UNIQUE MOBILITY INC.

IHCORPORATED DECEMBER 1967 PUBLIC COMPANY 1970 @ \$100 PER SHARE TEADING RANGE 1970-74 \$100 -4500

AUTHORISED 5,000,000 SHARES 300,000 SHARES FREE TRADING TOTAL ISSUED & CUTSTAHDING 792,904 S

MAHAGES UNIQUE MOBILITY PARTNERS 1 LTD.

DESIGN

MCLDS

STYLING MANUFACTURES MANUFACTURES ELECTRIC VEHICLE VEHICLE BCDY'S REGENECH & DEVELOPMENT

ASSEMBLES FARGO'S CAPRIAGES BANDITS

MARKET'S PRODUCTS

MAHAGES UHIQUE ZENTALS 14C.

ELECTRIC VEHICLE MANUFACTURE

UHIQUE MOBILITY PARTHERS 1 LTD. dba sun bucky rentals JUHE 1972 FLORIDA - 700,000 LIMITED PARTS. UHIQUE MOBILITY INC. 50% 350,000(3) LIMITED PARTHERS 50% 350,000 (C) PROPOSED HEW CPERATING

CPLANDO DAYTONA

IMAIM

SUH BUGGY REHTALS

FUTURE OPERATIONS

UNIQUE REMTALS INC. aba SUH BUGGY REHTALS HOVEMBER 1973 SUB CHAPTER S CORP. \$400,000 UNIQUE MOBILITY MANAGES 5% of PEU UMI HOLDS OPTION TO PURCHASE FOR STOCK PECPOSED

COTTADALE SAN DIAGO DELVER

Unique was incorporated under the laws of Colorado on December 7, 1967 under the name Designer's Manufacturing, Inc., for the purpose of manufacturing and distributing fiberglass products. The name of the company was changed to Dune Buggy, Inc., on June 3, 1969, to more closely identify with the company's primary product, and then to Unique Mobility, Inc., on March 19,1971 to reflect the company's expanding product concept.

The offices and manufacturing facilities of Unique are located in two 6,000 square foot buildings at 3700-30 South Jason Street, Englewood, Colorado. The buildings and adjacent 10,000 square foot paved lot are leased.

Business. Unique is presently engaged in the manufacture, assembly and sale of leisure time vehicles, commonly known as "dune buggies" (Sun Buggies). Unique designs and manufactures the fiberglass bodies; however, it uses the engine and transmission systems of other manufacturers and relies on suppliers for many of the accessories and components used in its vehicles. The company has as one of its dune buggy models, the "Far-Go", which is a hot-food delivery unit and plans a concentrated sales program in this commercial market. Unique sells its dune buggy products nationally on a direct-sales basis. Unique does not sell through dealers, but it does employ a discount system on some sales. Unique Mobility, Inc. has marketed some of its products through rental agencies, such as Unique Mobility Partners I, Ltd. in Florida and Unique Rentals, Inc. in Arizona, which is an important part of Unique's business. Unique Mobility, Inc. manages both operations!

Audited Financial Statements for Unique for the instrucent fiscal years ended October 31 and an unaudited statement for the 6 month period ended April 30, 1974 are Exhibit A to this review.

Markets and Products. Dune buggies, though originally developed for use in sandy areas and as recreational, off-the-road vehicles, are now generally accepted for on-the-road usage. The fiberglass body, in conjunction with a Volkswagen or suitable small car chassis, produces a vehicle with a low center of gravity that is well suited to travel both on and off the highway. The units in production at this time are the 'Bandit', with an 80" wheel base, the 'Carriage', with a 94½" wheel base, and the Far-Go', a hot food delivery truck. The vehicle sold by Unique may include a top, front and back seats, and heaters at the option of the purchaser. Unique has designed its product for high impact strength and durability combined with attractive styling.

