
REVOLUTIONIZING URBAN TRANSIT
PROTERRA
PROTERRA CATALYST™ XR
BATTERY ELECTRIC
EXTENDED RANGE / ZERO EMISSIONS
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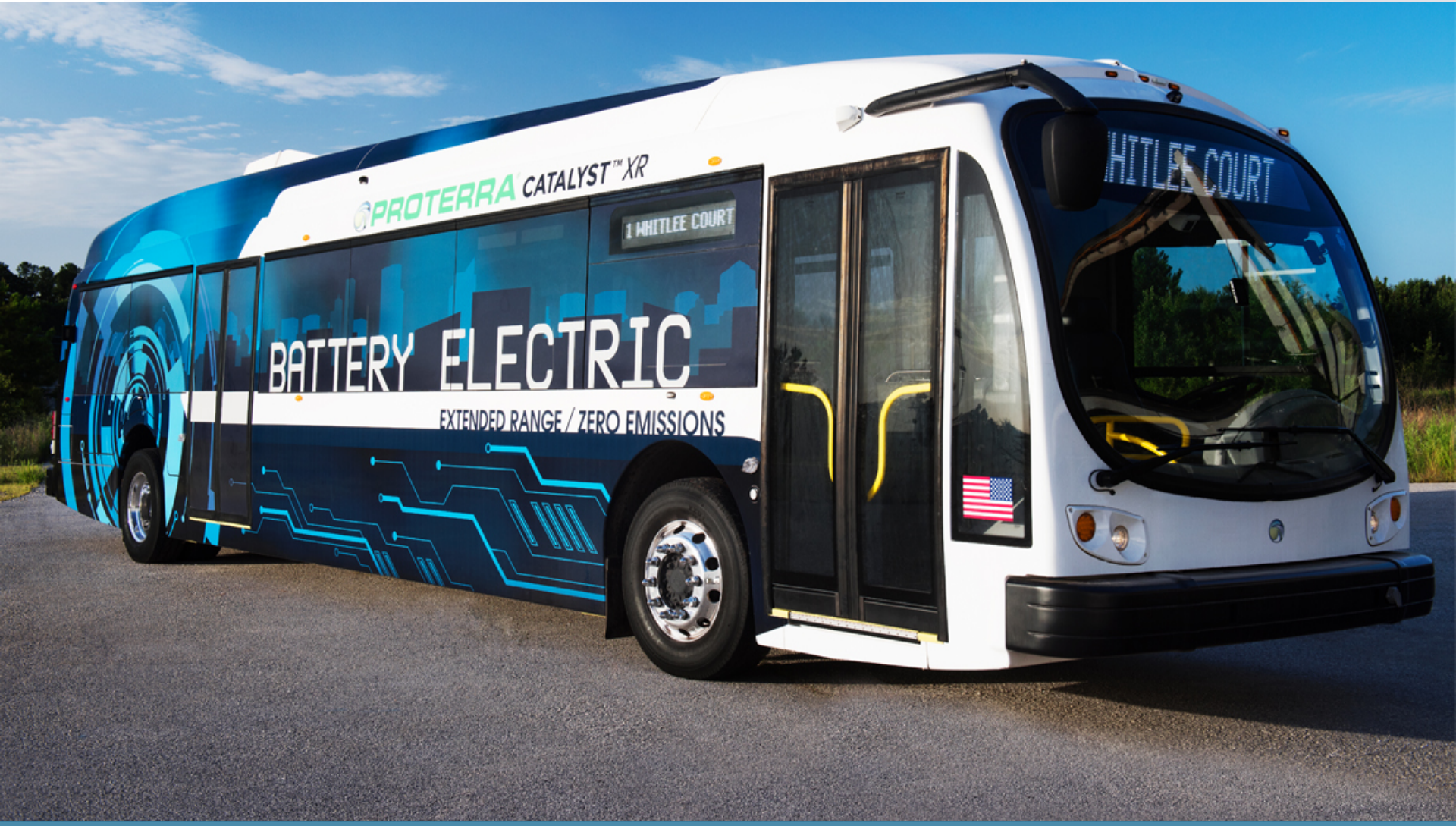
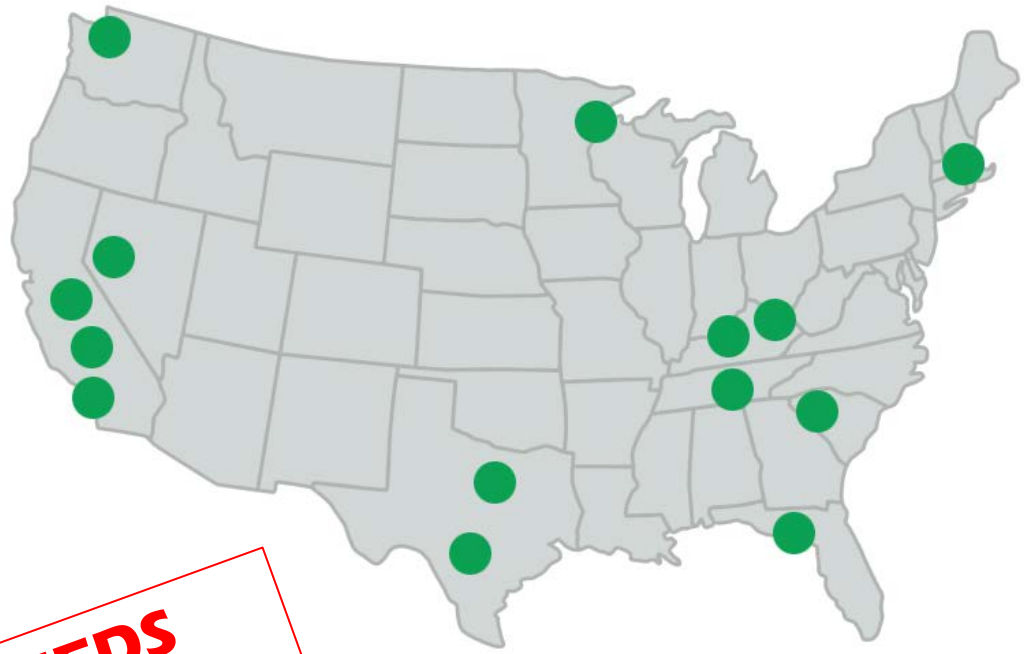


