# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 26, 2022

# **CLEAN ENERGY FUELS CORP.**

(Exact Name of Registrant as Specified in Charter)

Delaware (State or other jurisdiction of incorporation)

provisions (see General Instruction A.2. below):

001-33480 (Commission File Number) 33-0968580 (IRS Employer Identification No.)

4675 MacArthur Court, Suite 800 Newport Beach, CA (Address of Principal Executive Offices)

92660 Zip Code

(949) 437-1000 (Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following

☐ Written communications pursuant to Rule 425 und	er the Securities Act (17 CFR 230.425)	
□ Soliciting material pursuant to Rule 14a-12 under	the Exchange Act (17 CFR 240.14a-12)	
☐ Pre-commencement communications pursuant to F	Rule 14d-2(b) under the Exchange Act (17 CFR 240.1	4d-2(b))
☐ Pre-commencement communications pursuant to F	Rule 13e-4(c) under the Exchange Act (17 CFR 240.13	3e-4(c))
Securities registered pursuant to Section 12(b) of the Ad	ct:	
Title of each class	Trading symbol(s)	Name of each exchange on which registered
Common stock, \$0.0001 par value per share	CLNE	The Nasdaq Stock Market LLC
Indicate by check mark whether the registrant is an eme Rule 12b-2 of the Securities Exchange Act of 1934 (§24 Emerging growth company		Securities Act of 1933 (§230.405 of this chapter) or
If an emerging growth company, indicate by check mark financial accounting standards provided pursuant to Sec	e e e e e e e e e e e e e e e e e e e	ransition period for complying with any new or revised

# Item 7.01 Regulation FD Disclosure.

As previously announced, Clean Energy Fuels Corp. (the "Company") will host an investor webcast ("Webcast") on January 26, 2022 at approximately 10:00 am (EST) at which time members of management will present an investor presentation ("Presentation"). The Presentation is attached hereto as Exhibit 99.1 and will be available on the "Events and Presentations" section of the Company's website at <a href="https://investors.cleanenergyfuels.com">https://investors.cleanenergyfuels.com</a>. The information presented in the Webcast and contained in the Presentation is intended to inform investors and analysts of the Company's strategic vision around its renewable natural gas ("RNG") supply and the growing demand for RNG fuel by fleet customers in its North American station network.

As previously announced, investors may register to access the live Webcast at the following link: <a href="https://event.on24.com/wcc/r/3609144/860088D41FB343F1D6168FA9CCC6A8A7">https://event.on24.com/wcc/r/3609144/860088D41FB343F1D6168FA9CCC6A8A7</a>. Registration will be open until the conclusion of the Webcast replay and Presentation will be available on the "Events and Presentations" section of the Company's website at <a href="https://investors.cleanenergyfuels.com">https://investors.cleanenergyfuels.com</a> for approximately 60 days.

As provided in General Instruction B.2 of Form 8-K, the information in this Item 7.01 of this Current Report on Form 8-K shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.	Description	
<u>99.1</u>	Clean Energy Fuels Corp. Investor Presentation	
104	Cover Page Interactive Data File (embedded with the Inline XBRL document)	

# SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 26, 2022 CLEAN ENERGY FUELS CORP.

By: /s/ Andrew J. Littlefair

Name: Andrew J. Littlefair

Title: President and Chief Executive Officer



RNG Day CLNE Five Year Outlook January 26, 2022

# Welcome

Raleigh Gerber Director, Corporate Communications

# **Today's presenters**





Andrew J. Littlefair President and CEO



Robert Vreeland Chief Financial Officer

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# **Q&A** participants





Andrew J. Littlefair President and CEO



Robert Vreeland Chief Financial Officer



Will Flanagan Vice President, Strategic Development RNG Investment

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# Safe harbor



This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements about, among other things, the ability of Clean Energy Fuels Corp. (the "Company") to transition to providing hydrogen, electricity and other alternative fuels for transportation.

