



Dear Valued Supplier,

Ecobat values the partnership built between our companies and anticipates continued growth. Payment terms are an important part of our working capital management strategy. To balance terms throughout the value chain our goal is to extend payment terms with all suppliers by the end of the month. A member of our team will be reaching out in the coming days to discuss further.

We understand that these extended payment terms may initially prove challenging, so we partnered with LSQ, a leading supply chain finance provider, to establish an early payment program for you. We feel this will provide equal and fair conditions between Ecobat, and our suppliers, customers, and competitors alike. We are confident that as a valued partner of ours you will be supportive of this change.

The program, called LSQ FastTrack, will provide the option to receive early payment of approved invoices. You can improve your cash flow at rates often lower than other working capital solutions. The program is completely flexible; you control which invoices to select for early payment, and once enrolled, you can also opt-in for all future invoices to be paid early automatically once they are approved. The cost of this program is a small discount paid to LSQ in exchange for the early payment. Once new terms have been agreed upon, LSQ FastTrack enrollment will take place.

We encourage you to look at the many benefits the LSQ FastTrack program provides:

- **Improved Visibility:** Get real-time visibility on outstanding invoices, regardless of if you select early payment or not.
- **Supplier Success Team:** You now have direct access to LSQ's Supplier Success team to answer all payment queries.
- **No Obligation or Enrollment Fee:** There is no fee to enroll, and no obligation to request early payment.
- **Faster Payments:** Bypass payment terms and access cash 1–2 business days after invoice approval.
- **Manage Cash Flow:** Control when you get paid, allowing for flexible forecasting and growth.
- **Lower Financing Costs:** Lower priced than most forms of financing, without adding debt.
- **Decaying Rate:** If you request early payment, you have control of your fee based on number of days early payment is requested
- **Reduced Risk:** Early payments eliminate the risk of future non-payments.
- **Stronger Financials:** Improve your balance sheet and other financial metrics.

**Our program with LSQ has formally started.** To find out additional information on the program, or if you have a pressing need for working capital and would like to request early access— [please click here](#).

If you have questions about the program or are ready to enroll, feel free to contact Mya Carriere at LSQ directly via email at [mcarriere@lsq.com](mailto:mcarriere@lsq.com) or by phone at 407.563.7493.

Thank you for your continued partnership with Ecobat and support of this initiative.

Carter Johnson  
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Ecobat