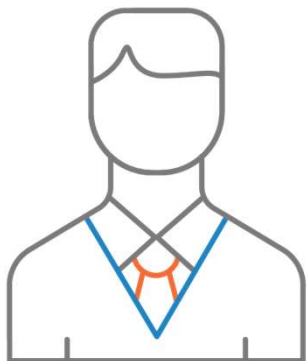


MOTIV POWER SYSTEMS

Your vehicle, only electric



Why go Electric?



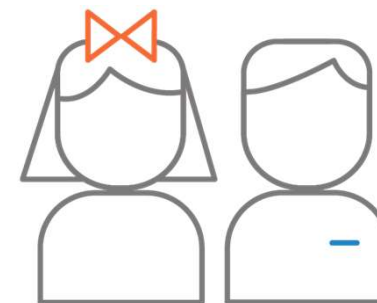
For Fleet Managers

- Up to 85% O&M savings
- Local customer support
- Compliant with new regulations
- Real time data tracking



For Drivers

- Free driver training
- Comfortable and responsive
- No more fuel stops or idling
- Configurable regenerative braking



For Riders

- Healthier for communities
- Cleaner for the environment
- Comfortable, no vibrations
- No noise for quieter rides

Why go Electric?

- When switching to **ALL-ELECTRIC**, you not only save the environment, but you also save on recurring fuel, maintenance, and operation costs.



