



Hyster Jumbo Truck Strategy Meeting

Nijmegen
March 26-28, 2007



Jumbo Truck Business is Strategically Important

- Sales / Margin contribution
- Disproportionate growth opportunity
- Flagship accounts with tag along sales
- Key differentiator
- Parts / Service revenue
- Hyster heritage



Success to Date

- Almost the entire product line – new or refreshed in last 18 months
- Recent sales wins – Cast Terminals, Boeing, Georgia Port Authority, Young Brothers, Greenwich Terminals, P&O
- Improvements made in product support capability
- Financing flexibility
- Dealer commitment



What Lies Ahead

- \$62m sales target by 2011
- Terex separation
- 2007 new product plans
- Rental growth
- Further progress in financing flexibility
- Fleet Management sophistication
- Competitive landscape



Objective of Meeting

- Share best practices / learn from each other
- Meet with Engineering / Manufacturing team
- Understand manufacturing process
- View product / sub-assemblies close up
- Visit application sites
- Have fun!!

