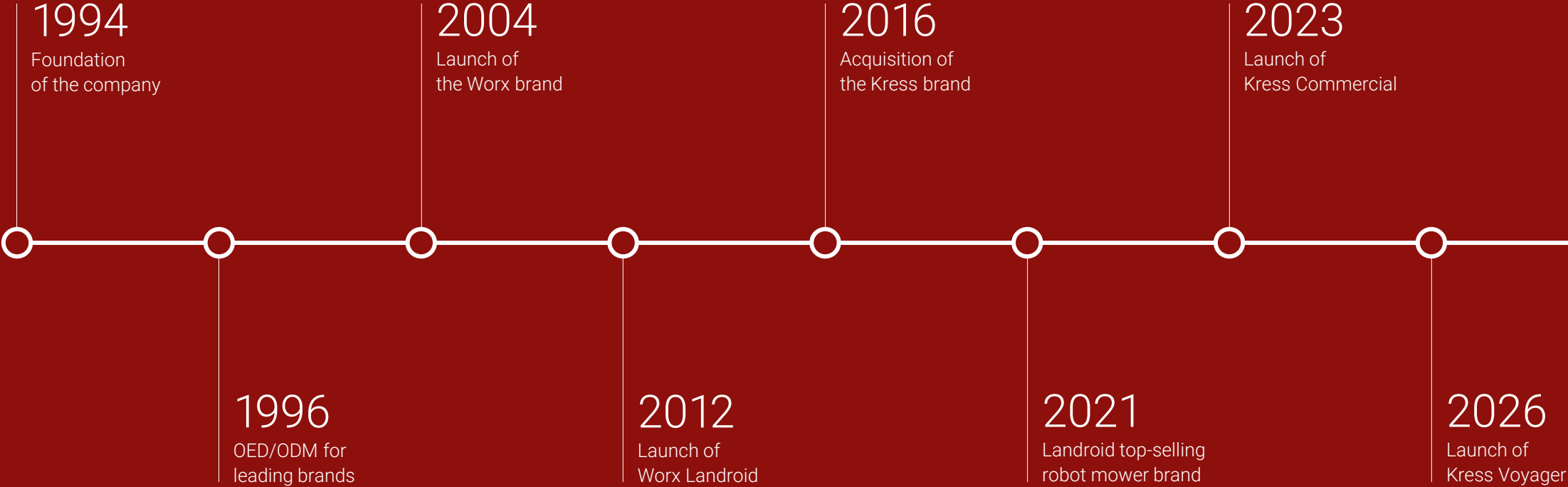


Kress[®] 

