

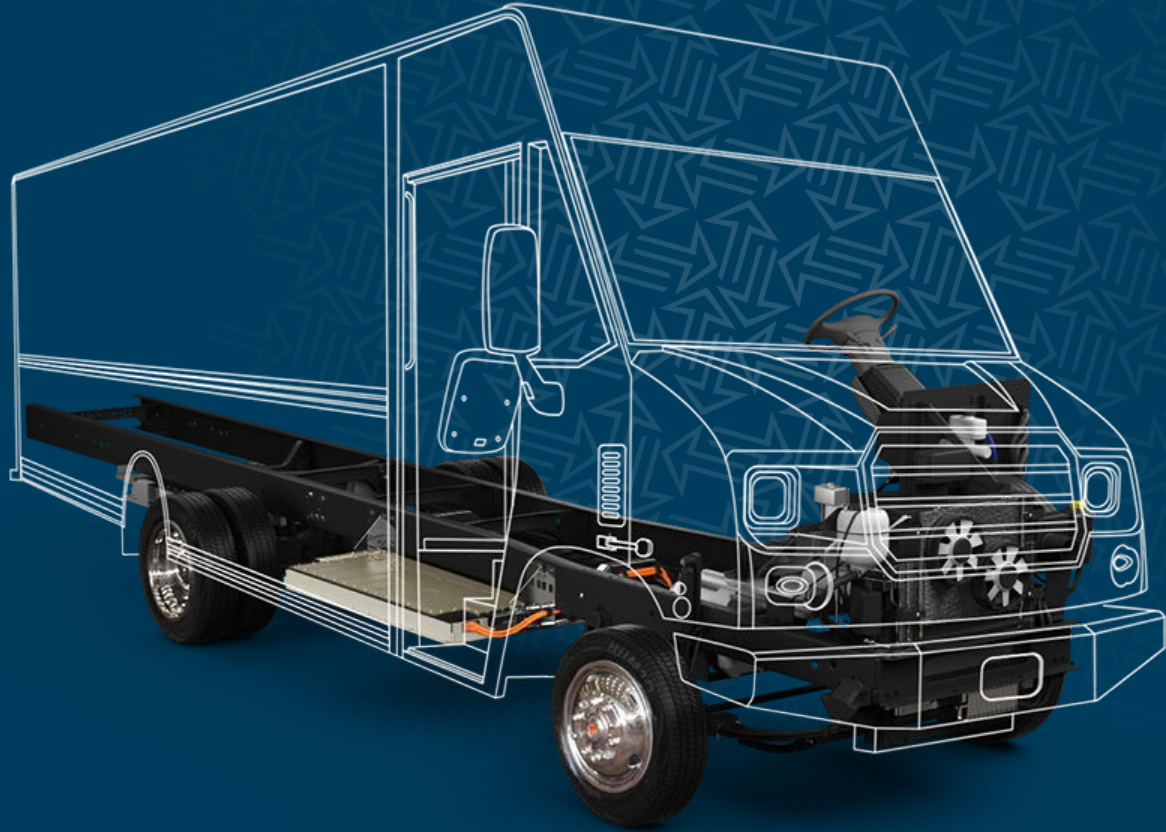


Overview

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ELECTRIFICATION IS TRANSFORMING THE WORKING WORLD

MOTIV POWER SYSTEMS

YOUR PATHWAY TO ELECTRIFICATION

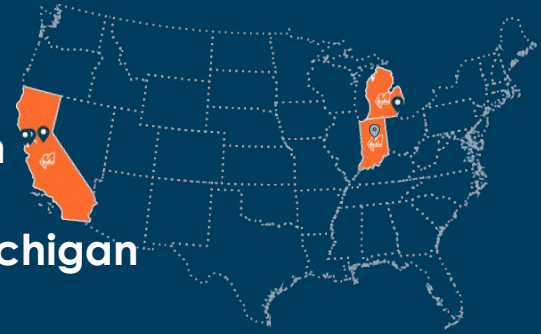


OEM-APPROVED

Class 4-6 all-electric chassis built with commercially-proven components

USA OPERATIONS

Corporate HQ plus 2 locations in California, with chassis electrification in Indiana and Michigan



#1 PARTNERS

Final Stage vehicle manufacturing by US based industry-leading truck & bus builders



5TH GEN TECH

Mature and proven technology featured in >120 vehicles with >1.2 million miles in the USA

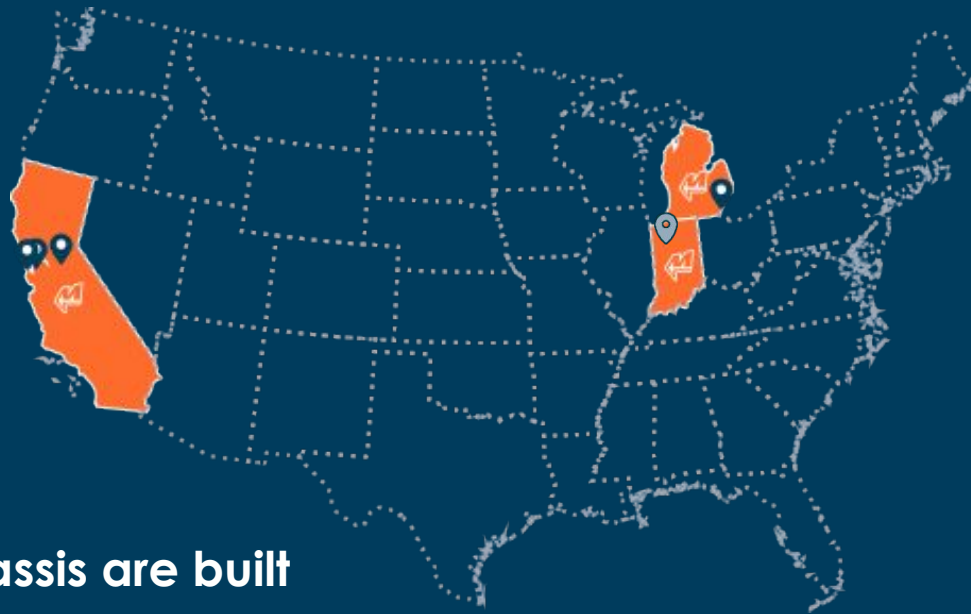


HOW MOTIV IS FREEING FLEETS FROM FOSSIL FUELS

Motiv is a sustainable energy technology company, delivering all-electric chassis for a wide variety of medium duty vehicle applications. We utilize our proprietary AdaptEV software, patented power electronics, and industry-leading truck and bus body partners for the commercial EV market.



