

On-Site Power Generation

For Battery Electric Fleets



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loves.com/trillium

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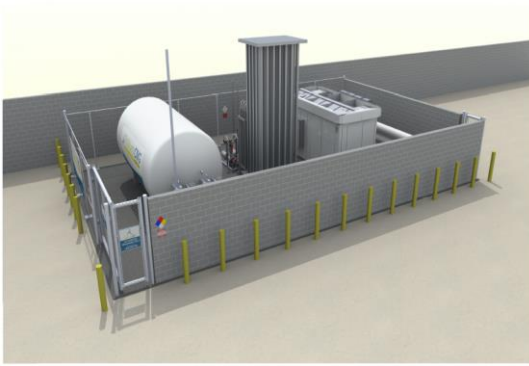
Who We Are



Electricity



Hydrogen



CNG / RNG



- **Trillium** provides turn-key solutions for EV Charging, CNG/RNG, and Hydrogen fueling
 - Design/Build Services
 - Operations & Maintenance Services
 - Retail Fueling
 - Renewable Natural Gas Supply
- **Trillium** owns or operates over 220 fueling stations nationwide



The BEB Infrastructure Challenge



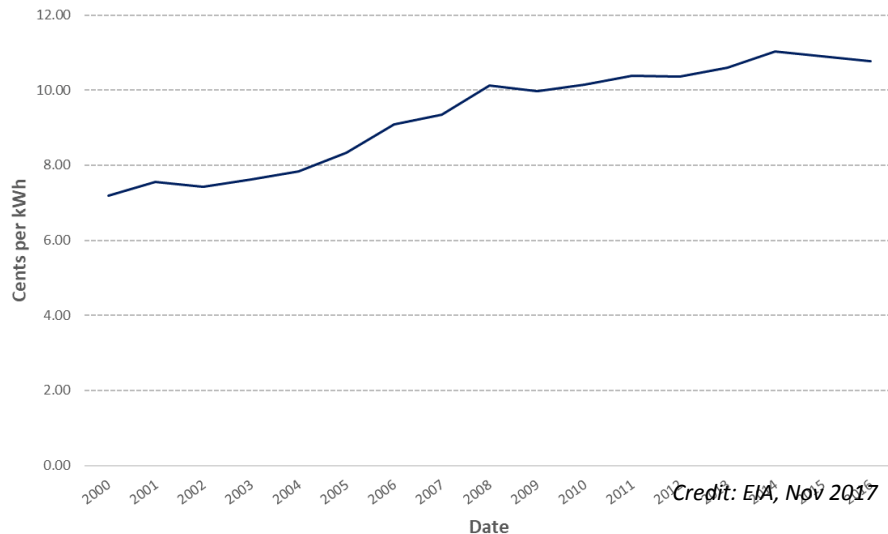
The Utility Option

The Utility is NOT your only option for power.

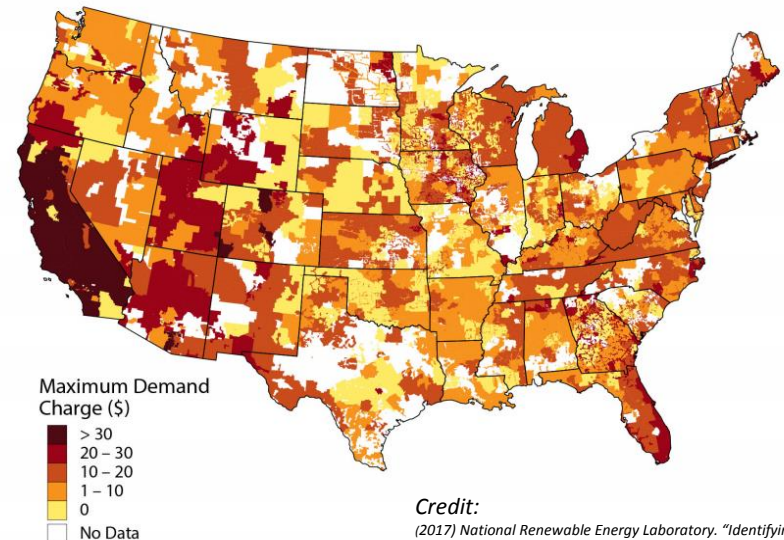
The utility option comes with **uncertainty**... and risks to future operating costs

