Bringing Hydrogen Fuel Cell Electric Vehicles to the Golden State

A California Roadmap





The cars are coming (buses, too)











Hydrogen Stations in California

Open Today:

- Burbank
- Emeryville
- Fountain Valley
- Harbor City
- Irvine #1
- Newport Beach
- Thousand Palms
- Torrance
- West LA #1









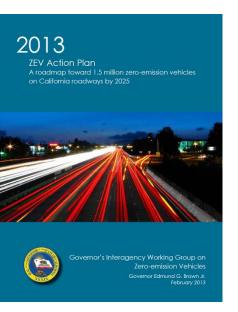
In Development:

- Beverly Hills
- Diamond Bar (upgrade)
- Hawthorne
- Hermosa Beach
- Irvine #2
- Los Angeles CSULA
- San Juan Capistrano
- Santa Monica
- West LA #2
- West Sacramento
- Westwood UCLA
- Anaheim
- Chino
- Cupertino
- Foster City
- Mission Viejo
- Mountain View
- Woodland Hills (LA)



California ZEV Action Plan

- By 2015: California major metropolitan areas "ZEVready" with infrastructure and streamlined permitting
- By 2020: California ZEV infrastructure can support up to 1 million vehicles
 - Including widespread use of ZEVs for freight and public transit
- By 2025: Over 1.5 million ZEVs in California







Stations must come first

- 68 stations provide coverage to enable market launch
 - Supports customer convenient fueling in early markets
 - Enables travel throughout early market regions and state

Windoor Sarta Rosa

Fairfield
Vallejo
San Francisco
San Francisco
San Francisco
San Francisco
San Francisco
San Francisco
San Jose
Advantar
Wastonville
Salinas
Solledad

Wolfey
Valley
Valley
Valley
Valley
Valley
Solledad

Monterey

Salinas
Solledad

Kan City

Wastonville
Salinas
Solledad

Kan City

Attacker

Solledad

Attacker

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Map of 68 Hydrogen Fueling Stations: Existing, In Development and Needed



Five clusters to launch market

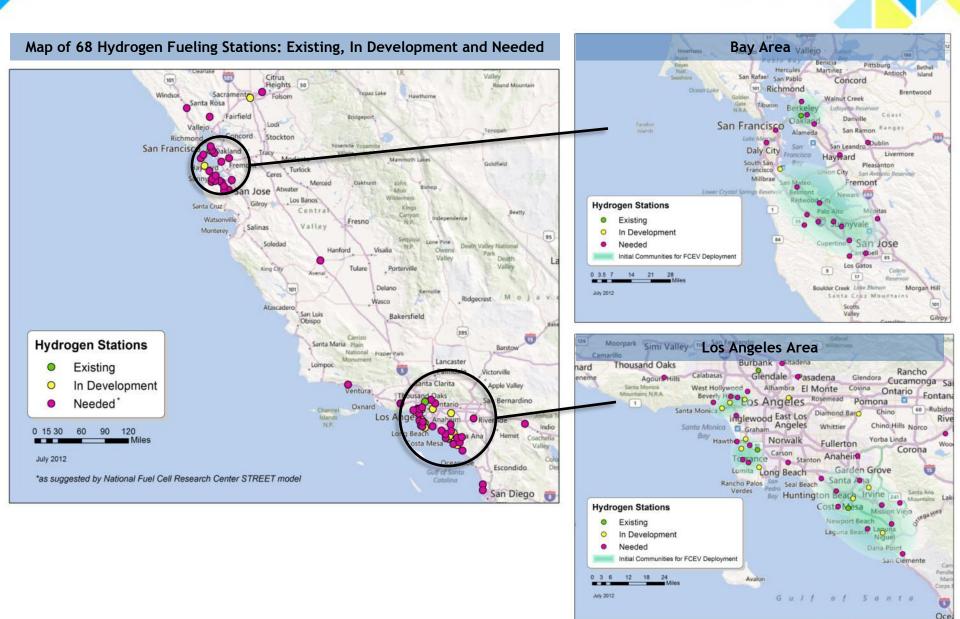
- Santa Monica and West Los Angeles
- Torrance and nearby coastal cities
- Southern coastal area of Orange County
- Berkeley
- South San Francisco Bay area