Motiv's proprietary all-electric chassis are built with commercially-proven components and industry-leading truck and bus body parts.



- HQ in Foster City
- Electronics plant in Hayward
- Pre-delivery and service center in Stockton
- Applications center to be opened near Detroit
- Chassis electrification in Indiana and Michigan

MEETING EV NEEDS FOR MEDIUM DUTY TRUCK & BUS FLEETS



PASSENGER CARS
high-volume/model
low configurability



MEDIUM DUTY
low-volume/model
high configurability



CLASS 8 / HEAVY DUTY
medium-volume/model
low configurability



E-450 CHASSIS
(Class 4)



Step Van



Box Truck



Work Truck



Shuttle Bus



**Type A
School Bus**



F-59 CHASSIS
(Class 5-6)



Step Van



Specialty Vehicle



F-53 CHASSIS
(Class 6)



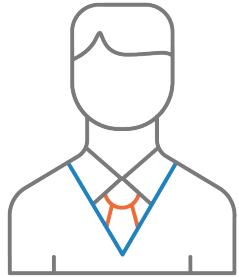
Specialty Vehicle



Trolley



WHY GO ELECTRIC?



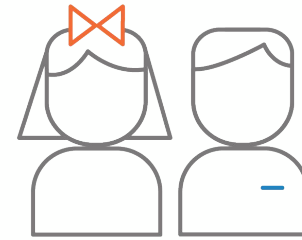
FOR FLEET MANAGERS

- 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

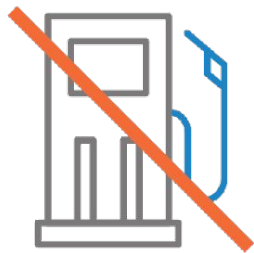


FOR RIDERS

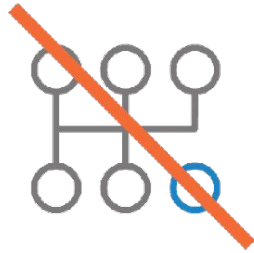
- Healthier for communities
- Cleaner for the environment
- Comfortable, no vibrations
- No noise for quieter rides

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.



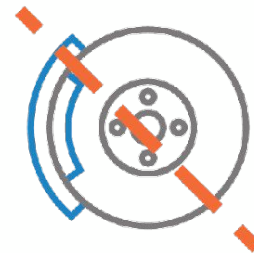
ELIMINATE
GASOLINE



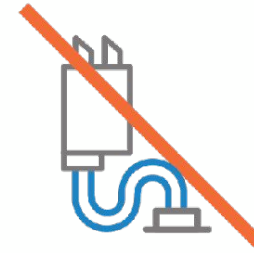
ELIMINATE
TRANSMISSION SERVICING



ELIMINATE
OIL CHANGES



REDUCE
BRAKE WEAR



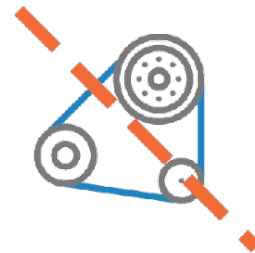
ELIMINATE
EXHAUST COMPONENTS



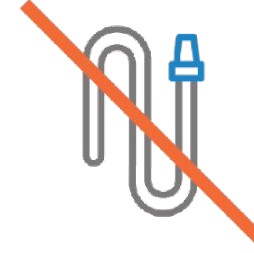
ELIMINATE
EMISSIONS TESTING



ELIMINATE
AIR FILTERS



REDUCE
BELTS



ELIMINATE
VACUUM LINES

WHY MOTIV: YOUR PATHWAY TO ELECTRIFICATION



Highest-Touch Customer Support

Dedicated team of highly trained field technicians at your service to ensure post-deployment success



Field-Proven Reliability

1.3 M real-world miles with 98% uptime across diverse medium-duty truck and bus applications deployed in North America



Complete Energy Solution

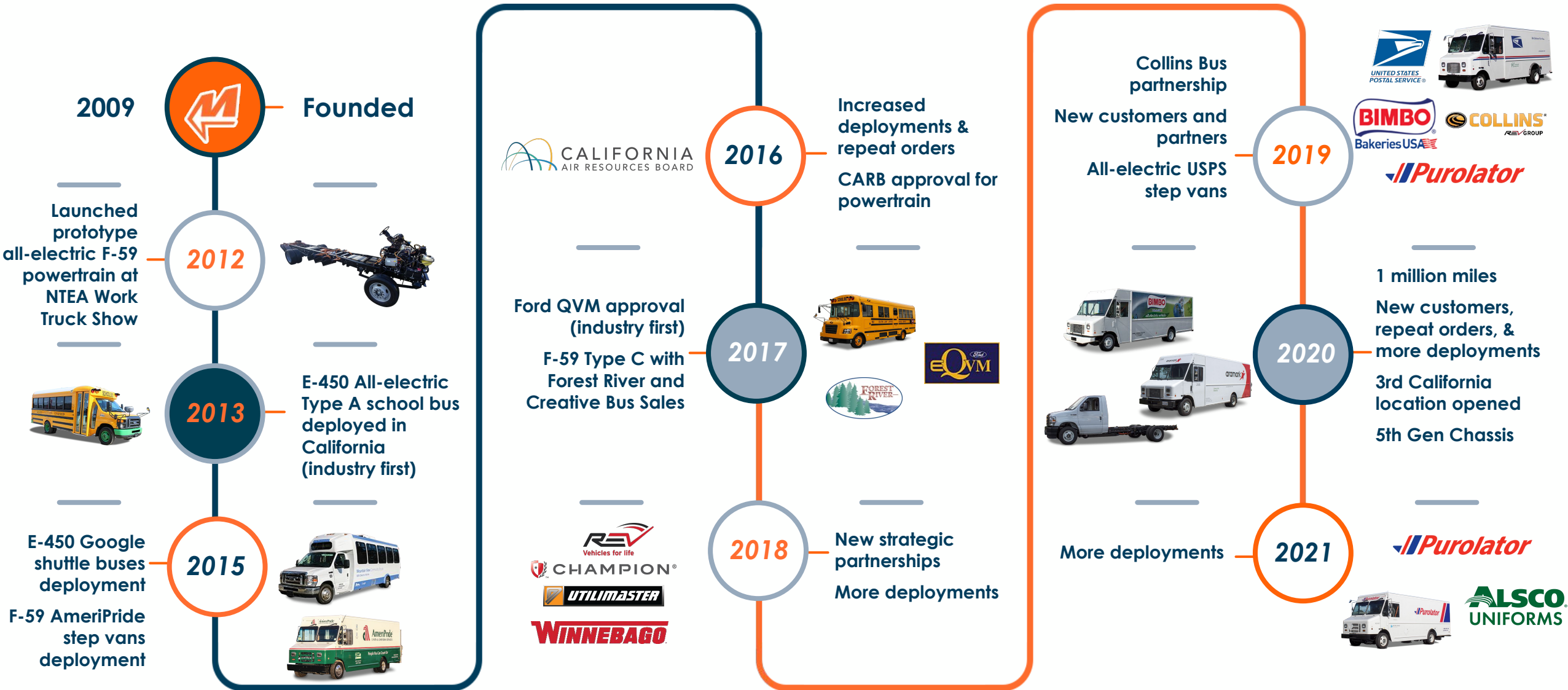
Electrification beyond vehicles, including charge stations, turnkey installation, unified data, and cloud management, building an entire solution for the depot of the future



