



Highland

Charging Dispenser



Bi-Directional V2G

Charger Unit #: MC-8D-4A
Green: Charge to Full
White (parking): Vehicle is connected and charging
White (wait): Vehicle is connected and is not in charge
Red: Stop or OFF: Stop or the stop

Highland

Ohio Buses and Clean Air
September 2023

Broad fleet electrification experience

Cunningham Transport,
Alberta, Canada

Red Lake, MN

Dearborn Public Schools, MI

Jackson Public Schools, MI

Peak to Peak Charter
Schools, Inc., CO

Salinas City Elementary
School District, CA

Hardin County Community
District No. 1, IL

South Burlington School
District, VT

Fleet Contractor, MA

Beverly Public Schools, MA

Unionville-Chadds Ford
School District, PA

Baltimore City Public
Schools, MD

Baltimore County Public
Schools, MD

Montgomery County Public
Schools, MD

Manassas City Public
Schools, VA

500+ ELECTRIC SCHOOL BUSES
UNDER CONTRACT



● Projects
■ Active & pipeline states

How EaaS tackles complexity and risk

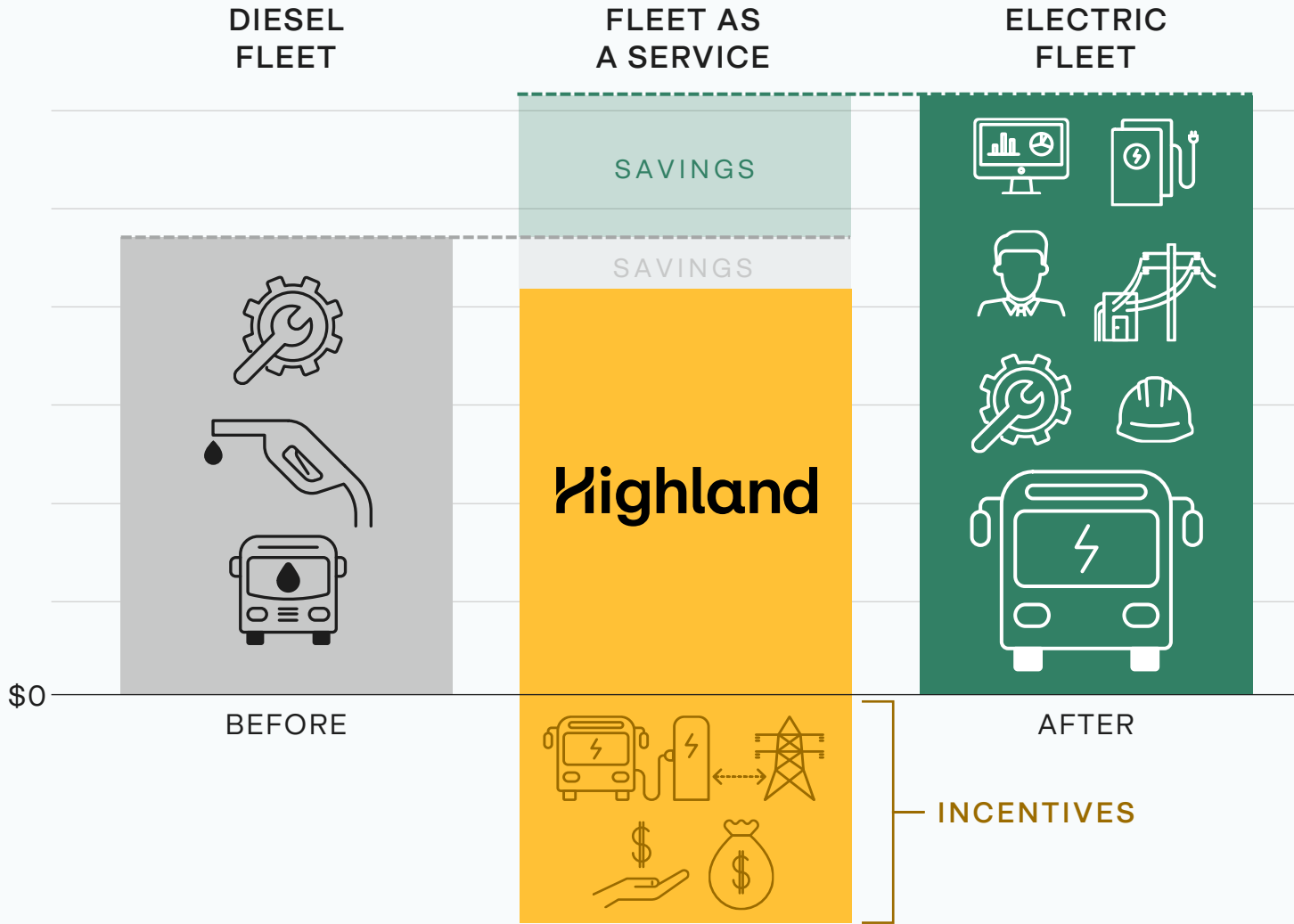


- 1 Plan** We design and implement the entire project.
- 2 Budget** We create a budget together that encompasses all aspects of the electric fleet.
- 3 Build** We procure school buses & infrastructure and manage the construction of depot upgrades.
