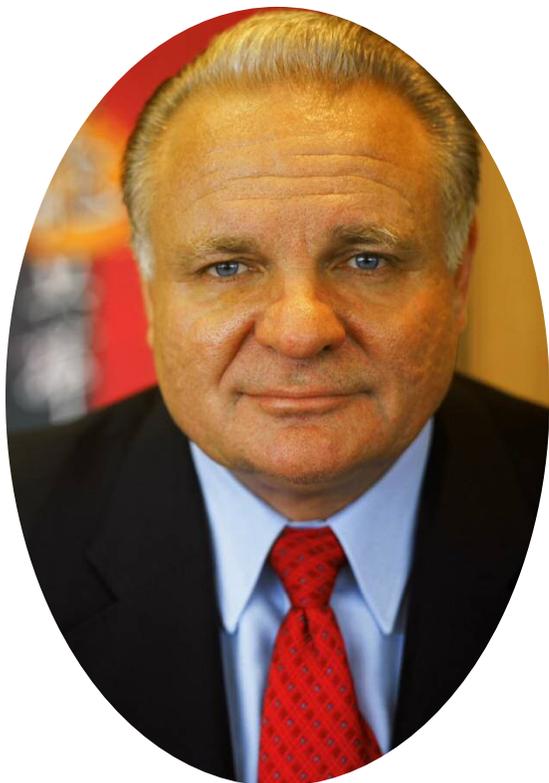


Q&A with Jack Perkowski, CEO and Co-founder of Green4U Technologies, Inc. a Global provider of a Wide Range of Electric Vehicles to Fleet Operators, Taxi and Limousine Operators, Logistics Companies, Municipalities, Schools, University Campuses and the Military



Jack Perkowski
CEO and Co-founder

Green4U Technologies, Inc.
www.green4u.com

Contact:
Jack Perkowski
706-658-2040
jperkowski@green4u.com

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: *Mr. Perkowski, would you tell us the focus at Green4U Technologies?*

Mr. Perkowski: Our focus is providing a wide range of electric vehicles to fleet operators, companies that use multiple numbers of vehicles such as taxi and limousine operators, logistics companies, municipalities, corporate and university campuses, the military, school districts and so forth.

CEOCFO: *How did you know in the beginning electric vehicles were going to gain traction and what gives you the confidence today?*

Mr. Perkowski: The time for electric vehicles has come. Even though they still only account for about 1% of the 95 million vehicles that are produced every year around the world, we believe that we are at an inflection point for a couple of very good and fundamental reasons. First of all, technology costs have come down significantly over the past five years. Battery costs today are about 20% of what they were five years ago, and they are going to come down further. Secondly, step-by-step, in countries like the United States, a variety of organizations are putting in place the charging infrastructure. Third, with respect to fleets, electric vehicles offer substantially lower operating costs and fleet operators are particularly interested in realizing these savings. On a longer-term basis, the fact that China has to embrace electric vehicle technology provides a strong underpinning to the future growth and development of electric vehicles globally.

CEOCFO: *I see on your site, “Capabilities, Innovation, Experience.” Would you go through those three attributes and tell us how they apply at Green4U?*

Mr. Perkowski: The Green4U concept is essentially centered around leveraging the substantial auto infrastructure that has been put in place in countries around the world, most importantly in China. We are looking to leverage and outsource those parts of the vehicle that are not critical to the performance of an electric vehicle -- parts of the car like the interior and the exterior. Over the last twenty years, for example, companies in China have invested billions of dollars to put in place an auto infrastructure by building state-of-the-art manufacturing capacity and product development capabilities. The existence of that infrastructure enables Green4U to outsource certain parts of the vehicle and bring them into Georgia where we add the parts of the vehicle that we think can really add value. For example, components like an aluminum chassis that makes a vehicle stronger and lighter, as well as elements of the powertrain that we are either developing

ourselves or relying on others to provide. Implementing such a program requires having experience in China. I and the team we have in China have been involved in building China's auto industry over the past twenty years and are considered pioneers in China's auto industry. We know the China market extremely well, and that is one element of our experience. To implement the vehicle manufacturing concept, we have a very unique platform here in Georgia with the company that Dr. Don Panoz built. In Georgia, we have a company that for twenty-plus years has been designing and building high-performance race cars that have performed against the best of the best in the most demanding auto races around the world. So, we have a substantial amount of experience represented in our platform. Putting the two together, Green4U has a very experienced group here in Georgia that knows how to build high-performance vehicles, and a very experienced group in China that knows how to access what that market has to offer.

As far as capabilities, the companies here have been working with aluminum chassis designs for the last 20 years. The Panoz sports car part of our organization was the first American auto company to embrace aluminum in terms of light-weighting. We also have extensive carbon fiber and composite capabilities, as many of our race cars feature carbon fiber structures. This is very important to the light-weighting concept, which is so important in electric vehicles. Those are some of the capabilities we have in addition to the engineering and design capability. On the innovation front and in addition to aluminum chassis designs, Don Panoz was the first to race a hybrid in a major race, which was in 1998. The Panoz hybrid race car, nicknamed Sparky, debuted at Road Atlanta's Petit Le Mans and won its first race. That was about a decade before other companies embraced hybrids in racing.

