



Clean Energy[®]

North America's leader in clean transportation

Natural Gas for Transportation: The Secret Is Out

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Why Natural Gas for Transportation?



- **Cheaper**
 - Costs average between \$0.50- \$1.00 less per gallon than gasoline
- **Cleaner**
 - Cleanest burning fuel available
 - Reduces GHG emissions by up to 30% and NOx emissions by 85%
- **Domestic**
 - 97% domestically produced
 - Gallon per gallon displacement of foreign oil
 - 150 year supply



- **Largest provider of vehicular natural gas (CNG & LNG) in North America**
 - 75 million gallons sold during 2008
- **Full service**
 - Design, Build & Operate Stations
 - Fuel and Fleet Marketing
 - Vehicle Grants (Awarded over \$115 Million)
 - Financing
- **Operating Territory**
 - 176 stations
 - 15 U.S. States
 - 19 Airports
- **Publicly-traded as CLNE on NASDAQ**
 - Fuel 14,000+ customer vehicles daily
 - Headquartered in Seal Beach, CA



Clean Energy Stations



City of College Park, Atlanta Hartsfield Airport



Los Angeles International Airport



Phoenix Sky Harbor (Eastside Station)



Dallas Fort Worth

Compressed Natural Gas (CNG) Basics

- Used in cooking and heating
- Drawn from pipeline and compressed
- Dispensed similar to gasoline
- Stored in cylinders onboard vehicle