COMMITTED TO YOUR SUCCESS



HISTORY – TECHNOLOGY DEVELOPMENT



OUR LEADERSHIP TEAM

SILICON VALLEY TECH + MIDWEST AUTOMOTIVE EXPERTS



MATT O'LEARY
CHAIRMAN & CEO
38+ yrs Ford Inc,
commercial vehicle
division



JIM CASTELAZ
CTO & FOUNDER
Industry thought leader



**PRASAD
RAMAKRISHNAN**
COO
19+ yrs Ford Inc, GE



KRISTEN MAGNUSON
CFO
Experienced tech
company CFO



GARY SCHMIDT
SR. VP, SALES/MKTG
20+ yrs telematics and
fleet solutions
Prior: Zonar Systems



KARL MURPHY
VP, MANUFACTURING
30+ yrs automotive
Prior: Leggett & Platt,
Pangeo, Ford



RITESH MEHTA
VP, ENGINEERING
Prior: Engineering
Leader at Siemens



MIKE STARAN
**DIRECTOR OF
CORPORATE ACCOUNTS**
Prior: Magna, Enova,
Phoenix Motorcars



TONY LUNA
**DIRECTOR OF
SUPPORT**
Prior: Dow
Chemical



ERNIE MARQUEZ
**DIRECTOR OF
SUPPLY CHAIN**
Prior: Cummins,
truck electronics



SHVETA MANGAL
**DIRECTOR OF
OPERATIONS**
Prior: Caterpillar



SANJAY PATEL
**DIRECTOR OF
APPLICATION
ENGINEERING**
20+ yrs automotive
Prior: Ford, Delphi



MABEL FENG
**DIRECTOR OF
PRODUCT
MANAGEMENT**
Prior: NRG



STEVE VU
**DIRECTOR OF
QUALITY**
Prior: AEye,
Inc., Tascent,
Inc., KLA Corp.



**JOANNA
HAMBLIN**
**SR. MARKETING
MANAGER**
Prior: FreeWire, PSL,
Gridco Systems

OUR SALES & MARKETING TEAM



Gary Schmidt
Sr. VP,
Sales & Marketing



Mike Staran
Interim VP
of Sales & Marketing



Joanna Hamblin
Sr. Marketing Manager



Nader Abumuilish
Key Accounts Manager



Jeremy Hiler
Partner Relationship Manager
Eastern Regional Manager



Feroza Stegmann
Sales Operations
Manager



John Felts
Northwestern
Regional Manager



Andrew Bish
Southwestern
Regional Manager



Shyam Nagrani
Sr. Advisor,
Industry Relations



Tim Hill
Sales & Grants
Administrator



Jacob Panachaveetil
Sales Applications
Engineer



Kathryn Churchill
Sr. Marketing Associate



ELECTRIC POWERED INTELLIGENT CHASSIS (EPIC)



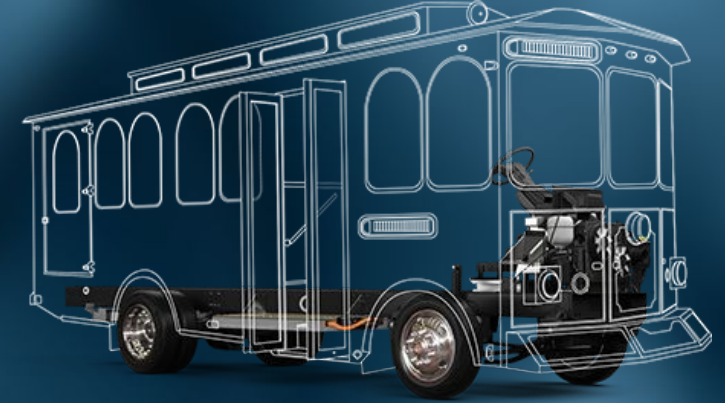
EPIC E-450

- 14,500 lbs GVWR
- 127 kWh
- 80 - 120 real-world miles



EPIC F-59

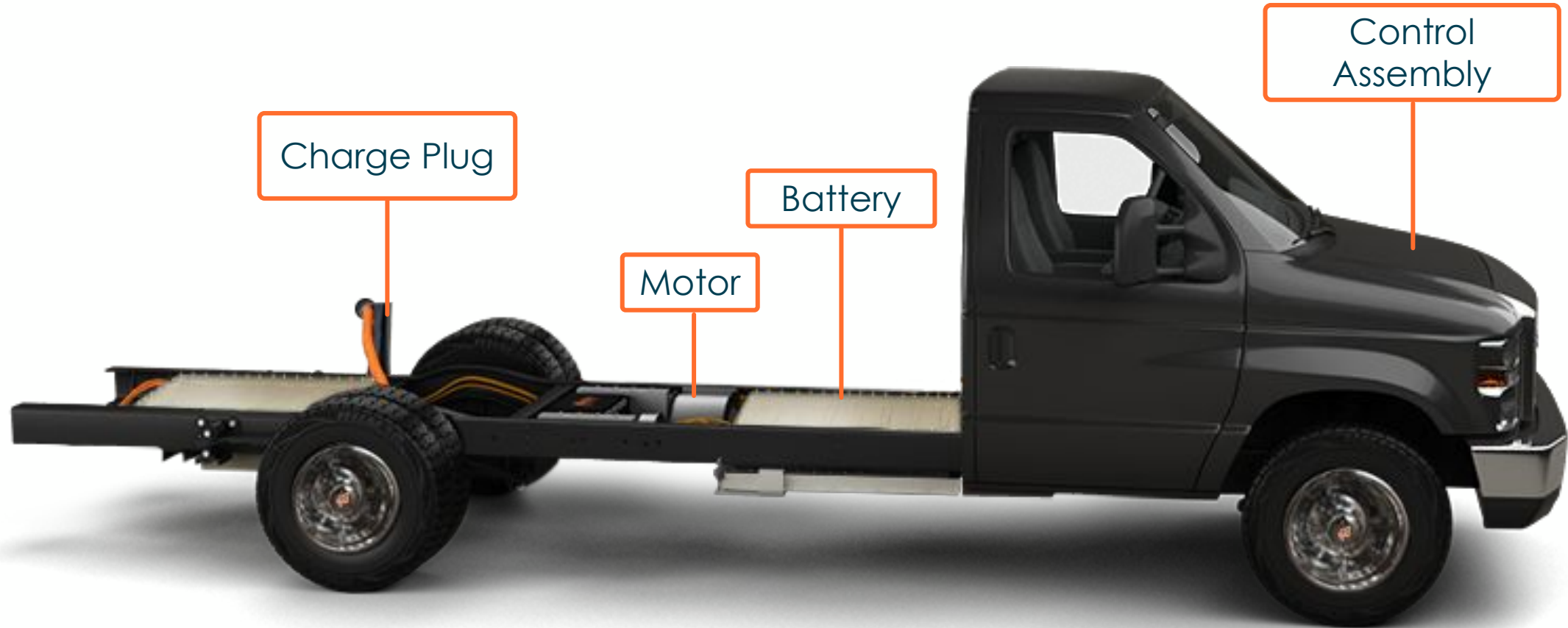
- 22,000 lbs GVWR
- 106 or 127 kWh
- 60 - 120 real-world miles



