



# hydrogenXT

Zero Emissions. Clean Air.

**STRICTLY CONFIDENTIAL**

# HXT Developing Hydrogen Fueling Stations in California

There is increasing demand for hydrogen production and dispensing at automobile refueling stations, which lack a dependable California hydrogen source, resulting in a large and predictable growing “hydrogen gap.”



**zero**  
**CI hydrogen**

Due to purchasing renewable gas credits or using biogas, HXT stations will produce zero CI hydrogen.

**Hydrogen-XT (“HXT”)’s proven commercially available process:**

-  using proven equipment
-  produces on-site hydrogen
-  powering automobiles & other vehicles

**yielding high profit margins.**

# HXT Developing Hydrogen Fueling Stations in California

## auditable tax credit data

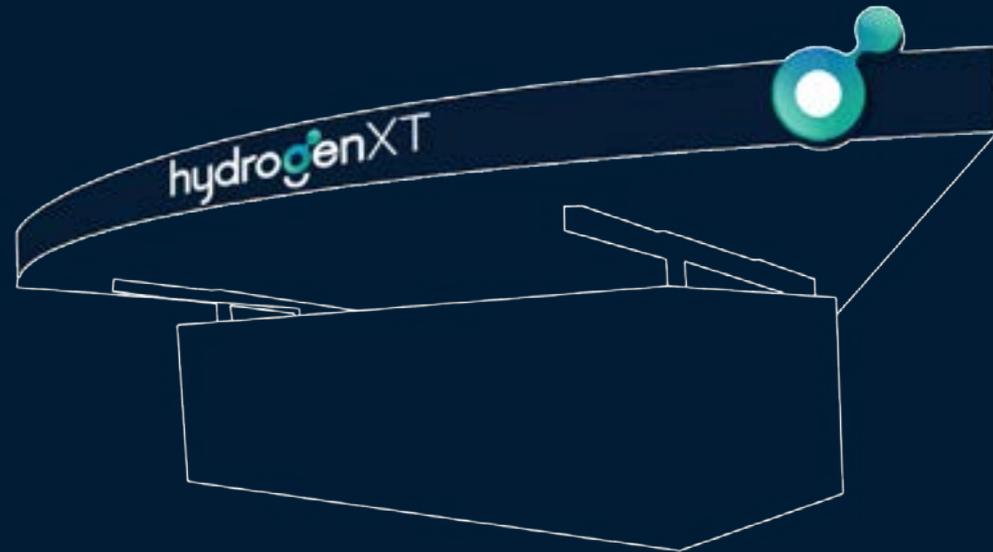
HXT's booking/scheduling technology improves the vehicle owners' experience, providing auditable tax credit data.

## 25+ binding & pending

At least 25 HXT binding and pending letters of intent with existing gas stations will allow building on their sites while we seek more locations with oil companies and truck stops.

## tax incentives

The federal government's \$8,000 hydrogen vehicle tax incentive and California's \$4,500 enhance HXT's revenue and income.



# Hydrogen Car Overview

**Hydrogen, instead of electricity, is the electric motor's fuel source for hydrogen FCEVs,**

- A fuel cell combines hydrogen with oxygen via a chemical reaction to generate electricity, rather than using a battery
- Both hydrogen FCEVs and BEVs are ZEVs

**Auto manufacturers estimate that ~31,000 FCEVs will be on the road by 2024<sup>(1)</sup>**

**The Toyota Mirai, the most popular FCEV, represents ~78% of hydrogen vehicles currently on the road**

- Other FCEVs include the Honda Clarity and Hyundai Nexo

**Toyota is investing over \$[17] billion in battery technologies by 2030**



**Toyota Mirai**

## Toyota is Making a Massive Investment in Hydrogen

*“Toyota is the world leader in hydrogen fuel cell technology. Hydrogen is the most abundant element in the universe and can be produced locally at the point of use with nothing but renewable energy and water. Hydrogen can also provide long-term storage of renewable energy for use during peak times. After more than 20 years of research and development, in 2014, Toyota launched the Mirai, our first mass-produced hydrogen fuel cell electric vehicle, which won the World Green Car of the Year Award in 2016.”*



May 2021  
Earnings Call  
**James Kuffner**  
Director, Operating Officer  
& Chief Digital Officer  
of Advanced R&D  
and Engineering Company

# Hydrogen Heavy-Duty Vehicles Overview

over  
**60%**

of the hydrogen demand within ground mobility

With long-distance and high-power requirements, heavy-duty vehicles comprise over 60% of the hydrogen demand within ground mobility

## FCEVs Provide Zero-Emission Delivery<sup>(1)</sup>

Anheuser Busch demonstrated the advantage of fuel cell trucks in beverage hauling, targeting maximum payload, range and around-the-clock operations

## Plug Power Hydrogen Fuel Cell<sup>(2)</sup>

Amazon and Plug Power have signed agreements that allow Amazon to use Plug's fuel cells and hydrogen technology in its fulfillment network

When used with large commercial vehicles, hydrogen FCEVs are particularly advantaged in comparison to BEVs



Light weight & provides EV trucks good range without



Takes up a lot of space and are substantially lighter in weight



Shorter charging times when used in larger vehicles<sup>2</sup>



1 - Source: Nikola Corporation website  
2 - Source: Plug Power website

# Fuel Cell Electric Vehicles (FCEV) Provide Zero Carbon Transportation Solution

FCEV's important advantages are:



## Propulsion:

Fuel cells convert hydrogen to electricity propelling vehicles that feel similar to driving regular electric cars - with virtually no engine noise and a lively start, electric motors providing immediate torque even at low speeds.



## Zero Carbon:

Only water and heat are discharged.



## FCEV Range:

A full hydrogen tank lasts 400 - 500 miles, a longer range than purely electric cars, which only match this with very large batteries - in turn leading to increases in both vehicle weight and charging times and reduced cold weather range while hydrogen range is the same in all seasons.

# Fuel Cell Electric Vehicles (FCEV) Provide Zero Carbon Transportation Solution

## Other important advantages:



### Power:

With high-torque drive motors and automated manual transmissions (“AMT”), the high-power fuel cell stack energy conversion rate of more than 50% demonstrates enhanced acceleration and climbing capacity.



### Charging / Refill:

Depending on charging stations and battery capacity, fully electric vehicles for a full charge currently require 30 minutes to several hours. FCEV hydrogen tanks, on the other hand, are full and ready to go again in **less than five minutes**, bringing vehicle availability and flexibility into line with gas-powered cars.

# Fuel Cell Electric Vehicles (FCEV) Provide Zero Carbon Transportation Solution

## Other important advantages:



### Enhanced Weather Adaptability:

To maintain optimal performance, integrated heat management systems perform automatic heating and cooling. A skier going to Lake Tahoe or Mammoth Mountain needn't worry about a low battery on the drive.



worry free

### Safety:

Functions such as high heat protection, overcurrent protection, a low-pressure alarm, and leakage detection and hydrogen supply system control guarantee worry-free driving experiences.

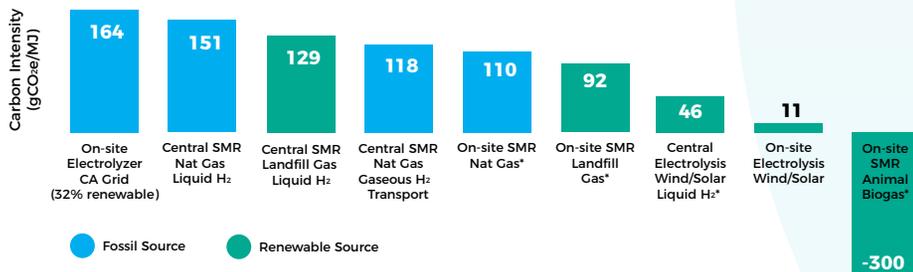
# FCEVs: Environmentally Friendly and Sustainable

Alternative propulsion systems like FCEVs reduce pollutant emissions of climate-harming CO<sub>2</sub>, as well as nitrous oxide and other noxious gases. Pure water vapor, a hydrogen engine's exhaust gas, is therefore locally emission-free and the hydrogen is produced without hydrocarbons, FCEVs can be completely emission free.

If the SMR uses RNG as its methane, the resulting carbon neutral hydrogen does not use hydrocarbons in its production.

