



Build Your Dreams

BYD OVERVIEW





Building the Dream

Company Background

Founded in 1995

\$17B Revenue

220,000 Employees

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

Battery Global Market Share

60% NiCad

30% Li Ion



LEADING THE DREAM

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

Energy Storage
23.3% Global Share

**World's Biggest Iron-
Phosphate Battery Factory**
Capacity under construction **24GWh**
Equivalent to Powering **75,000**
Electric Buses

Patents
12,000 Patents

**ON
ITS
WAY**

A central graphic featuring a realistic image of the Earth. Overlaid on the Earth is a circular frame with a glowing blue ring. The text 'ON ITS WAY' is written in large, white, bold, sans-serif capital letters in the center of the frame. Four glowing blue circular nodes are positioned around the Earth, each with a beam of light pointing towards the center. The background is dark blue with some faint star-like patterns.



GLOBAL REACH



Beijing	Qingdao	Ningbo	Shanwei	Haidong	Shangluo
Shanghai	Dalian	Chengde	Shantou	Wuhan	Changsha
Xi'an	Hangzhou	Huizhou	Shaoguan	Taiyuan	Nanjing
Fenghua	Xining	Baotou	Shenzhen	Guangan	Bengbu

32 Manufacturing Sites , **27** Branches

Headquarters

Manufacturing Sites

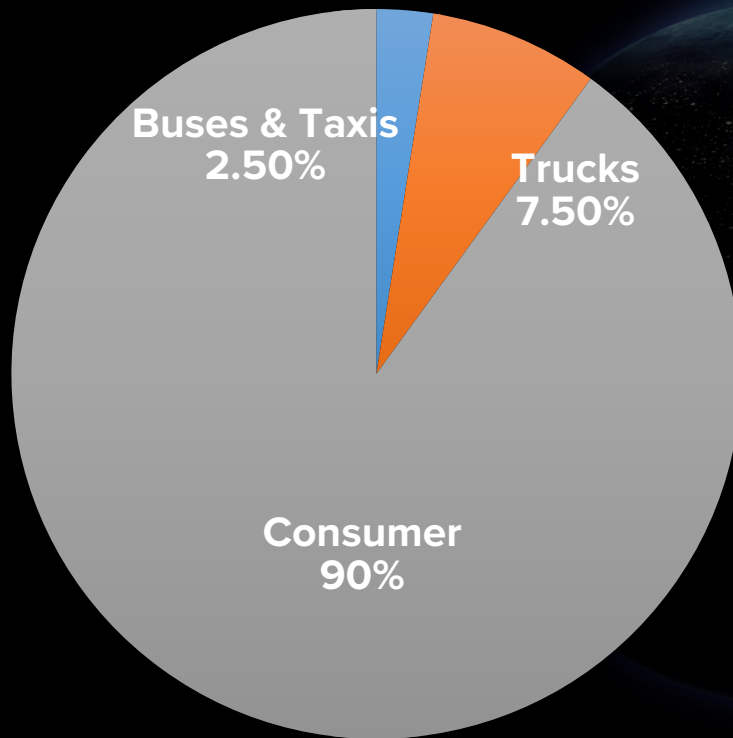
Branches



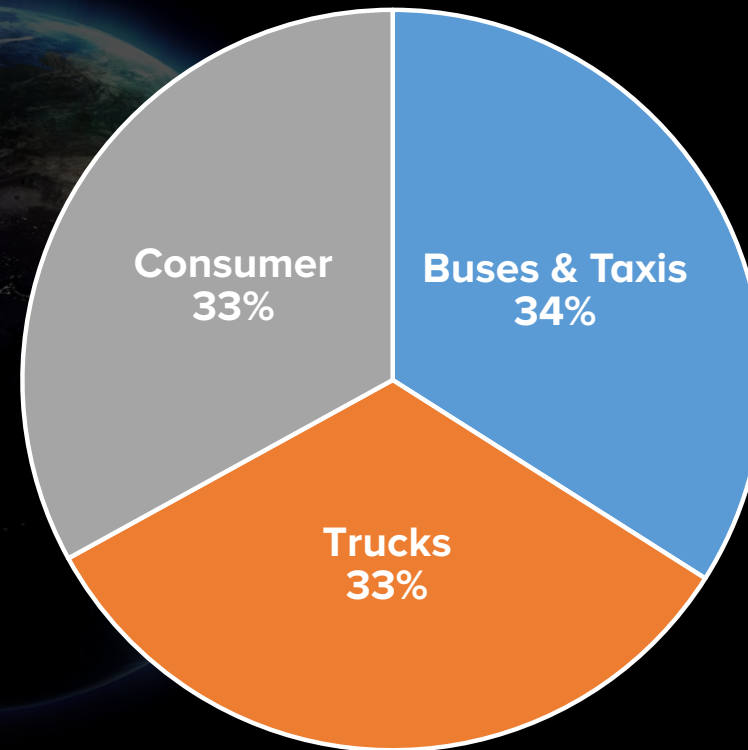
CHANGING THE WORLD

Buses, Taxis, and Trucks represent 10% of on-road vehicles and 2/3 of CO₂e emissions!