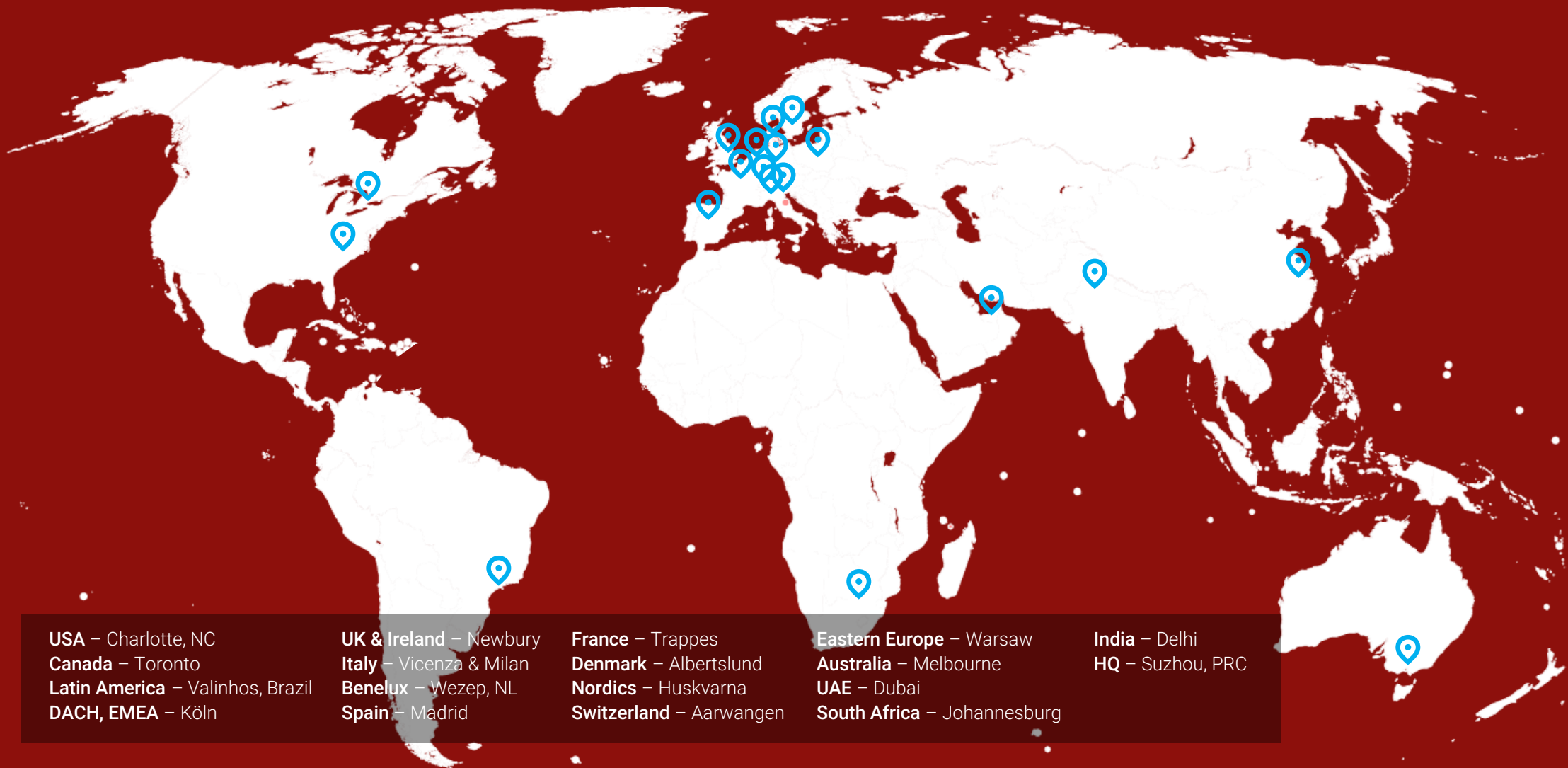
About Positec



Milestones



Global organization



Trusted by the world's most demanding grounds

Royal Portrush

Kress® 

Eton College



Westminster Abbey



Real Madrid City



What comes next in landscaping



Kress 

\$60.000



Kress 



New business model

Two types of crews. One revolution.

	Mowing crews	Combined crews
Voyager impact on operating costs	- 80%	- 40%

5-year economics

	Zero-turn	Voyager
Equipment	\$15,000	\$60,000
Energy	\$35,000	\$2,500
Maintenance	\$15,000	\$5,000
Labor	\$275,000	\$0
Total	\$340,000	\$67,500

81% cost down

Financing Voyagers

Exhibit 1 60” Voyager = \$100,000 Retail Price

Exhibit 2 40” Voyager = \$60,000 Retail Price

	Term	Rates	Monthly Payment	Annual Payment	Annual Mowing Burdened Operator, Fuel, Maint	Annual Savings
Ex 1	36 Months	3.99%	\$2,952	\$35,424	\$70,000	\$34,576
	48 Months	4.99%	\$2,303	\$27,636	\$70,000	\$42,364
	60 Months	4.99%	\$1,887	\$22,644	\$70,000	\$47,356
Ex 2	36 Months	3.99%	\$1,771	\$21,252	\$70,000	\$48,748
	48 Months	4.99%	\$1,382	\$16,584	\$70,000	\$53,416
	60 Months	4.99%	\$1,132	\$13,586	\$70,000	\$56,414



