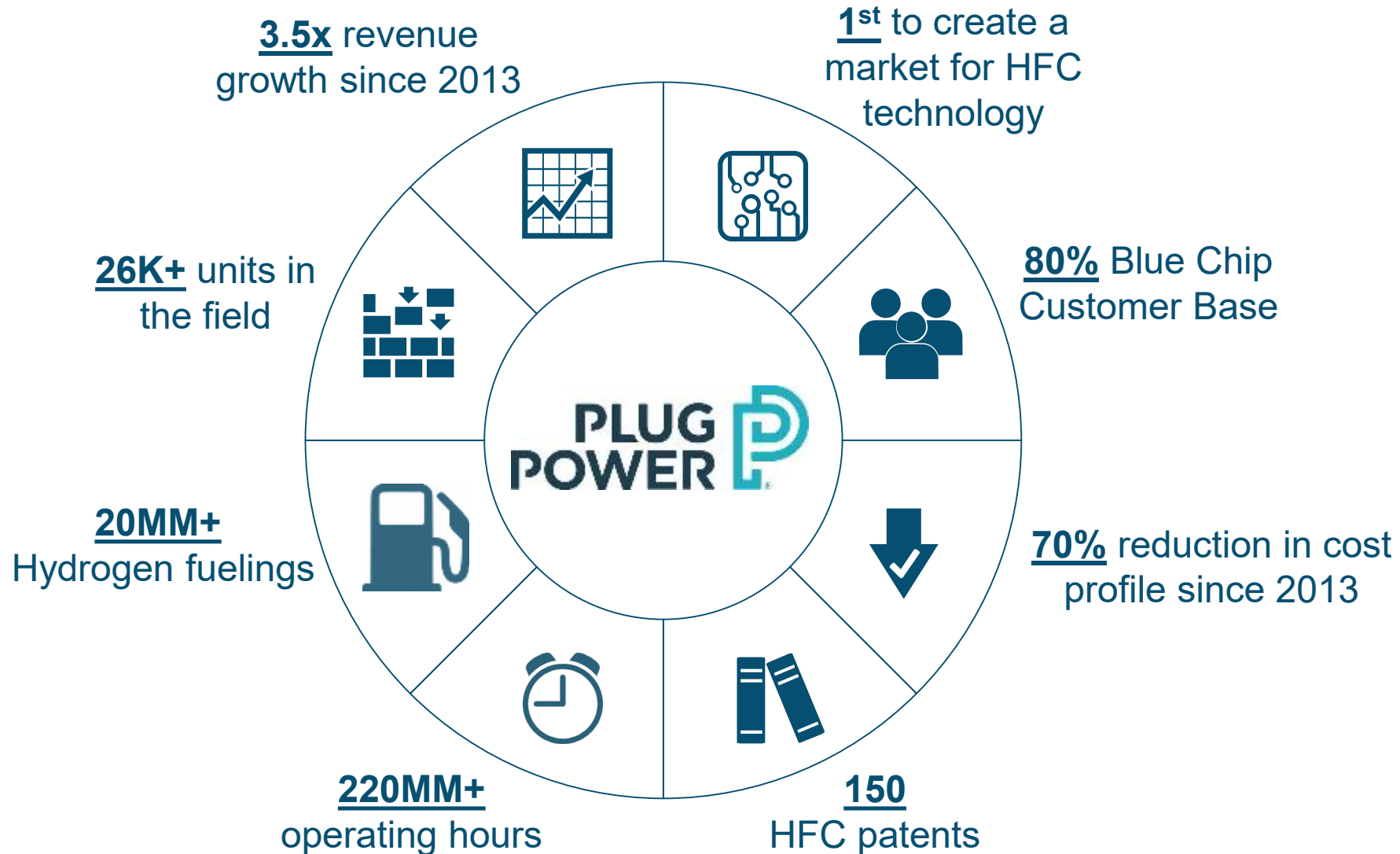
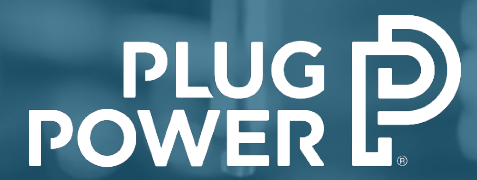


