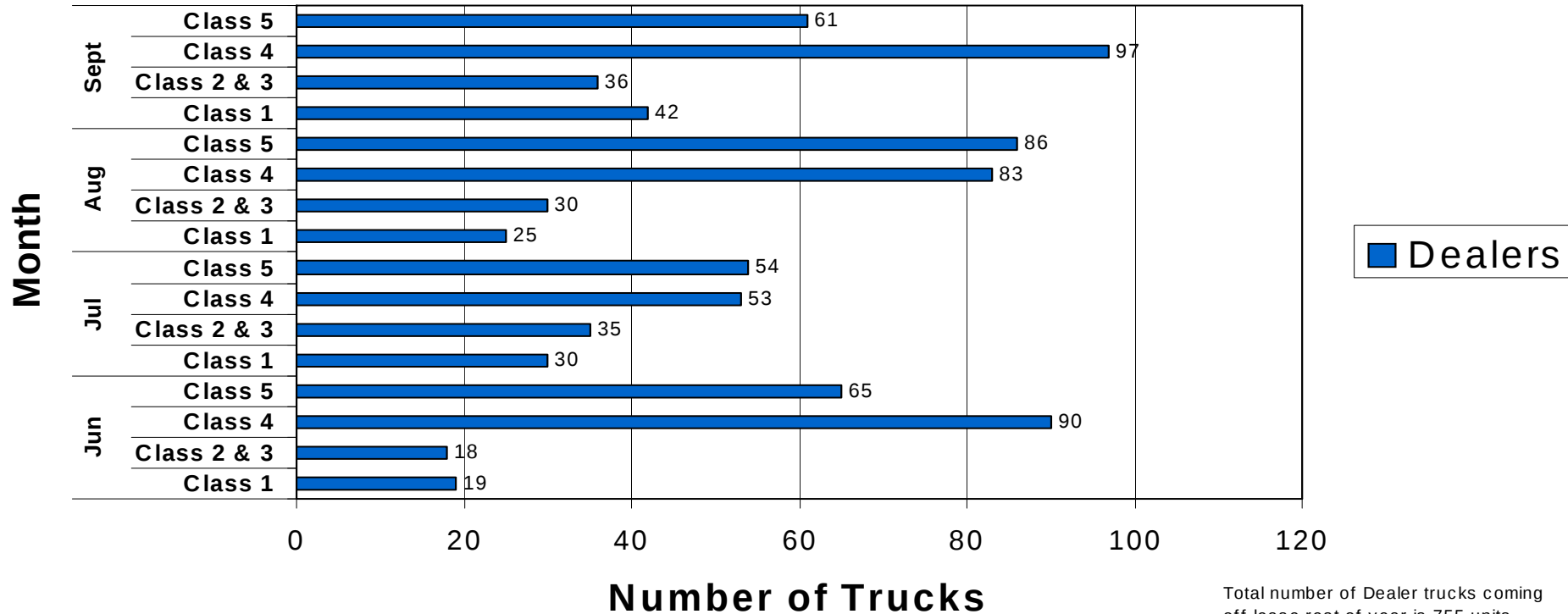
Alpha Renewal Rebate Program								
Rebate	Make	Model	Sell Price	Term	Rate Program	Payment	TARGET	Difference
No Alpha Payment Credit	Hyster	S50FT	\$22,098.00	60	Valulease	\$330.70	\$320.78	\$9.92
Two Payments Alpha Credit \$320.78 X 2 \$641.56	Hyster	S50FT	\$21,456.00	60	Valulease	\$318.32	\$320.78	(\$2.46)



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Hyster Capital Dealer Close-In Alpha Units

