



Intelligent
Energy

Commercialisation of Hydrogen Fuel Cells

Fred Warner

Science Capital - Advanced Materials Meeting

14th March 2012



Intelligent Energy

- International clean power technology company with globally scalable business
- Commercialising our world leading fuel cell technologies with our business partners
- Technology and business leader





A Global company

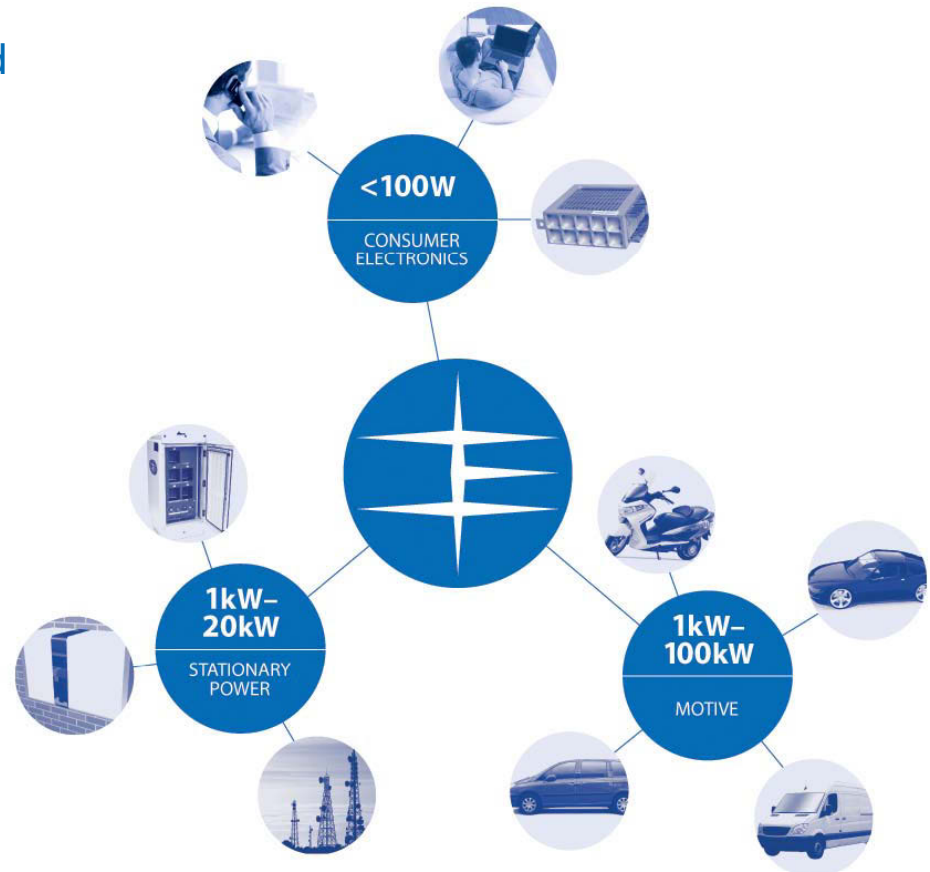
- Over 270 staff worldwide across the Group
- Headquarters and main operation in Loughborough, UK, delivery site in Long Beach, California, offices in London, Bangalore and Osaka





Commercialisation through partnerships

- Blue Chip customers with understood & scalable commercialization route
- Business model: from licensing to equity participations
- Scalability, cost reduction and manufacturing risks mitigated
- Focused on the Motive, Stationary Power and Consumer Electronics Sectors
- **Accelerated and de-risked go-to-market plans**





Advanced Fuel Cells

- Compact and powerful
- Scalable
- Robust metallic plate construction
- Designed for low cost, mass manufacture
- Exceptional cold start capability
- Integral cooling and humidification
- Reduced bill of materials
- Zero tailpipe pollution



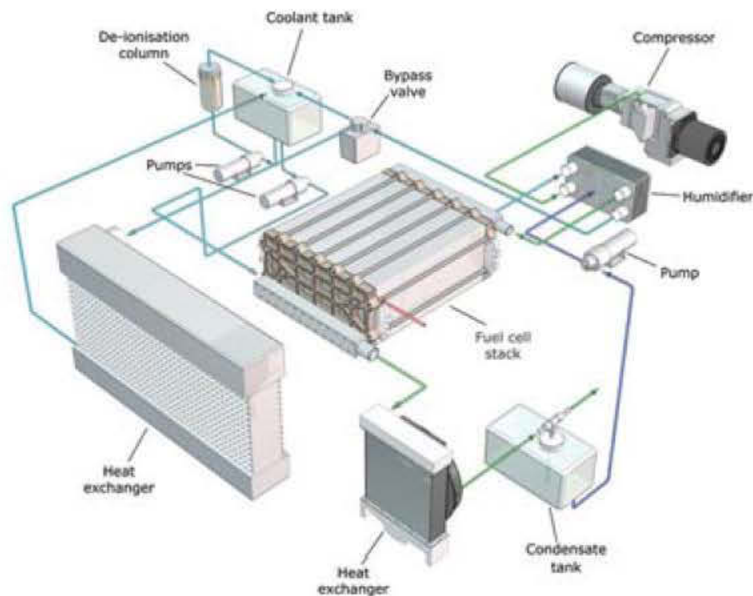
www.intelligent-energy.com

©2012 Intelligent Energy Limited. All Rights Reserved.
The information in this document is the property of the Company and may not be copied or communicated to a third party, or used for any purpose other than that for which it is supplied without the express written consent of the Company.