Proterra® Catalyst™ EV Transit Bus
Record Breaking (Accel, Climb, Efficiency, Weight)

This is Happening:



NEEDS UPDATING

U.S. EV Transit Deployments already exceed all previous Zero Emission Transit programs.

DEPLOYMENTS NATIONWIDE – HOT & COLD WEATHER

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NEEDS UPDATING

15 U.S. CITIES

4 MILLION LBS. EMISSIONS ELIMINATED

1.5M REVENUE MILES

SMART CITIES ARE DEVELOPING EV PROGRAMS *NOW*

CUSTOMER REQUESTED DEMOS

Bremerton, WA
Spokane, WA
Richland, WA
Reno, NV
Missoula, MT
Roaring Fork, CO
Vail, CO
Steamboat Springs, CO
Denver, CO
Houston, TX
San Antonio, TX
Austin, TX
Fort Worth, TX
Dallas, TX
Orlando, FL
Tallahassee, FL
Atlanta, GA
Greenville, SC
Charlotte, NC

Silver Springs, MD
Largo, MD
Washington, DC
Baltimore, MD
Philadelphia, PA
Albany, NY
Boston, MA
Worcester, MA
Amherst, MA
Hartford, CT
Salt Lake City, UT
Pomona, CA
Portland, OR
Eugene, OR
Sacramento, CA
Stockton, CA
Oakland, CA
Modesto, CA
San Jose, CA

Santa Cruz, CA
Visalia, CA
Santa Barbara, CA
Montebello, CA
Culver City, CA
Santa Clarita, CA
San Bernardino, CA
San Diego, CA
Palm Springs, CA
Las Vegas, NV
Los Angeles, CA
Orange, CA

ECONOMIC & SUSTAINABLE

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= Lowest Cost, Lowest Environmental Impact for Urban Transportation

ENERGY EFFICIENCY GAINS AND CLIMATE BENEFITS

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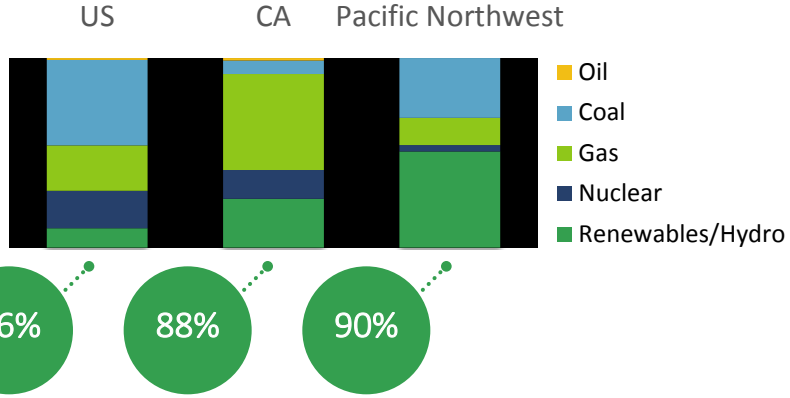
80%

