

Texas Earth Day

Andy Marsh, CEO

April 22, 2016

**The trusted partner to take business into the future –
changing the way the world moves.**

- Created market for fuel cells and hydrogen in material handling applications
 - >10,000 GenDrive fuel cells deployed
 - >110 million operating hours
 - 29 GenFuel Sites
 - 107 Fueling dispensers
 - 6,878 fills per day
 - 500,000 kg dispensed in 2016



Holds more than 90% of the fuel cell market in the material handling industry.

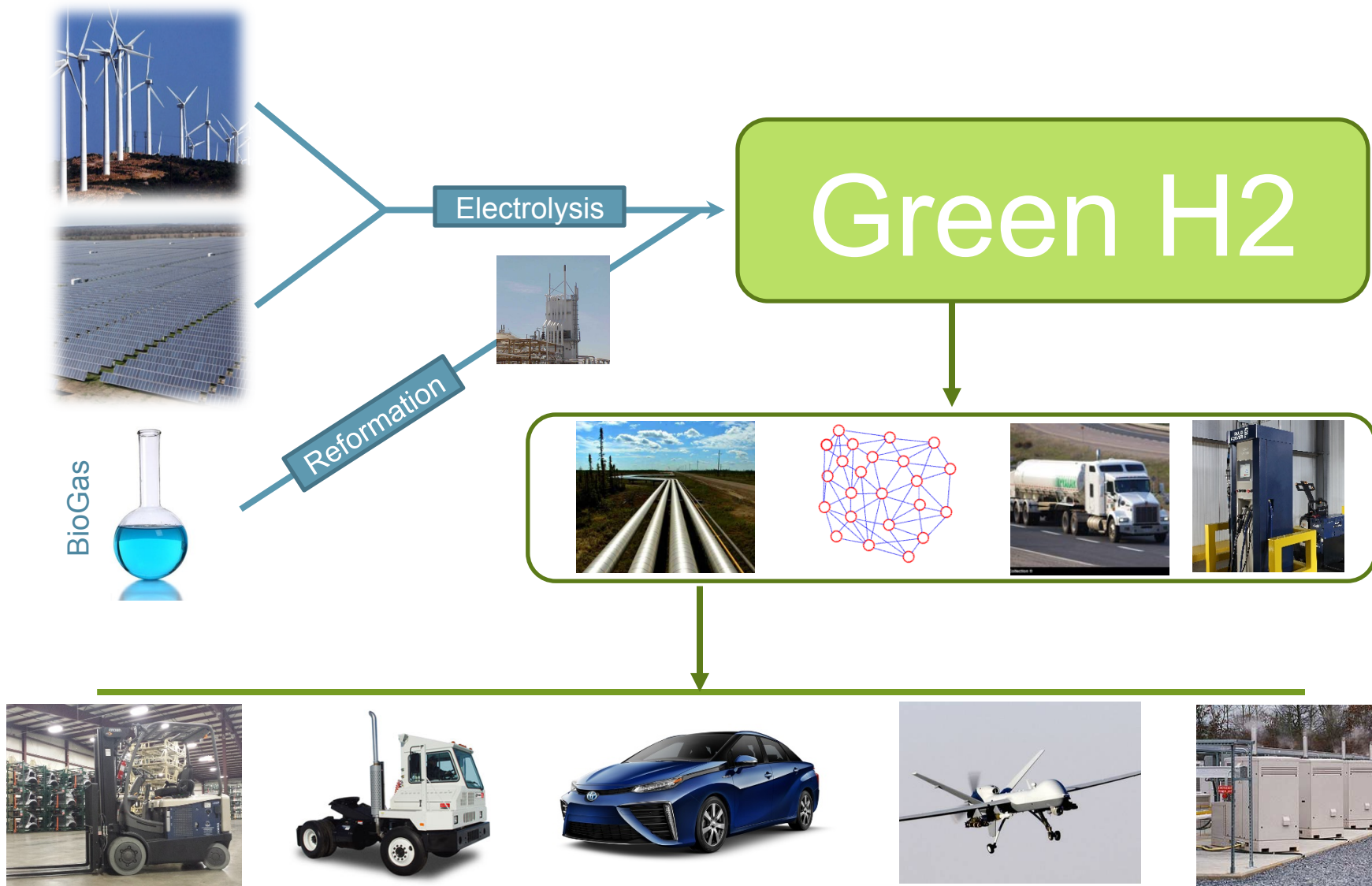
**The trusted partner to take business into the future –
changing the way the world moves.**