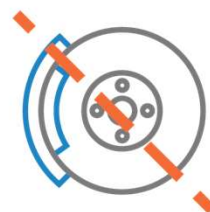
ELIMINATE
GASOLINE



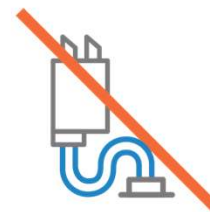
ELIMINATE
TRANSMISSION SERVICING



ELIMINATE
OIL CHANGES



REDUCE
BRAKE WEAR



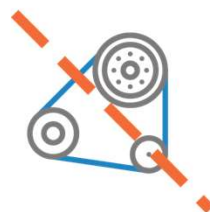
ELIMINATE
EXHAUST COMPONENTS



ELIMINATE
EMISSIONS TESTING



ELIMINATE
AIR FILTERS

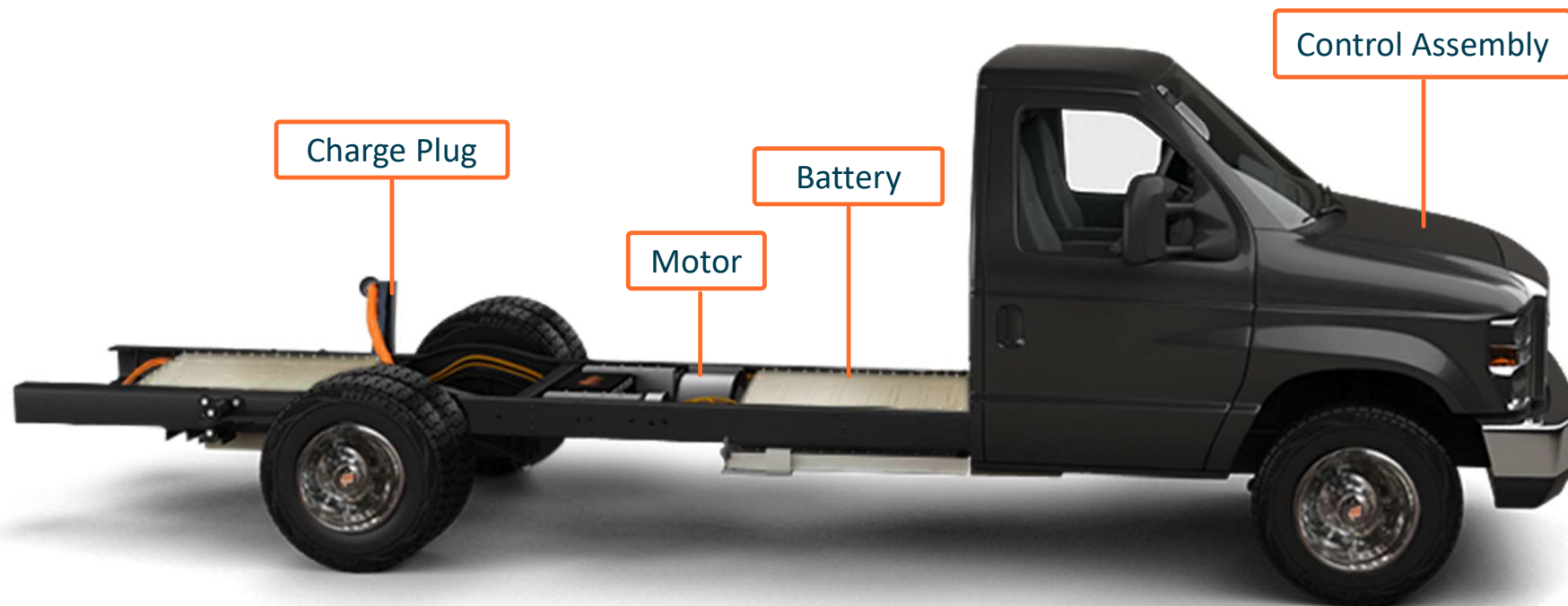


REDUCE
BELTS



ELIMINATE
VACUUM LINES

Motiv's EPIC E-450



Proudly Engineered & Assembled in the USA



Motiv Locations:

- San Mateo, CA: Headquarters
- Hayward, CA: Power electronics assembly
- Stockton, CA – PDI and Service Center
- Detroit, MI (coming soon): Midwest engineering center

Chassis Electrification Plants:

Indiana and Michigan

Industry-Leading Truck & Bus Partners:

Indiana, Kansas, Michigan, New York, Wisconsin, Iowa, and California



Range

Real-world range may be 75 to 125% of Motiv's published range guidelines

Range varies primarily due to the following:

- HVAC usage
- Route profile (stop and go neighborhood routes vs highway)
- Driver behavior (regen, acceleration etc)

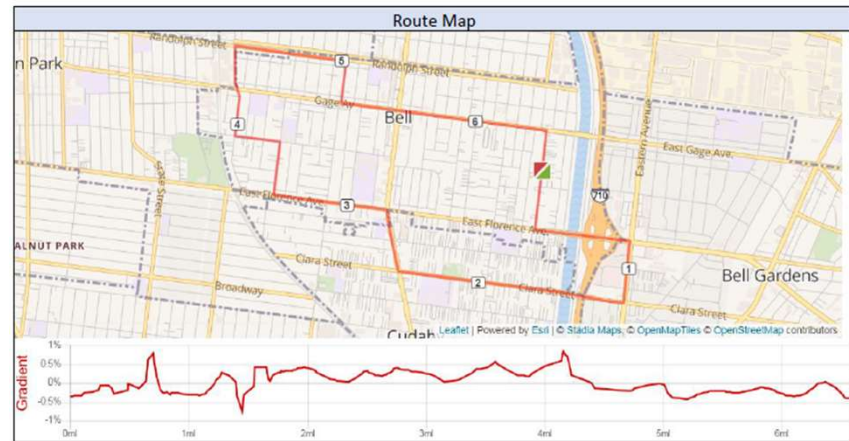


Motiv provides free driver training upon deployment to help maximize range, improve fleet efficiency, and promote driver satisfaction



Range: Route Analysis Available

- Real world range varies based on driver behavior, route profile, and HVAC usage
- Motiv offers complimentary review of your exact routes and usage to confirm if EVs are suitable work for your routes
- Motiv provides continues support after deployment to ensure driver and operator satisfaction



Shift Time		45 Mile Trip			
Start	09:00	Miles Travelled	45	Available Range	60
End	12:00	Time Charged (min)		State of Charge	58%

Shift Time		90 Minute Charge			
Start	12:00	Miles Travelled		Available Range	82
End	13:30	Time Charged (min)	90	State of Charge	78%

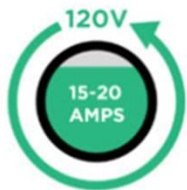
Shift Time		45 Mile Trip			
Start	13:30	Miles Travelled	45	Available Range	37
End	16:30	Time Charged (min)		State of Charge	35%

Shift Time		360 Minute Charge			
Start	16:30	Miles Travelled		Available Range	105
End	22:30	Time Charged (min)	360	State of Charge	100%



