



**TRILLIUMCNG™**  
Making CNG Work for You

Customer Focused – CNG Solutions  
Refueling Infrastructure  
SoCal Gas Light Duty Vehicle  
Conference

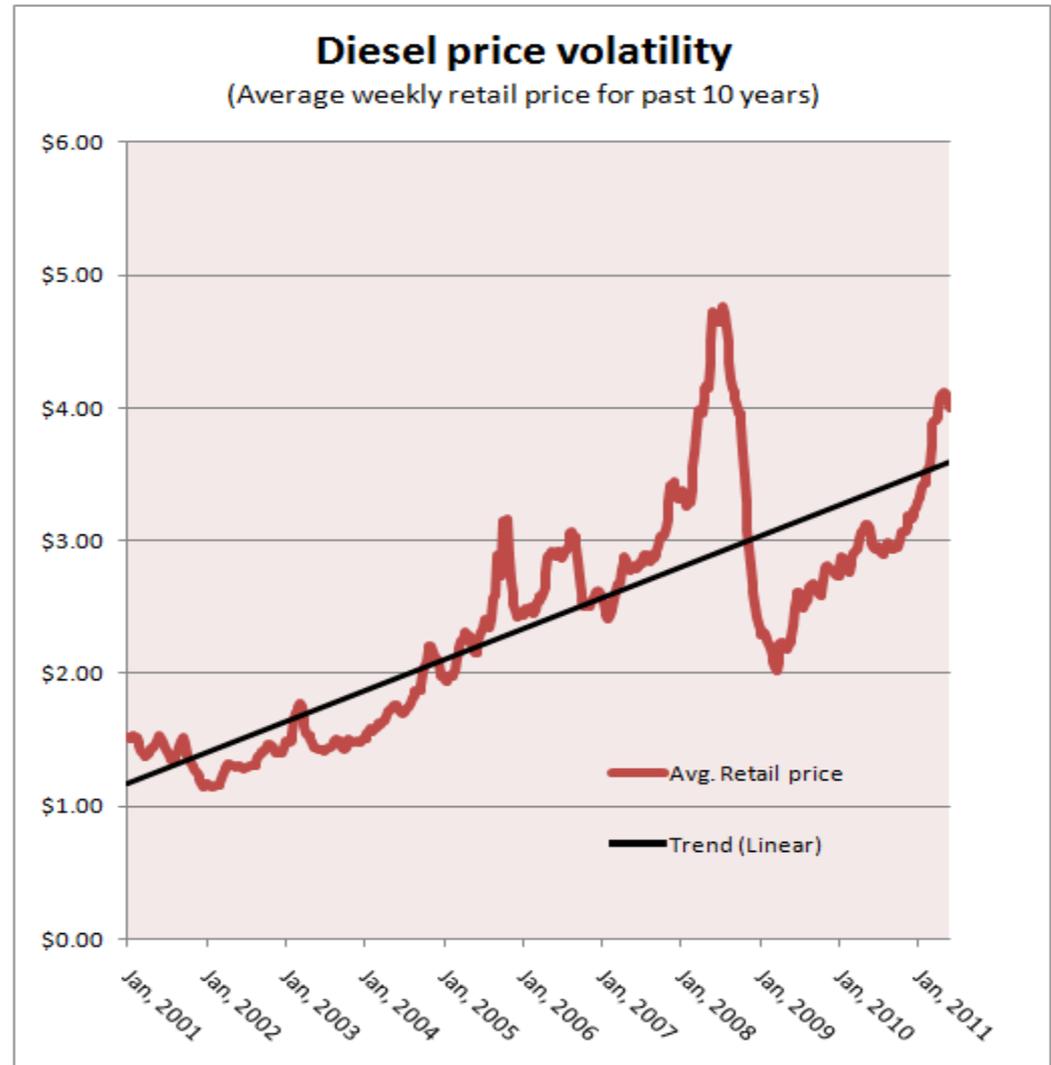


Dwight Hanson, Business Developer  
September 25, 2012

# WHY WE ARE HERE

## Diesel prices trending upward

- ▶ Fuel is the second largest fleet expense
- ▶ Volatility makes planning difficult
- Risk of supply interruptions and shortages always present
  - ▶ Natural disasters
  - ▶ World turmoil
- Ongoing domestic economic impact