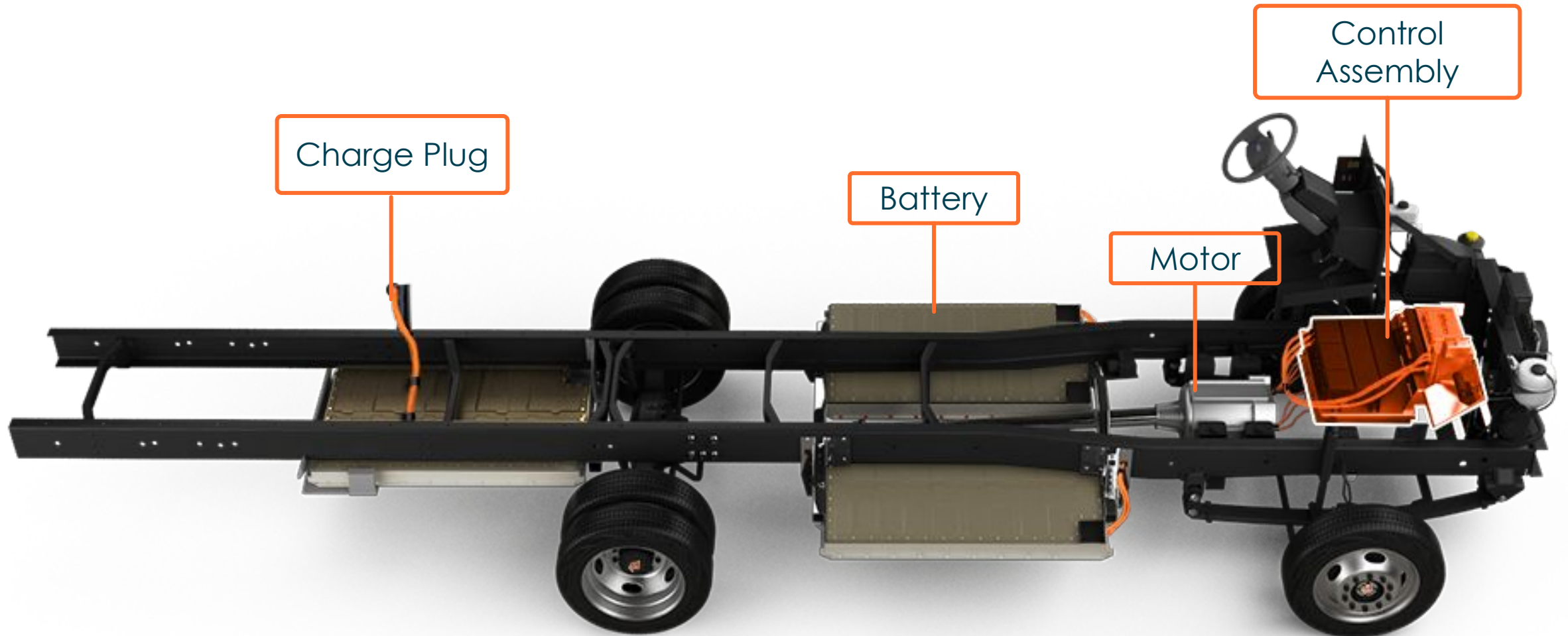
EPIC F-53

- 26,000 lbs GVWR
- 127 kWh
- 80 - 120 real-world miles

MOTIV'S EPIC E-450



MOTIV'S EPIC F-59



VEHICLE APPLICATIONS AND BODY PARTNERS

EPIC E-450 Class 4



EPIC F-59 Class 5/6



EPIC F-53 Class 6



PROUDLY ENGINEERED & ASSEMBLED IN THE USA



Motiv Locations:

