

### **IPO Presentation**

Updated May 7, 2007





The Company has filed a registration statement (including a prospectus) with the SEC for the offering to which this communication relates. Before you invest, you should read the prospectus in that registration statement (File No. 333-137124) and other documents the Company has filed with the SEC for more complete information about the Company and this offering. You may get these documents for free by visiting EDGAR on the SEC Web site at www.sec.gov. Alternatively, the Company, any placement agent or any dealer participating in the offering will arrange to send you the prospectus if you request it by calling W.R. Hambrecht + Co., LLC, one of the placement agents for the offering, toll-free at 1-800-673-6476, or by going to WR Hambrecht's Web site, www.wrhambrecht.com.





This presentation contains forward-looking statements that are based on the Clean Energy Fuels Corp.'s beliefs, as well as assumptions made by them and current information available to them. These statements relate to future events or future financial performance. When used in this presentation, words such as "anticipate," "believe," "can," "continue," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "should," "would" or "will" or the negative of these terms or other comparable terminology, are intended to identify forward-looking statements. These statements are only predictions and involve known and unknown risks, uncertainties and other factors, including those discussed in the prospectus, which could cause Clean Energy Fuels Corp.'s actual results to differ from those projected in any forward-looking statements. There may be events in the future that Clean Energy Fuels Corp. is unable to accurately predict or control and that may cause its actual results to differ materially from the expectations described in any forward-looking statements. Except as required by law, including U.S. securities laws and rules of the SEC, Clean Energy Fuels Corp. does not plan to publicly update or revise any forward-looking statements, whether as a result of any new information, future events or otherwise.





# **Andrew Littlefair**

**President and CEO** 







Leading Provider of Natural Gas As a Transportation Fuel



## **Providing Comprehensive Natural Gas Fuel Solutions**





# We Fuel Fleet Vehicles Nationally

### Transit

- ABQ Ride (Albuquerque Transit Agency)
- Gity of Phoenix, Department of Transit
- City of Tempe, RPTA
- Deriver International Airport
- DEW
- Enterprise Rent-a-Car
- La Guardia Taxi's, Van Fleets, Parking and Car Rental Shuttles
- Long Island Bus
- Los Angeles World Airports
- Los Lunas School District
- Love Field
- Northwest Airlines, Denver
- Palm Springs International Airport
- Parking Company of America
- Port of Oakland
- San Diego International Airport San Francisco International Airport
- SuperShuttle
- Texas DOT
- United Airlines, Denver
- UPS Dallas



### Refuse

- Brothers Waste (NY)
- County of Riverside Waste Management
- LA County Sanitation District Orange County Sanitation District
- Palm Springs Disposal Norcal Waste
- Solano Garbage
- Waste Management of Alameda
- Waste Management Orange County

Consume Large Amounts of Fuel

Focused on Cost Savings

- LA Taxi

- Angeles
- Springs, Cathedral City, Palm Desert, Indian Wells and Indio
- City of Deriver
- City of Sacramento

- Pacific Gas & Electric

- Southern California Gas Co.
- Southwest Gas Corporation





- - Yellow Cab of Long Beach
  - Yellow Cab of San Francisco

- Other Cities of Burbank, Glendale and Los
- Cities of Palm Springs, Desert Hot

- County of Sacramento
- City of Tucson
- LA Dept. of Water and Power
- Los Alamos National Labs
- Qwest Communications
- Sandia National Laboratories
- San Diego Gas & Electric
- State of NY Government Fleet .
- The University of Arizona