ENERGY SAVINGS
PER MILE

ELECTRIC BUS
(2 kWh/Mile)

ELECTRICITY MIX



Net Fossil Fuel Reduction

EV MARKET PROVIDED THE SCALE AND COST REDUCTIONS

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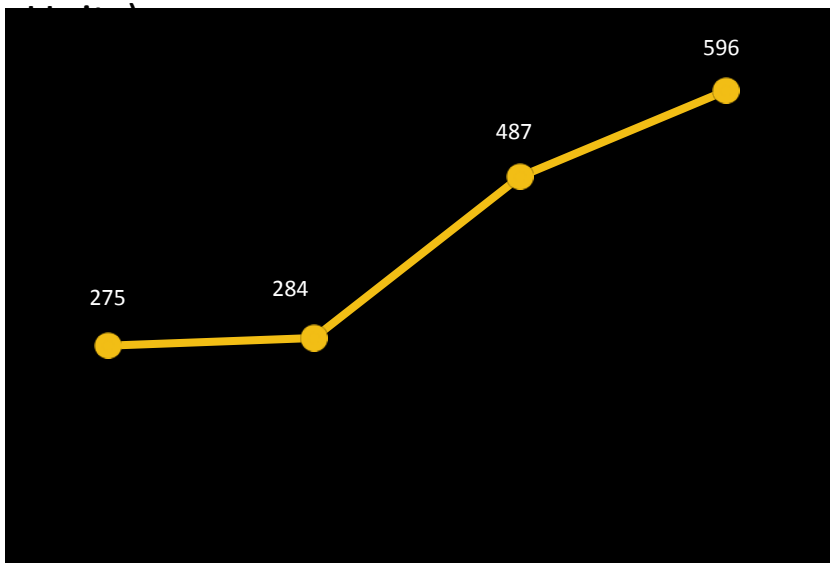
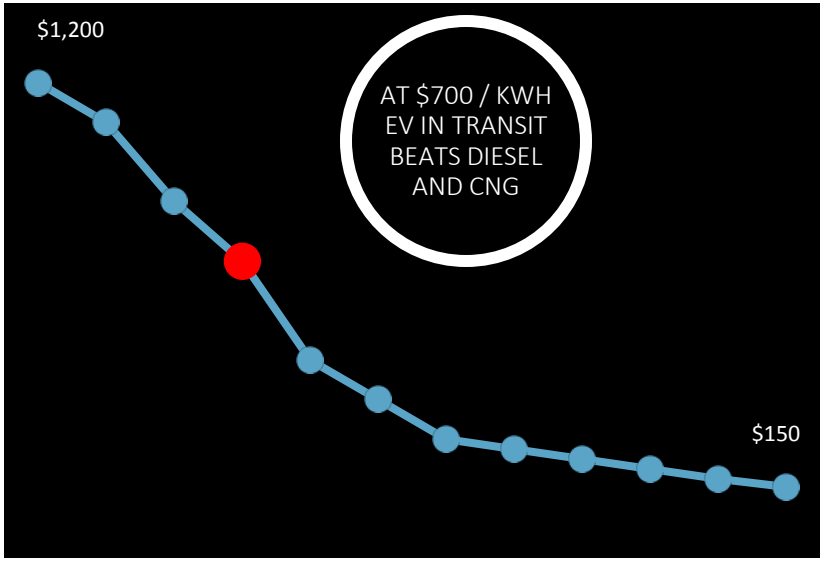
U.S. HYBRID & EV SALES (000s