Leasing Voyagers

Exhibit 1 60” Voyager = \$100,000 Retail Price

Exhibit 2 40” Voyager = \$60,000 Retail Price

	Term	Residual Value	Monthly Payment	Annual Payment	Annual Mowing Burdened Operator, Fuel, Maint	Annual Savings
Ex 1	24 Months	20%	\$3,180	\$38,160	\$61,786	\$23,626
	36 Months	15%	\$2,758	\$33,096	\$61,786	\$28,690
	48 Months	10%	\$2,261	\$27,132	\$61,786	\$34,654
Ex 2	24 Months	20%	\$1,908	\$22,896	\$61,786	\$38,890
	36 Months	15%	\$1,655	\$19,858	\$61,786	\$41,928
	48 Months	10%	\$1,357	\$16,279	\$61,786	\$45,507

Disruptors will own the market

And make 20 pts more



What about the other
half of the crew?

Kress 

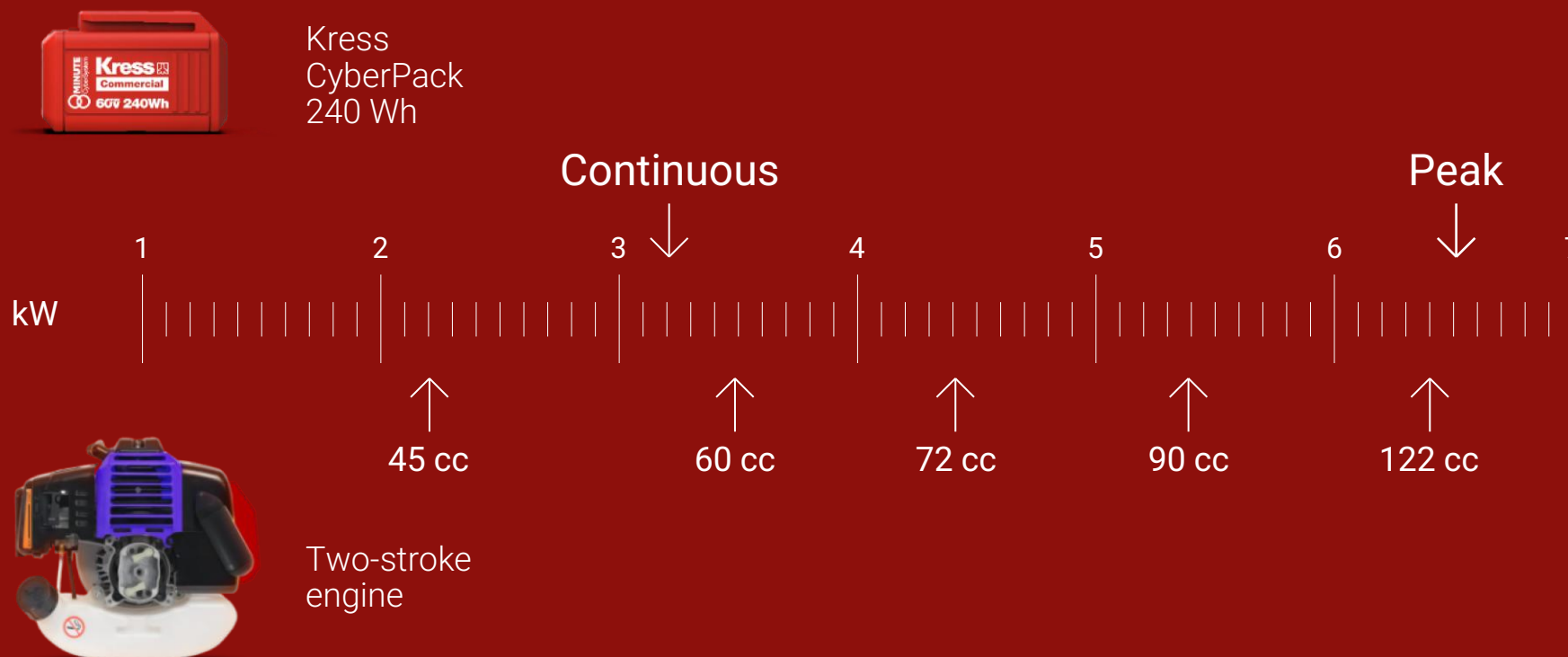
The demand is real

- Public spaces. Municipalities. Corporates. Private clients.
- All pushing for cleaner, quieter service.
- The market is asking for it.

