

# EV STAR Disney Demo

Class 4.

GVWR 14,330.

25 Feet.

10-20 PAX.



# Disney



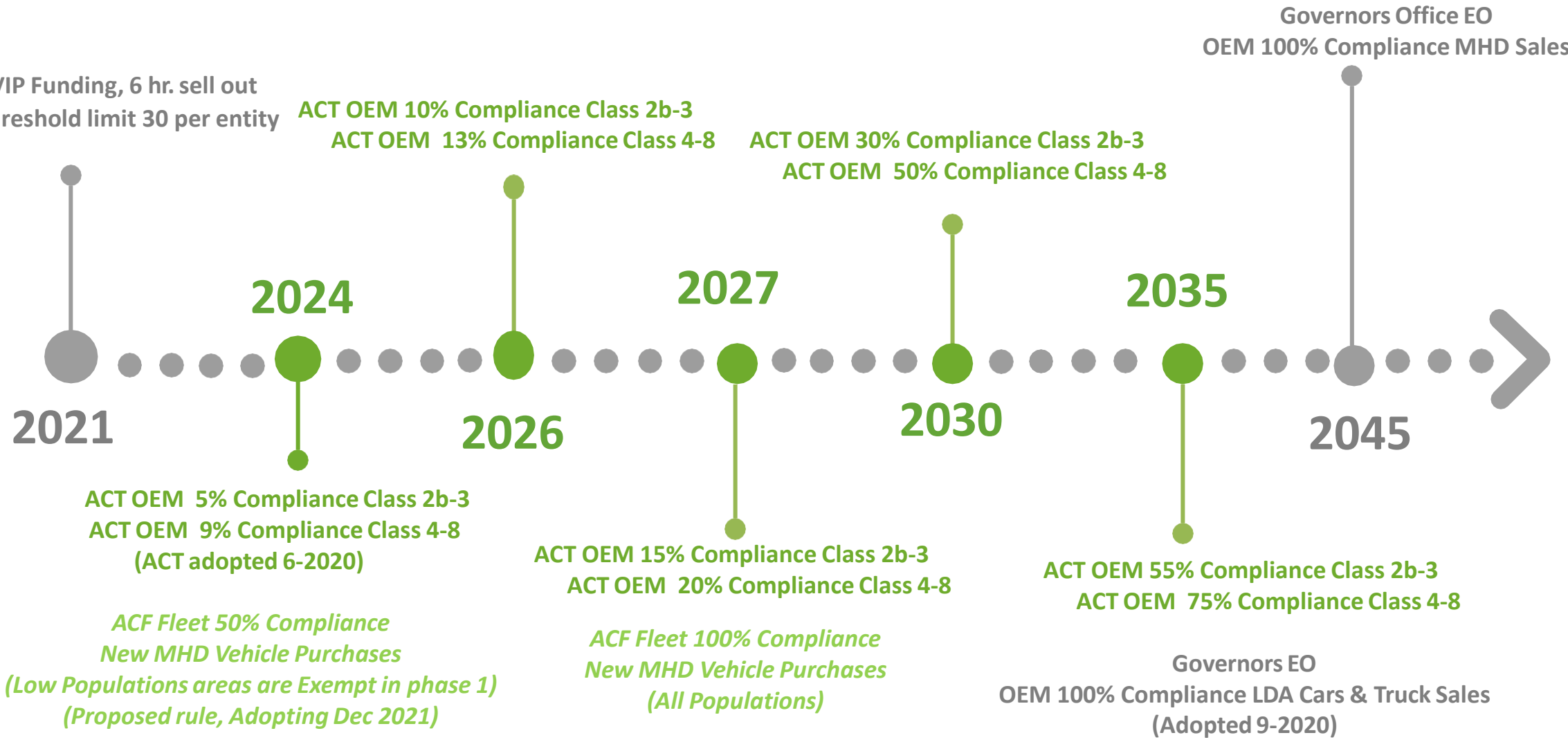
# ZEV MHD Mandates (CA.)

HVIP Funding.

Regulations.

Compliance %.

\$167M HVIP Funding, 6 hr. sell out  
Annual Threshold limit 30 per entity



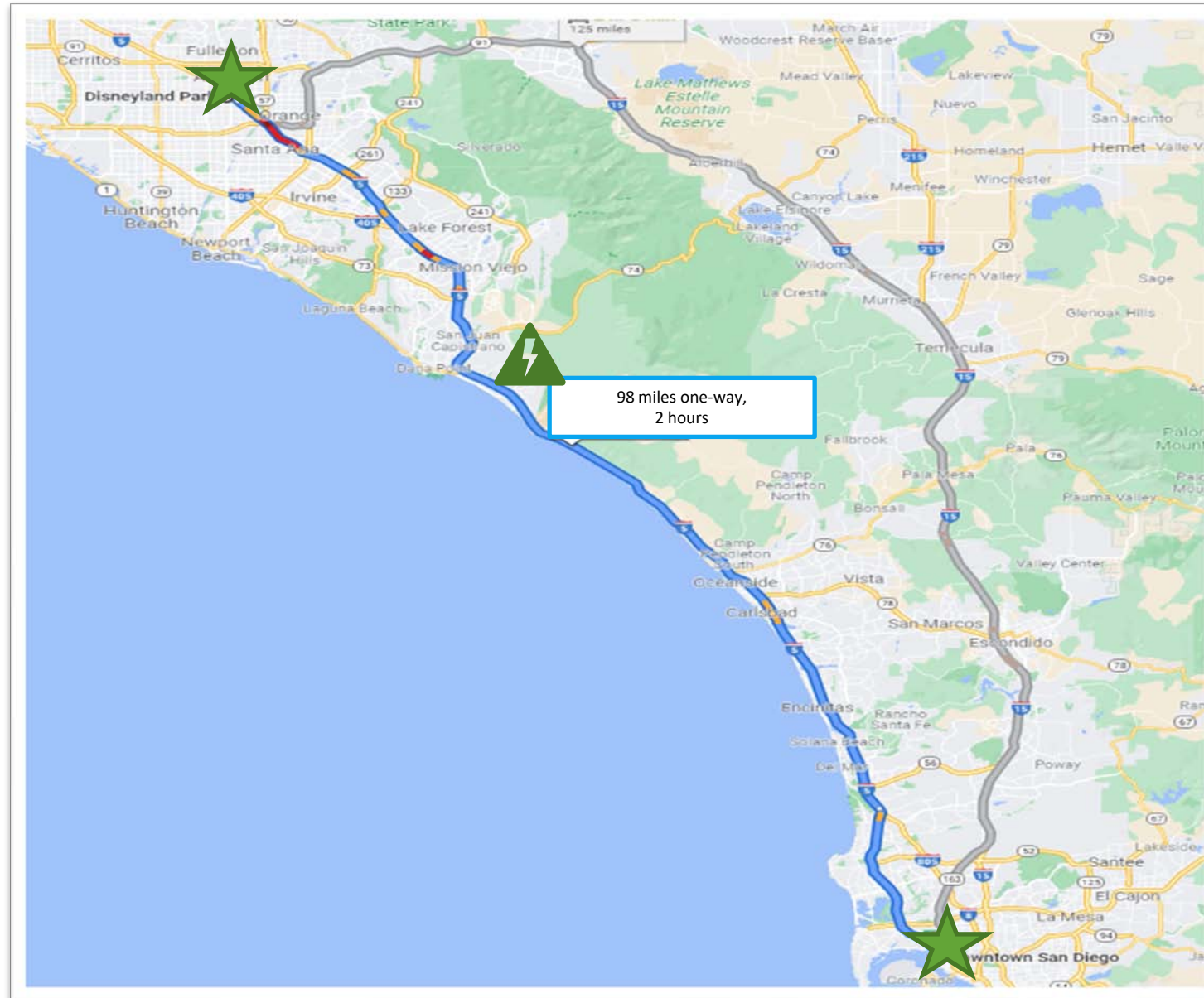
ACT: Advanced Clean Truck Rule. ACF: Advanced Clean Fleet Rule. EO: Executive Order. MHD: Medium Heavy Duty.



