

Segway® Around the World

Global Distribution Network

- More than 350 Segway Authorized retail points in 80 countries; approximately 115 of those in North America
- 47 global Segway Authorized Distributors
- More than 200 Segway PT guided tours operate around the world

Business Development

- Since the Segway PT first went on sale in late 2002, the company's average annual growth rate has exceeded 50 percent and the company has sold tens of thousands of units.
- In 2004 Segway focused on creating a global distribution network and had doubled its international presence by 2005. Now more than 47 distributors exist worldwide.
- Approximately 60 percent of Segway's sales volume is made up of individual consumers, and commercial customers account for the remaining 40 percent.
- The Police and Security customer segment is one of Segway's fastest growing commercial sectors. More than 500 organizations worldwide now use Segway PTs as a policing and security tool.

International Segway PT Regulations

In most countries where the Segway PT has been addressed by regulators, it is allowed to operate in the same spaces as pedestrians and/or bicycles.

- *Asia* – Regulatory discussions have been initiated and are ongoing in Australia, China, Hong Kong, Japan, Taiwan and Thailand.
- *Europe* – The European Commission has exempted the Segway PT from its vehicle legislation releasing it from regulation as a road vehicle. Many European countries already allow access for the Segway PT, while others are evaluating and considering where the Segway PT can be used. In a May 2003 letter the Chairman of the Transport Committee of the European Parliament invited all Member States to authorize explicitly and as soon as possible the use of the Segway PT.
 - *Austria* – Approved in June 2004 to operate in bicycle lanes and pedestrian areas where bicycles are allowed.
 - *Belgium* – Under legislation passed in March 2007, the Segway PT is allowed to operate on cycle lanes up to 18 km/h and in pedestrian areas/pavements at walking speed. The Segway PT is classified as a “moving device” and exempted from vehicle requirement.
 - *Czech Republic* – As of June 2004 allowed to operate at walking speed in pedestrian areas.
 - *France* – In January 2003 the Segway PT was approved to operate on pedestrian ways up to 6 km/h during the experimental phase.
 - *Germany* – The Department of the Interior and the Department of Commerce in the German federal state of Saarland carried out the first study of Segway PTs in Germany. The study resulted in recommendations to classify the Segway PT as a new device called “electronic assisted mobility device” and allow it to operate on bike paths with no speed limitation and in foot traffic areas at walking pace. Based on the results, approval by Federal authorities is anticipated. In the meantime the states of Saarland, Hamburg, Bavaria, Hessen (for police) and North Rhine-Wesphalia have issued pre-approval permits to allow Segway PTs to operate in their jurisdictions.
 - *Hungary* – In an April 2002 letter the Ministry suggests use in pedestrian areas and cycle lanes.
 - *Italy* – In 2003 the Segway PT was approved to operate on pedestrian ways up to 6 km/h and on bicycle lanes up to 20 km/h during experimental phase.
 - *Greece* – In July 2005 Segway PT were exempted from type approval legislation.

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- *Netherlands* – The government has commissioned an independent organization to assess the rules on how the Segway PT can be integrated into existing infrastructure. Results and suggested regulations are anticipated by October 2007.
 - *Portugal* – Segway PT are exempted from type approval legislation as of June 2006.
 - *Spain* – Segway PTs are currently allowed in pedestrian areas and sidewalks at walking speed.
 - *Switzerland* – Following successful performance tests, type approval legislation is being amended to allow Segway PTs to circulate on public spaces.
 - *United Kingdom* - Segway PTs are currently classified as mopeds, therefore use on public roads is conditioned to moped type approval.
- *Middle East* – The Israeli Ministry of Transportation conducted a series of evaluations and approved the Segway PT to operate in public space.
 - *United States* – The Federal government defines the Segway PT as a consumer product defined within the Consumer Product Safety Act (CPSA, U.S.C. 15). At the state level, 44 states and the District of Columbia allow it to operate in the same spaces as pedestrians and/or bicycles. Legally the Segway PT is defined as an EPAMD (Electric Personal Assistive Mobility Device) which is a “self-balancing, non-tandem, two-wheeled device that can turn in place, transports only one person, with an electric propulsion system averaging less than one horsepower, and travels less than 12.5 miles per hour.”
 - *Canada* - Transport Canada has excluded the Segway PT from its Motor Vehicle Safety Act, paving the way for efforts to define the Segway PT in Canadian provinces. Regulatory considerations are currently underway in several Provinces. The Centre for Electric Vehicle Experimentation in Quebec (CEVEQ, www.ceveq.qc.ca) completed a two-phase study in April 2006. After two years of evaluation, CEVEQ recommended that Segway PTs should be allowed on urban pedestrian areas and that such use would have little impact on user safety and still less on the safety of pedestrians, cyclists, motorists and other walkway users.
 - *South Africa* - Regulatory discussions have been initiated and are ongoing.
 - *Latin America* – Segway PTs are allowed to operate in Latin America in general. Discussions have been initiated in Argentina, Brazil, Chile, Colombia and Mexico to pursue formal legislation. Segway PTs are specifically approved to operate on sidewalks in Buenos Aires, Mar del Plata and Argentina.

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