Unique markets its fiberglass bodies in three ways: (1) as a completely finished vehicle which retails at a price between \$3,000 and \$5,000, depending upon the chassis used and the type and amount of accessories; (2) as a partly completed vehicle with the customer adding the accessories; and (3)

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UNIQUE MOBILITY, INCORPORATED PROJECTED VEHICLE SUMMARY

	Quarter Ending 3/31/75	6/30/75	9/30/75	12/31/75	Year Total	3/31/76	6/30/76	9/30/76	12/31/76	Year Total	3/31/77	6/30/77	9/30/77	12/31/77	Tear Total
FARCO SALES	15	15	15	15	60	18	18	18	18	72	21	21	21	21	84
														-	
VEHICLES IN OPERATION															
FLORIDA															
Beginning inventory buggies															
Add buggies	30														
Delete buggies (1)		36		36					28						. ,
Add electrics Delete electrics		36		36			72		90		117	117	152	152	
End of Period buggies	100	64	- 64	28	-	- 00	- 00			- ' -		24	24	24	
End of Period electrics	-0-	36	36	72		28 72	28 144	28 144	-0-		255				
				12	7			144	234		351	444	572	700	
															2
ARIZONA														*	
Beginning inventory buggles Add buggles	70 30														
Delete buggies (1)	30			36											
Add electrics				36				36 72			28 48				
Delete electrics											45	48	48	84	
End of Period buggies	100	100	100	64		64	64	28	28		-0-			. 36	
End of Period electrics	-0-	-0-	-0-	36		36	36	108	108		156	204	252	300	
Total Buggies	200	164	164	92		92	92	56	28		-0-	-0-	-0-	-0-	
Total Electrics	-0-	36_	36	108		108	180	252	342		507	648	824	1,000	

⁽¹⁾ Any gasoline Sun Buggys serviceable after scheduled deletion date will be a plus rental revenue factor.

UNIQUE MOBILITY, INCORPORATED PROJECTED REVENUES

	Quarter Ending 3/31/75	6/30/75	9/30/75	12/31/75	Year Total	3/31/76	6/30/76	9/30/76	Year 12/31/76 Total	3/31/77	6/30/77	9/30/77	12/31/77	Year Total
Electric Car Sales (1) Sun Buggy Sales (1)		210,000	270,000	540,000	810,000 210,000		540,000		1,215,000 1,755,000	472,500	866,250	866,250	1,050,000	3,255,000
Far*Go Sales (1) Used Electric Car Sales (105,000	105,000	105,000	105,000	420,000	126,000	126,000	126,000	126,000 504,000	147,000	147,000	147,000	147,000	588,000
Used Sun Buggy Sales (2) Rental Revenues (3)	144,000	43,200	225,000	86,400 225,000	129,600 774,000	270,000	302,400	43,200 375,300	33,600 76,800 415,800 1,363,500		747,900	954,450		33,600 3,377,250
GROSS REVENUES	249,000	538,200	600,000	956,400 2	,343,600	396,000	968,400	544,500	1,790,400 3,699,300	1,214,250	1,821,150	2,027,700	2,460,750	7,523,850

- (1) Sales revenues: Electric cars retail at \$7500 until 1/1/77 when subsidiaries buy at cost of \$5250. Far-Gos retail at \$7000 throughout. Sun Buggys retail at \$3500 throughout.
- (2) Used vehicle sales:
 Sun Euggys at \$1200.
 Electric cars at \$2500.
- (3) Rental revenues are \$25 per day per car including mileage and insurance. Rental revenues are computed using an increasing occupancy factor beginning at 40 percent during the first two quarters of 1975, 50 percent in the third and fourth quarters and 60 percent thereafter.