Locations based on:

- Demographic information
- Individual OEM market assessments
- California Energy Commission/Air Resources Board Vehicle Survey
- Hybrid and alt fuel vehicles registrations
- Geographic distribution of Clean Vehicle Rebate Program

1.6 Million HH in CA with income > \$150,000/year 50% are within 6 minutes of 70 stations

Building a statewide network



Access to stations



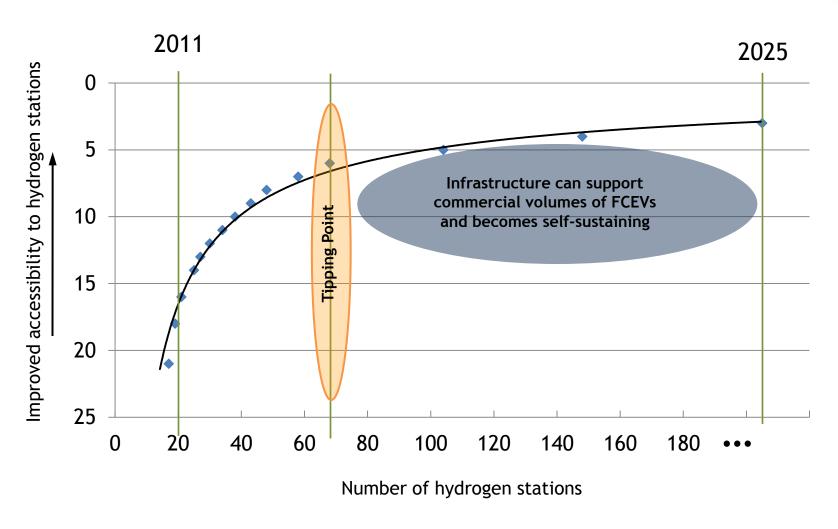
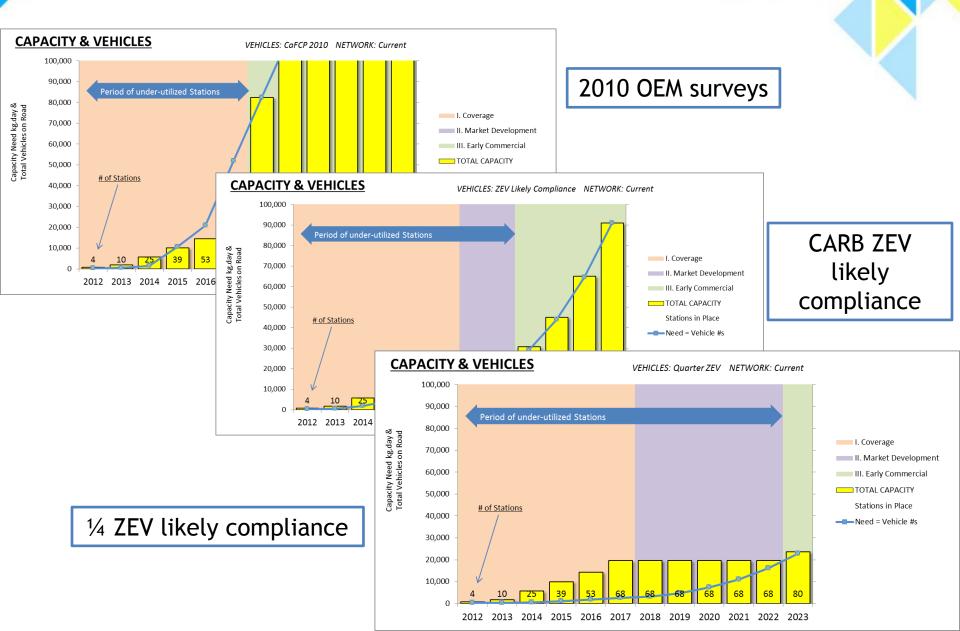


