



New Flyer launches New Flyer Infrastructure Solutions™: dedicated to providing safe, reliable, smart and sustainable charging and mobility solutions

Anniston, Alabama, USA – January 8, 2019: (TSX: NFI) New Flyer of America Inc. and New Flyer Industries Canada ULC (collectively “New Flyer”), subsidiaries of NFI Group Inc. (“NFI”), the largest transit bus and motor coach manufacturer, today announced the formation of New Flyer Infrastructure Solutions™ (“Infrastructure Solutions”), a service dedicated to providing safe, reliable, smart, and sustainable charging and mobility solutions.

New Flyer Infrastructure Solutions™ will support mobility projects from start to finish and focus on energy management optimization as well as infrastructure planning and development, providing a cohesive transition of bus fleets to zero-emission bus (ZEB) technology. This newly established service offering is the result of ongoing industry efforts to provide smart, sustainable, connected public transit solutions. Infrastructure Solutions will conduct site visits, provide design and engineering services, oversee qualified Engineering Procurement and Construction (EPC) partners to provide make-ready utility services and install chargers, coordinate UL (Underwriters Laboratories Inc.) certification, and provide onsite grid-to-bus testing and commissioning to ensure safe, reliable, and cost-effective infrastructure projects.

With the announcement, New Flyer becomes the first North American bus manufacturer to offer a comprehensive infrastructure service. While purchasing a ZEB is one step toward building a zero-emission fleet, developing depot or on route charging infrastructure is the second, most critical step requiring complex technical expertise to ensure successful deployment.

“As transit agencies across North America continue the evolution to smart, sustainable mobility solutions, New Flyer is proud to offer advanced, reliable project management to help ensure the most successful fleet deployment possible,” said Chris Stoddart, President, New Flyer. “Zero-emission, battery-electric fleets require significant resources to build and deploy supporting infrastructure and interoperable charging, and now, New Flyer is able to lead the charge with proven expertise in project management and grid planning. We look forward to working with agencies in helping overcome hurdles in electric bus and Bus Rapid Transit adoption.”

The Infrastructure Solutions team will be based at the Vehicle Innovation Center (“VIC”) in Anniston, Alabama. The VIC was created by New Flyer in partnership with Motor Coach Industries Inc. (“MCI”), also a subsidiary of NFI, to deliver on NFI’s commitment to advancing bus and coach technology, and investing in innovation, jobs, infrastructure, and manufacturing. Since opening late 2017, the VIC has welcomed over 1,000 visitors including transit agencies, regulators, Federal Transit Administration Acting Administrator K. Jane Williams, elected officials such as Alabama Governor Kay Ivey and U.S. Senator Doug Jones, suppliers, utility providers, media, and various other stakeholders.

With the addition of infrastructure capabilities, New Flyer now offers the complete scope of infrastructure solutions from conception through commissioning for small to large fleets from the grid to the bus, including development of grid resiliency, responsibly-sourced energy, logistic



support, regulatory navigation, and stakeholder relations. Infrastructure Solutions currently has partnership programs with leading firms including Black & Veatch, Siemens, ABB, ChargePoint, and Burns & McDonnell, and will continue to grow its key partner network over time to ensure the best value for customers.

“We are pleased to partner with New Flyer on our first purchase of electric buses,” said Trinity Metro President and CEO Paul J Ballard. “We are excited about the product and look forward to introducing the electric bus option to our riders this spring.”

New Flyer has over 50 years of experience in manufacturing zero-emission buses, with more electric buses on the road in North America than any other manufacturer, and actively supports and contributes to zero-emission adoption and development of interoperable charging standards.

In 2018, New Flyer became the first bus manufacturer in the world to sign on to the Shared Mobility Principles for Livable Cities, joined CharIN to support industry charging standards for all electric vehicles, became the first licensee outside the Volvo Group to join OppCharge in North America, signed CALSTART’s Global Commercial Drive to Zero to support fast-tracking adoption of clean trucks and buses, and also signed the Transportation Electrification Accord focused on driving an equitable and prosperous future for electrified transportation.

NFI is the only provider of full suite bus solutions in North America, offering transit, motor coach, and low-floor cutaway buses.

