



# HYDROGEN: DRIVE FAR, FILL UP QUICKLY!

UNITI expo 16-05-2018

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# STRENGTHS OF H2 CAN BE BEST UNDERSTOOD BY LOOKING AT USE CASES



## Clever Shuttle

Clever and climate friendly:  
20 Toyota Mirai for  
Hamburg



## StreetScooter

Deutsche Post will build  
500 FCEV transport  
vehicles with 500+ km  
range in the next 2 years.  
(Jürgen Gerdes, Board member,  
29.09.2017)



## Anheuser Busch

Brewery AB orders “up to  
800” of hydrogen trucks  
from zero-emission  
startup Nikola



# FUEL CELL ELECTRIC MOBILITY IS NO 1 TREND FOR AUTOMOTIVE EXECUTIVES WORLDWIDE

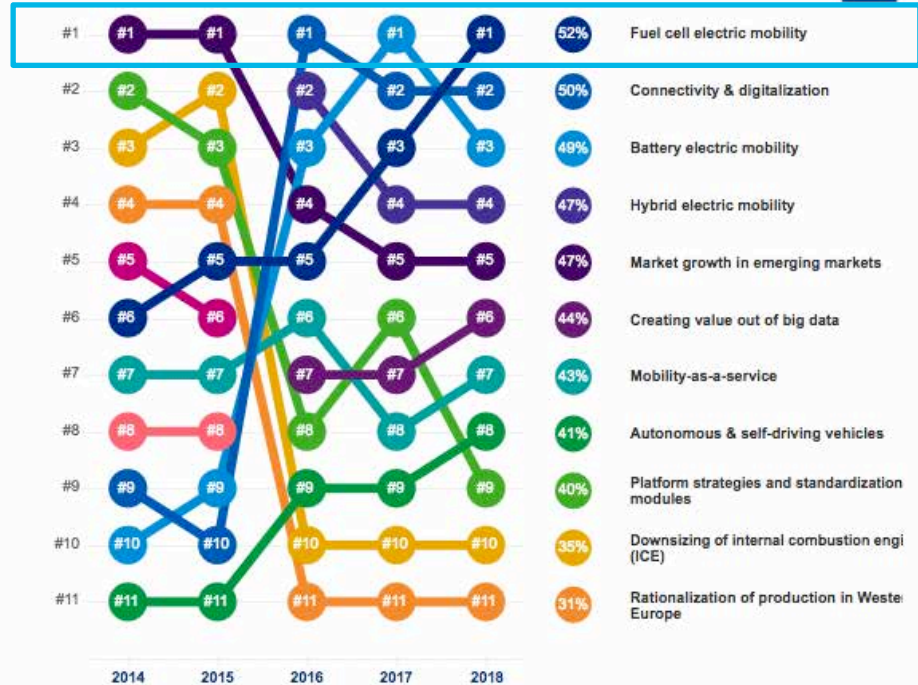
## Global view

“Fuel cell electric vehicles have replaced battery electric vehicles as this year’s #1 key trend until 2025”

