

XL plug-in™



XLP™ Plug-In Hybrid Electric Ford F-150 Pickup Truck

Sacramento Clean Cities Coalition July 13, 2017



Fleet Ready™

- ✓ XL is not a vehicle OEM
- ✓ HEV and PHEV upfits that complement major OEMs
- ✓ Ford, GM & Isuzu powertrains and warranties stay intact
- ✓ 'Platform product' – Leverage both HEV & PHEV technologies
- ✓ Solutions w/ no compromises to fleet operations
- ✓ Trusted industry partner

**47 Million
Proven Fleet Miles
with
99.9+%
Vehicle Up-time**

XL3[®]: The Electrification Platform



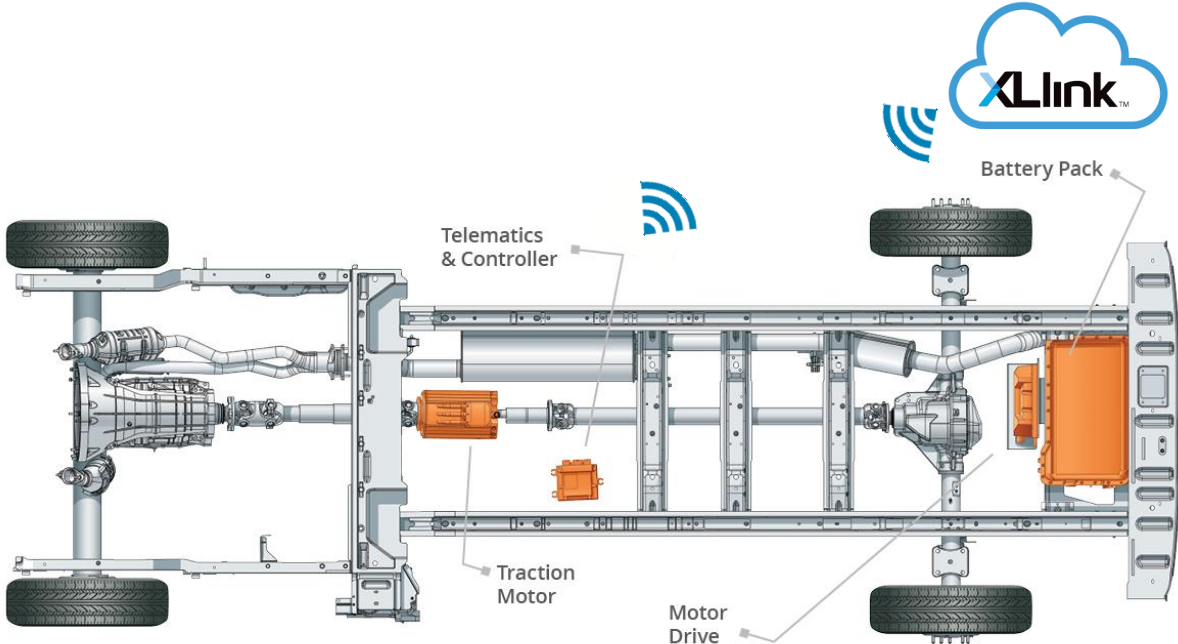
OEM Partners



More to come...

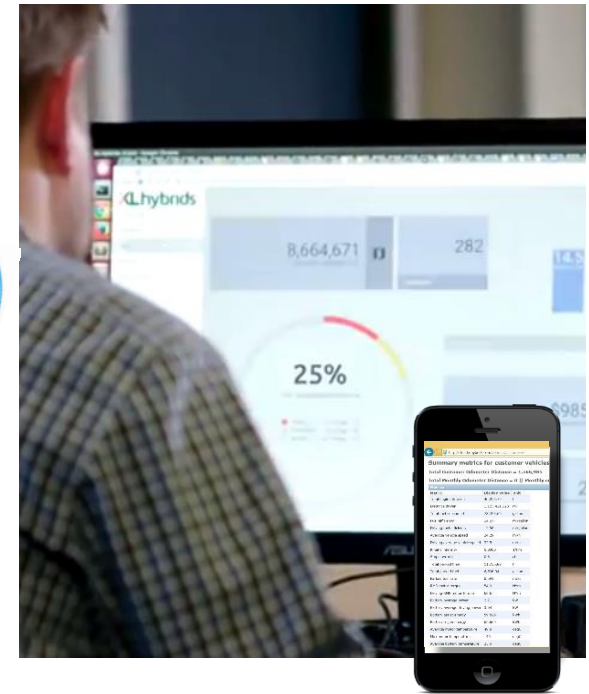


Class 2-6 vehicles



Simple. Smart. Sustainable.

XL Link™: The Connectivity Platform



Historical Reporting

- Operational metrics
- MPG and sustainability reports

Near Real-Time Monitoring

- Service alerts
- HEV system diagnostics

Predictive Intelligence

- Energy management
- “Right powertrain, right drive cycle”

Simple. Smart. Sustainable.

The logo for XLplug-in, featuring a green 'X' followed by 'Lplug-in' in black, with a trademark symbol.