Refuel at Centralized Locations

Compelled to Reduce Emissions

# We Fuel Fleet Vehicles In Southern California

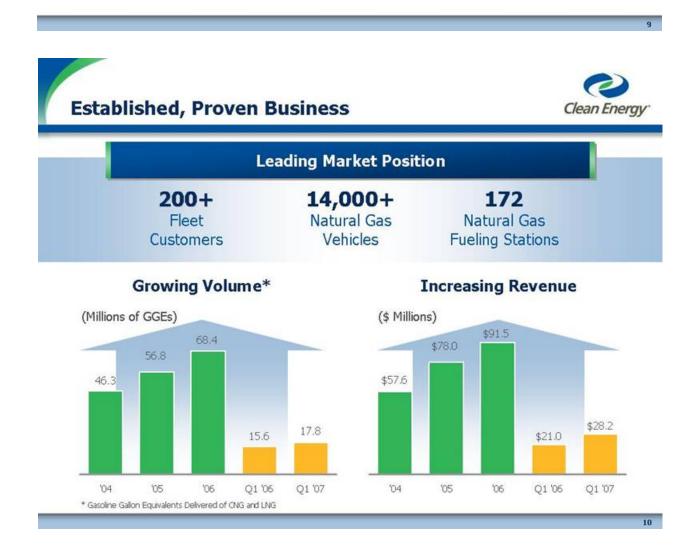




### Southern California

- Santa Clarita Transit
- Cities of Burbank, Glendale and Los Angeles
- SuperShuttle
- Yellow Cab of LA
- Yellow Cab of Long Beach
- LA Taxi
- LA Dept. of Water and Power
- City of Santa Monica
- Santa Monica Big Blue Bus
- Los Angeles World Airports
- LA Dept. of Transportation
- Cities of Ingle wood, Lawndale and Hawthorne
- Enterprise Rent-a-Car
- City of Seal Beach
- · City of Long Beach
- Long Beach Gas and Oil
- City of Redondo Beach
- LA County Sanitation District
- City of Pasadena
  - uty of Pasadena

- · Southern California Gas Co.
- City of Sierra Madre
- Waste Management Orange County
- North Orange County Yellow Cab
- City of Santa Ana and Irvine
- Orange County Sanitation District
- Newport Mesa USD
- County of Riverside Waste Management
- Palm Springs International Airport
- Palm Springs Disposal
- Cities of Palm Springs, Desert Hot Springs, Cathedral City, Palm Desert, Indian Wells and Indio
- San Diego Transit
- Chula Vista Transit
- MTS San Diego
- MTDB San Diego
- San Diego International Airport
- San Diego Gas & Electric







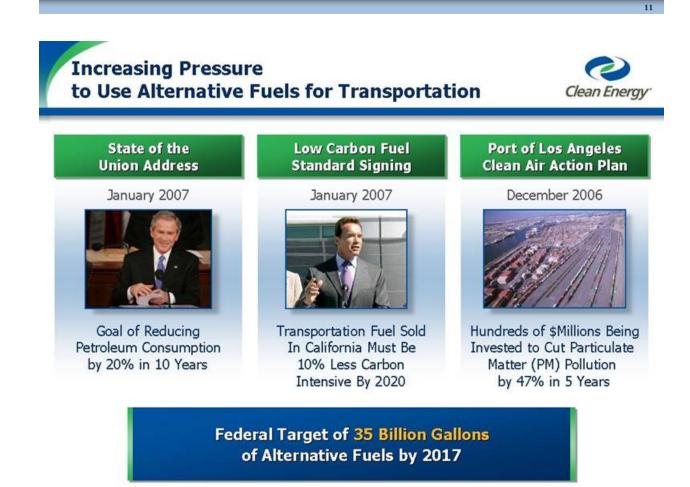
Increasing Pressure to Use Alternative Fuel for Transportation

Natural Gas Is Cheaper, Cleaner, and Domestically Available

Natural Gas Technology and Infrastructure: Proven and Available Today

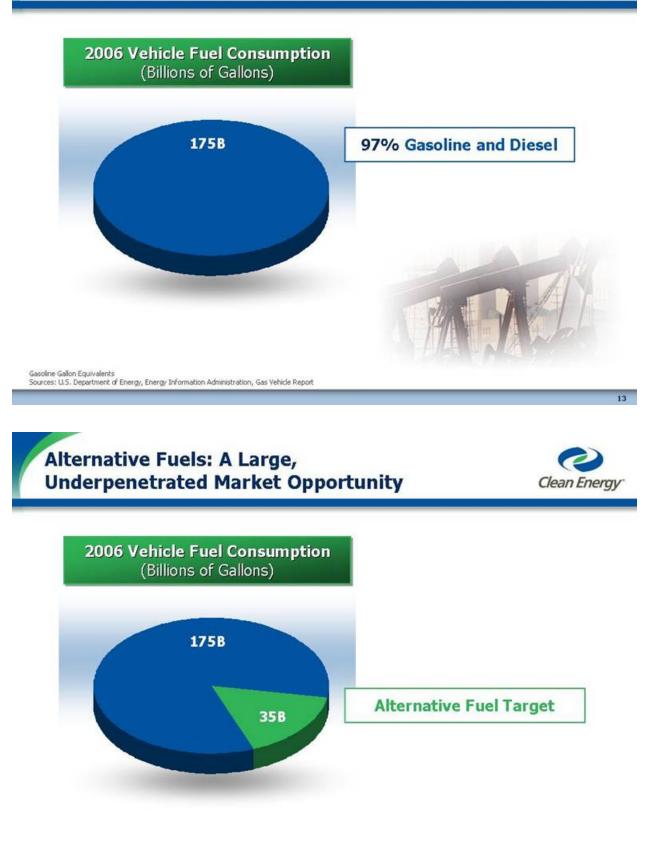
Established Leadership Position, Track Record of Growth

