

# Scalable Hydrogen Fueling for Transit Applications

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# Plug Power is the Leader in Hydrogen and Fuel Cell Technology



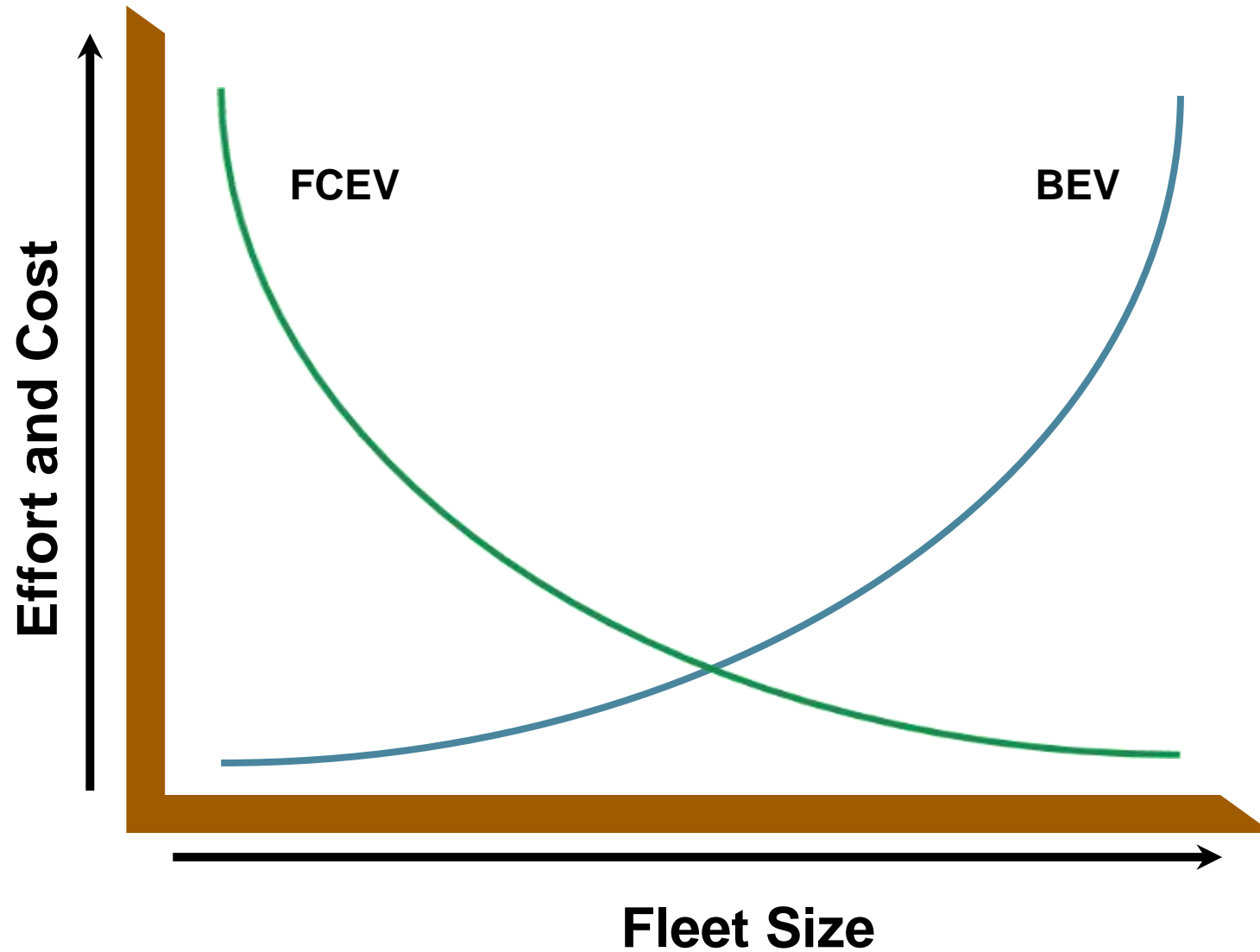
- Indoor fleets of 50-500+ fork trucks, 2-3 shifts
- 80% Blue Chip Customer Base
- 70% reduction in cost profile since 2013
- 180+ patents
- 30,000+ GenDrive fuel cells deployed
- 260M+ GenDrive operating hours
- 22 million+ GenFuel hydrogen fills into forklift fuel cells
- 16.5 million kg+ of hydrogen dispensed
- 88+ GenFuel hydrogen stations built at customer facilities