Typical Compressor Compounds



Fast Fill Dispenser & Time Fill Posts



Fast Fill Dispenser



Time Fill Hoses

Natural Gas for Transportation: America's Best Kept Secret



Cleaner



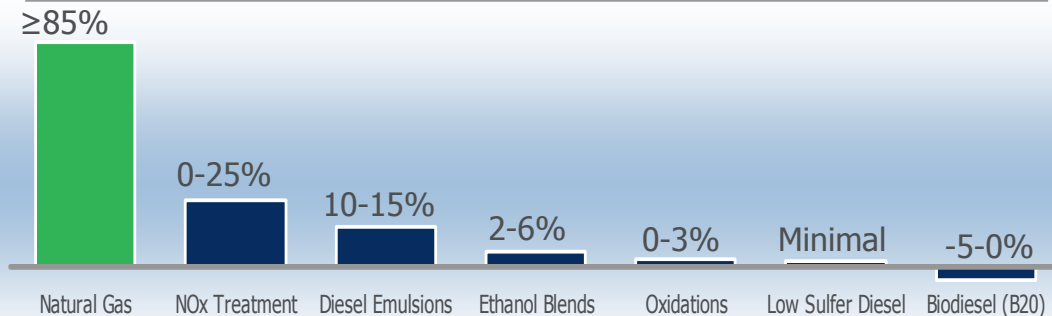
Cheaper



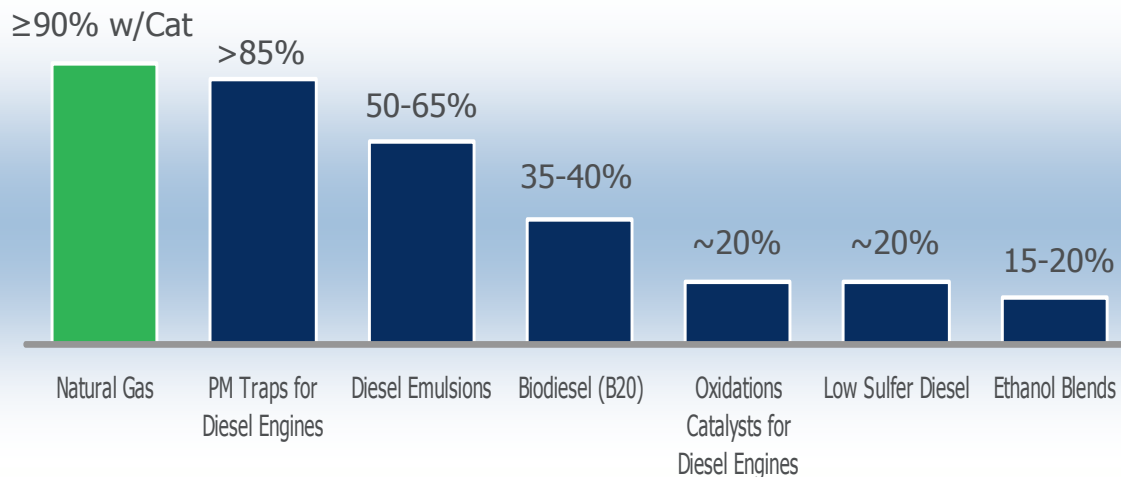
***Domestically
Available***

NGVs Produce Significantly Less Smog and Soot

NOx Reduction: Less Smog



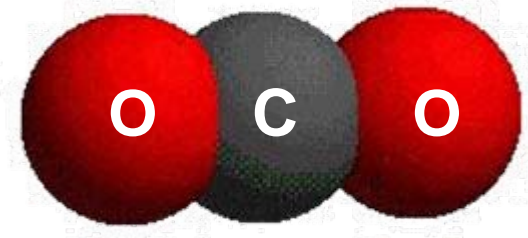
PM Reduction: Less Soot



Greenhouse Gases

CEC's Well to Wheels Study

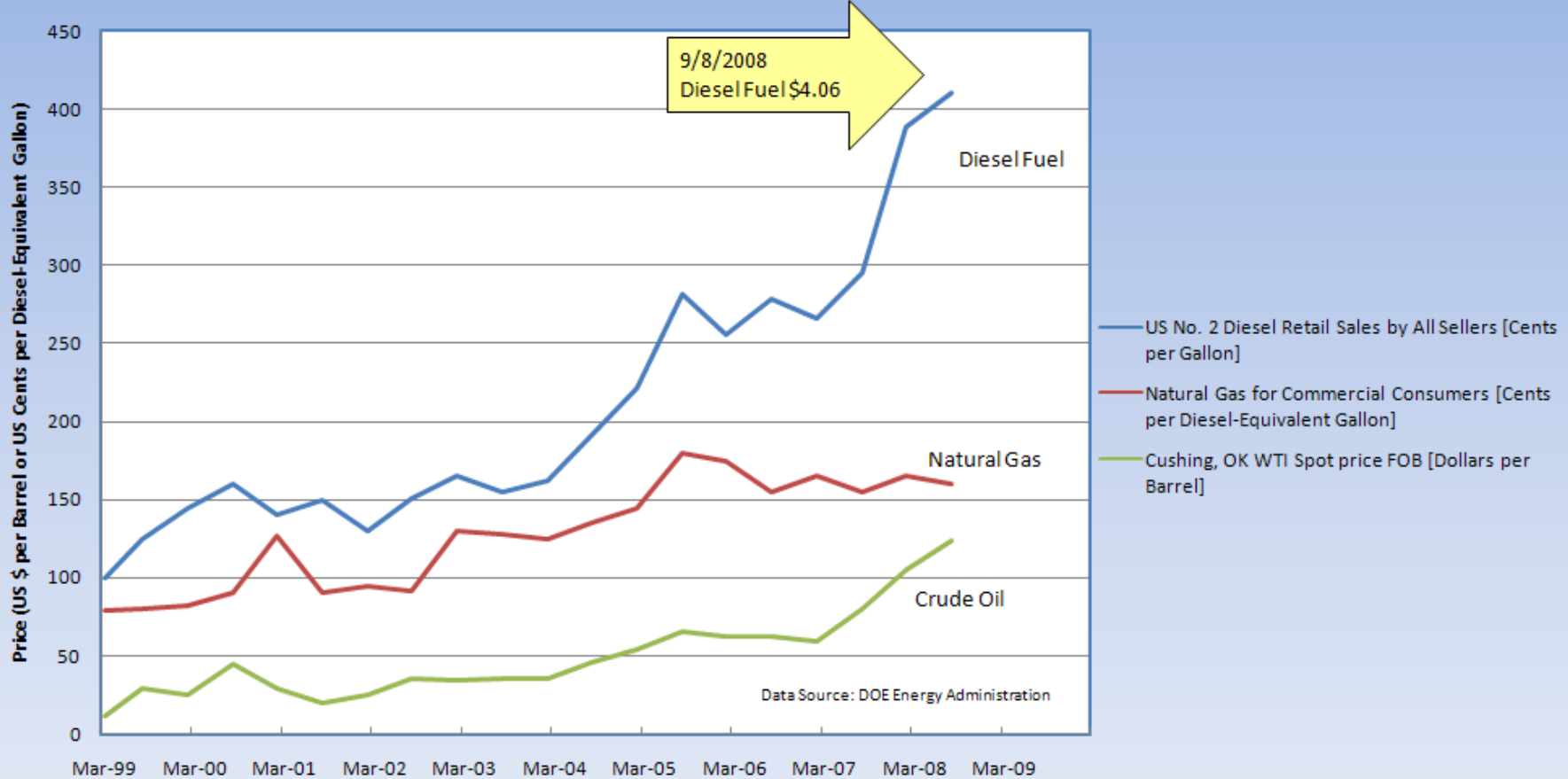
- 23% GHG reduction compared to diesel fuel
- 30% GHG reduction compared to gasoline fuel



Source: South Coast Air Quality Management District 2007 Air Quality Management Plan Summit Panel

Fuel Price History: Lets Not Forget!!

