

2016

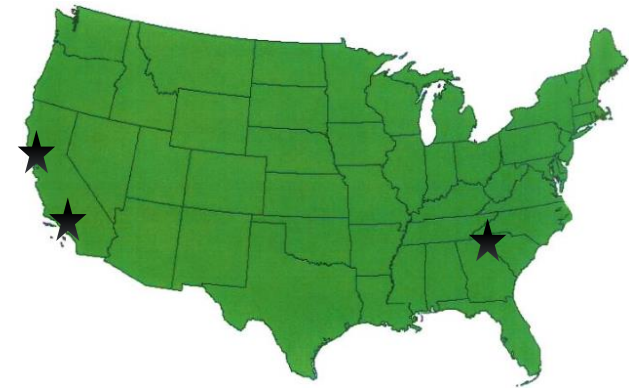
## Company Overview



 **PROTERRA**

- Founded in 2004
- Offices and manufacturing in CA and SC
- 200 employees, strong executive management team
- Backed by industry-leading VC and corporate investors
- 27 customers; 208 firm orders
- >73 vehicles delivered; >2,400,000 service miles
- >9,400,000 pounds of CO<sup>2</sup> emissions avoided

## All-American Company



## Strong Executive Team



SUNPOWER



Honeywell



## Solid Financial Backing



# OUR CUSTOMERS



- .....> 153 announced orders from 15 customers
- .....> 67 buses delivered, operating more than 3,200 miles per day

## FY 2013/14 Low-No Application Round:

Transit agencies that partnered with Proterra won a majority of the Low-No grants for zero-emission vehicles. Those agencies included:

- Dallas Area Rapid Transit (DART)
- Duluth Transit Authority (DTA)
- Transit Authority of Lexington (LEXTRANS)
- San Joaquin Regional Transit District (RTD)
- Transit Authority of River City (TARC) and
- Worcester Regional Transit Authority (WRTA)



## FY 2015 Low-No Application Round:

Nineteen customers partnered with Proterra in the subsequent FY 2015 Low-No round. Those who received funding included:

- Foothill Transit
- King County Metro
- Southeastern Pennsylvania Transit Authority (SEPTA)

## Types of Financing Summary



- Proterra can help provide financing options that better match cash flows and reduce upfront payments so more electric buses can be purchased at no additional up front cost.

	Capital Lease (Loan)	Bus Operating Lease	Battery Lease/ Service Contract	Rental Bus Program
Own/Use:	Own bus	Use bus, no ownership	Own bus, use batteries	Use bus for short period, no ownership
Up Front Cost:	No upfront cost	No upfront cost	Reduced upfront cost	No upfront cost
Financing Terms:	Low, fixed borrowing rates	Flexible use and payment options	Fixed contract for life of bus or shorter	Short trial rental period, return bus when finished
Repayment Source:	Local or FTA capital match funds can pay for debt payments	Local revenues pay for lease payment	Savings from operating costs pays for service contract	Local revenues pay for bus rental

