

DOCKETED

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December 2, 2015

PROTERRA COMPANY OVERVIEW

Presentation to
California Energy Commission



- Founded in 2004
- Offices and manufacturing in CA and SC
- 200 employees, strong executive management team
- Backed by industry-leading VC and corporate investors
- 14 customers; 110 firm orders; 316 contracted options
- 60 vehicles delivered; >1,600,000 service miles
- >5,000,000 pounds of CO2 emissions avoided

All-American Company



Strong Executive Team



Solid Financial Backing



Loyal Customer Base



EXPERIENCED TRANSIT AND TECHNOLOGY LEADERSHIP TEAM



RYAN POPPLE
Chief Executive Officer



CHARLIE PLUMMER
Chief Financial Officer



GARY HORVAT
Chief Technology Officer



MATT HORTON
Vice President
Sales & Marketing



ERIC McCARTHY
Vice President
Government Relations
and General Counsel



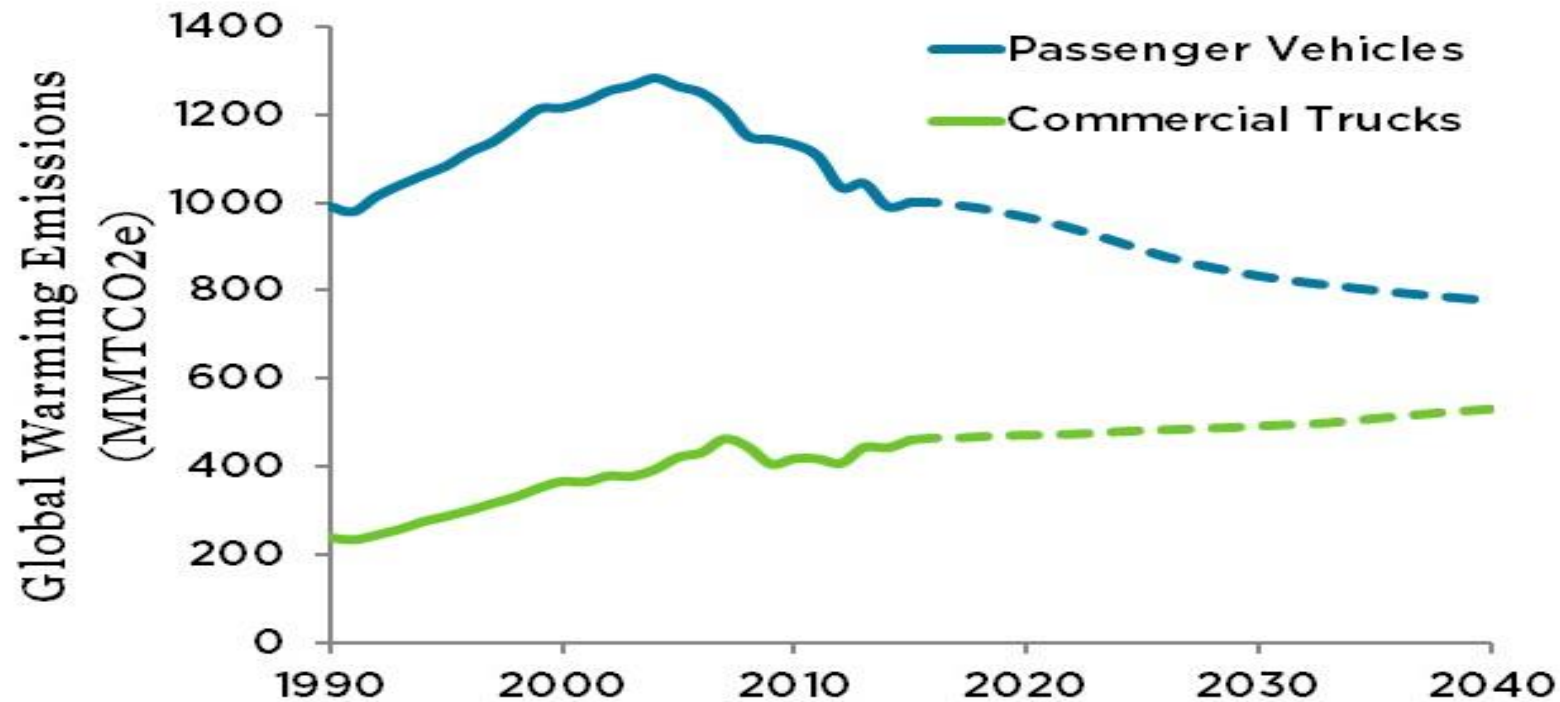
ED LYGHTEL
Director
Manufacturing



SHERI BEBB
Vice President
Human Resources



HEAVY DUTY VEHICLE EMISSIONS MUST BE ADDRESSED

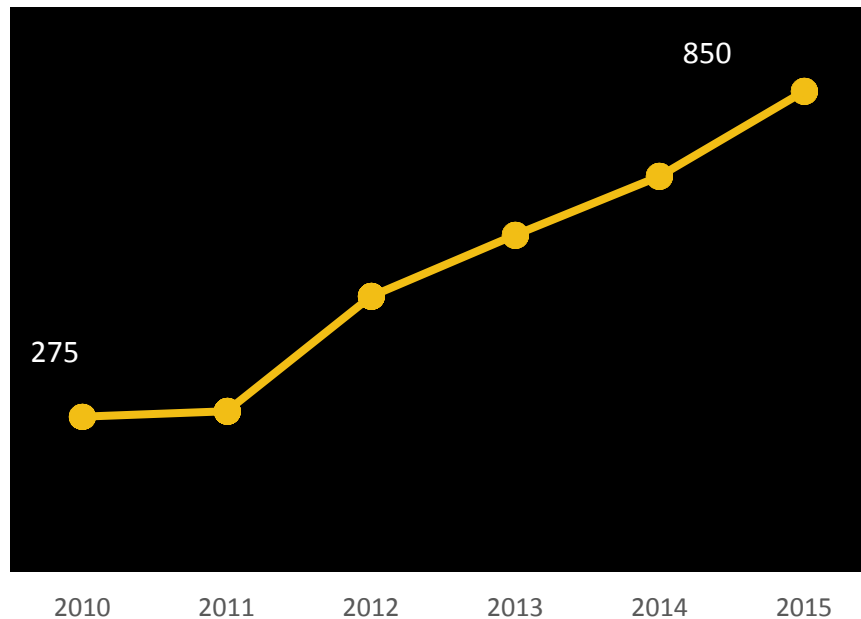


“The biggest reason for the continued increase in emissions from the heavy-duty sector is the simple fact that truck efficiency has remained stuck in the 1970s at about **6 miles per gallon.**”

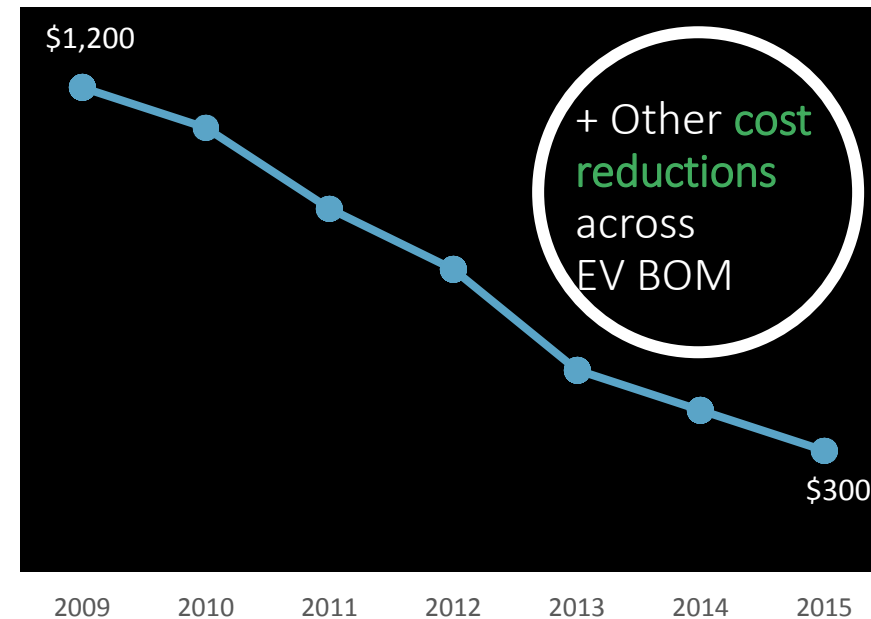
EV ECONOMICS IMPROVING RAPIDLY



U.S. ELECTRIC VEHICLE SALES (000s Units)

