

# PROTERRA ELECTRIC BUS BATTERY SERVICE AGREEMENTS



Presentation to  
**ACEEE 2017 Energy Efficiency  
Finance Forum**

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## Increasing electric bus deployment by reducing upfront costs

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**PROTERRA**



# Public Transit is critical

- Americans took **10.7B trips** on mass transit last year
- By 2050, **75% of the world's population** will live in cities



# And transit status quo is failing

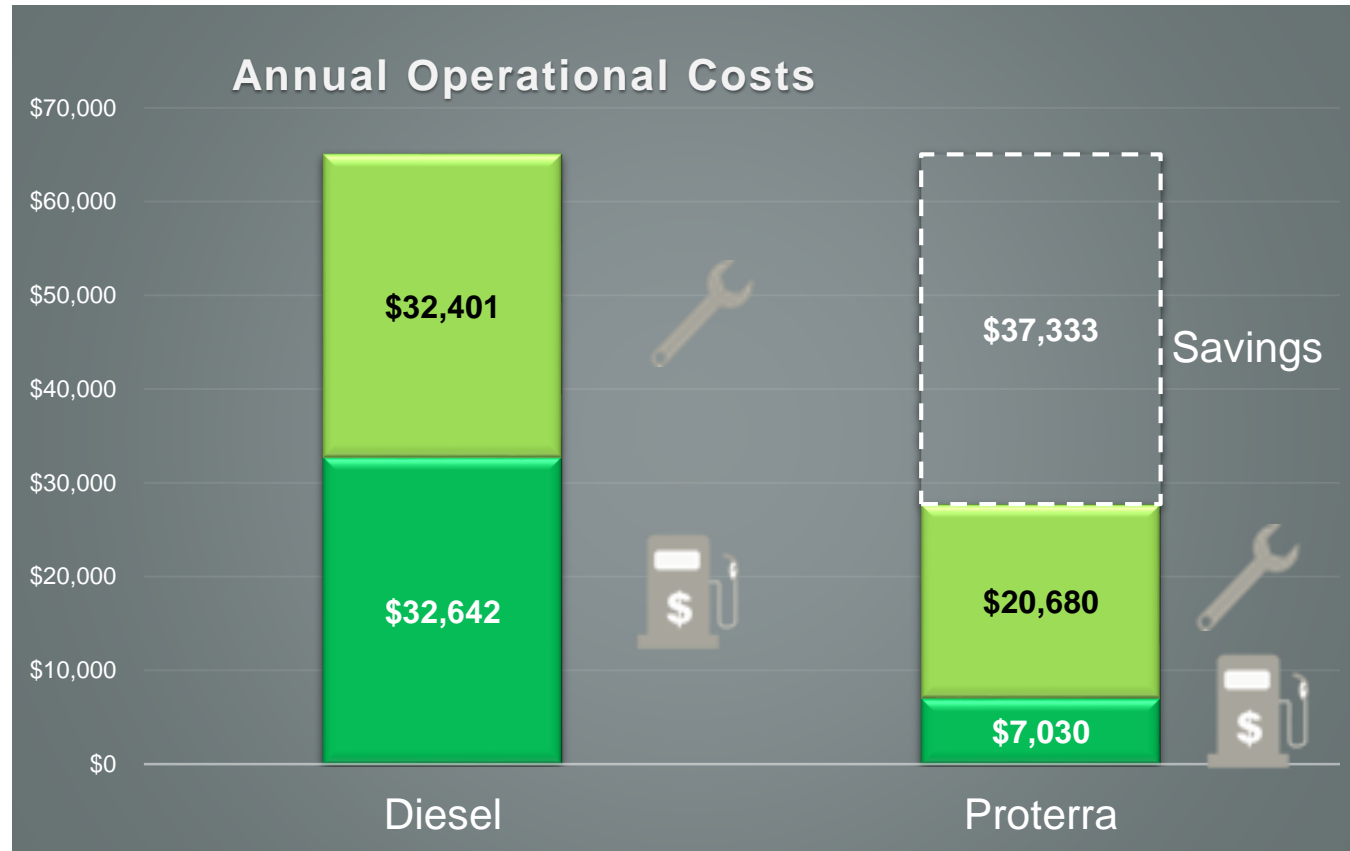




## Proterra Battery Electric Buses



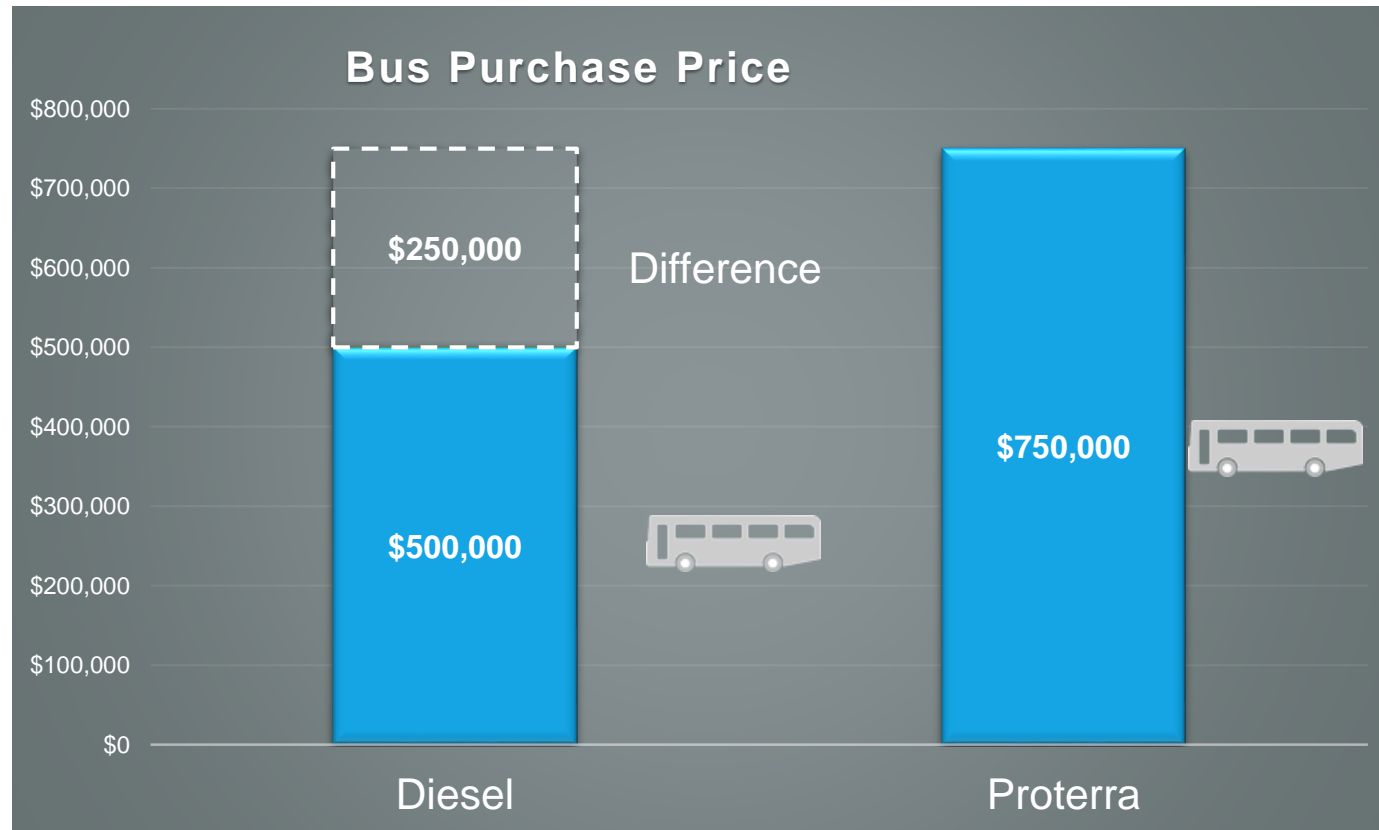