In Steam Methane Reformation ("SMR"), high-temperature steam produces hydrogen from a methane source, such as natural gas or RNG. With a catalyst, methane reacts with steam under high pressure producing hydrogen, carbon monoxide, and a relatively small amount of carbon dioxide. Steam reforming is endothermic - that is, heat must be supplied for the reaction to proceed.

**Hydrogen Production Carbon Intensity by Source based on California Air Resources Board Methodology**



**CARBON INTENSITY BY THE NUMBERS**

**50%**

An electrolyzer using grid power is about 50% more carbon intensive than an onsite SMR using natural gas

**4x**

A large centralized electrolyzer that liquifies hydrogen has 4 times the carbon intensity versus onsite

**154**

gCO<sub>2</sub>e / MJ

The carbon intensity added when grid power is used in onsite electrolysis

**20%**

The reduction in carbon intensity for onsite SMR when landfill gas is used

**-300**

gCO<sub>2</sub> / MJ

The carbon intensity of onsite SMR using animal biogas

**"Hydrogen-XT will be using renewable natural gas"**

# Hydrogen's Advantages to Power Vehicles

Hydrogen, an alternative fuel source, can power both consumer and commercial vehicles.

Fuel Cell Electric Vehicles combine hydrogen and air to produce electricity, which drives an electric motor.

Converting hydrogen gas into electricity leaves only water and heat as a byproduct, meaning FCEVs are Zero Emission Vehicles and do not pollute the environment.

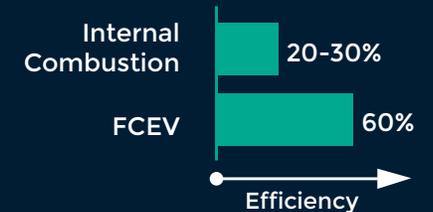
FCEVs have many advantages over Battery Electric Vehicles ("BEVs"), especially for commercial purposes, such as much lower weight and a short fueling time.

## Refuels Rapidly

Taking only a few minutes and using familiar technology



## Operates Efficiently



## Uses Domestic Fuel



- Natural Gas
- Biomass
- Water (electrolysis)
- Waste Products

## Emits Only Water

From the Tailpipe



## Scales Up Easily

As fuel cells can be added to the stack to increase power



# Hydrogen Provides Significant Decarbonization Benefits

## primary fuel source

Hydrogen can be a primary fuel source and complements and enables other decarbonization pathways including direct electrification, energy efficiency measures and biomass-based fuels.

## 7 GT annual abatement

It provides 7 GT of annual abatement potential, equivalent to 20% of emissions if the current global warming trajectory continues<sup>(1)</sup>

## net zero required by 2050

660 million MT of clean hydrogen will be required to reach net-zero by 2050, representing 22% of global final energy demand<sup>(1)</sup>

## large scale-up needed

A large scale-up of clean hydrogen production in the coming decades is needed to ultimately fulfill this decarbonization potential.

2050 | Net-Zero

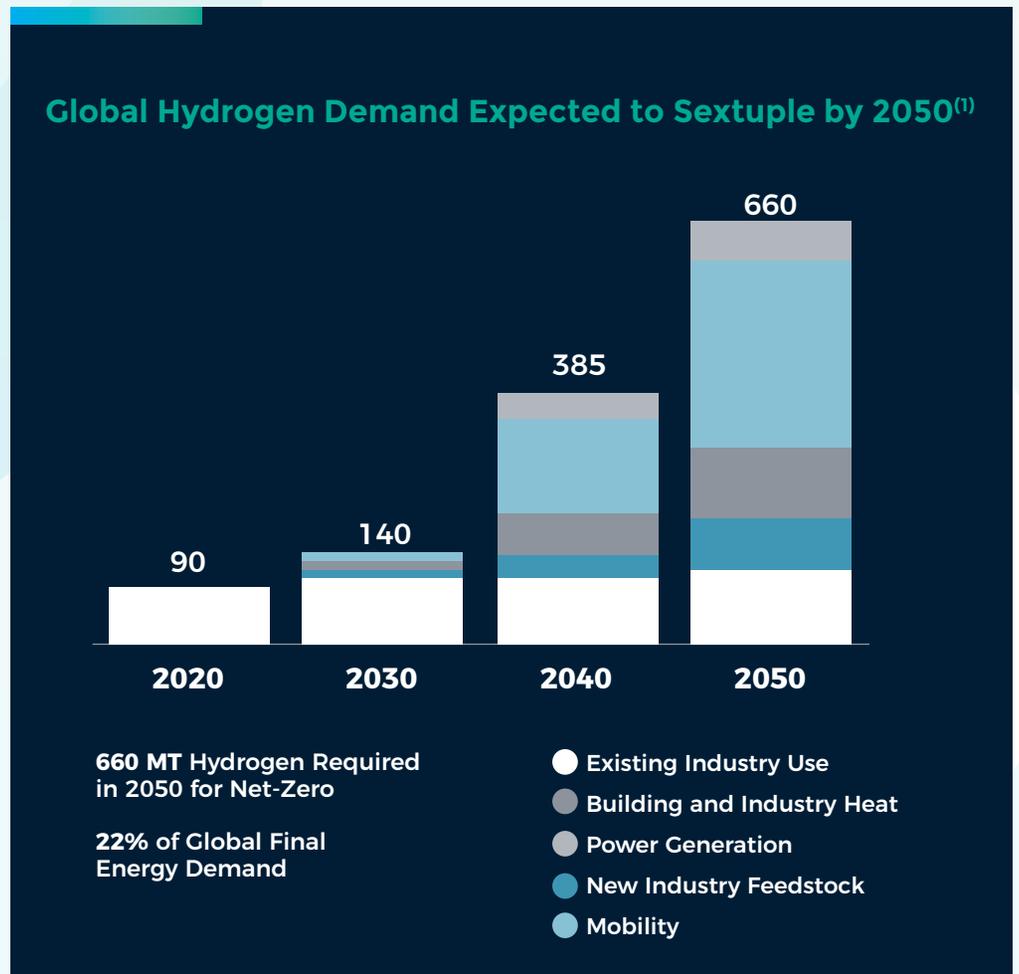
**22%**

of global final energy demand<sup>(1)</sup>

# Hydrogen Provides Significant Decarbonization Benefits

## Potential Hydrogen Benefits

- ✓ Provides renewable electricity storage
- ✓ Decarbonizes hard-to-abate fossil fuel usage
- ✓ Can be blended into existing natural gas pipelines
- ✓ No direct CO2 emissions



# Rapidly Growing Hydrogen Fuel Market is a Massive Decarbonization Tool

Hydrogen is expected to play a central role to reach net-zero emissions in 2050 by offering a long-term, scalable, cost-effective solution to decarbonize the most carbon-intensive industries

It is estimated that hydrogen will avoid 80 GT of cumulative CO2 emissions<sup>(1)</sup> between now and 2050

Zero emission vehicles (“ZEVs”), which include battery electric vehicles (“BEVs”), plug-in hybrids and hydrogen fuel cell electric vehicles (“FCEVs”), are important means to decarbonization

Global hydrogen fuel cell sales are expected to increase from \$3.9 billion in 2021 to \$16.5 billion in 2025P<sup>(2)</sup>

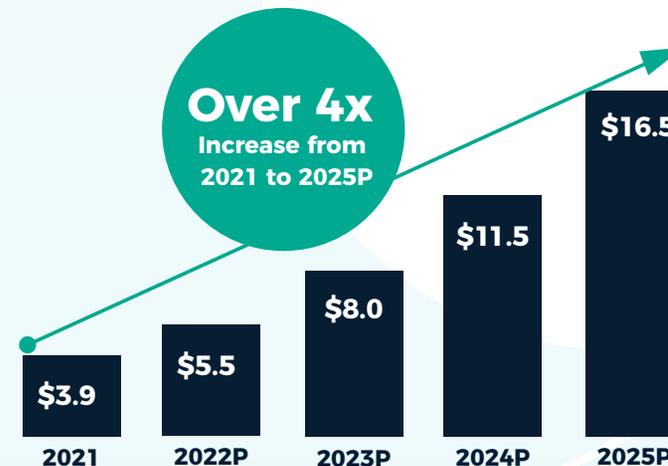
GLOBAL HYDROGEN  
FUEL CELL SALES

↑ **\$16.5**  
billion in 2025

Global ZEV Sales Up More Than 5x in Four Years<sup>(2)</sup>



Global Hydrogen Fuel Cell Sales Forecast to Grow More Than 4x by 2025P<sup>(2)</sup>



# Inflation Reduction Act

Hydrogen impact in Inflation Reduction

**\$369**  
billion

earmarked for  
clean energy &  
climate change

BUILDING

ADDITIONAL

**\$100K**  
per site

FOR TEN YEARS

Act to reduce U.S. GHG emissions  
to approximately 40% by 2030.