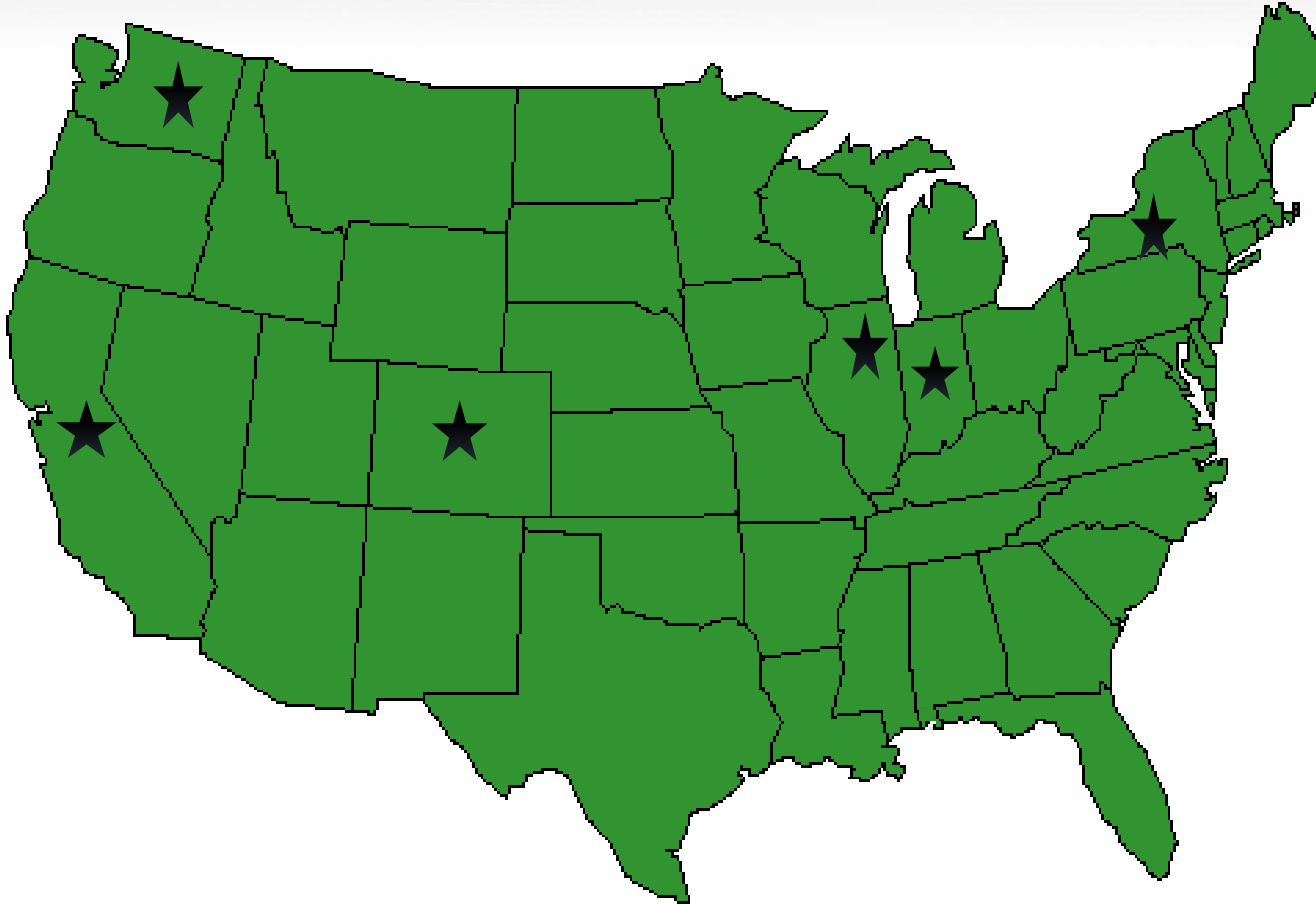


LITHIUM ION BATTERY COST (\$/kWh)



-> Scale in EV is driving down battery and component costs
-> Proterra leverages technology gains of entire EV industry

TRANSIT ELECTRIFICATION DEVELOPMENTS ACROSS THE US



- Washington has draft rules open for comment requiring local governments to purchase ZEB for transit if lifecycle cost \leq Hybrid
- Colorado now funds up to \$35k per vehicle for Class 8 vehicles
- California has moved to a 2015 Battery-Electric focus, and plans to have 100% Zero Emission buses by 2040 or sooner
- Indianapolis E-Bus Rapid Transit plans electrification of its biggest and most traveled corridor
- Chicago's Drive Clean Truck Voucher Program offers \$150k per Proterra bus
- New York's Truck Voucher Incentive Program offers \$60k per Proterra bus