Forward-looking statements are statements other than historical facts and relate to future events or circumstances or the Company's future performance, and they are based on the Company's current assumptions, expectations and beliefs concerning future developments and their potential effect on the Company and its business. As a result, actual results, performance or achievements and the timing of events could differ materially from those anticipated in or implied by these forward-looking statements as a result of many factors including, among others: the COVID-19 pandemic and the measures taken to prevent its spread and the related impact on our operations, liquidity and financial condition; the willingness of fleets and other consumers to adopt natural gas as a vehicle fuel, and the rate and level of any such adoption; the Company's ability to capture a substantial share of the market for alternative vehicle fuels and vehicle fuels generally and otherwise compete successfully in these markets; the potential adoption of government policies or programs or increased publicity or popular sentiment in favor of other vehicle fuels; the market's perception of the benefits of renewable natural gas ("RNG") and conventional natural gas relative to other alternative vehicle fuels; natural gas vehicle and engine cost, fuel usage, availability, quality, safety, convenience, design, performance and residual value, as well as operator perception with respect to these factors, in general and in the Company's key customer markets, including heavy-duty trucking; the Company's ability to manage and grow its RNG business, including heavy-duty trucking; the Company's ability to manage and grow its RNG business, including heavy-duty trucking: the Company's ability to successfully develop and operate projects and produce expected volumes of RNG; the Company's ability to seven and dairy farm projects to produce RNG; the Company's ability to livestock waste and dairy farm projects to produce RNG; the Company's ability to livestock was

to manage and grow its business of transporting and selling compressed natural gas for nonvehicle purposes via virtual natural gas pipelines and interconnects, as well as its station design
and construction activities; construction, permitting and other factors that could cause delays or
other problems at station construction projects; the Company's ability to execute and realize the
intended benefits of any acquisitions, divestitures, investments or other strategic relationships or
transactions; future availability of and our access to additional capital, which may include debt or
equity financing, in the amounts and at the times needed to fund growth in the Company's
business and the repayment of its debt obligations (whether at or before their due dates) or other
expenditures, as well as the terms and other effects of any such capital raising transaction; the
Company's ability to generate sufficient cash flows to repay its debt obligations as they come due;
the availability of environmental, tax and other government regulations, programs and incentives
that promote natural gas, such as the U.S. federal excise tax credits for alternative fuels, or other
alternatives as a vehicle fuel, including long-standing support for gasoline- and diesel-powered
vehicles and growing support for electric and hydrogen-powered vehicles that could result in
programs or incentives that favor these or other vehicles or vehicle fuels over natural gas; the
Company's ability to comply with various registration and regulatory requirements related to its
RNG projects; the effect of, or potential for changes to greenhouse gas emissions requirements or
other environmental regulations applicable to vehicles powered by gasoline, diesel, natural gas or
other environmental regulations applicable to vehicles powered by gasoline, diesel, natural gas or
other vehicle fuels and crude oil and natural gas fuelling, drilling, production, transportation or use;
the Company's ability to manage the safety and environmental risks inherent in its op

The forward-looking statements made in this presentation speak only as of the date of this presentation, and the Company undertakes no obligation to update publicly such forward-looking statements to reflect subsequent events or circumstances, except as otherwise required by law. The Company's periodic reports filed with the Securities and Exchange Commission (the "SEC") on the SEC website (<a href="https://www.sec.gov">www.sec.gov</a>), including its Quarterly Report on Form 10-Q for the quarter ended September 30, 2021, contain additional information about these and other risk factors that may cause actual results to differ materially from the forward-looking statements contained in this presentation, and such risk factors may be amended, supplemented or superseded from time to time by other reports the Company files with the Securities and Exchange Commission.