Route.

98 Miles One-Way.

2 Hours.



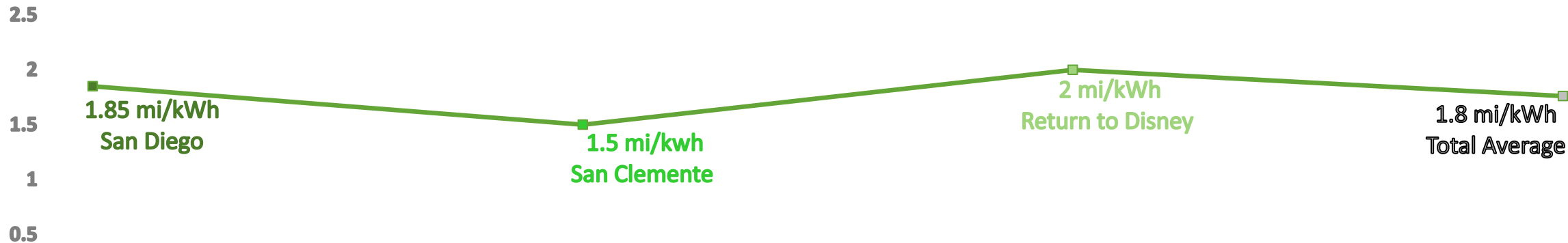
# Efficiency/Distance

1.8 mi/kwh.

0.57 kWh/mi.

59 mpge.

198 miles.

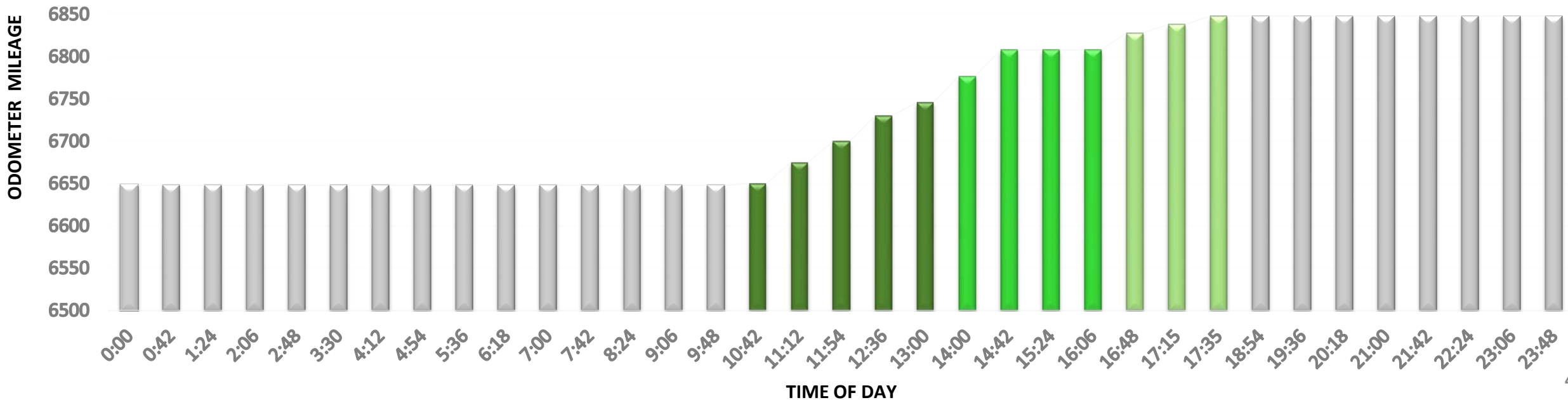


To San Diego: 96 mi

To San Clemente: 62 mi

Return To Disney: 40 mi

198 Mi Total



# SOC %

SOC = State of Charge (fuel tank level)