For more information and to contact New Flyer Infrastructure Solutions™, visit www.newflyer.com/infrastructureolutions. For more information on the Vehicle Innovation Center, visit www.newflyer.com/vic.

About NFI Group

With over 6,000 team members, operating from 31 facilities across Canada and the United States, NFI is North America’s largest bus manufacturer providing a comprehensive suite of mass transportation solutions under several brands: New Flyer® (heavy-duty transit buses), ARBOC® (low-floor cutaway and medium-duty buses), MCI® (motor coaches), and NFI Parts™ (parts, support, and service). NFI buses incorporate the widest range of drive systems available including: clean diesel, natural gas, diesel-electric hybrid, and zero-emission electric (trolley, battery, and fuel cell). For the fiscal year ended December 31, 2017, NFI posted revenues of US \$2.4 billion. NFI common shares are traded on the Toronto Stock Exchange under the symbol NFI. News and information are available at www.nfigroup.com.



About New Flyer

New Flyer is North America's heavy-duty transit bus leader and offers the most advanced product line under the Xcelsior® and Xcelsior CHARGE™ brands. New Flyer actively supports over 41,000 heavy-duty transit buses (New Flyer, NABI, and Orion) currently in service, of which 7,300 are powered by electric motors and battery propulsion and 1,600 are zero-emission. Further information is available at www.newflyer.com.

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NEW FLYER INFRASTRUCTURE SOLUTIONS™ QUESTION & ANSWER SUMMARY

1) What is New Flyer Infrastructure Solutions™?

New Flyer Infrastructure Solutions™ (“Infrastructure Solutions”) is a service dedicated to providing safe and reliable charging and mobility solutions. Infrastructure Solutions will:

- Support transit bus mobility projects from start to finish,
- Focus on energy management optimization for charging,
- Provide infrastructure project planning, design and development, construction, commissioning and on-going services, and
- Provide cohesive transition of bus fleets to zero-emission bus (ZEB) electric technology.

2) What does New Flyer Infrastructure Solutions™ do?

Infrastructure Solutions provides comprehensive services, including:

- Optimize energy management strategies between grid and the bus,
- Determine wayside, on route, and depot charging requirements,
- Analyze mobility conversion opportunities and provide detailed feasibility reports,
- Provide design and engineering services for infrastructure,
- Deliver tailored services ranging from project management support through full turnkey project delivery,
- Oversee utility interconnects and make-ready services,
- Develop construction scopes ranging from charger installation to complete project general contracting,
- Coordinate UL (Underwriters Laboratories) certification,
- Provide onsite grid-to-bus testing and commissioning to ensure safe and reliable infrastructure, and
- Provide aftermarket support for service and parts.

3) When was New Flyer Infrastructure Solutions™ announced / launched?

Infrastructure Solutions was formally launched January 2019. With the announcement, New Flyer became the first North American bus manufacturer to offer comprehensive infrastructure services.

4) Who was it created by?

New Flyer Infrastructure Solutions™ was created by New Flyer, in consultation with MCI, both subsidiaries of NFI Group Inc. (“NFI”).

5) Where is Infrastructure Solutions based?

Infrastructure Solutions will be based at New Flyer's Vehicle Innovation Center (VIC) in Anniston, Alabama.

6) Where will the Infrastructure Solutions team be distributed or deployed?

The team is based at the Vehicle Innovation Center (VIC) in Anniston, Alabama, but will be deployed onsite to support, collaborate, and plan directly with transit agencies across North America, and to oversee design/build activities as required. New Flyer Infrastructure Solutions™ team members and its key partners are mobile, and will actively manage and support projects at job sites throughout North America. Infrastructure Solutions will also utilize New Flyer's vast Service and Parts facilities throughout North America to provide project aftermarket support throughout the economic life of the equipment.

7) Who does it serve?

Infrastructure Solutions currently serves transit agencies and bus operators across North America, both public and private. In future, there is potential to expand this service to other heavy-duty, battery-electric fleets.

Infrastructure Solutions has the capability and skills to evolve into over-the-road coaches, school bus and commercial vehicle charging infrastructure. This is especially important as these types of vehicles will likely share infrastructure in city environments. New Flyer is active with International Organizations such as the Society of Automotive Engineers (SAE), CharIN, and OppCharge to ensure interoperability.