Chart courtesy of National Fuel Cell Research Center at UC Irvine

H₂NIP: FCEV deployment scenarios



Better for Consumer

IRR of a 2015 Core Market: 500-DH2 Station



Vehicle Sale: / Likely Compliance

Better for Station Provider

Private

Govt. (65%)

Cost Share

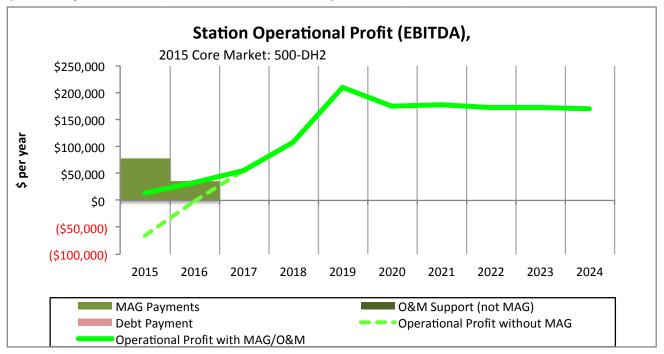
| | Venicie Sale: / Likely Complic | | | | | | nce | | | |
|----------------------------|--------------------------------|--------|--------|------------|----------------|-------------|---------|---------|---------|---------|
| | | | | If long te | rm Hydrogen Re | etail Price | | | | |
| | | \$8.00 | \$8.50 | \$9.00 | \$9.50 | \$10.00 | \$10.50 | \$11.00 | \$11.50 | \$12.00 |
| | \$1,000k | -2.7% | 11.4% | 21.0% | 28.8% | 36.0% | 43.0% | 49.9% | 56.7% | 63.4% |
| | \$1,100k | -3.8% | 10.1% | 19.5% | 26.9% | 33.7% | 40.2% | 46.6% | 53.0% | 59.1% |
| | \$1,200k | -4.9% | 9.0% | 18.0% | 25.2% | 31.7% | 37.8% | 43.7% | 49.7% | 55.5% |
| Capital Expense of Station | \$1,300k | -5.8% | 7.7% | 16.7% | 23.7% | 29.9% | 35.6% | 41.3% | 46.8% | 52.4% |
| | \$1,400k | -6.7% | 6.5% | 15.5% | 22.3% | 28.2% | 33.8% | 39.1% | 44.4% | 49.6% |
| | \$1,500k | -7.6% | 5.4% | 14.3% | 21.1% | 26.8% | 32.1% | 37.1% | 42.1% | 47.1% |
| | \$1,600k | -8.3% | 4.4% | 13.3% | 19.9% | 25.4% | 30.6% | 35.4% | 40.2% | 44.9% |
| | \$1,700k | -9.1% | 3.4% | 12.3% | 18.8% | 24.2% | 29.2% | 33.8% | 38.4% | 42.8% |
| | \$1,800k | -9.7% | 2.5% | 11.4% | 17.8% | 23.1% | 27.9% | 32.4% | 36.7% | 41.0% |
| | \$1,900k | -10.4% | 1.7% | 10.4% | 16.9% | 22.1% | 26.7% | 31.1% | 35.2% | 39.3% |
| | | -11.0% | 0.9% | 9.5% | 15.9% | 21.1% | 25.6% | 29.9% | 33.9% | 37.8% |
| | \$2,100k | -11.5% | 0.1% | 8.6% | 15.1% | 20.2% | 24.6% | 28.7% | 32.6% | 36.4% |
| | \$2,200k | -12.1% | -0.6% | 7.7% | 14.3% | 19.3% | 23.6% | 27.6% | 31.5% | 35.1% |
| | \$2,300k | -12.6% | -1.3% | 6.9% | 13.5% | 18.5% | 22.7% | 26.6% | 30.4% | 33.9% |
| | \$2,400k | -13.1% | -1.9% | 6.2% | 12.7% | 17.7% | 21.9% | 25.7% | 29.3% | 32.8% |
| | | | | | | | | | | |