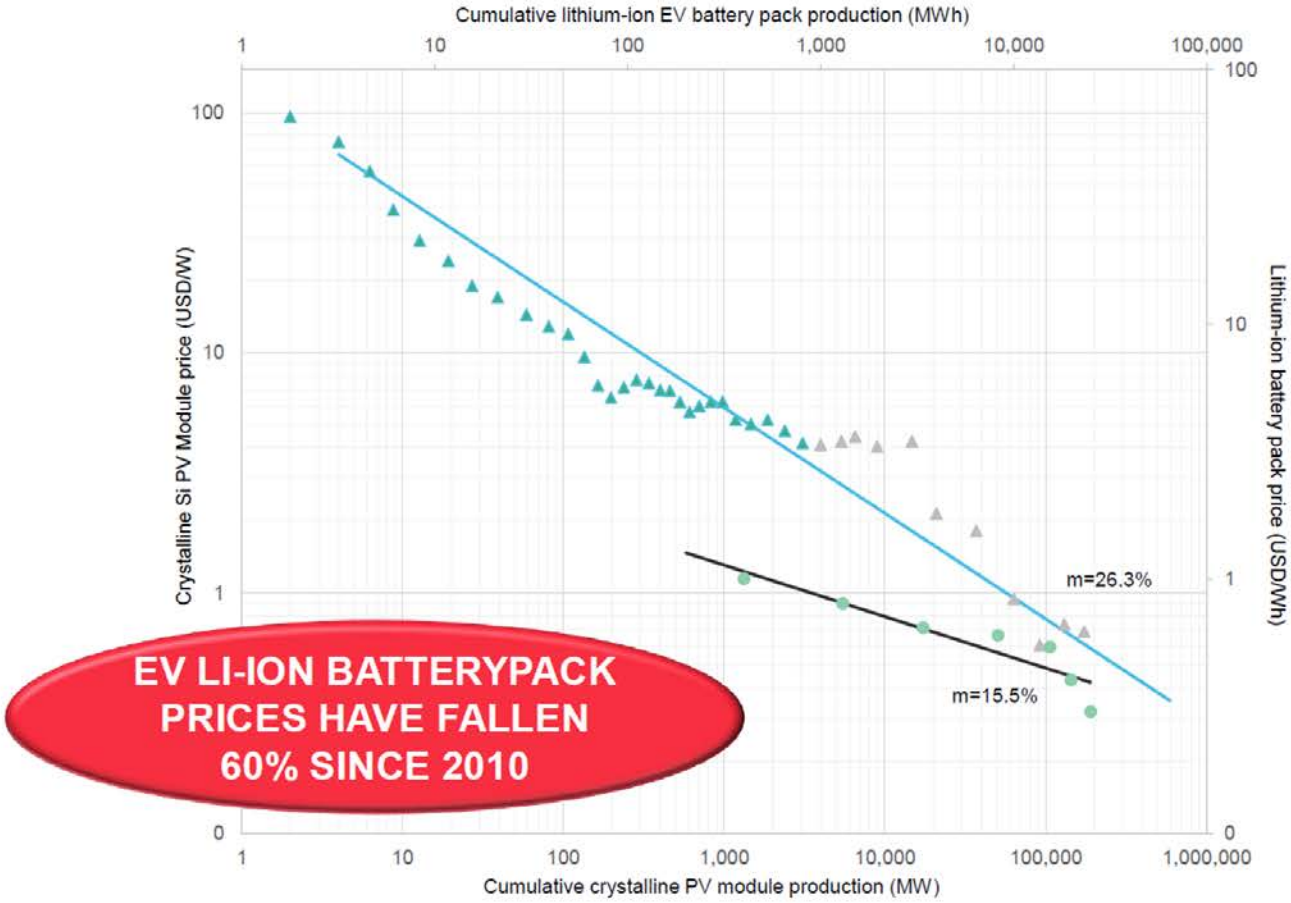
BATTERY PACK COST ($/kWh)



ADVANCED BATTERY TECHNOLOGY HAS DECLINED IN COST TO THE POINT OF DISRUPTION IN THE TRANSIT MARKET

EV LITHIUM-ION BATTERY PACKS & CRYSTYALLINE SI PV MODULES: HISTORICAL COST REDUCTIONS

Bloomberg NEW ENERGY FINANCE



Note: Values from 2010-2014 are based on BNEF's annual battery price index, *2015 based on H1 data. For more see here: https://www.bnef.com/Insight/10299. Cumulative production is based on total EVs sold and their respective battery pack size.