- Immediate Risks – on and off-site and upgrades, overbuilding, grid reliability
- Long Term Risks – phased in demand charges, utility recovery of capital costs, rate structure overhaul, depot relocation, potential charges for unrelated programs

Average Price of Electricity - US



Maximum demand charges by utility territory



On-Site Power Generation



Most importantly: price control, certainty, and stability

The Concept

- ***Control your power supply, Control your costs***
- On-site natural gas generators deliver clean power to EV Chargers
- Small footprint
- **Reliable** – on-site generation eliminates blackout risk
- **Scalable** – add or upgrade generators with BEB fleet growth
- Emissions compliant
- Pathway opportunities to monetize RNG/LCFS
- Significant potential for cost savings over utility alternative

Take charging off-grid

- No transformer upgrades
- No interconnection costs
- No demand charges
- No risk of rate changes or cost recovery adjustments
- Improved capital and operational planning

Permitting

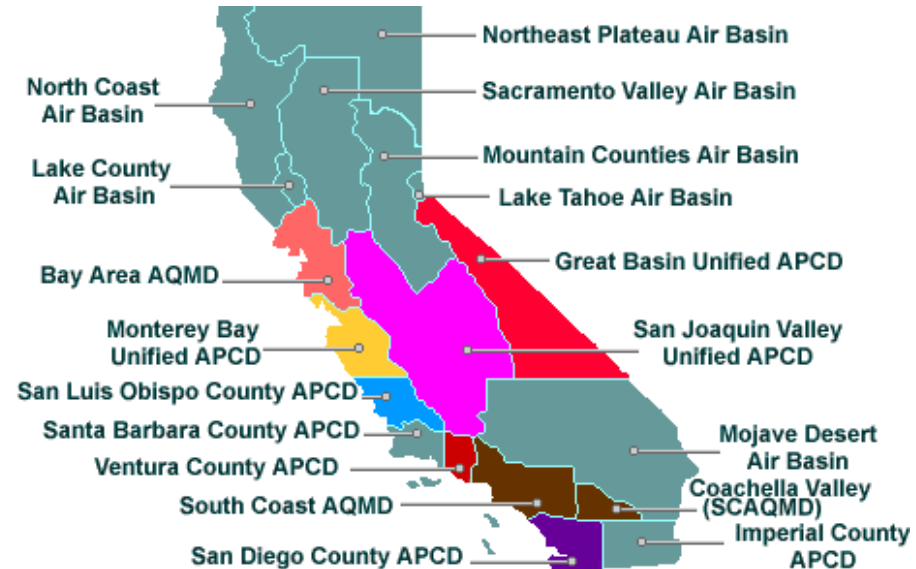


Air Quality Permitting

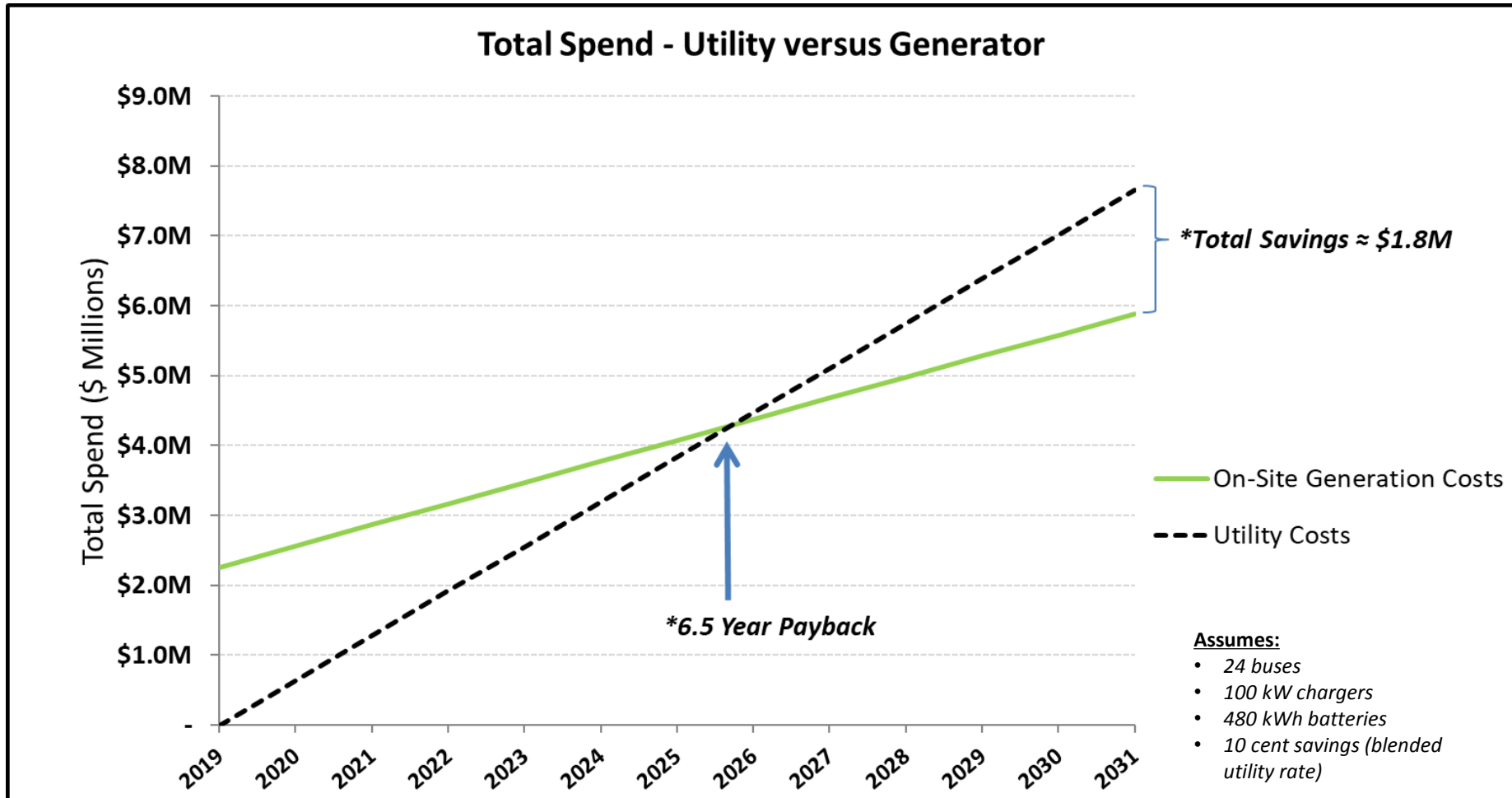
- Equipment meets the most stringent AQMD regulations
- Renewable fuel (RNG) can considerably lower carbon emissions

Safety and Local Permitting

- Equipment meets the highest safety standards – used globally, well known and understood technology
- Compliant with all local codes
- No hazardous materials