Off Lease - Dealers

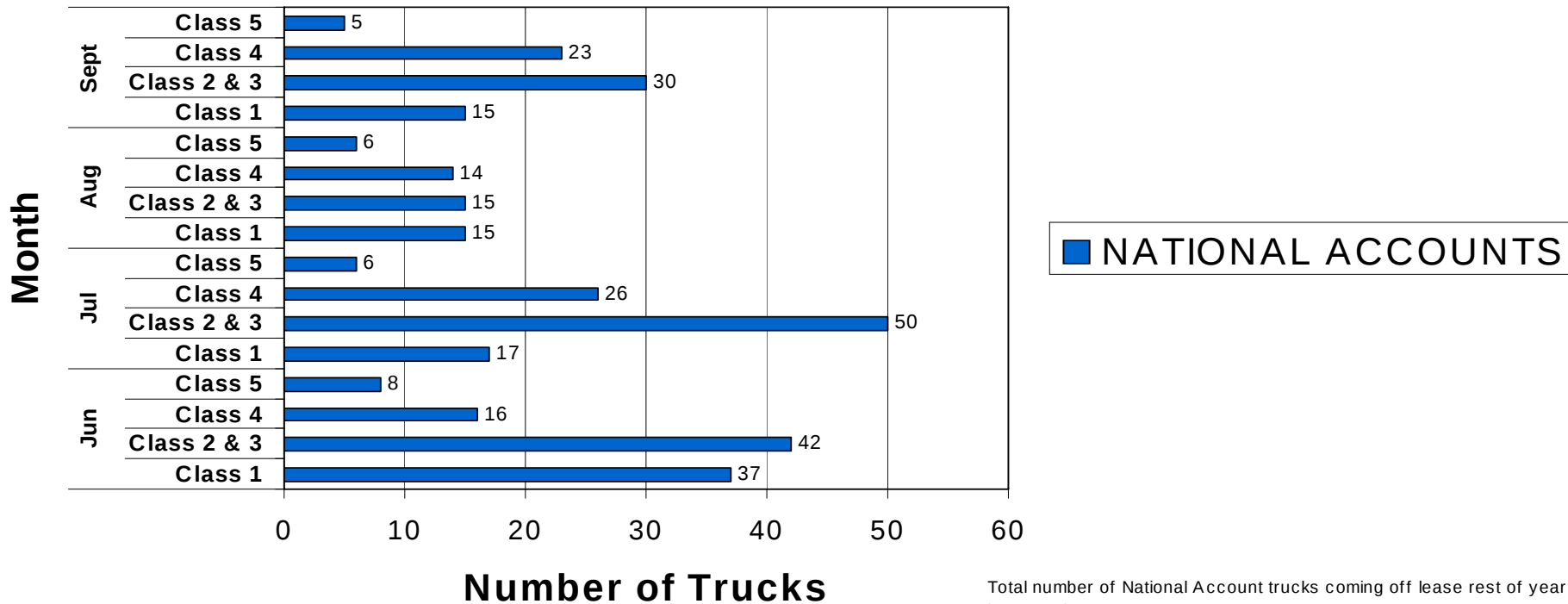




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Hyster Capital NA Close-In Alpha Units

Off Lease - National Accounts





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“Early Out” Conquest Lease

- Class II, IV & V models
- Possible inclusion of Class I for fleet project (mix dependent)
- FMV lease targeting Third Party Logistic (3PL) providers and other Conquest accounts
- 36-Month lease with “Walk Away” for customer at month 12
- Priced with 65%-75% residual at month 12
- Step Down payment for customer for months 24-36
- Dealer option to assume remaining stream



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“Early Out Conquest” Lease Example

Reach Truck 12 Month Flex Lease					
Quote	Model	Sell Price	Term	Payment	Hrs/Yr
Standard Rates	N45ZR	\$22,000.00	12 Months	\$896.37	2000
	One Battery	\$3,000.00	24 Months	\$380.77	
Valulease Rates	N45ZR	\$22,000.00	12 Months	\$832.57	2000
	One Battery	\$3,000.00	24 Months	\$376.11	
Charger Financed Separately					
Customer can exit lease at Month 12					

- Customer has early termination option
- Dealer has option to assume step down payment
- Purchase option available to customer
- Can be used for Class II, IV or V opportunities
- 12 month residual value upwards to 75%