Management Team and Board Is Instrumental in Shaping the Industry

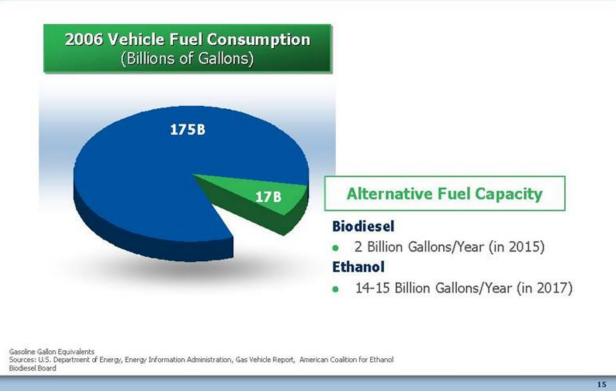


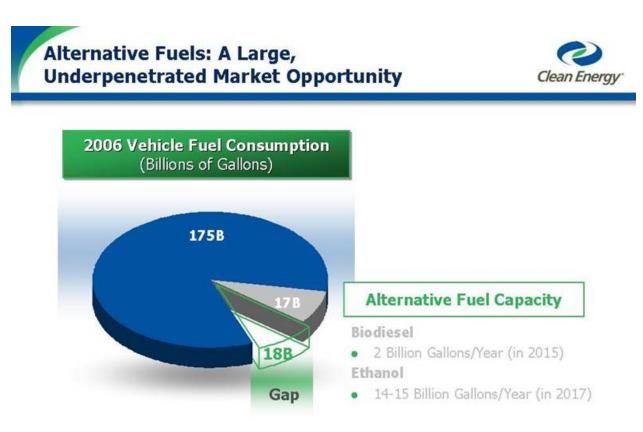












Gasoline Gallon Equivalents Sources: U.S. Department of Energy, Energy Information Administration, Gas Vehicle Report, American Coalition for Ethanol Biodiesel Board

## Not All Alternative Fuels Are Well Suited for Fleet Transportation









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## 147,000

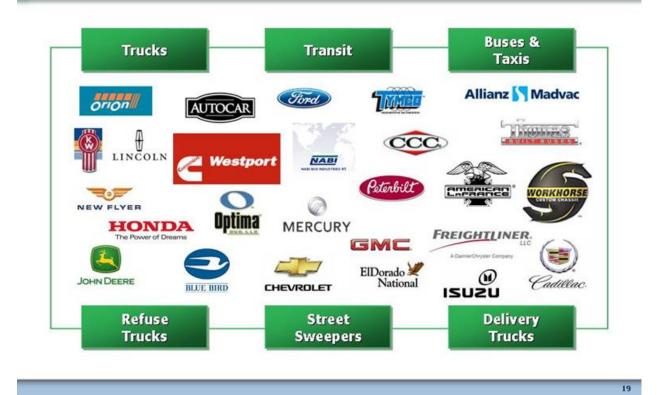
### **Domestic Natural Gas Vehicles**

- 100% Increase Since 2000
- 300 Million Gallons in 2006

- Argentina 1.5 Million Vehicles
- Brazil 1.2 Million Vehicles
- E.U. 500,000 Vehicles



