

Infrastructure for Zero Emission Power and Fuel

Standard Hydrogen — the Energy Storage company™

Standard Hydrogen Corp

Paul F. Mutolo, CEO

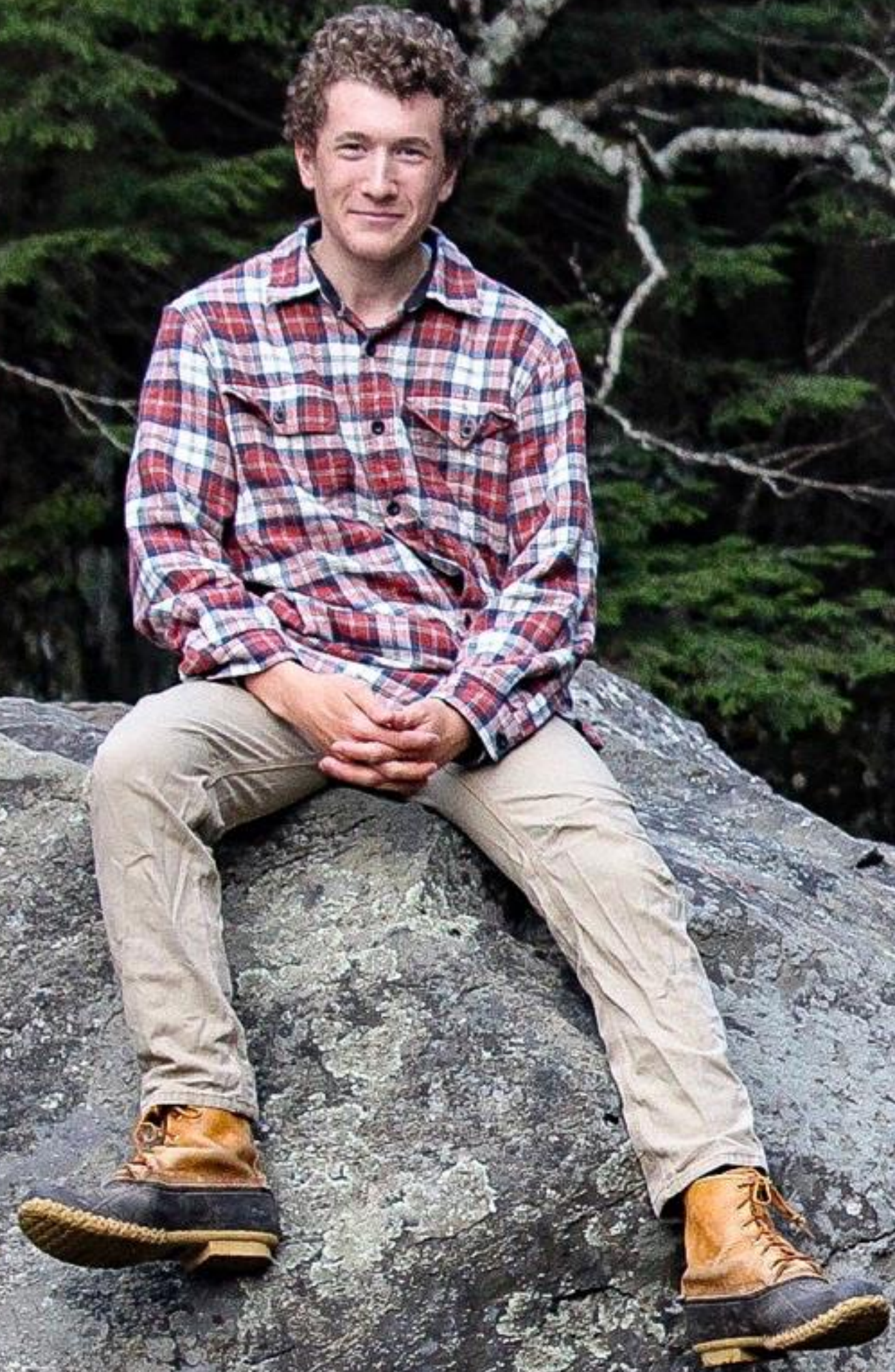
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Advanced Energy Conference March 27, 2018

