About ClearEdge Power

- Established in 2003
- Privately funded through:
  - Kohlberg Ventures
  - Applied Materials
  - Artis Capital
  - Sempra
- An Energy Technology Company
  - Design & Manufacture
  - Service & Maintenance
- 75,000 sq. ft. manufacturing floor
- Certifications/Listing:
  - KGS - Global Certification
  - ISO 9001 - Quality Management Systems
  - ISO 14001 - Environmental Systems
  - ETL Listing - Gas NRTL
  - CSA Listing – Pending Approval
  - CE Certification - Underway (European)

- Designed to address the urgent concerns:
  - Increased demand on grid infrastructure
  - Base Load Power
  - High energy costs
  - Environmental impact
Energy is on the same journey

More changes in the energy industry in the next 20 years than in the last 100 years
  - Technological innovations
  - Disruptive business models
Federal and state energy and environmental policies are driving the change
Customers expect greater choice, control, and sustainability
**ClearEdge5 – Delivering Smart Energy Today**

*Combined heat and power 5kWh distributed power system*

*CE5 converts natural gas into power and heat without burning it*

*High efficiency, low cost, on-site generation*

*Smart fuel cell technology*

---

**5 kW Power**

**Natural Gas**

**HEAT 5 kW**
ClearEdge Power Fuel Cell Attributes

- Mass Produced
- Safety
- Modular
- Reliable
- Cost Effective
- Natural Gas
- Efficient
- Lifetime
- Combine Heat & Power
- Environmentally Clean

ClearEdge5
Modular System Architecture

**Base Unit**

- **CE5**
  - Base unit – 5kW
  - High efficiency
  - Low maintenance
  - Standard components

**Product Expansion**

- **CE FT**
  - 5-10kW applications
  - Data center
  - Large residential

- **CE15**
  - 10-15kW applications
  - Light commercial

- **CEXX**
  - 20-50kW applications
  - Medium commercial

**Derivative Capability:**

- Fault tolerance
- Grid independence
- 208V 3 phase
- 48V DC
- Extreme weather
- Propane compatible

**Market Expansion**

- **Data Centers**
  - Data centers
  - Server rooms

- **Residential**
  - Niche market
  - Short sales cycle

- **Commercial**
  - Small business
  - Hotel
  - Retail
  - Fitness

- **International**
  - Off-grid applications

- **Utility**
  - Power generation expansion

**All Products Leverage:**

- Technology
- Process stability
- Supply chain
- Reliability
- Certifications
<table>
<thead>
<tr>
<th>Top Vertical Markets</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Multi-Tenant</strong></td>
<td>• Senior Living Centers, Affordable, REIT, Multi-Family</td>
</tr>
<tr>
<td><strong>Hospitality</strong></td>
<td>• Hotels, Full Service Multi-Unit Restaurants, Country Clubs and Spas</td>
</tr>
<tr>
<td><strong>Education</strong></td>
<td>• Public and private: K-12 Schools, Community Colleges, Universities (including dormitory housing)</td>
</tr>
<tr>
<td><strong>Utilities</strong></td>
<td>• Priority – 1. Gas Companies  2. Hybrid Electric &amp; Gas 3. ESCOs</td>
</tr>
<tr>
<td><strong>Public Sector</strong></td>
<td>• DOE, DOD, Civilian, Emergency first responders, City/State/Federal Buildings</td>
</tr>
<tr>
<td><strong>Residential</strong></td>
<td>• High-end residential</td>
</tr>
<tr>
<td><strong>Data Centers</strong></td>
<td>• Small-to-medium size business data centers / server rooms</td>
</tr>
<tr>
<td>Industry Segment Leaders</td>
<td></td>
</tr>
<tr>
<td>--------------------------</td>
<td>--------------------------</td>
</tr>
<tr>
<td><strong>Hampstead Lafayette Hotel</strong></td>
<td><strong>Village Lindo Paseo Dormitory (SDSU)</strong></td>
</tr>
<tr>
<td>• City of San Diego Historic Landmark</td>
<td>• $1M savings in construction costs</td>
</tr>
<tr>
<td>• 8 Unit Install</td>
<td>• 9 Unit Install</td>
</tr>
<tr>
<td><strong>Irvine Unified School District</strong></td>
<td><strong>Cambrian Center</strong></td>
</tr>
<tr>
<td>• (2) High school facilities / pools</td>
<td>• Low Income Senior Living (HUD)</td>
</tr>
<tr>
<td>• 12 Unit Install</td>
<td>• 4 Unit Install</td>
</tr>
</tbody>
</table>
Benefits of Fuel Cells:

• Optimize Energy Efficiency and Lower Costs

• Reduce Harmful Emissions

• Increase Reliability through Distributed Generation

• Reduce Demand on the Grid

• Comply with Regulatory Mandates

• Insulate against Rising Electricity Rates
Key Challenges and Barrier for Fuel Cell Adoption

Regulatory Hurdles
Other Clean Energy Alternatives
Fluctuating Incentives
Flexible Financing Options

The CHASM

Technology Enthusiasts
Visionaries
Pragmatists
Conservatives
Skeptics
Visionaries
Pragmatists
Customers Expect Choices
• Purchase System
• Lease Systems
• Utility Model

ClearEdge Power Initiatives
• We Sell Systems not Power
• Direct Lease Offering
• Working to Offer 3rd Party Offering
• Work with Partners for PPA’s
Ed Graham
Director, Global Strategic Sales
egraham@clearedgepower.com