



GreenPower Bus
The Future of Transportation



40' Transit



Double Decker



30' Transit



Shuttle Bus



School Bus



Min-eBus

ABOUT GREENPOWER

GreenPower is a leading developer, manufacturer, and distributor of electric-powered buses based in British Columbia

- Only manufacturer in North America that produces electric buses for the transit, shuttle, tourist and schools sectors
- **What this means:** Breadth of products allows us to address multiple non-interrelated sectors.

Deliveries	Customer Orders and Purchase Commitments
 <p>2 EV350s</p>  <p>2 EV550s</p>	      <p>Creative Bus Sales</p>   

GREATER VICTORIA HARBOR AUTHORITY

- GreenPower has deployed two double-decker buses with CVS Tours and the GVHA
- CVS has committed to purchasing seven more over the next three years



CVS TOURS
Driving into the Future



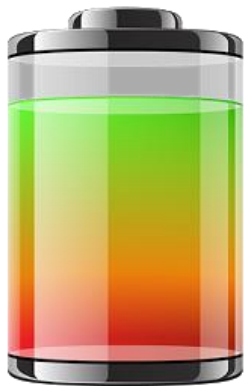
Electric Bus Adoption: Challenges We've Overcome

- Battery Costs
- Charging Protocols & Infrastructure
- Upfront Capital Costs
- Apprehension of New Technology