# KING COUNTY METRO VEHICLE TEST: 10/17/15 TO 01/31/16



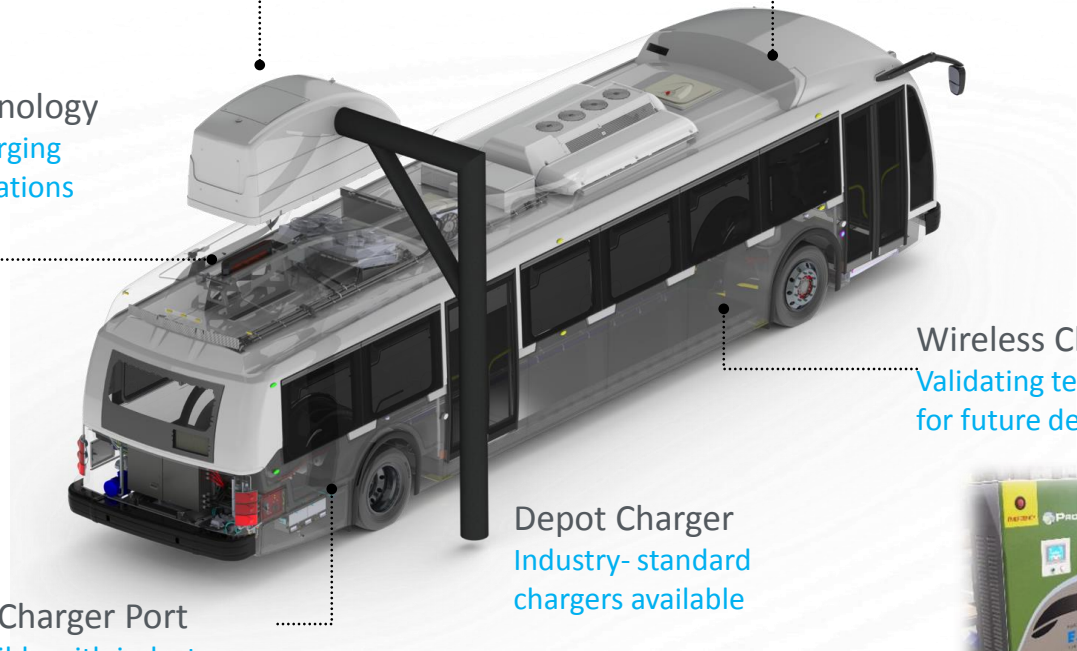
# Multiple Charging Technology Options



On-route Overhead Charger  
Variable-rate conductive charging  
Intelligent charging system adjusts to vehicle energy storage capabilities  
500kW maximum charge rate

Fast-Charging Technology  
Enables overhead charging  
Option on all configurations

Wireless Interface  
Vehicle and charger automatically connect and communicate charging needs



Wireless Charging  
Validating technology for future deployment

Depot Charger  
Industry-standard chargers available

Depot Charger Port  
Compatible with industry-standard SAE J1772 combo connector



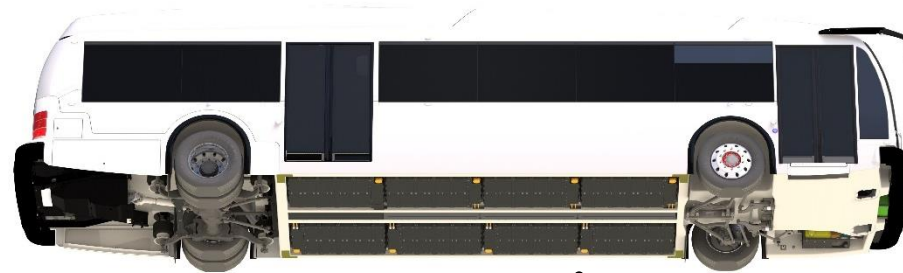
All Proterra Catalyst™ vehicles can be configured for both on-route and depot charging at a variety of rates to maximize any available charging opportunities.

•.....> **Configuring for “Smart Range” – the Most Efficient Combination of Energy Storage and Charging Options**

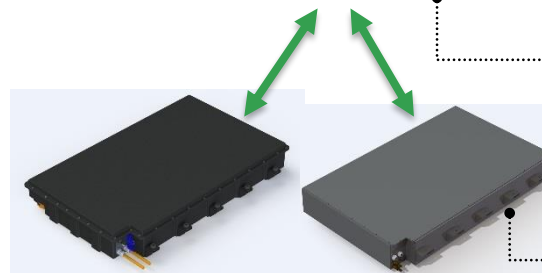
# TerraFlex™ Energy Storage System



Each Proterra **Catalyst™** vehicle can be configured with the ideal type and number of battery packs to fit an existing route, and later **reconfigured** to serve different routes as needs change.



Under-Body Battery Location  
 Easy access  
 Safest placement  
 Better handling



TerraVolt FC

TerraVolt XR

Battery pack design  
 Interchangeable  
 Upgradable  
 Ruggedized  
 4-10 battery packs/ vehicle

## The Proterra TerraFlex™ Energy Storage System offers a choice of two battery packs

Battery Type	TerraVolt FC	TerraVolt XR
Battery Chemistry	LTO (Lithium Titanate Oxide)	NMC (Nickel Manganese Cobalt Oxide)
Charge Rate	up to 500 kW	up to 100 kW
Energy Density	13.1 kWh/pack	32.1 kWh/pack
Configuration Options	53-131 kWh	128-321 kWh



THANK YOU!



 **PROTERRA**