REDUCE U.S.  
GHG EMISSIONS

TO APPROX.  
**40%**  
BY 2030

Impact on clean hydrogen production  
most important new investment area.

IMPORTANT NEW INVESTMENT



Includes \$3.00 per kilogram base  
credit for hydrogen produced

CREDIT FOR  
HYDROGEN PRODUCED

**\$3.00**  
PER KILOGRAM

# Inflation Reduction Act

Carbon intensity must be within the range of 0-0.45 kilogram of CO2 equivalent

**0-0.45**  
kilogram

kilogram  
of CO2  
equivalent

## INFLATION REDUCTION ACT

Tax incentives to make U.S. clean hydrogen production's least expensive region \$3/kg payment – or credit – for each kilogram produced drives green hydrogen effective production cost to \$0.73-\$3.5/kg. This federal subsidy will last 10 years.

To compare, last June, the U.S. launched earlier initiative to reduce hydrogen price to \$1/kg by 2030!

The Act is one of the U.S' most significant pieces of energy legislation in the last decade – or more.

BUILDING INCENTIVE

ADDITIONAL

**\$100K**  
per site

# ZEV Regulations Driving California Hydrogen Market

The California Zero Emission Vehicle (“ZEV”) regulation is designed to achieve California’s long-term emission reduction goals by requiring auto manufacturers to offer for sale specific numbers of the very cleanest cars available, such as hydrogen FCEVs. These California Capacity Credits support HXT’s strategy and will generate revenue for the Company as it builds stations to add fuel production capacity.

## CA Incentives:

### Hydrogen Refueling Infrastructure (“HRI”)

- Capacity Credits are paid during the development process once a hydrogen station has been permitted.
- Credits are based purely on fuel production capacity for a period of 15 years.
- Value: At \$150/ton = \$4.05/kg of hydrogen.
- Details: <https://ww2.arb.ca.gov/resources/documents/lcfs-zev-infrastructure-crediting>

### Low Carbon Fuel Standard (“LCFS”)

- Capacity Credits paid when hydrogen refueling station goes into operation process.
- Credits are based on actual fuel sales. Accrued on a monthly basis, paid quarterly.
- Credits are issued as soon as stations are commissioned and can be sold when they are earned. These credits continue for the period the refueling station is active.
- Value: At \$150/ton = \$4.05/kg of hydrogen.
- Details: <https://ww2.arb.ca.gov/our-work/programs/low-carbon-fuel-standard/lcfs-regulation>

The HRI/LCFS programs are applicable for hydrogen stations constructed/opened for business through the year 2025.

# ZEV Regulations Driving California Hydrogen Market

California Capacity Credits support HXT's strategy and will generate Company revenue as it builds stations for additional fuel production capacity.

## More CA Incentives:

### Low Carbon Fuel Standard ("LCFS") Credits are:

- Paid when hydrogen refueling station goes into operation.
- Based on actual fuel sales, accrued monthly, paid quarterly.
- Issued when stations are commissioned and can be sold when they are earned, continuing while the refueling station is active.
- Value: At \$150/ton = \$4.05/kg of hydrogen.
- Details: <https://ww2.arb.ca.gov/our-work/programs/low-carbon-fuel-standard/lcfs-regulation>

**HRI/LCFS programs are applicable for hydrogen stations constructed/opened through 2025.**

# California Regulatory Incentives

## CARB's Clean Vehicle Rebate Project provides up to \$4,500 to purchasers (or lessors) of hydrogen FCEVs

Rebates available on a first-come, first-served basis to California residents who purchase or lease ZEVs

## The federal government provides a tax credit of up to \$8,000 to hydrogen FCEV purchases (or lessors)

Additional tax credits are available for medium- and heavy-duty fuel cell vehicles, depending on the vehicle's weight

## Additionally, manufacturers are providing their own incentives

Toyota offers a \$15,000 fuel credit to those who purchase or lease a Toyota Mirai

### Hydrogen FCEVs Eligible for Zero-Emission Light-Duty Vehicle Rebate<sup>(1)</sup>

| Auto Manufacturer  | Model   | Years   |
|--|---------|---|
| <br>HONDA   | Clarity | 2020-2022  |
| <br>HYUNDAI | Nexo    | 2020-2022  |
| <br>TOYOTA  | Mirai   | 2020-2022  |

### Regulatory and Manufacturer Incentives Essentially Yield Free Cars

| Example:<br>2021 Toyota Mirai |          |                     |          |
|-------------------------------|----------|---------------------|----------|
| Lease Cost (\$/month):        | \$350    | California Rebate:  | \$4,500  |
| Lease Term (months):          | 36       | Federal Tax Credit: | \$8,000  |
| Total Costs                   | \$12,600 | Total Incentives    | \$12,500 |

Toyota Also Provides \$15,000 Hydrogen Fuel Credit

# California Incentivizes Hydrogen Consumption and Production

Regulation for California's Low Carbon Fuel Standard ("LCFS") and ZEV programs support the state's long-term emission reduction goals and incentivize the hydrogen infrastructure's development

California's ZEV Executive Order provides LCFS credits based on unused fueling capacity to Hydrogen Refueling Infrastructure ("HRI") for 15 years

Once a station is operational, LCFS credits are also generated by dispensing fuel, with unused capacity continuing to generate LCFS credits

## HRI Receives Payments Based on Capacity

| LCFS Credits Based on: | Hydrogen | RNG | RD |
|------------------------|----------|-----|----|
| Capacity:              | ✓        | ✗   | ✗  |
| Consumption:           | ✓        | ✓   | ✓  |

## Infrastructure Crediting Eligibility

|                        |   |
|------------------------|---|
| Operational Timeline   | Site must be operational 24 months after submitting HRI application |
| Site Accessibility     | Must be publicly accessible   |
| Point-of-Sales ("POS") | POS terminals must accept major credit/debit cards                  |
| Vehicle Type           | Intended for light-duty vehicle refueling stations only             |
| HRI Fueling Capacity   | Maximum of 1,200 kg/day   |

# California Hydrogen Fuel Market is Expanding Rapidly

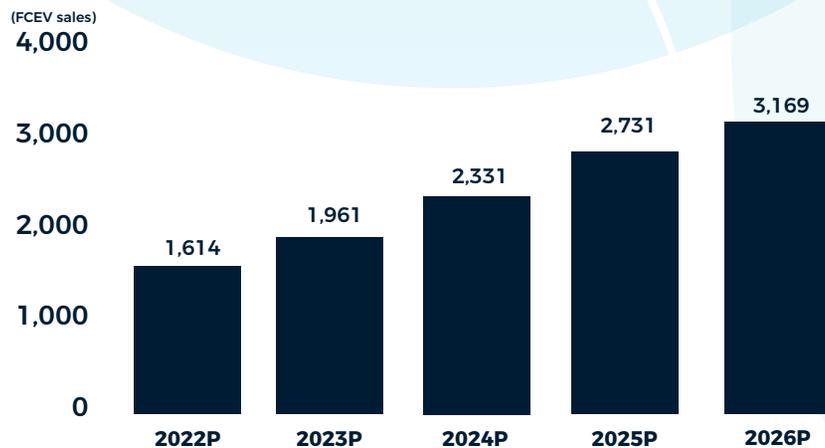
U.S. hydrogen FCEV sales are forecasted to nearly double over the next four years<sup>(1)</sup>, driving increased demand for hydrogen fueling stations

Annual U.S. hydrogen demand (all sources) is expected to increase from 11 million metric tons ("MT") to 63 million MT from 2020 to 2050P<sup>(2)</sup>