"Every industry is under threat and attack, so CEOs are looking for ways to lower their costs and improve their businesses. We believe that we are providing fleet operators with a very good tool to reach that goal."- Jack Perkowski

CEOCFO: *What do you understand about China that perhaps others do not?*

Mr. Perkowski: China is a big and fast-growing market. It is very complicated and very different from the United States. For somebody who is coming from the west or another culture, China is completely different. Everything is different, from what people eat, the way they eat it, how they think about business and the government, and how they go about the daily exercise of business. It is not something you can necessarily sit down and learn in a couple weeks through a course. It is something you just have to experience. If you spend a significant amount of time doing business in China, you quickly learn that you cannot do business in China like you do in the United States. To have any chance of success, you have to try to do business the way the Chinese do it. That sounds simple, but it is very difficult in practice because, in many cases, you are doing things that are completely counter to what you would do in your home country. I do not mean it in a negative way, but rather that it is greatly different from the way you would do things in a place like the United States.

CEOCFO: *Would you tell about the different divisions of Green4U and how they work together?*

Mr. Perkowski: Our vision is focused on electric vehicles. Underneath the Green4U umbrella are manufacturing capabilities that include composites, machining, fabrication and our engine development operation that are part of DeltaWing Manufacturing. Clearly, the expertise in that area is very important to our main focus in electric vehicles, and provides us with an inherent understanding of a wide range of manufacturing processes. We also have our racing activities and continue to be active in auto racing because we believe it is very important. Our company has a twenty-plus year history in motorsports, which is hard to develop and a genuine asset for the company. Like many auto companies, we have found motorsports to be a way to demonstrate our technology. It also forces the company to innovate because in order to perform against the best of the best, you need to push the envelope as far as technology. We think racing gives us credibility as a technology leader. While the history here has been racing internal combustion engine cars, including our foray into hybrid racing, over the next year or so we also will be developing an all-electric race car designed for endurance racing, which is called the Green4U Panoz Racing GT-EV. Finally, we have the Panoz sports cars division and its latest model, the Panoz Avezzano. While it is an internal combustion engine race car, it extends our racing legacy while we remain focused on the electric race car and electric vehicles.

CEOCFO: *Would the racing of electric vehicles be separate races?*

Mr. Perkowski: In one case, we will be racing in a very well regarded global race that is entirely internal combustion engine and hybrid race cars. We would be the first all-electric race car to compete alongside those vehicles to demonstrate our technology. We also have been approached and have discussed providing electric race cars to help develop a new electric race car series. A number of organizations are considering this due to the growing popularity and importance of electric vehicles. Organizations and motorsports sanctioning bodies are now looking at all-electric races as a tip of the hat to this new transportation trend.

CEOCFO: Do you see competition in electric vehicles as good overall for your company as it enhances the interest?

Mr. Perkowski: I believe it is good overall for the company because the more interest there is and the more competition, the more innovation there will be. We are right at the beginning of this trend and in order for it to fully play out, there will have to be more innovations and more technological progress. If a lot of companies are engaged, then that is going to accelerate progress. Some of the innovations will be proprietary to the companies that develop new technologies, but a great deal will be available to the rest of the industry. The second area will be the charging infrastructure. The more companies that get involved, the more pressure or incentive there will be for various organizations to create and expand the charging infrastructure. Once charging becomes as prolific as gas stations, EV range anxiety among consumers diminishes. Finally, the more people that are in it, the more EV acceptance grows, which is generally good. It makes our job that much more difficult because we have to stay ahead of the competition, but that is ok. I think we have a unique model and that our focus on the fleet market will continue to be the defining element of our company.

CEOCFO: What do you look for in your staff and is it easier to attract top talent because of what you are working on and the fact that you are in a forward-thinking arena?

Mr. Perkowski: We are looking for people who are very inquisitive. We need people with talent in everything from engineering to manufacturing to finance. We are building what we believe will be a major new company, and I think being involved in this particular aspect of the auto industry is very attractive to individuals. Many of the bright minds that are graduating from the engineering schools want to work on electric vehicles because they see it not only as a trend of the future but also something that is good for the environment and good in a lot of other ways. I think it adds more value to an individual and goes beyond getting a paycheck. It adds a purpose to what they are doing and is a big attraction, particularly given that a company's ability to differentiate itself will be to a large degree dependent upon its ability to innovate. Attracting that topflight engineering and technical talent is always going to be important.

CEOCFO: What is the takeaway for our readers about Green4U Technologies?

Mr. Perkowski: We are helping companies improve their businesses, grow their revenues, and lower their costs. If you look around the world, traditional business models are being disrupted by new innovations and new business practices. Every industry is under threat and attack, so CEOs are looking for ways to lower their costs and improve their businesses. We believe that we are providing fleet operators with a very good tool to reach that goal.

