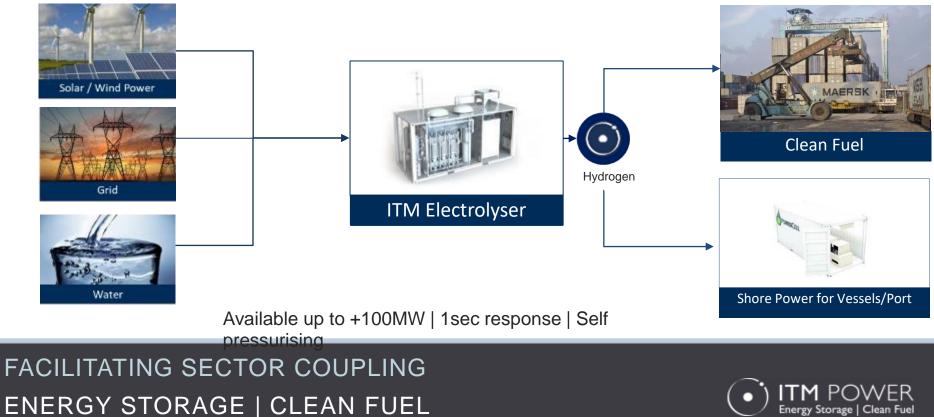
SECTOR COUPLING AND HYDROGEN IN THE MARINE INDUSTRY AND PORTS CHBC OCT 2018





PROTON **E**XCHANGE **M**EMBRANE ELECTROLYSERS – WHAT ITM DO



ITM – SNAPSHOT OVERVIEW Container ORDERS IN THE CUMULATIVE HEAD COUNT Solutions TOTAL REVENUE OF FINANCIAL YEAR CONTRACTED MW A TOTAL OF 22 ≈120 £14.1m £23.0m 222 24.2MW 222 22222222222 £30m UP l IP 22222222222 NET CURRENT ASSETS 2222222 53% 5% 74% BEING £20M CASH Skid / Building E2M CASH ON GUARANTEE Solutions NET £8M OWED TO ITM POWER PLC 22222222222 NON-CONTRACTED CREATION OF AGREEMENT WITH TENDER OPPORTUNITY 20 AUSTRALIAN PIPELINE INCREASED TO Sumitomo SUBSIDIARY Newest High TO ENTER THE performance Stack JAPANESE Technology |820 £250m FUEL SALES OF kg/Day | >2MW MARKET **16 TONNES HYDROGEN ITM POWER** (2017: 2 TONNES) FUEL CONTRACTS **UP 700%** PTY LTD (SEPTEMBER 2017: £200 r)

ITM POWER AT A GLANCE ENERGY STORAGE | CLEAN FUEL



HYDROGEN IN PORTS

Background

- Many Ports are in cities/towns
- The marine industry as a whole is looking to reduce emissions
- Causing investigation into new fuels and approach changes
- Many options foreseeable some more challenging than others!
- In-Port diesel GenSet (APU) not a sustainable option
- Installation of shore-to-vessel electrical power = Potentially significant and prolonged interruption
 - Electrical grid limitations call for storage
- Interest in Hydrogen as a fuel and energy carrier growing

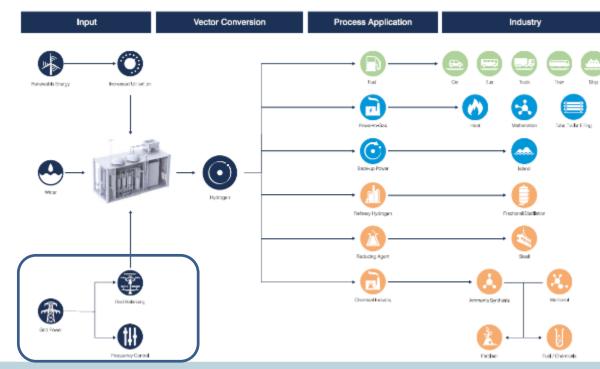
WHY HYDROGEN IN PORTS? ENERGY STORAGE | CLEAN FUEL



Picture source and full credit: Nikolaos Diakidis



PEM ELECTROLYSERS – MULTIPLE SECTOR COUPLING



- Port transport / vehicles
 Fuel for shipping
- → Energy/Fuel Storage
- -> Emission Free power supply
- → Decarbonising fuels
- Decarbonising Industry
- Decarbonising Chemical production