Price History for Crude Oil, Diesel Fuel and Pipeline Industrial Natural Gas



Natural gas has been 25 - 61% cheaper than Diesel over last 10 years

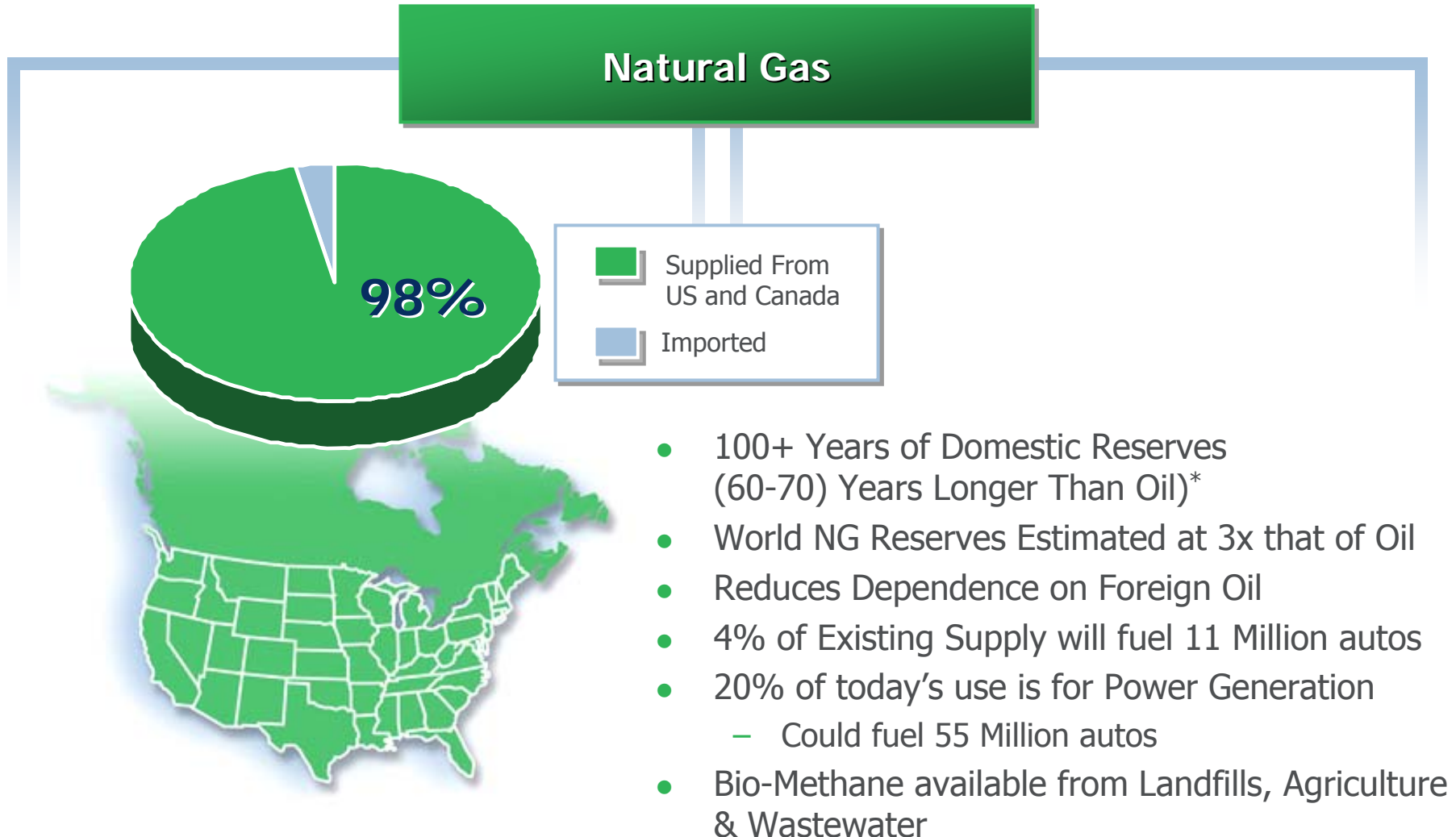
President's Energy Bill Tax Credits Effective January 1, 2006

Will cover a certain amount (up to 80%) of the incremental cost for each dedicated natural gas vehicle based on vehicle's GVWR

(Gross Vehicle Weight Rating)

- GVWR < 8,500 lbs= \$13,800 (**\$4,000**)
 - Honda Civic, Ford Crown Victoria, Chevy Astro, GM SUVs
- GVWR 8,500-14,000 lbs= \$16,000 (**\$8,000**)
 - Ford F-150, 250, 350 Sierra/Silverado pickup, Express/E350 van
- GVWR 14,000-26,000 lbs= \$18,000 (**\$20,000**)
 - Ford E450 or GM 8.1L shuttle bus
- GVWR > 26,000 lbs= \$40,000 (**\$32,000**)
 - Dump Truck, Refuse Truck, Transit Bus, Street Sweeper