Ben
THE MOTIVATOR





Jan
THE CUSTOMER

Ewan
THE VENDOR



Jakob
THE VENDOR



Patrick THE CUSTOMER

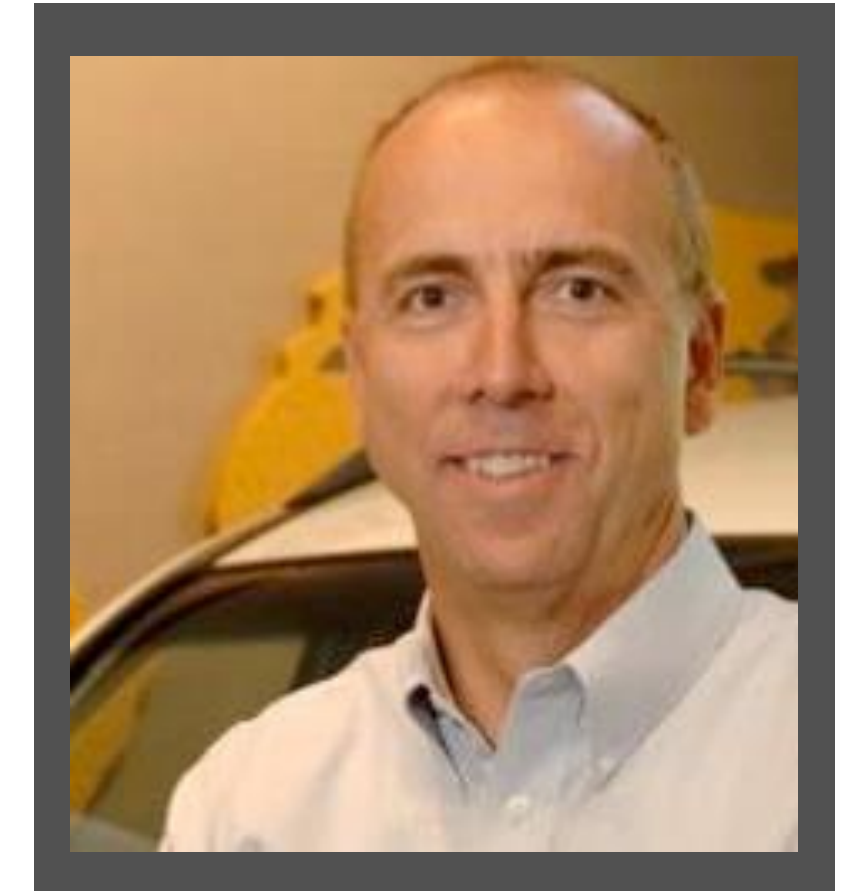
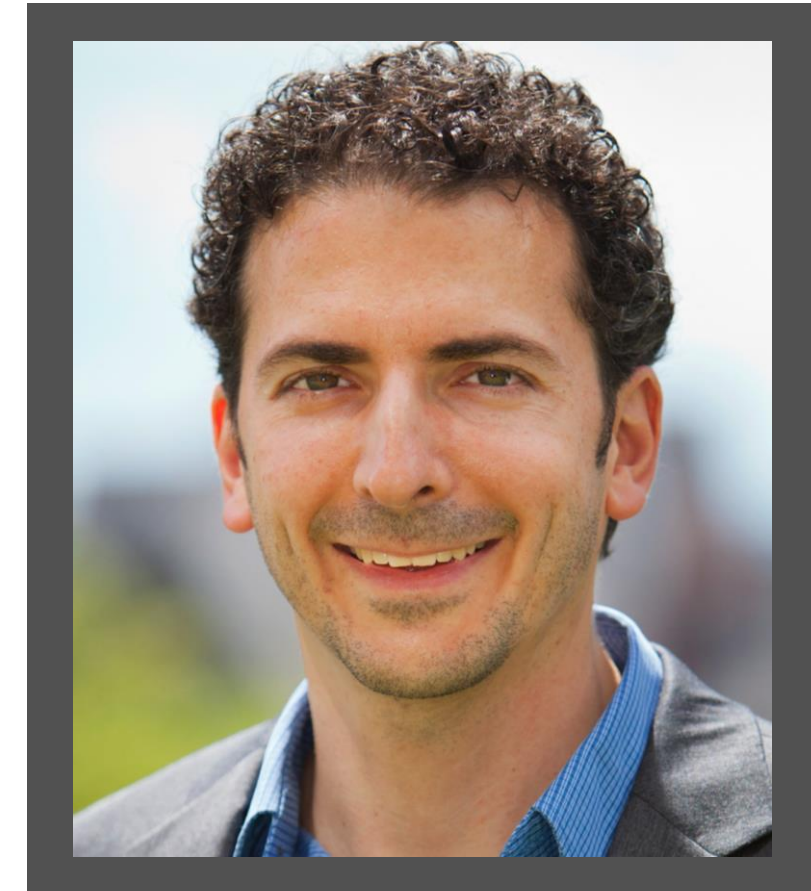