- Premier list of customers:
P&G, Walmart, Kroger,
BMW, Home Depot
- Innovative manufacturing
facilities in NY and WA
 - 180+ Issued patents
 - Focused expansion opportunities in
new and adjacent markets



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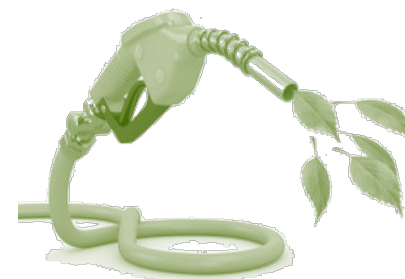
Hydrogen 2040



Trends to 2040 Adoption



Advances Necessary in Both Hydrogen Infrastructure and Fuel Cells



COST DOWN

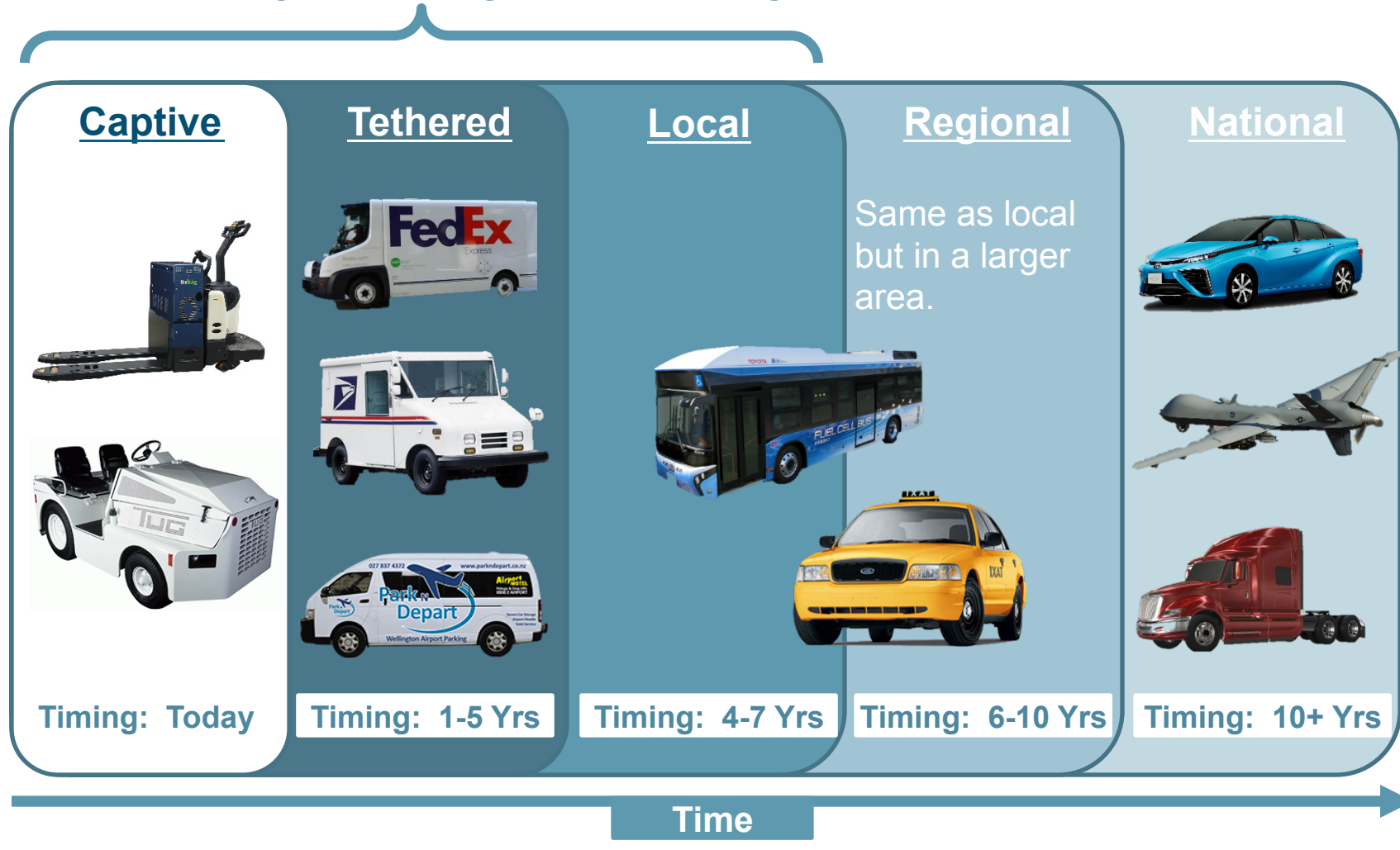
RELIABILITY UP

AVAILABILITY TO CONSUMER

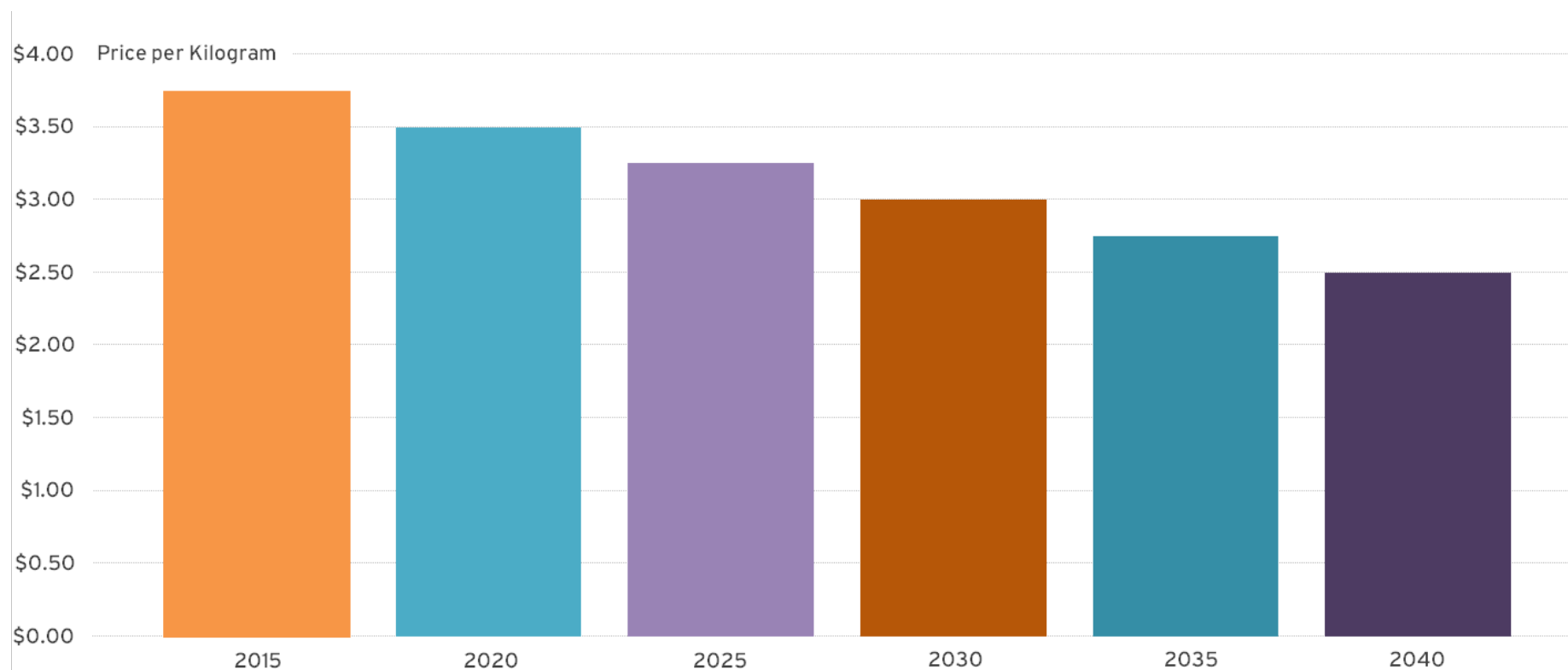
Market Penetration Strategy



Similar Fueling Technologies and Strategies



Projected Hydrogen Fuel Costs



Source: SAFE Commissioned analysis by PriceWaterhouseCoopers, LLP

Hydrogen City Concept



Phase 1: Captive Fleet

- Tractors
- Cargo Loaders
- Belt Loaders
- Fork Lifts
- People Movers (Golf Carts, Busses)