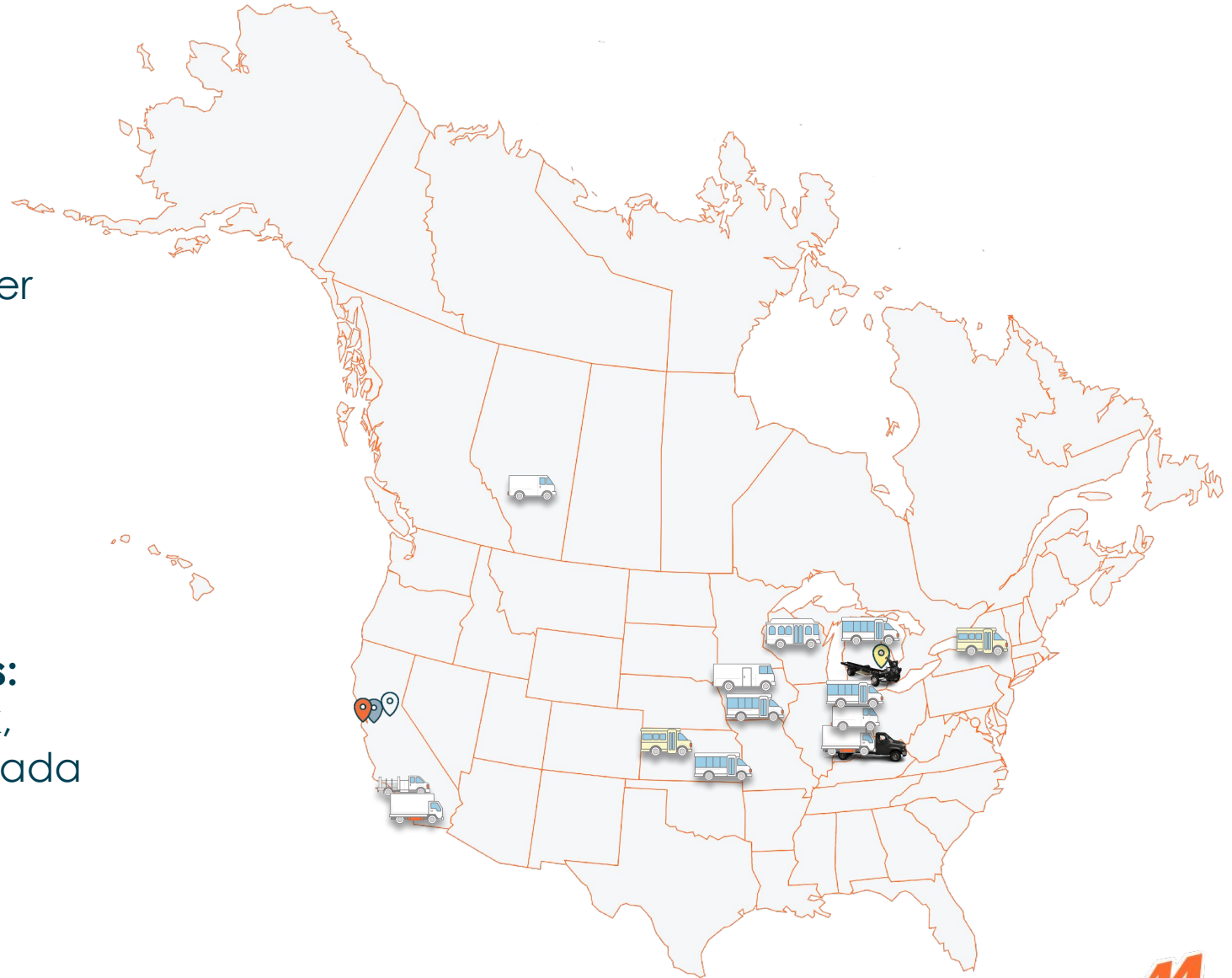
- 📍 San Mateo, CA: Headquarters
- 📍 Hayward, CA: Power electronics assembly
- 📍 Stockton, CA – PDI and Service Center
- 📍 Detroit, MI (coming soon): Midwest engineering center

Chassis Electrification Plants:

Indiana and Michigan

Industry-Leading Truck & Bus Partners:

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



OUR CUSTOMER SUPPORT TEAM

**WE ARE COMMITTED
TO YOUR SUCCESS!**

- **11 full time Field Techs**

- Complimentary training with every deployment:
Driver Training, Maintenance Training
- High-touch first month after deployment
- Same day or next day onsite support
- Our fleets are operating at >98% uptime!



DIRECTOR OF SUPPORT



**CUSTOMER SUPPORT
MANAGER**



DATA ANALYST



**FIELD TECH
(NORCAL)**



**FIELD TECH
(NORCAL)**



**FIELD TECH
(SAC)**



**FIELD TECH
(SAC)**



**FIELD TECH
(SOCAL)**



**FIELD TECH
(SOCAL)**



**FIELD TECH
(NEW YORK)**



**FIELD TECH
(CANADA)**

CASE STUDIES



ARAMARK/AMERIPRIDE

- 31 step vans deployed across 5 depots
- > 390,000 miles, > 98% uptime
- 50 additional trucks ordered in 2020



GOOGLE/MOUNTAIN VIEW

- 6 shuttles deployed in 2015-16
- > 515,000 miles, high customer satisfaction even though early generation deployment



TYPE A SCHOOL BUSES

- 22 buses deployed across school districts in CA, CT, AZ, and NY
- > 140,000 miles, > 97% uptime



TYPE C SCHOOL BUSES

- 21 buses deployed across 12 school districts across CA
- > 115,000 miles, > 97% uptime



BIMBO BAKERIES

- 5 step vans deployed in 2019-20
- > 27,000 miles, 100% uptime
- 23 trucks currently in production, and 100 trucks ordered for 2021 deployments



USPS

- 7 step vans deployed in 2019
- > 39,000 miles, > 99% uptime



Case Study

MOUNTAIN VIEW/ GOOGLE COMMUNITY SHUTTLES

CHASSIS

- Built on EPIC E-450 with 127 kWh

FLEET

- 4 shuttles deployed in 2015, 2 more in 2016

PROOF OF PERFORMANCE

- 13-mile loop, 30 stops, 5-6 routes per day per vehicle, 65-85 miles per day
- > 515,000 miles, > 18,000 routes, > 850,000 passengers
- Extremely positive feedback from Mountain View residents, continue to use buses beyond designed project life
- > 458 metric tons of tailpipe emissions reduced



Case Study

SACRAMENTO AREA SCHOOL DISTRICTS (TYPE A SCHOOL BUSES)

CHASSIS

- Built on EPIC E-450 with 106 kWh

FLEET

- 11 buses deployed in 2018

PROOF OF PERFORMANCE

- Routes range from 45-75 miles
- Motiv provided driver training and mechanic training to maximize performance and reliability
- > 115,000 miles, > 97% uptime
- > 102 metric tons of tailpipe emissions reduced



Case Study

USPS PILOT PROGRAM

CHASSIS

- Built on EPIC E-450 with 106 kWh

FLEET

- 7 step vans deployed in 2019

PROOF OF PERFORMANCE

- > 39,000 miles, > 99% uptime
- Vehicles passed rigorous acceptance tests designed by USPS Engineering: gradeability, hill-hold, acceleration, and range tests in various scenarios
- > 35 metric tons of tailpipe emissions reduced



Case Study

SOCAL SCHOOL DISTRICTS (TYPE C SCHOOL BUSES)

CHASSIS

- Built on EPIC F-59 with 127 kWh

FLEET

- 21 buses deployed at nearly a dozen school districts across CA

PROOF OF PERFORMANCE

- Routes range from 45-75 miles
- Motiv provided driver training and mechanic training to maximize performance and reliability
- > 115,000 miles, > 97% uptime
- > 102 metric tons of tailpipe emissions reduced