But it doesn't work

- Insufficient power
- Battery management
- Operating cost higher than fossil fuel

The new paradigm of power



41 Newtons. Instantly.



41 Newtons

Simply unboggable



Kress 

Ultra-fast charge. Everywhere.

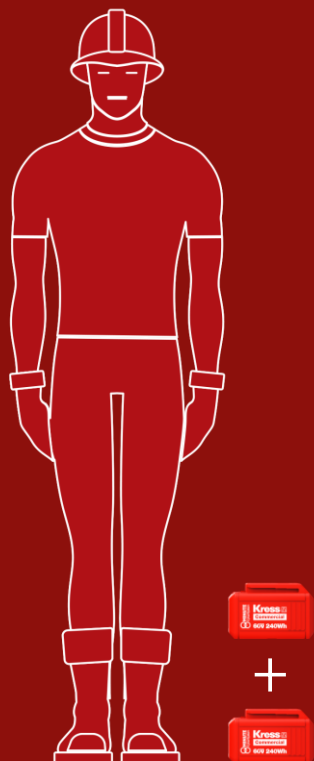
8minute



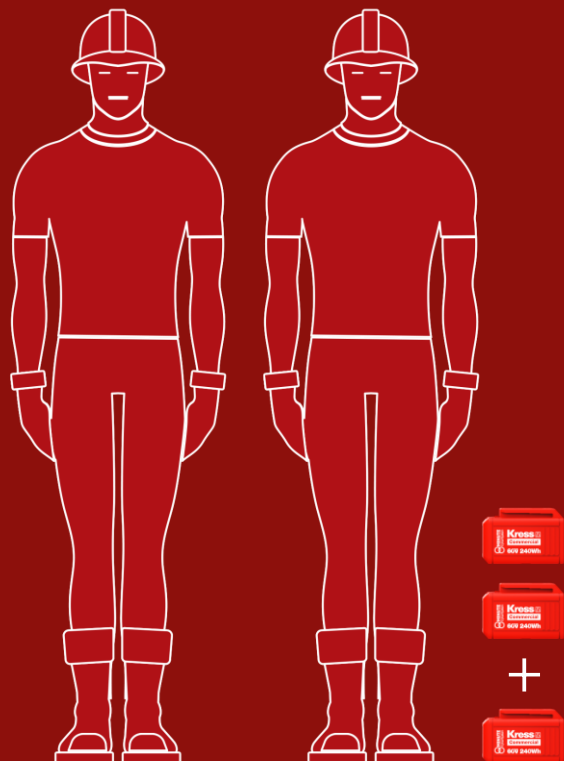
Kress 

A full day's work

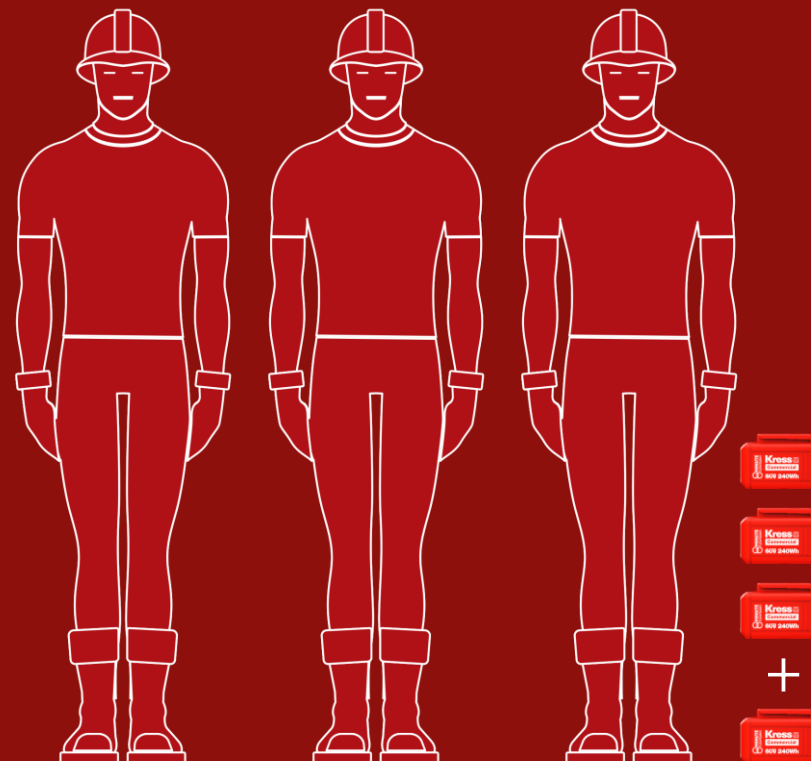
1-man crew



2-man crew



3-man crew



Extreme longevity

3000
cycles



- **3.000** cycles guaranteed
- **5.000+** cycles tested





10 years of fuel

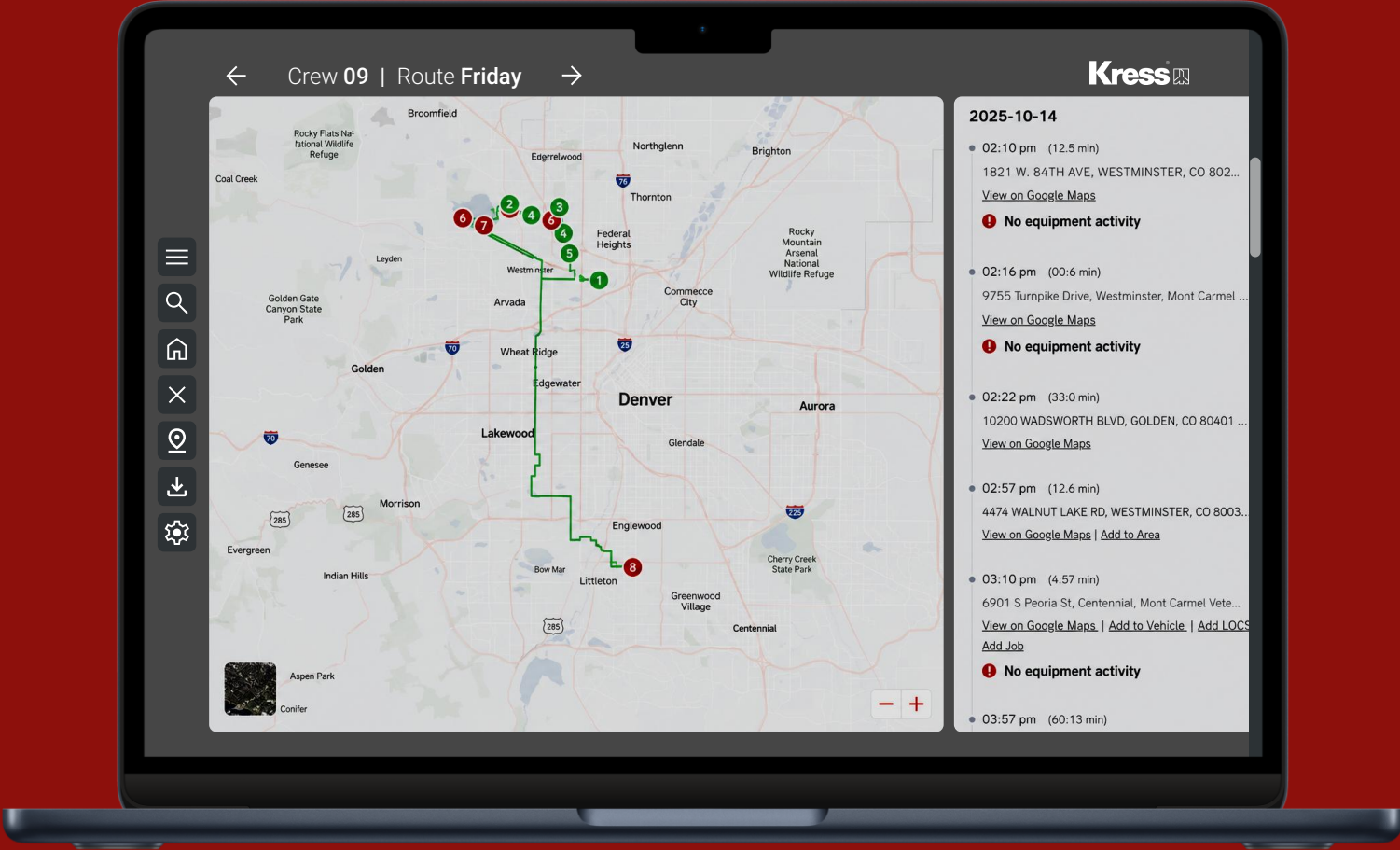
Or finance

Savings kick in from day one

Digitalization

Your customers know what happens in the field

Route visibility



Crew productivity



Task productivity



Task productivity



**10% productivity improvement
\$5,500 per operator per year**

**Win more bids
Earn more profit
Own the market**

Too good to be true

What if?

- Doesn't fit

White-glove service

- Test at landscaper's customer

Coming soon



Kress 