# 180+ Natural Gas Fleet Models Available Today











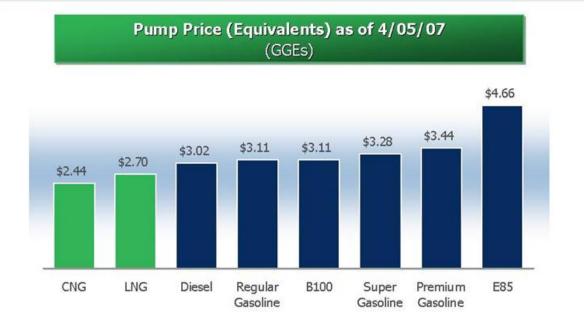








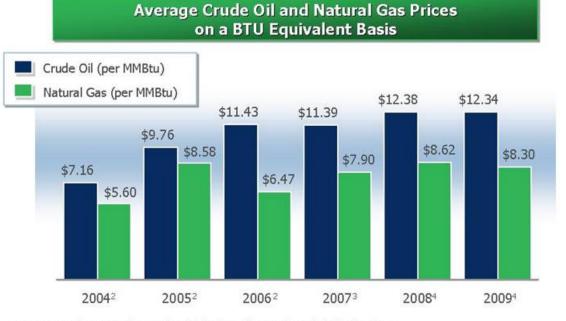




Note: Diesel Price from 4/11/07, Average Taken from North, Central and Southern California

## Natural Gas Cost Advantage **Is Projected to Continue**





Prices converted assuming 5.8 million Btu per barrel of oil and 1.031 million Btu per thousand cubic feet of natural gas. Historical prices are annual average of weetky spot market prices for West Texas Intermediate crude oil and Henry Hub natural gas. 2007 reflects the average of year-to-date actual spot prices from January 1 through April 27 and monthly futures contract prices through December 2007. Average monthly futures contract prices. 23

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# Significant Fuel Cost Savings per Vehicle



**Estimated Annual Fuel Cost Savings** (Based on Fuel Prices As of 3/31/07)

\$4,350	\$6,525	\$14,011			
Taxi (CNG)	Shuttle Van (CNG)	Refuse Truck (LNG)	Refuse Truck (CNG)	Municipal Transit Bus (LNG)	Municipal Transit Bus (CNG)
\$0-\$3,000	\$7,000	\$18,000	\$18,000	\$18,000	\$18,000
5,000	7,500	11,120	11,120	16,680	16,680
Gas	Gas	Diesel	Diesel	Diesel	Diesel
	Taxi (CNG) \$0-\$3,000 5,000	\$4,350 Taxi Shuttle Van (CNG) \$0-\$3,000 \$,000	\$4,350         Refuse           Taxi         Shuttle Van         Refuse           (CNG)         (CNG)         Truck           \$0-\$3,000         \$7,000         \$18,000           5,000         7,500         11,120	\$4,350         Refuse         Refuse           Taxi         Shuttle Van         Refuse         Truck           (CNG)         (CNG)         \$1000         \$1000           \$0-\$3,000         \$7,000         \$18,000         \$18,000           5,000         7,500         11,120         11,120	\$4,350         Refuse         Refuse         Municipal           Taxi         Shuttle Van         Refuse         Truck         Truck           (CNG)         \$18,000         \$18,000         \$18,000           \$0-\$3,000         \$7,500         \$11,120         \$11,120         \$16,680

Multiple Federal Natural Gas Credits Encourage Usage



Fuel Credits	<ul> <li>VETC (Volumetric Excise Tax Credit) for Alternative Fuels</li> <li>\$0.50 per Gallon (10/06 to 9/09)</li> </ul>
Vehicle Credits	<ul> <li>For New NG Fueled Vehicles and Existing Vehicle Conversions</li> <li>Credit for 50% to 80% of Incremental Cost</li> <li>Based on Vehicle Weight and Emissions Reduction</li> <li>Range from \$2,500 to \$32,000</li> </ul>
Equipment Credits	<ul> <li>Up to \$30,000</li> <li>Applies to Any Equipment, Other Than Structural Components</li> </ul>
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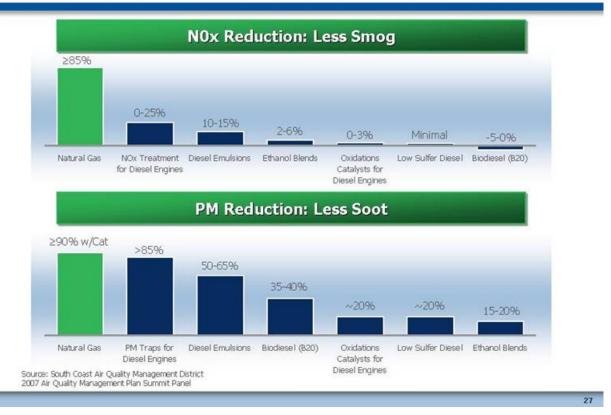






