



H2 MOBILITY

Market activation and network development

Nikolas Iwan | October 2019



WHERE WE STARTED

The infrastructure dilemma in 2015



No stations, no cars

- Cars can't be sold if refueling is not possible and affordable
- Stations won't be build if cars don't come to refuel



A network of stations is not build overnight

- Hydrogen stations are not a commodity (yet)
- It is expensive, complex and takes up to two years to build one

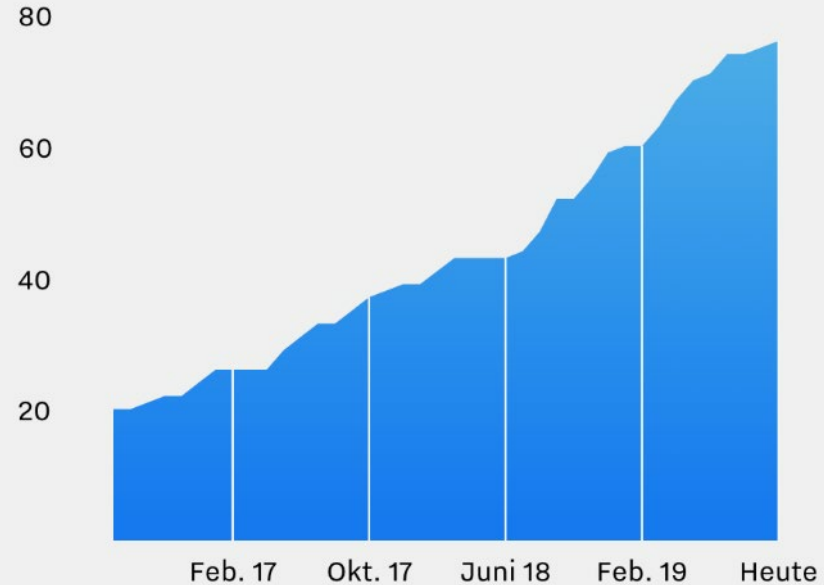
TRACK RECORD

Three years of building activity at record level

H₂

Highest annual growth globally
in 2017-2019

H2-Tankstellen

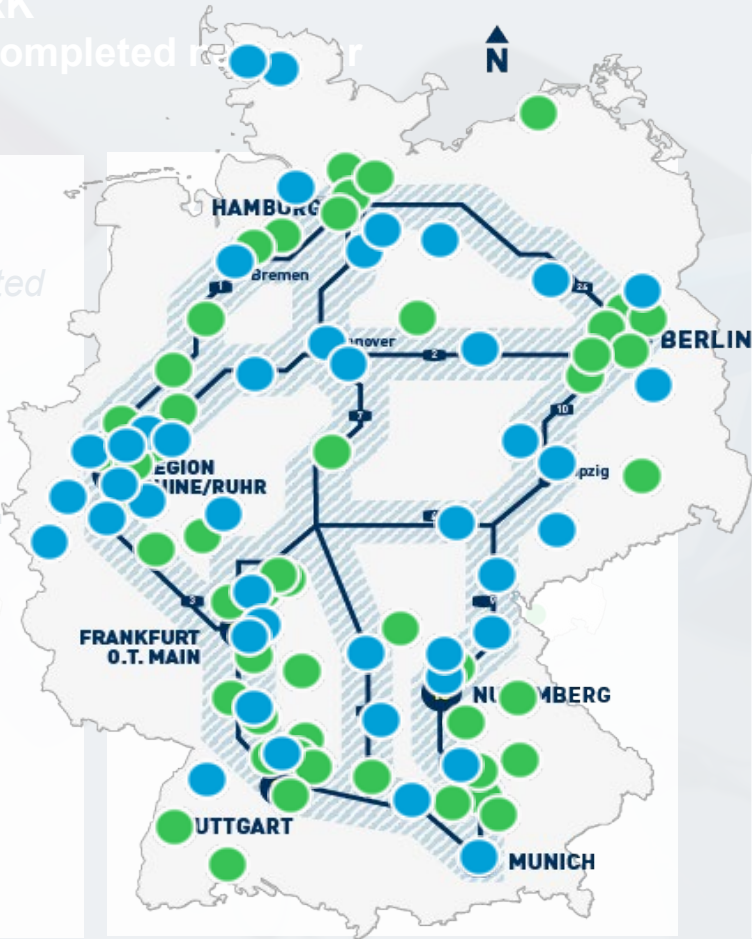


STATUS OF NETWORK

The first 100 will be completed re

Today

76 stations live, >40 projected



Reach of 100 locations:
6 MIO DRIVERS

Capacity of 100 stations:
40.000 CARS



H2 MOBILITY GERMANY

A company built to solve the infrastructure dilemma!



