Founded in 1995

$17B Revenue
220,000 Employees

Battery Global Market Share
60% NiCad
30% Li Ion

Investing/Ownership
60% from USA
10% Berkshire Hathaway
1.9% Samsung in 2016

Awards
Fortune: Change the World 2015
UAE Zayed Future Energy Prize 2016

Company Background
New Energy Vehicles
13% Global Share
>100,000 in 2016

World’s Biggest Iron-Phosphate Battery Factory
Capacity under construction
Equivalent to powering 75,000 Electric Buses

Energy Storage
23.3% Global Share

Patents
12,000 Patents
Buses, Taxis, and Trucks represent 10% of on-road vehicles and $\frac{2}{3}$ of CO2e emissions!
7+4 VEHICLE STRATEGY

On-Road
- Urban Bus
- Coach Bus
- Taxi
- Consumer Vehicle

Specialty
- Harbor
- Airport
- Logistic Truck
- Sanitation Vehicle
- Construction Truck
- Warehouse
- Mining
ELECTRIC TOUGH

LONG-RANGE BATTERY ELECTRIC
CLASS 6 – CAB CHASSIS – 23,600 LBS GVWR
Cost Break Down

- Electric Capital Expense
- Electricity Cost
- Maintenance Cost
- LCFS
- Tax Shield
- Electric Total Cost of Ownership
- Diesel Total Cost of Ownership

- $110,000
- $510,000

Maintenance Cost
Fuel Cost
Capital Expense
< 0.1 Year Payback
# Living by the Numbers

## Present Value of Savings @ 7.5% WACC

<table>
<thead>
<tr>
<th></th>
<th>Diesel</th>
<th>BYD 6F</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Present Value of Savings</td>
<td>$278,435</td>
<td></td>
<td></td>
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</tbody>
</table>

## BYD 6F Financials Real Dollars

<table>
<thead>
<tr>
<th></th>
<th>Diesel</th>
<th>BYD 6F</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Capital Expenses</strong></td>
<td>$85,000</td>
<td>$85,868</td>
<td>(868)</td>
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<tr>
<td><strong>Incentive</strong></td>
<td>$-</td>
<td>$59,826</td>
<td>$59,826</td>
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<tr>
<td><strong>Fuel Cost</strong></td>
<td>$295,214</td>
<td>$67,984</td>
<td>$227,230</td>
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<tr>
<td><strong>Maintenance Cost</strong></td>
<td>$161,176</td>
<td>$67,341</td>
<td>$93,835</td>
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<tr>
<td><strong>Depreciation Tax Shield</strong></td>
<td>$29,750</td>
<td>$(63,875)</td>
<td>$34,125</td>
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<tr>
<td><strong>Auxiliary Costs</strong></td>
<td>$-</td>
<td>$8,400</td>
<td></td>
</tr>
<tr>
<td><strong>Real Total Cost:</strong></td>
<td>$511,641</td>
<td>$105,893</td>
<td>$405,748</td>
</tr>
</tbody>
</table>

- **Difference** includes truck + charger + installation
- **Incentive amount throughout use**
- **Total Fuel Cost**
- **Total Maintenance Cost**
- **Payback Years (Rounded Up)**
Electric vs Diesel Accumulated Cost ofOwnership

< 3 Year Payback
OVER 7,000 GALLONS OF FUEL PER YEAR
BUILDING A SUSTAINABLE FUTURE