THE POWER OF CHOICE
Our goal is to help, and provide, the best choice!

Every IC Bus Except Electric comes standard with an Allison Transmission

DIESEL
- Reliable and efficient
- Most powerful
- Most durable
- Best fuel economy
- Maintenance experience (familiar)
- Access to fuel

Gasoline
- Lowest acquisition cost
- Limited aftertreatment
- Maintenance technician availability
- Ideal for stop and go & short routes
- Cold weather benefits
- Access to fuel

Propane
- Tax credit and grant availability
- Smooth, quiet, reliable power
- Most stable fuel price
- Clean burning
- Limited aftertreatment
- Cold weather benefits

Electric (Concept)
- Tax credit and grant availability
- Zero emissions
- Lowest maintenance costs
- Unique power/acceleration/ off the line
- Estimated launch: 2020

IC Bus – Driving Choice

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ELECTRIC VEHICLE ECONOMICS CONTINUE TO IMPROVE

As Electric Vehicle Volume increases, Battery Costs continue to decrease.
Market for Electric Commercial Vehicles

Electric Vehicle Adoption is already happening with US Transit Buses, but the larger market for electrification is with other Commercial Vehicles.
Why School Bus is a Good Fit

- Low average daily mileage: 60 to 70 miles
- Known, fixed route each day
- Return back to same location each day
- Possible to charge mid-day
- Start & Stop operation
- High availability of grant funding
DAILY ROUTE DRIVEN FOR SCHOOL BUS

Navistar School Bus > 26,000 lb
Daily Mileage Distribution
2018 chargE Roadshow

Customer Categories

**Early Adopters**
- Truly wants to be green
- Interested in latest technology
- Considering or already has alternative fuel buses

**Volunteered Owner**
- Forced to take technology due to funding/school board
- Risk averse to new technology

**Laggards**
- Wants others to test the technology first
- Infrastructure scares them
- Concerned about initial acquisition cost
Navistar’s Path to Electric Success
Consulting

Route Simulation

Grant Opportunities

Battery Options
Constructing Building Trucks & Buses at Navistar facilities
Charging

Recommend and Assist in determining Charging Hardware Infrastructure
Connecting

Connect to vehicles with Telematics to monitor vehicle and battery during operation plus connect with Dealer network.
Navistar’s Approach to Electrification Implementation 4C’s

Work with Customer Through Entire EV Procurement and Implementation

**CONSULTING**
- Route Simulation to determine EV requirements and efficiencies
- Share EV Funding Opportunities

**CONSTRUCTING**
- Configuring and Building Trucks and Buses in Navistar Facilities

**CHARGING**
- Provide Requirements of charger, infrastructure and assist in charger installation

**CONNECTING**
- Monitor and communicate EV vehicle performance with telematics and assist through dealer network