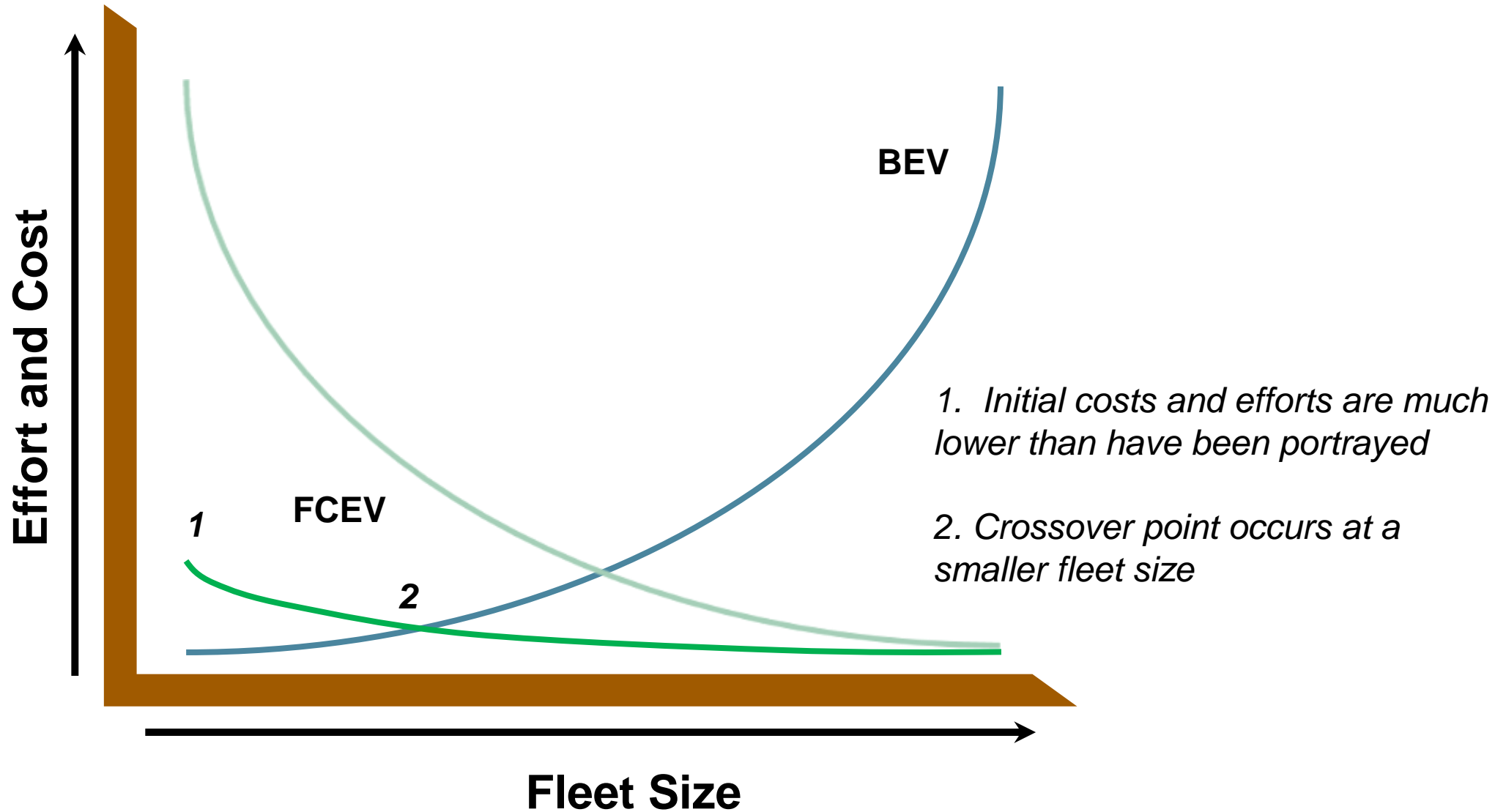


Holds 90%+ of the Hydrogen Fuel Cell Market for Material Handling Equipment

Plug Power is the Largest User of Liquid Hydrogen in the World 22T, daily









# Hydrogen Solutions

- All forms of Hydrogen can be renewable, and/or carbon free, and/or sustainable
- Hydrogen can be delivered
  - Liquid form [LH<sub>2</sub>] by truck
  - Gaseous form [GH<sub>2</sub>] by truck or pipeline