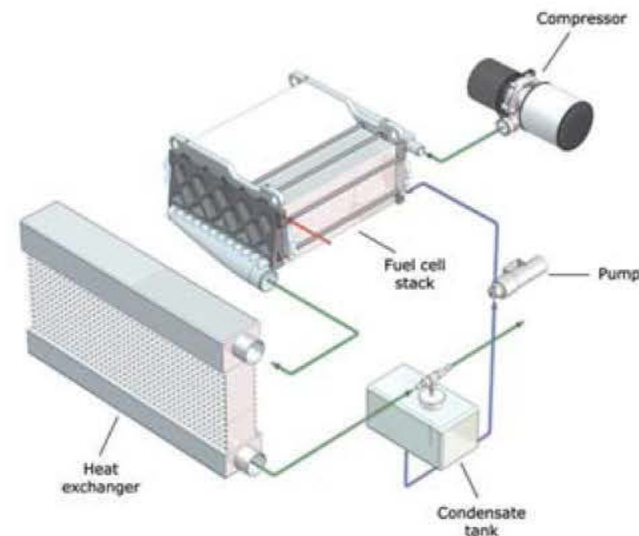


Fuel Cell System – key differentiators

Conventional



Intelligent Energy



High power density

Lower component count

Higher reliability

Lower cost

Rapid sub-zero start-up



CHP JV agreement with SSE

10m Energy supply customers



Residential



500W-2kW

Commercial



10kW-20kW



IE-CHP

Combined Heat & Power
UK & Eire

www.intelligent-energy.com

©2012 Intelligent Energy Limited. All Rights Reserved.
The information in this document is the property of the Company and may not be copied or communicated to a third party, or used for any purpose other than that for which it is supplied without the express written consent of the Company.



On-Demand and Backup Power for Telecoms



- Reliable, proven in the field
- Lower life cycle costs
- Remote monitoring
- Competitive cost
- Quiet
- Zero emissions



www.intelligent-energy.com

©2012 Intelligent Energy Limited. All Rights Reserved.
The information in this document is the property of the Company and may not be copied or communicated to a third party, or used for any purpose other than that for which it is supplied without the express written consent of the Company.



A strong and successful partnership

- Suzuki Motor Company and Intelligent Energy have been partners for 6 years
- Crosscage and FC Burgman presented at 2007 and 2009 Tokyo Motor Shows
- World's first fuel cell vehicle to gain European Whole Vehicle Type Approval (WVTA)



www.intelligent-energy.com



Smile FC System Corporation

- Joint venture company formed February 2012 to develop and manufacture fuel cell systems for a range of industry sectors
- The Suzuki Motor Company and Intelligent Energy both have 50% stake in Smile FC System Corporation
- HQ in Hamamatsu-city, Shizuoka Prefecture.



Dr Henri Winand presents Suzuki Chairman and Chief Executive **Osamu Suzuki** with a commemorative plaque marking the formation of Smile FC System Corporation



Fuel Cell Black Cab

- **Zero emissions without compromise**
- Road legal
- Same weight, dimensions and passenger space as conventional vehicle
- Range up to 250 miles
- Refuels in less than 5 minutes
- Top speed 95mph
- First fleet in London for Summer of 2012



Lord Coe



Boris Johnson



Fuel Cell Black Cab in the Media

Unveiling at City Hall
June 2010



Michelin Challenge
Berlin, May 2011



London debut,
March 2011



Since June 2010 media coverage has reached an estimated audience of over **700,000,000**




UK H₂ Mobility

Launch of UK H₂ Mobility, January 2012

www.intelligent-energy.com

©2012 Intelligent Energy Limited. All Rights Reserved.
The information in this document is the property of the Company and may not be copied or communicated to a third party, or used for any purpose other than that for which it is supplied without the express written consent of the Company.



TOYOTA



NISSAN



DAIMLER



UK H₂ Mobility



www.intelligent-energy.com

©2012 Intelligent Energy Limited. All Rights Reserved.
The information in this document is the property of the Company and may not be copied or communicated to a third party, or used for any purpose other than that for which it is supplied without the express written consent of the Company.



Summary

- Intelligent Energy is a global clean power technology company
- A range of proprietary, world leading, clean power technologies
- Licensing and licensing plus based business model
- Working with Blue Chip companies and large OEMs
- Jointly developing products for diverse range of mass markets
- Accelerating and de-risking market entry