

### America's Natural Gas <u>Fueling The Future of Transportation</u>

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Peter Grace, Senior Vice-President Sales & Finance





- Founded in 1996 by Boone Pickens
- Largest provider of vehicular natural gas (CNG & LNG) in North America
  - 110 million gallons sold during 2010
- Full service
  - Design, Build & Operate Stations
  - Fuel and Fleet Marketing 50+ Member Marketing Team
  - Grants Writing Staff (Awarded over \$250 Million in Federal & State Grants)
  - Financing for Stations & Fleets
- Operating Territory
  - 230+ stations
  - 20 U.S. States
  - 23 Airports

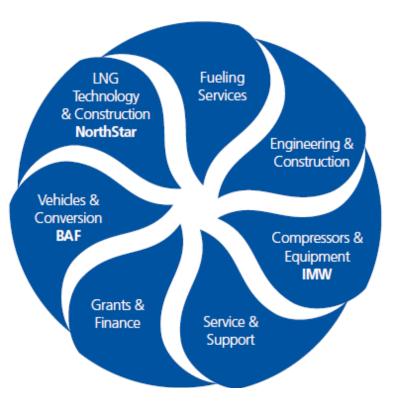
#### • Publicly-traded as CLNE on NASDAQ

- Fuel 22,000+ customer vehicles daily
- Headquartered in Seal Beach, CA



#### **The Clean Energy Solution**





# The Clean Energy Solution

Integrated fueling services: Turnkey station engineering/construction, compressors/equipment, service/support, grants/finance with fueling contracts



#### **Compressors & Equipment**



- IMW Industries With more than 1,200 units in 24 countries, IMW is a global leader in CNG compressor and equipment design, manufacturing and installation.
  - "Oil Free" compression technology virtually eliminates fueling system and vehicle maintenance problems
  - Manufacturing in North America and China
  - Factory-direct sourcing provides seamless integration for station needs
  - Custom configuration ensures optimum performance and reliability
  - Lowest life-cycle costs







- With more than 200 fueling stations monitored nationwide, Clean Energy Sentinel<sup>™</sup> Service provides 24/7 monitoring and response.
  - From time & materials to all-inclusive, fixed costs
  - Over 150 factory-trained technicians, not outsourced labor
  - Remote equipment/station monitoring through two high-tech operations centers
  - Multi-million-dollar inventory of critical items
  - Best value, flexible service-level options and terms





#### **Vehicles & Conversions**



- BAF With more than 12,000 vehicles on the road, technology leader BAF provides qualified and certified conversions in all states.
  - Only QVM (Qualified Vehicle Modifier) certified by Ford with full factory warranty
  - All engine families CARB- or EPA-approved
  - Chosen by AT&T, Verizon for nationwide CNG van programs
  - Service and support provided nationwide
  - Only vehicle modifier conducting full crash tests on conversion vehicle types



## NGVs Are a "Good Fit"- SECTORS



- Taxi, Airport, and Shuttle
  - Terminal Buses, Hotel/Parking Shuttles, Taxis, Door-to-Door, Utilities, Local Government Fleets
- Solid Waste
  - Refuse and recycling collection, commercial container and rolloffs, and transfer
- Transit
  - Fixed-Route Buses, Para-Transit, School Buses
- National Fleets (Trucking)
  - Interstate/Intrastrate Trucking, "Short-Haul" Delivery, Food & Beverage, Floral



#### **Clean Energy Sector Contacts**



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### America's Natural Gas Highway System Objectives



- America's Natural Gas Highway System will deploy LNG fueling stations along every major interstate trucking corridor in the U.S.
  - \$300 million in private investment
  - Focused development along busiest truck routes
- Deploy stations every 250 -300 miles
  - Clear line of sight on CLNE's first 90 stations creates interstate coverage coast-to-coast and border-to-border
  - Next 60 stations planned to expand the network and fill gaps
- The transportation market is poised for rapid adoption of natural gas in medium and heavy-duty trucks
- Proven success of current deployments
- Fully embraced by original equipment manufacturers (OEM)
- Right-size engines entering the market
- Additional technological breakthroughs underway
- LNG is Cheaper, Cleaner, American & Abundant



# America's Natural Gas Highway –September 2011 Clean Energy







- Clean Energy is the national leader in CNG and LNG fueling infrastructure and fuel supply.
- Clean Energy's comprehensive approach provides our customers complete fueling and vehicle solutions to expediently transition to natural gas.
- Fleets in all sectors of the transportation market can benefit from natural gas vehicles
- Our America's Natural Gas Highway initiative will transform the way our nation's products are moved by providing coast-to-coast natural gas fueling capability for America's trucking fleets

#### **Clean Energy Management Contacts**



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