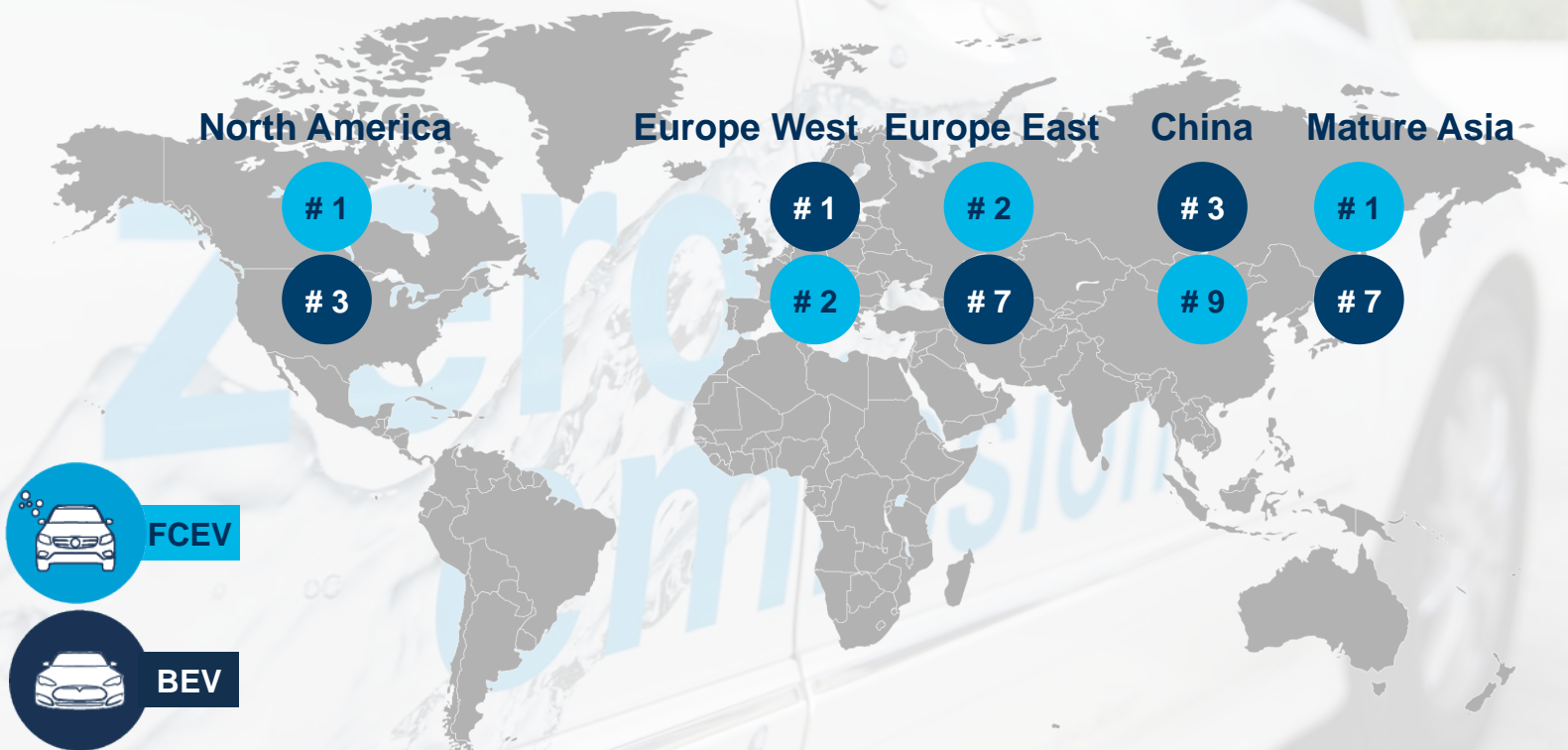
	2014	2015	2016	2017	2018
n=	200	200	800	953	907

Source: KPMG's Global Automotive Executive Survey 2018 | © KPMG Automotive Institute

## Global Automotive Executive Key Trends until 2025



# IN KOREA, JAPAN AND US H2 IS NO 1, IN WESTERN EUROPE NO 2



# HYDROGEN & FUEL CELLS ARE COMPLEMENTARY TO BATTERIES





OUR MISSION:

**We will show the world  
that hydrogen mobility works.**



## H2 MOBILITY Deutschland GmbH & Co. KG

### Business Development

Customer acquisition  
OEM collaboration  
CVP development  
H2.LIVE

### Network Delivery

Network Planning  
Building of HRS  
Standards  
CVP implementation

### Network Operations

Operations of HRS  
HRS Optimization  
Data & analysis  
H2 Supply

### Communication

Public relations  
Social media  
Marketing  
Events

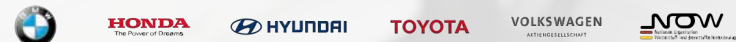
### Finance & Corp. Services

Controlling, Acc.  
Funding  
IT Services  
Legal

#### Gesellschafter



#### Assoziierte Partner



# THE GOAL IS TO BUILD A COUNTRY WIDE NETWORK OF H2 STATIONS AND PRIORITIZE REGIONS WITH SHORT TERM DEMAND



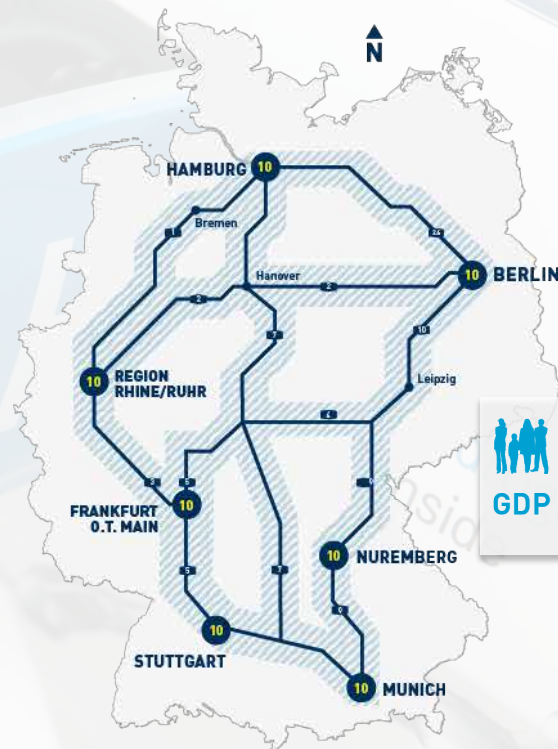
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## Focus on 7 regions and 9 highways

