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.
• 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
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

2020 cell

10Ah
20Ah

These two cells look and weigh the same
LiFePo$_4$ Gravimetric Energy Density Trend

**7.4% Historical**

11.4% Expected

Energy Density (Wh/kg)
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)
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)
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

<table>
<thead>
<tr>
<th>MODEL</th>
<th>2018 Voucher</th>
</tr>
</thead>
<tbody>
<tr>
<td>EV550 Double Decker</td>
<td>$50,000</td>
</tr>
<tr>
<td>EV350 Forty foot</td>
<td>$50,000</td>
</tr>
<tr>
<td>EV250 Thirty foot</td>
<td>$50,000</td>
</tr>
<tr>
<td>Synapse 72 school bus</td>
<td>$50,000</td>
</tr>
<tr>
<td>Synapse Shuttle</td>
<td>$50,000</td>
</tr>
<tr>
<td>EV STAR</td>
<td>$50,000</td>
</tr>
</tbody>
</table>
# CALIFORNIA HVIP INCENTIVES

<table>
<thead>
<tr>
<th>MODEL</th>
<th>2017 Voucher</th>
<th>2018 Voucher (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>EV550 Double Decker</td>
<td>$95,000</td>
<td>$175,000</td>
</tr>
<tr>
<td>EV350 Forty foot</td>
<td>$95,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>EV250 Thirty foot</td>
<td>$95,000</td>
<td>$120,000</td>
</tr>
<tr>
<td>Synapse 72 school bus</td>
<td>$95,000</td>
<td>$220,000</td>
</tr>
<tr>
<td>Synapse Shuttle</td>
<td>$95,000</td>
<td>$120,000</td>
</tr>
<tr>
<td>EV STAR</td>
<td></td>
<td>$90,000</td>
</tr>
</tbody>
</table>

(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.
CONTACT US

FRASER ATKINSON – CHAIRMAN, GREENPOWER
Fraser@greenpowerbus.com

COLBY RICHARDSON – BUSINESS DEVELOPMENT MANAGER, GREENPOWER
Colby@greenpowerbus.com

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