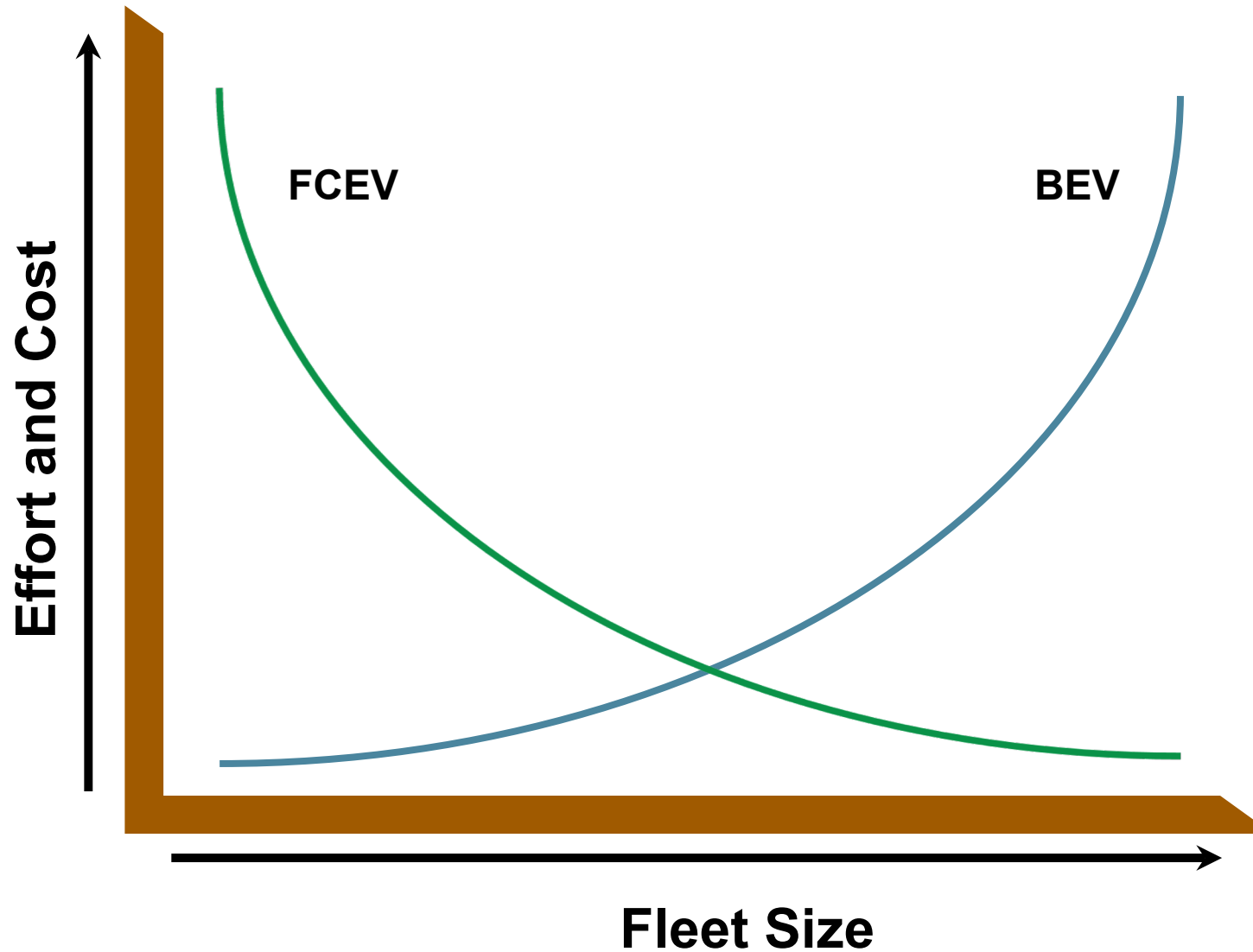
Scalable Hydrogen Fueling for Transit Applications

