GETTING ZERO-EMISSION VANS AND TRUCKS ON THE ROAD – THE NORTH AMERICA EDITION

September 3, 2020
Digital Dialogue Logistics

• Please use the Questions Pane on your GoToWebinar Control Panel to submit your questions
  – We will not be using the “raise your hand” feature

• Slides and a recording of today’s webinar will be distributed
• Participation is encouraged
Getting zero-emission vans and trucks on the road – the North America edition

Thursday, September 3 10:00 a.m. PDT / 1:00 p.m. EDT

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Participant Poll

• What is your zero-emission van and truck affiliation?
  – Government
  – Manufacturer
  – Fleet owner / user
  – Utility / infrastructure provider
  – Knowledge / service organization
Zero-emission vehicles will come in waves, and our “beachhead” strategy targets applications where zero-emission technology is likely to succeed first.
Model availability is increasing rapidly

Source: [https://globaldrivetozero.org/tools/zero-emission-technology-inventory/](https://globaldrivetozero.org/tools/zero-emission-technology-inventory/)
California and 14 other U.S. states are sending strong market signals supporting zero-emission trucks.
Leading regions should adopt “ecosystems” of complimentary, aligned regulations, incentives and investments

- Sales requirements for zero-emission trucks
- Fleet purchase requirements that mirror sales requirements
- Incentives for vehicle up-front costs
- Infrastructure investments to match vehicle incentives
- Development of zero-emission zones for delivery vehicles
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Zero-Emission Vehicles

John Luoma
Director of Product Planning
# Zero Emissions Demand

## Regulations
- CARB
- Percent of Sales by 2030
  - 50% Vocational
  - 15% Tractors

## Green Image
- Marketing
- Branding
- Sustainability Goals

## R. O. I.
- Purchase Price
- Total Cost of Ownership
- Energy Cost

## Incentives
- Vehicle and Infrastructure
- Grants
- Vouchers

## Purchase Price
- Total Cost of Ownership
- Energy Cost

## R.O.I.
Zero Emissions Demand

Market Size (1,000)

Regulated
Market Driven

Act Market Size US Cls 5-8 Forecast
2021
KENWORTH

The World’s Best®
BYD Trucks
Hard at Work
BYD Business Divisions

- Commercial Vehicles
- Passenger Vehicles
- Electronics
- Batteries & ESS
- Skyrail & Skyshuttle
More than 750 Union Manufacturing Jobs

1000 U.S. Employees in All Locations
BYD’s Iron Phosphate Batteries are ideal for truck applications:

- Safest in the industry
- High energy density
- Wide range of operating temperatures
- Battery Thermal Management System (BTMS) and advanced water-cooling technology maintain high efficiency

Founded as a battery company in 1995, BYD is now one of the world’s top battery producers.
BYD batteries are rigorously tested and remain stable in even the most extreme conditions.
BYD Electric Trucks
Over 13,000 Delivered Globally
Transportation Market Solutions

Terminal Operations
Refuse Collection
Distribution & Logistics
BYD 8Y Yard Truck (Class 8)

Specifications

- GCWR: 102,000 lbs
- Range: 12+ hours working range
- Battery Capacity: 217 kWh
- Maximum Power: 241 hp
- Maximum Torque: 1,106 lb-ft
- Charging Power: 40kWac or 120kWdc-CCS1

Industry Applications

- Marine Terminal
- Warehouse
- Rail Yard
- Transfer Station
- Distribution Center
BYD 8TT Tandem Axle Day Cab (Class 8)

Specifications

- GCWR: 105,000 lbs
- Range: 125+ mile working range
- Battery Capacity: 409 kWh
- Maximum Power: 483 hp
- Maximum Torque: 1,770 lb-ft
- Charging Power: 40kWac or 120kWdc

Industry Applications

- Drayage
- Food & Beverage
- Transfer Operations
- Distribution
- Logistics
BYD 6F Straight Truck (Class 6)

Specifications

GVWR: 26,000 lbs
Range: 125+ mile working range
Battery Capacity: 221 kWh
Maximum Power: 335 hp
Maximum Torque: 1,328 lb-ft
Charging Power: 40kWac or 120kWdc-CCS1

Industry Applications

• Logistics
• Delivery
• Food and Beverage
• Fresh & Frozen Goods
• Airport Operations
• Distribution

*BYD 6F Straight Truck offered in multiple wheelbase configurations
BYD 8R Refuse Truck (Class 8)

Specifications

- GVWR: 66,000 lbs
- Range: 60+ mile working range
- Battery Capacity: 295 kWh
- Maximum Power: 430 hp
- Maximum Torque: 812 lb-ft
- Charging Power: 40kW ac or 120kW dc-CCS1

Available Body Configurations

- Automated Side Loader
- Rear Loader
- Front Loader
- Roll Off

*Compatible with all major body configurations
Other BYD International Truck Models
Thank You
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BYD Trucks
1. Europe
2. North America
3. India
4. Stock-taking at Climate Week NYC
Thank you!

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