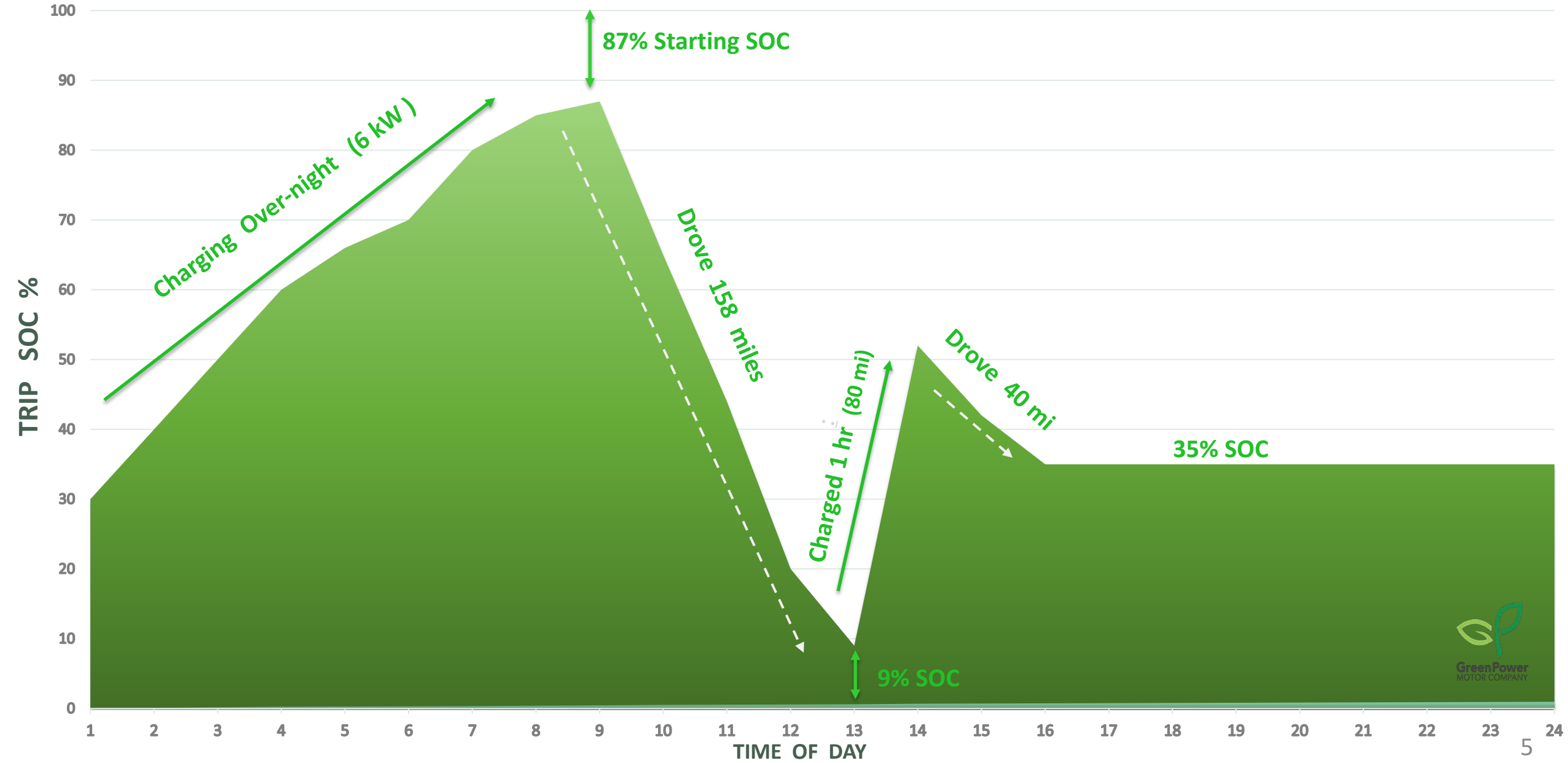
24 Hours.

198 mi.  
(158+40)

95% SOC.  
(used 112 kWh)

AC charging.  
(Chargepoint 6 kW)

DC charging.  
(Electrify America 60 kW)



