

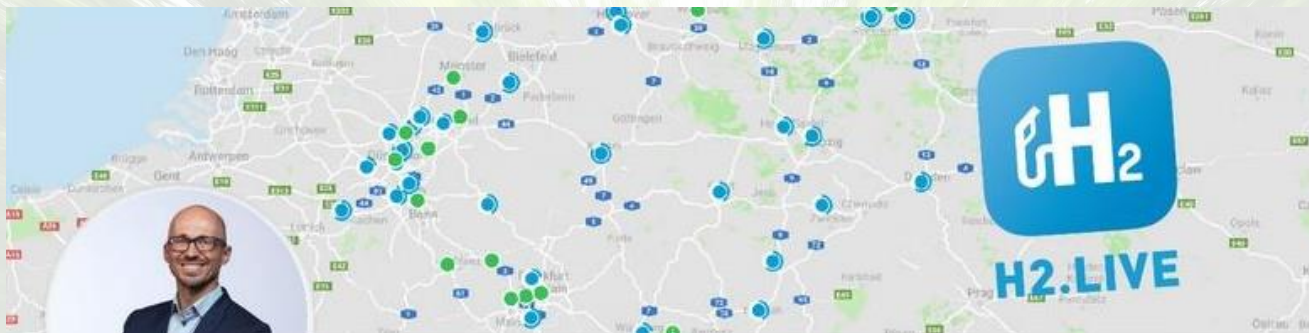


H2 MOBILITY DEUTSCHLAND

***BUILDING A COUNTRY WIDE
HYDROGEN REFUELLING INFRASTRUCTURE***

13 November 2018 | Nikolas Iwan | H2 MOBILITY Deutschland

ABOUT ME



Nikolas Iwan • 1.

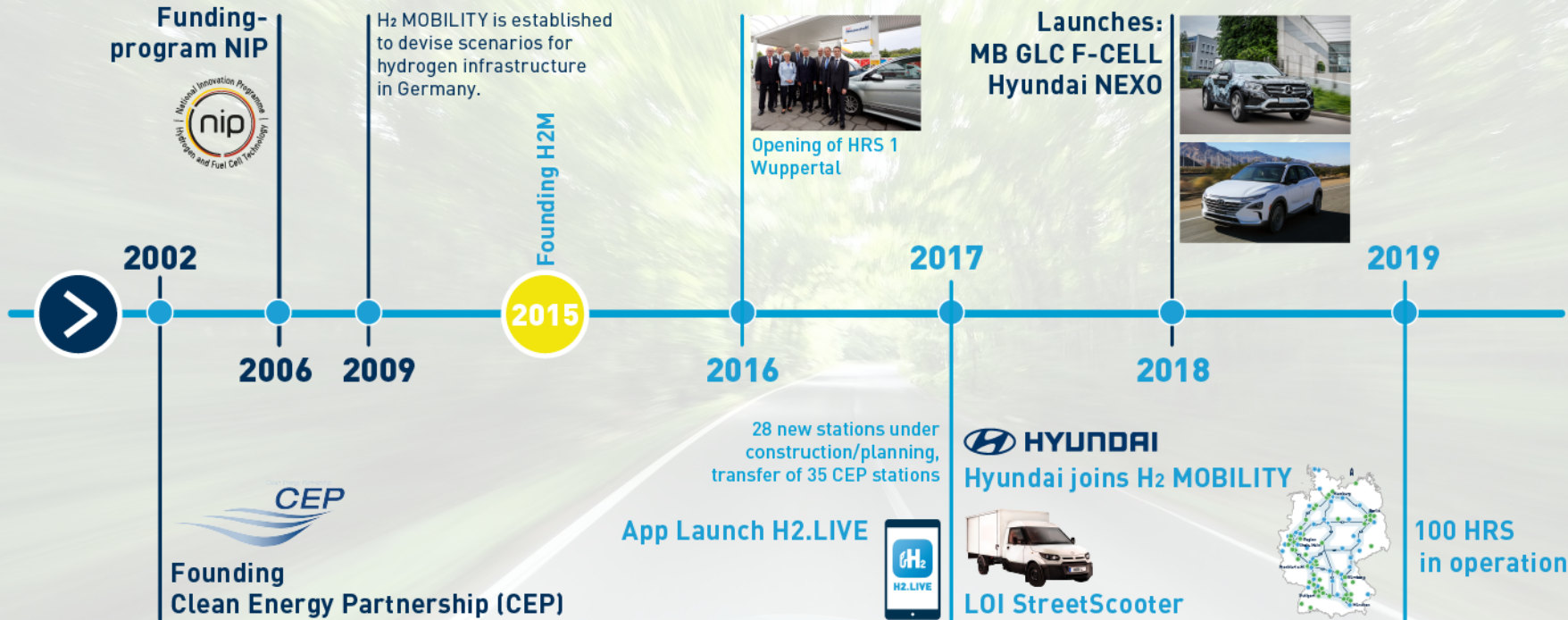
Managing Director at H2 MOBILITY Deutschland
Berlin und Umgebung, Deutschland