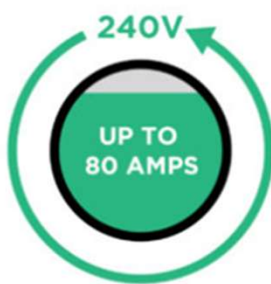
Charging Levels

Level 1



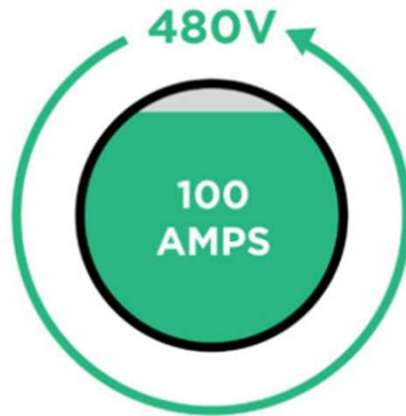
1.44kW to
1.92kW

Level 2



3.1kW to
19.2kW

Level 3



50+ kW

Level 1 Charging

- Insufficient for electric trucks or buses

Level 2 Charging (~6 – 7 kW)

- Sufficient for passenger cars, but not trucks or buses

High Power Level 2 Charging (up to 19.2 kW)

- Good balance between charging speed and cost for **MEDIUM** size buses and trucks

Level 3 (DC Fast Charging)

- Ideal for **FULL** size transit buses and Class 8 trucks. Cost prohibitive for most **MEDIUM** duty applications

Charging Connectors

- **Level 2 Charging:**
J1772-2009 (AKA J-plug) connector. Our onboard charger currently accepts and distributes up to **15kW** input power from charge station.
- **Level 3 (DC Fast) charging:**
CCS1 “combo” connector and can accept & distribute **50kW** straight to the vehicle’s battery packs!



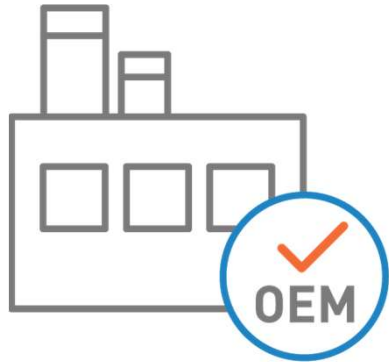


Case Study: Mountain View / Google Community Shuttles

- Built on EPIC E-450 with 127kWh
- 4 deployed in 2015, 2 more in 2016
- 13 mile loop, 30 stops, 5-6 routes per day per vehicle, 65-85 miles per day
- >400,000 miles, >18,000 routes, >700,000 passengers
- **Extremely positive feedback from Mountain View residents, continue to use buses beyond designed project life**

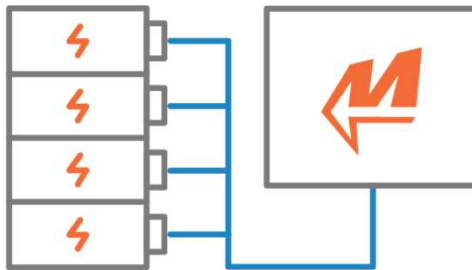


Why Motiv?



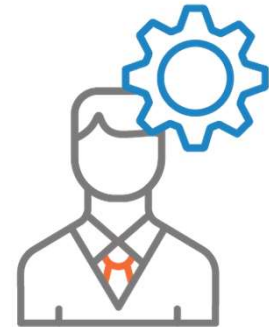
OEM Approved

- Ford eQVM approved electric chassis - to ensure robust design, reliability, and warranty coverage
- Final stage vehicle built by industry leading bus and truck builders in high-volume production plants



Proven Batteries

- Commercially proven battery packs – with significant R&D behind them to ensure quality and reliability, and built in high-volume automated production facilities
- Current partners BMW and FZSONICK both have millions of real world miles of experience



Customer Support

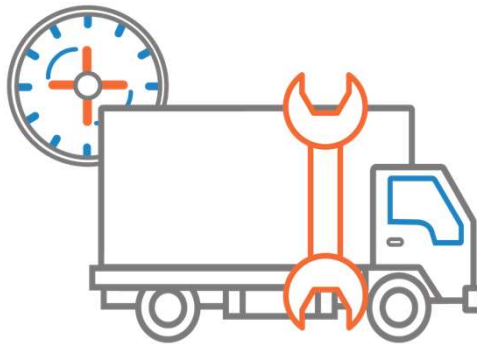
- Strong pre-sales project planning support – incentives, charging infrastructure and more
- Dedicated team of highly trained field technicians at your service to ensure post-deployment success

