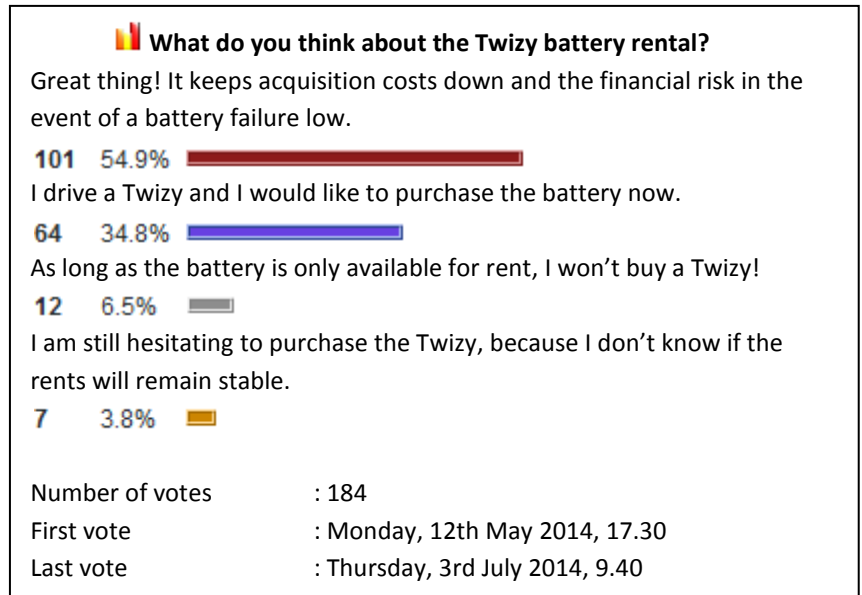


Dear Ladies and Gentlemen,

since its introduction in 2012 your ingenious electric car Twizy has excited many people in Europe. Wherever it rolls on the street, it is guaranteed to attract curious looks. On parking spaces many Twizy-Drivers have to answer curious questions about this new form of mobility. While the first question mostly aims at the driving range, the second question aims at the costs. If you tell the people about the low energy consumption, they become interested. If you tell them about the battery rental many people wave aside. They find it unimaginable having to hire an elementary piece of a bought vehicle without an option to buy it, too.

We as Twizy-Owners are split into two camps – some of us like to hire the battery, some of us would like to buy the battery. The chart on the right shows the result of a recent survey on the German forum twizy-online.de. Almost a half of the asked persons would like to buy the battery or has concerns about the battery rental.

What unites us is the demand for a purchase option for the battery according to the model of the Smart Electric Drive! This would satisfy all camps.



We understand the original intention of the battery rental scheme – it lowers the acquisition costs and it protects us against the risk of a battery failure. In view of the free falling battery prices this model faces with incomprehension and irritation.

Furthermore the Twizy is understood as a pure summer vehicle by many people because of the open doors. Suspending the operation of the Twizy (no matter how long) or the use of seasonal license plates is not possible without continuing to pay the battery rents. This problem would not exist with a purchased battery.

The purchase option is actually interesting for those who have rather low mileages even with the new low mileage battery rental contracts. A guarantee for 75% of the battery capacity is unattractive for someone who has to drive only 30 km per day with the Twizy.

We are asking you for a launch of a purchase option taking into account the already paid monthly rents – also for existing customers!

Please keep in mind that a buy option would significantly expand the customer base. This fact arises from numerous talks and encounters with people who are interested in the Twizy! Please present yourself as an innovative company that takes its customers' wishes seriously!

Best regards,

The undersigned Twizy drivers