

# Electric Vehicles Presentation For Energy Commission



## North American Marketplace:

- Initial vehicle assembly established
- Maximum build capacity 500 'seed' vehicles in 2009
- Launch Partnership Initiation
- Certification underway with ARB
- Production Schedule delivers vehicles beginning July 2009
- Further development in collaboration with Ford U.S.A.
- Expect US production curve in 2009 steeper than in UK
- 12,000 vehicles pa by 2012





## About Us:

- Almost 90 years of experience in building commercial Electric Vehicles (EV's)
- Over 1,000 Customers
- Over 90,000 vehicles manufactured
- Quoted London Stock Exchange (TAN)
- 2,000 employees worldwide
- Main facilities:
  - UK
  - USA
  - Japan
  - Australia
  - New Zealand





## The Addressable Market

- Vehicles that start and end their day at a warehouse location
- Vehicles that do less than 100 miles per-day
- Operating in congested areas
- Typically inner city and urban areas
- Lots of starts and stops – significant idle time
- Multiple drops/collections
- Customer telemetry results – a solution is needed



# Energy Commission Program Overview & Benefits

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## Foot Print

- UpRight Powered Access in Fresno, CA
- Main Motor Drivetrain Supplier in Torrance, CA
- Fast Charging Supplier in Monrovia, CA
- Main Assembly Plant in Midwest U.S.A.
- 'Green Jobs' additional in 2009/2010
- Vehicle in Europe is fully commercialized which is transferred to U.S. market
- Prequalified customers identified both within and outside California awaiting co-funding from public and private sector

## Benefits

- Ease-of-Use
- Maximize goods movement / Minimum down time for on-road applications
- Zero Emissions
- Vehicle Operations
- Energy Efficiency and Security
- Environmental impacts



**ELECTRIC VEHICLES**

# Smith Newton

## Cab Chassis

GVW

WB

16.5 GVWR 13ft, 15ft, 17ft

22 GVWR 13ft, 15ft, 17ft

25.9 GVWR 13ft, 15ft, 17ft







## Other Vehicle Applications: 26,000 GVWR Dump Truck





## Other Vehicle Applications: Newton Aerial Lift 26,000 GVWR





## Smith Faraday:

Cab Chassis –

•F450 – 16,000 GVWR

•F550 – 17,950-19,000 GVWR

•F650 – 26,000 GVWR





A Few of Our  
Customers:



John Lewis

BAA



Balfour Beatty  
Utilities



Sainsbury's



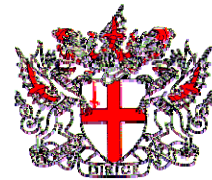
MARKS &  
SPENCER



BRITISH AIRWAYS

BAE SYSTEMS

Scottish and Southern  
Energy



AIR CANADA

City Sprint



Waitrose