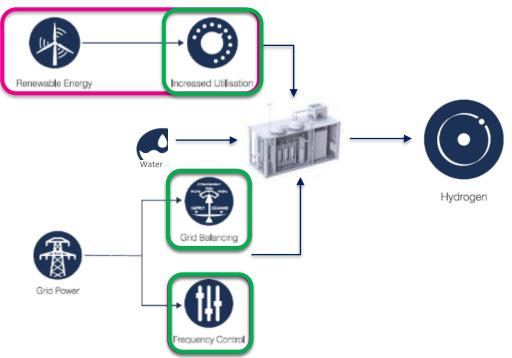
AT THE CENTER IS HYDROGEN ENERGY STORAGE | CLEAN FUEL



PEM ELECTROLYSERS – ADDITIONAL FEATURES

- Multiple cash flows multiple uses
- Saving money and earning money

California specific: SB100 – will increase renewable energy availability and increase requirements for storage



IT'S NOT "JUST" AN ELECTROLYZER ENERGY STORAGE | CLEAN FUEL



MOBILITY: HYDROGEN AS A DIRECT FUEL

Infrastructure for Forklift trucks

- Small forklift trucks are available to day (USA >16,000)
 - Walmart, Amazon
- Fleets of smaller Fuel Cell Forklift Trucks can be commercially viable today without grants
- Larger Forklift Trucks:
 - Kalmar/Cargotec (Sweden/Finland): Mediumrange 9-18 tonnes fuel cell forklift truck project with SSAB & PowerCell
 - Hyster-Yale: Developing 52-tonnes Fuel Cell electric hybrid top-loader







SHORE POWER / MARITIME FC GENERATOR

Clean Power

- Emission and noise free power !
- Potential uses of such unit;
 - Powering vessels whilst at port
 - Providing backup power and heat
 - Powering refrigerated containers in port

Example: PowerCell (Swedish fuel cell manufacturer) is developing a 3MW fuel cell system housed in a 40foot container;





HYDROGEN IN PORTS ENERGY STORAGE | CLEAN FUEL



WHY ONSITE PRODUCTION / BUNKERING?

- No Transport costs / supply chain emissions
- Flexible production
 - Decoupling refuelling demand from production – grid stability
- CO2 + NOX + SOX free fuel
- Electrical power often abundant (Offshore power)
- Good location for large scale production for other applications

• Could also be inland and transported.

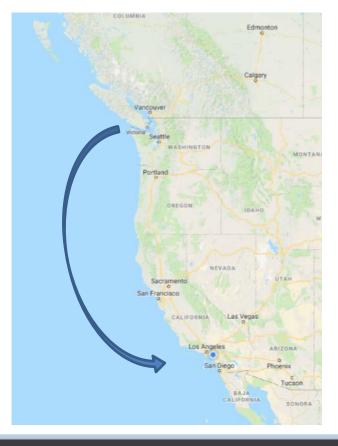
VESSEL BUNKERING WITH ON-SITE



LARGE SCALE IMPORT – BC TO CA

- Up to 300MW of electrolysis
- 50,000 tonnes per year
- Hydrogen from renewable sources
 (wind/solar/hydro)
- Transported in tankers as a liquid (LOHC)
- Product moves through port to stations in CA
- · Could easily use some of this inside the port
- Removes space and power requirements
- Feasibility study concludes in Q2 2019

VESSEL BUNKERING WITH DELIVERED





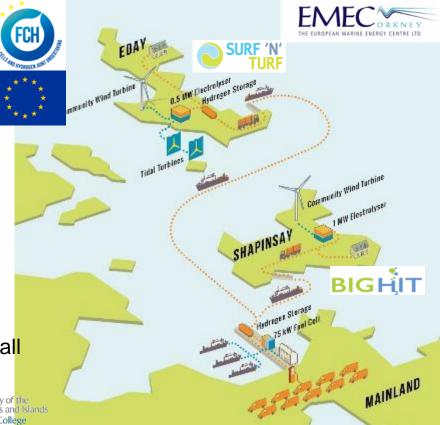
ORKNEY ISLANDS – WIND TO HYDROGEN

Orkney's challenges of:

- High curtailment
- Inadequate grid lots of power
- High fuel prices
- EMEC ITM 0.5MW electrolyser on Eday
- ITM 1MW electrolyser on Shapinsay
- 3+2x tube trailers
- >2000kg of Storage
- 75kW fuel cell powering Kirkwall harbour
- H₂ heating for council buildings
- H₂ refuelling station + 10 FC vehicles in Kirkwall



SECTOR COUPLING PORT PROJECT - WIND TO









SECTOR COUPLING AND HYDROGEN IN THE MARINE INDUSTRY AND PORTS CHBC SEP 2018 Summary:

- Sector Coupling an intelligent approach to decarbonising the marine landscape
- Multitude of applications in the ports / marine industry
- PEM electrolysers can provide cash-flows above and beyond the value of the hydrogen in a highly renewable grid environment

Can be onsite or delivered



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THANK YOU