- **Today:** PHEV upfit on Class 2A Ford F-150 pickups
- **Tomorrow:** PHEV upfits for Class 2B up to Class 6 trucks
- **Fleet-Ready:** Based on proven technology with 47 million miles
- Major utility and municipal fleets have already placed XLP orders for Q4 2017 deliveries

47 Million HEV Miles, 99.9% Vehicle Uptime



PepsiCo



Coca-Cola



Safelite



City of Boston



Verizon



Suffolk Bus



City of Seattle



Red Cross



AmeriPride



Berkshire County



Yale University



BMC Builders

And many more fleet customers...

Simple. Smart. Sustainable.



XL Hybrids Trumpets 26% Gain in MPG

- ✓ 1st-ever Electrified Ford QVM Supplier
- ✓ Unprecedented number of CARB executive orders
- ✓ FMVSS 301/305 Compliant
- ✓ Awarded DOE grant for MPG testing
- ✓ Proven 26% MPG gain on EPA City
 - ❖ Ford Transits and GM Vans
 - ❖ Reductions in CO2 and NOx

XLplug-in™



- Ship-thru upfit on MY18 Ford F-150 pickups
- 50% MPG improvement
- Deliveries: Starting Q4 2017
- Based on proven technology with 47 million fleet miles
- “Fleet Ready”!

XLP™: Ford F-150 Truck Specs



Ford Pickup Specifications in CA

Model Year	2017-18
Make/Model	Ford F-150
Engine (gasoline)	2.7L EcoBoost (w/ stop-start)
Wheelbase	141" or greater
Cab	Multiple
Bed Size	Multiple
Driveline	4x2, 4x4
Warranty	Ford
Option	Payload package depending on WB/configuration

Simple. Smart. Sustainable.

XLP™: PHEV Upfit Specs



XLP PHEV Flyer



XLP™ Plug-in Hybrid Electric Solution

› Ford F-150 upfit solution provides a 50% increase in miles driven per-gallon*

XL Hybrids, the leader in connected fleet electrification solutions, now gives commercial fleets a simple plug-in solution to cut fuel costs and meet sustainability goals. Our revolutionary XLP plug-in hybrid electric technology seamlessly installs onto Ford F-150 pickup trucks, and ordering ship-thru upfits is easy.

Fleet-Ready™
The OEM powertrain and warranty remain intact. Our hybrid component warranty is 3-years or 75,000 miles.

Big Savings
The XLP hybrid system delivers a significant reduction in gallons used, so drivers can go longer between fill-ups, plus a reduction in CO2 emissions.

Superior Driveability and 99% Uptime
Our hybrid vehicles drive just like the other units in your fleet - no driver training needed. With tens of millions of fleet miles, XL Hybrids vehicles have a proven track record of 99.9% uptime.

XLP Plug-in Hybrid Powertrain Specifications	
MPG Improvement*	50%
Lithium Ion Battery	over 10 kWh
Charging	Level 1 (<12 hrs.) or Level 2 (<3 hrs.)
System Weight	700 lbs
Electronic Speed Governor	Up to 85 MPH

Available on the Ford F-150 pickup. (4x2 and 4x4 drivelines)



Upfit MSRP: \$24,990*
Deliveries: Q4 2017

MPG Increase:	50%
Pack Size:	10+ kWh
XLP Warranty:	3-Years/75,000 Miles
XLP Weight:	700 lbs.
Speed Governor:	Up to 85 mph
Install Time:	6 to 8 hours
Plug:	J1772 (industry standard)
Charging:	Level 1 (12 hrs.) Level 2 (3 hrs.)

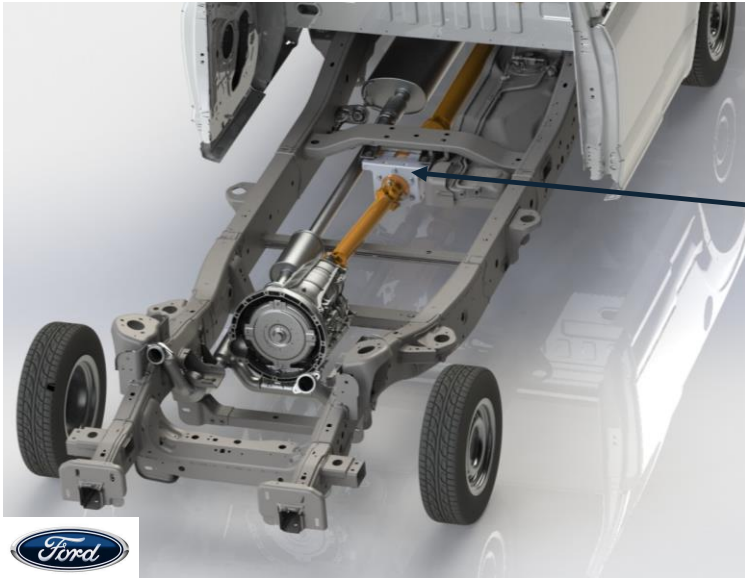
Installer:



