PROTERRA
RIDE ZERO™
Zero never added up to so much.
Panel 1:
Electric Bus (EB)
Status & Future of Technology
Mike Finnern

PROTERRA
Proterra: Revolutionizing Public Transportation
24/7
Runs All
Day & Night
ZERO EMISSION
Clean, Quiet,
Energy Flexible
Lightweight Bus
10 min
<10 Minute On-
Route Charging
Technology that
pays for itself fast
23 MPGe vs.
3.3 Diesel
Fewer Batteries =
+ Passengers, Efficiency
Unique Solution Allows Transit Customers to Replace Old Buses with No Change in Operations
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Our Customers

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Proterra's EV Solution: Ready Today

- Buses delivered in CA, TX, FL, NV, MA
  - Many buses in service, many more on the way
- Completed full Altoona testing
- Unique, safe lithium-titanate battery
- Convenient on-route fast charging infrastructure
- Performance tested in a wide range of scenarios
- Total fleet mileage: 176,280 as of 9/6/2013
- Buy America compliant
- 1 for 1 replacement of diesel or CNG bus

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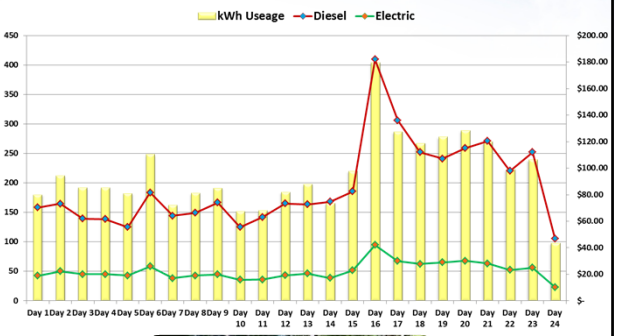
24 Consecutive Day Demonstration

Saturday, July 6, 2013
1 day = 234 miles
7am – 11pm: 16hrs of operation
86º F Avg / 93º F Max Temp
AC running 83% of the time
13 Charges – 7:12sec Avg Time
1.73 kWhr/mi - 21.3MPGe
404 kWhr = $40 @ $0.10/kWhr
Overall Stats: 6/21-7/14
2649 Total Miles / 325.1 Total Hours
5,168.8 Kwh used = $539.55
Equivalent Diesel = $2,648.99
Diesel Fuel = 5.25X Electricity
Avg Speeds: 8.6 MPH, 48.6 Max



Panel 1: Electric Bus (EB) Status & Future of Technology

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EV Benefits – Fuel Savings

- $52,982 (Diesel)
- $37,828 (Diesel-Hybrid)
- $40,596(CNG)

- $11,678 (Electric)

- $314,000 lifetime fuel savings vs. Hybrid
- $347,000 lifetime fuel savings vs. CNG
- $496,000 lifetime fuel savings vs. Diesel

Based on 45,000 miles per year $3.85/gallon diesel, $2.36/DGE CNG (all-inclusive price), $0.15/kWh electricity

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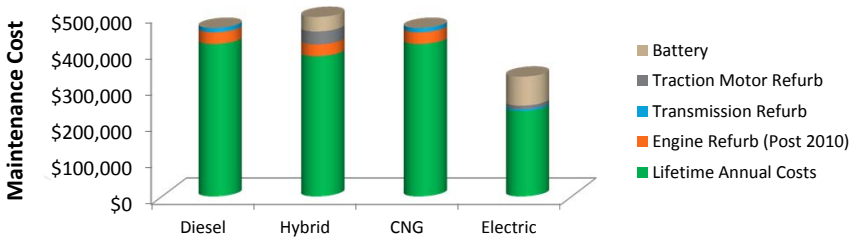
EV Benefits - Maintenance Cost



- 29% Lower Maintenance Costs
- $134,578 lifetime savings per bus!

Annual maintenance cost over 12-yr lifetime + refurbishment costs

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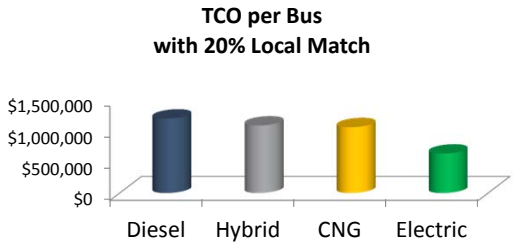
EV Benefits - Total Cost of Ownership



- $558,827 savings vs. diesel
- $449,382 savings vs. hybrid
- $422,203 savings vs. CNG

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Proterra's EV Solution: Scaling Now

- Two assembly lines, two shifts
- Added 83 employees YTD
- $750k+ facility investment
- Production facility capacity up to 300 buses/year
- Careful growth, capital at the ready. Backed by significant VC investment.

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Summary: EVs are Ready Now

- Technology is ready today
- Demonstrated field performance
- Economics are compelling
  - 588% - 750% fuel economy gain vs. diesel or CNG
  - 29% lower maintenance costs
  - Payback in as little as 1 year
- Lower total cost of ownership and budget stability
- Immediate scaling supports improvements
  - Greater benefit to the fleet operator – faster payback
  - Reduced equipment cost
  - Utility usage increases leading to rate improvements