



Message from 2008 Carbon Expo

→ Electric Vehicles = one of the most substantial commercial opportunities in tackling climate change





2010 Message

→ Car makers, capital markets and governments have made the call: The car is going electric



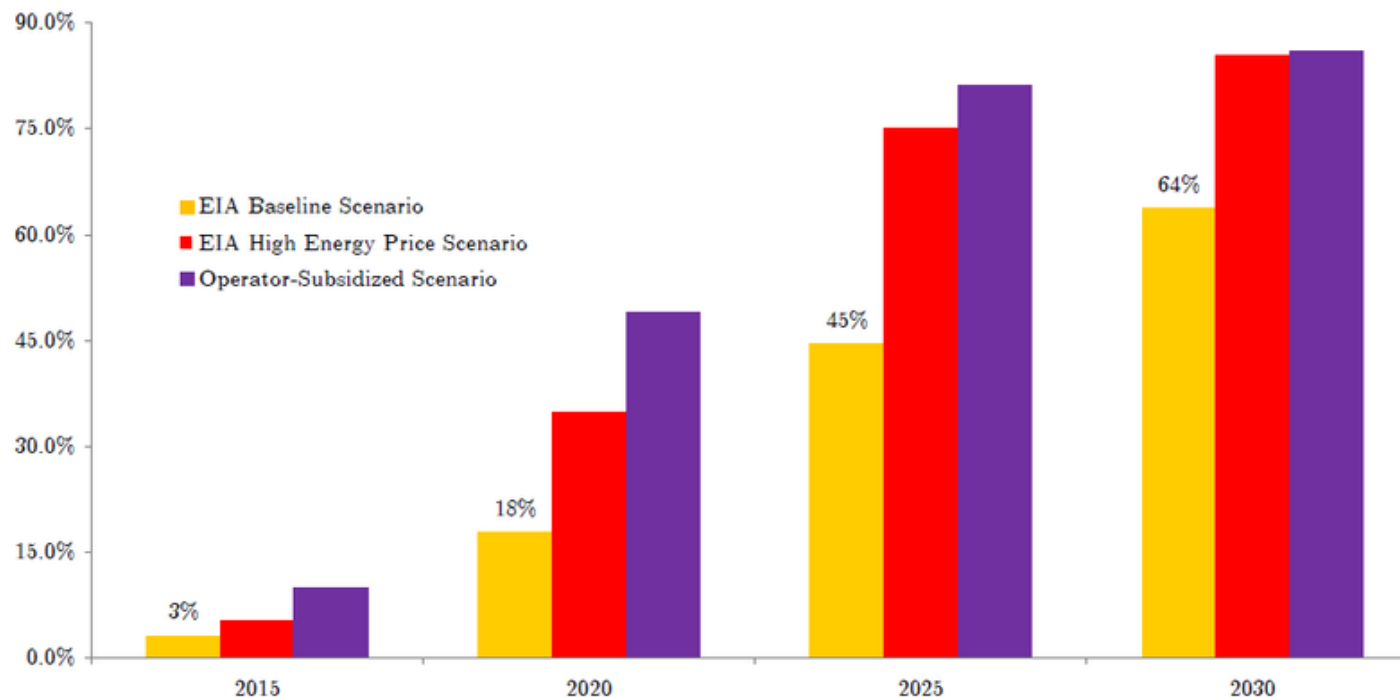


UC Berkeley study projects massive take-up

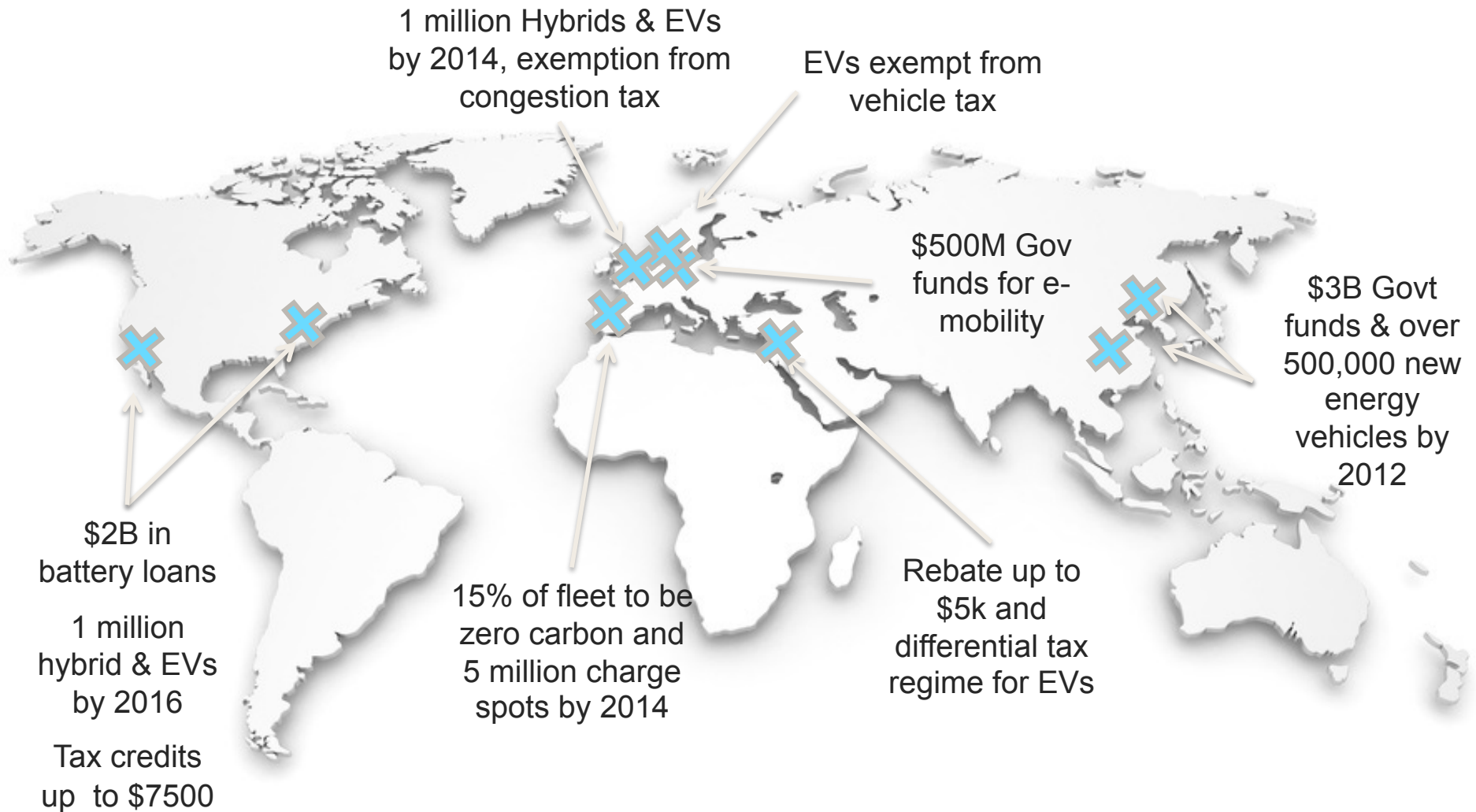
Three Scenarios for the U.S. Market Share of Electric Vehicles

The market share forecasts are based on the Bass (1969) model of new technology adoption. The Baseline and High Oil Price Scenarios are from the EIA 2009 Annual Energy Outlook. The operator subsidized scenario uses the EIA high oil price scenario, but adds the possibility that network operators could use a portion of their gross margin to subsidize the purchase of electric cars in exchange for customers signing long-term per-mile contracts. The maximum market size is 64% in the baseline scenario, 85% in the high price scenario, and 86% in the operator-subsidized scenario.