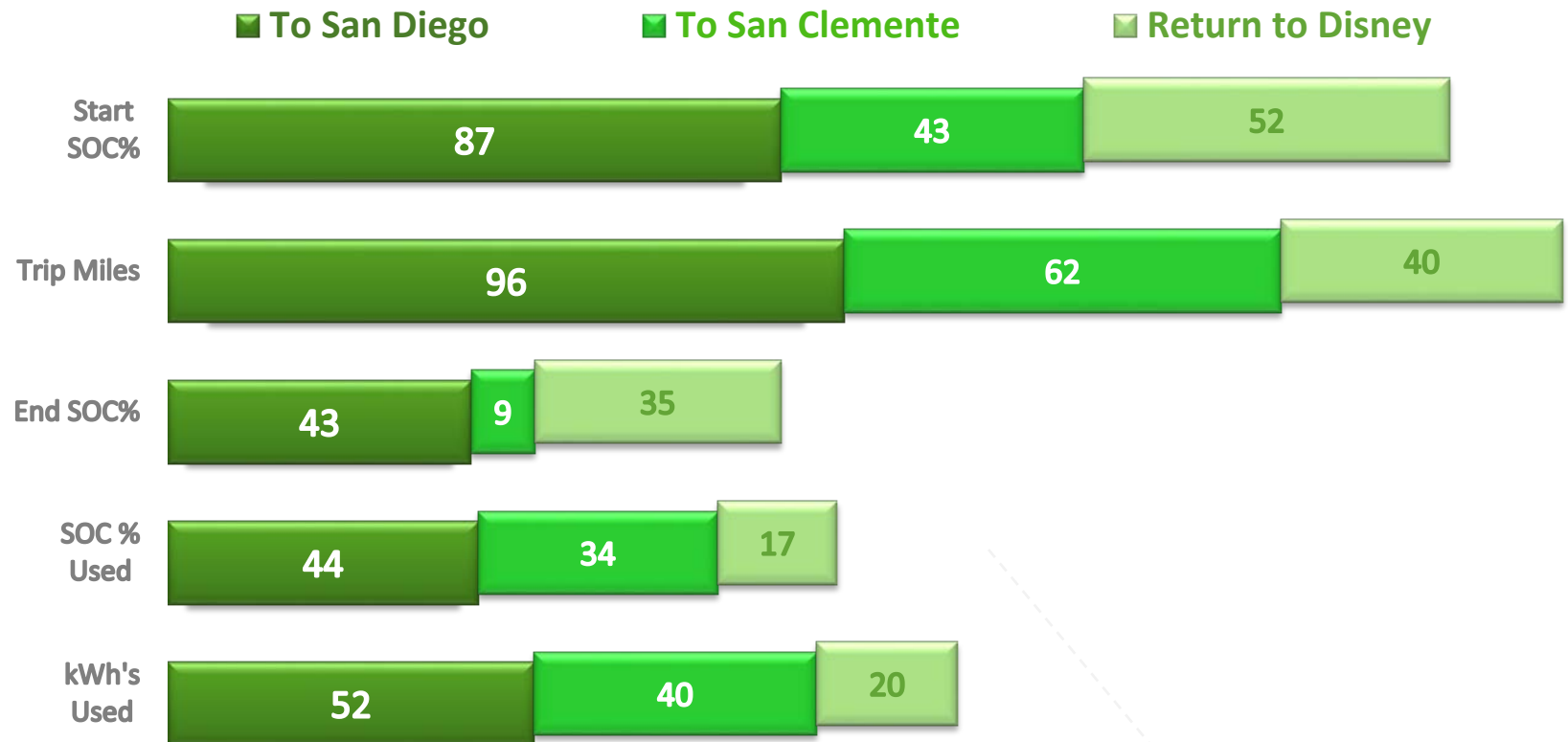
GreenPower  
MOTOR COMPANY

# TRIP PERFORMANCE

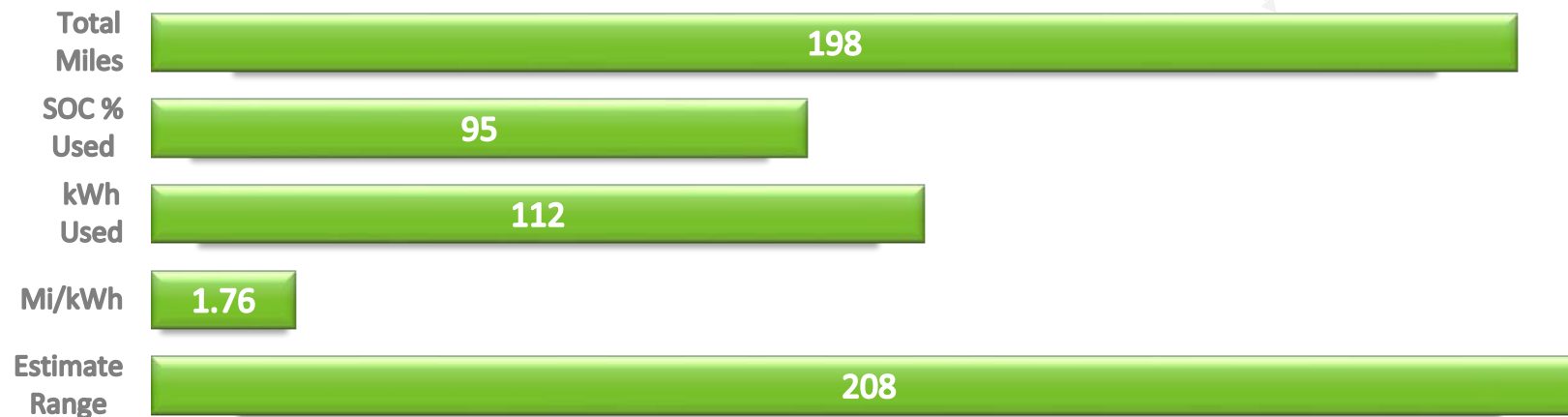
- DATE: AUG 19, 2021
- ANAHEIM to SAN DIEGO on FREEWAY
- DISTANCE = 198 MILES TRAVELED R/T
- SOC % USED = 95%
- KWH USED = 112
- EFFICIENCY = 1.76 Mi/kWh (0.57 kWh/mi)
- MPGe = 59 MILES
- ESTIMATED RANGE = 208 MILES

## Use Case Facts:


Freeway driving, Disneyland to Downtown San Diego, Total trip distance 198 miles, Starting SOC was 87%, 4.5 total hours of drive time, on the return trip we ended up in traffic, total SOC used for the round trip was 95%. Top average speed 55-60 mph, drove 158 miles before charging in San Clemente on the return to Anaheim. Charged for 1 hour at 60 kW and achieved 57 kWh (80 miles of range). The fuel efficiency of 96 miles to San Diego was 1.85 mi/kWh, 62 miles to San Clemente was 1.55 mi/kWh, 40 miles to Disney was 2 mi/kWh. Overall the EV Star demonstrated an efficiency of 1.76 mi/kWh or 0.57 kWh/mi, and a total estimated range of 208 miles. Regeneration is set at cruising and 5%, this increased the range on each trip and was actively applied.