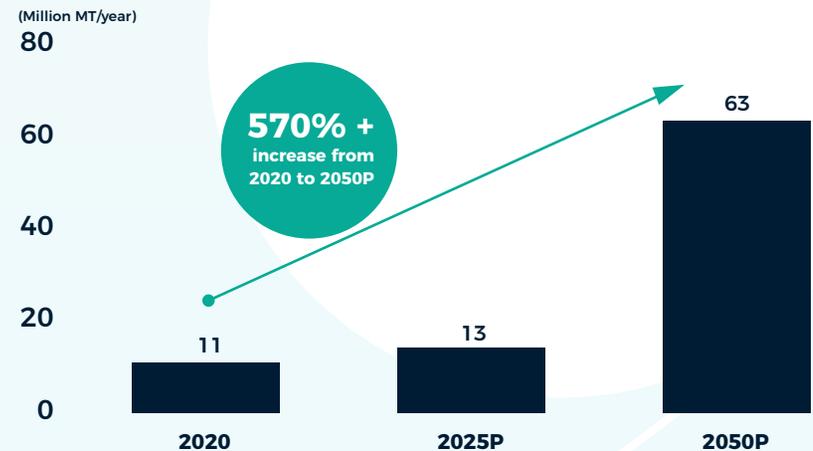
California contains substantially all of the nation's hydrogen FCEV sales and retail hydrogen infrastructure

Partnerships are forming to develop hydrogen stations to meet the demand

## U.S. Hydrogen FCEV Sales Expected to Double in Near-Term<sup>(1)</sup>



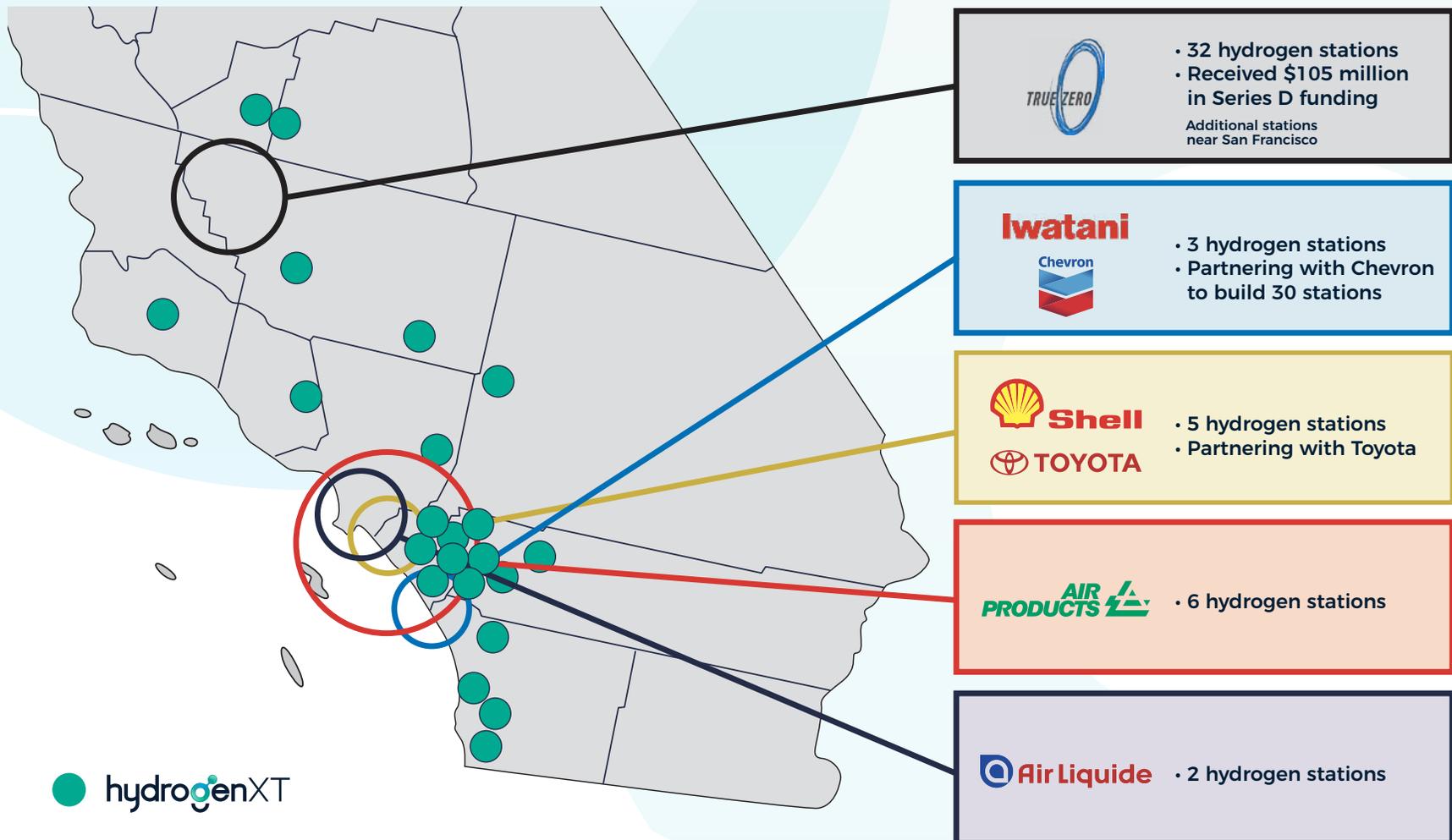
## Forecasted Annual U.S. Hydrogen Demand<sup>(2)</sup>



1 - Source: Bloomberg New Energy Finance. Includes personal vehicles, commercial vehicles and buses  
2 - Source: California Fuel Cell Partnership

# California Hydrogen Fuel Market is Expanding Rapidly

## Targeted Hydrogen-XT Stations and Select Third-Party Footprints



hydrogenXT

# Automobile Industry Committed to Hydrogen



Global auto manufacturers have already invested over \$52 billion for Hydrogen FCEVs. Government policies and consumer demand for environment-friendly cars, have produced over 34,000 hydrogen vehicles in California.

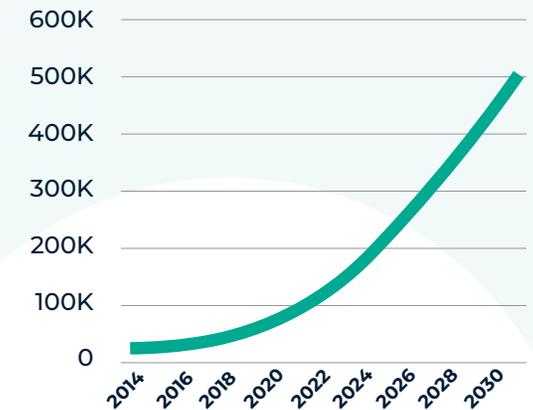
Auto manufacturers have committed to deploying more than 0.3 million California FCEVs by 2025, which will result in demand for 2.6 million kg of hydrogen daily. Toyota has estimated California hydrogen demand to be 6.5 million kg in 2021 and 68 million kg by 2031.

California heavily incentivized and subsidized retail passenger cars, making it not only ecologically, but also economically attractive versus costly Battery Electric Vehicles.

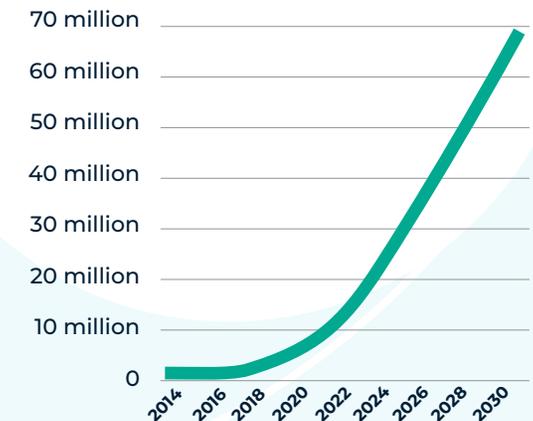


**Example: Toyota Mirai**  
3-year leasing: \$15,000 (\$350/mo)  
- CA tax incentive: \$4,500  
- Federal tax incentive \$8,000  
- Free fuel, up to \$15,000  
= Free car!

