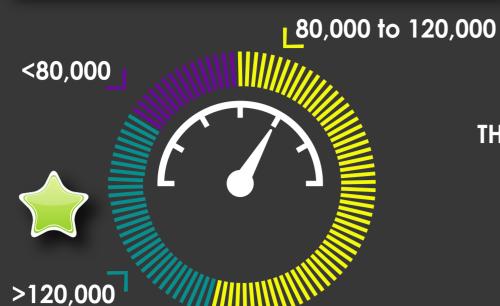
Fleet Advantage Annual Industry Pulse Survey Shows Maintenance Remains Top Motivating Factor for Truck Replacement; Majority Aren't Ready for Electric or Hydrogen Fuel-Cell Technology

# 2018.....

### **AVERAGE ANNUAL NUMBER MILES DRIVEN**

### **MAINTENANANCE PROVIDER**

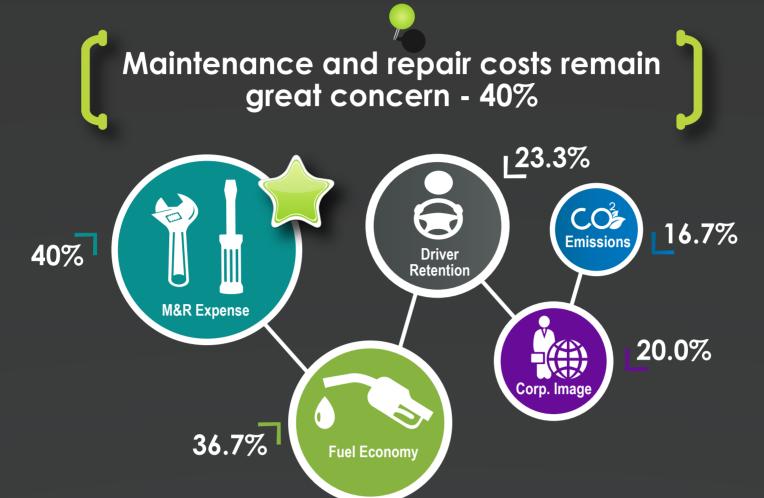


**IN-HOUSE** THIRD-PARTY

# **ACQUISITION PRACTICES**



## **BIGGEST MOTIVATORS TO GET NEW TRUCKS**



# MOST BENEFICIAL IN TERMS OF DRIVER RETENTION



in driver retention

Only compensation ranked higher as most beneficial



**FUEL ECONOMY** 



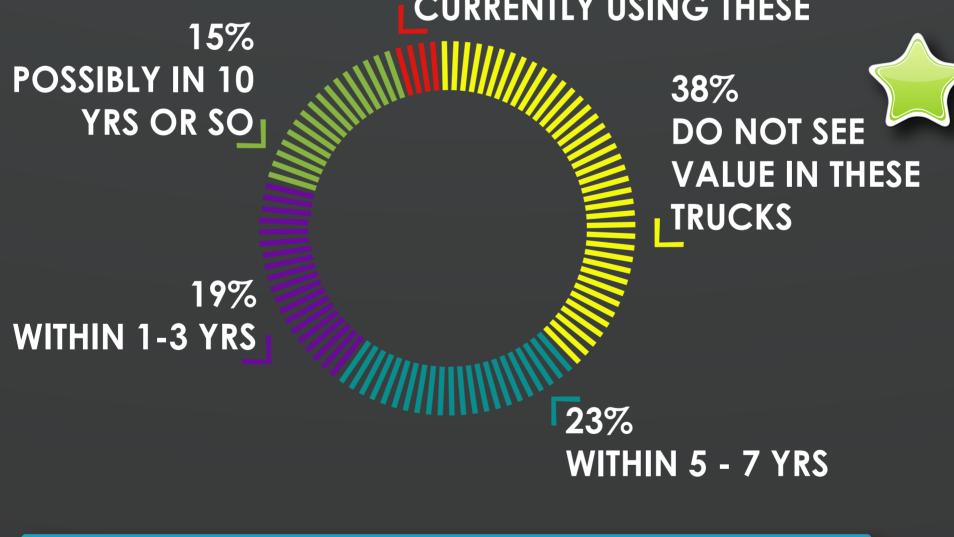
# WOULD YOUR COMPANY CONSIDER THESE TRUCKS

**ELECTRIC AND HYDROGEN FUEL-CELL TRUCKS** 



### 4% **CURRENTLY USING THESE**

FOR OVER THE ROAD IN THE FUTURE



### 36% 29% 21% **NOR FOR** 14%

WHEN DO YOU FEEL THESE TRUCKS AS CLASS 8 WILL BE

WIDELY USED FOR OVER THE ROAD OPERATION

1-3 YRS

WITHIN

Limited fueling or charging stations infrastructure

**10 YRS** 

WITHIN

5-7 YRS

**WIDELY USED** 

39.4%

**NEVER BE** 

### REASONS YOU WOULD NOT CONSIDER ELECTRIC OR **HYDROGEN FUEL-CELL CLASS 8 FOR YOUR FLEET**

15.2% Concerns of battery weight 21.2% Concerns of acquisition cost Concerns of vehicle's range 33.3% or MPG fuel economy Concerns of future market conditions 15.2% Not applicable for my operation 24.2% No concerns, we are planning to 12.1% acquire some in the future

LEADING INNOVATOR IN TRUCK ASSET MANAGEMENT, FLEET LEASING AND FLEET TECHNOLOGY

Other

21.2%