- Hydrogen can be generated on-site
  - Steam Methane Reformer
  - Electrolyzer (requires electricity infrastructure)

GH<sub>2</sub>  
Delivery



Electrolyzer



LH<sub>2</sub>  
Delivery



Reformer

# Delivered Gas – A Starter Solution

GENFUEL.



GH2 Trailer



Optional  
Intelligent  
Manifold



Optional  
Compression



Optional  
Storage



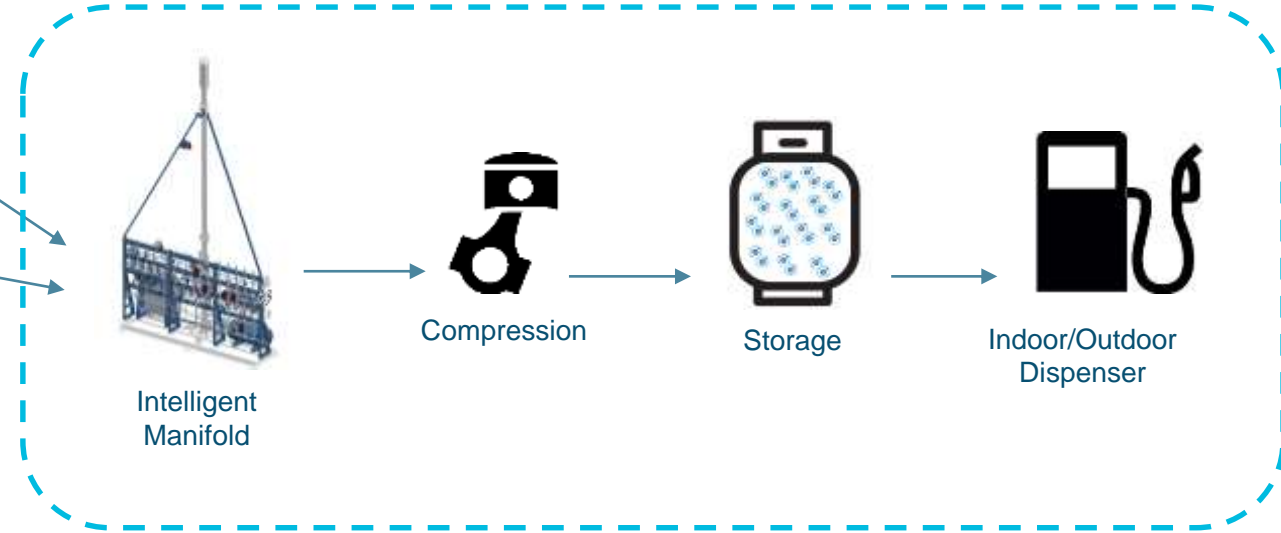
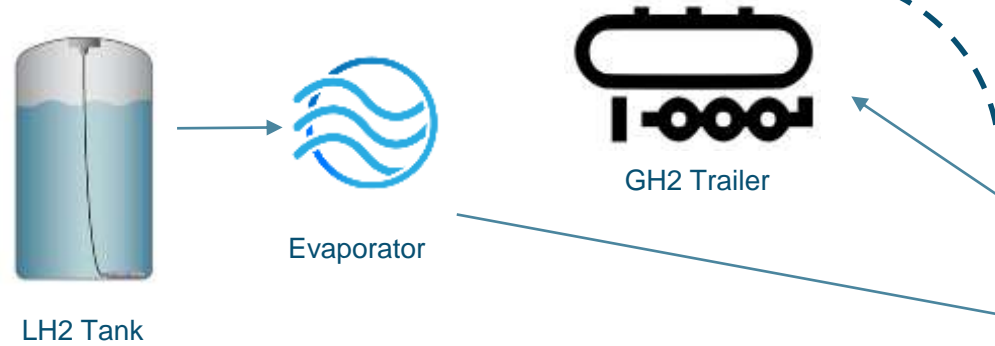
Indoor/Outdoor  
Dispenser