Large, Secure, Domestically Available Supply of NG



*Based on Current Rate of Consumption
Sources: EIA 2006, Clean Energy

Niche Markets

Airports

- We are at 19 majors
- Emissions mitigations with expansion

Goods Movement

- Port of LA/LB
 - 5,000-10,000 LNG Trucks
- Model for other ports

Refuse

- 200,000 truck opportunity
- 2.2 billion GGEs annually

Transit

- 20% penetration
- High fuel use

International Expansion

- Accelerating growth
- Peru

Niche Markets: Airports

- A “hub” for ground transportation
 - Taxis, Limos, Door-to-Door Shuttles, Courtesy Shuttles
- CE operates at 19 of the US’ largest airports including:
 - Atlanta - Hartsfield, Dallas-Ft Worth, Denver, LAX, New York La Guardia, Phoenix, San Francisco, and Seattle
- Many airports around the US have implemented policies supporting the use of NGVs



At Airports

- **Ontario Airport**
 - 100% Alternative Fuel Required
 - Two year Implementation, entire fleet by December 31, 2009
- **Phoenix Sky Harbor Airport**
 - 100% CNG Airport Taxi Fleet
 - 180 Taxis in service
- **Seattle Tacoma Airport**
 - 100% CNG Fleet
 - 200+ Taxis in service



Santa Ana/John Wayne Airport

In Cities

- **San Francisco**
 - GHG emission reduction mandate
 - Requires all cab companies to reduce their average GHG emissions by 20% from 1990 levels by 2012
- **Manhattan Beach, CA**
 - Small beach city served by 250 taxis
 - Required phase in of high efficiency or natural gas taxis



Niche Markets: Refuse and Recycling

- Currently, over 2,500 refuse trucks run on natural gas in the US
 - Autocar announced a 60% increase in natural gas truck sales vs. past year
 - Natural gas refuse trucks are cleaner and quieter
- CE fuels over 1000 refuse trucks daily including:
 - Burrtec Industries; Fresno, CA; Smithtown, NY; and Waste Management
- More municipalities across the US are selecting natural gas trucks for residential collection services including:
 - Boise, ID; Brookhaven, NY; Hamilton, NJ; New York City; San Antonio, TX; Seattle, WA; College Park, GA



How Municipalities Realize the NG Advantage

- Long Island Model
 - Refuse and recycling collected by third-party contractors
 - Municipality requires 100% CNG trucks in bid
 - Contracts with fuel provider to provide station and fuel for contractors
- Alternative Fuel Preference
 - Municipality requires that collection contractors provide service with 100% or fixed percent of alternative fuel vehicles- CNG, LNG, B100, etc.
 - Recently in Seattle, WA; Boise, ID; and Hamilton, NJ
- Government-Owned Fleets
 - Upon vehicle turnover, transition to CNG trucks
 - Contract with fuel provider to provide station and fuel
 - Some looking for unique vehicle financing

Niche Markets: Transit

- 30% of all new transit buses in the US are natural gas
 - Low cost operation, clean, and quiet
- CE provides daily fueling services for over 3,200 transit buses including:
 - Boston MBTA, Dallas ART, Foothill Transit, MTA Long Island Bus, San Diego Transit, and Valley Metro (Phoenix, AZ)
- OEM built by El Dorado, NABI, New Flyer, Orion



Initial focus on Seaports

- Seaports are essential for a strong economy and trade, but:
 - They are major sources of pollution
 - They are major sources of truck traffic
- The Ports of Los Angeles and Long Beach instituted landmark policies to reduce emissions
 - Replacing 5,300 drayage trucks with natural gas trucks
 - CE building 3 LNG stations
- Capacity, Kenworth, Ottawa, Peterbilt and Freightliner are producing OEM natural gas trucks for goods movement operations



NG for Regional Trucking and Local Delivery

- Experience with Port of LA model will translate to other regional, return-to-base goods movement fleet operations
- Local delivery trucks have been operating on CNG for decades
 - UPS- Largest commercial NGV fleet in US; 1,400 units (150 in Atlanta, GA)
 - Beer distributors
 - AT&T just announced 8,000 NG service vehicles over next 10 years
- Product availability and engine development will be key to success
 - Both CNG and LNG applications are viable



Additional Key Niche Markets

- School Districts
- Government and Private Fleets



Conclusions

- Natural gas is cleaner, cheaper than diesel, and domestically-sourced
- More natural gas vehicles hit the street every year
 - Proven technology
 - Excellent operability, fuel cost savings, better lifecycle cost than diesel
 - Good public policy
- Examples/Models exist to aid your transition to natural gas

PAST



FUTURE



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