EV Percentage of U.S.
Light-Vehicle Sales



Governments globally have taken aggressive action to accelerate the transition to EVs

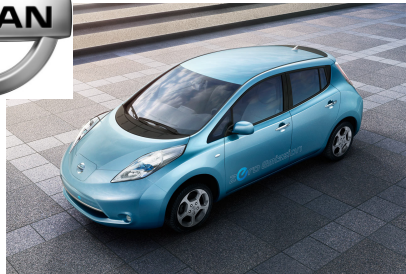


Promoting adoption



USA	<ul style="list-style-type: none"> • \$2B in loans for battery makers • \$400M in grants for electrification demonstration projects • Target of 1 million hybrid and electric vehicles by 2016 • Tax credits varying from \$2,500-\$7,500 for EVs depending on battery size and vehicle weight for the first 200,000 vehicles of every OEM
China	<ul style="list-style-type: none"> • \$3B plan to build 60,000 “new energy” vehicles (mainly electric) in 11 cities across the country for a pilot program, due by 2012 • \$1.5B package for EV research and development • ~\$8,800 standard rebate for each EV (public service vehicles and small-sized commercial vehicles) and ~\$73,000 for buses
UK	<ul style="list-style-type: none"> • Target of 1 million hybrid and electric vehicles by 2014 (Ministry of Industry) • £25m for a national electric trial and £20m for charging infrastructure to create ‘electric car cities’ • In London, EVs are exempt from congestion tax, currently set at £8 daily
Germany	<ul style="list-style-type: none"> • €59M for Lithium-ion research • €500M from Federal government for e-mobility • €175M in grants from Ministries for various e-mobility projects
Denmark	<ul style="list-style-type: none"> • Vehicle tax of 105% for the first 76,400 DKK (\$14,000), and additional 180% for each additional Krona, with EVs exempt from Vehicle tax
France	<ul style="list-style-type: none"> • Target of 15% of French car fleet to be zero carbon within 2-3 years • 5 million charge spots in the coming 3 years with an objective of 500,000 deployed next year • Demonstration fund of €107M for zero emission vehicle experimental projects • Government loans of €250M for zero emission vehicles to be granted by end of 2010 • Fee-bate system that offers additional taxes or rebates and has a value set based on fuel efficiency of vehicle (ranging from €5,000 rebate to added tax of €2,600)
Israel	<ul style="list-style-type: none"> • Scaled tax scheme whereby ICE vehicles pay 92% tax, HEVs pay 30% tax (going up to 60% tax by 2014) and EVs and other ZEVs paying a 10% tax (going up to 30% by 2015) • Additional rebate of approximately \$3,750-\$500 for ICE vehicles which is determined by the vehicle’s “Green Grade”

Pure EVs currently in production



Capital markets are backing electric vehicles – EV car, battery and network companies are leading across the technology and clean tech sectors



FIGURE 3: RECENT CAPITAL MARKET LEADERSHIP RANKINGS

Top five clean technology venture capital funding rounds in 2009, compared to Better Place 2010 raising

Company	Country	Description	Amount raised (USD)
Better Place	USA	EV network operator	\$350m
Solyndra	USA	Thin-film solar (CIGS)	\$198m
A123 Systems	USA	Advanced batteries	\$100m
Landis+Gyr	Switzerland	Smart meters	\$100m
Silver Spring Networks	USA	Smart grid	\$100m
V-Vehicle	USA	Car maker	\$100m

Top five clean technology IPOs in 2009

Company	Exchange	IPO date	Amount raised (USD)
China Longyuan Electric Power Group	Hong Kong	4Q09	\$2.23bn
A123 Systems	NASDAQ	3Q09	\$380m
China Forestry Holdings	Hong Kong	4Q09	\$200m
China Metal Recycling	Hong Kong	2Q09	\$186m
STR Holdings	NYSE	4Q09	\$172m

According to Bloomberg, BYD Co., the Chinese maker of EVs and batteries, “is Asia’s best performing stock since Lehman Brothers Holdings Inc.’s collapse a year ago, helped by an HK\$1.8 billion (\$232 million) investment from Warren Buffett”

Source: Cleantech Group, cleantech.com, and Bloomberg News, Sept 2009