**Manufacturer Forecasts: Hydrogen Cars (CA)**



**Manufacturer Forecasts: Hydrogen demand in kg (CA)**



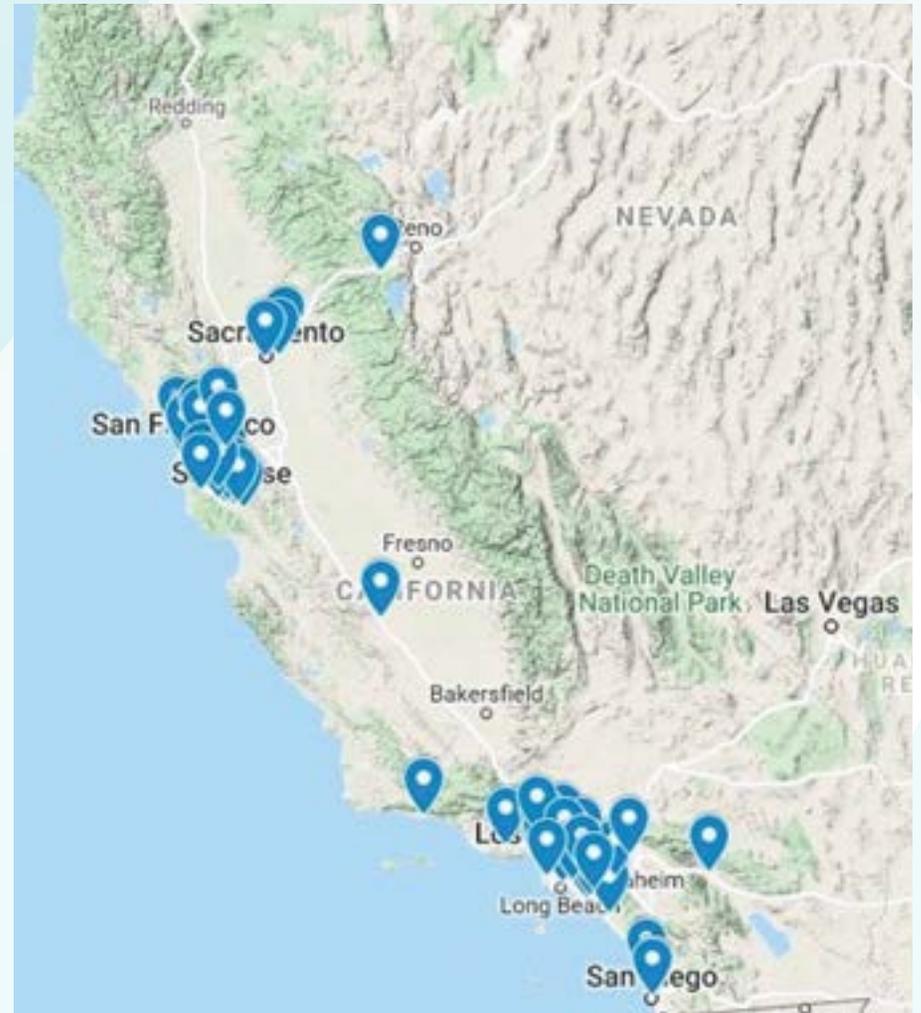
# Approved California Hydrogen Station Locations

Today: 61 approved hydrogen refueling stations in CA

Toyota forecasts CA need:

|       |              |
|-------|--------------|
| 2021  | 100 stations |
| 2022  | 140 stations |
| 2025  | 280 stations |
| 20230 | 366 stations |

## Approved Hydrogen Stations



# Major HXT Competitors



**First Element**, founded in 2013

**True Zero**, Consumer Brand Name,  
Publicly Traded

Largest U.S. Hydrogen Retailer; 38  
Approved California fueling stations  
Headquarters, Irvine CA.

Compress, Store and Dispense Model



**Iwatani Gases**, founded in 1945

**Under Iwatani** Consumer Brand Name  
Publicly Traded

11 Approved California fueling stations  
Headquarters; Japan.

Compress, Store and Dispense Model

# Hydrogen Station Market Overview

California has the vast majority of hydrogen fueling stations - home to 47 of the 49 existing U.S. hydrogen stations

True Zero, the largest operator, has 32 stations in its current portfolio

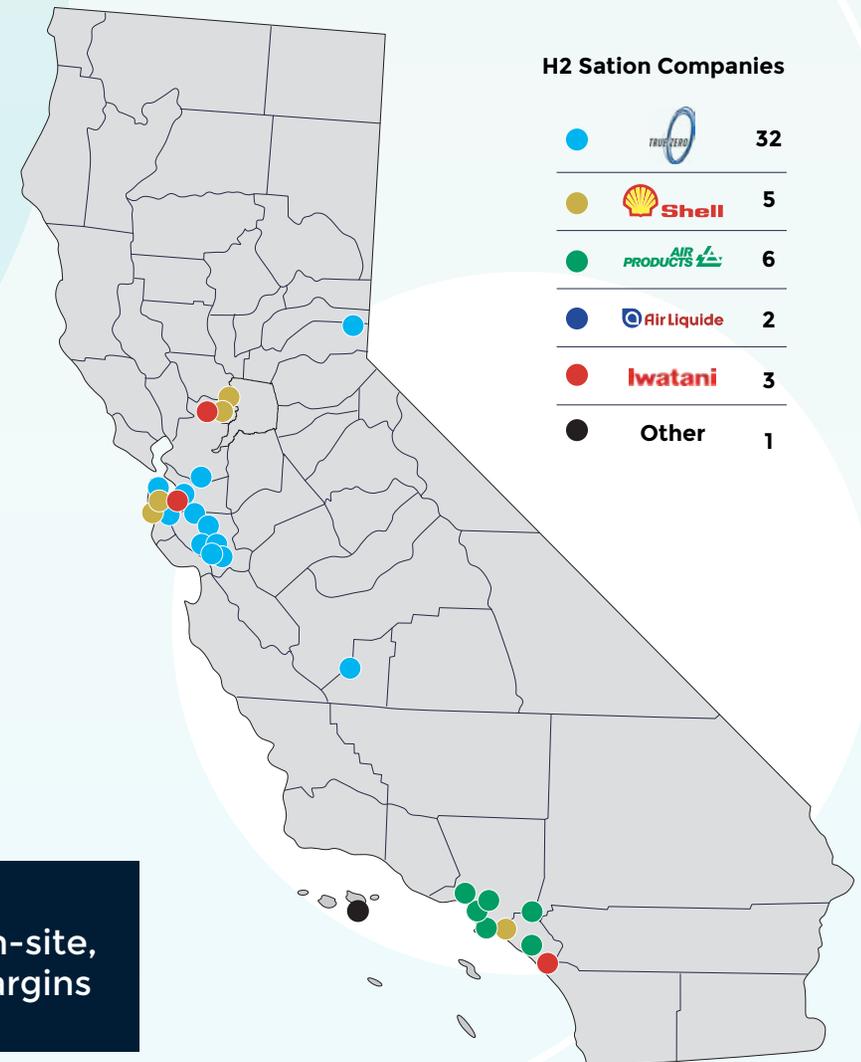
The development of hydrogen refueling infrastructure is essential for mass-market adoption of hydrogen FCEVs

The California retail price of hydrogen was ~\$16.50/kg in 2019<sup>(2)</sup>

Existing hydrogen stations utilize off-site hydrogen supply sources, which are subject to additional delivery costs and timing constraints due to supply chain issues

Hydrogen-XT stations are designed to produce hydrogen on-site, eliminating hydrogen delivery costs and increasing sales margins

## Existing Hydrogen Stations in California



# Sites Identified and Secured

Hydrogen-XT has identified existing gas stations in strategic locations that can accommodate hydrogen fueling equipment

Historically, the Company has evaluated ~40 sites

Typical LOI terms include a 10-year site lease priced at \$5,000 / month

LOIs are designed to provide adequate timing for the Company to evaluate the site's readiness

Once a suitable location is identified, the Company prepares an LOI for the existing gas station owner

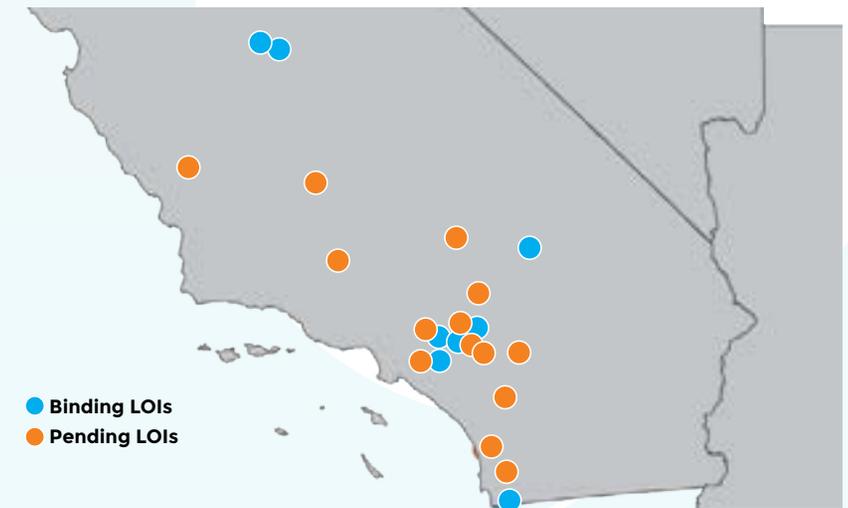
Currently, Hydrogen-XT has [8] binding LOIs in place with gas stations throughout California

