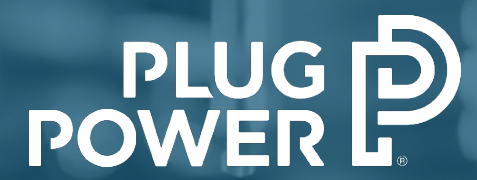


The Future of Hydrogen

Andy Marsh, CEO

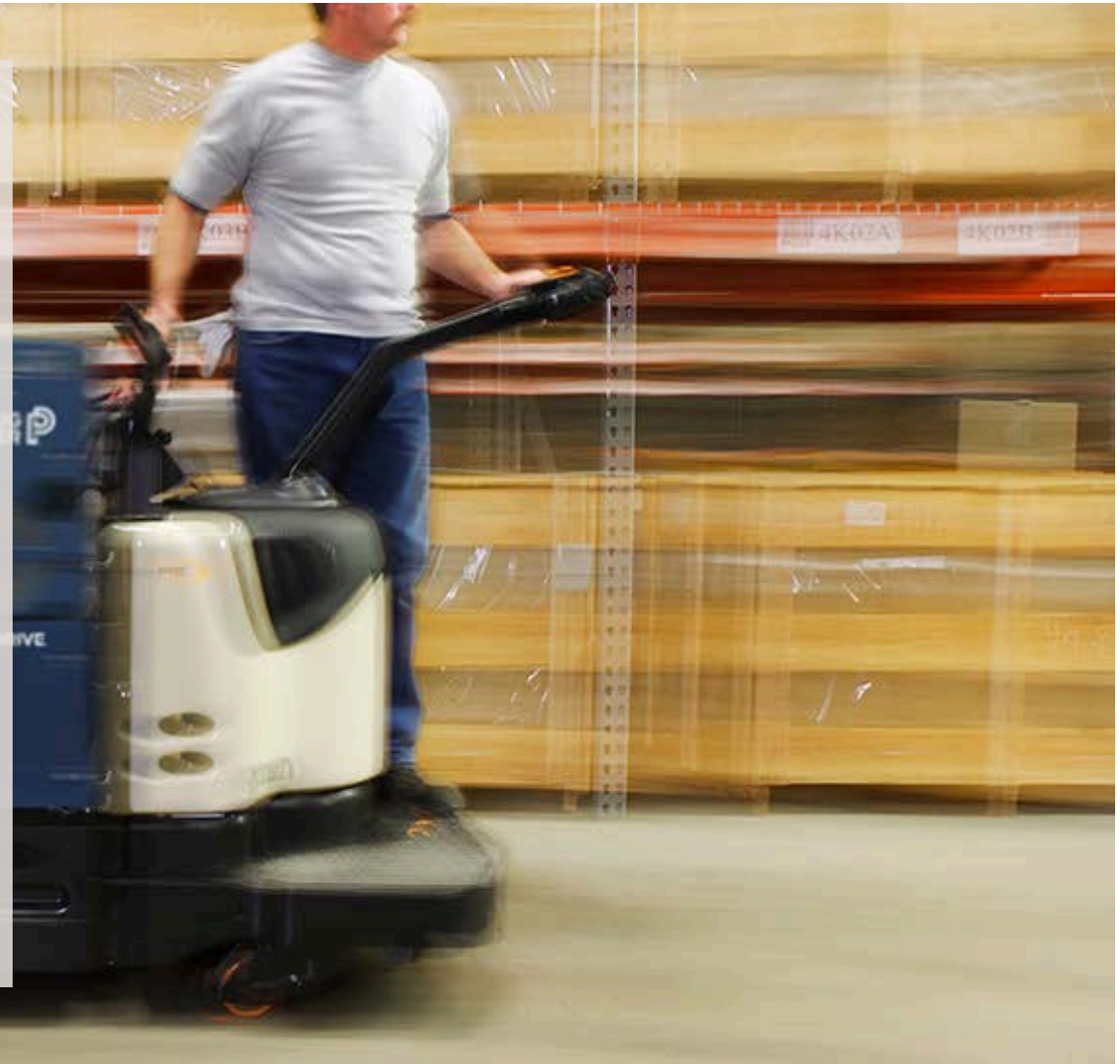
April 4, 2019

Plug Power is the Leader in Hydrogen and Fuel Cell Technology



- **25,000+** GenDrive units shipped
- **15 Tons+** of Hydrogen used daily
 - More than NASA
- **18.5 M+** hydrogen fills from GenFuel stations
 - Most in the world

1st to create a commercial market
for HFC technology with support of
US Government programs



Success in Our First Market: Loyal and Repeat “Blue Chip” Customers



HONDA



◆ multi-site & repeat customers

Value Proposition Electric Vehicles: Lower Cost, Improved Performance, More Reliable, New Apps, Additional Features



Fuel Cell Electric Vehicles

Adaptability

- Wide span of addressable power ranges (50W to >100 kW)
- Performance and cost optimization through hybrid design
- **Enables** a variety of use cases including delivery trucks/vans, busses, cars, industrial vehicles, robots, drones, etc.