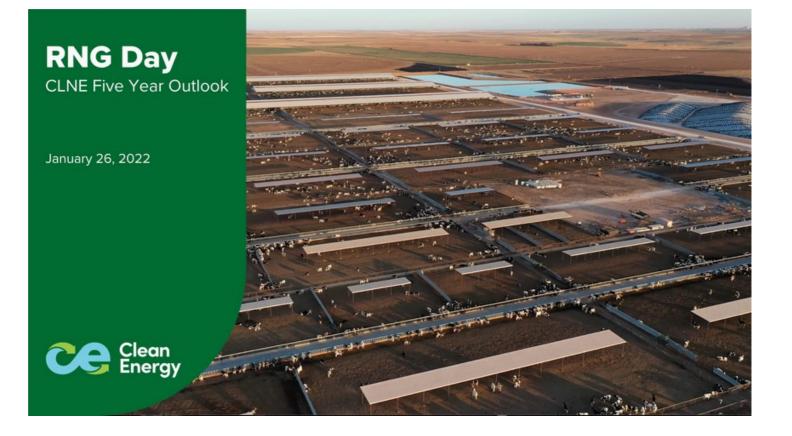
# **Non-GAAP financial measures**



To supplement the Company's unaudited consolidated financial statements presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"), the Company uses non-GAAP financial measures that it calls adjusted net income (loss) ("Adjusted Net Income (loss)") and adjusted EBITDA ("Adjusted EBITDA"). Management presents Adjusted Net Income (loss) and Adjusted EBITDA because it believes these measures provide meaningful supplemental information about the Company's performance, for the following reasons: (f) these measures allow for greater transparency with respect to key metrics used by management to assess the Company's operating performance and make financial and operational decisions; (2) these measures exclude the effect of items that management believes are not directly attributable to the Company's core operating performance and may obscure trends in the business; and (3) these measures are used by institutional investors and the analyst community to help analyze the Company's business.

Non-GAAP financial measures are limited as an analytical tool and should not be considered in isolation from, or as a substitute for, the Company's GAAP results. Moreover, because not all companies use identical measures and calculations, the Company's presentation of Adjusted Net Income (loss) and Adjusted EBITDA may not be comparable to other similarly titled measures used by other companies.







Who we are
Why RNG
What we can earn
RNG supply
RNG distribution
Financial summary



# **→** Who we are

Why RNG
What we can earn
RNG supply
RNG distribution
Financial summary

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**RNG Supply** 

- Dairy/RNG production
- 3rd party RNG supply contracts



# Distribution

- 550+ stations
- Capacity to double volumes
- Fleet + marine customers
- Maintenance + construction
- 2 owned LNG plants



- Vertically integrated RNG solutions
- 25+ years of experience
- Invented RNG as a commercial fuel

Operating information is as of December 31, 2021.



Who we are

# **→** Why RNG

What we can earn RNG supply RNG distribution Financial summary

# Why RNG





### Sustainable:

Lowers carbon emissions by up to 500%



# Renewable:

Made from organic waste, not drilling



# No diesel pollution:

Reduces smog-forming NOx emissions by 90%



### Quieter:

Quieter than diesel



### Accessible:

Extensive network of fueling stations nationwide



# Affordable:

Stabilized prices and lower maintenance costs



### Proven:

Trusted by companies like Amazon, UPS, WM, and major transit fleets in NY & LA



### Less maintenance:

No high maintenance DPF-SCR diesel emissions control system



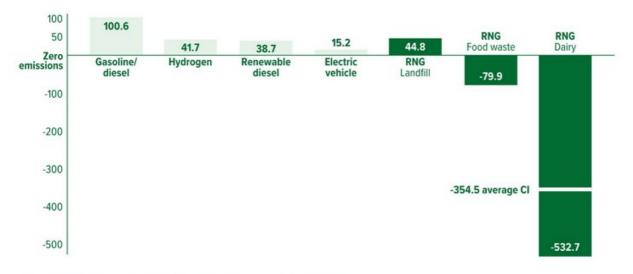
# Value driver for CLNE:

RNG drives increased revenue, GAAP net income, and Adjusted EBITDA

# The RNG advantage: carbon intensity



# Carbon emission by fuel type (gCO2e per MJ)



Source: California Air Resources Board, Q4 2020 LCFS data, and certified pathways as of November 8, 2021.

# Why RNG





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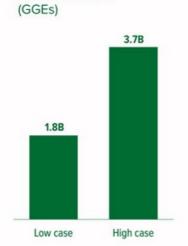
# Value driver for CLNE:

RNG drives increased revenue, GAAP net income, and Adjusted EBITDA

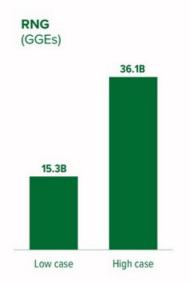
# RNG volume potential in US (2040)



Carbon-for-carbon reduction compared to diesel at multiples of RNG GGEs



**Animal Manure** 



Source: American Gas Association and ICF Note: Estimated gasoline gallons equivalent (GGE) assuming 125,000 mcf per gasoline gallon.

