



UTC Power Corporation 195 Governor's Highway South Windsor, CT

**Fuel Cell Financing Options
(CESA/DOE Webinar - August 30, 2011)**





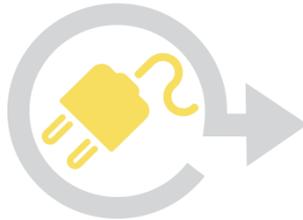
The UTC Power Advantage

Rising energy costs



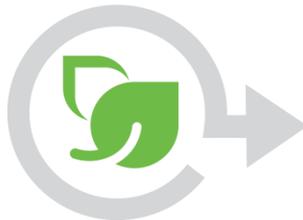
- Significant Energy savings through:
 - 80 - 90% system efficiency
 - Combined heat and power
- Payback in 3-5 years

Strained Utility Grid,
unreliable power



- Assured power generated on-site:
 - Business continuity
 - Risk mitigation
 - Can serve as emergency shelter

Sustainability and
carbon reduction



- Clean, quiet & virtually pollution free:
 - Reduced emissions
 - Zero water consumption
 - Qualifies for LEED points





Why choose UTC Power for your fuel cell?

- Company history
- Financial stability
- Technology Leadership
- Product support
- Financial incentives
- Flexible options

Fuel Cell Financing Options
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United Technologies Corporation

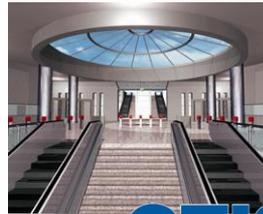
Fortune 50 corporation

\$54.3B in annual sales in 2010

~60% of sales are in building technologies



UTC Power



OTIS



Carrier



UTC Fire & Security



Research Center



Hamilton Sundstrand



UTC Power

A United Technologies Company

Paul J. Rescsanski, Manager, Business Finance





UTC Power

About Us



- Fuel cell technology leader since 1958
- ~ 430 employees
- 750+ Active U.S. patents, more than 300 additional U.S. patents pending
- Global leader in efficient, reliable, and sustainable fuel cell solutions

Stationary Fuel Cells



Transportation



Space & Defense



UTC Power

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PureCell[®] Model 400 Solution

Examples of Best Fit Customers: Facilities with 24/7 Power and Heating Demand

Supermarkets



Bottling



Hospitals



Mixed Use



Hotels



Bio-tech/Industrial



Educational Institutions



Utilities





Stationary Fuel Cell Solutions

Flexible fuel cell application and varied experience



**Price Chopper
New York**



**St Helena's Hospital
California**



**World Trade Center
New York**



**Coca-Cola Refreshments
New York**



**Samsung/GS Power
South Korea**



**New Haven Public Schools
Connecticut**



UTC Power

A United Technologies Company

Paul J. Rescsanski, Manager, Business Finance





Customer Support



- 24/7 powerplant monitoring, troubleshooting, maintenance
 - Reducing mean time to repair – increasing customer uptime
- Customer service headquarters located in CT with easy access to on-site engineering and manufacturing support
- Global network of UTC Power service employees
 - UTC Power provides complete 10-year service package





UTC Power Financial Advantage

Financial Incentives

Fuel Cell Incentives:

➤ Federal Investment Tax Credits

➤ Max of \$3,000/kW or 30% of project cost, in effect until 12/31/2016.

➤ 1603 Grant (in lieu of FITC)

➤ Max of \$3,000/kW or 30% of project cost, in effect until 12/31/2011.

➤ Accelerated Depreciation

➤ (100% in 2011, 50% in 2012, 5-Year MACRS)

➤ State Grants/Incentives





UTC Power Financial Advantage

Financing Option

Energy Service Agreement (ESA):

- No upfront capital investment.
- Ownership/maintenance resides with UTCP.
- Inclusive of equipment, installation, maintenance .
 - Includes bumper-to-bumper service; preventive maintenance, scheduled and unscheduled overhauls.
- Pricing reflects monetization of available incentives; FITC, State Grants, etc.
- Fuel not included.



(May pay for use of system with operating energy budget)





Summary

PureCell® Model 400 kW Power Plants Deliver:

- ✓ Energy Savings
- ✓ Reliable Power
- ✓ Carbon, Water and Pollution Reductions
- ✓ Sustainable Attributes (LEED®)

UTC Power Offers:

- ✓ Experienced Project Management
- ✓ Full 24/7 Aftermarket Service
- ✓ Option to Purchase or Lease

Visit www.utcpower.com to learn more