Case Study

ARAMARK/ AMERIPRIDE DELIVERY VANS

CHASSIS

- Built on EPIC F-59 with 127 kWh

FLEET

- 10 step vans deployed in 2017
- 21 additional vans deployed in 2018 and 2019 across 4 more depots
- 50 additional vehicles planned for 2021

PROOF OF PERFORMANCE

- 13-hour work days with 50-85 mile routes
- > 390,000 miles, > 98% uptime
- > 347 metric tons of tailpipe emissions reduced



Case Study

BIMBO BAKERIES DELIVERY VANS

CHASSIS

- Built on EPIC F-59 with 106 kWh

FLEET

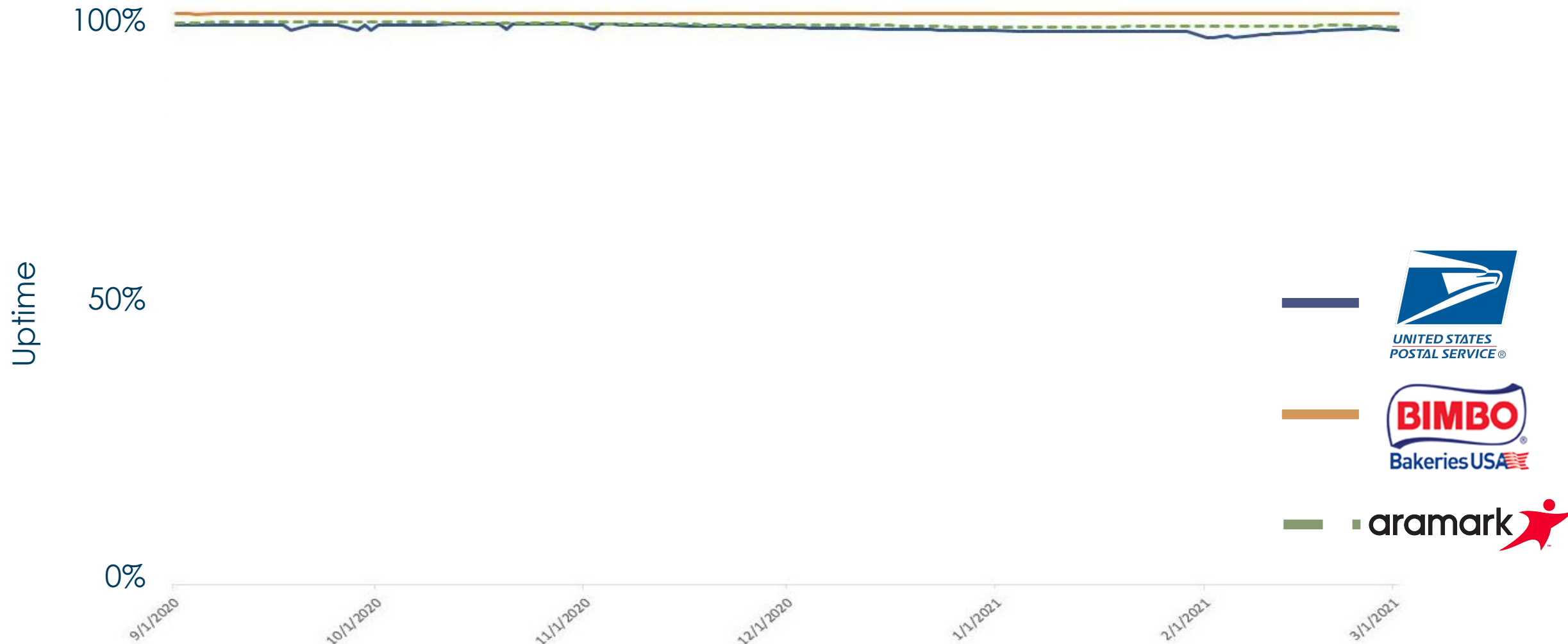
- 5 step vans deployed in 2019-2020
- 23 trucks in currently in production
- 100 additional trucks ordered for 2021 deployment

PROOF OF PERFORMANCE

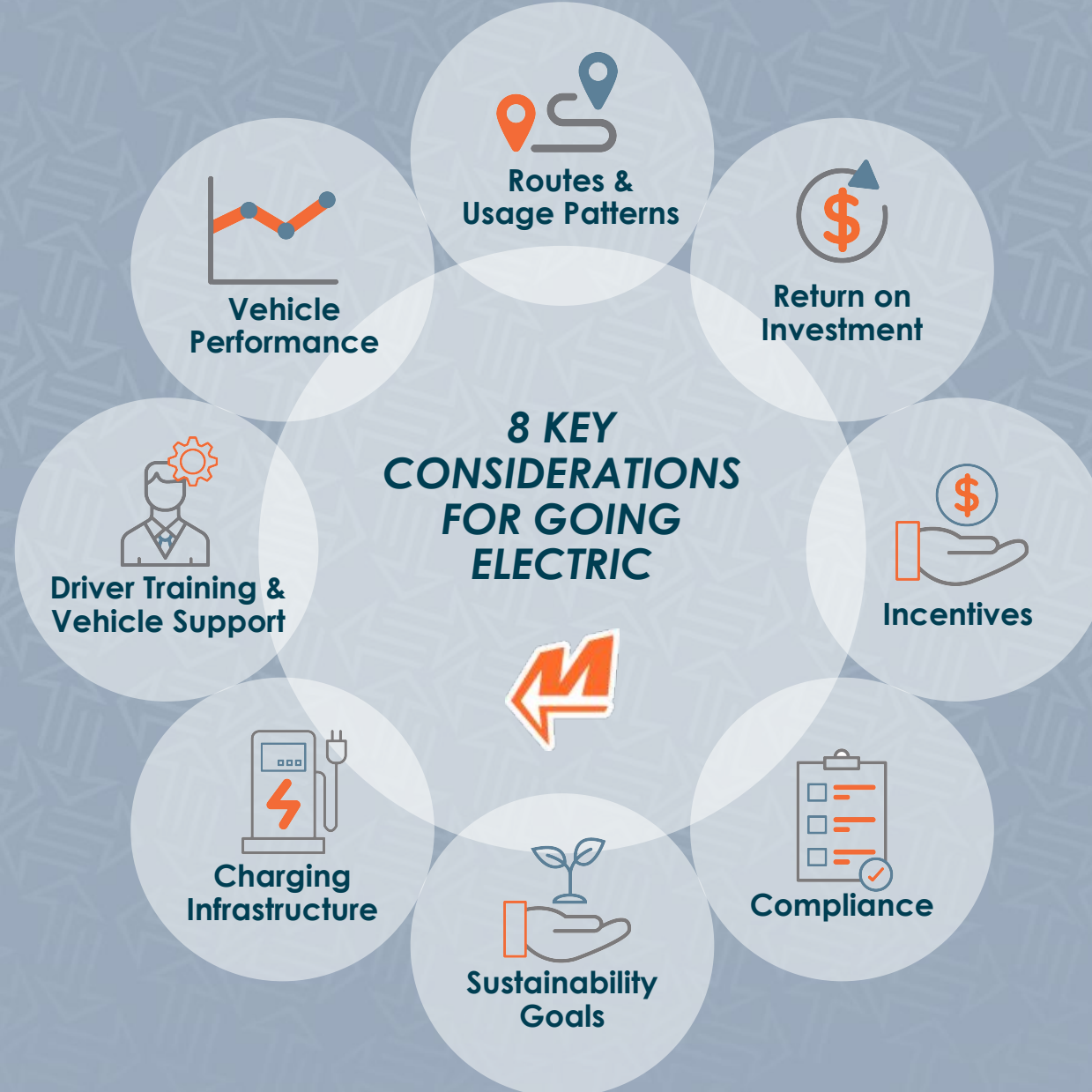
- Motiv sourced local electrician to evaluate available facility power, conducted detailed route analysis, and confirmed EV fit
- Fleet able to avoid infrastructure upgrade “right sizing” 12 kW charging
- Positive feedback from drivers, especially enjoying “single pedal driving”
- > 27,000 miles, 100% uptime
- > 24 metric tons of tailpipe emissions reduced

