



Cost Effective Fleet Electrification Upfits

NEDC Partners Meeting 2015

Edward Lovelace, CTO

October 27-28, 2015

New



Fleet Benefits

- ✓ 20% reduction in fuel costs and CO2*
- ✓ Fast installation (less than 6 hours)
- ✓ Lowest cost hybrid available
- ✓ OEM powertrain intact
- ✓ Installs on new and existing vehicles
- ✓ No impact on fleet operations (range, service or infrastructure)
- ✓ Financing available

* Results may vary

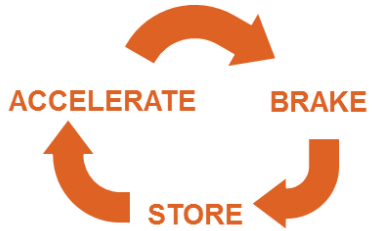


Class 3-6 Chassis: XL3 Hybrid Electric Powertrain

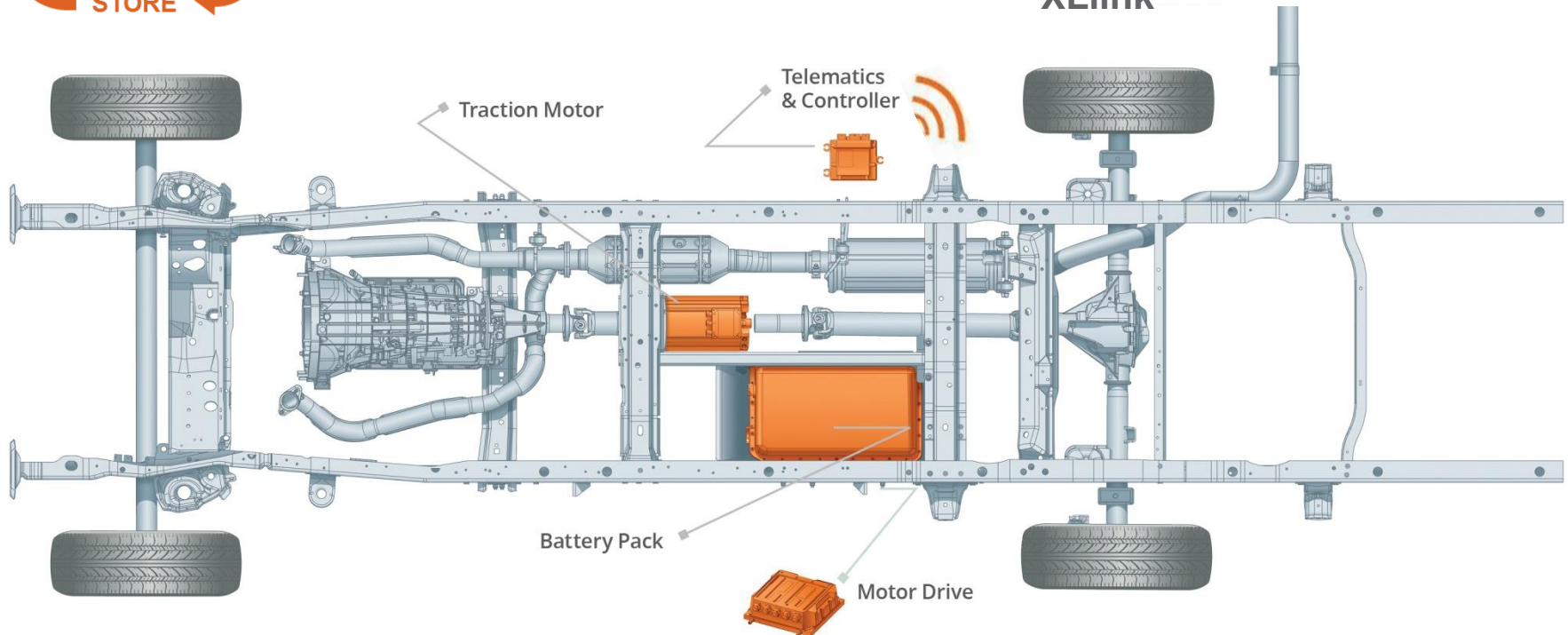


HEV Operation:

Regenerative braking and strategic assist result in 25% MPG increase which translates into 20% reduction in fuel costs*



