



HYSTER CAPITAL RATE CARDS

An Important Announcement from Hyster Company – Greenville, North Carolina

Date: January 5, 2010
To: Hyster Dealer Principals
Cc: NMHG President's Staff, Hyster Regional Sales Manager, Hyster National Account Sales Managers, and Hyster Marketing Staff
From: Tina Goodwin, Director Financial Services

Attached please find the Hyster Capital Interest Rate Cards effective January 1, 2010 thru January 31, 2010.

As you can see, we continue to include lease rate factors for both Full Payouts and True Leases. Please note the following Terms and Conditions when utilizing the published True Lease rate factors:

- True Lease rate factors are based on competitive selling prices.
- Electric truck factors include 1 battery and 1 charger. Extra batteries and chargers must be quoted separately using the "Extra Batteries and Chargers" designated factors.
- Attachments are to be quoted separately using the designated factors.
- 1st quarter 2010 delivery only.
- Normal/clean applications with no more than 2000 hours per year.
- All Engine types are covered.
- 3 Stage Upright only.

The True Lease factors should only be used as estimates for monthly lease payments. Your best quote will still be provided by your Hyster Capital Financial Coordinator through our online quoting system. In addition, please call your Financial Coordinator for transactions that do not meet the criteria above so that they can provide you with a custom quote.

Please remember to refer to the Valulease rates also effective January 1, 2010 for qualifying transactions. Hyster Capital is the only finance company that can offer you subsidized financing from Hyster Company in order to compete with other manufacturer's subsidized finance programs.

Please contact your Hyster Capital Financial Coordinator or Regional Finance Manager with any questions or for additional assistance.

CONFIDENTIAL MATERIAL
FOR USE BY HYSTER EMPLOYEES AND AUTHORIZED HYSTER DEALERS ONLY.
DO NOT COPY OR DISTRIBUTE.