Nachricht

Mehr ...

-  H2 MOBILITY Deutschland
-  Karlsruhe Institute of Technology (KIT)
-  Kontaktdaten anzeigen
-  Kontakte zeigen (500+)

THE MAJOR MILESTONES FROM 0 TO 100 STATIONS IN GERMANY



H2 MOBILITY is a JV by 6 industry leaders



DAIMLER



HONDA
The Power of Dreams

 **HYUNDAI**

TOYOTA

VOLKSWAGEN
AKTIENGESELLSCHAFT

NOW
Nationale Organisation
Wasserstoff- und Brennstoffzellentechnologie

supported by 6 OEMS
and german government

THE FIRST COUNTRYWIDE NETWORK OF UP TO 400 H2 STATIONS



Founded ...

- in 2015 in Berlin
- Core expertise: Project execution, Operations, Communication



Our goal ...

- Build the first country-wide hydrogen refuelling infrastructure
- Up to 400 stations

Our approach ...

- First 100 unconditional, then following demand
- Create a customer centric value proposition

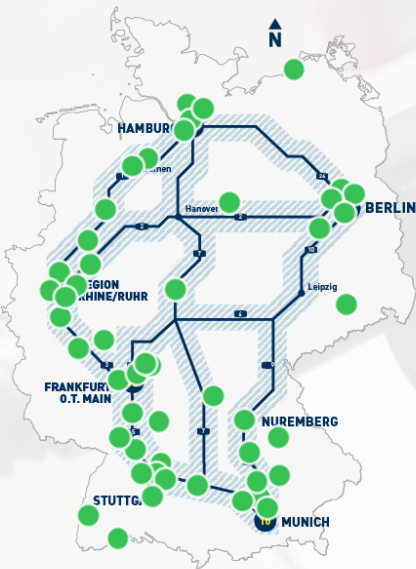


52 STATIONS LIVE (of which 46 H2M) AND 50 IN IMPLEMENTATION



Today

52 stations live, 50 projected



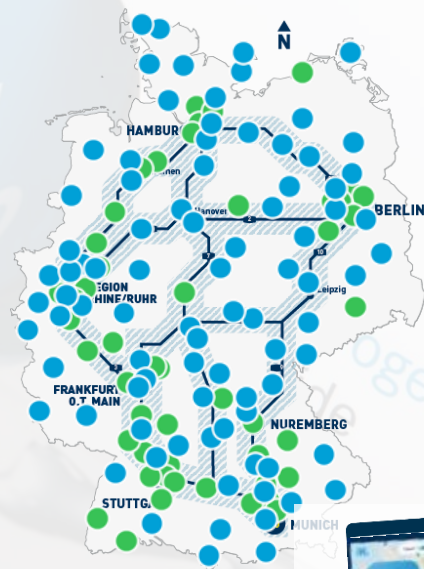
2019

100 stations live in Q4



2021

Regional growth to 140

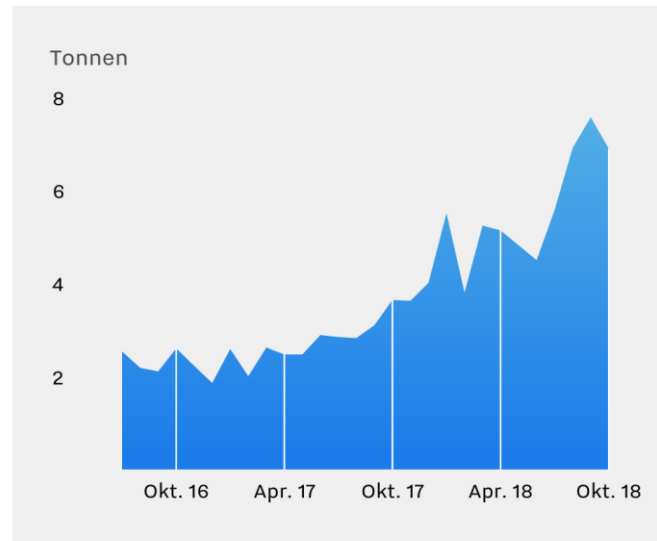


DEMAND WILL GROW BY 300% IN 2018 vs. 2017



