The Compressed Natural Gas Revolution:
How to Decide When to Make the Shift in Your Refuse Fleet

October 3, 2012

SUMMARY

Natural Gas as a Transportation Fuel
- Affordable: 40-60% Less than Diesel
- Domestically Produced: Highly Stable & Reduced Risk
- Clean: Reduces GHG Emissions & Lowers Maintenance Costs

Today’s Discussion
- Industry Overview
- Truck & Engine Availability
- Fueling Infrastructure
- Facility Modifications
- CNG Economics

INDUSTRY UPDATE
- Currently 7,500 natural gas trucks in US
- CNG Orders: 52% in 2013 -> 70% in 2014
- First Truck in Colorado in 2008: Alpine
- Over 150 CNG Trucks in the State Today
- Available Factory Direct in Every Chassis/Body

NATURAL GAS REFUSE TRUCKS

- NO DIESEL PARTICULATE FILTER
- NO UREA, DEF OR CHEMICAL AGENTS
- 15 – 20% TOTAL REDUCTION ON OPERATING COSTS
MAINTENANCE FACILITY MODIFICATIONS

- HEATING
- ELECTRICAL
- VENTILATION
- METHANE DETECTION
- ALTERNATIVE METHODS

CNG ECONOMICS

FUELING STATION

TRUCKS
REFUSE EXAMPLE: RETURN ON INVESTMENT

WHY SELECT CNG?
ASSUMPTIONS: 35 DGE/ Day x 5 days a week = 9,100 DGE / Year
10 Year Vehicle Life with CNG Incremental Cost of $30,000 - $50,000

<table>
<thead>
<tr>
<th>STATION DEAL TYPE</th>
<th>FUEL SAVINGS per DGE</th>
<th>10 YEAR FUEL SAVINGS:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>RETAIL</td>
<td>LEASE-FINANCE</td>
</tr>
<tr>
<td></td>
<td>$0.75</td>
<td>$1.00</td>
</tr>
<tr>
<td></td>
<td>$1.00</td>
<td>$1.00</td>
</tr>
<tr>
<td></td>
<td>$1.25</td>
<td>$1.00</td>
</tr>
<tr>
<td></td>
<td>$1.50</td>
<td>$1.00</td>
</tr>
</tbody>
</table>

RETURN ON INVESTMENT
CNG Incremental Truck Cost:

<table>
<thead>
<tr>
<th>COST</th>
<th>RETURN ON INVESTMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>$30,000</td>
<td>226%  303%  380%  456%  606%</td>
</tr>
<tr>
<td>$40,000</td>
<td>170%  227%  285%  342%  455%</td>
</tr>
<tr>
<td>$50,000</td>
<td>136%  182%  228%  274%  364%</td>
</tr>
</tbody>
</table>

HOW CLEAN ENERGY CAN HELP

FUELING SERVICES
ENGINEERING & CONSTRUCTION
COMPRESSION & EQUIPMENT
LNG TECHNOLOGY & CONSTRUCTION
MAINTENANCE FACILITY MODIFICATIONS
GRANTS & FINANCE
SERVICE & SUPPORT

CLEAN ENERGY
Largest Alternative Transportation Fuel Provider

James Orsulak
(303) 981-0135
jorsulak@cleanenergyfuels.com
www.cleanenergyfuels.com