

Hydrogen + Fuel Cell Commercialization

ReliOn
J. Blanchard
May 2011

ReliOn Overview



Markets

Backup, grid supplement, and off-grid power systems for critical communications infrastructure spanning telecom, transportation, government, utility, and OEM customers throughout the world.

Products

Purpose designed product portfolio of 175W to 2.5kW building blocks providing solutions up to 30kW for target markets. Broad range of hydrogen storage solutions supported by major industrial gas companies.

Team

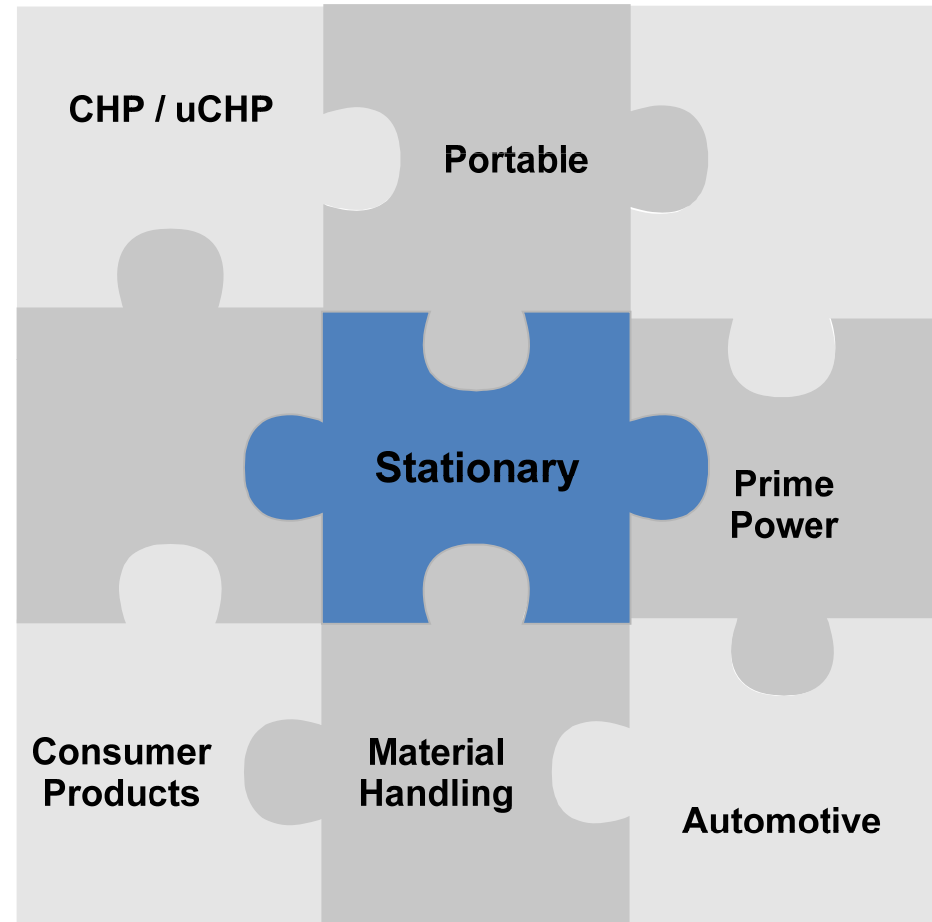
~50 highly educated and trained staff. Direct marketing and selling augmented with key channel partners, integrators, and OEMs. Over 100 cumulative years telecommunications experience on Sr. Management team.