What if?

- Doesn't fit ✓
- Breaks

White-glove service

- Replacement unit within 24 h

What if?

- Doesn't fit ✓
- Breaks ✓
- Safety incident

White-glove service

- Liability is on Kress

What if?

- Doesn't fit ✓
- Breaks ✓
- Safety incident ✓

**Win more bids
Earn more profit
Own the market**

Thank You

Kress Voyager – 80%-85% Cost Savings



ZTR Avg MSRP: \$15,000

ZTR Operational Costs:

- Avg Labor Salary \$55,000
- Avg. Annual Fuel \$7,000
- Avg. Annual Maintenance \$3,000

Total Operational Costs \$65,000



Voyager MSRP: \$60,000

Voyager Operational Costs:

- Voyager MSRP \$60,000
- ZTR Avg MSRP \$15,000

Total Operational Costs \$45,000

Voyager 5yr Service Life \$9,000

Finance @ 6% \$1,000

Total \$10,000

Cost Savings vs. ZTR

\$10K/\$65K 80% - 85%

Cost Comparison



5-Days a Week Cost Calculation

Mowing <u>Hrs</u> Per Day (8hr shift – travel/lunch/breaks)	5.5 Hrs.
<u>Work Days</u> Per Week	5
Total Weekly Mowing Hours	27.5
No. of Working Weeks/Year	48
TTL Mowing Hours	1,320
