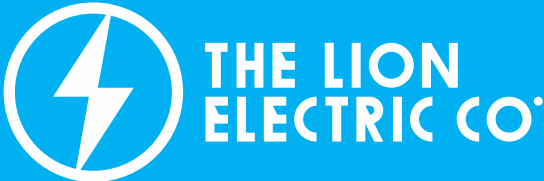


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Project Title:	Transportation
TN #:	233035-1
Document Title:	Session 2 Medium and Heavy-Duty ZEVs, Moving Goods Wednesday, May 20, 2020 ~ 200 PM Remote access only
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Momentum

CALIFORNIA LEADERSHIP WITH GRANTS – INCENTIVES – REGULATIONS

- INITIATIVES WORKING
- PRICES FOR HD ZEV ARE DROPPING
- RANGE/PERFORMANCE INCREASING
- MORE COMPETITION
- MORE ZEV FOCUSED OEMS EMERGING
- INCREASED NUMBER OF PLATFORMS
- MANUFACTURING CAPACITY IS UP
- JOBS TO CALIFORNIA



Opportunities

CHALLENGES AND SOLUTIONS

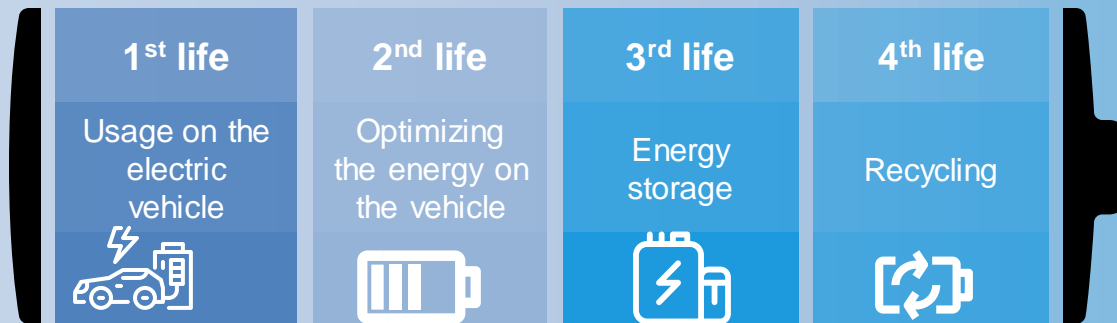
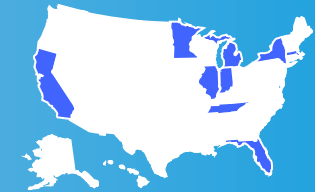
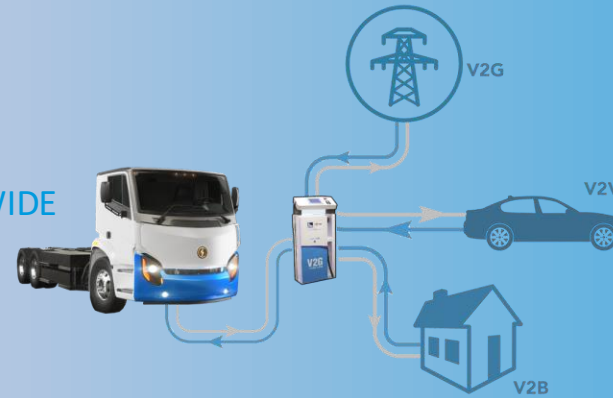
- COVID-19 ECONOMIC RECOVERY ALIGNS WITH ZERO EMISSION DEPLOYMENT
- INFRASTRUCTURE CHALLENGES
- EDUCATION
- ACCELERATED FUNDING MODEL AND VOLUME DEPLOYMENT
- CLEAN MOBILITY GRANTS



Looking Forward

ZERO EMISSION TRANSPORTATION FUTURE

- STATE-WIDE JOB GROWTH
- PILOTS HAVE BECOME LARGER SCALE DEPLOYMENTS
- CALIFORNIA'S LEADERSHIP IS AFFECTING CHANGE NATIONWIDE
- V2G
- MULTIPLE LIFE BATTERY USE
- IMPROVED BOOK LIFE AT END OF USEFUL LIFE CYCLE
- CREATIVE FINANCE AND LEASE OPTIONS



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Thank You

