

Hyster Capital Retail Reach Rental Lease



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Date: August 27, 2007



Retail Reach Rental Lease

Program objective is to stimulate dealer rental fleet reach truck population by offering aggressive 12-month (75% of OEC) residual value and subsidized rates to drive the lowest possible payment. Dealer's inability to develop reach truck rental opportunities within 12 months is mitigated by early out provisions of lease. Product is designed for off balance sheet treatment.



Dealer Retail Reach Rental Lease

Features:

- Class II, IV & V models
- Dealer retail lease (true lease)
- Early out provision
- 36-Month lease with walk away option @ month 12
- Off balance sheet treatment
- Builds Class II rental fleet
- Priced with 75% residual at month 12 (1 + 2)
- Dealer option to extend to 36 month maturity
- Use to achieve 15% or 20% rental targets
- Subsidized to 4.9% for 1+2 product



“Retail Rental” Lease Example

Reach Truck 1 + 2 Dealer Rental Fleet Lease

Quote	Make	Model	Sell Price	Term	Payment	Hrs/Yr
Valulease 1+2	Hyster	N45ZR	\$22,000	12 Months @	\$611.32	2000
		One Battery	\$3,000	24 Months @	\$526.42	

- Dealer makes 12 payments of \$611.32
- Dealer then has option to make 24 payments of \$526.42
- Dealer has early termination option w/out penalty
- Dealer has option to extend lease at step down payment
- Purchase option available to dealer
- Class II program
- 12 month residual value of 75% of OEC
- Subsidized rates
- Lease can be assigned to customer



“Retail Rental” Lease Example

Class IV (1 + 2) Conquest Lease						
Quote	Make	Model	Sell Price	Term	Payment	Hrs/Yr
Standard Rates	Hyster	S50FT	\$25,000	12 Month Payment	\$702.21	2000
				24 Month Payment	\$558.10	
Valulease Rates	Hyster	S50FT	\$25,000	12 Month Payment	\$629.82	2000
				24 Month Payment	\$537.69	
Valulease Rates Avaailable with FC Request						
Customer can exit lease at 12 months or continue for remaining 24 months						

- Can be used for Class V products
- Selling price of \$25,000 used as example
 - Valulease factor of .0252 for 1st 12 months
 - Valulease factor of .0215 for 2nd 24 months if extended
- Rental discounts assumed

