

May 21st, 2018

Subject: Approval for addition and usage of a Tool Handling Attachment

Subject to the terms and conditions of this letter, Genie a Terex Brand approves the use of specific Genie Booms when modified to be configured with the EKSO Works Aerial System. Any modification will be performed by, and is the responsibility of the owner and must be in accordance with all applicable regulatory, national standards and common engineering practices. All Genie machines must be used in accordance with the instructions in the Genie Boom Lift Operator's Manual.

Warning: Failure to comply with all restrictions, instructions and warnings contained in this letter, the Genie Boom Lift Operators Manual and safety or owner's manual, as well as the manuals supplied with the EKSO Works Aerial System, could result in death or serious injury.

Application Description: This applies only to EKSO Works Aerial Systems that interface with the Genie Booms equipped with the following platform sizes:

6ft platform: 6ft 0in x 2ft 6in (1.83m x .76m)

8ft platform: 8ft 0in x 3ft 0in (2.44m x .91m)

Market of Compliance: This approval applies to machines originally configured and sold into the following markets: ANSI, CSA.

Owner/Employer/User/Operator Requirements:

- 1) No modification to the Genie equipment, or use of it outside the proposed application, is permitted outside the approval criteria contained hereinafter.
- 2) A copy of this letter must accompany the operators manual at all times in the weather resistant storage compartment located on the equipment at the job-site where this modification/application is approved and authorized by the user/employer.
- 3) Operators must be trained and qualified how to safely operate the modified equipment, or use it in the proposed application, and be familiar with the specific model of Genie equipment as follows:
 - a) Be familiar, and comply, with the equipment operating and safety manuals.
 - b) Understand all control functions, decals and warnings.
 - c) Be aware of and understand all safety devices specific to the equipment being used.
 - d) Be instructed regarding the specific hazards associated with using the Genie equipment, in its modified state, or in the proposed application, and utilize all means, including those provided by the user/employer, to avoid them.
- 4) The user/employer and the operator shall comply with all applicable jobsite, local, state, provincial, or federal rules, regulations, and standards related to the use of the equipment and its modification.
- 5) The Genie equipment must be in proper working condition and configuration.

Additional Requirements:

- 1) Installation of the EKSO Works Aerial System must comply with the requirements provided by EKSO.
- 2) The weight of the EKSO Works Aerial System and any accompanying tool shall be considered as (90lbs / 18.2kg) total combined load in the platform.
- 3) All materials, tools, attachments and occupants must not exceed the rated capacity of the Boom lift.
- 4) The maximum tool weight installed in the EKSO Works Aerial System is 36lbs (16.4kg)
- 5) The maximum horizontal force allowable with the EKSO Works Aerial System installed shall be reduced by 50lbs (223N).
- 6) Any installation of the EKSO Works Aerial Systems must not interfere with the safe use of the machine in any way, including but not limited to; obstruction of lanyard attachment points, interference with function enable, interference with operator controls or interference with entry and exit points etc.
- 7) The EKSO Works Aerial System should be secured so as to not become unintentionally detached from the platform during machine use, and should be properly stowed per the manufacture's documentation when not in use.
- 8) All design of any attachments or modifications must meet the performance requirements of the ANSI/CSA national standard.

In consideration for Genie's authorization herein, the equipment owner hereby agrees to indemnify and hold harmless Genie Industries Inc. and its parent and affiliated companies against any and all liability, claims, suits, losses, costs and legal fees caused by, arising out of, or resulting from the approved modification/application of the Genie equipment; any negligent act in the operation of the equipment by the owner, user and/or operator; the failure to comply with the criteria set forth in this letter related to the modification/application; the design, manufacture and installation of any modification; the safety rules and operating instructions in the Operator's Manual; the design and placement of any safety decals; the operation of the equipment by the owner, user and/or operator; and any negligent act or omission related to the equipment, its use or its modification. **BY PROCEEDING WITH THE MODIFICATION/APPLICATION AUTHORIZED HEREIN, YOU AGREE TO THE CONTENTS OF THIS LETTER AND ITS CONDITIONS. IF YOU DO NOT AGREE, DO NOT PROCEED WITH THE PROPOSED MODIFICATION/APPLICATION.**