On-Road Vehicles



GHG Emissions





THREE GREEN DREAMS





7+4 VEHICLE STRATEGY

On-Road



Urban Bus



Coach Bus



Taxi



Consumer Vehicle



Logistic Truck



Sanitation Vehicle



Construction Truck

Specialty



Harbor



Airport



Warehouse



Mining



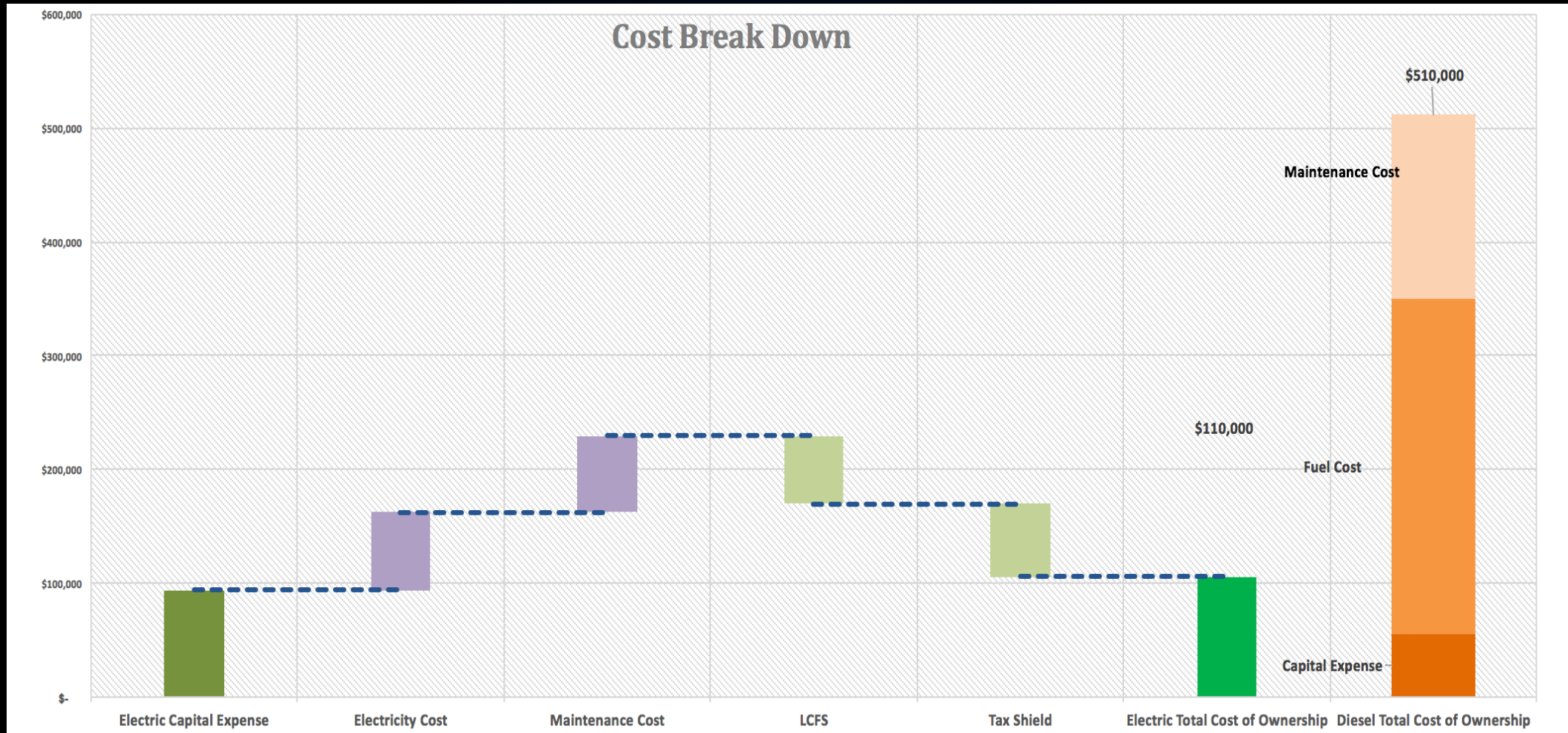
ELECTRIC TOUGH

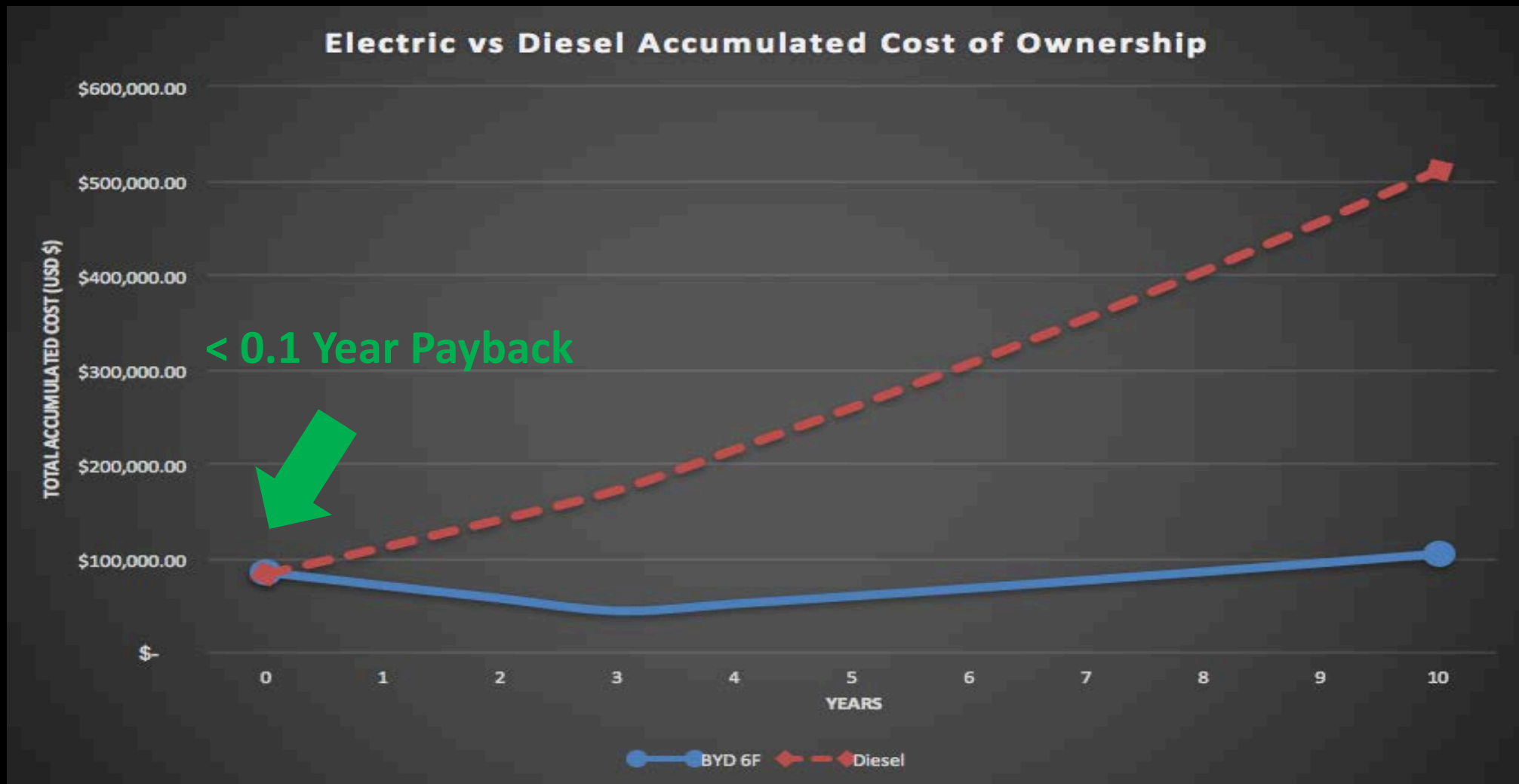


LONG-RANGE BATTERY ELECTRIC
CLASS 6 – CAB CHASSIS – 23,600 LBS GVWR