Phase 2: Tethered Local Fleet

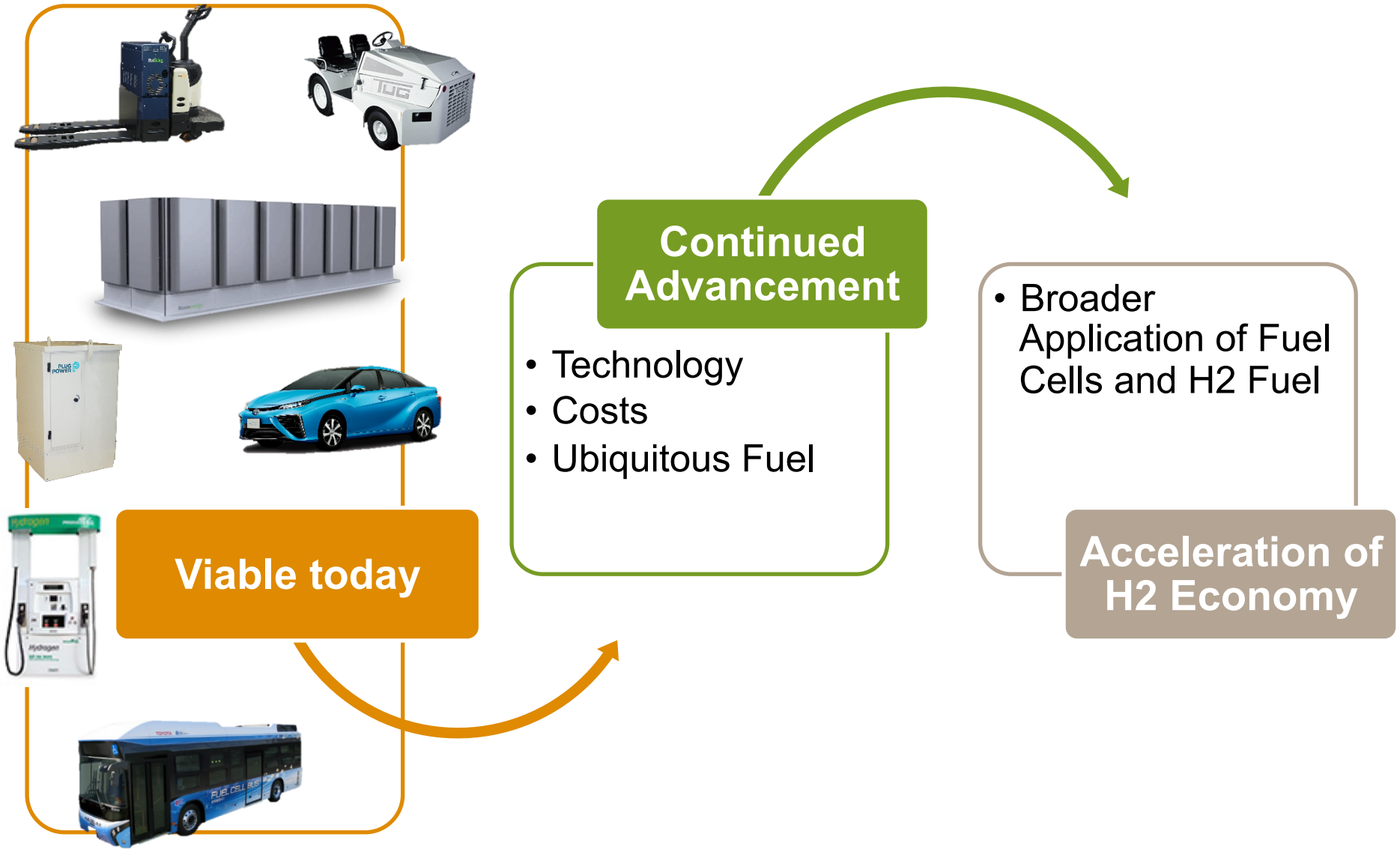
- Busses/Shuttles
- Delivery (Package, food, etc.)
- Service Vehicle
- Postal Trucks
- Dispensing

Phase 3: Tethered Regional Fleet

- Busses
- Delivery
- Taxis
- Fleet Vehicles
- Cars
- Dispensing

Develop a comprehensive plan and roadmap to fund, develop and implement a repeatable expansion of hydrogen fuel and mobile and stationary power applications for a regional deployment.