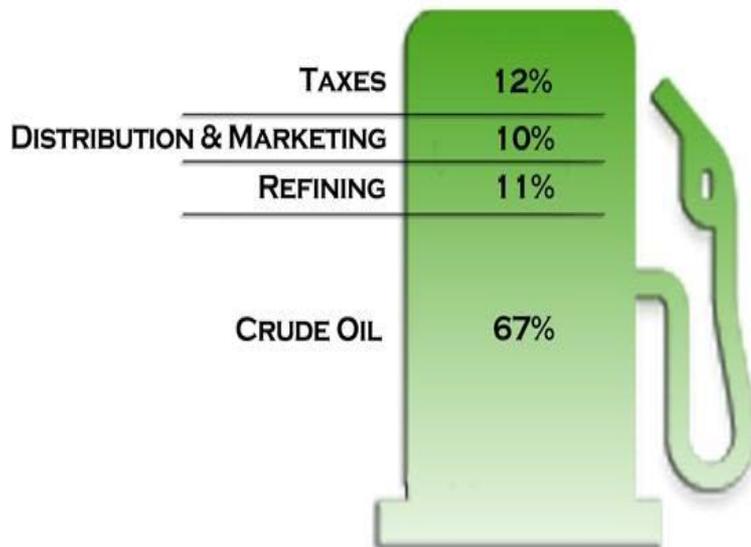
# FUEL PRICE TRENDS

## U.S. Average Retail Fuel Prices



# NATURAL GAS LESS VOLATILE!

**Diesel (July 2012) Retail Price:  
\$3.64/gallon**

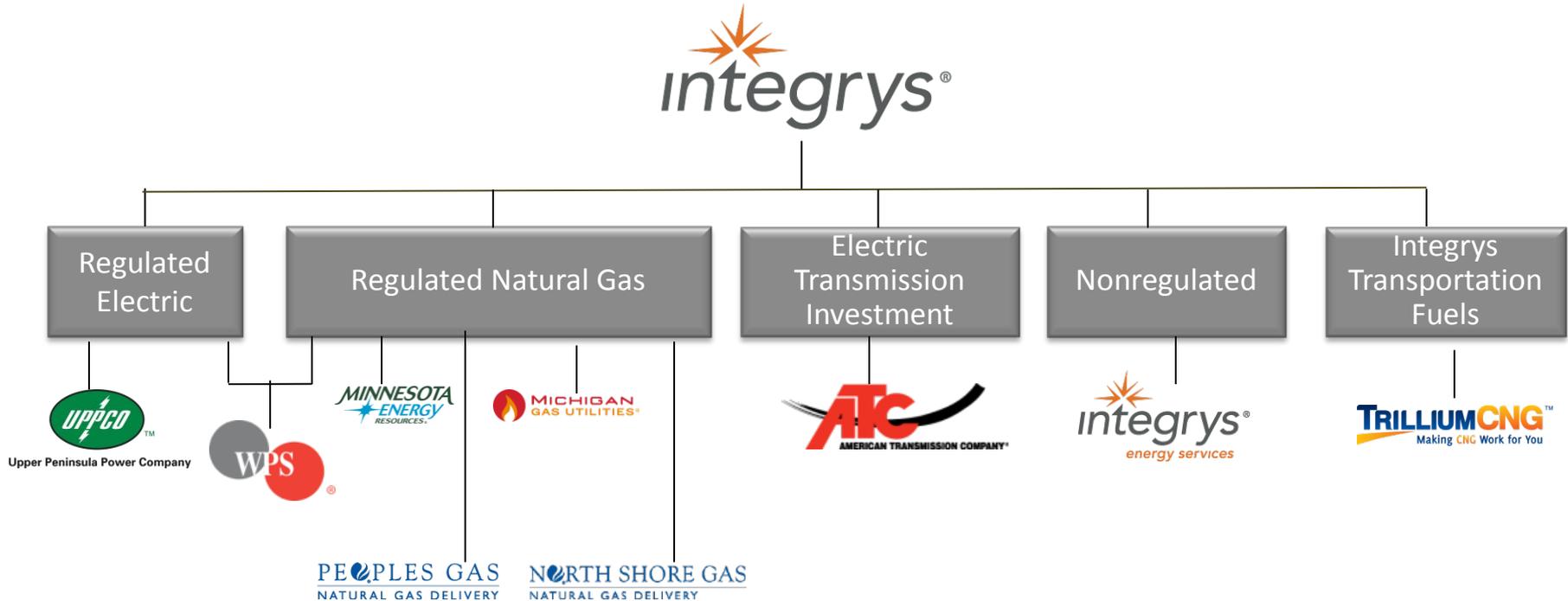


**Natural Gas (July 2012)  
Retail Price: \$2.14/gallon**



# INTEGRYS ENERGY GROUP

Single-Source Provider for all Your Natural Gas Needs



# TRILLIUM CNG – WHAT MAKES US UNIQUE?

## Customer Focused Solutions

Technical Design &  
System Optimization

Customer Service

Flexible business models

Equipment & Controls

## Operational Excellence

High volume CNG  
stations

Reliability,  
Equipment Life

System Performance

Troubleshooting

# TRILLIUM CNG – EXCEPTIONAL TRACK RECORD



# TRILLIUM CNG – PRODUCTS & SERVICES

## Compression Equipment

- High capacity refueling products, manufactured in the USA
- Temporary and Portable CNG stations

## Compressed Gas Services

- CNG station design, construction, operations & maintenance
- Transaction management services
- NFPA and local Fire Code facility upgrades

## Commodity Products and Services

- Full suite of commodity instruments – fixed pricing, cost collars, forward hedge instruments, etc.