The XL3 system generates 100% of its own electricity during deceleration



* Results may vary

Class 3-6 Chassis: XL3 Hybrid Specifications



New



New



Retrofits & upfits available

- 2011+ Ford E-350/450 Cutaway and Strip Chassis (5.4L and 6.8L engines)
- 2013+ Isuzu Reach by Utilimaster (3.0L diesel engine)
- 2011+ Ford F59 Super Duty Commercial Stripped Chassis (6.8L engine)
- 2016+ GM Cutaway (4.8L and 6.0L engines)

Hybrid Powertrain	Specifications
HD Lithium-Ion Battery	1.8 kWh
Hybrid System Weight	350 lbs
Electronic Speed Governor	Up to 85 MPG
Hybrid Fuel Savings*	20% reduction of fuel use
Hybrid Component Warranty	3-Year // 75,000 miles

* Results may vary

Product Types:

- Shuttle, Step Vans and Box Trucks
- E-Series Wheelbases: 138", 158", 176", and stretch
- Reach Wheelbase: 151" with a 12 foot body

Simple. Smart. Sustainable.

XLlink

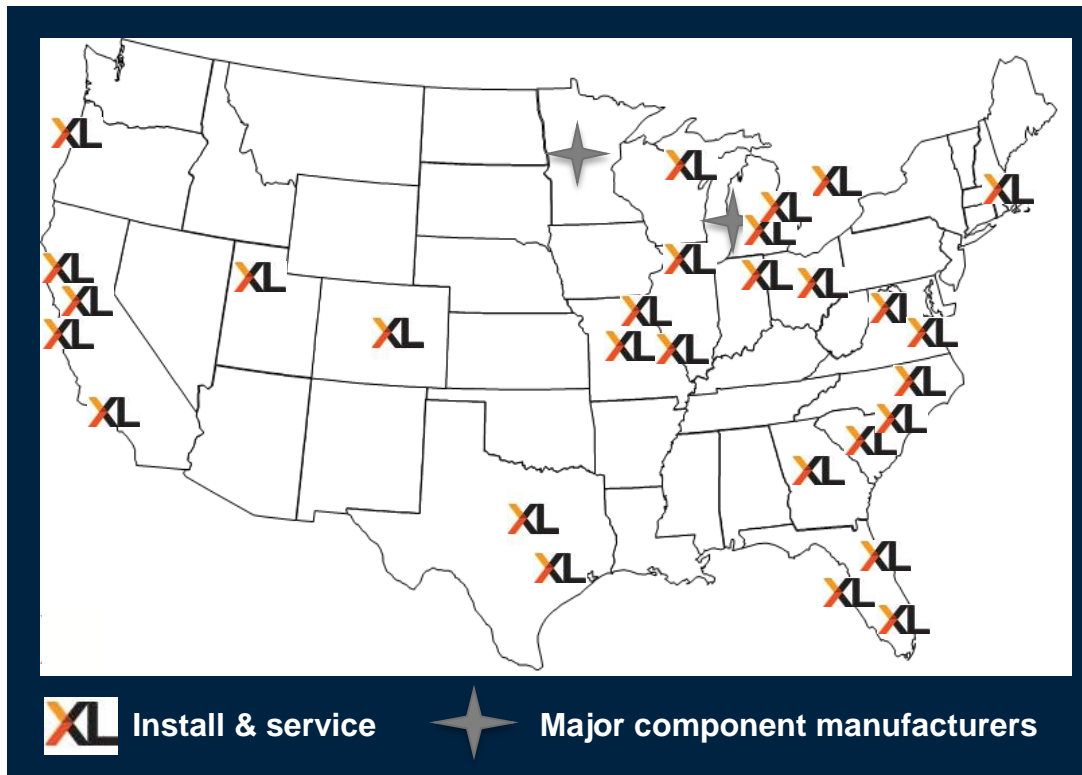
- Continuous data link from every vehicle
- XL3 MPG performance analysis and reporting
- Collects millions of vehicle operational data points
- Alerts for service
- Supports 99.9+% vehicle uptime
- Included in HEV price