Technology

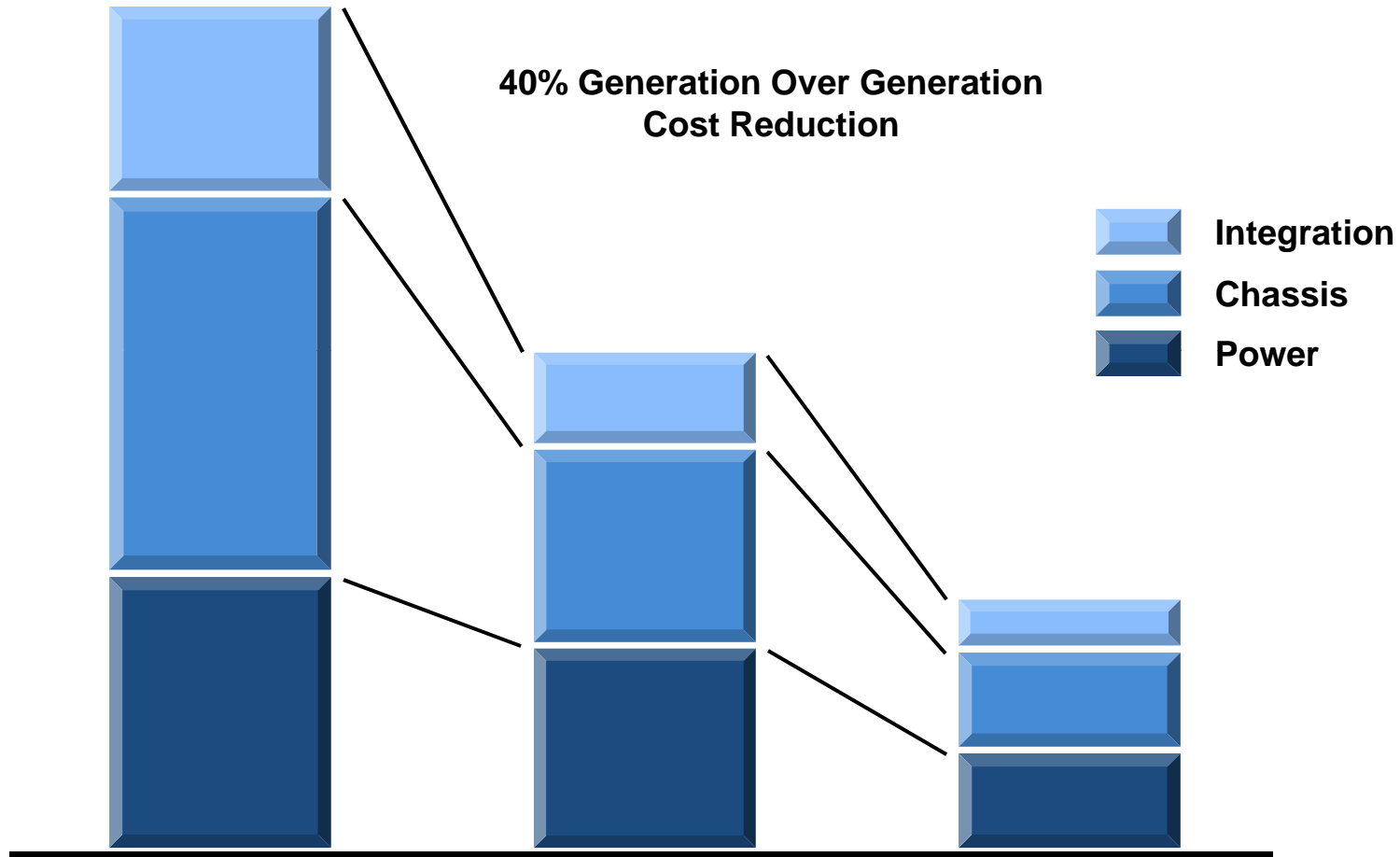
Fundamental technology company with strengths in materials science, electrochemistry, thermal management, and power electronics. Ongoing R&D programs with a broad and growing Intellectual Property portfolio.

- **ALIGNMENT**

- Applications
- Market Potential
- Power Level
- Life Expectancy
- Cost/Price
- Fuel Solutions
- Incumbent Technology