# Why RNG





# Sustainable:

Lowers carbon emissions by up to 500%



# Renewable:

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# No diesel pollution:

Reduces smog-forming NOx emissions by 90%



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### Less maintenance:

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# Value driver for CLNE:

RNG drives increased revenue, GAAP net income, and Adjusted EBITDA



Who we are Why RNG

**→** What we can earn

RNG supply
RNG distribution
Financial summary

# What we can earn





GAAP net income (loss)

2022E

(\$3M)

\$173M

Adj. EBITDA

2022E

(\$3M)

2026E

\$250M

Distribution

GAAP net income (loss)

2022E

(\$54M)

\$112M

Adj. EBITDA

2022E

2026E

\$305M \$68M

**Clean Energy** 

GAAP net income (loss)

(\$57M)

\$285M

Adj. EBITDA

2022E

2026E

\$65M

\$555M

See the Appendix for a reconciliation of Adjusted EBITDA.



Who we are Why RNG What we can earn

RNG supply
RNG distribution

Financial summary

# **RNG** supply



# **Dairy RNG production**

- Produce RNG from dairy farms with JV partners Total Energies and BP
- All gas produced goes to fill CLNE demand
- Enhances overall economics of RNG to CLNE

# RNG 3rd party supply

- Our demand creates value for the supply side
- We see many deals due to our demand
- Leverage our CA network

# All roads lead to RNG

- RNG can serve multiple alternative fuel solutions
- Further growth opportunities to CLNE



# Major energy partners





Up to \$400 million of equity for RNG investment

Largest shareholder of CLNE

\$400M+ pipeline

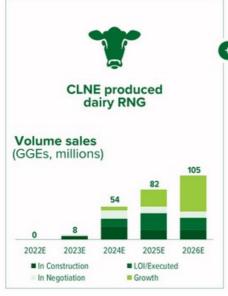


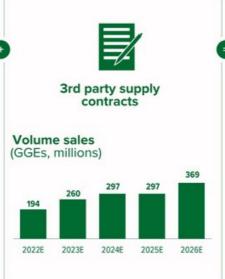
\$100 million of equity for RNG investment

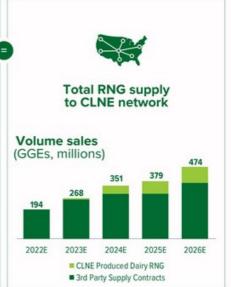
Joint marketing agreement for RNG supply

\$650M+ pipeline









# Where we are today: RNG supply 50M GGEs of investment opportunities in 11 states CLNE/JV Production Pipeline

Closed/In contract

# Millenkamp Dairy

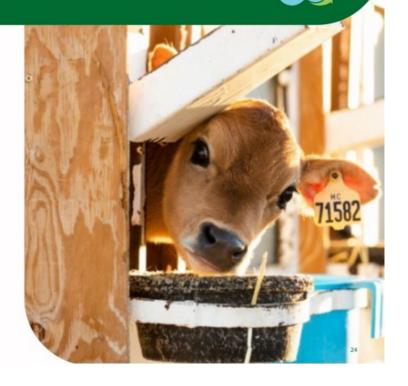
On January 26, we announced an exciting RNG project at the Millenkamp Dairy in Southeastern Idaho