*Market Assurance Grants not included

Appropriate Cost-Share Depends on Many Factors

H₂NIP: Important to cover O&M

ZEV likely compliance (10,500 FCEVs by 2017):

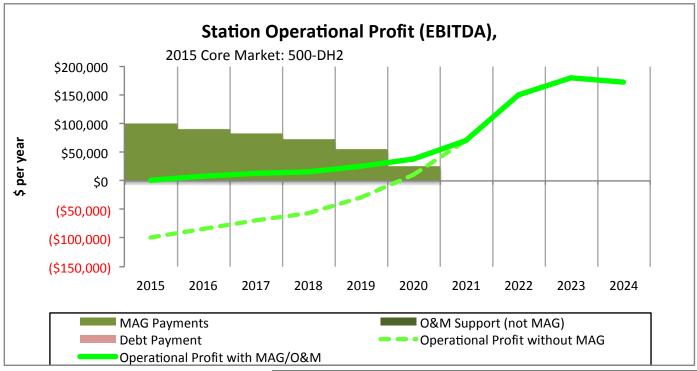


| | | Public Funds | | | | | |
|----------------------------|-------|--------------|-----------|-----------|-------------|----------|------------|
| | IRR | Capex Grant | MAG Grant | O&M Grant | Total Grant | Capex | TOTAL COST |
| No Incentive | -7.9% | 0 | 0 | 0 | - | \$2,000k | \$2,000k |
| Capital Grant | 9.5% | \$1,300k | - | - | \$1,300k | \$700k | \$2,000k |
| Capital Grant + MAG or O&M | 12.8% | \$1,300k | \$114k | - | \$1,414k | \$700k | \$2,114k |

Core market, 500 kg/day station, \$2M station (65% cost share), \$9/kg H2 (\$5.50 wholesale) - \$2.18 net margin

H₂NIP: Market assurance grants

1/4 ZEV Likely Compliance (2,625 FCEVs by 2017):



| | | Public Funds | ublic Funds | | | | |
|----------------------------|--------|--------------|-------------|-----------|-------------|----------|------------|
| | IRR | Capex Grant | MAG Grant | O&M Grant | Total Grant | Capex | TOTAL COST |
| No Incentive | -16.6% | 0 | 0 | 0 | - | \$2,000k | \$2,000k |
| Capital Grant | -7.2% | \$1,300k | - | - | \$1,300k | \$700k | \$2,000k |
| Capital Grant + MAG or O&M | 0.1% | \$1,300k | \$427k | - | \$1,727k | \$700k | \$2,427k |

Core market, 500 kg/day station, \$2M station (65% cost share), \$9/kg H2 (\$5.50 wholesale) - \$2.18 net margin

H₂NIP: Incentives vary by market

Increasing incentive required per station



CORE

Large station, many customers





EMERGING

Large station, fewer customers



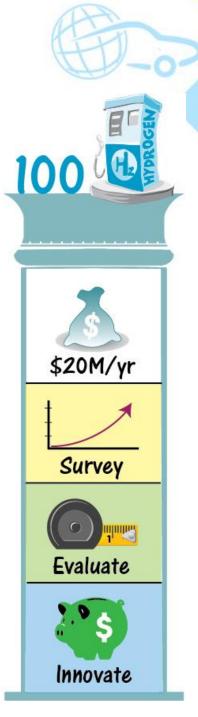
CONNECTOR

Small station, few customers

Decreasing number of stations

H2 station funding

- AB 8 signed into law by Gov. Brown
 - Extends funding for important air quality and alternative fuel programs
 - Guarantees \$20M annually through 2023 to achieve 100 hydrogen stations in California
 - Annual survey, evaluation and reporting
 - Removes Clean Fuels Outlet regulation
- H₂ funding provision increases certainty that stations will be in place to support early market FCEVs
- Diverse stakeholder groups supported the bill