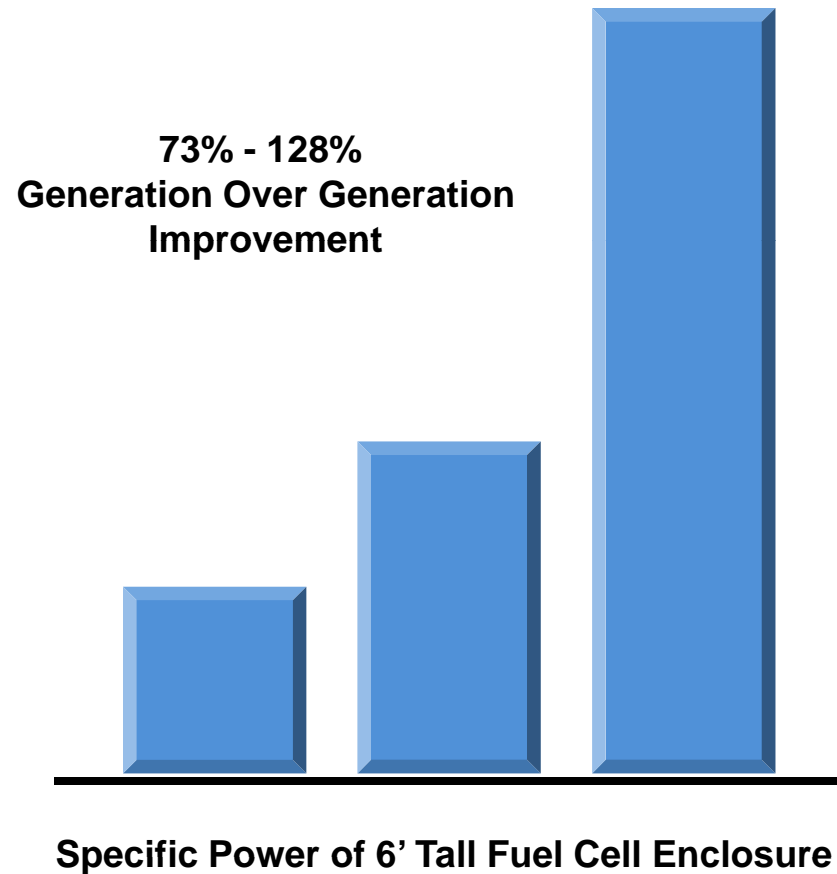
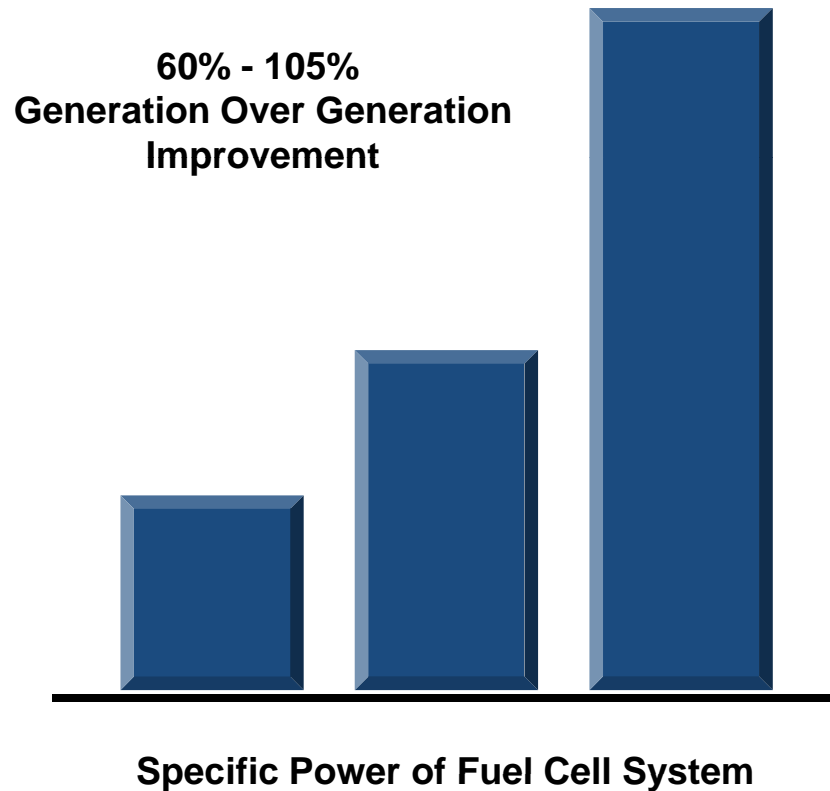


