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The Motivation for Battery-Electric Fleets

Environmental Factors  Cost of Ownership  Policy & Regulations
First Target Application: Dedicated, Repeatable Routes

Benefits:

- Reduce noise/air pollution & greenhouse gasses at tailpipe
- Specific regional advantages i.e. taxes, incentives, parking
- Innovative vehicles with sustainable technology
- Improved driver experience and increased driver retention

LOGICAL USE CASE EXAMPLES

- Food & Beverage 130 mi
- Last Mile 45 mi
- Pick up & Delivery 70 mi
- Drayage 50 mi
- Regional 125 mi
Leading the Charge, Gaining Knowledge and Global Production Network to “Electrify” the Future

LEADING THE CHARGE!
Proof of Concept
June 2018
1 eM2
1 eCascadia

GAINING KNOWLEDGE
Co-creation of Innovation Fleet

PUTTING CUSTOMER READINESS TO THE TEST
Customer Experience Fleet to test your readiness for eTrucks

Q4 2018 – Q1 2020
10 eM2
6 eCascadia

SERIES PRODUCTION AND MARKET LEADERSHIP
Viable Customer Solutions

Q2 2020 – Q4 2021
2 eM2

2023 PORTFOLIO EXPANSION
ADDITIONAL OPTIONS, FEATURES AND APPLICATIONS

eM2
eCascadia

June 2018
SOP 2021
Why is the commercial launch not until end of 2021?

**Testing**

We need to accumulate test miles to ensure the product is safe and reliable. We have the largest fleet of electric commercial vehicles on the road globally.

We go through rigorous testing, redesigning and retesting to ensure a safe product – no compromise. This includes designing for side crash impacts, battery emergency shut off, submerging batteries under water and adhering to voluntary safety standards for commercial vehicles. (ISO 26262, MBN123, ECE-R100)

**Safety Standards**

**Reliability**

Having trucks on the road is your business. Reliability in all use cases - not only optimal scenarios – is in our DNA and we are accumulating test miles to ensure all parts are reliable in the long run and all conditions.

**Service Network**

We have the largest network for commercial vehicles in North America. You need to have assurance that your truck will get service and is back on the road quickly. We are working with our dealer network to ensure service readiness.

We have the largest fleet of electric commercial vehicles on the road globally.
Key considerations in your fleet electrification planning

1. **Charging Infrastructure**
   - Which charging infrastructure should I use?
   - What is my utilities lead time to install infrastructure?

2. **Electric Truck**
   - Which routes can I electrify (load, range)?
   - Which depots/warehouses are best suited?

3. **Incentives**
   - What incentives are available to me (purchase/operation)?
   - When do I have a payback?

4. **Maintenance & Operations**
   - Who maintains the truck and where?
THANK YOU.