Porterville, CA – Porterville Transit

Stockton, CA - San Joaquin RTD

Duluth, MN - DTA

San Gabriel Valley, CA- Foothill Transit

Seattle, WA – King County Metro

Reno, NV- RTC

San Antonio, TX- VIA

Dallas, TX - DART

Louisville, KY – TARC

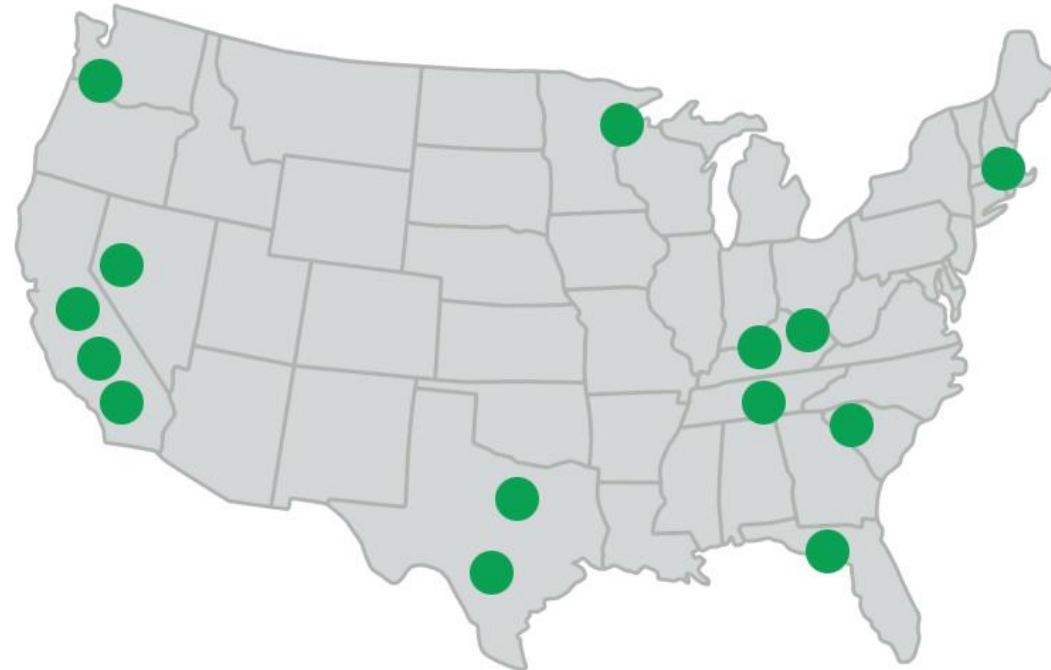
Lexington, KY – LexTran

Nashville, TN – MTA

Tallahassee, FL - StarMetro

Seneca, SC - CatBus

Worcester, MA – WRTA



14 U.S.
CITIES

1.6M MILES
DRIVEN

THE WALL STREET JOURNAL
WSJ.com

June 30, 2015, 7:30 AM ET

Electric Bus Maker Proterra Rides On With \$55 Million

Proterra Joins the San Francisco Bay Area's Highly Touted Transportation and Tech Hubs

Establishing Silicon Valley Headquarters to Service Growing Demand for Electric Buses in California
PR Newswire, October 5, 2015

Proterra Unveils 'Nimble' 35-Foot Bus

October 7, 2015 in [Companies](#), [Electric Drive](#), [EVs](#) by [Rich Piellisch](#) | [No Comments](#)

***Opens Northern California Headquarters South of San Francisco
And Announces DART in Texas as the Lead Customer for 35-Footer***

Proterra celebrated the opening of its new Northern California headquarters yesterday evening, and unveiled a new, "nimble" 35-foot Catalyst bus to complement its standard 40-foot offering.