Annual Operating Costs • 60" ZTR \$15k/5-yr depreciation \$3,000 • Service/repairs \$900 • Fuel at 1.25 GPH x TTL Mowing <u>Hrs</u> \$4,702 • Labor \$36/<u>hr</u> fully burden rate x TTL Mowing <u>Hrs</u> \$47,520	\$56,122
<u>Man+ZTR</u> Mowing Cost Per Hour	\$42.52



5-Days a Week Cost Calculation

Mowing <u>Hrs</u> Per Day (8hr shift – travel/lunch/breaks)	6.5 Hrs.
Days Per Week	5
Total Weekly Mowing Hours	32.5
No. of Working Weeks/Year	48
TTL Mowing Hours	1,560
Annual Operating Costs • Voyager \$60k/5-yr depreciation = \$12,000/yr • Charging electricity \$864 • Replacement blades	\$14,000
<u>Voyager</u> Mowing Cost Per Hour	\$8.97

60" Voyager Operating Cost



5-Days a Week Cost Calculation

Mowing Hrs Per Day (8hr shift – travel/lunch/breaks)	6.5 Hrs.
Days Per Week	5
Total Weekly Mowing Hours	32.5
No. of Working Weeks/Year	48
TTL Mowing Hours	1,560
Annual Operating Costs • Voyager \$100k/5-yr depreciation = \$20,000/yr • Charging electricity \$3,400 • Replacement blades	\$26,000
Voyager Mowing Cost Per Hour	\$16.66