

Plug Power

Tim Terrill, Director of Service

Success in Our First Market: Growing Share in Material Handling Applications

The global material handling market represents a \$30 billion total market opportunity



- Plug Power owns **95% of current market share** for hydrogen fuel cells
- Plug Power's **technology drives productivity** and streamlines operations for our customers
 - Constant power and improved performance drives improved operator efficiency
 - Reduced downtime due to battery changes/charging
 - Space savings
 - IoT proactively identifies issues to maximize uptime

Technology drives
performance

Reputation attracts
new clients

Growth enables
re-investment in
our business

Full Suite of Products Accelerates Customer Adoption

GENKEY[®]

Complete solution drives customer adoption

PROGEN

Hybrid fuel cell engines for a variety of applications

Industry-leading high-power and air-cooled designs
Lower cost / higher performance
35+ years of Plug Power IP



GENDRIVE[®]

Hybrid electric fuel cell solution for forklifts

14,000+ units in the field
Drop-in replacement
122M+ operating hours



GENFUEL[®]

Fueling infrastructure and fuel delivery

42 installed sites
150+ hydrogen dispensers
10k fuelings/day, 5M+ total



GENCARE[®]

Complete service and maintenance

98+% uptime performance
IoT data collection, monitoring and control driving efficiency and uptime



Clear Benefits

- Simplifies vehicle design
- High efficiency
- No emissions
- Reliable performance in harsh environments
- Long run times and constant use
- Fast refueling/recharging
- Adaptability across a range of power and energy needs
- Green sources of fuel today; Continuing to expand

Fuel Cells are Easy to Implement



China Represents a Massive Opportunity

The world leader in investing in new energy technologies

- >\$100B of new investment in 2015 – more than US, UK and Japan combined
- Large push to combat pollution and reduce global carbon footprint; currently responsible for one third of the world's CO₂

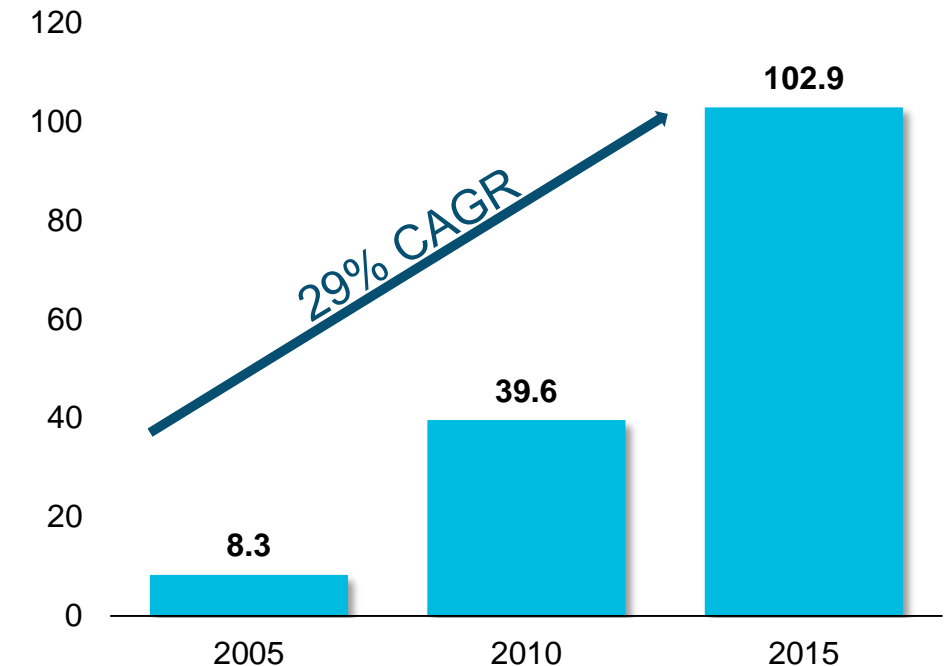
Fuel cells have been identified as a part of their 5 year plan

- Significant subsidies proposed for FC vehicles at state and provincial levels
- Hydrogen infrastructure critical to the growth of the opportunity

Building on momentum of battery EV expansion

- 10x increase in EVs from 2013 to 2015, driven by commercial vehicles
- Fuel cells provide longer range, faster fueling and better energy density for high-performance and commercial/industrial applications

China New Investment in Renewable Energy (\$Bn)¹



1. Global New Investment in Renewable Energy by Region, 2004-2015, \$BN United Nations Environment Program