LIVING BY THE NUMBERS





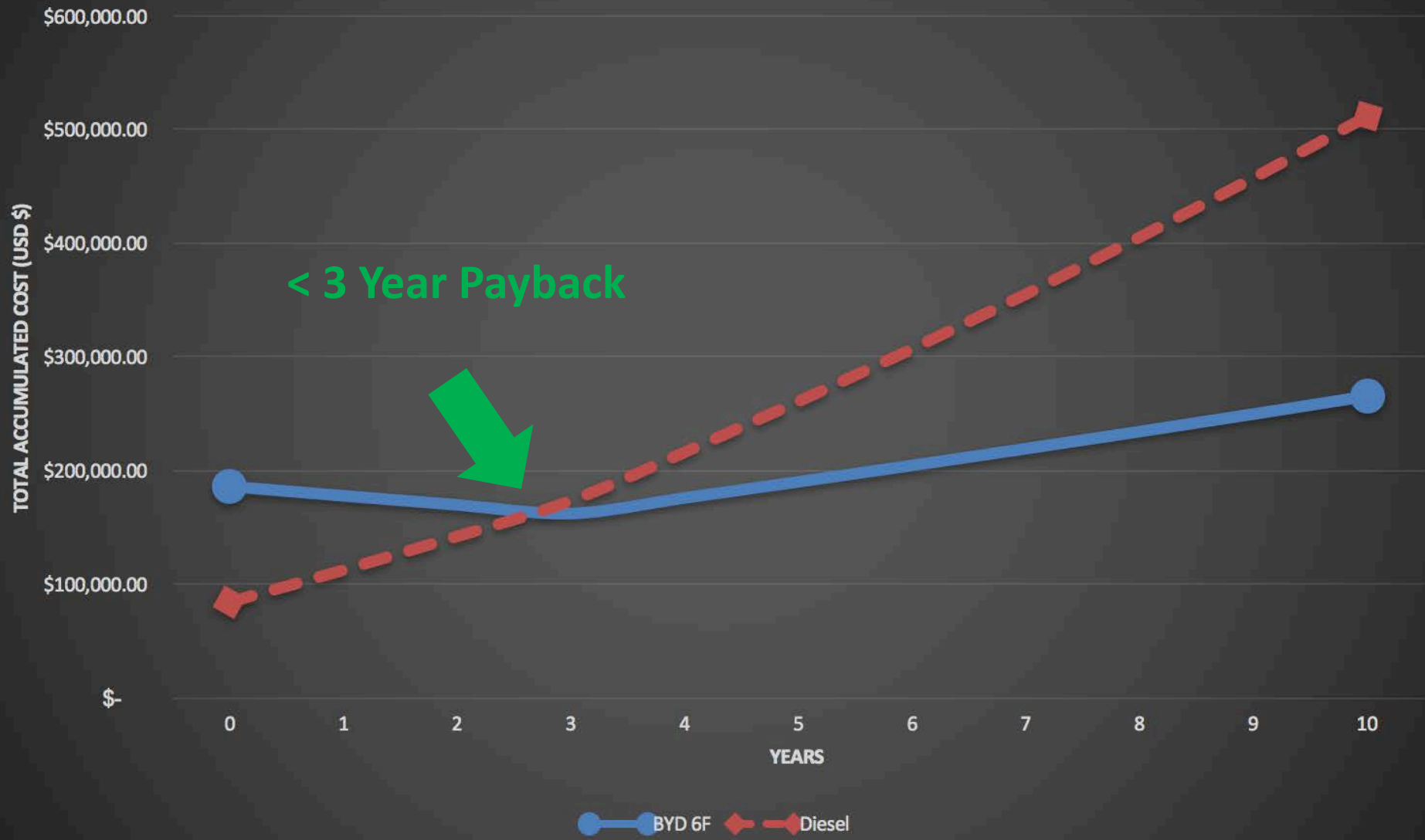


LIVING BY THE NUMBERS

Present Value of Savings @ 7.5% WACC	\$ 278,435			
BYD 6F Financials Real Dollars				
	Diesel	BYD 6F	Difference	
Capital Expenses	\$ 85,000	\$ 85,868	\$ (868)	Includes truck + charger + installation
Incentive	\$ -	\$ (59,826)	\$ 59,826	Incentive amount throughout use
Fuel Cost	\$ 295,214	\$ 67,984	\$ 227,230	Total Fuel Cost
Maintenance Cost	\$ 161,176	\$ 67,341	\$ 93,835	Total Maintenance Cost
Depreciation Tax Shield	\$ (29,750)	\$ (63,875)	\$ 34,125	Payback Years (Rounded Up)
Auxiliary Costs	\$ -	\$ 8,400		
Real Total Cost:	\$ 511,641	\$ 105,893	\$ 405,748	0.0



Electric vs Diesel Accumulated Cost of Ownership





SUSTAINABILITY IS KEY

Environmental Savings Per Year Per Vehicle



OVER 7,000 GALLONS OF FUEL PER YEAR

BUILDING A SUSTAINABLE FUTURE





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