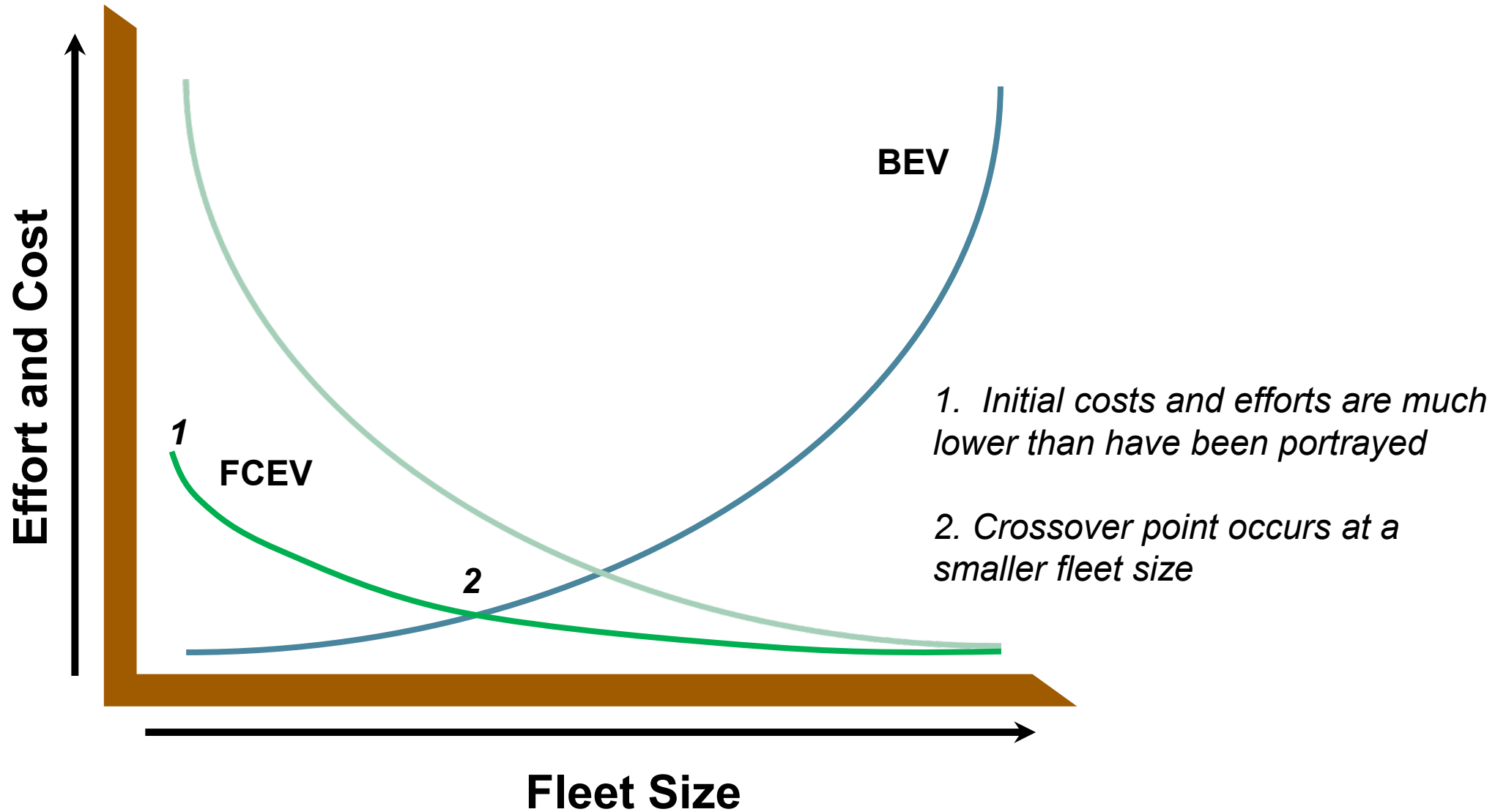
Al Cioffi

August, 2019

Plug Power is the Leader in Hydrogen and Fuel Cell Technology







Hydrogen Solutions

- Hydrogen can be delivered
 - Liquid form [LH₂]
 - Gaseous form [GH₂]
- Hydrogen can be generated on-site
 - Steam Methane Reformer
 - Electrolyzer
- Hydrogen can be renewable/de-carbonized

GH₂
Delivery



Electrolyzer



LH₂
Delivery



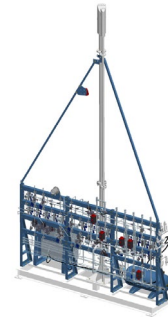
Reformer

Delivered Gas Solution – A Starter Solution

GENFUEL.