Bloomberg New Energy Finance

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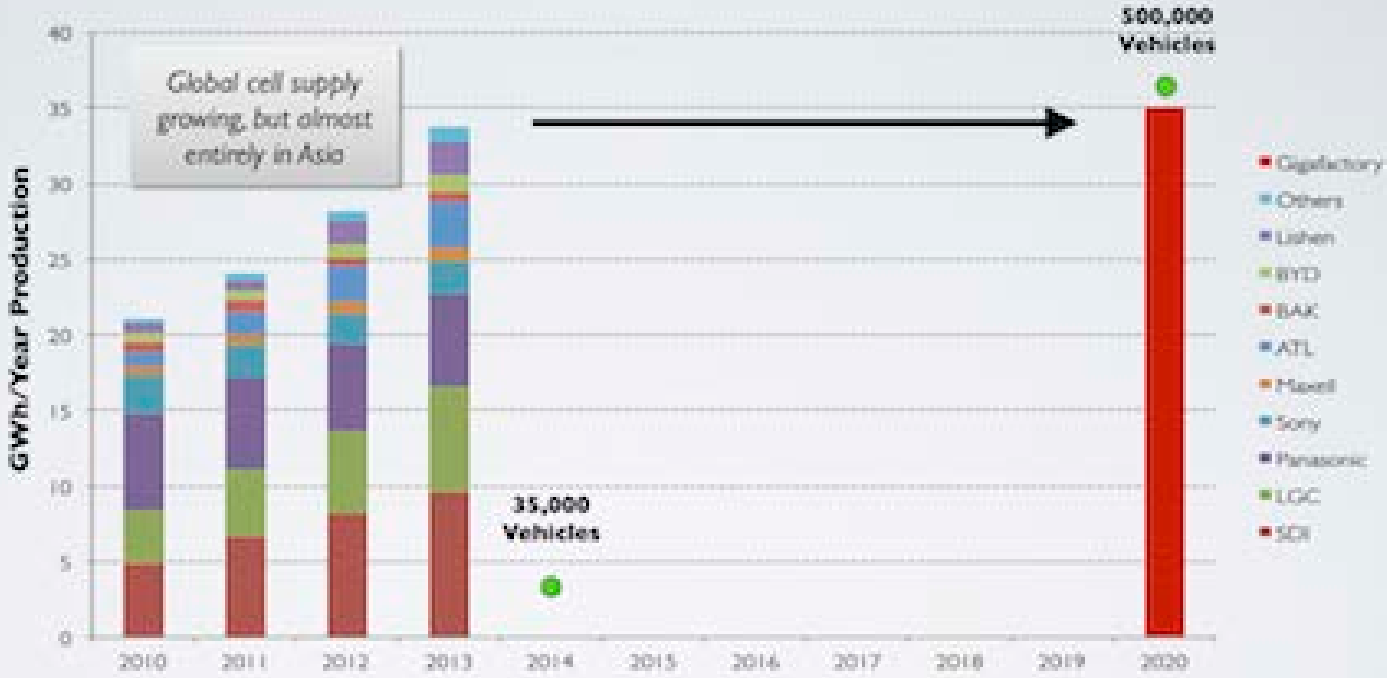
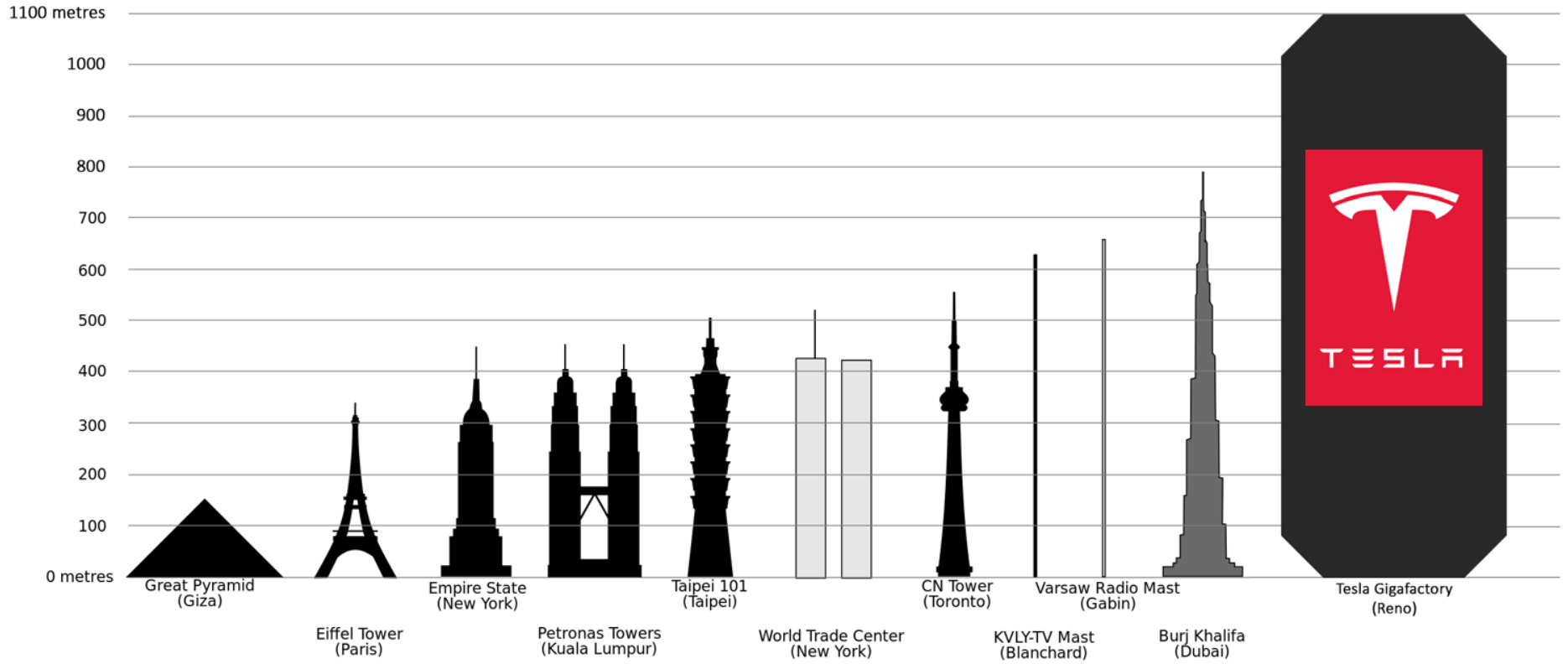
Planned 2020 Gigafactory Production Exceeds 2013 Global Production