- As little as \$500K investment
- Higher per kG costs
- 1 to 4 buses

All components can be re-used to  
expand system capacity

# Delivered Liquid Solution – Fleet Expansion

GENFUEL.

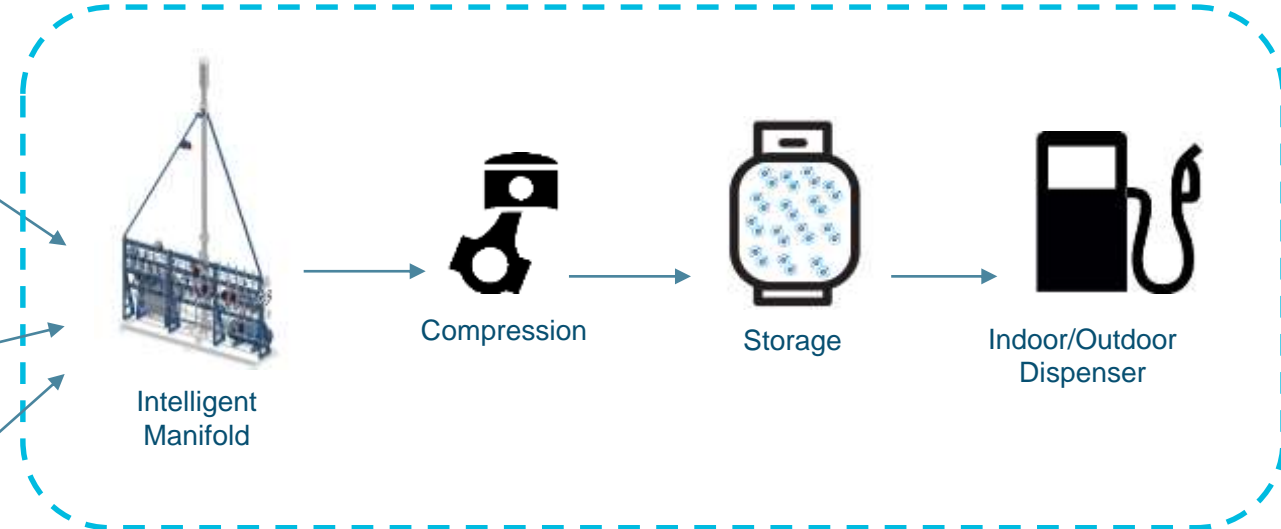