GH2 Trailer



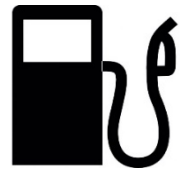
Optional
Intelligent
Manifold



Optional
Compression



Optional
Storage



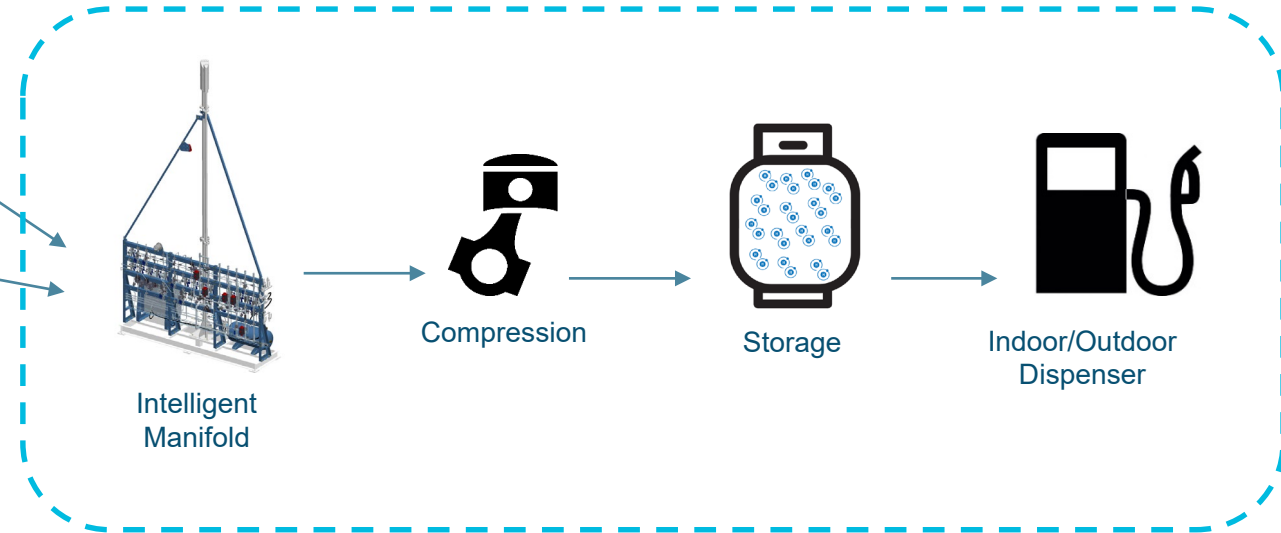
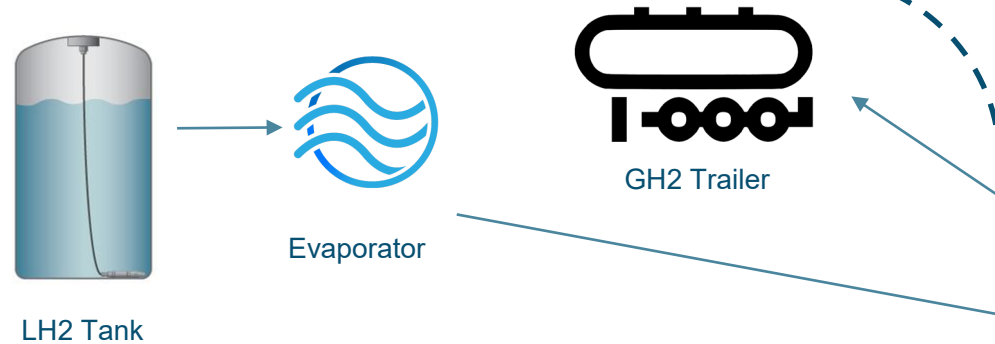
Indoor/Outdoor
Dispenser

- 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.