UNIQUE MOBILITY, INC. PROJECTED EXPENSES

CPACE PETITION	Quarter Ending 3/31/75	6/30/75	9/30/75	12/31/75	Year Total	3/31/76	6/30/76	9/30/76	Year 12/31/76 Total	3/31/77	6/30/77	9/30/77	12/31/77	Tear
GROSS REVENUES	249,000	538,200	600,000	956,400	2,343,600	396,000	968,400	544,500	1,790,400 3,699,300	All the second				Total
Pirect manufacturing costs	52,500	157,500	187,500	327,500	725,000	63,000	333,000	63,000	1,790,400 3,699,300 670,500 1,129,500			2,027,700	2,460,750	7,523,850
CROSS PROFIT	195,500	380,700	412,500	628,900	1,619,600	333,000	635,400					506,625	598,500	1,921,500
Salaries & Sales com- missions								102,300	1,119,900 2,569,800	904,500	1,314,525	1,521,075	1,862,250	5,602,350
Rents and leases (1) Advertising Bad debts Depreciation Utilities & telephone Interest & taxes Legal, accounting, misc. Employee benefits Office Insurance NET PRETAX PROFIT (2)	80,250 12,198 12,500 1,605 9,309 -6,420 18,420 7,062 1,605 321 3,210 152,900 44,600	84,250 43,412 25,000 3,141 18,218 12,564 24,564 13,820 3,141 628 6,282 235,020 145,680	A CONTRACTOR OF THE PARTY OF TH	125,175 104,833 37,500 5,007 29,041 20,028 32,028 22,031 5,007 1,001 10,014 391,665 237,235	213,573 106,250 12,978 75,273 51,912 99,912 57,103 12,978 2,595 25,956	121,050 100,908 18,000 1,980 11,484 7,920 7,920 8,712 1,980 3,960 284,310 48,690	125,175 141,739 24,210 4,842 28,084 19,368 19,368 21,305 4,842 968 9,684 399,585 235,815	121,050 173,331 13,613 2,723 15,791 10,890 10,890 11,979 2,723 545 5,445 368,980 112,520	223,800 591,075 268,375 684,353 44,760 92,483 8,952 18,497 51,922 107,281 35,808 73,986 39,389 81,385 8,952 18,497 1,790 3,699 17,904 36,993 737,460 1,790,335 382,440 779,465	30,356 6,071 51,922 24,285 24,285 26,714 6,071 1,214 12,143	227,644 394,734 45,529 9,106 268,732 36,423 36,423 40,065 9,106 1,821 18,212 1,087,795 226,730	253,463 383,503 50,693 10,139 220,552 40,554 40,554 44,609 10,139 2,028 20,278 1,076,512 444,563	61,519 12,304 168,722 49,215 49,215 54,137 12,304 2,461 24,608	188,097 37,620 709,928 150,477 150,477 165,525 37,620 7,524 75,241 4,05; 176

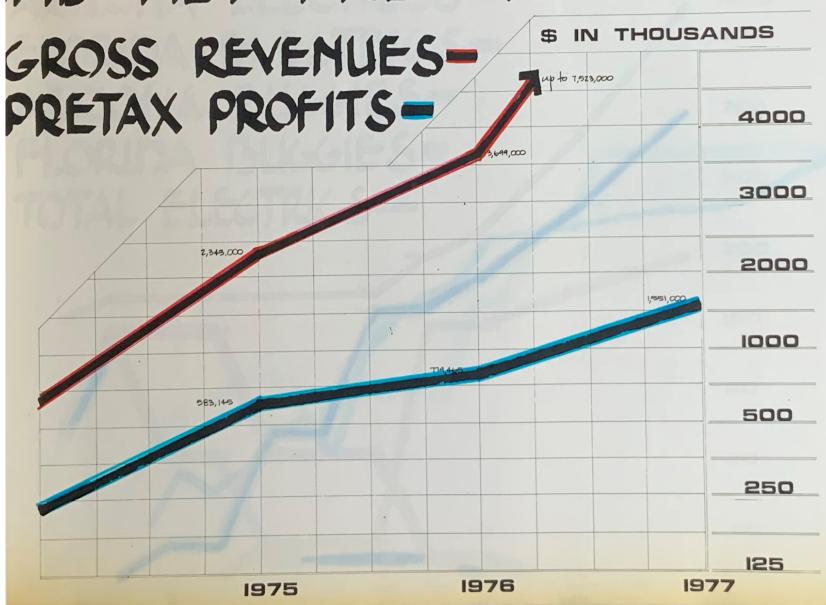
- (1) Lease expense: \$265 per month per car; 36 month lease; 24 month replacement schedule; balance of lease payable 30 days after sale of vehicle. Rent and lease expense includes all provisions for increased plant capacity.
- (2) Management recognizes the probable necessity to begin sheltering income earlier than the scheduled company ownership of all electrics sold after 1/1/77.