## TOTAL RESULTS

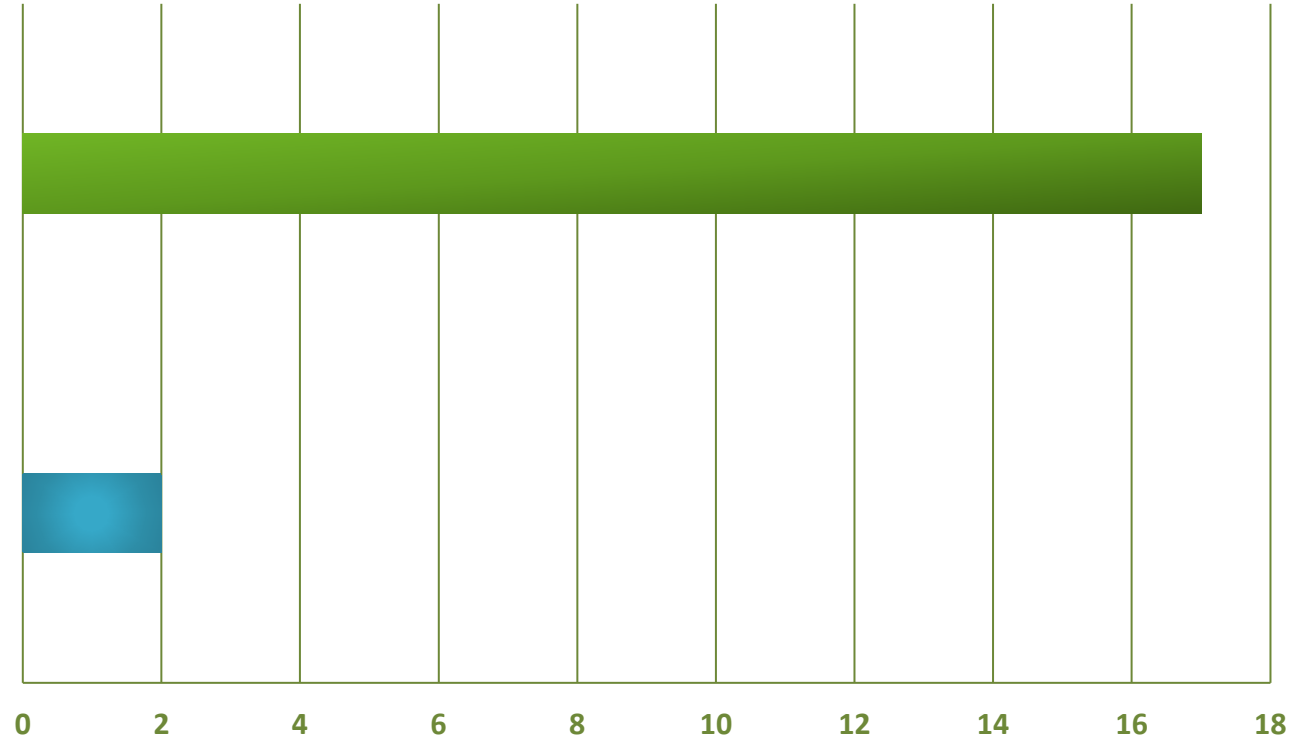


# Public Charging

 DC = 2 Hrs.  
(San Clemente, 1 hour, 57 kWh, 80 mi of range)

 AC = 17 Hrs.  
(Simba Lot, Over-night charging at 6-7 kW)

## DC VS AC CHARGING TIME



Electrify America  
ABB Terra HP

■ 60 kW DCFC

■ 7 kW AC

ChargePoint  
CT-4025

*Charging assumptions are based on 118 kWh battery pack capacity. Charging times can vary slightly by each site. Cost per kWh typically is 100% more expensive when using Public Chargers.*

# COST PER MILE

FUEL \$0.10 mi

MAINTENANCE \$0.10 mi

SAVINGS \$0.18 mi

EMISSIONS SAVED 70 %

Assumptions:

Blue = EV data. Red = ICE data. Green = EV Savings.

Two EV Stars, 37.7k annual miles each, One year of Savings comparison in calculation. Cost per kWh of \$0.13 at EV fuel economy of 0.77 kWh/mile. The actual demo day was at 0.57 kWh/mi; but in this illustration GP's advertised efficiency was used; thereby this resulted in a more conservative savings than the actual Demo day established. EV maintenance cost savings compared to ICE is estimated at 50%.

Medium duty ICE comparison vehicle, efficiency of 15 miles per gallon, \$2.63 per gallon fuel price.

ICE = internal combustion engine.  
kWh Rate: provided by J.R. Disneyland, Sustainability.

<b>Total Cost</b>	PER MILE, EV COST: \$0.20	1 YEARS, EV COST: \$15,128
<b>Total Savings</b>	PER MILE, EV SAVINGS: \$0.18	1 YEARS, EV SAVINGS: \$13,248

## Assumptions

EV MILES USE CASE	
Qty EV Buses/Trucks	2
Daily Miles per vehicle	150
Days Driven in a Month	21
Annual Mileage	75,600
Qty of Years	1
Miles Total	75,600

ICE FUEL	
ICE Fuel Rate (\$/GAL)	\$2.63
ICE Efficiency (MPG)	15
ICE Fuel (\$/Mi)	\$0.18
ICE Maintenance (\$/Mi)	\$0.20
<b>ICE COST (\$/Mi)</b>	<b>\$0.38</b>

## Results

EV COMPARED TO ICE	
ICE Fuel (\$/Mi)	\$0.18
ICE Maintenance (\$/Mi)	\$0.20
EV Fuel (\$/Mi)	\$0.10
EV Maintenance (\$/Mi)	\$0.10
LCFS EV Revenue (\$/Mi)	\$0.00
<b>EV SAVINGS Comparison (\$/Mi)</b>	<b>\$0.18</b>

EV FUEL	
EV Utility Rate (\$/kWh) <i>estimated commercial average</i>	\$0.13
EV Efficiency (kWh/Mi)	0.77
EV Fuel (\$/Mi)	\$0.10
EV Maintenance (\$/Mi) <i>50% reduction compared to ICE</i>	\$0.10
LCFS Fuel Revenue (\$/Mi) <i>assumes \$200 per credit</i>	
<b>EV COST (\$/Mi)</b>	<b>\$0.20</b>



Estimates per assumptions and will vary per duty cycle or climate, values are rounded, assumes limited peak time use, separately metered.



# LOW CARBON FUEL STANDARD (LCFS) CREDITS

## CALIFORNIA PROGRAM FOR EV CHARGER OWNERS




*Eligibility:*  
 You must own the chargers or contract with the owner to generate the credits; you must report quarterly per the criteria methods of reporting.

### LCFS EV Credit Illustration in the EV STAR

- The fuel credits below illustrate the calculated amount of revenue that will be earned on a per mile basis.
- The value/price of your credits will vary.

2021 LCFS Fuel Revenue Credits Per Mile. EV Star (HDV).			
EV Per Mile Revenue			
Credit Price	HDV = 5.0 EER		
Value	Class 4 (Cargo Van)	Class 4 (EV Star)	Class 4 (EV Star+)
S/Credit	0.75 kWh/mile	0.77 kWh/mile	0.88 kWh/mile
\$100	\$0.10	\$0.10	\$0.12
\$150	\$0.15	\$0.16	\$0.18
<b>** \$200</b>	\$0.20	\$0.21	\$0.24

<p>A different kWh/mi impacts the credits.</p> <p>You must be the approved charger owner to generate the credits and report quarterly.</p>	 <b>** \$0.20/ mile (\$0.27/ kWh)</b>	 <b>** \$0.21/ mile (\$0.27/ kWh)</b>	 <b>** \$0.24/ mile (\$0.27/ kWh)</b>
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\*\*Estimated the LCFS Value at \$200 credit price with the Baseline credit method.

Credit illustration per Base-Line method.

# CARBON CREDITS

CARBON CREDITS (-\$0.21 mi)

FUEL (-\$0.11 mi) Inc. credits

MAINTENANCE \$0.10 mi

SAVINGS \$0.39 mi

EMISSIONS SAVED =70 %

Assumptions:

Blue = EV data. Red = ICE data. Green = EV Savings.