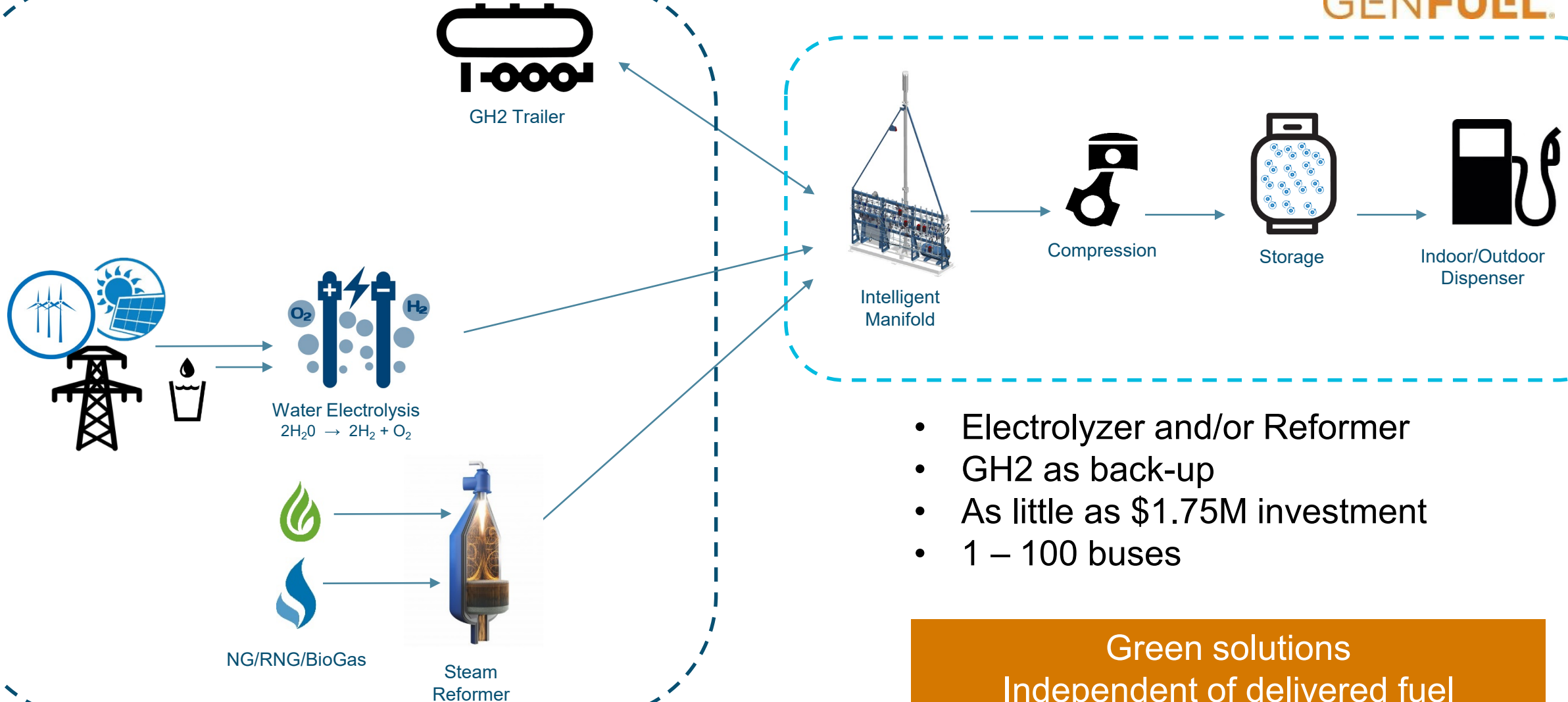


- GH2 trailer remains as a back-up
- As little as \$1.5M investment
- 5 to 100 buses

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

On-Site Generation Solutions – Fleet Expansion

GENFUEL.