UNIQUE MOBILITY, INC. PROJECTED CASH FLOW

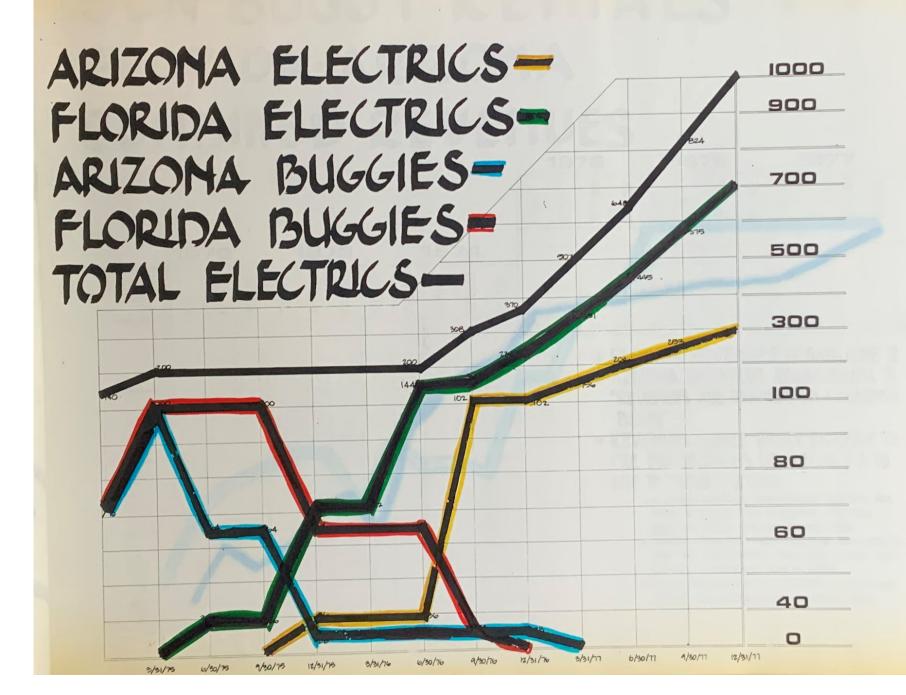
	Quarter Ending 3/31/75	6/30/75	9/30/75	12/31/75		3/31/76	6/30/76	9/30/76	12/31/76	1	3/31/77	6/30/77	9/30/77	12/31/77
RECEIPTS					,									
Cash Balance Electric car sales	15,000	290,909	487,607 270,000	611,142 540,000		673,418	487,592	172,491 540,000	558,600 540,000		288,564 675,000	548,572 866,250	866,250	1,328,539
Sun Buggy sales Far Go sales	70,000	210,000	105,000	105,000		119,000	126,000	126,000	126,000		140,000	147,000	147,000	147,000
Used electric car sales Used Sun Buggy sales Rental revenues	216,000	270,000	43,200 270,000	86,400 270,000		270,000	302,400	375,300	43,200		33,600 561,150	33,600 747,900	954,450	1,113,750
Bank loans (1) Total Cash Receipts	500,000 801,000	875,909	1,175,807	1,612,542		1,062,418	915,992	213,791	1,683,602		1,698,314	2,343,322	2,914,264	3,699,289
DISBURSEMENTS														
Inventories- parts & direct materials	352,500	157,500	287,500	327,500		263,000	333,000	263,000	670,500		509,750	506,625	506,625	598,500
Trade payables, payroll general & admin.	143,591	216,802	238,165	362,624		272,826	371,501	353,189	655,538		600,952	819,063	855,960	
Principal payment-bank loans (3) Total Cash Disbursed	14,000 510,091	14,000 388,302	39,000 564,665	The second secon	2)	39,000 574,826	39,000 743,501	39,000	39,000 1,395,038		39,000 1,149,742	131,070 1,456,758	223,140 1,585,725	<u>433,320</u> <u>2,096,989</u>
Balance	290,909	487,607	611,142	673,418		487,592	172,491	558,602	288,564		548,572	886,564	1,328,539	1,602,300

- (1) A \$500,000 initial working capital increase (Bank Loan) will guarantee longer lines of trade credit at lower cost, reducing overall expenses.
- (2) Fourth quarter provides for repayment of \$210,000 in financing arranged independently by subsidiaries for purchase of sun buggies in second quarter.
- (3) Principal repayment in 1977 provides for \$670,530 in installment payments applicable to subsidiaries' notes arranged for purchase of electrics in 1977.