## Capital Financing & Equipment Leasing

- Financing – CNG Stations and Vehicle Conversions
- CNG Station Leasing

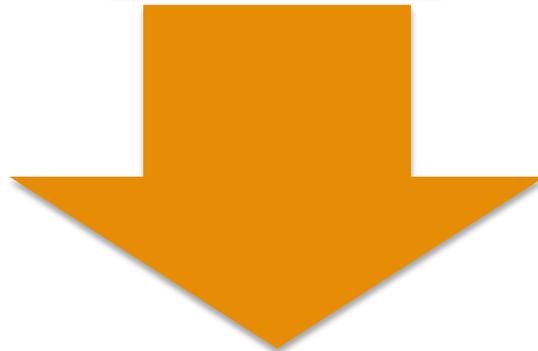


# TRILLIUM CNG - INTEGRATED CUSTOMER SOLUTIONS

TRILLIUM'S CNG VEHICLE  
PARTNERS PROVIDE  
FACTORY CERTIFIED  
VEHICLES &  
CONVERSION SYSTEMS

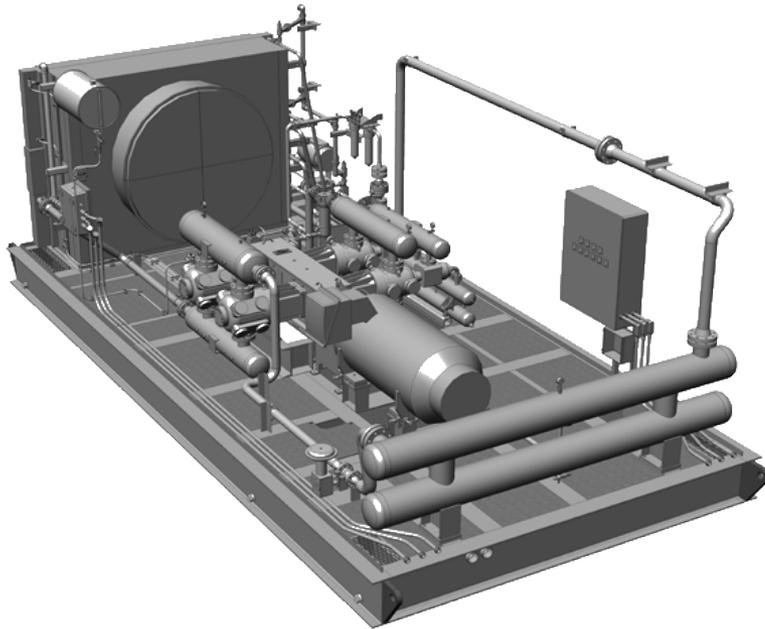
TRILLIUM WILL DESIGN,  
BUILD, OPERATE AND  
MAINTAIN YOUR CNG  