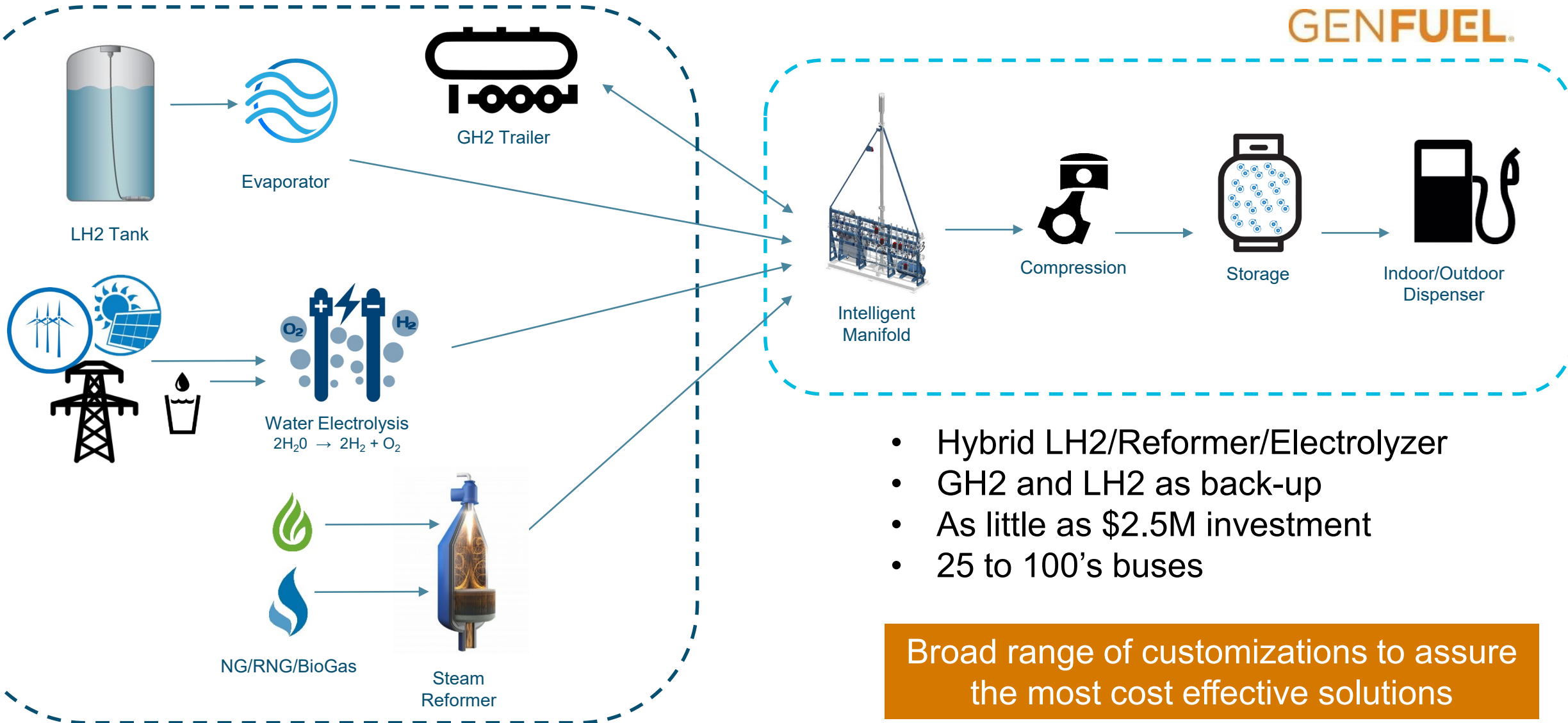


- Electrolyzer and/or Reformer
- GH2 as back-up
- As little as \$1.75M investment
- 1 – 100 buses

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 \$2.5M investment
- 25 to 100's buses

Broad range of customizations to assure the most cost effective solutions

- Fleet conversion and expansion plans
 - How many fuel cell vehicles to start at how many locations
 - Current and future locations
 - Ultimate fleet size per location
 - Timing
- Access to water, electricity, and gas
 - Rates
 - Renewability
 - Stability of supply
- LCFS and Renewable energy credits
- Contractor selection
 - H2 experience
 - Turn-key
 - Service Level Agreements
- Hydrogen infrastructure expansion can adapt as your plans change (or recover from errors)



Corporate Headquarters

968 Albany Shaker Road, Latham, NY 12110

West Coast

15913 E. Euclid Avenue, Spokane, WA 99216

plugpower.com