ROJECTED GROSS REVENUE ND NET PRETAX PROFITS



OPERATING VEHICLES



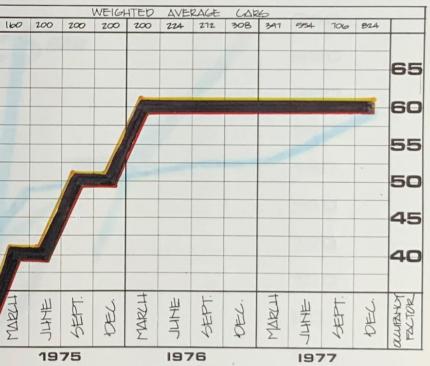
SUN BUGGY RENTALS

FLORIDA - ARIZONA COMBINED OCCUPANCT

- FLORIDA QUIPANCY BEGAN JUNE 1972. - ARIZONA QUUPANCY BEGAN NOV. 1973. "QUUPANCIES ARE GRAPHED ON A QUARTERLY BUSIS"

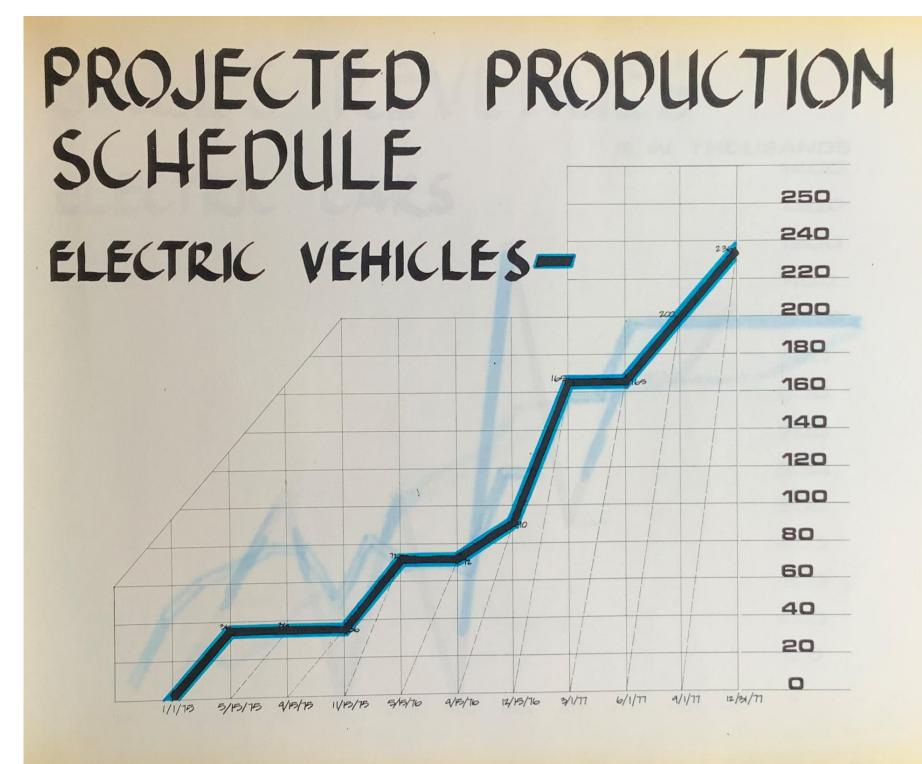
ANTICIPATED MAXIMUM REVENUE 16 DIVIDED INTO ACTUAL REVENUE TO DETERMINE THE PERCENTAGE OCCUPANCY FACTOR.