While New Flyer buses will charge off the same equipment as consumer electric vehicles (EV), and utilize industry leading electric vehicle supply equipment (EVSE) suppliers, consumer EV infrastructure is not a focus for this organization.

8) Is this offering for New Flyer buses only?

New Flyer Infrastructure Solutions™ launched with a focus on supporting electrification of heavy-duty transit bus fleets, but it is anticipated this service will expand to include other diversified projects in future.

Infrastructure Solutions promotes the benefits of interoperability, and New Flyer buses utilize industry accepted charging standards. Services offered by Infrastructure Solutions support transit buses from other original equipment manufacturers (OEMs), commercial vehicles (trucks), and school buses, all of which also conform to industry accepted standards.

9) Will it include MCI or ARBOC in the future?

Infrastructure Solutions' capabilities and processes will be integrated into other NFI Group Inc. business units with forthcoming zero-emission product introductions.

10) Will New Flyer Infrastructure Solutions™ be bid/sold at the same time as the buses?

Infrastructure Solutions services can be bid/sold via two approaches:

- 1) Integrated with bus sales, or
- 2) Independent of bus sales

The timeline to plan infrastructure to commission infrastructure can exceed the normal bus procurement cycle; some projects in a city domain may approach 36 months from conception, through approval to completion.

11) Does New Flyer envision unique competitions for New Flyer Infrastructure Solutions™?

Yes. In future, it is anticipated that unique competitions will arise with respect to zero-emission infrastructure needs. Infrastructure Solutions is ready to support this.

12) What new risks does Infrastructure Solutions expose New Flyer to?

There are two risks identified for New Flyer with the introduction and ongoing operation of Infrastructure Solutions:

- 1) High voltage equipment in public environments requires special measures such as national, state, and local code compliance, special permitting, and UL certification. Non-compliance to these requirements is not tolerated, which is why the New Flyer Infrastructure Solutions™ team encompasses in-depth and comprehensive skills, certifications, and degrees related to grid management, safety and compliance, and infrastructure development and execution.
- 2) Unforeseen conditions such as unanticipated or unexpected circumstances that affect final price and/or completion time of a contract or project. New Flyer Infrastructure Solutions™ has mitigated this by assembling a team of highly qualified and experienced professionals, and creating a structured process to manage these programs.

13) Who are the key partners for New Flyer Infrastructure Solutions™?

Infrastructure Solutions uniquely integrates Electric Vehicle Supply Equipment (EVSE) firms with Engineering, Procurement and Construction (EPC) providers, original equipment manufacturing (Bus OEMs), and on-board telematics for energy management (New Flyer Connect® and Connect 360™ business analytics), and service/parts resources and facilities through North America.

Currently, New Flyer Infrastructure Solutions™ has programs with:

- ABB
- Black & Veatch
- Burns & McDonnell
- ChargePoint
- Efacec
- Siemens
- YKTG, LLC

Infrastructure Solutions will further expand this into a preferred partner network with performance, delivery, and pricing agreements to ensure the best value for its customers.

This unique combination of full-circle capabilities is unmatched in the industry.

14) Who does the New Flyer Infrastructure Solutions™ team report to?

The New Flyer Infrastructure Solutions™ team reports to Mark Vilchuck, Manager of Infrastructure Solutions. Mark reports to David Warren, Director of Sustainable Transportation, New Flyer of America.

New Flyer Infrastructure Solutions™ is comprised of the following people:

Mark Vilchuck, Manager, Infrastructure Solutions
Ernest Garner, Engineering Operations Manager
John Davis, Infrastructure Construction Coordinator
Manual Torres, Charging Engineer
Jonah Crespo, Infrastructure Technical Sales Manager
Chris Corscadden, Project Engineer

15) Where can further information be found?

For more information on New Flyer Infrastructure Solutions™, visit www.newflyer.com/infrastructuresolutions.

General inquiries should be routed to infrastructuresolutions@newflyer.com.

For more information on the Vehicle Innovation Center, visit www.newflyer.com/vic.

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