- identified target areas for nationwide network

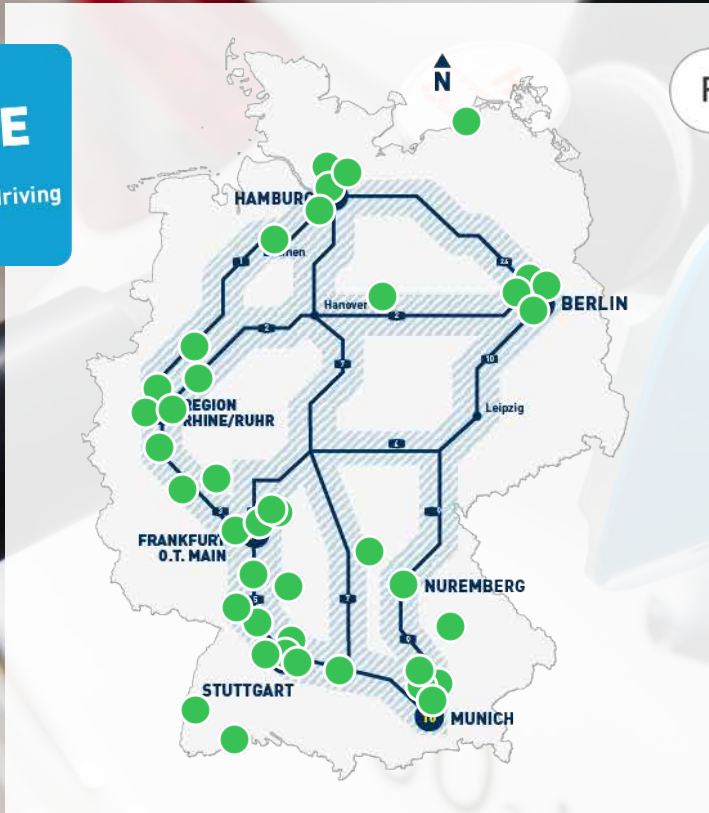
## Demand based prioritization

- we tender some stations to regional consortia
- the location with the highest demand commitment gets a station first