Your Pathway to Electrification



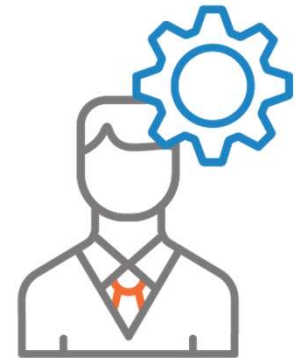
Project Planning

- Review routes: range, route profile, and HVAC usage
- Check for eligible funding programs
- Review charging infrastructure needs
- Total Cost of Ownership analysis
- Evaluate vehicle options – focus on technology maturity, local presence and customer support infrastructure



Project Execution

- Ensure charging infrastructure is installed and powered before vehicle deliveries
- Formal driver and mechanic training
- High touch Customer Service to ensure a seamless deployment
- Usage reports detailing uptime, utilization and daily mileage/range
- Driver training refreshers as needed

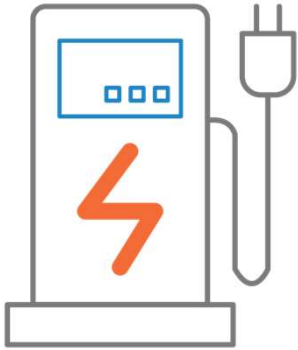


Customer Support

- One of our Core Values: **Customer Support** extends all the way from pre sales to after sales
- Dedicated team of highly trained field technicians at your service to ensure post-deployment success



Committed to Your Success



Securing Charging Infrastructure

We can help assess your current electrical infrastructure, make recommendations, and assist with implementation

Helping customers prepare for charging infrastructure ensures a smooth and successful deployment



Driver Training

Free driver training is provided at deployment to help maximize range, improve fleet efficiency, and promote driver satisfaction



Navigating Subsidy Landscape

New funding programs that can offer significant financial benefits are available throughout North America

We can help determine which programs you qualify for and assist with the application process