Proterra's Diesel-Killing Electric Buses Are Killing It

([CleanTechnica Exclusive Interview](#))

October 5th, 2015 by [Tina Casey](#)



MANUFACTURING OVERVIEW



- **Produce ZERO emission vehicles or vehicle components in CA**
- **Expand alternative fuel vehicle manufacturing in CA**
- **Reduce GHG emissions**
- **Reduce petroleum usage**
- **Provide economic and job benefits**

PROTERRA GREENVILLE PLANT OPERATIONS



PROTERRA GREENVILLE PLANT OPERATIONS



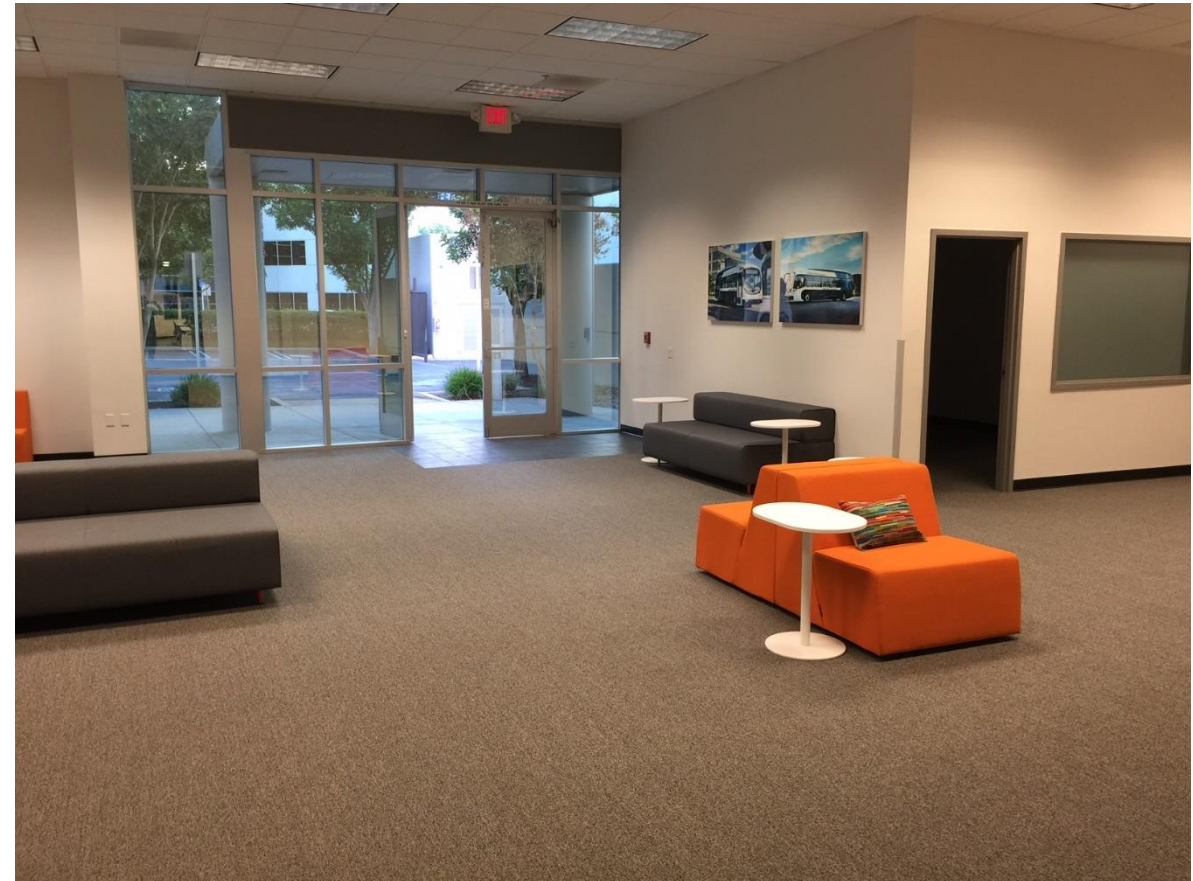
PROTERRA'S SOUTHERN CALIFORNIA EXPANSION



- Located on South Cheryl Lane, City of Industry (previously occupied by Graybar)
- 157,500 square feet - including offices, manufacturing, service and warehouse space
- Proterra signed the lease in May 2015 and took occupancy in September 2015

Proterra facility City of Industry





Proterra Composite Body Mold







Proterra Composite Body Section



- Choice of location/facility is very important in getting a project off the ground
- If you have not successfully completed the type of project that, you are undertaking, find someone who has
- Take advantage of all available resources internal & external
- Everything that you do will take longer than you originally planned

- Make sure you have more funding than you originally projected
- Despite having a plan/budget be ready to adjust quickly and decisively
- When possible remove barriers to product acceptance
- Keep your grant partner informed and communicate often and early

PROTERRA CONTACT INFORMATION

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