DEVELOP

SELECT

BUILD

OPERATE

PAST AND PRESENT STRATEGIC DIRECTION

Coverage focus followed by utilization focus



Unconditional coverage

Goal // Maximise coverage
Target Spec // SMALL
Target customer // Passenger FCEVs

Regional growth

Goal // Increase utilization
Target Spec // MEDIUM
Target customer // Cars, buses, trucks

2015

2020

2025



CARS, BUSES, TRUCKS

The infrastructure is serving various applications



Producer // Van Hool
Customer // RVK (Public transport)
Start // November 2019
Ramp up // 5 at H2M stations

Producer // StreetScooter
Customer // DHL Express
Start/Prototype // Running
Ramp up // from Q4 2020
Refueling // 6 kg, 700 bar
First refuelling // Q2 2020

Producer // FAUN
Customer // Public and private garbage disposal companies
Start/Prototype // 2019
Ramp up // from 2021
Refuelling // 16 kg, 700 bar

Producer // TOYOTA
Customer // B2C and B2B
Refuelling // 5 kg, 700 bar

Producer // HYUNDAI
Customer // B2C and B2B
Refuelling // 6 kg, 700 bar

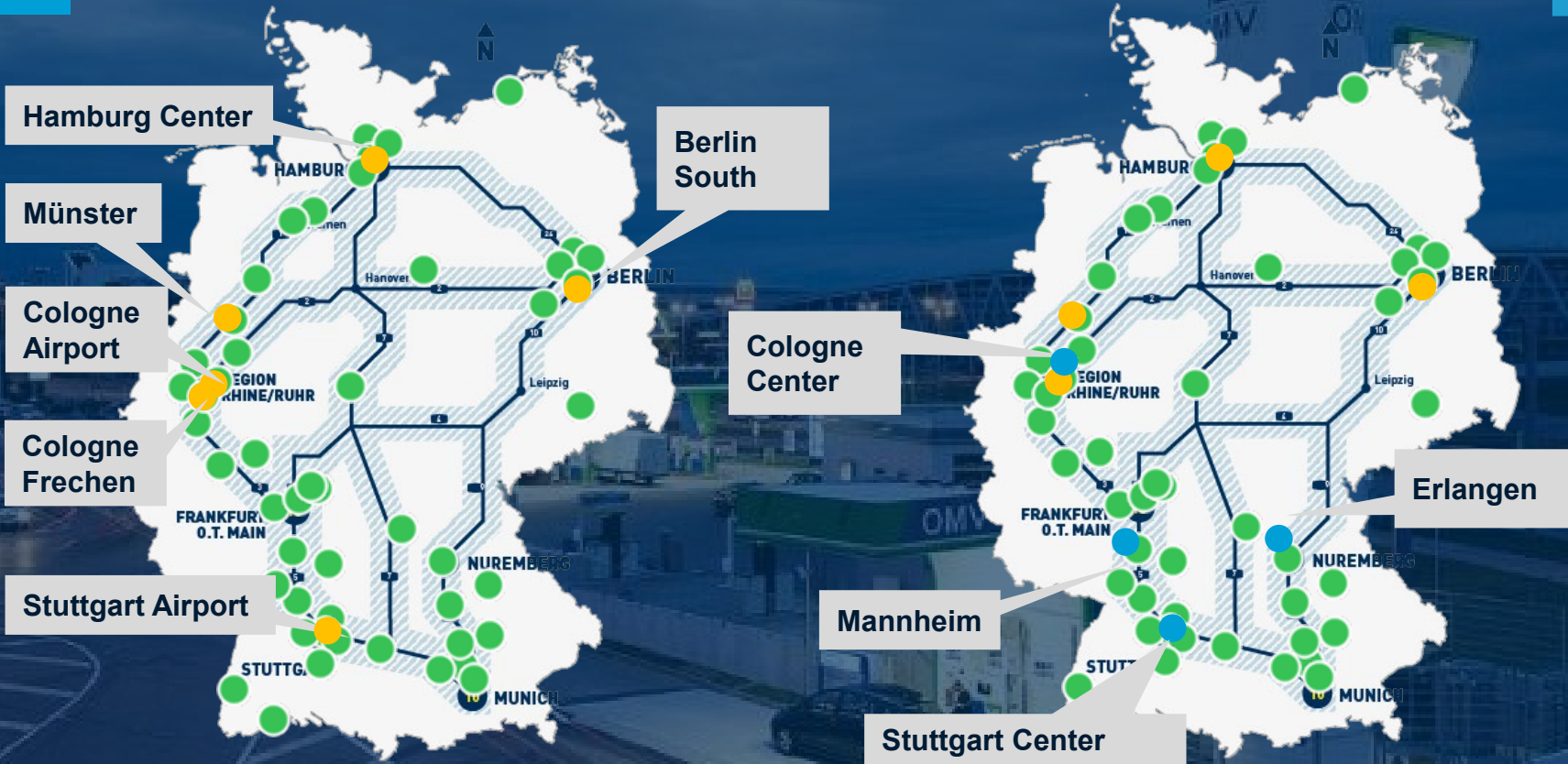
Producer // MERCEDES-BENZ
Customer // Mainly B2B
Refuelling // 4 kg, 700 bar

Producer // Hyundai
Customer // COOP
Start // Q4 2019
Ramp up // 1.600 until 2025
Refueling // 35 kg, 350 bar
First refuelling // Q4 2019



WHAT ABOUT 350 BAR TRUCKS?

Emerging foundation for a network for trucks



OUTLOOK

Dilemma solved, challenge ahead



The dilemma in 2015 was, no cars without stations and vice versa.

Now, the backbone of the infrastructure is there.

To continue the infrastructure journey, we need a strong increase of FCEVs.

Where will affordable cars, buses and trucks come from?

Thats the No 1 challenge of the infrastructure in 2020.



**WE SHOW THE WORLD THAT
HYDROGEN IN MOBILITY WORKS!**

Nikolas Iwan | October 2019