One of the largest dairy farms in the United States

Expected to produce 5M GGEs annually

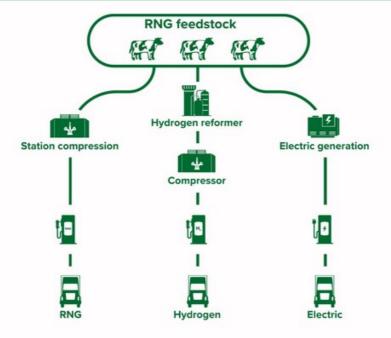
Part of BP Joint Venture





# All roads lead to RNG





# Hydrogen station: Foothill Transit



20-year relationship with one of California's largest transit agencies

Initially provided CNG, now RNG for 300 buses

Awarded Foothill's first hydrogen station for 20 fuel cell buses

Demonstrates importance of customer relationship





Who we are Why RNG What we can earn RNG supply

RNG distribution

Financial summary

# **Distribution**



Fueling and customer network key to monetizing supply of RNG

550+ station network—scale and footprint advantage

Our portfolio of RNG volume

# Growth drivers

- Trucking
- Customer optimization
- NG engine expansion and improvement

CA opportunity

Policy view



# Where we are: distribution



Public and private stations

550+

Natural gas fueling stations



# **Distribution**



Fueling and customer network key to monetizing supply of RNG

550+ station network—scale and footprint advantage

# Our portfolio of RNG volume

Growth drivers

- Trucking
- Customer optimization
- NG engine expansion and improvement

CA opportunity

Policy view



# How much RNG we plan to deliver in 2022 **US** total 194M GGEs in 34 states California New York Texas 11**M** 128M **8M** CA **GGEs** GGEs **GGEs** ΤX 73% of vehicle fuel sold at Clean Energy's stations in 2020 was RNG

# **Distribution**



Fueling and customer network key to monetizing supply of RNG

550+ station network—scale and footprint advantage

Our portfolio of RNG volume

# Growth drivers

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CA opportunity

Policy view



# Distribution growth driver: heavy-duty trucking sector

40B+ gallons per year

Sustainability goals increasing pressure while time is of the essence

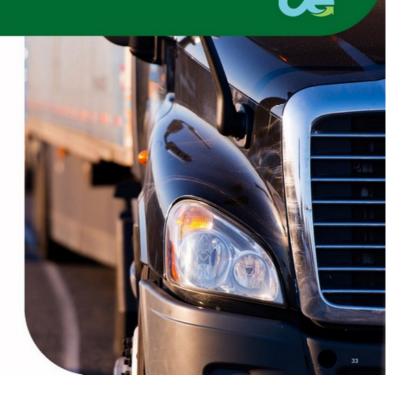
# Large fleets create exponential growth

 3000 units (one fleet) can be 45M GGEs annually

# Current trucking customers include:

- Amazon
- Estes
- UPS

Source: American Trucking Associations and internal data



## **Customer example**





Switching just **10%** of their fleet from diesel to RNG



**50%** reduction in carbon emissions from vehicles



Achieve carbon emissions goals in only **2.5 years** 

...

## **Distribution**



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# Distribution growth driver: optimization of existing customer base



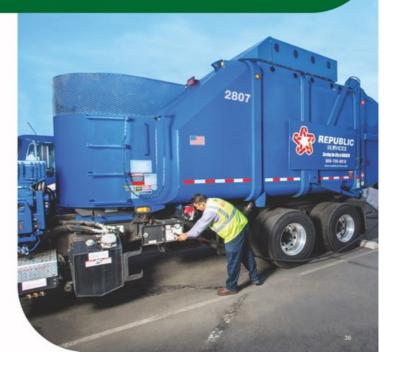
Converting maintenance to fuel

#### Refuse

- Republic Services

#### Transit

- LA Metro
- New York City MTA



## **Distribution**



Fueling and customer network key to monetizing supply of RNG

550+ station network—scale and footprint advantage

Our portfolio of RNG volume

#### Growth drivers

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CA opportunity

Policy view



## Distribution growth driver: Near Zero NG engines



#### **Cummins engine**

- Near Zero attributes
- Clean, quiet enhanced transmission and 90% lower NO<sub>x</sub>

## Expansion to 15-liter: "game changer" per Cummins

- "Initial interest in the 15-liter natural gas powertrain has far exceeded our expectations" per Cummins
- 500hp, 1850 lb/ft torque, and weighs about 500 lbs less than 15L diesel per Cummins

#### New 6.7 liter

- Key market segment: box truck



## **Distribution**



Fueling and customer network key to monetizing supply of RNG

550+ station network—scale and footprint advantage

Our portfolio of RNG volume

#### Growth drivers

- Trucking
- Customer optimization
- NG engine expansion and improvement

#### **CA** opportunity

Policy view



## **CA** opportunity



As we increase the supply of dairy RNG in CA, we will distribute the landfill RNG to other states