The Company has [14] additional pending LOIs to further develop hydrogen fueling infrastructure

## Typical LOI Terms Overview

|                                |   |
|--------------------------------|---|
| Lease Price                    | \$5,000 / month   |
| Initial Lease Term(1)          | 10 years  |
| Initial Due / Diligence Period | 30 days   |
| Feasibility Period             | 90 days   |
| Make Ready Period              | 180 days  |
| Pre-Construction Notices       | Tenant must provide Landlord with a design, construction schedule and impact plan for Landlord's approval |

## Hydrogen-XT Fueling Stations Under LOI



1 - Initial lease term also includes four successive 5-year options at Tenant's discretion

# 25 Letters of Intent For First Stations

Currently HXT has 11 binding and 14 pending letters of intent with gasoline station owners to develop hydrogen fueling sites at their locations. Management expects the pending LOIs to convert to binding agreements by the end of the year. The LOIs are for sites in the following cities:

| Binding Letters of Intent |
|---------------------------|
| Yermo                     |
| San Diego Hollister       |
| Chino                     |
| Fontana *1                |
| Fontana *2                |
| Fullerton                 |
| City of Industry          |
| Fresno                    |
| Gorman                    |
| Lebec                     |
| Pasa Robles               |

| Pending Letters of Intent |
|---------------------------|
| Hesperia                  |
| Riverside                 |
| Boron                     |
| Jamul                     |
| Anaheim                   |
| Encinitas                 |
| Cypress                   |
| Rancho Cucamonga          |
| Hacienda Heights          |
| Lekewood                  |
| Temecula                  |
| Beaumont                  |
| Shafter                   |
| San Diego                 |

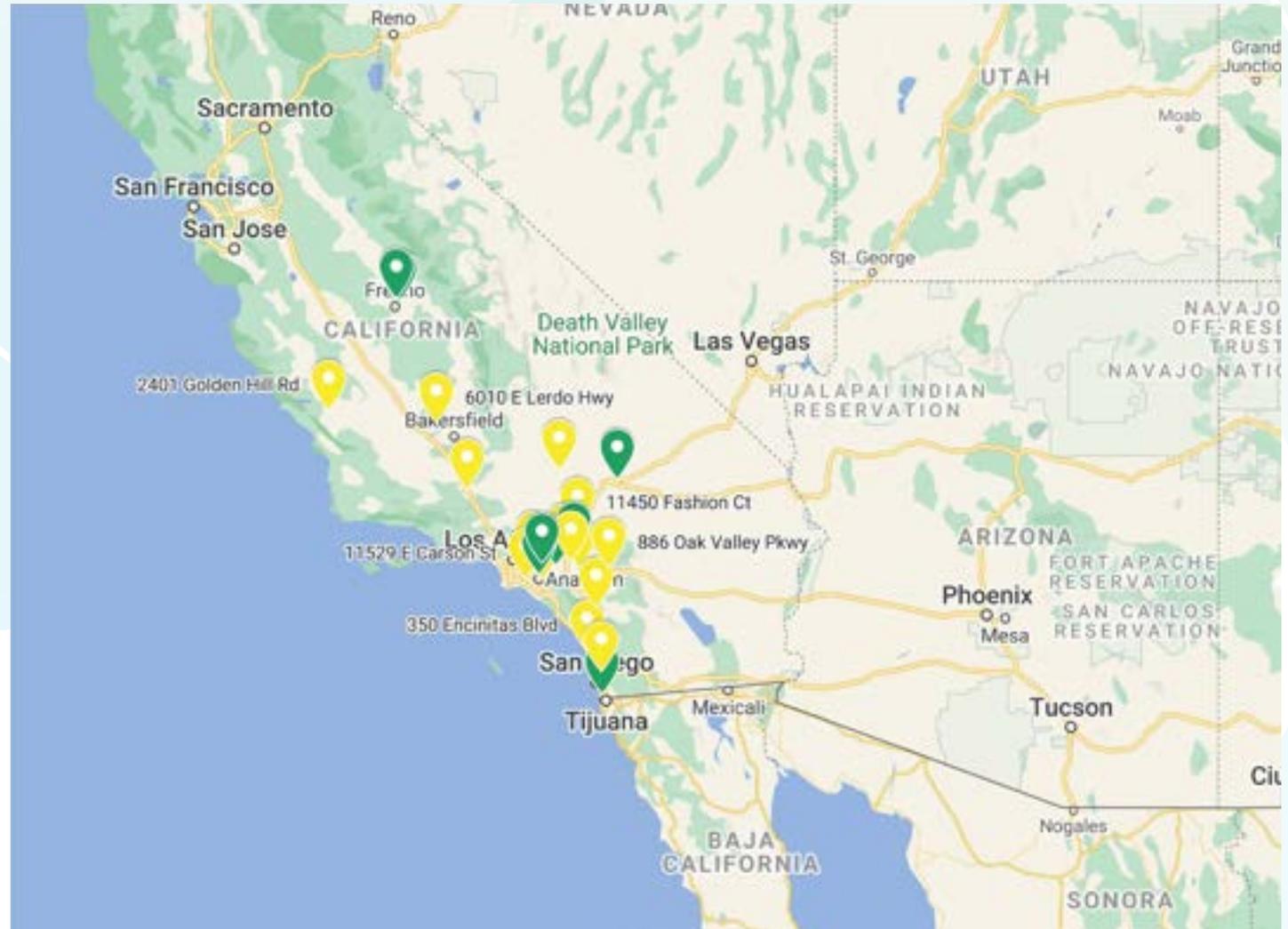
# Current Location Map

## Binding Letters of Intent

 All items

## Pending Letters of Intent

 All items



# Advancing with World-Class Partners

|                           | Counterparty / Partner  | Commentary   |
|---------------------------|---|--|
| Management                |    | Holistic team with top-notch financial, commercial and engineering experience  |
| Site Selection            |    | Specialization in gas station real estate brokerage, design, construction and compliance in California   |
| Engineering Firm          |    | Full-service engineering firm with comprehensive and diverse capabilities serving a wide range of clients throughout the country   |
| EPC                       |    | 25+ years of engineering expertise with hundreds of conventional and alternative fueling projects completed  |
| Environmental             |    | Leading renewable natural gas marketing and environmental commodities company that applies diverse expertise to provide structured environmental compliance and optimization services to clients |
| Steam Methane Reformation |   | 60+ years of experience designing and managing the construction of more than 1,000 industrial plants in over 60 countries  |
| Hydrogen Storage/Station  |  | H2Station features the world's first dedicated hydrogen compressor, the most efficient and contamination free compressor on the market   |
| Hydrogen Dispenser        |  | World-class hydrogen dispenser engineered to provide years of trouble free service through latest technology and robust design   |
| Feedstock Supply          |  | Leading California utilities companies   |
| Customer Interaction      |  | Patent on proprietary reservation system that manages operations and enhances overall customer experience  |

# Hydrogen-XT is Ready for Development

Hydrogen-XT plans to kickoff development of its first [8] stations in July 2022P

First [8] stations to be commissioned in April 2024P

Capital deployed for station development includes:

- Permitting costs of ~\$0.6 million
- Site Preparation and Construction costs of \$12 million
- Equipment purchase cost of ~\$54 million