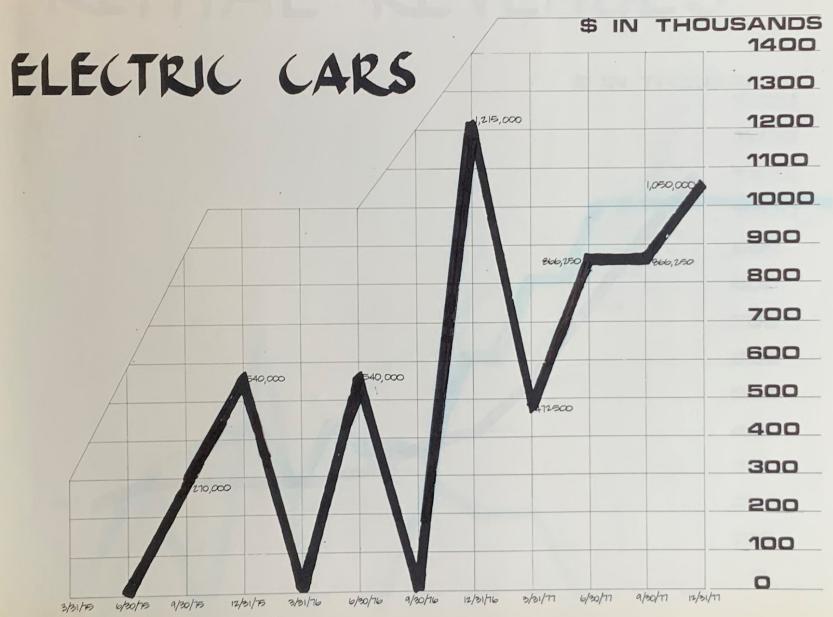


OCCUPANCY FACTOR SHOULD EASILY INCREASE TO THE PROJECTIONS BEGINNING 1/1/75 SINCE A 6 UNIT SUN BUGGY TRANSPORTER HAS BEEN ORDERED.

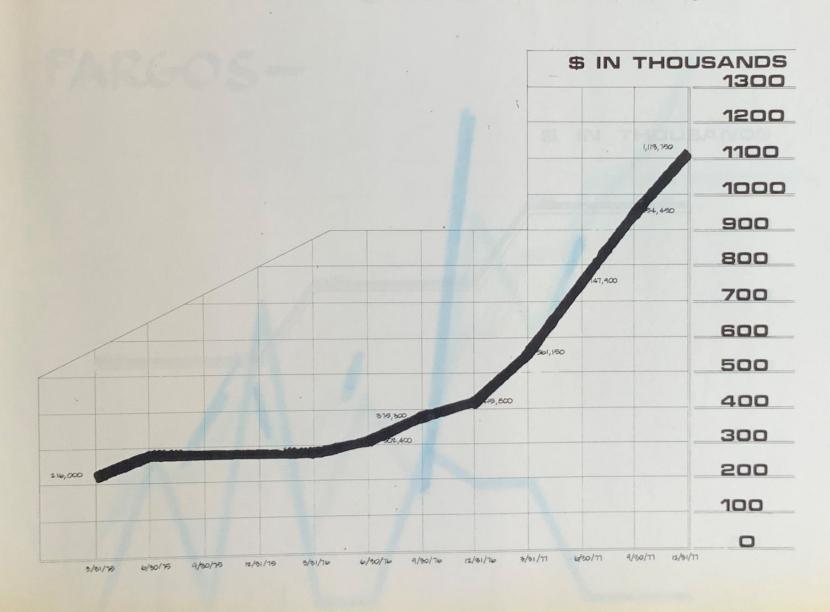
DURING SUMMER PERIODS IN ARIZONA, A LARGE FORTION OF THE FLEET WILL BE OPERATING IN SAN DIEGO AND DENVER. WE WILL BE ABLE TO SHIFT SUM BUGGIS TO MEET HEAVY SEASONAL TOURIST NEEDS IN THE STATE OF FLORIDA.