High Energy Density

- Energy scales with hydrogen storage
- **Enables** longer range, heavier payloads, increased hotel loads (sensors, communications, active devices)

Fast Refueling

- Quick turn-around of high-value assets
- **Enables** 24/7 operations to address ever-increasing consumer demand

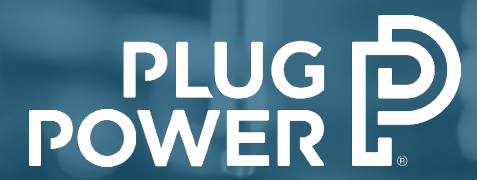
Scalable Infrastructure

- Scales with increased fleet size and energy needs
- **Enables** rapid deployment and scaling of EV platforms

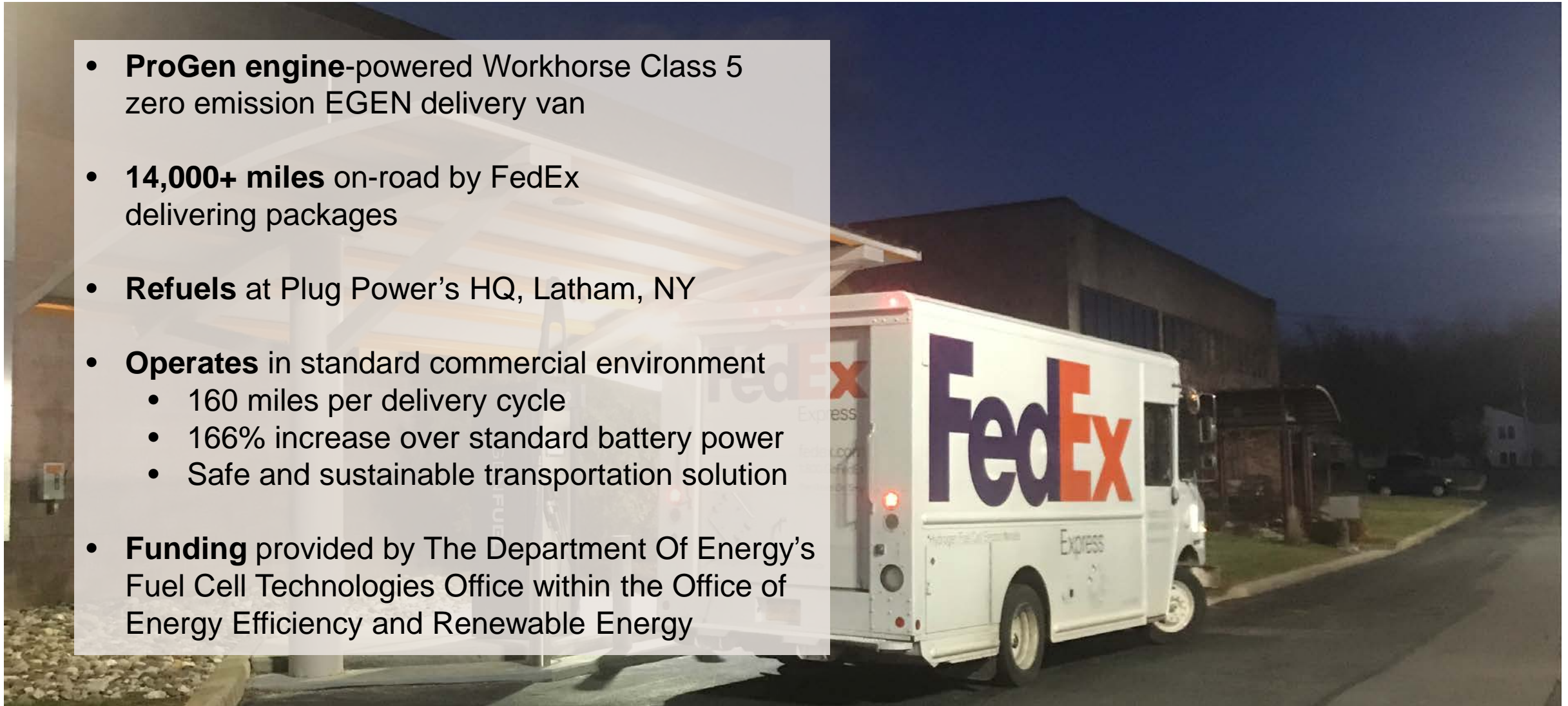
Renewable Fuel Options

- Available today; scaling rapidly with expansion of renewable power and advancements in hydrogen conversion technologies
- **Enables** truly flexible and renewable fuel options for transportation

Success in On-Road e-Mobility: 2018 ProGen-Powered FedEx Delivery Van



- **ProGen engine**-powered Workhorse Class 5 zero emission EGEN delivery van
- **14,000+ miles** on-road by FedEx delivering packages
- **Refuels** at Plug Power's HQ, Latham, NY
- **Operates** in standard commercial environment
 - 160 miles per delivery cycle
 - 166% increase over standard battery power
 - Safe and sustainable transportation solution
- **Funding** provided by The Department Of Energy's Fuel Cell Technologies Office within the Office of Energy Efficiency and Renewable Energy



Hydrogen Vision for 2050

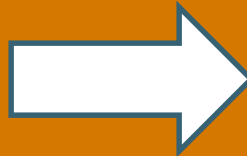
2050 hydrogen vision (annual figures for 2050)



SOURCE: Hydrogen Council, IEA ETP Hydrogen and Fuel Cells CBS, National Energy Outlook 2016"

Investment:

- \$40B each year until 2030
- \$475B overall



Returns:

- Half of the Annual Revenue is Hydrogen



Corporate Headquarters
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plugpower.com