Opportunity to enhance margins by displacing LFG with dairy bio-gas



gross values before value chain splits, CI-(354), RIN \$2.85, LCFS \$165.00, approximate values

## **Distribution**



Fueling and customer network key to monetizing supply of RNG

550+ station network—scale and footprint advantage

Our portfolio of RNG volume

#### Growth drivers

- Trucking
- Customer optimization
- NG engine expansion and improvement

CA opportunity

Policy view



## **Policy view**



### Clean fuels policies

Adopted & in effect

California, Oregon, British Columbia



Approved

Washington State; expected effective date: January 1, 2023



Legislation introduced

Massachusetts, Minnesota, New Mexico, New York



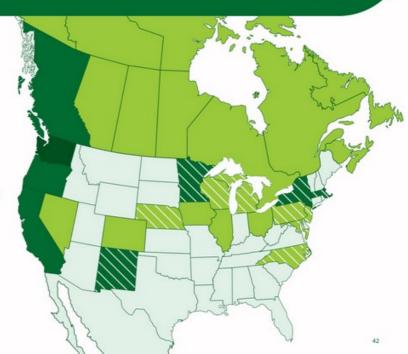
Under study/in regulatory development

Canada Federal, Colorado, Illinois, Iowa Nevada, Ohio



Other states targeted

Maryland, Michigan, Nebraska, New Jersey, North Carolina, Pennsylvania, Wisconsin



## Federal RIN outlook



Proposed RVO issued on December 7, 2021

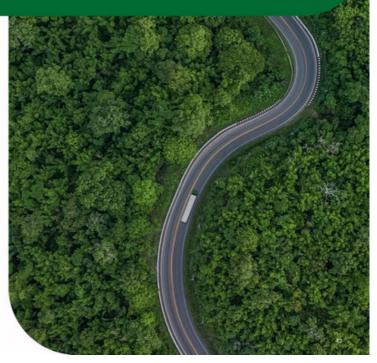
	2020*	2021	2022
Cellulosic biofuel (M GGE)	347	422	524
Growth		22%	24%

Strong pricing fundamentals including

- Significant year over year targets for cellulosic biofuels
- Strong anticipated cellulosic waiver credit values
- Higher commodity prices pushing D4/D5 values

Ruling further seeks comments on and consideration for carryforward RINs which is strongly supported by industry

represents actual biofuels production





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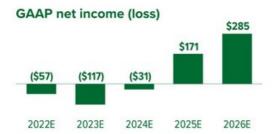
4.

## **Financial summary**

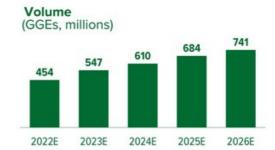


## RNG drives increase volume, revenue and EBTIDA

- Delivery volumes increase at a 13%
   CAGR, while RNG supplied grows at 25%
- EBITDA increase driven by growth in distribution margin & RNG supply investment earnings



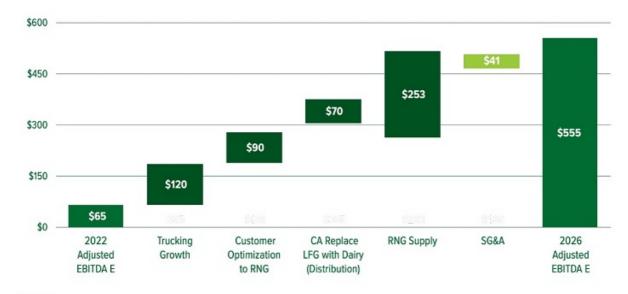
See the Appendix for a reconciliation of Adjusted EBITDA.





## Adjusted EBITDA bridge





Note: In millions See the Appendix for a reconciliation of Adjusted EBITDA.



We turn sustainability goals into reality.