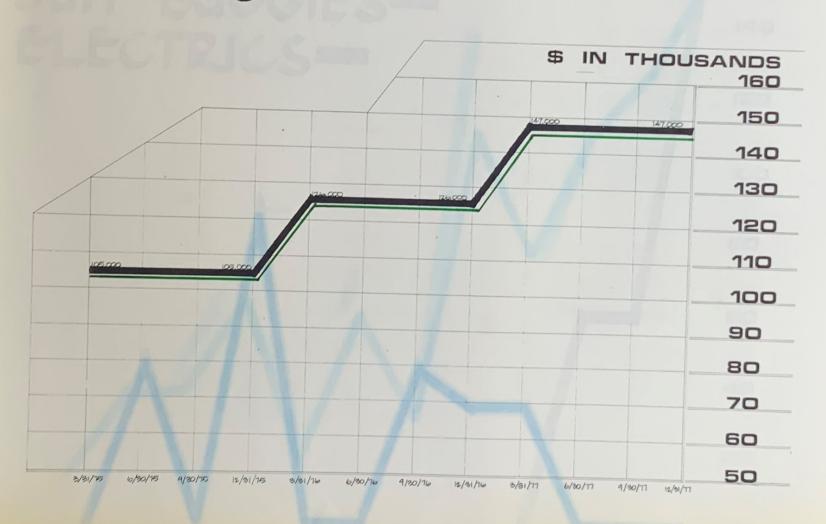
SALES REVENUES



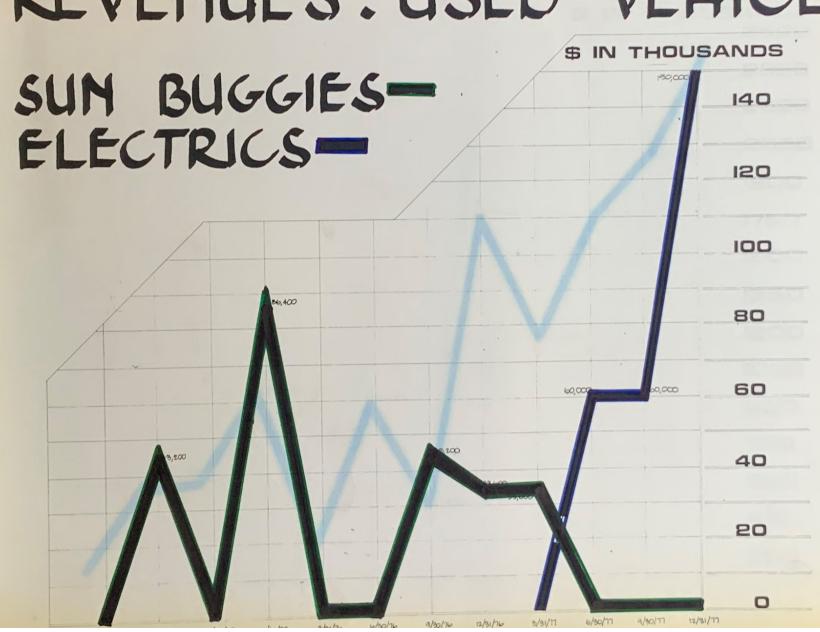
RENTAL REVENUES



SALES REVENUES FARGOS-



SALES REVENUES: USED VEHICLES



UNIQUE MOBILITY, INC.'S ELECTRIC RADIUS VEHICLE

Does this country need a radius vehicle?

The Motor Vehicle Manufacturers Association states that 92 percent of all trips are under 20 miles in distance. Millions of citizens are concerned about high cost and future shortage of fossil fuels and the effect of noise and air pollution on our society. Our people began investigating possible answers to these concerns over three years ago. They looked into steam engines, Freon engines and almost anything that might hold the answers.

They came back to an old concept to solve our country's new problems. Electric propulsion.

They found most electric cars are slow and heavy. Average speed is 35 miles an hour with a 50 mile range. Their common enemy is weight and balance.

Sketch A shows how most electric car conversions are out of balance by concentrating weight centers at both ends. A typical example would be converted cars that most Public Service Companies have. The batteries weight up to 2,000 pounds and are usually arranged at both ends of the car making its total weight in excess of 4000 pounds. The car is innately unstable in any quick change of movement due to polar moment of inertia. The batteries and other components are difficult to service because they are stacked on top of each other (my sketch doesn't clarify that).

The styling of most originally designed electric vehicles resembles small delivery and service vehicles.

To fill the market that seems available to Unique Mobility, our objectives are the following:

Build a good looking electric car. Make it light weight; under 2400 pounds with proper weight distribution. Have it stronger and safer than the average car. Use minimum draw of energy to propel the car. Have a 100 mile range with battery changes accomplished in 5 minutes and under and good acceleration for city and highway use. For all of this, the retail value should be \$7500 or less, with 20 percent profit or more on selling price.

Presently, Unique Mobility plans to build all of our electric vehicles with as many off-the-shelf items as possible. Example - the above-listed objectives dictate the use of the lead acid battery as the most practical state of art energy source. Motors, controllers, etc. will accept another type of battery when one is developed that is economical and useful. Data made available by power and power storage vendors, computes cost to drive our car at under ½ cent per mile for the

energy and the battery should last 50,000 to 70,000 miles of charging and discharging.

The car is to have modular components, easily removed for maintenance, and easily replaced by a new or better unit. At this time, we have real time data proving all selected power components.

See Sketch B of the test bed pan. The chassis, the power train and body are arranged for a low cost test vehicle. The arrangement allows for the mixture of easy testing, adjusting and changing.

Items being tested include motors, controllers, switches, batteries, recharging, on board charging, dynamic braking, regenerative braking, special oil treatment on bearings and seals (to reduce rolling resistance), wheels, tires, cooling, ventilation, exotic adhesives, sophisticated sandwich structures, bonding materials with dissimiliar coefficients of expansion and the reduction of aerodynamic drag.