- 4 Train** We train drivers & mechanics to operate & maintain the new fleet.
- 5 Charge** We charge the school buses during off-peak hours, ensuring a “full tank” before each trip.
- 6 Maintain** We provide a complete service plan, reimbursing for repair costs, including parts and labor.

Our Guarantee: Buses will be charged & route-ready every school day – if not, we pay for the downtime



A better electric fleet, for less



Highland makes it affordable.

- No Upfront Cost / No Bond Funds
- Turn-Key Solution
- Save Year 1
- Lower Total Program Cost
- Monetize Tax Incentives
- Aligned Partnership
- Operations & Maintenance Included
- Performance Guarantee



V2G at scale with Highland



120 kW / 360 kWh
V2G PROJECT IN MASSACHUSETTS

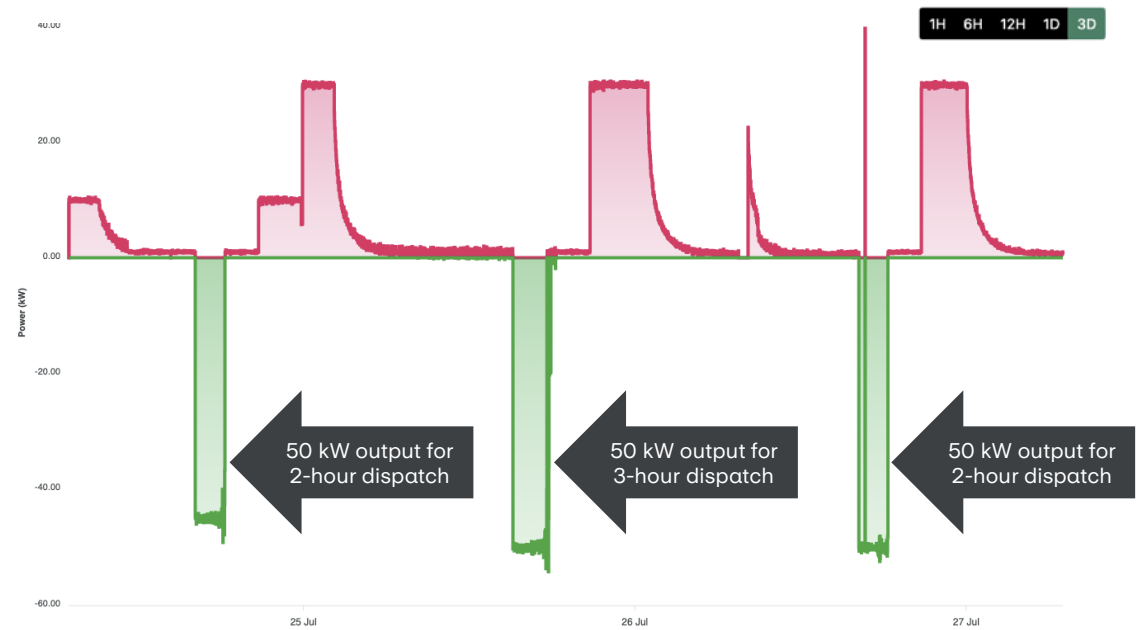


240 kW / 720 kWh
V2G PROJECT IN VERMONT

REAL RESULTS

In the summers of 2021 and 2022, Highland orchestrated a commercial V2G program with National Grid in Massachusetts, that sent **10.8 MWh** back to the grid over **158 hours**.

Single Bus V2G Performance Summer 2022 – Massachusetts¹



1. Snapshot from Highland's energy management software system, developed in coordination with partner Synop. Output not a guarantee of future performance.