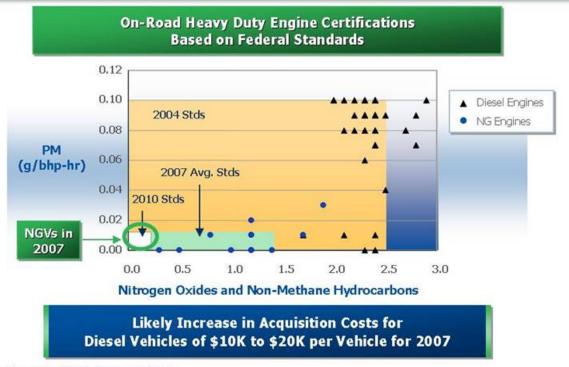






# Tighter Diesel Emissions Standards in 2007 and 2010

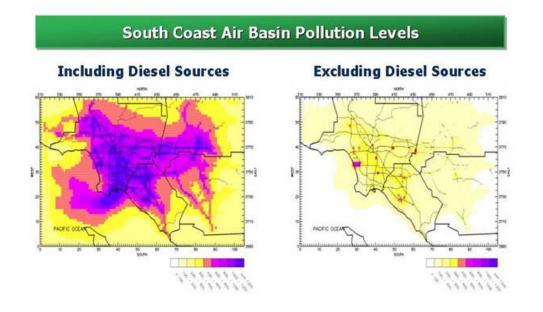




Source: South Coast Air Quality Management District Study, 2006



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Source: South Coast Air Quality Management District Study; Diesel Sources Included Some Grades Not Suitable for Vehicle Fuel