- Monthly demand doubled in Q4 2017
- In 2018 demand will triple compared to the full year 2017
- Statistics about number of stations and demand on h2.live

Wasserstoffnachfrage in Deutschland



(Basierend auf den von H2 MOBILITY betriebenen Tankstellen.)

THE INFRASTRUCTURE IS SERVING VARIOUS H2 APPLICATIONS



implemented
planned

Hamburg //
Ridesharing with
Toyota Mirai



Herten //
Garbage trucks
Q1-2019



Halle //
Carsharing with
Hyundai NEXO in 2019



Aachen //
500 StreetScooter
by 2020



Cologne //
VanHool
buses in 2019



Grimma //
Large scale forklift
project 2019



Zurich //
First 34 to truck by COOP



Frankfurt //
Hyundai NEXO
from Sep 2018



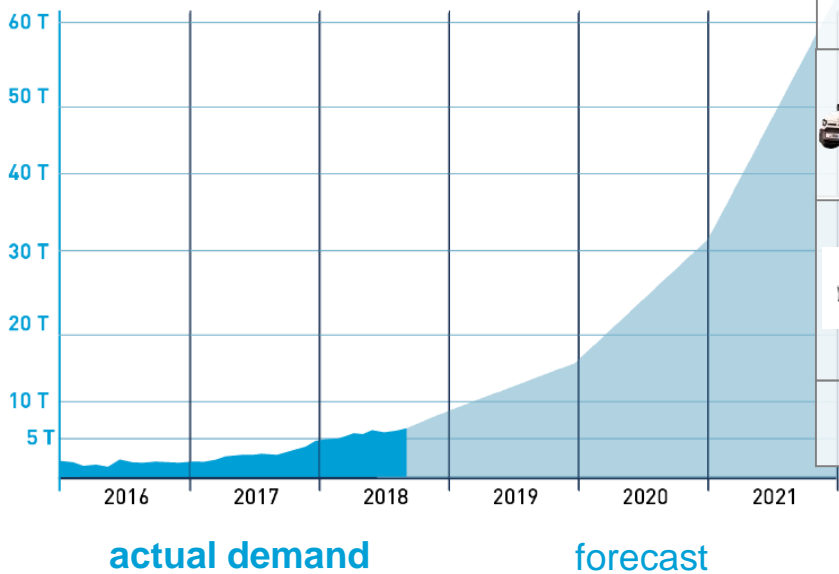
Stuttgart //
GLC from Oct 2018



DEMAND FOR H2 WILL DOUBLE EACH YEAR FROM 2019 TO 2021



H2 sold at H2M stations



Regional fleets of passenger and utility vehicles will drive growth.

hydrogen inside

THE 3 MAIN CHALLENGES TO MAKE IT HAPPEN



11

More HRS, availability and reliability close to 100%.

Growing choice of available and affordable FCEVs.

Supply and distribution of affordable green hydrogen.

Thank you.

Nikolas Iwan
iwan@h2-mobility.de

