The Beachhead Model: Zero Emissions Pathway

Diverse Vehicles Models, Expanding Supply Chains, A Growing ZEV Market

(DRAFT)

**Wave 1**
- Transit
- Light Lifts

**Wave 2**
- Delivery
- Medium Terminal Equipment
- Cargo Handling Equipment (CHE)

**Wave 3**
- Medium Freight
- Heavy Regional Freight

**Wave 4**
- Point-to-Point Corridor Long Haul
- Heavy CHE and Marine

**Wave 5**
- Point-to-Point Corridor Long Haul

*ON-ROAD*

*OFF-ROAD*

Market Progress Over Time

- Similar drivetrain and component sizing can scale to early near applications
- Expanded supply chain capabilities and price reductions enable additional applications
- Steadily increasing volumes and infrastructure strengthen business case and performance confidence