Battery pack cost/kWh reduced >30% by Gen III volume ramp in 2017

Source: IIT Takeshita 2013

BATTERY FORECAST - THE TESLA GIGAFACTORY



WE'VE SEEN THIS MOVIE BEFORE

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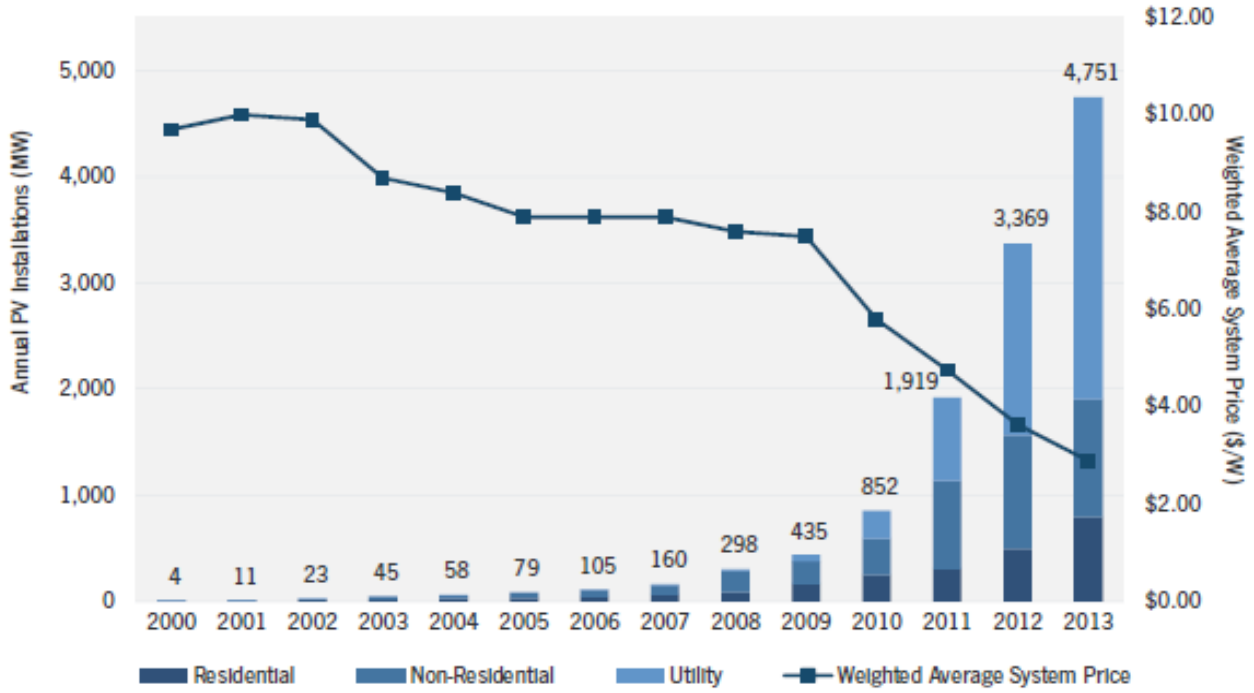
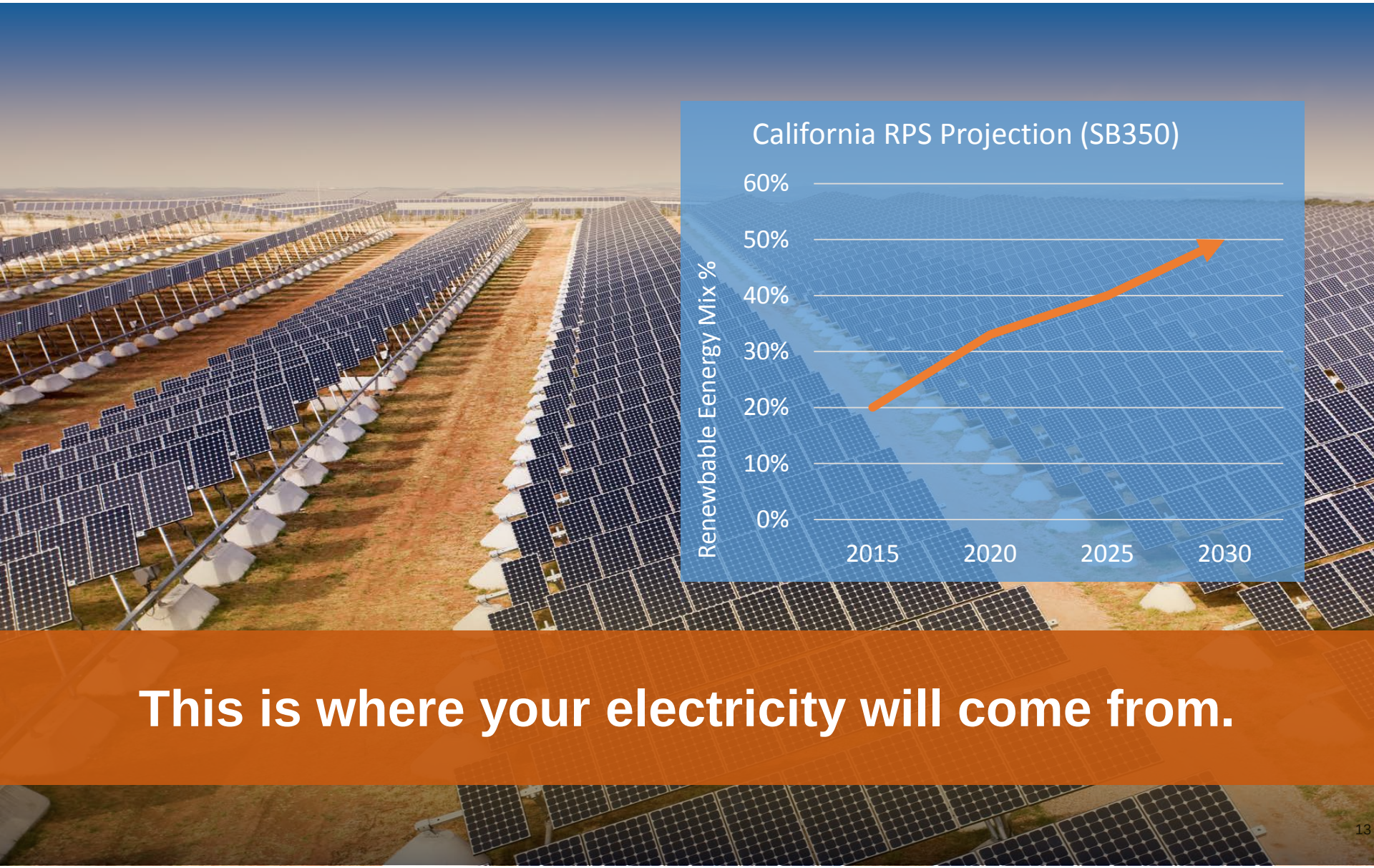
SOLAR INDUSTRY ANALOG