Two EV Stars, 37.7k annual miles each, One year of Savings comparison in calculation. Cost per kWh of \$0.13 at EV fuel economy of 0.77 kWh/mile. The actual demo day was at 0.57 kWh/mi; but in this illustration GP's advertised efficiency was used; thereby this resulted in a more conservative savings than the actual Demo day established. EV maintenance cost savings compared to ICE is estimated at 50%. The carbon credit value (LCFS) is \$0.21 per mile, the credits can only be generated if you are a fleet that owns the chargers and are only available in California.

Medium duty ICE comparison vehicle, efficiency of 15 miles per gallon, \$2.63 per gallon fuel price.

ICE = internal combustion engine.  
kWh Rate: provided by J.R. Disneyland, Sustainability.

<b>Total Cost</b>	PER MILE, EV COST: -\$0.01	1 YEARS, EV COST: -\$748
<b>Total Savings</b>	PER MILE, EV SAVINGS: \$0.39	1 YEARS, EV SAVINGS: \$29,124

Assumptions		Results	
<b>EV MILES USE CASE</b>		<b>ICE FUEL</b>	
Qty EV Buses/Trucks	2	ICE Fuel Rate (\$/GAL)	\$2.63
Daily Miles per vehicle	150	ICE Efficiency (MPG)	15
Days Driven in a Month	21	ICE Fuel (\$/Mi)	\$0.18
Annual Mileage	75,600	ICE Maintenance (\$/Mi)	\$0.20
Qty of Years	1	<b>ICE COST (\$/Mi)</b>	<b>\$0.38</b>
Miles Total	75,600		
<b>EV FUEL</b>		<b>EV COMPARED TO ICE</b>	
EV Utility Rate (\$/kWh) <i>estimated commercial average</i>	\$0.13	ICE Fuel (\$/Mi)	\$0.18
EV Efficiency (kWh/Mi)	0.77	ICE Maintenance (\$/Mi)	\$0.20
EV Fuel (\$/Mi)	\$0.10	EV Fuel (\$/Mi)	\$0.10
EV Maintenance (\$/Mi) <i>50% reduction compared to ICE</i>	\$0.10	EV Maintenance (\$/Mi)	\$0.10
LCFS Fuel Revenue (\$/Mi) <i>assumes \$200 per credit</i>	-\$0.21	LCFS EV Revenue (\$/Mi)	-\$0.21
<b>EV COST (\$/Mi)</b>	<b>-\$0.01</b>	<b>EV SAVINGS Comparison (\$/Mi)</b>	<b>\$0.39</b>

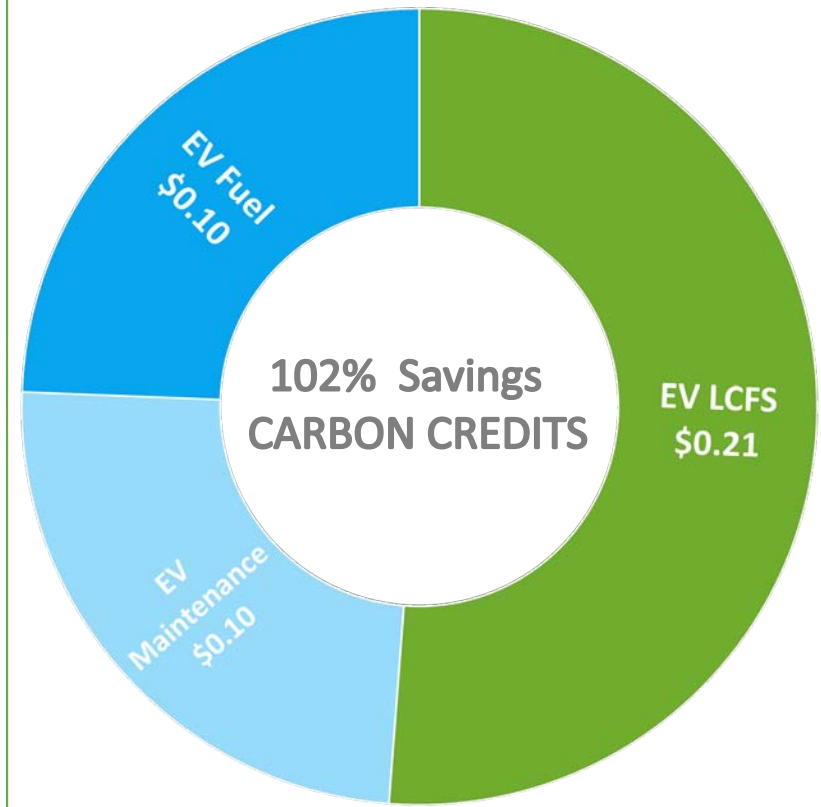
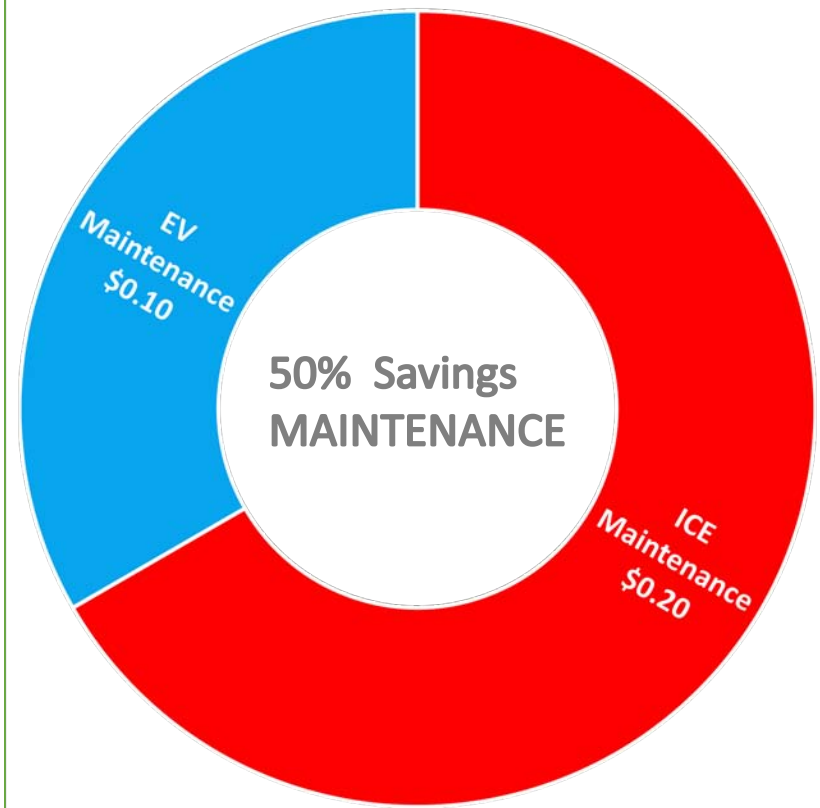
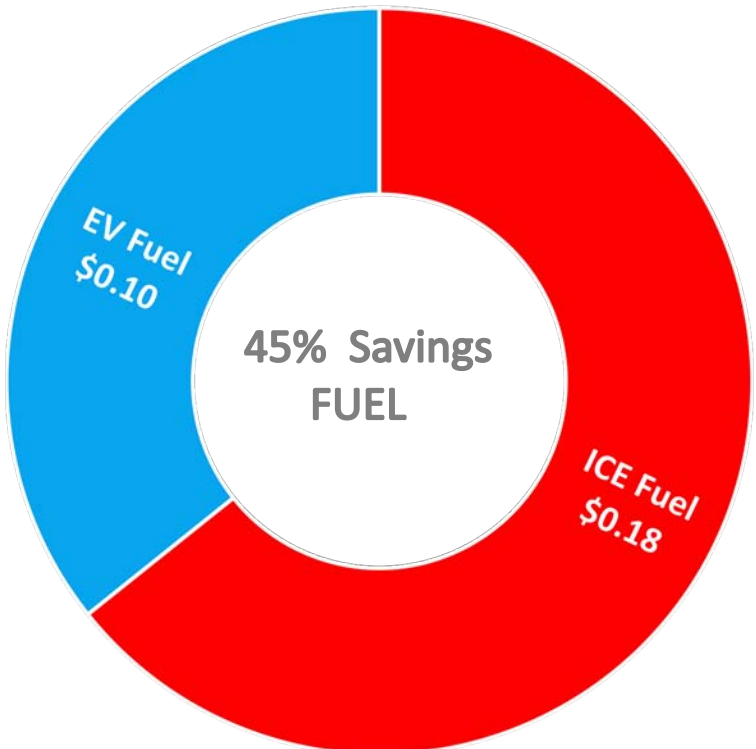