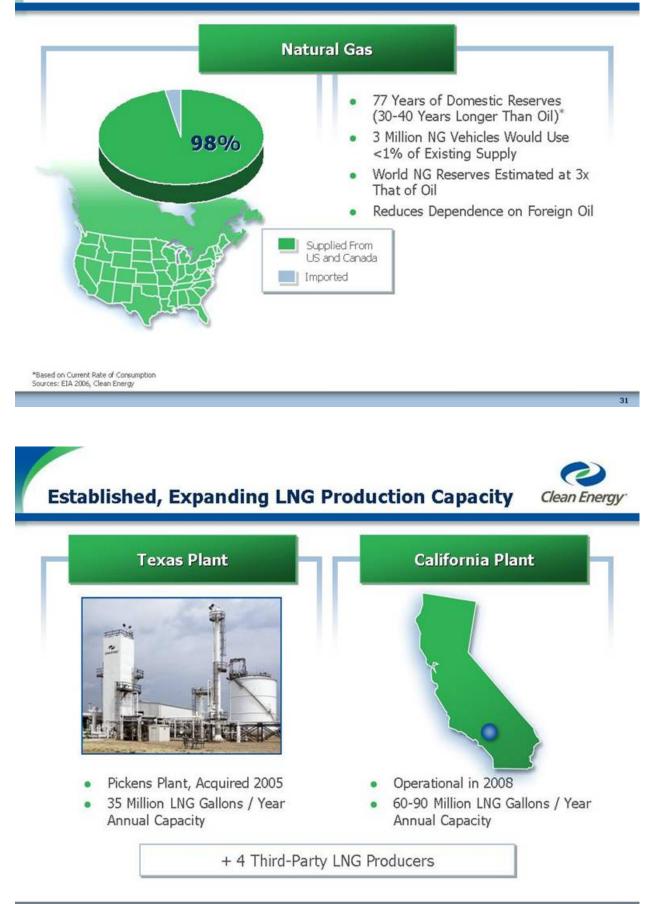


Available



Large, Domestically Available Supply of Natural Gas









Clean Energy

# Industry-Leading Management Team and Board



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Andrew Littlefair President and CEO	Pickens Fuel Corp., Mesa Petroleum Blue Energy & Technologies		
Richard Wheeler CFO			
James Harger SVP Marketing & Sales	Pickens Fuel Corp., Southern California Gas		
Mitchell Pratt SVP Engineering, Operations & Public Affairs	Southern California Gas		
Board			
Warren Mitchell, Chairman	Southern California Gas		
	Southem California Gas Pickens Fuel Corp., BP Capital, Mesa Petroleum		
Boone Pickens			
Boone Pickens John Herrington	Pickens Fuel Corp., BP Capital, Mesa Petroleum Former U.S. Secretary of Energy		
Warren Mitchell, Chairman Boone Pickens John Herrington James Miller Kenneth Socha	<ul> <li>Pickens Fuel Corp., BP Capital, Mesa Petroleum</li> <li>Former U.S. Secretary of Energy</li> <li>Former Director Office of Budget and Management,</li> </ul>		



# **Richard Wheeler**

CFO

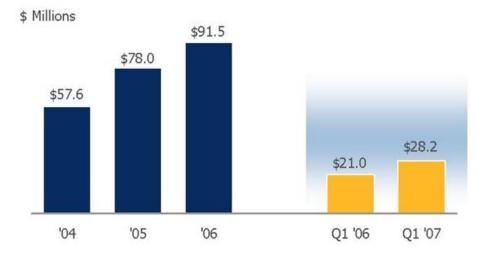












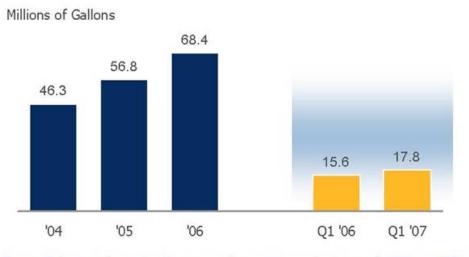






Approximates Our Results that Would Have Been Reported if Our Future Contracts Had Qualified for Hedge Accounting Under SFAS No. 133 Adjusted Margin is a non-GAAP measure and is reconciled to the GAAP measure, operating income, at the end of this presentation

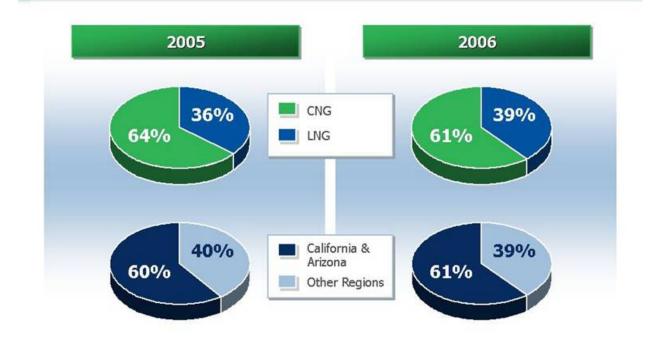




Note: Gallons delivered reflects gasoline gallon equivalents of CNG and LNG.

# **Volume Mix and Regional Concentration**







**Hedging Practices** 



**Previous Hedging** New Hedge Policy Practices Sell Contracts Hedge Fixed Price . Contracts Where Loss on Servicing Contracts We Can Fixed Price in SFAS 133 Accounting Sales Contract Can Only Sell Derivative Underlying Contracts Gain with Board Approval Cost of Reduced Emphasis on Natural Gas Fixed Price Contracts in Future Jan 01 2007 2006 Public Private No Hedge Contracts at March 31, 2007

\$9.9 to \$12.1 Million Run-Off of Existing Fixed Price Contracts at March 31, 2007





Sales Mix	<ul> <li>More Retail Sales, Less Transit Sales in the Future</li> </ul>
Gasoline Price Difference	<ul> <li>\$.89 Difference Between Our CNG Pump Prices and Gasoline Prices at March 31, 2007</li> </ul>
Tax Credits	• \$.50 Tax Credit per Gallon on Gallons Sold



\$ Millions	3/31/07
Cash and Cash Equivalents	\$11.6
Working Capital	\$33.0
Land, Property and Equipment, Net	\$61.9
Total Assets	\$139.8
Long-Term Debt	\$0.3
Stockholders' Equity	\$122.0

Clean Energy







# Non-GAAP Reconciliation



The table below shows Adjusted Margin and also reconciles these figures to the GAAP measure operating income (loss):