Battery Costs

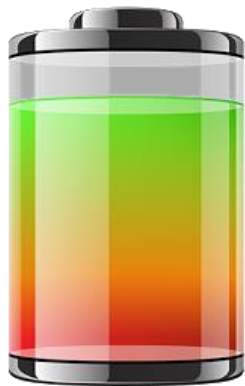
Energy density

2011 cell



10Ah

2020 cell

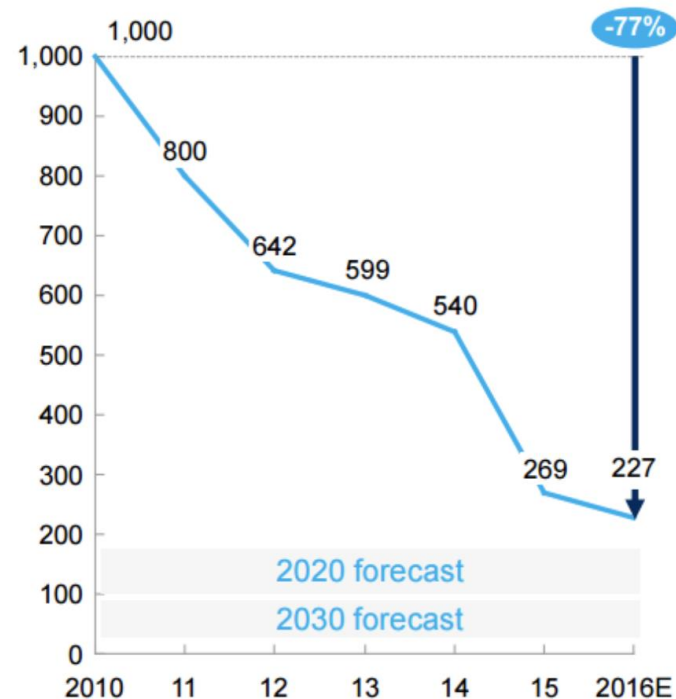


20Ah

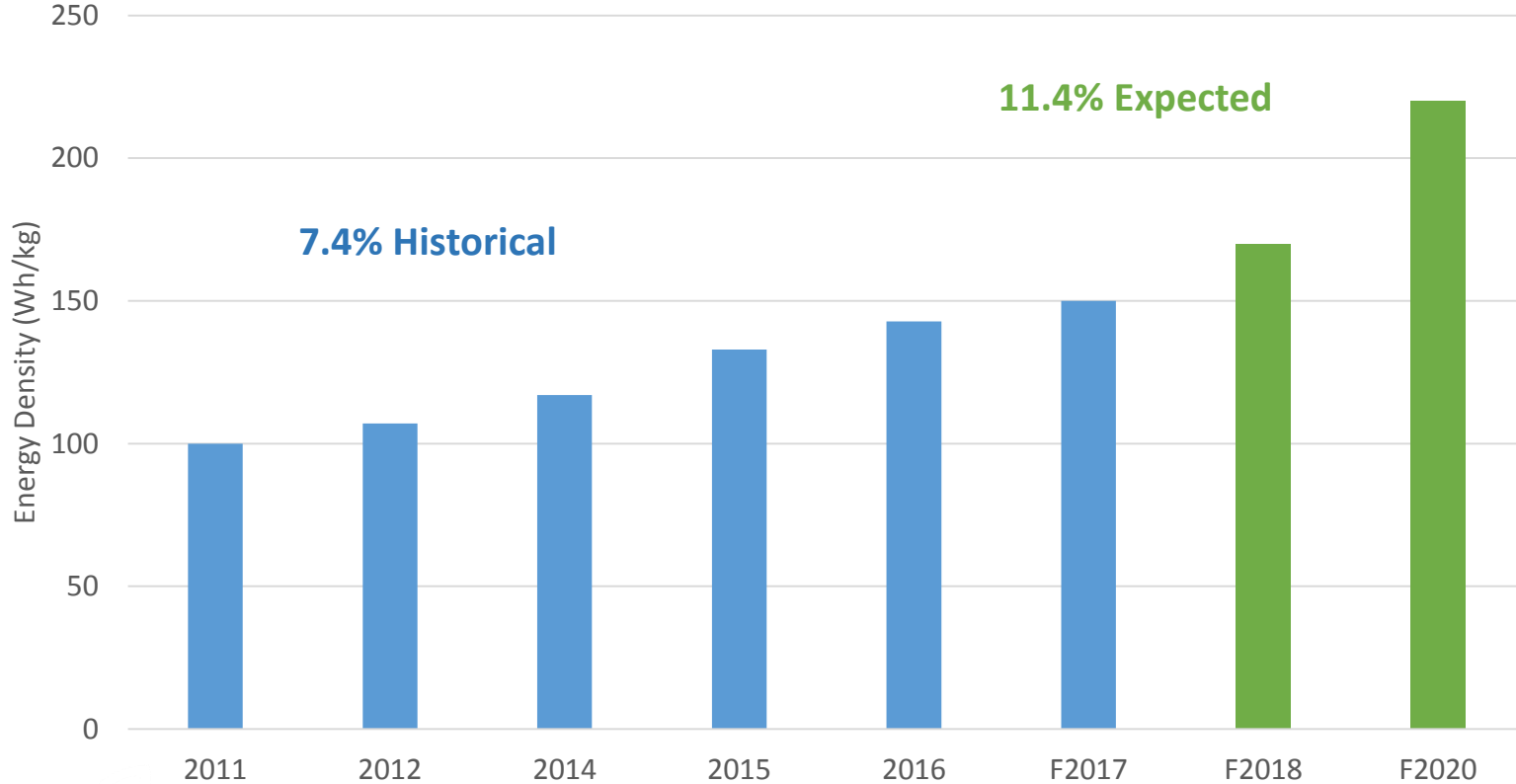
These two cells look and weigh the same

Average battery pack price

\$ per kWh



LiFePo₄ Gravimetric Energy Density Trend



Battery technology

In the Future:

- More efficient, cheaper and lighter batteries
- Currently: Advances in LiFePO_4 - energy density improving quickly
- NMC batteries now ready for integration into Heavy duty vehicles as soon as 2018
- Solid state batteries close to commercialization
- Thin Film batteries also attractive possibility

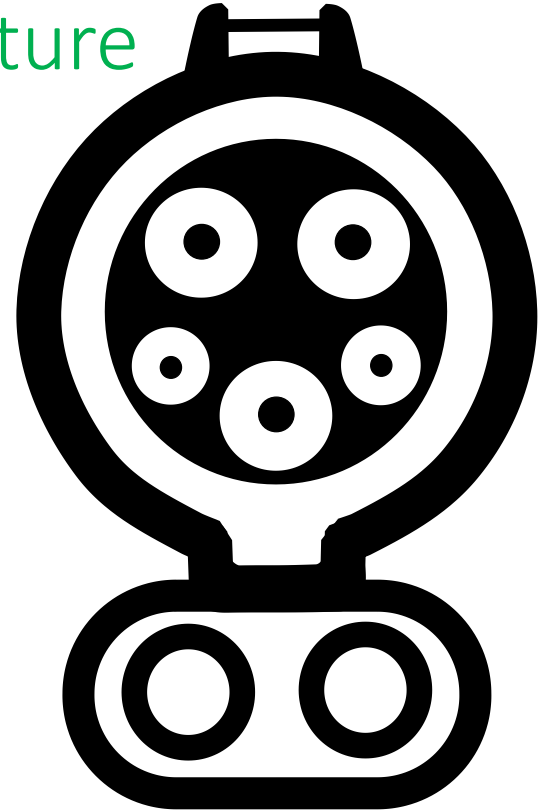
Battery technology

What does this mean?:

- EV buses could cost less than ICE in less than 6 years
- Ranges for buses like GP EV550 should be 500 miles on one charge
- Today, Iron phosphate is the safe answer
- To remain competitive, migration to more energy dense chemistries will be necessary

Charging Protocols & Infrastructure

- GP delivering buses w/ CCS (aka SAE Combo)
- Follows J1772 charging standards, SAE protocol standards
- Liquid-cooled charge couplers, higher charging rates (300kWh)