Generational Cost Reduction



Typical 4kW Configuration in Outdoor Enclosure w/ Hydrogen Storage

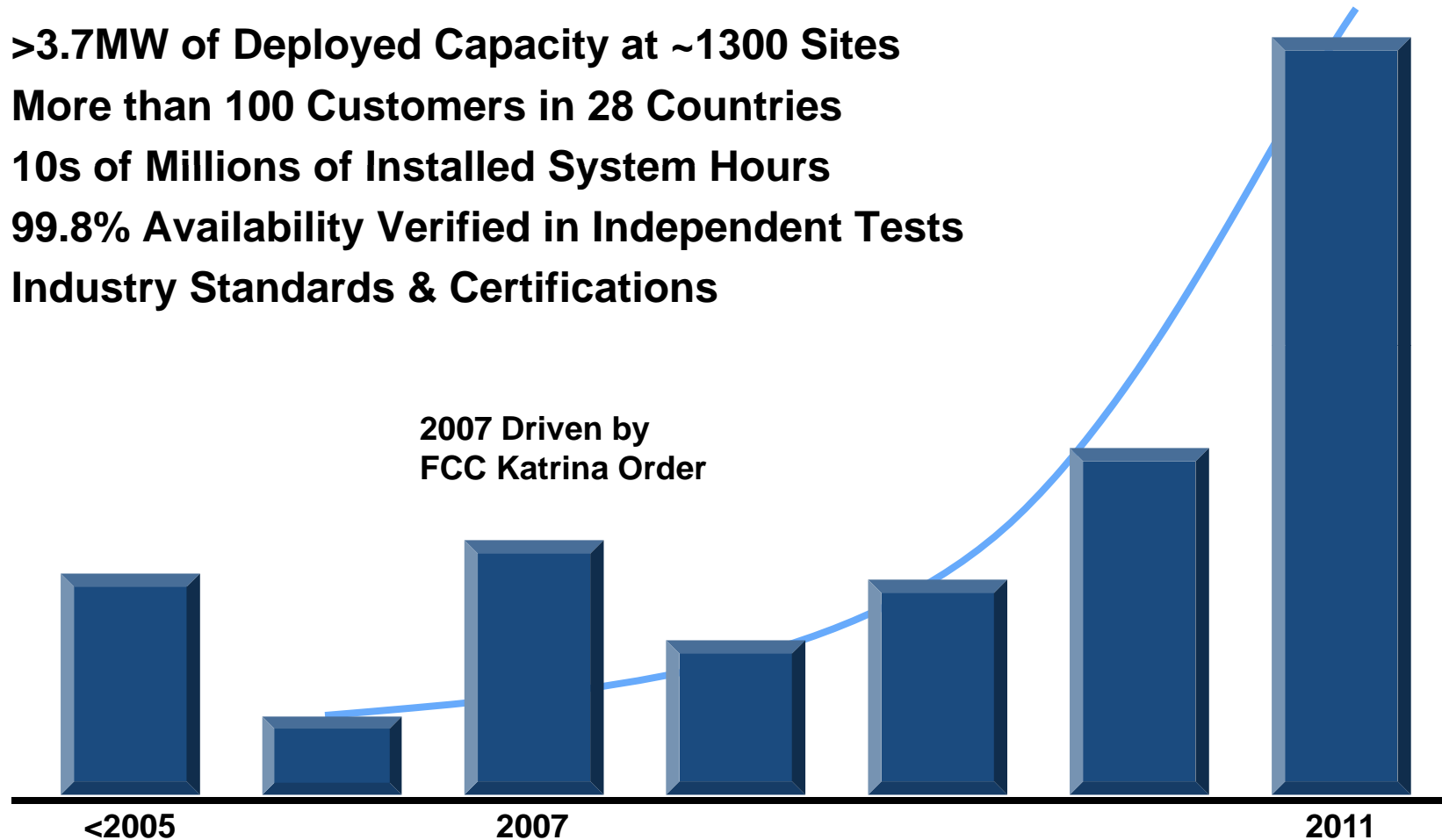
Generational Density Improvement



ReliOn Commercial Performance

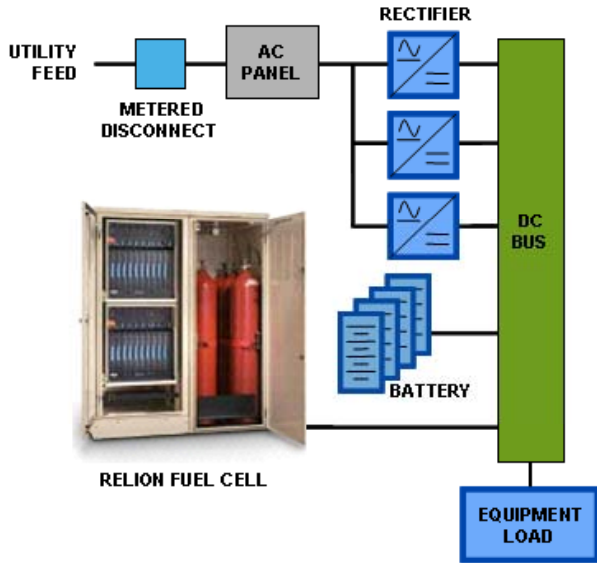


- **>3.7MW of Deployed Capacity at ~1300 Sites**