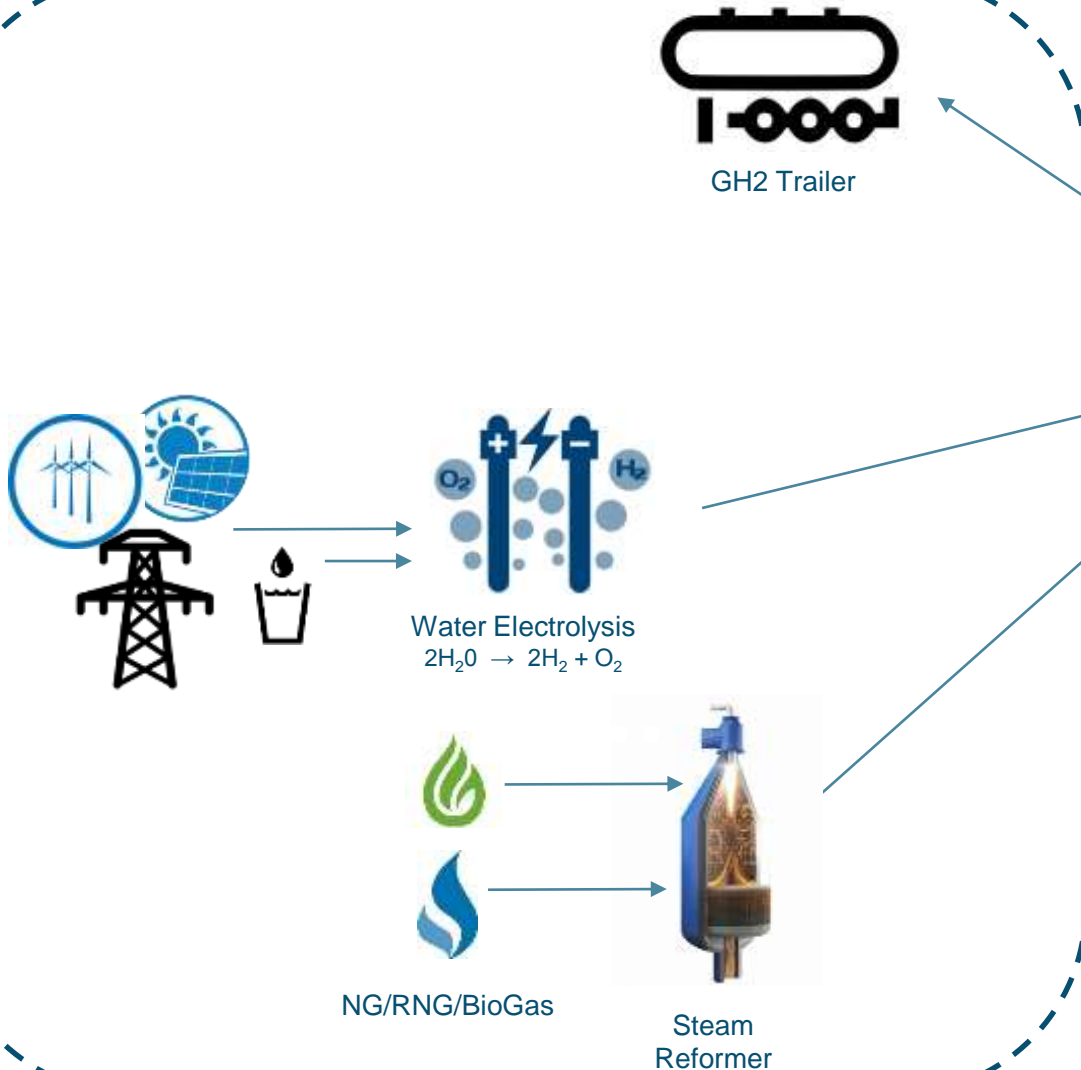


- GH2 trailer remains as a back-up
- As little as \$1.25M investment
- 5 to 100 buses

Low Capital and per kG costs are realized with Liquid H2 Solution

# On-Site Generation Solutions – Fleet Expansion

GENFUEL.



