

GLOSSARY

This glossary contains definitions of certain technical terms used in this document in connection with us and our business. These may not correspond to standard industry definitions and may not be comparable to similar terms adopted by other companies.

“ABE”	Allgemeine Betriebserlaubnis, an official approval that certifies that a standard vehicle or component meets the legal requirements for road traffic
“Ackermann steering”	a geometric arrangement of linkages in the steering of a car or other vehicle designed to solve the problem of wheels on the inside and outside of a turn needing to trace out circles of different radii
“AD” or “Anti-dumping Duty”	a duty imposed on imported goods that are sold at less than fair value, with the aim of offsetting dumping and protecting domestic industries
“ATV”	all-terrain vehicle
“beam-type frame”	a structural system using strong horizontal members supported by vertical ones to create open spaces, common in buildings and vehicles
“BTO”	build-to-order, a manufacturing strategy where a product is only manufactured after a customer places a confirmed order
“BTS”	build-to-stock, a build-ahead production approach in which production plans may be based upon sales forecasts and/or historical demand
“cadence”	a technique for emergency stops by rapidly pumping the brake pedal to prevent wheel lockup
“CAN”	Controller Area Network, a robust, message-based serial communication protocol letting microcontrollers and devices talk to each other in vehicles and industrial systems without a central host computer
“CARB”	California Air Resources Board, an agency of the government of California that aims to reduce air pollution
“CCC”	China Compulsory Certification, a compulsory safety mark for many products imported, sold or used in the Chinese market
“CPSC”	Consumer Product Safety Commission, a historically-independent agency of the United States government which seeks to promote the safety of consumer products
“cross-promotional collaborations”	marketing partnerships where two or more complementary brands promote each other’s products/services to their existing audiences for mutual benefit, expanding reach, boosting credibility, and increasing sales with lower costs by leveraging shared customer bases

GLOSSARY

“CVD” or “Countervailing Duty”	a duty imposed on imported goods to counteract subsidies provided by foreign governments, in order to offset unfair trade advantages and protect domestic industries
“DTC”	direct-to-consumer, a sales strategy where a company sells its products directly to end customers, bypassing traditional intermediaries like retailers or wholesalers
“E-mark”	EU type-approval mark, a rectangular label showing compliance with EU/ECE regulations for vehicles or vehicle components, which allows them to be sold within the EU and other signatory countries
“E-mobility”	the concept of using electric power for transportation, encompassing electric vehicles like LSEVs, motorcycles, and electric bicycles, along with the supporting infrastructure for charging and energy supply
“EPA”	Environmental Protection Agency, an independent agency of the United States government tasked with environmental protection matters
“EPS”	Electric Power Steering, systems use an electric motor, controlled by an Electronic Control Unit, to assist driver steering
“exhaust system”	a system used to guide reaction exhaust gases away from a controlled combustion inside an engine or stove
“FOB”	a term in international commercial law specifying at what point respective obligations, costs, and risk involved in the delivery of goods shift from the seller to the buyer under the Incoterms standard published by the International Chamber of Commerce
“GMS”	general merchandise stores, retailers that sell a wide variety of non-food products, such as clothing, hardware, housewares, and toys, often in one large location
“Incoterms standard”	standardized rules by the International Chamber of Commerce, defining buyers’ and sellers’ responsibilities for tasks, costs, and risks in global trade, like insurance, freight, and customs
“IoT”	Internet of Things, a network of devices, vehicles, appliances and other physical objects that are embedded with sensors, software and network connectivity
“ISO9001 certification”	the world’s leading standard for quality management systems
“KAC”	key account customer, primarily includes (i) GMS, such as Walmart, Target, Academy and Tractor Supply Company and (ii) third party e-commerce platforms such as Amazon and Walmart

GLOSSARY

“KBA”	Kraftfahrt-Bundesamt, a German federal authority for road traffic based in Flensburg, which is subordinate to the Federal Ministry of Transport
“large-displacement”	a significant change in an object’s shape or position, requiring special analysis (nonlinear) in engineering simulations because the structure’s stiffness changes
“LSEV”	low-speed electric vehicle, a four-wheeled electric motor vehicle designed for low-speed, short-distance mobility with an attainable speed exceeding 20 mph but not more than 25 mph on a paved level surface and a gross vehicle weight rating of less than 3,000 pounds
“LSPTVs”	low-speed personal transportation vehicles, including low-speed vehicles, LSEVs, golf carts, golf cars, personal transportation vehicles, light utility vehicles and other similar vehicles primarily used for short-distance personal transportation, recreational, community or utility purposes
“MAP”	Minimum Advertised Price
“ODM”	original design manufacturing
“OTA”	Over the Air, referring to wireless software/firmware updates for devices like phones and cars
“over-the-air remote upgrades”	wireless methods to deliver software/firmware updates to devices like phones, IoT gadgets, and especially connected cars, using Wi-Fi or cellular data, eliminating physical visits for fixes, new features, or performance improvements, happening automatically or with user consent, and requiring secure server infrastructure for delivery and cryptographic signing for safety
“PC”	polycarbonate, a durable, transparent, thermoplastic plastic known for its exceptional impact resistance, optical clarity, and heat resistance
“reinforcement tube”	a specialized tube with added strength, often using embedded wires, coils, or braids, to prevent kinking, crushing, or collapse, maintaining its shape for fluid/air flow in demanding medical or industrial applications
“steering knuckle”	a vehicle suspension component that connects the wheel, brake, and suspension systems, and allows the wheel to pivot for steering
“TFT”	Thin-Film Transistor, a technology used in high-quality LCD screens, powering digital dashboards, infotainment systems, and backup cameras for clear, colorful, and responsive displays of speed, navigation, media, and vehicle diagnostics
“torque”	the engine’s twisting force that gets the vehicle moving, measured in pound-feet or Newton-meters

GLOSSARY

“torque sensor”	a torque sensor measures the amount of force you are applying to the pedals
“towing receiver”	a robust, square metal tube mounted to a vehicle’s frame that serves as the universal connection point for various towing accessories like ball mounts, bike racks, or cargo carriers
“TSC”	Tractor Supply Company, a rural retailer work within or serve the broader mass merchandise retail landscape and specialized niche markets
“UL2271 certified”	a lithium-ion battery used in a light electric vehicle has been tested and verified to meet rigorous safety and performance standards
“UL 2849 certified”	an electric bicycle’s entire electrical system has been tested by a third-party organization, Underwriters Laboratories, and deemed safe according to the UL 2849 standard
“UTV”	Utility Task Vehicle, a versatile off-road vehicle with side-by-side seating, steering wheel, foot pedals, seatbelts, and a roll cage, used for work or recreation
“VIN”	vehicle identification number