VEHICLE PERFORMANCE

UPTIME ACROSS OUR LARGEST FLEETS

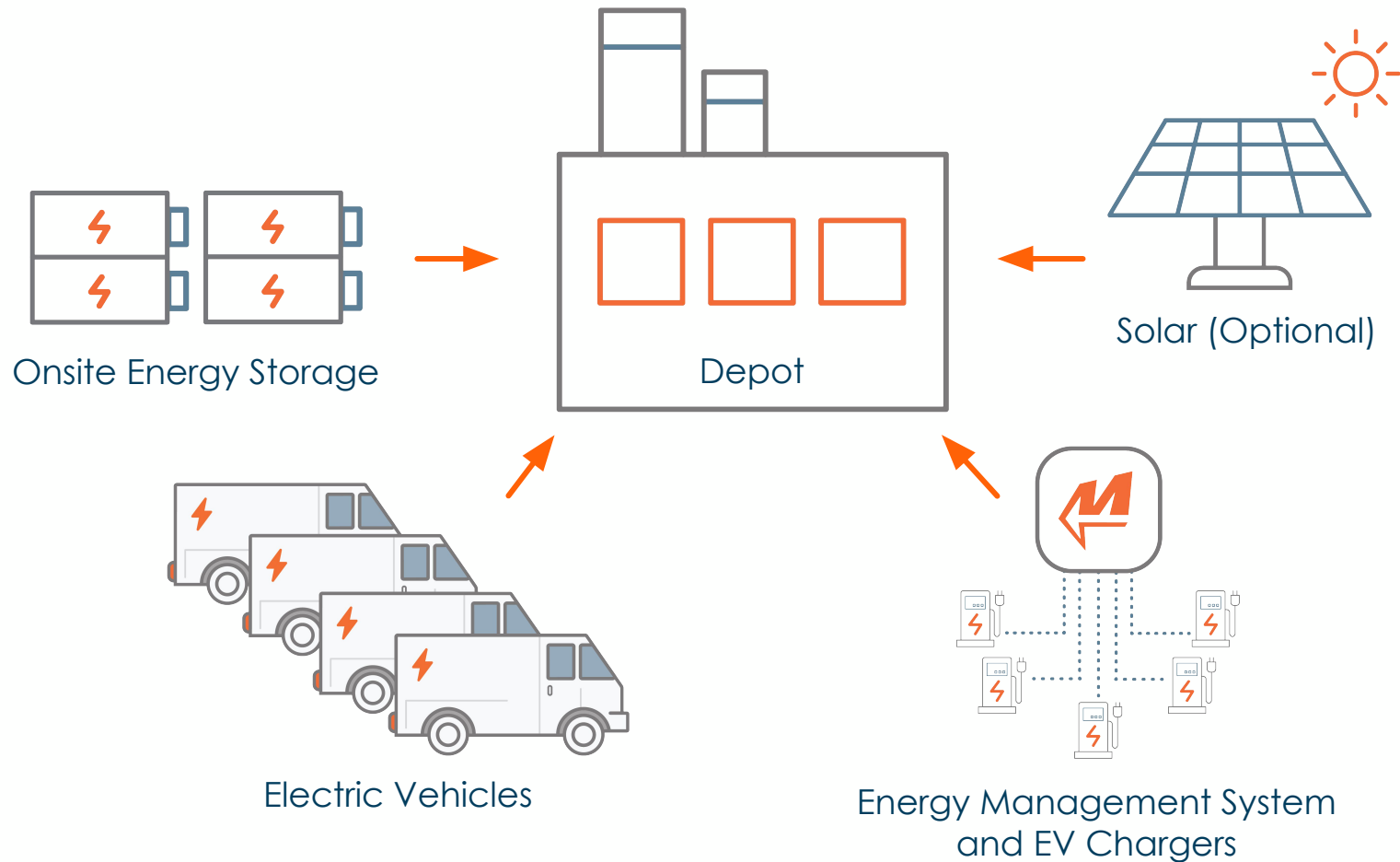


8 KEY CONSIDERATIONS FOR GOING ELECTRIC

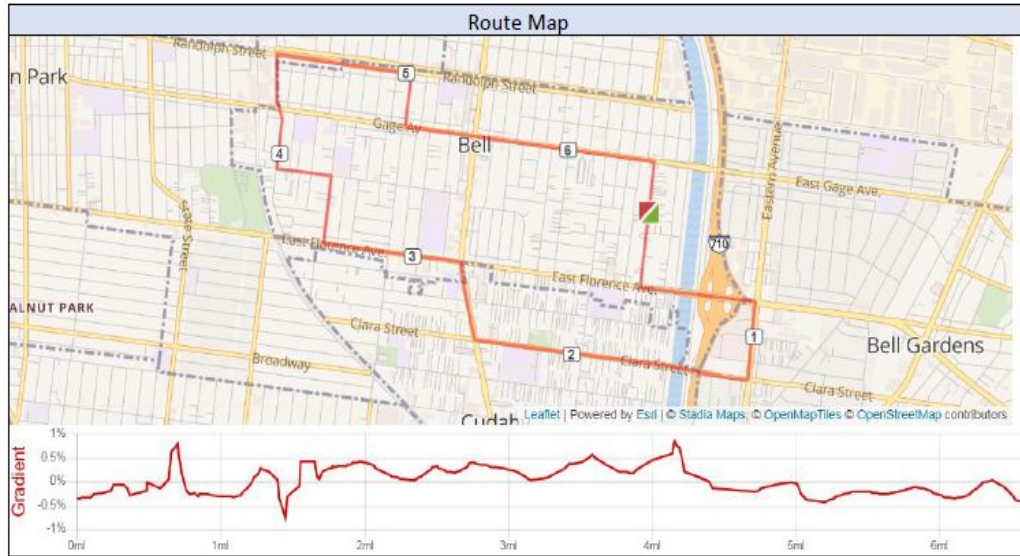


THE DEPOT OF THE FUTURE

TURNKEY ENERGY SYSTEM AT VEHICLE DEPOT



PLANNING: ROUTE ANALYSES



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%

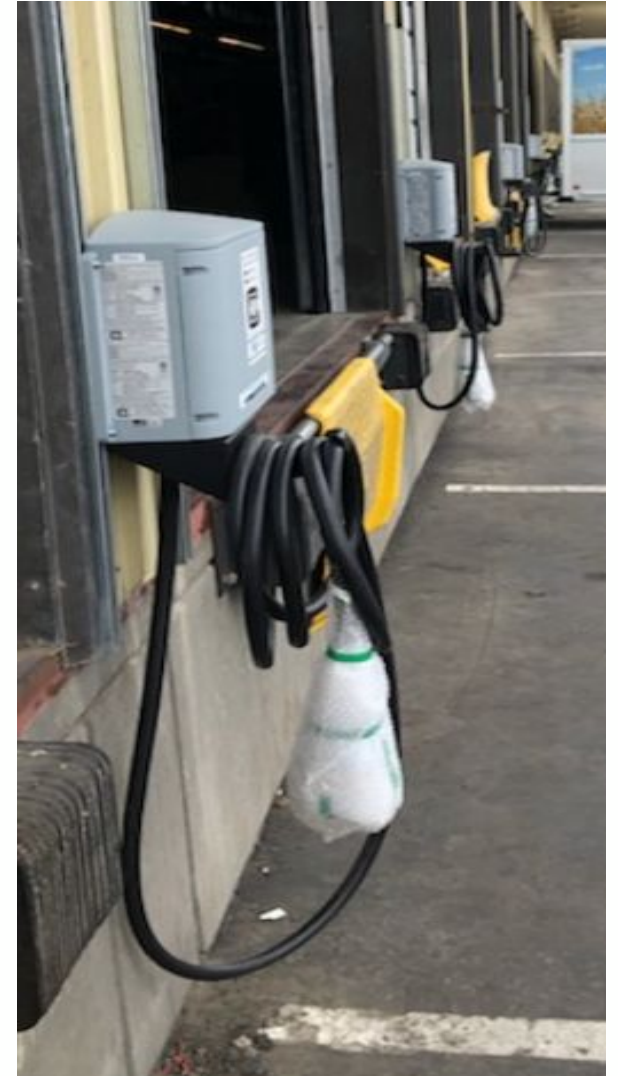
Shift Time		360 Minute Charge			
Start	16:30	Miles Travelled		Available Range	105
End	22:30	Time Charged (min)	360	State of Charge	100%

1. Understand the capabilities of your electric vehicle and its place in the fleet.
2. Seek OEM assistance when planning your routes. Factor in opportunity charging to enable longer trips.
 - We provide a free route analysis service to optimize your route and charging cycle for maximum vehicle performance.
3. Purchase telematics packages from your OEM to gather invaluable EV performance data.
 - We provide several telematics packages for fleets seeking to take maximum advantage of their new electric fleet.
 - These telematics packages can also help fleets track and report data as required by grants and other funding sources.



PLANNING: CHARGING INFRASTRUCTURE

1. Plan for infrastructure in tandem with your vehicle purchase. Do not wait until there are only weeks before deployment.
2. Talk to your electric vehicle OEM, power utility, and local Clean Cities Coalition about infrastructure funding programs.
3. Learn about electric vehicle charging and infrastructure requirements.



EPIC E-450 TRUCKS OPTIONS



Rockport
COMMERCIAL VEHICLES

MORGAN
MOLSON

Chassis	EPIC E-450