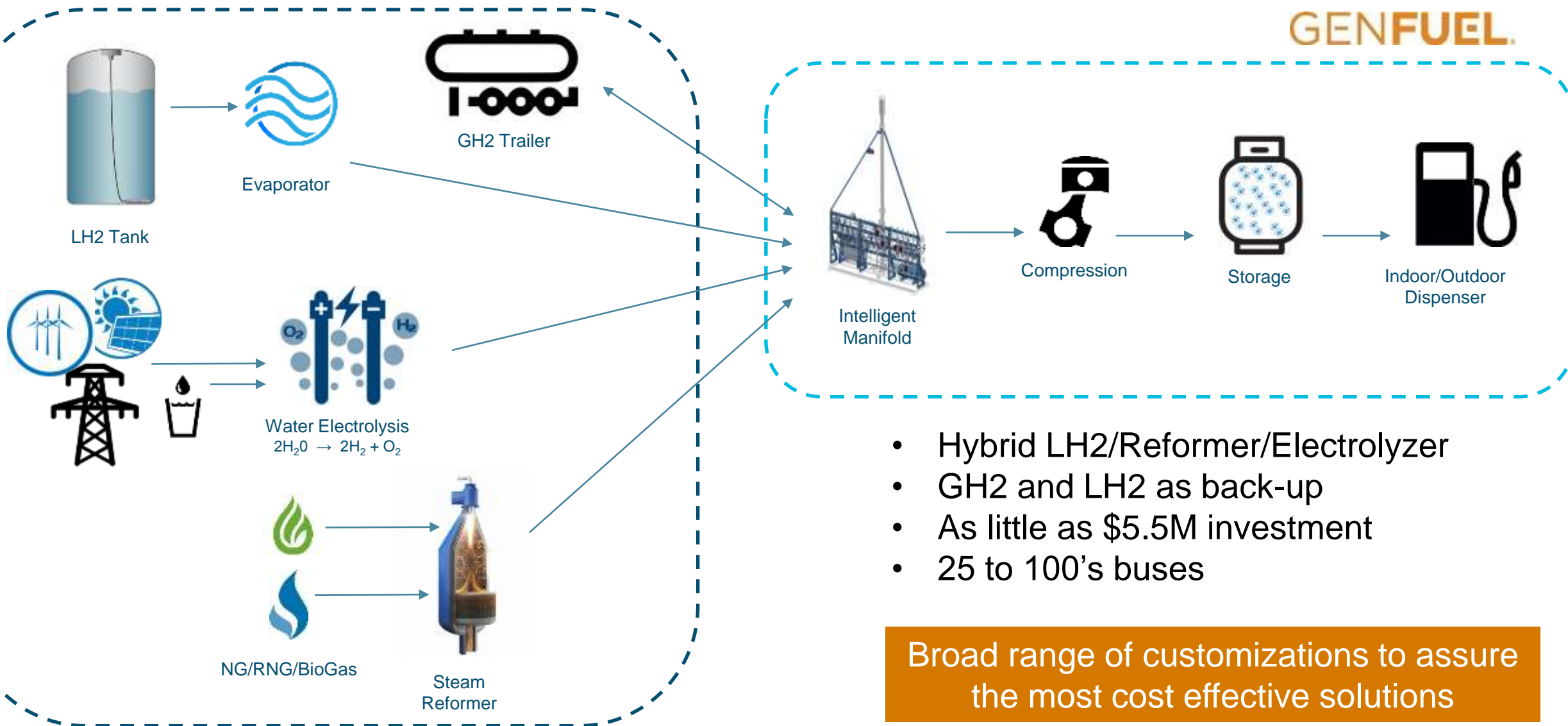
- Electrolyzer and/or Reformer
- GH2 as back-up
- As little as \$2.75M investment
- 1 – 100 buses

Green solutions  
Independent of delivered fuel



# Hybrid Solutions – Flexible and Forgiving

GENFUEL.



- Hybrid LH2/Reformer/Electrolyzer
- GH2 and LH2 as back-up
- As little as \$5.5M investment
- 25 to 100's buses

Broad range of customizations to assure the most cost effective solutions

- Fleet conversion and expansion plans (broad range of ‘accurate’ planning numbers)
  - Approximately how many fuel cell vehicles to start at how many locations
  - Current and future locations
  - Ultimate fleet size (range) per location
  - Timing
- Access to water, electricity, and gas
  - Rates
  - Renewability
  - Stability of supply (supply contracts with diversity of sources)
- LCFS and Renewable energy credits
- Contractor selection
  - H2 experience
  - Turn-key
  - Service Level Agreements (performance guarantees with penalties)
- Hydrogen infrastructure expansion can adapt as your plans change (or recover from errors)



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