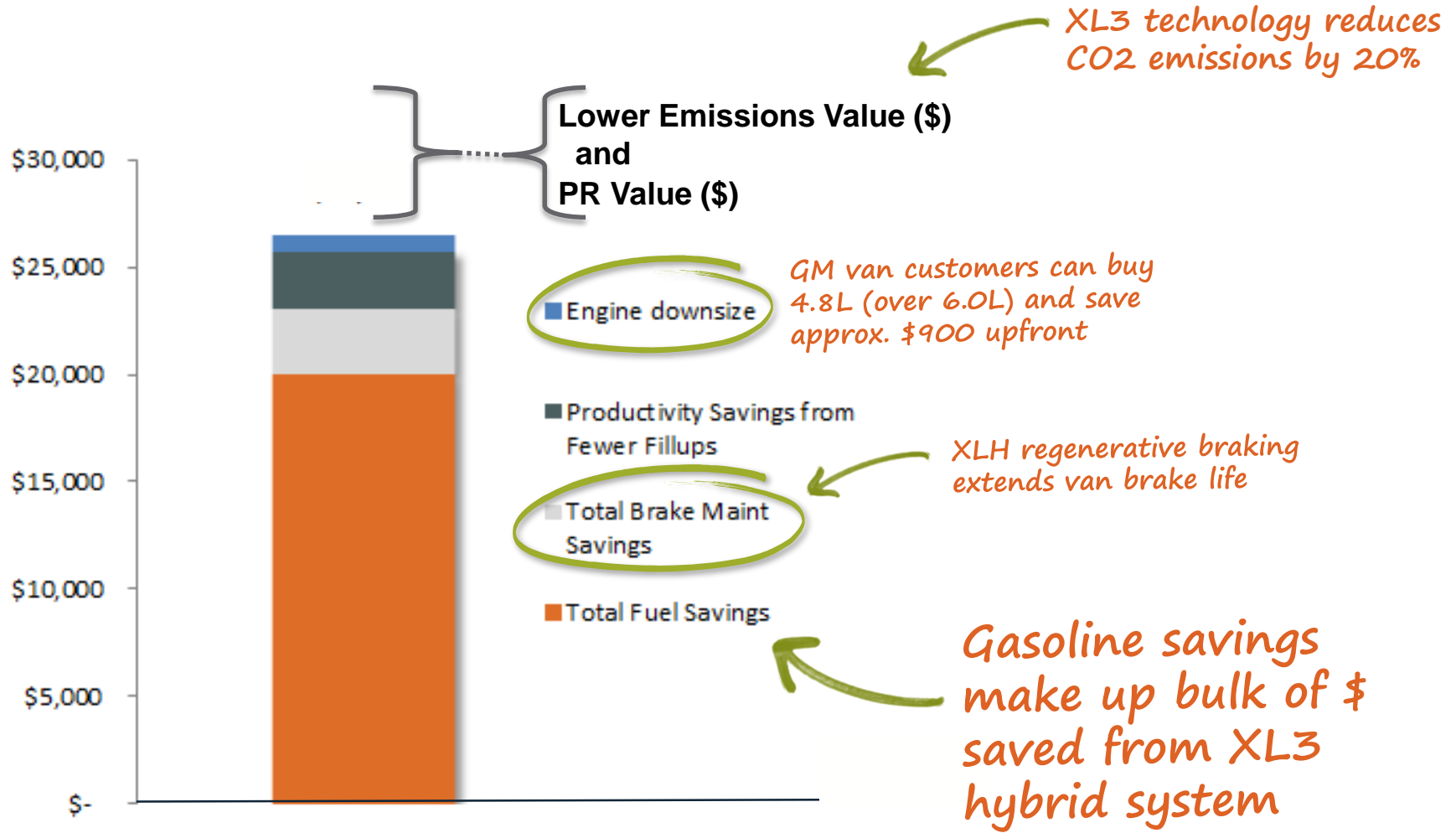
Nationwide Installation & Service



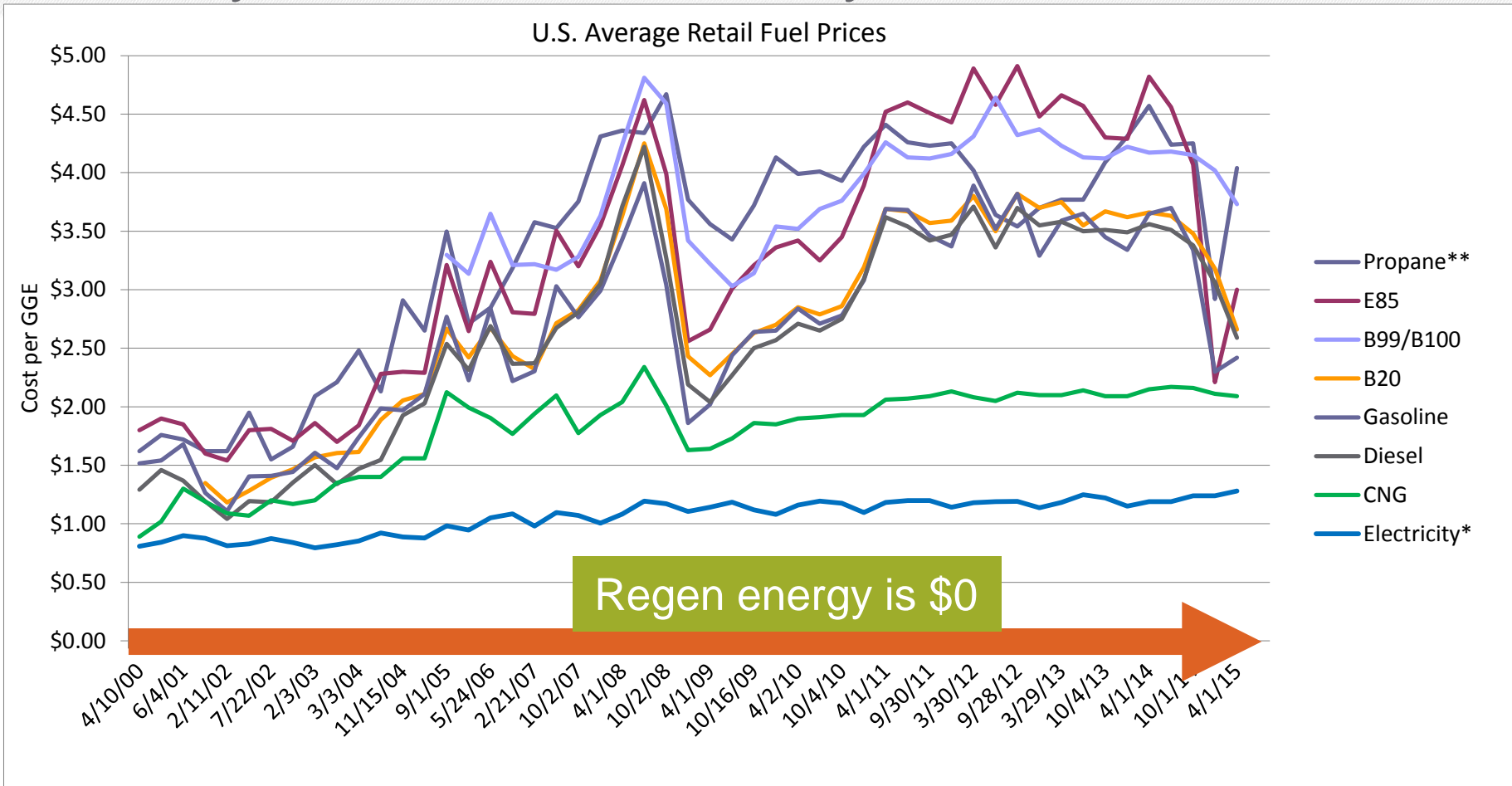
- XL Hybrids system installs in <1 day
- Ship-thru upfits and retrofits



How XL Hybrids Creates Value



Hybrid Regenerative Energy Savings Immunity to Fuel Price Volatility



Hybrid regen “fuel” cost is always \$0, so
Hybrids always have positive marginal value

1, Source: DOE AFDC average U.S. retail price data over 15 years

Hybrid and Sustainability Awareness



PR and Media Opportunities

automotive FLEET THE CAR AND TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE
Leasing Safety & Accident Remarketing Fuel Global Green Fleet GPS/Telematics

ThyssenKrupp Elevator Adds Hybrid Vans
September 23, 2014

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PepsiCo Sprints Forward
By Andrew Kaplan | July 16, 2014

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The Boston Globe Business
Brighton company turns City of Boston vans into hybrids
By Jack Newham | GLOBE CORRESPONDENT DECEMBER 09, 2014

GREENFLEET
Operations Maintenance Equipment Routes Clean Fleet Electric Gasoline
Hybrids - Vehicles, Battery & Hydraulic Technology
Coca-Cola Beefs Up Hybrid Van Fleet
October 27, 2014

Hybrid Fleet Electrification Numbers



175

Chevrolet Express
Van Hybrid Conversions

1.5+ million
Service Miles Driven

20%
Reduction in Gallons
of Fuel Used per Van

\$15,000 -
\$20,000
per Van in Operational
Savings*

80,000
Miles to Payback

"The reason we went with this technology is because it's very simple. With the fuel and maintenance savings, the XL3 powertrain pays for itself three times over its lifespan."

- Fleet Manager, Coca-Cola North America

Accelerating Nationwide Adoption



Customer Miles Driven

Total as of May 2015
10,000,000+

>1M per month rate



2012

2013

2014

2015

Thank You

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