## State-of-the-Art Hydrogen-XT Stations



## Post-Transaction Close Timeline



# HXT Station Design and Features

## Hydrogen Stations meet rigorous industry standards:

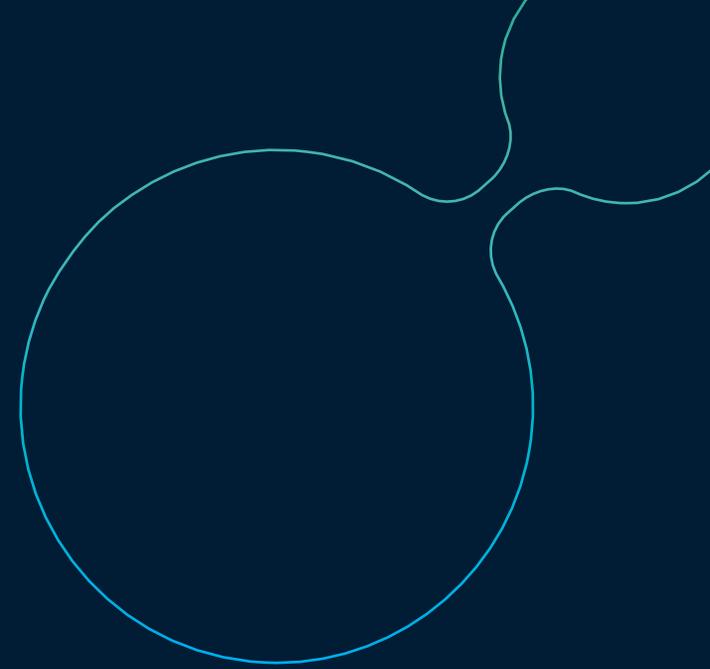
- Producing on-site hydrogen with SMR significantly reduces carbon footprint, eliminating fuel transport, increases operation's reliability.
- Manufactured in an Underwriter Laboratories ("UL") listed & certified facility
- Compliant with Society of Automotive Engineers ("SAE") J2601 & J2799 standards
- California GFO-19-602 Compliant
- 1000 kg per day SMR
- 900 kg gaseous Storage Solution
- 1200 kg per day Dispensing Capability
- Desulfurization Unit
- Pressure Swing Absorption
- Carbon Capture Solution
- Fire Suppression Unit
- Modular design (40'x16'x9.5')

**Creative  
Station  
Presentation**



**zero**  
Carbon  
Intensity

## HXT Will Reduce Carbon Intensity to 0



**zero  
carbon**

In addition to using SMRs for hydrogen production, HXT intends to reduce its stations' Carbon Intensity ("CI")\* to 0, making them as "green" as is currently possible. HXT expects to achieve 0 CI scores by blending natural and renewable natural gas. California requires that at least 40% of the gas utilized be renewable natural gas.

\* Carbon intensity can be defined as a fuel's lifecycle, or well-to-wheel, greenhouse gas emissions per unit of transportation energy delivered ... This score is then expressed in grams of carbon dioxide equivalent per megajoule of energy provided by that fuel. Fuel with a CI of 0 is completely carbon neutral.

# Forming Partnership with Element Markets for HRI Pathways

**Element Markets (“Element”) is a leading RNG marketing and environmental commodities company**

**After a “Go” decision has been made to further develop a station, Hydrogen-XT would engage Element to submit HRI pathway applications to CARB**

- Applications initiated once a site has been approved and permitted
- HRI pathway application is typically approved by CARB in ~[90] days

**Hydrogen-XT is in discussions with Element to assist with HRI pathway applications**

**Once HRI pathway is approved, Hydrogen-XT begins receiving HRI credits**

- At this point, Hydrogen-XT signs lease for a station and places order for necessary equipment

## Element Racks Up Awards in 2021 Environmental Finance Annual Market Rankings

|   | Category   | Award   |
|---|--|---|
| ✓ | Renewable Identification Numbers, North American Markets | Best Trading Company                                |
| ✓ | Renewable Identification Numbers                         | Best Advisory                                       |
| ✓ | North American Markets (California)                      | Best Advisory / Consultancy, Best Offset Originator |
| ✓ | Renewable Energy Certificates                            | Best Trading Company, Best Advisory                 |

## ZEV Infrastructure Reporting and Crediting Timeline<sup>(1)</sup>

|  |  |   |
|--|--|---|
| Applications accepted and reviewed in 1Q | CARB announces application review decisions and posts public policy        | 2Q credits are deposited in the account |
| <b>1Q 2022</b>                           | <b>2Q 2022</b>   | <b>3Q 2022</b>                          |
|  | Approved applications eligible to generate credits for 2Q (if operational) | 2Q reporting period                     |

1 - CARB, “Application Instructions for Hydrogen Refueling Infrastructure Pathway”, August 2020

# Revenue Long Before Construction Complete

The below timeline outlines the development process for a station, from permitting through the beginning of commercial operations

- Stations can be operated less than 24 months after permitting begins

Ability to monetize LCFS credits before station is operational further incentivizes station development

## Illustrative Station Development Timeline (\$ in thousands)



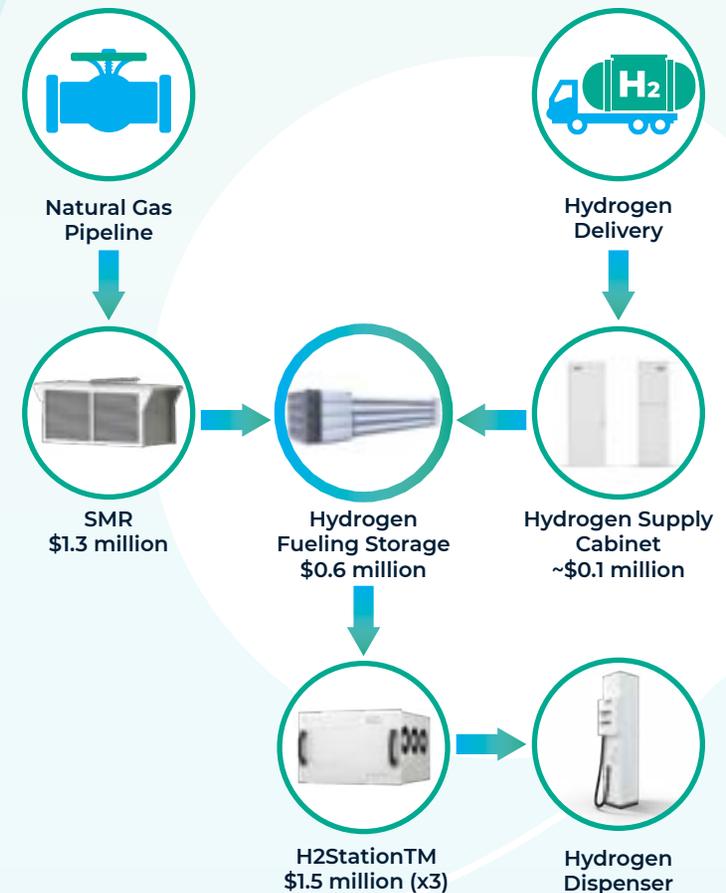
# Equipment from Proven Manufacturers and Installers

Hydrogen-XT has selected premier, experienced hydrogen equipment providers

## Key Equipment Overview

|                                   |   |                      |
|-----------------------------------|---|----------------------|
| Natural Gas Supply                |    | [N/A]                |
| On-Site SMR                       |    | \$1.3                |
| Hydrogen Supply Cabinet and Panel |   | ~\$0.1               |
| Hydrogen Storage and H2Station™   |  | \$0.6                |
| H2Station™                        |  | \$1.5 (x3)           |
| Hydrogen Dispenser                |  | \$(0.2)              |
| <b>Total Equipment Cost</b>       |   | <b>\$6.7 million</b> |

## Hydrogen Fueling Station Flow Process Diagram



# Partnering with TR, a Leader in SMR Design and Construction

**For over 60 years, Técnicas Reunidas (“TR”) has specialized in the design and construction management for industrial plant projects across the world**

- Designed and managed construction of more than 1,000 industrial plants across 60 countries

**The TR-50 Model is a containerized SMR technology that offers centralized, on-site hydrogen production**

- Compact, modular solution with no waste water
- Easy to transport, “drop-in” installation
- Competitive hydrogen production cost
- Design lifetime of 20+ years

## TR is a Leader in SMR Design and Construction

|   |  |
|---|--|
| ✓   | 60 years of continued growth, over 8,000 employees                   |
| ✓   | Completed \$50 billion in projects over the last decade              |
| ✓   | Over 133,000 construction hours and 9,000 engineering hours per year |
| ✓   | Top-tier safety performance and zero-incident targets                |
| <b>Designed and Managed Construction of 1,000+ Industrial Plants in 60+ Countries</b> |  |