Battery Technology	Lithium-Ion
Battery Capacity	127 kWh
Real World Range	105 miles
Level 2 Charging	19.2 kW / J1772
Level 3 Charging	60 kW / CCS
Regenerative Braking	Multiple levels, driver selectable based on preference/comfort
Hill Hold	Yes
Wheelbase Options	158" to 190"



EPIC F-59 TRUCK OPTIONS



Chassis	EPIC F-59
Battery Technology	Lithium-Ion
Battery Capacity	127 kWh
Real World Range	105 miles
Level 2 Charging	19.2 kW / J1772
Level 3 Charging	60 kW / CCS
Regenerative Braking	Multiple levels, driver selectable based on preference/comfort
Hill Hold	Yes
Wheelbase Options	168" to 208"



EPIC E-450 BOX TRUCK OPTIONS



Rockport
COMMERCIAL VEHICLES



Chassis	EPIC E-450
Battery Technology	Lithium-Ion
Battery Capacity	127 kWh
Real World Range	105 miles
Level 2 Charging	19.2 kW / J1772
Level 3 Charging	60 kW / CCS
Regenerative Braking	Multiple levels, driver selectable based on preference/comfort
Hill Hold	Yes
Wheelbase Options	158" to 190"



EPIC E-450 SHUTTLE OPTIONS



Chassis	EPIC E-450
GVWR	14,500 lbs
Battery Technology	Lithium-Ion
Battery Capacity	127 kWh
Real World Range	105 miles
Max Speed	65 mph
Level 2 Charging	19.2 kW / J1772
Level 3 Charging (Optional)	60 kW / CCS
Hill Hold	Yes
Overall Length	23 or 26 ft



EPIC E-450 TYPE A OPTIONS



Chassis	EPIC E-450
GVWR	14,500 lbs
Battery Technology	Lithium-Ion
Battery Capacity	127 kWh
Real World Range	105 miles
Max Speed	65 mph
Level 2 Charging	19.2 kW / J1772
Level 3 Charging (Optional)	60 kW / CCS
Hill Hold	Yes
Overall Length	24 ft



THANK YOU



Gary Schmidt

SVP

Motiv Power Systems

gary.schmidt@motivps.com