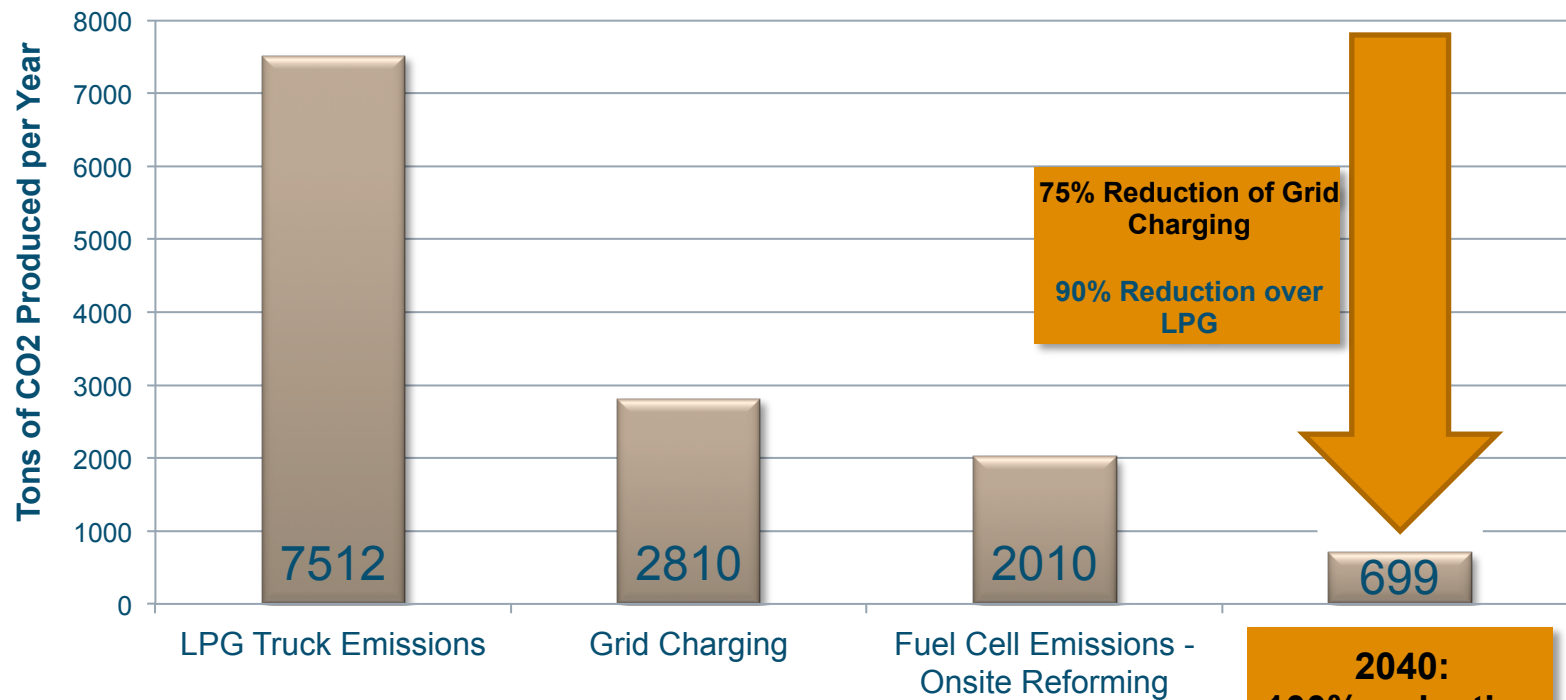
Leverageable Activity Today



GHG Reduced Today. Eliminated in 2040.



**Greenhouse Gas Emissions
LPG / Grid / Reforming / Liquid H2
Based on an actual 260 truck fleet (typical mix)**



**Carbon Emissions Reduction:
90% compared to LPG. 75% compared to grid charging**

**2040:
100% reduction
of GHG
Improved H₂
Infrastructure**

Texan Infinite Drive



Texas Today: Plug has 7 sites in Texas Today

- 1000+ kg hydrogen used per day
- TX users include:
 - Sysco
 - Walmart
 - Ace
- Innovation enables reliability and adoption



Texas Tomorrow:

- 5 in-state “public” hydrogen refueling dispensers
- Planned developments enabling fuel cell industry advancement
- Ability to leverage existing infrastructure in place for petro-chem

Hydrogen will Make 2040 a Reality.

QUESTIONS?



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