Standard Hydrogen Corp

The Energy Storage Company™

SHC
THE DEVELOPER



William Dailey, Esq, MBA
Co-Founder & Vice
President

Paul F. Mutolo, PhD
Co-Founder & CEO

Dan O'Connell
Co-Founder & COO

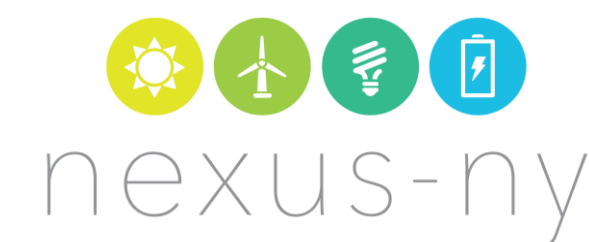
Over 60 years fuel cell product and technology experience
Founding members of 7 new ventures
Installed 12 H₂ refueling stations
Managed \$10MMs in JDAs



Cornell University



cleantech
center





standard
hydrogen
corp.

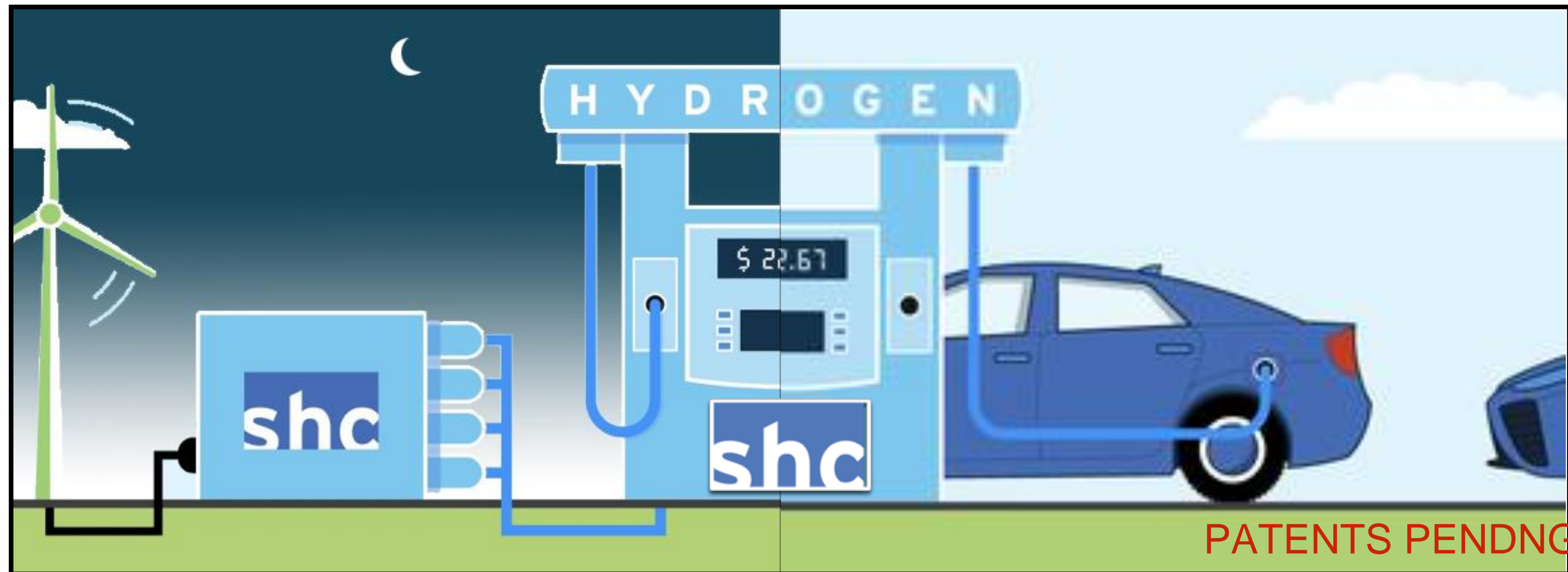


SHC's HyGEL™ Readily Financed Stations

Hydrogen for Greenhouse gas ELimination™

SHC's
HyGEL™ Strategy

One Facility – Two Markets
Multiple Revenue Streams
Readily Financeable Infrastructure