Thank you

## **Questions & Answers**





Andrew J. Littlefair President and CEO



Robert Vreeland Chief Financial Officer



Will Flanagan Vice President, Strategic Development RNG Investment

### **Conference call information**



Conference ID: **3562397** 

Participant toll-free dial-in number:

(888) 985-1969

Participant international dial-in number:

(873) 415-0181

## **Appendix**

## Financial metrics



	2022E	2023E	2024E	2025E	2026E
Volumes (GGEs)	454	547	610	684	741
Revenues	\$444	\$580	\$724	\$855	\$983
SG&A	101	118	125	138	152
GAAP net income	(57)	(117)	(31)	171	285
Adjusted net income	8	9	114	276	355
Adjusted EBITDA	65	136	290	467	555
Cash flow from operations	57	75	127	169	239
Capex	(71)	(143)	(75)	(67)	(49)
Investments RNG supply JVs	(195)	(432)	(240)	(238)	(253)
Debt raise (reduction)	125	450	200	(125)	(125)
Ending cash and investments	\$144	\$80	\$137	\$88	\$138

Note: in millions

## Adjusted EBITDA reconciliation



Adjusted EBITDA, which the Company presents as a non-GAAP measure of its performance, is defined as net income (loss) attributable to Clean Energy, plus (minus) income tax expense (benefit), plus interest expense, minus interest income, plus depreciation and amortization expense plus Amazon warrant charges, plus stock-based compensation expense, plus (minus) loss (income) from SAFE&CEC equity method investments, and plus (minus) any loss (gain) from

changes in the fair value of derivative instruments. The Company's management presents Adjusted EBITDA for the reasons discussed above in slide 5 of this presentation.

The table below shows Adjusted EBITDA and also reconciles this figure to GAAP net income (loss) attributable to Clean Energy:

		022E	2023E	2024E	2025E	2026E	
Net income (loss) attributable to Clean Energy Fuels Corp.	\$	(57)	\$ (117)	\$ (31)	\$ 171	\$ 285	
Income tax expense		0	-	-0	-	-	
Interest expense		9	46	62	57	48	
Interest income		(1)	(1)	(1)	(1)	(1)	
Depreciation and amortization		49	66	70	74	76	
Stock-based compensation		20	30	30	30	30	
Amazon warrant charge		44	96	115	75	40	
Depreciation and amortization at RNG JV included in equity earni	ngs		17	45	61	77	
Adjusted EBITDA Reconciliation (CLNE)	\$	65	\$ 136	\$ 290	\$ 467	\$ 555	

Note: in millions 52

# Adjusted EBITDA reconciliation



		022E	2023E		2024E		2025E		2026E	
Net income (loss) attributed to Clean Energy Fuels Corp.	\$	(54)	\$	(93)	\$	(64)	\$	9	\$	112
Income tax expense		0		0		0		0		0
Interest expense		9		46		62		57		48
Interest income		(1)		(1)		(1)		(1)		(1)
Depreciation and amortization		49		66		70		74		76
Stock-based compensation		20		30		30		30		30
Amazon warrant charges		44		96		115		75		40
Adjusted EBITDA Reconciliation (Distribution)	\$	68	\$	145	\$	213	\$	244	\$	305
	2	022E	2	023E	1	2024E		2025E	2	2026E
Net income (loss) attributed to Clean Energy Fuels Corp.	\$	(3)	\$	(25)	\$	32	\$	162	\$	173
Depreciation and amortization		0		17		45		61		77
Adjusted EBITDA Reconciliation (RNG Supply)	\$	(3)	\$	(8)	\$	77	\$	223	\$	250

Note: in millions

## Adjusted net income (loss) reconciliation



Adjusted Net income (loss), which the Company presents as a non-GAAP measure of its performance, is defined as net income (loss) attributable to Clean Energy Fuels Corp., plus Amazon warrant charges, plus stock-based compensation expense, plus (minus) loss (income) from the SAFE&CEC S.r.l. equity method investment, and plus (minus) any loss (gain) from changes in the fair value of derivative instruments. The Company's management presents Adjusted Net Income (Loss) for the reasons discussed above in slide 5 of this presentation.

		2022E		2023E		2024E		2025E		2026E	
Net income (loss) attributed to Clean Energy Fuels Corp.	\$	(57)	\$	(117)	\$	(31)	\$	171	\$	285	
Amazon warrant charges		44		96		115		75		40	
Stock-based compensation		20		30		30		30		30	
Adjusted Net Income (Loss) (CLNE)	\$	8	\$	9	\$	114	\$	276	\$	355	

Note: in millions