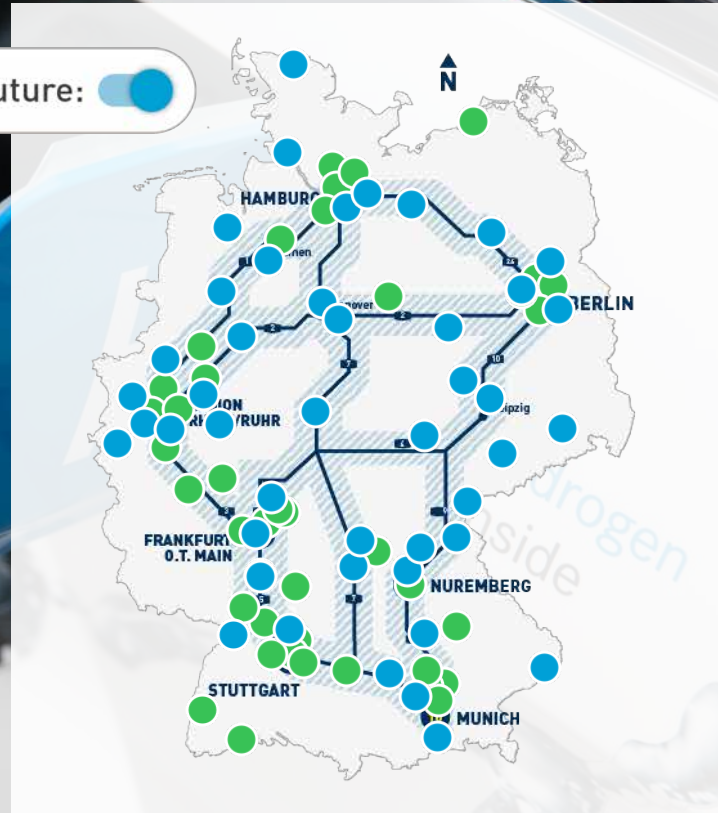




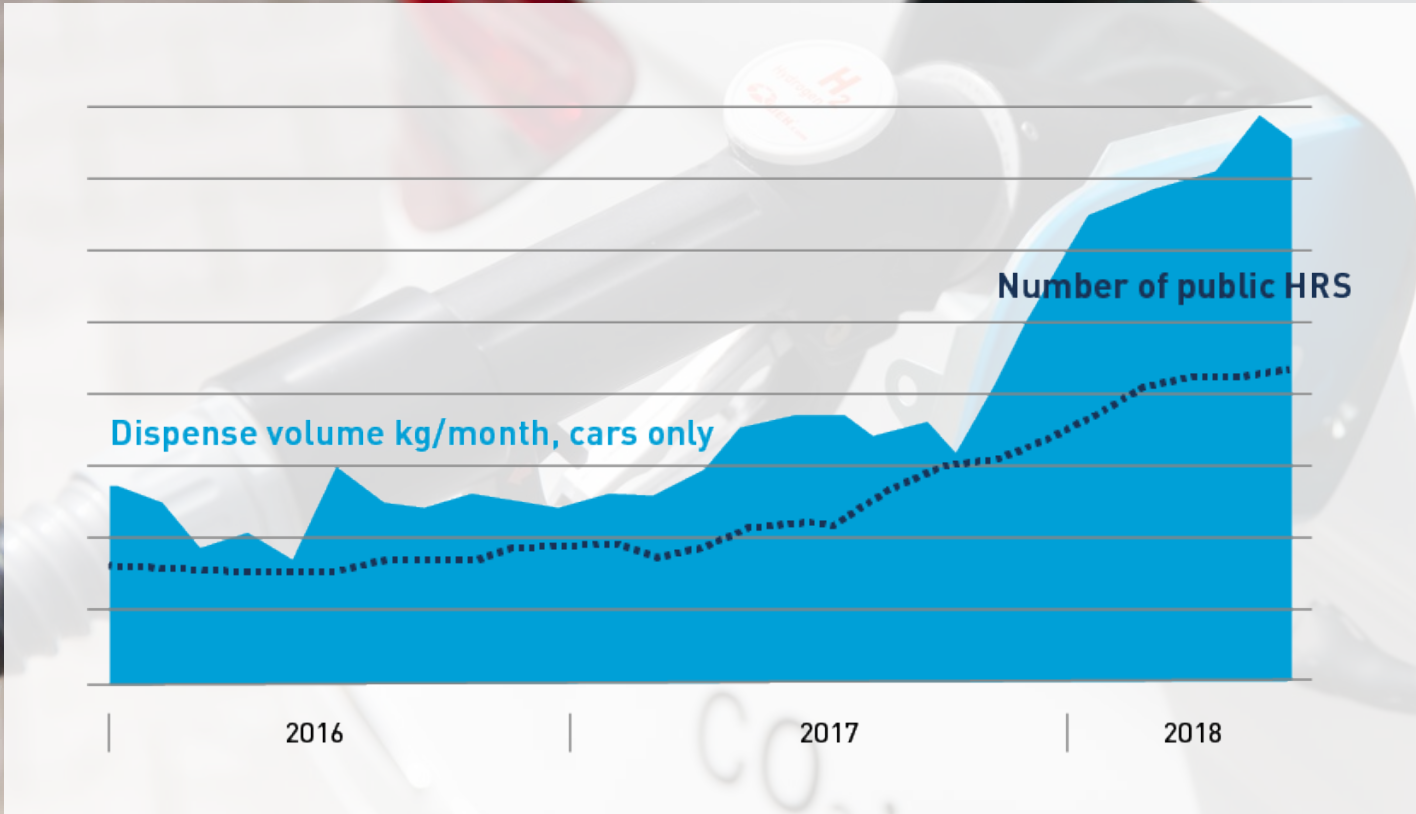
# TODAY THERE ARE 43 STATIONS IN OPERATION AND 48 IN IMPLEMENTATION



Future:



# DEMAND FOR HYDROGEN IN OUR NETWORK DOUBLED IN Q4 2017



# WE ARE PREPARED FOR FURTHER GROWTH!



Capacity for 40.000 FCEVs



Capacity for 15.000 FCEVs

400 FCEVs on the road

TODAY

Q4 2019

only hydrogen inside

Thank you.