Renewable H2

Grid Balanced
Fast EV
Charging

Surplus renewables
Mgmt System Peak

Energy Storage
BTM, Critical Resiliency

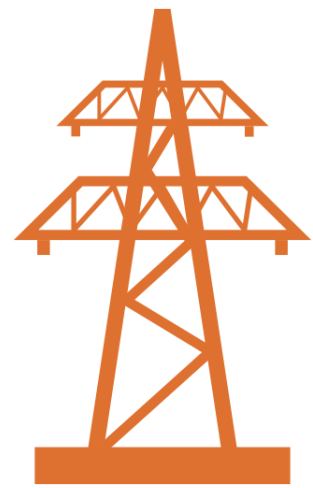
Market Demand Grid Energy Storage

1: Small Industrial / Large Commercial Ratepayer



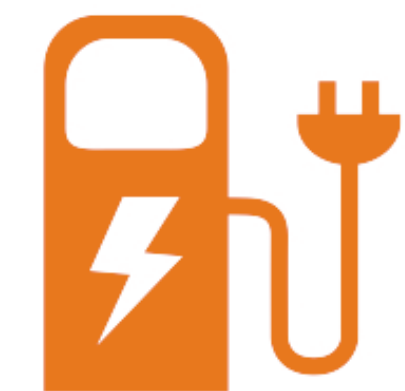
- Power quality
- Peak demand management

2: System Peak & Power Management



- Peak Shifting (peaker plants)
- Ancillary Services (FR, VAR, ...)