# LOWER OPERATING COSTS



**\$448,000**

# WHAT PREVENTS FULL DEPLOYMENT?

## *High upfront costs*



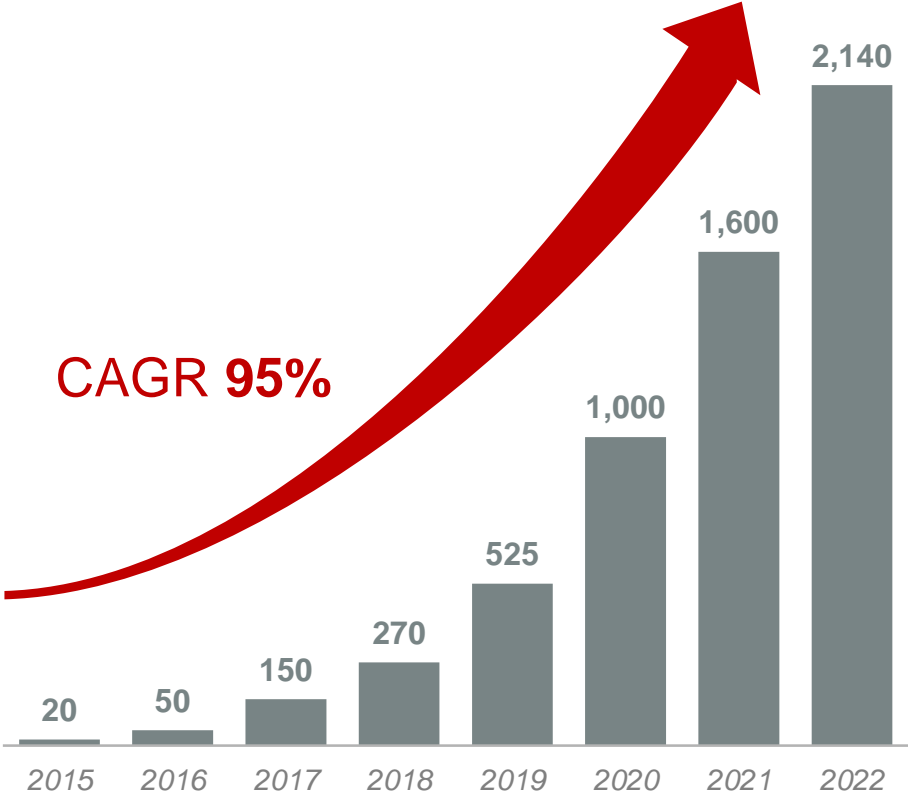


# BATTERY SERVICE AGREEMENTS





## North American Electric Bus Market



Source: Frost & Sullivan, HD Transit Bus Market – Global Analysis, March 2016

# THE TEAM



PROTERRA

- Strong Executive Team
- Solid Financial Backing

TESLA



GM VENTURES



Customers

- Investment grade
- Local governments, universities, and airports

AAA

Battery Service Agreement  
Capital Provider

- Strong customers, proven technology
- Climate impact investment



## 1 Environmental Impact



**1**  
Proterra bus

**REDUCES**

**100,000**  
gallons diesel

**+**

**3 million**  
lbs. CO2

## 2 Battery Service Agreement Impact

**50%** increase in Proterra bus deployment



# OUR CUSTOMERS



290 announced orders from 31 customers

100+ orders not yet announced

*(NOFO page 19450)*

“Applicants must demonstrate . . .how the proposed project will:

(1) Reduce Energy Consumption;

(2) Reduce Harmful Emissions;

(3) Reduce Direct Carbon Emissions”

*Priority of 2017 Low-No is on reducing energy consumption, 2016 Low-No top emphasis was on reducing carbon emissions.*



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