- **More than 100 Customers in 28 Countries**
- **10s of Millions of Installed System Hours**
- **99.8% Availability Verified in Independent Tests**
- **Industry Standards & Certifications**



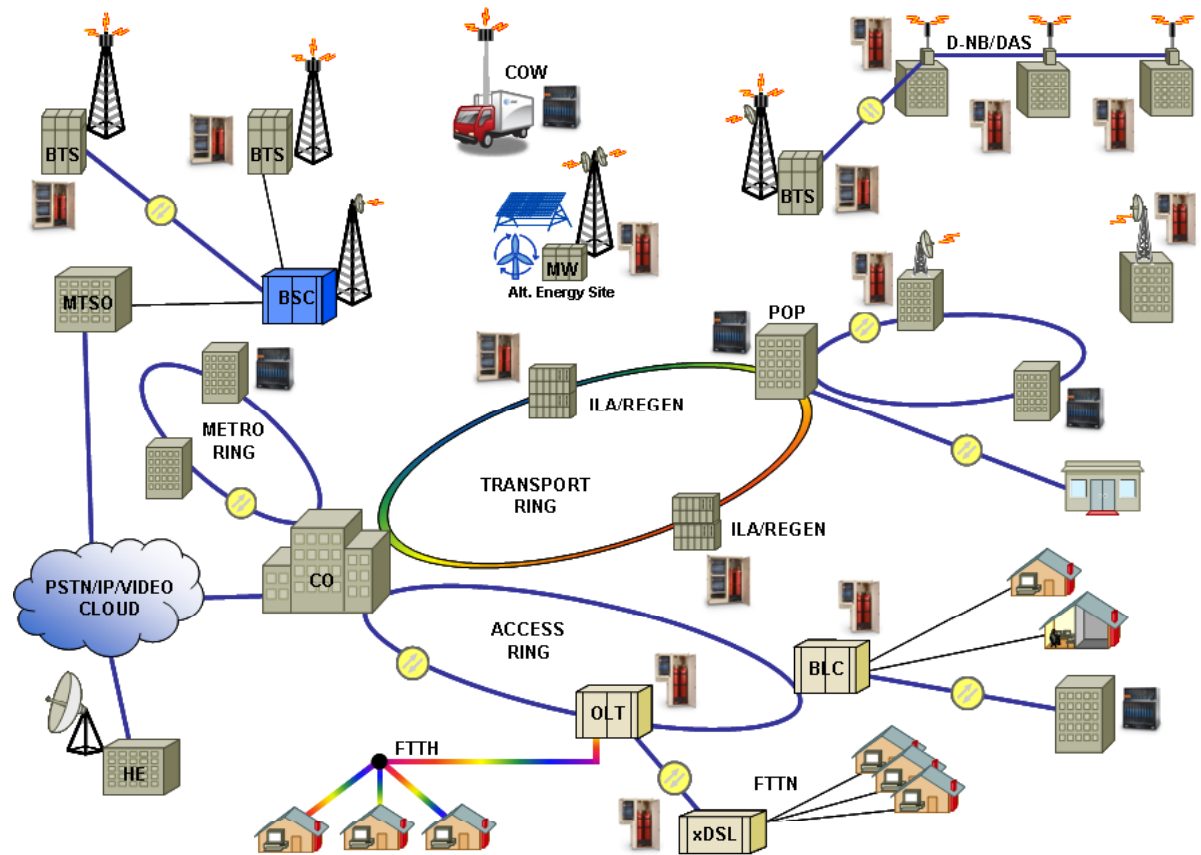
Commercial Systems Deployed – Kilowatts
57.7% CAGR from 2006-2011