*Price discounts available with 20+ unit volume orders

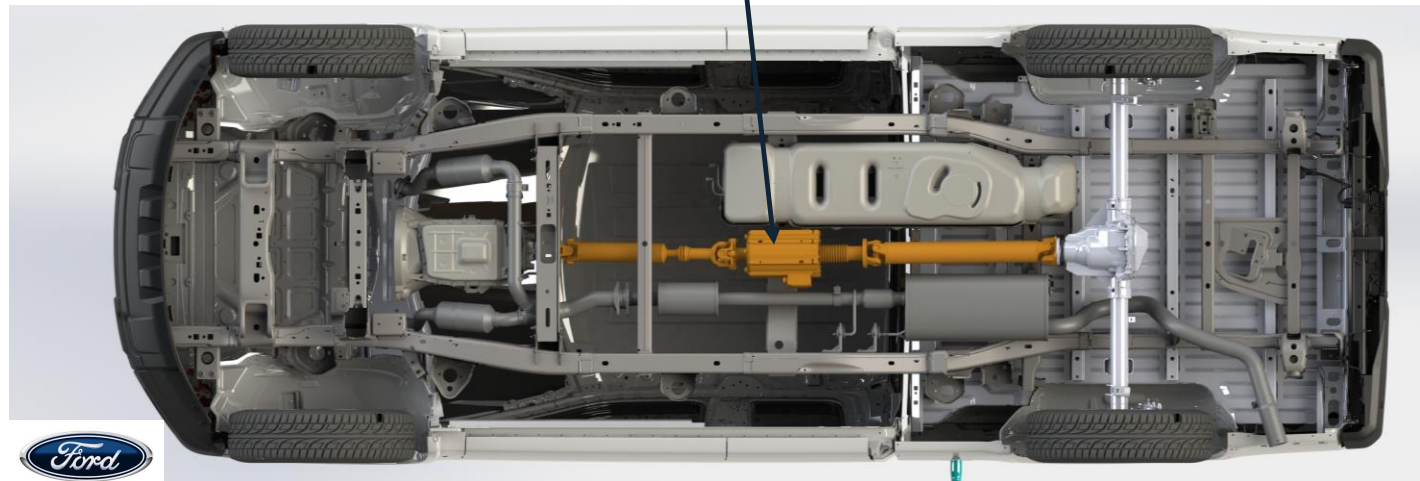
Simple. Smart. Sustainable.

XLP™: Electric Motor Placement



XL Electric Motor

- Same component as in XL3® HEV System with over 47M road miles
- Ford powertrain remains 100% intact



Simple. Smart. Sustainable.

XLP™: Battery Mounting



Contains:

- Battery
- Inverter
- On Board Charger
- 12V Vehicle Charger
- Control Modules
- Cooling Reservoir and Pumps



10+ kWh Battery Pack
• Top-5, Tier 1 supplier

*Dimensions subject to change, likely smaller

**Above Image: Extended Cab with 6.5' bed,
Diamond-plate finish pack**

**Right Image: Standard cab with 8.0' bed,
Black matte finish pack
(same pack dimensions)**



XLP™: Upfit Options



Compatibility with:

- Bed liners
- Bed covers
- Bed caps
- Crossover toolboxes
- ExtendoBed-type upfits
- Knapheide's fixed false floor/
Better Built box upfit from
Knapheide (see image to right)



SECTION A-A

ITEM NO.	QTY.	DESCRIPTION
1	1	XL HYBRID BOX DIMENSIONS
2	1	BETTER BUILT 24X48X12
3	1	ALUM FALSE FLOOR
5	4	RISER FOR FALSE FLOOR

FALSE FLOOR NOT SHOWN IN THIS VIEW
FOR VIEWING PURPOSES ONLY

TAILGATE NOT SHOWN ON DRAWING FOR VIEWING PURPOSES

	UNLESS OTHERWISE SPECIFIED, THE FOLLOWING DIMENSIONS APPLY: DIMENSION TOLERANCE INCH ± .010 MILLIMETER ± .254	DRAWING TITLE COMMERCIAL FLEET SRW CREW CAB	DATE PLOTTED: 5/31/17 JOB NO.: JOB NAME: JOB NO.: JOB NAME:
	PROPERTY OF KNAAPHEIDE INFO. NO. COPIES: 10. THIS IS A CONTROLLED DOCUMENT. IT IS NOT TO BE REPRODUCED, COPIED, OR DISSEMINATED IN ANY MANNER WITHOUT THE WRITTEN PERMISSION OF KNAAPHEIDE.	DRAWING NO.: L2157-17 X 0000	REVISIONS: REV. NO.: DATE: DESCRIPTION:

It's easy. Here are the steps:

- Call XL Hybrids to review desired truck options - (617) 718-0329
- Connect XL Hybrids with your Ford dealer and/or FMC
- Order XLP PHEV upfit through your Ford Dealer and/or FMC
- Include Knapheide ship-thru code with your order
- You can also order off of these contracts:
 - NJPA (www.nationalautofleetgroup.com)
 - MA VEH102
 - More coming...

- XL Hybrids website: www.xlhybrids.com
- XL Hybrids XL3 hybrid-electric upfit case studies: <http://xlhybrids.com/content/case-studies/>
- XL Hybrids EEI financial analysis for XLP PHEV: Available to fleet customers upon request