Our Sales & Marketing Team



Isaac Stratfold
Sales Application
Engineer



John Felts
NorCal & NW
Sales Rep



Kash Sethi
VP, Sales



Joanna Hamblin
Sr. Marketing Manager



Shyam Nagrani
Sr. Advisor,
Industry Relations



Jillian Solomon
Grants & Incentives
Funding Specialist



Kathryn Churchill
Sr. Marketing Associate



Feroza Stegmann
Sales Operations
Manager



Andrew Bish
SoCal & SW Sales Rep



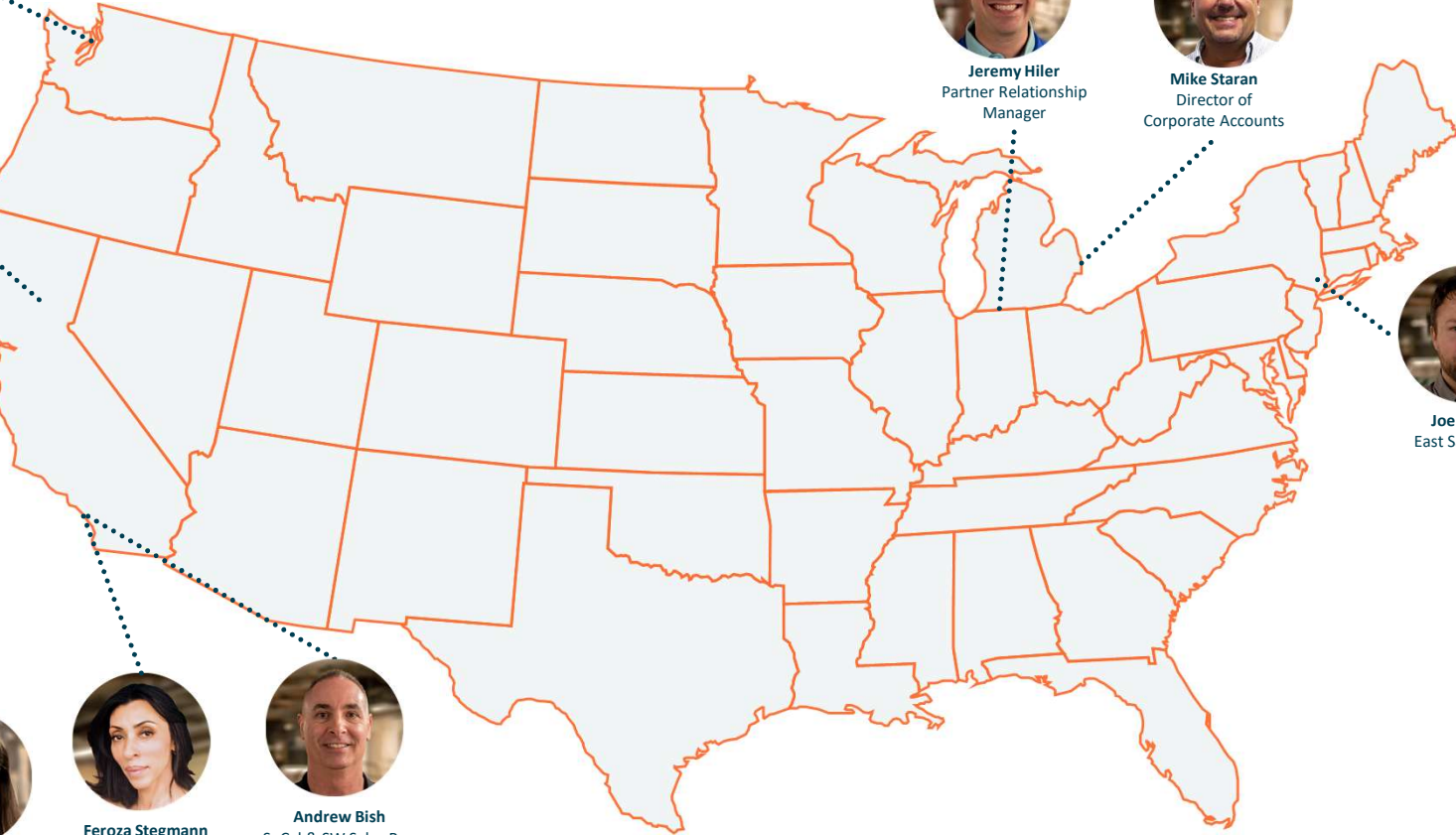
Jeremy Hiller
Partner Relationship
Manager



Mike Staran
Director of
Corporate Accounts



Joe Gwin
East Sales Rep



Our Customer Support Team

We are committed to your success!

- **12 full time Field Techs**
- Complimentary training with every deployment:
Driver Training, Maintenance Training
- High touchpoint first month after deployment
- Same day or next day onsite support
- Our fleets are operating at >97% uptime!



Tony
Director of Support



Uriel
Sr. Field Tech (NorCal)



Zechariah
Sr. Field Tech (NorCal)



Hammie
Data Analyst



Jose
Field Tech (NorCal)



Frank
Field Tech (NorCal)



Ray
Field Tech (Sac)



Jordan
Field Tech (Sac)



Jacob
Field Tech (SoCal)



Jet
Field Tech (SoCal)



Christian
Field Tech (SoCal)



Thomas
Field Tech (NYC)



Shuttle Buses



- Founded in 1953, located in Imlay City, MI, employs over 300 people today
- Purchased by Forest River in May of 2020
- Utilizes over 194,000 square feet of manufacturing space to produce more than 1,500 buses per year
- Champion is one of the largest custom commercial bus manufacturers of small to mid-size buses in the industry. Champion was also the first bus manufacturer ever to become Ford QVM certified

OEM PLATFORM	Ford E-450
MAX GVWR	14,500 lbs
OVERALL LENGTH	23 or 26 feet
BATTERY SYSTEM	127 kWh BMW Lithium-Ion
RANGE	105 miles
GRADEABILITY	17%
MAX SPEED	65 mph
LEVEL 2 AC CHARGING	15 kW / J1772
LEVEL 3 DC FAST CHARGING	50 kW / CCS



Thank You



Joe Gwin

Sales Representative

Eastern USA

Motiv Power Systems

joe.gwin@motivps.com