Estimates per assumptions and will vary per duty cycle or climate, values are rounded, assumes limited peak time use, separately metered.



# Purpose-Built Benefits

Fuel=45%. Maintenance=50%. Carbon Credits=102%.



# Savings

1-15 yrs.  
(Useful Life)

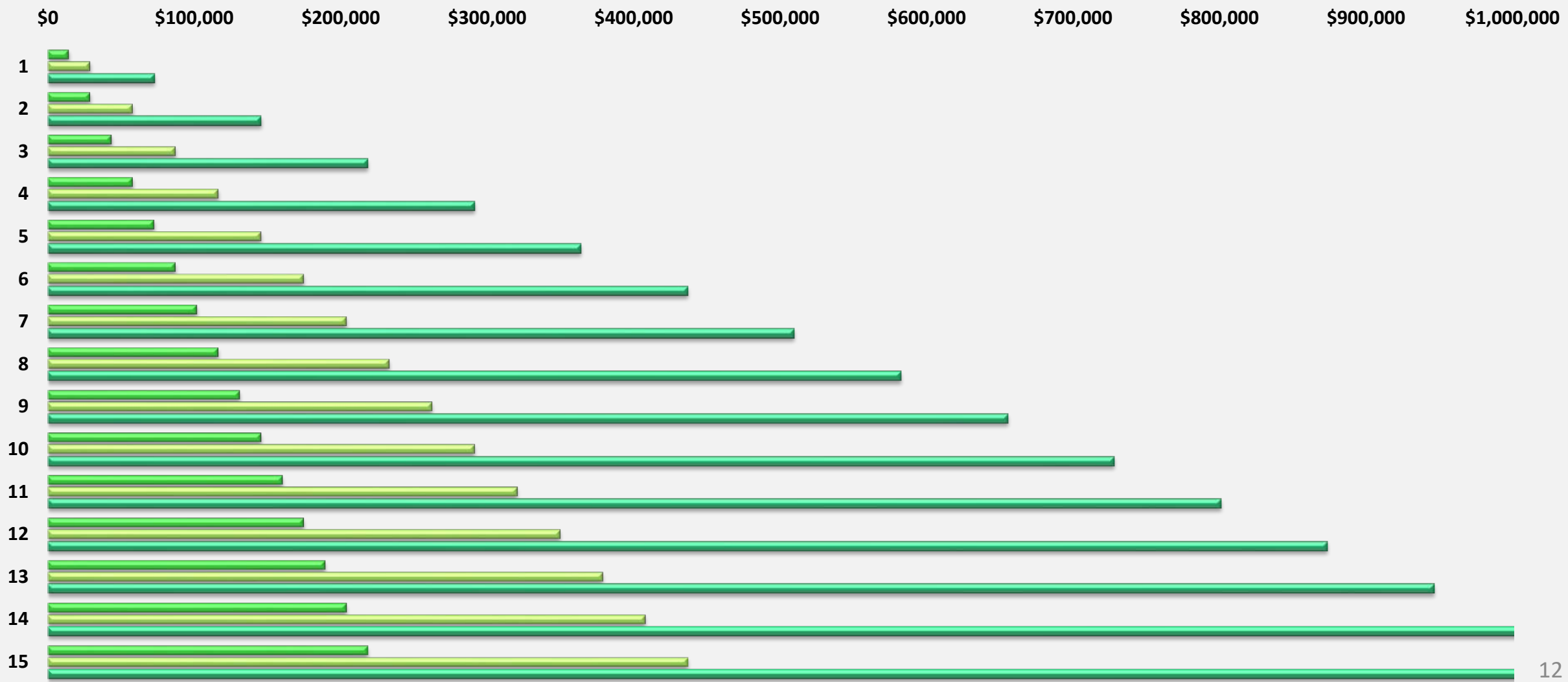
Carbon Credits.  
(-\$0.21/mi)

1 EV Star.

2 EV Stars.

5 EV Stars.

(Future savings can be reduced by any LCFS changes)