STATION

TRILLIUM WILL FINANCE  
YOUR CNG VEHICLE  
CONVERSIONS AND  
REFUELING STATION



**FULLY INTEGRATED CNG SOLUTIONS COMPANY**

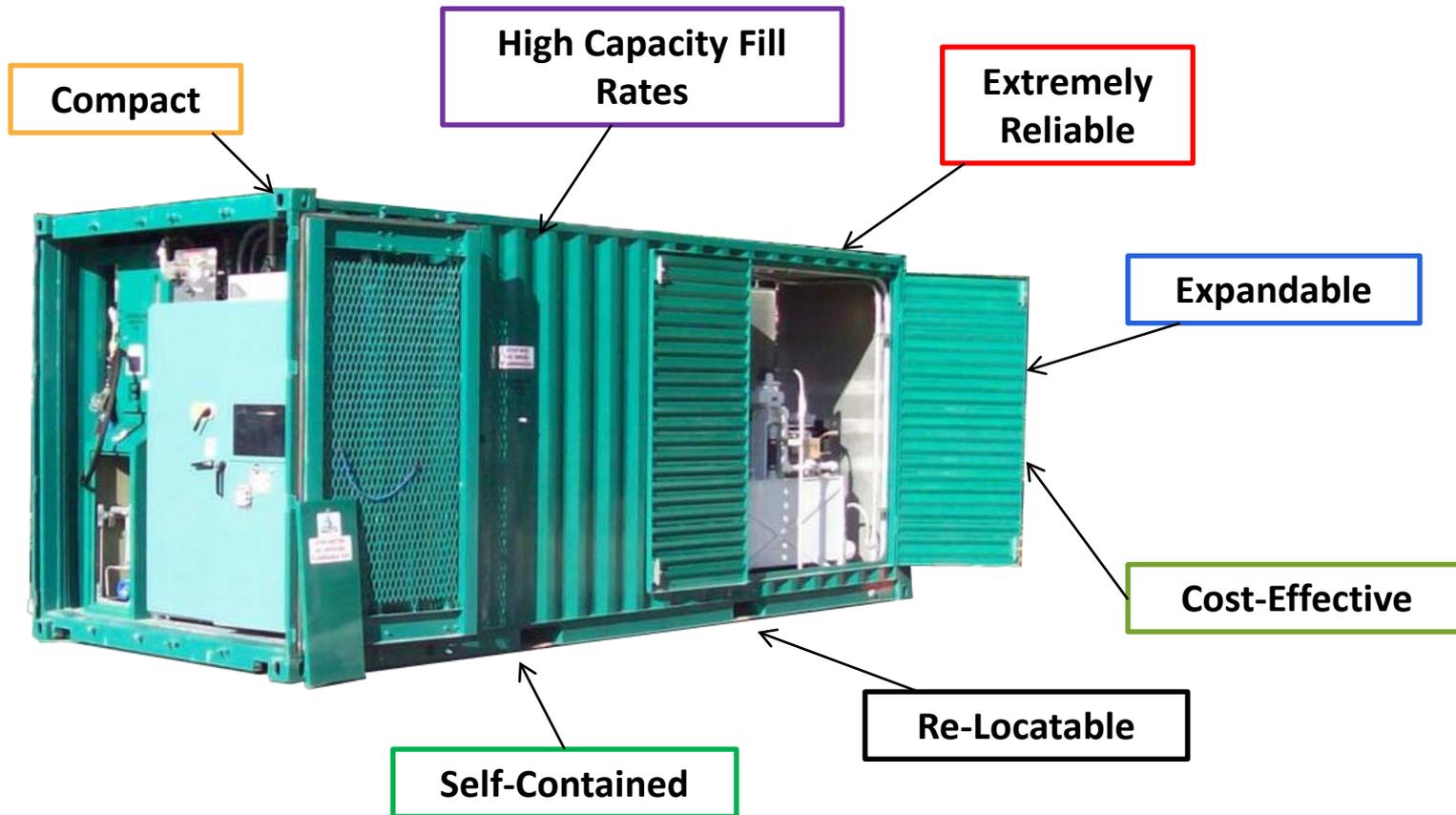
# TRILLIUM CNG – PROPRIETARY EQUIPMENT



- High capacity station designs
- Unmatched reliability, built to last
- Skid mounted, simple delivery and install
- Compact and quiet
- No underground storage
- Expandable
- Re-locatable