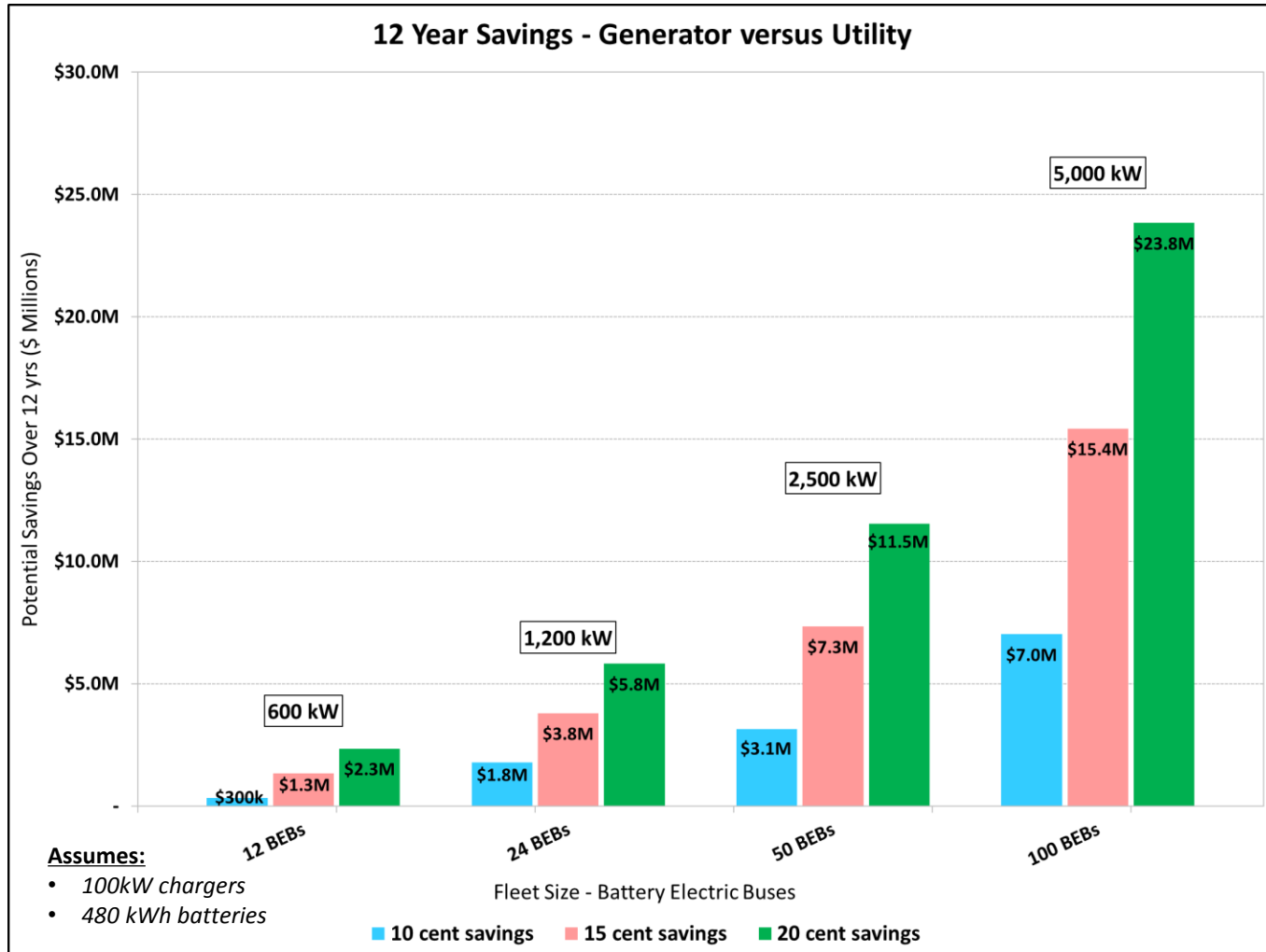
Potential Cash Flow



*** Does not include any connection costs, or changes in utility rates over time**

Long Term Costs

As your fleet grows... so will your savings.



* Does not include any connection costs, or changes in utility rates over time

Planning For Growth



Growing your EV fleet should be exciting, not concerning!

Key Considerations

- Scalability is key.
- As the number of EV vehicles increases, utility demand charges will play a greater role, having a profound impact on your costs.

Solutions for Fleet Growth

1. **Utility interconnect.** Expensive infrastructure upgrades, increased operating costs, and unknown future rates.
2. **Add generators.** Simple and cost effective.
3. **Upgrade generators.** Replace with more powerful units. Fits the same footprint and avoids “overbuilding” your power generation.

Conclusions



Simplicity of design, certainty of future costs, and reliable rollout of your EV fleet.

Cost Savings & Certainty for the Long Term

- Compelling cost savings from *producing power* rather than *buying it*
- Scalable – up to full scale deployment of EV
- Consistent power costs, no risk of rate adjustments

RNG opportunity is significant

- LCFS and eRIN can add material value, and lower carbon footprint
- Dairy farms produce negative CI scores (better than solar and the grid)

Drive the industry forward

- Reduced operating costs will facilitate electrification
- Positive for state goals, transit agency costs, and the environment
- Private market solutions are flexible, clean and healthy for the industry
- Multiple options for power will encourage innovation and lower costs

Trillium

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