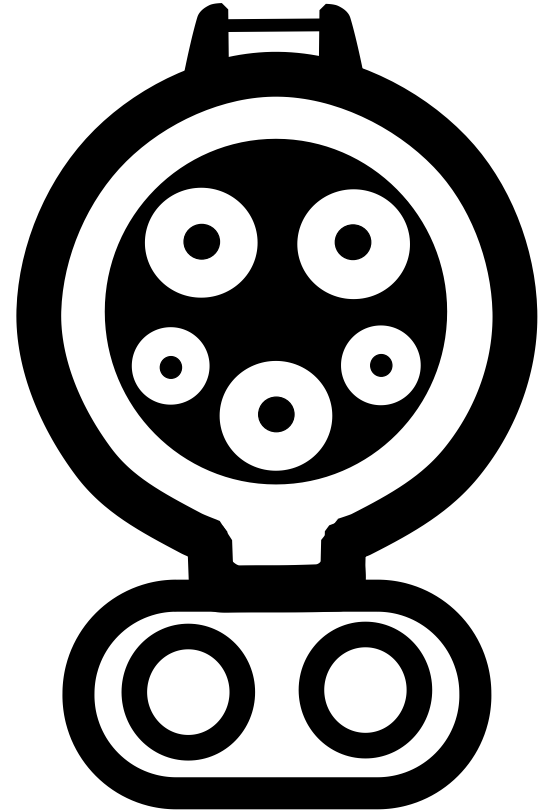


Courtesy of Wikipedia

EV Charging

What this means:

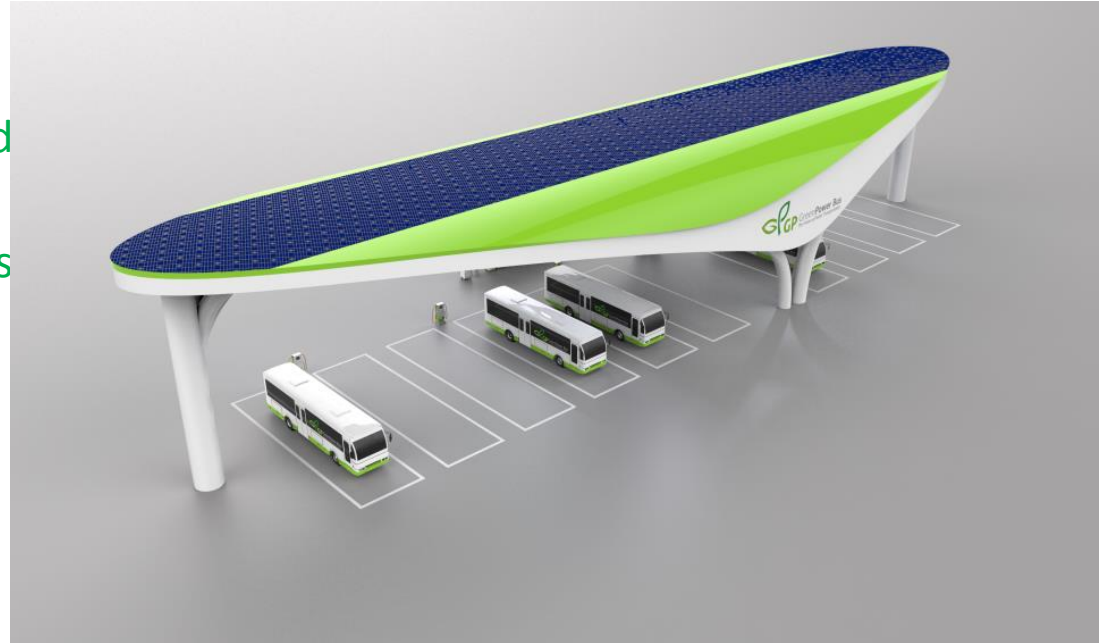
- One type of charger for an entire fleet; Cars, Trucks, Buses
- Not beholden to vehicle mfr. for specific charging infrastructure
- Take advantage of mass production levels (lower prices and higher quality)



Courtesy of Wikipedia

EV Charging

- If utilities want to own charging infrastructure, GP buses present low-risk, universal charging standard
- Upgrade to higher rate chargers while still utilizing the replaced units
- Effective for field retrievals



PLUG-IN BC SUVI INCENTIVES

MODEL	2018 Voucher
EV550 Double Decker	\$50,000
EV350 Forty foot	\$50,000
EV250 Thirty foot	\$50,000
Synapse 72 school bus	\$50,000
Synapse Shuttle	\$50,000
EV STAR	\$50,000



Plug in BC

SUVI Specialty-Use Vehicle
Incentive Program

**Vehicle incentives for
BC-based individuals and fleets!**



CALIFORNIA HVIP INCENTIVES

MODEL	2017 Voucher	2018 Voucher ⁽¹⁾
EV550 Double Decker	\$95,000	\$175,000
EV350 Forty foot	\$95,000	\$150,000
EV250 Thirty foot	\$95,000	\$120,000
Synapse 72 school bus	\$95,000	\$220,000
Synapse Shuttle	\$95,000	\$120,000
EV STAR		\$90,000

(1) CARB approved \$180 million in funding for the HVIP in 2018

Additional vouchers available for first time buyers and those operating in disadvantaged communities



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For additional information on GreenPower, go
to our website at www.GreenPowerBus.com
For company filings go to www.sedar.com