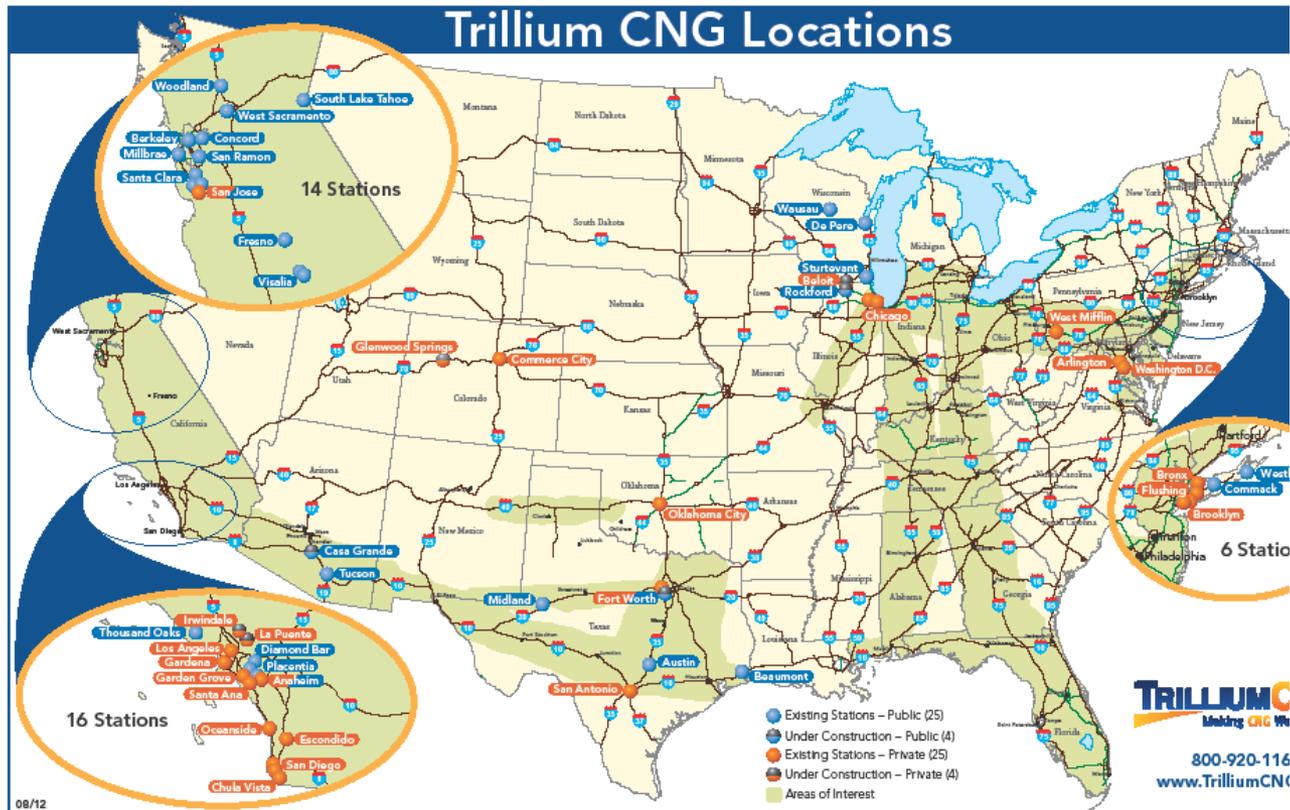
# TRILLIUM CNG – CUSTOM DESIGN & BUILD

## TEMPORARY & PORTABLE CNG STATIONS



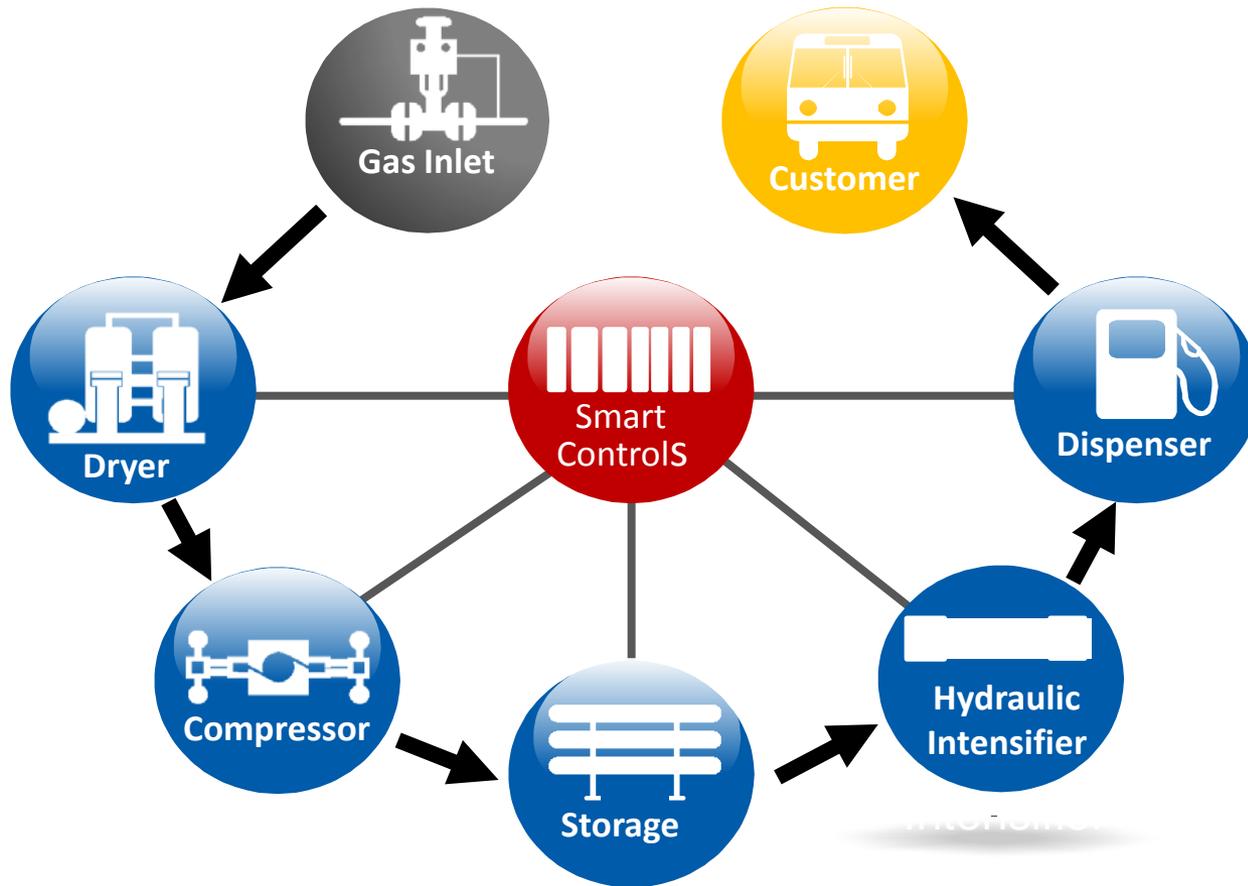
# TRILLIUM CNG – CNG STATION FOOTPRINT

Over 80 CNG Stations Built, Upgraded, or Operated



Financially sound and growing company  
Delivering over 45 million gasoline equivalent gallons annually

# TRILLIUM CNG – CNG STATION DESIGN



# TRILLIUM CNG – EFFICIENT CNG SOLUTIONS

A graphic showing light trails from a car's headlights at night, with the text "Fast Fill" overlaid in white.

## Fast Fill

- Conventional fueling experience
- Optimize compression with storage
- Temperature compensation
- Design for scalability/asset utilization
- Portable options

A graphic showing a blue circular arrow with the text "Time Fill" overlaid in white.

## Time Fill

- Used for return to base fleets with idle time
- Buffer storage system
- Generally smaller compression requirements
- Time-fill posts
- Fast-fill options
- Applicability a function of fleet operations

IF YOU HAVE ANY QUESTIONS PLEASE CONTACT

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