Fuel cell electric buses in California







See http://www.nrel.gov/hydrogen/proj_fc_bus_eval.html for NREL fuel cell bus evaluation reports

Fuel cell bus roadmap

Goal

Move FCEB deployment and manufacturing from precommercial (2012-2015) to early commercial (2016-2017)

Major objectives

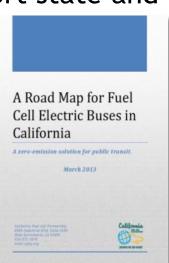
- » Create two Centers of Excellence
 - One in Northern and one in Southern California
- » Achieve DOE/DOT 2016 FCEB targets

Provide information to support state and federal decision

making



AC Transit fueling station (Photo courtesy of L. Eudy, NREL)





Fuel cell bus roadmap goal



NREL Technology Readiness Levels for FCEB Commercialization

| Technology Readiness Level | Description (abbrev.) | | | | | |
|-------------------------------|---|--|--|--|--|--|
| TRL 9 | Technology in its final form. Fully commercial products. | | | | | |
| TRL 8 | Last step in true system development (50-100 buses/location) | | | | | |
| TRL 7 | Full-scale demonstration and reliability testing (5-10 buses/location) | | | | | |
| TRL 6 | First tests of prototype buses in actual transit service (1-2 buses/location) | | | | | |
| TRL 1-5 | R&D → lab scale testing & early prototype/mule | | | | | |

A step change in the FCEB market from the current pre-commercial phase of deployment and manufacturing to the early commercial phase





Table 1. Performance, cost, and durability targets for fuel cell transit buses.

| | | | · · · · · · · · · · · · · · · · · · · | |
|---|---------------------------------------|------------------------|---------------------------------------|-----------------|
| | Units | 2012 Status | 2016 Target | Ultimate Target |
| Bus Lifetime | years/miles | 5/100,000 ¹ | 12/500,000 | 12/500,000 |
| Power Plant Lifetime ^{2,3} | hours | 12,000 | 18,000 | 25,000 |
| Bus Availability | % | 60 | 85 | 90 |
| Fuel Fills ⁴ | per day | 1 | 1 (< 10 min) | 1 (< 10 min) |
| Bus Cost ⁵ | \$ | 2,000,000 | 1,000,000 | 600,000 |
| Power Plant Cost ^{2,5} | \$ | 700,000 | 450,000 | 200,000 |
| Hydrogen Storage Cost | \$ | 100,000 | 75,000 | 50,000 |
| Road Call Frequency (Bus/Fuel Cell System) | miles between road calls | 2,500/10,000 | 3,500/15,000 | 4,000/20,000 |
| Operation Time | hours per day/days per week | 19/7 | 20/7 | 20/7 |
| Scheduled and Unscheduled Maintenance Cost ⁶ | \$/mile | 1.20 | 0.75 | 0.40 |
| Range | miles | 270 | 300 | 300 |
| Fuel Economy | miles per gallon diesel equivalent | 7 . | 8 | . 8 |
| | | | | |

TRL 7

TRL 8

TRL 9



Members

Air Liquide Air Products Alameda-Contra Costa Transit District (AC Transit) Automotive Fuel Cell Cooperation **Ballard Power Systems** Bay Area Air Quality Management District California Air Resources Board California Department of Food and Agriculture California Energy Commission California State University - Los Angeles CALSTART The Center for Energy Efficiency and Renewable Technologies (CEERT) Center for Transportation and the Environment (CTE) Chrysler **Daimler Energy Independence Now** General Motors

Honda **Hydrogenics** Hyundai Institute of Transportation Studies, UC Davis Linde North America, Inc. National Fuel Cell Research Center, UC Irvine National Renewable Energy Laboratory (NREL) Nissan Powertech Labs Proton OnSite Sandia National Laboratories South Coast Air Quality Management District Southern California Gas Company SunLine Transit Agency Toyota U.S. Department of Energy U.S. Environmental Protection Agency **US** Hybrid University of California, Berkeley Volkswagen