	Year Ended December 31,			Three Months Ended March 31,	
	2004	2005	2006	2006	2007
Operating income (loss)	\$4,518,361	\$28,961,781	\$(88,120,714)	\$(4,473,070)	\$(1,030,050)
Futures contract adjustment	3,062,468	6,992,251	3,921,022	2,203,080	868,567
Derivative (gains) losses	(10,572,349)	(44,067,744)	78,994,947	282,348	
Selling, general and administrative	11,112,878	17,108,425	20,860,181	4,882,141	6,299,878
Depreciation and amortization	3,810,419	3,948,544	5,765,001	1,199,720	1,576,057
Adjusted Margin	\$ 11,931,777	\$ 12,943,257	\$ 21,420,437	\$ 4,094,219	\$ 7,714,452

Futures contract adjustment reflects the gain or loss we would have experienced in a respective period on the underlying futures contracts associated with our fixed price and price cap contracts had those underlying contracts been held and allowed to mature according to their contract terms. For a description of Adjusted Margin, please read "Selected Historical Consolidated Financial Data--Adjusted Margin (Non-GAAP)" as disclosed in the Form S-1/A filed with the SEC on May 4, 2007 (the Form S-1/A).





The "run-off" of \$9.9 million and \$12.1 million for existing fixed price and price cap contracts quoted in this presentation refers to the estimated costs we will incur (based on natural gas futures prices on March 31, 2007) to cover the increased price of natural gas above the inherent price of natural gas embedded in our contracts with customers over the duration of those contracts. These costs are based on estimates involving a high degree of judgment and actual results may vary materially from these estimates. These amounts have not been recorded in our statements of operations as they are non-GAAP. For additional information about our hedging practices, please read "Selected Historical Consolidated Financial Data--Adjusted Margin (Non-GAAP)" and "Management's Discussion and Analysis of Financial Condition and Results of Operations--Risk Management Activities--Derivative Activities" and "--Fixed Price and Price Cap Sales Contracts" as disclosed in the Form S-1/A.





# Clean Energy Fuels Fleet Vehicles In Northern California





### Northern California

- Norcal Waste
- Solano Garbage
- San Francisco International Airport
- SFO Shuttle Bus Company
- Yellow Cab of San Francisco
- Pacific Gas & Electric
- SuperShuttle
- Port of Oakland
- Park & Fly
- Waste Management of Alameda
- Alameda County Industries
- Solano Garbage
- City of Sacramento
- County of Sacramento







- City of Phoenix, Department of Transit
- Allstate Transportation
- Total Transportation
- City of Mesa, RPTA
- · City of Tempe, RPTA
- AAA Transportation
- Tucson Unified School District
- The University of Arizona
- Southwest Gas Corporation
- City of Phoenix, Sky Harbor International Airport
- Veolia Transportation
- SuperShuttle
- Ampitheater School District
- Valley Metro/RPTA
- Tempe Transit
- City of Mesa
- City of Tucson

Clean Energy Fuels Fleet Vehicles In the Northeast





### Northeast

- New York
- Town of Smithtown
- Long Island Bus
- Binghamton University
- Suffolk County Water Authority
- State of NY Government Fleet
- La Guardia Taxi's, Van Fleets, Parking and Car Rental Shuttles
- Hallahan Truck Sales
- Garofalo Carting
- Jody Enterprises
- Brothers Waste (NY)
- Dejana Industries
- Boston
- MBTA

Baltimore

• BWI







Airport

City of Castle Rock

- Denver International Airport
- City of Denver
- Town of Castle Rock
- Regional Transportation District
- American Airlines
- Frontier Airlines
- Southwest Airlines
- United Airlines
- America West Airlines
- Northwest Airlines
- Xcel Energy
- Qwest Communications
- Boulder Valley School District

Clean Energy Fuels Fleet Vehicles In New Mexico





- Sandia National Laboratories
- · DESC (NASA)
- Santa Fe Trails
- ABQ Ride (Albuquerque Transit Agency)
- City of Albuquerque
- Los Lunas School District
- Los Alamos National Labs







- UPS DallasParking Company of America
- City of Irving
- Fort Worth T
- Love Field
- DFW
- Advantage Rent A Car
- Atmos Energy
- Dallas County
- City of Dallas
- DART
- McShans Florist
- Texas DOT
- Five Star Coaches
- Sun Metro







Note: Ethanol Equivalent in BTUs \$4.88