12

	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1
1 EV Star	\$218,430	\$203,868	\$189,306	\$174,744	\$160,182	\$145,620	\$131,058	\$116,496	\$101,934	\$87,372	\$72,810	\$58,248	\$43,686	\$29,124	\$14,562
2 EV Stars	\$436,860	\$407,736	\$378,612	\$349,488	\$320,364	\$291,240	\$262,116	\$232,992	\$203,868	\$174,744	\$145,620	\$116,496	\$87,372	\$58,248	\$29,124
5 EV Stars	\$1,092,150	\$1,019,340	\$946,530	\$873,720	\$800,910	\$728,100	\$655,290	\$582,480	\$509,670	\$436,860	\$364,050	\$291,240	\$218,430	\$145,620	\$72,810

# Maintenance

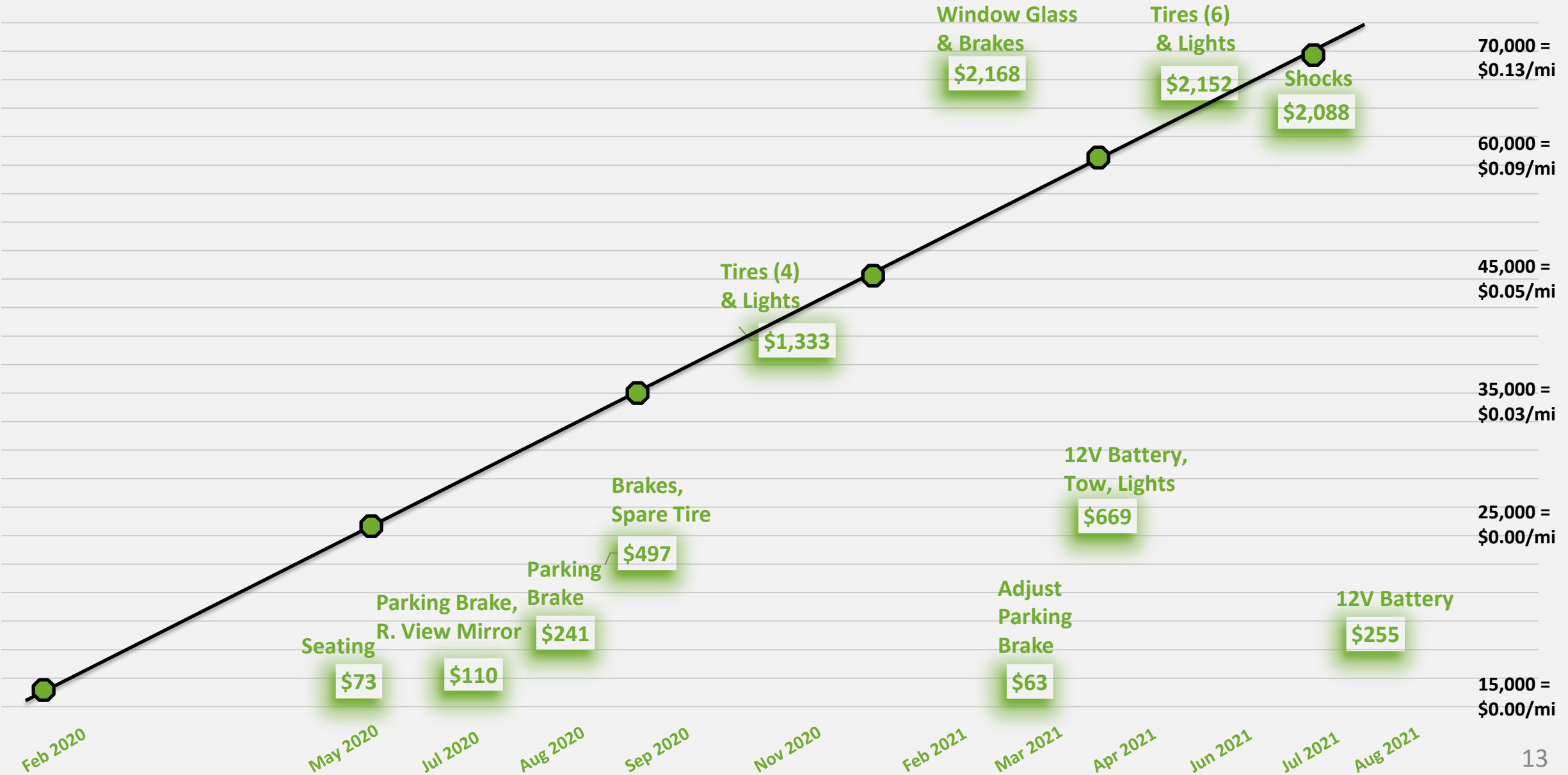
(Preventive Maintenance Inspections not included)

2 Years.  
(73k miles 8-2019 to 8-2021)

\$9,650.  
(Fleet cost)

1 Yr. \$/Mi.  
(\$0.00)

2 Yrs. \$/Mi.  
(\$0.03 to \$0.13)



# Summary

Comparison.

Results.

Savings.



Altoona certified  
**92.2 Score**

Federal Transit  
Administration

Advanced **High Voltage Charging**



120V  
240V  
576V



**Wireless & Autonomous** Integration



Ask for **Buy America**



Description	ICE	EV
Vehicle-Type	Shuttle	EV Star
Distance Traveled	NA	198 Mi
SOC % Used	NA	95%
Fuel Economy	15 MPG	1.76 mi/kWh
Charger Type	NA	60 kW
Fuel Cost per Mile	\$0.18	\$0.10
Maintenance Cost per Mile	\$0.20	\$0.10
Carbon Credits per Mile	NA	(-\$0.21)
Savings Per Mile	NA	\$0.18 to \$0.39
Savings Per Year, Per Shuttle	NA	\$6.6k to \$14.5k
Savings 10 Years, Per Shuttle	NA	\$66k to \$145k
<b>TOTAL COST PER MILE</b>	<b>\$0.38</b>	<b>\$0.20 to (-\$0.01)</b>

Lisa McGhee

Lisa@Greenpowermotor.com



www.GreenPowerMotor.com



8885 Haven Ave. Ste 150, Rancho Cucamonga CA,  
91730



(909) 681-7759, Lisa McGhee



linkedin.com/company/GreenPowerBus



fb.com/GreenPowerMotorCo



@GreenPowerBus



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Assumptions or  
Forward Looking  
Statements



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