3: High Power EV Charging Hubs



- Demand charge management
- Third Party Financing
- Future-Proof Infrastructure

Financing Energy Storage Hydrogen's Low Soft Costs

Storage Balance of System costs

Lithium Ion



source: gtmResearch

legend

2015

Total system costs =

~\$670/kW

BOS / Soft costs =

~\$300/kW

~45%

Financing Energy Storage Hydrogen's Low Soft Costs

Storage Balance of System costs

Lithium Ion

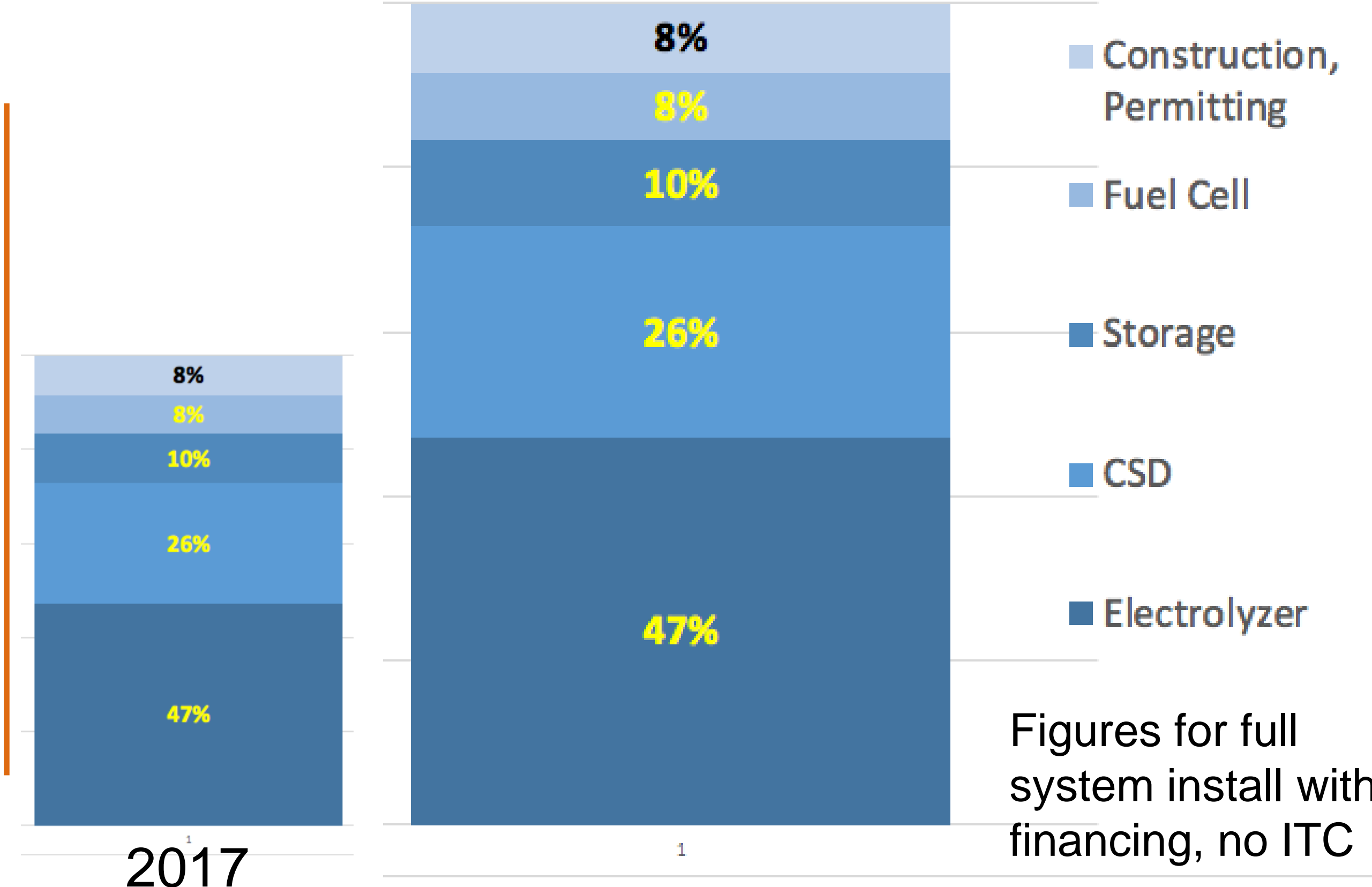


source: gtmResearch

legend

2015

SHC HyGEL™



Figures for full system install with financing, no ITC

2017

1

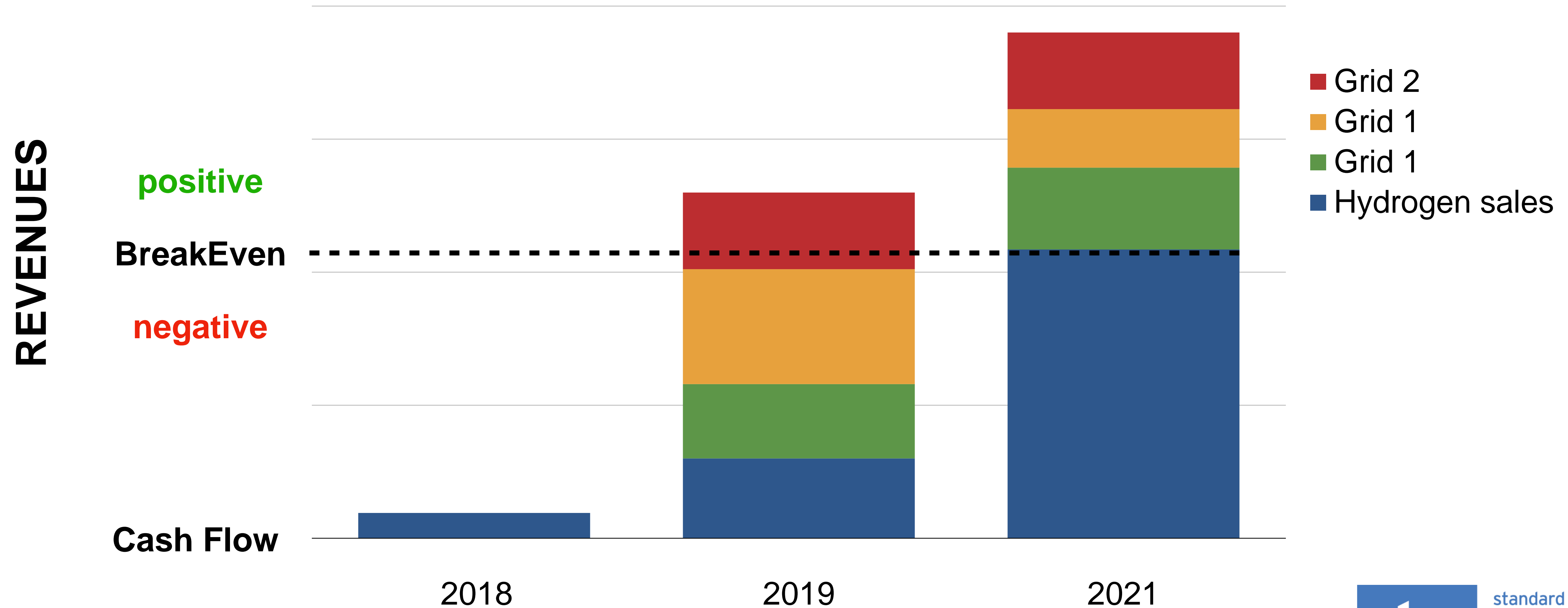
Total system costs =
BOS / Soft costs =

~\$670/kW
 ~\$300/kW
 ~45%

<\$500/kW
 <\$40/kW
 ~8%

Financing Energy Storage SHC Dual Market Strategy

SHC HyGEL™ Revenue Projection



Cash Flow

2018

2019

2021



Standard Hydrogen Corp

The Energy Storage Company™

Primary



A globally leading fuel cell product company



Developing



SHC's Partner-Investors

Establishing HyGEL™ Stations in New York and beyond