In as many cases as possible, information has been used that was gathered by other research and users in many different fields before applying it to our project.

Sketch C. In the production model, the chassis, power train and components will be arranged for a roadably ideal balance. This system carries the main weight low and on the center line.

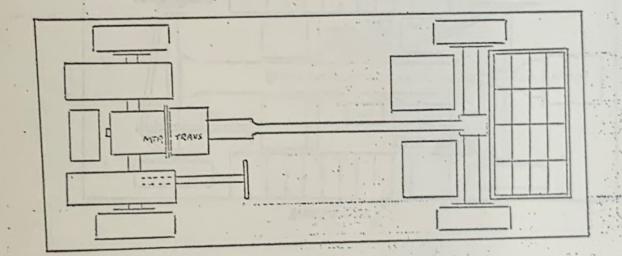
While the "Center" or channel holding the batteries will be like a long drawer, the design becomes the backbone for the chassis.

Plug parts for interiors and exteriors will be built that make up the channel, floor pan, suspension, body, and drive train. With a working car, we will analyze the aerodynamic drag and lift of the underbody pan and smooth out any rough area. The pan should now be ready for the fitting of our present body styles or any new body style.

HRRANGEMENT OF

BATTERIES AND CONTROLS

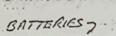
IN CONVERTED CARS

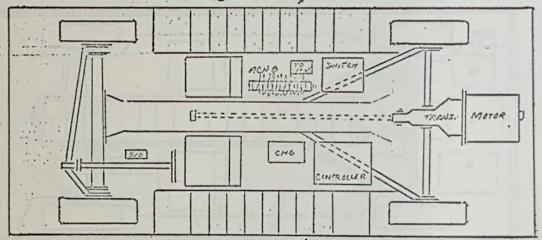


Sar. J.

TANGET TICE

TEST CAR

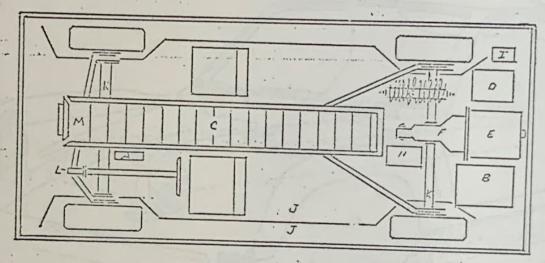




BATTERIES

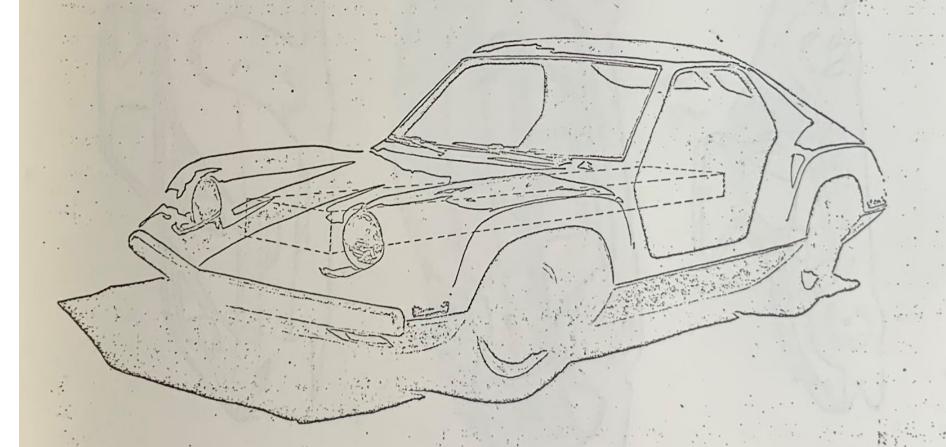
White. 1.

PROTOTYPE | PRODUCTION PAN



- A. SIGNAL TO B.
- . E. CONTROLLER
- C. BATTERIES (964)
- D. SWITCH
- E. MOTOR
- F. TRANSMISSON
- G. REGENERATIVE BRAKING

- H. ON-BOARD CHARGER
- I CONVERTER 964 TO 124
- J. PAN (PART OF MI)
- K. SUSPENSION
- L. STEERING
- M. CHANNEL /TRAY/BACKBONE



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