Cost Reduction and Scale Lead to Massive Adoption

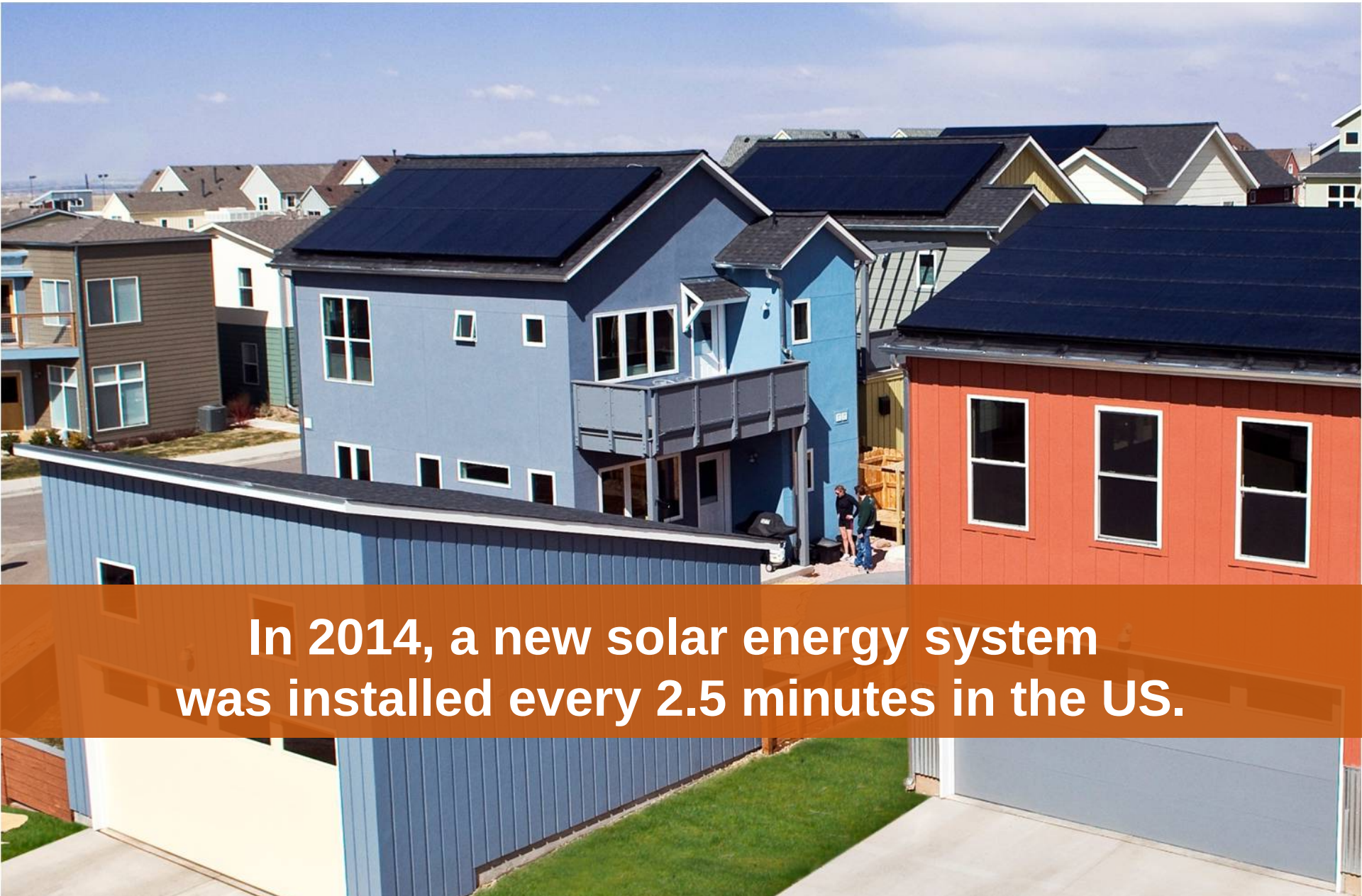


Sources: GTM Research / SEIA and Lawrence Berkeley National Laboratory

SOLAR REMAINED NICHE UNTIL ACHIEVING ATTRACTIVE USER ECONOMICS, THEN 10X GROWTH



This is where your electricity will come from.



In 2014, a new solar energy system was installed every 2.5 minutes in the US.

Standards & Infrastructure

Where standards exist, don't reinvent the wheel to attempt "network effects" – i.e. plug-in charging

We don't need Light Duty Vehicle Chargers and Heavy Duty Vehicle Chargers. We need Low Power, Medium Power and High Power Chargers. Vehicle category is an irrelevant distinction and one that will fragment the market.

J1772CCS is the High Power Charging Standard for U.S. Electric Vehicles. CCS can supply sufficient power for Heavy Duty depot charging.

Multiple Light Duty OEMs already funding CCS networks and equipment scale. Scale = reduced cost and high quality.