Telecom Power Solutions



- Urban/Remote/Rooftop/Portable
- Backup/Grid Support/Hybrid

- Simple Parallel Bus Connection
- Backup for Grid & Rectifiers



ReliOn E-2500



Typical Site Installations

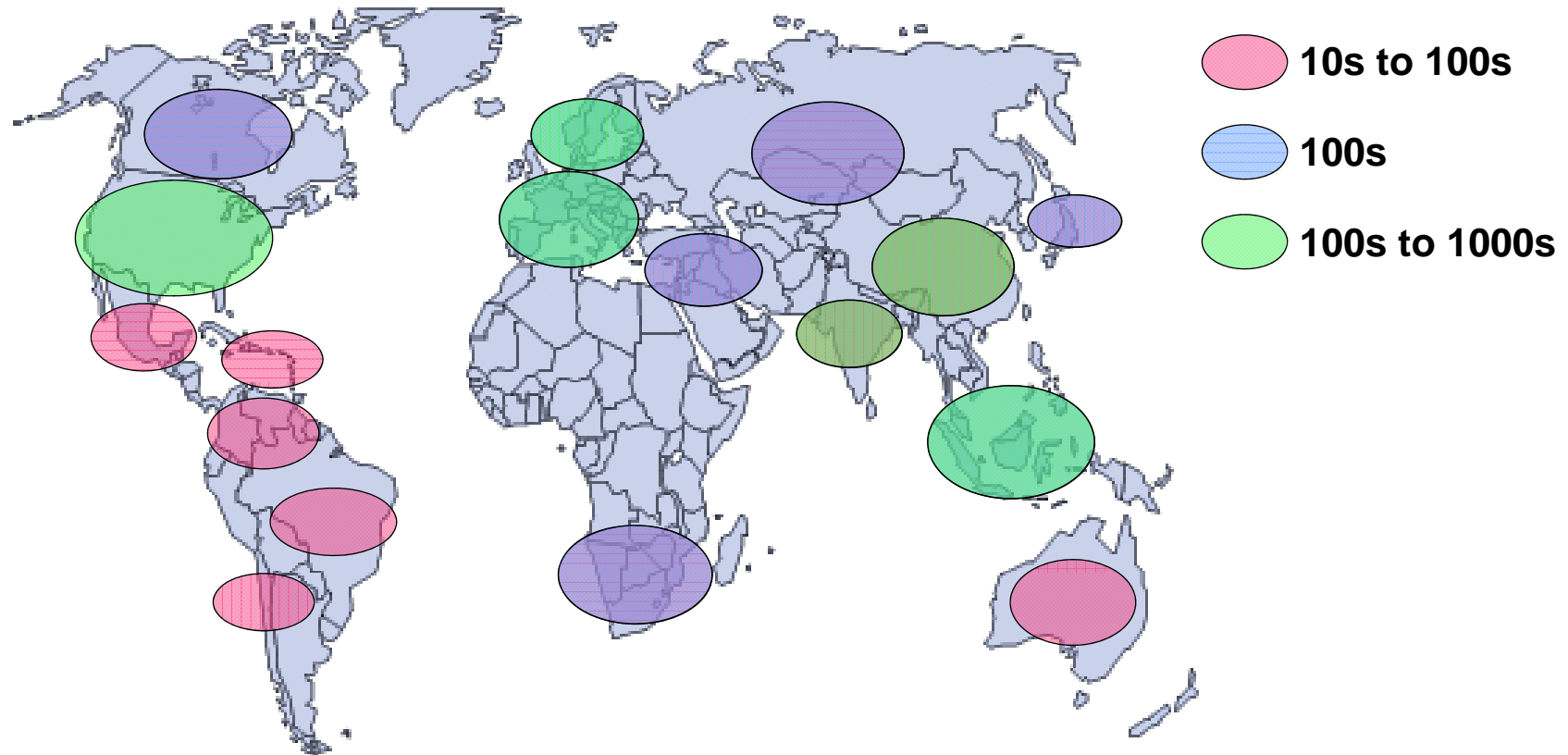
Reli|On[®]
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Typical Site Installations



World View of Fuel Cells in Telecom



- **Worldwide Adoption of Fuel Cells is Increasing**
 - For backup power and as component of energy management
- **Continue to Improve Overall Value Proposition**
- **Global Improvements Needed for Hydrogen Availability & Logistics**
- **Harmonize Codes & Standards with Other Fuels & Generators**



Thank You

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