## TR-50 Offers On-Site Hydrogen Production



**Dimensions:**  
H = 8 ft 6" (2,59 m)  
W = 20 ft (6,10 m)  
D = 8 ft (2.44 m)

✓ **Virtually infinite supply**

✓ **Easily scalable**

✓ **Competitive hydrogen production cost**

✓ **Generates LCFS Credits**

# Utilizing Renewable Natural Gas as a Feedstock

Hydrogen-XT expects to physically source its natural gas supply from local utilities

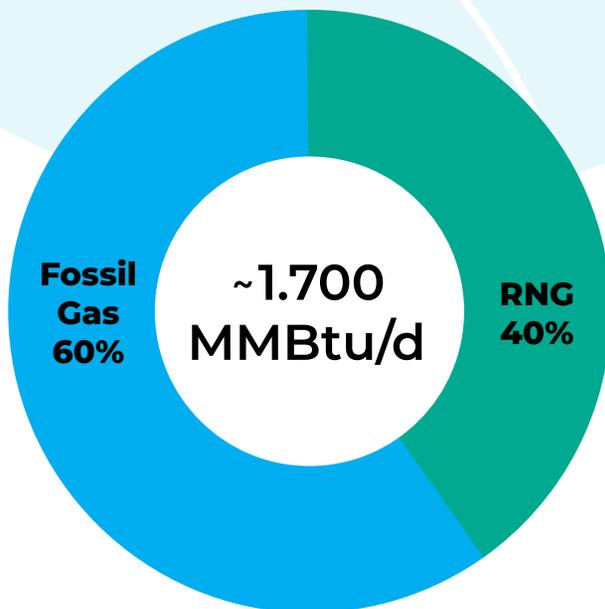
Purchase of RNG is facilitated via paper (not physical) transactions with experienced marketers such as BP, Element, Shell and U.S. Gain

Usage of renewable natural gas (“RNG”) as a partial feedstock will significantly lower Hydrogen-XT’s carbon intensity (“CI”)

· Ability to dial carbon intensity up or down based on amount and type of RNG utilized as a feedstock

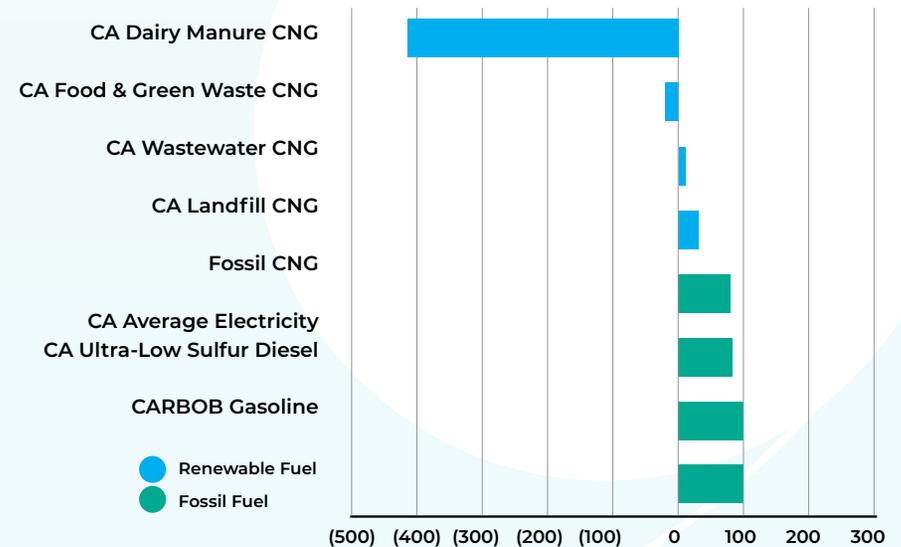
## Each Station’s SMR To Process RNG and Fossil Gas

(% of total natural gas supply)



## RNG Has a Very Low CI Each Station’s SMR to Process RNG and Fossil Gas Across Multiple Sources<sup>(1)</sup>

(gCO<sub>2e</sub>/MJ)



# Financial Summary

# HydrogenXT business valuation

Three to four times Earnings Before Interest and Taxes (EBIT)

Two to four times Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA).

Business valuation formulas reference:

- **Harvard Business Journal**  
<https://hbsp.harvard.edu/product/596092-PDF-ENG>
- **Wall Street MoJo**  
<https://www.wallstreetmojo.com/income-approach/>

Based on the revenue projection spreadsheet that has been developed for twenty (20) light duty stations and three (3) truck stations. It's our strong belief that the company would have a pre-IPO value of between \$3.8B (conservative) and \$7.7B (stretch).

pre-IPO value  
projection

BETWEEN

\$3.8B

(conservative)

\$7.7B

(stretch)

# Management Summary

# Partnering with Experienced and Capable Management



**Robert Wise, CEO**  
**20+ Years of experience**

- Founded Hydrogen-XT to develop solutions for the hydrogen infrastructure challenges faced by the energy and automotive industries
- Involved in building the first hydrogen fueling station for BP
- Developed patents covering both hardware and software components of uniquely scalable hydrogen fueling system

# Partnering with Experienced and Capable Management



**Ken Templeton, COO**  
**35+ Years of experience**

- Co-founder of Hydrogen XT
- Over 35 years of managing large-scale, complex projects
- Supply chain innovator, strategic sourcing transformation professional and technology integrator
- EPC experience in the public and private sectors across multiple industries including technology acquisition and implementation, energy, environmental waste management and nuclear fuel cycle producer
- Co-owner of a patent for Fuel Distribution Network patent covering electric, hydrogen and CNG fueling

**Other Expertise** - various hydrogen centric-industries from NASA (space shuttle electricity generation program), BP (retail fueling, off-shore platform power generation conversion from diesel to hydrogen), BP Pipelines (hydrogen movement from refineries to 3rd party users), China-based hydrogen generation projects (Beijing 2008 Olympics & Shanghai 2012 World Trade Fair), and co-founder of Hydrogen-XT, Inc (retail hydrogen fueling stations)

# Partnering with Experienced and Capable Management



**Paul L. Hart, CFO**  
**25+ Years of experience**

- Hart has served as a public and private company Chief Executive Officer
- Chief Financial Officer and Director of firms trading in the United States (NASDAQ), Canada (TSX, TSX-V, CSE), and Europe.
- Brings many years of Board and C-level corporate experience to Investor Relations and debt and equity fund-raising.
- Prior experience as CFO in the renewable energy (Energy Storage), biotech, internet, software, venture capital and commercial banking industries.

**Other Expertise** - Paul holds a BA (Honors) in Neuropsychology and an MBA (Finance) from Queens University (Kingston, Ontario), a Chartered Accountant designation from PricewaterhouseCoopers LLP and a Chartered Director designation (McMaster University/Conference Board of Canada).

# Partnering with Experienced and Capable Management



**Michael Marchese, CMO**  
**25+ Years of experience**

- For the past several decades, Marchese has successfully operated the acclaimed branding company, Marchese Design, developing identities and communications programs for many leading international brands.
- He oversees company brand identities and their interface with internal and external audiences.
- Played a major role in starting, developing and organizing publicly traded (TSX and CSE) companies in the U.S. and Canada.

**Other Expertise** - Currently, he is involved in advising on marketing and capital-raising needs for several innovative companies and, through a new firm, Marchese Capital, facilitates relationships for startup and newly established entrepreneurial organizations requiring seed money and working capital.

# Partnering with Experienced and Capable Management



**Peter Wallis, Vice President**  
**30+ Years of experience**

- President of Wallis Energy Corporation
- Prepared proposals and negotiated contracts for over 100 MW of demand- side management contracts with utility companies including PG&E, SCE, National Grid, Eversource, NYSEG, RG&E and Bangor Hydro
- Previously VP of Strategic Development at Ameresco
- Performed analysis, valuation, contract negotiations, implementation and due diligence for over 20 acquisitions

# Partnering with Experienced and Capable Management



**Kym Carey, Chief of Construction**  
**10+ Years of experience**

- 10+ years directing high-impact hydrogen programs within the public and private sectors
- Managed and executed permitting and construction process for 13 hydrogen stations in California for FirstElement
- Managed deployment programs for hydrogen and fuel cell technology at the U.S. Department of Energy
- Serves key industry liaison for global vehicle manufacturers, policy-makers and hydrogen technology innovators

# Summary & Opportunity

## All ready for the Hydrogen-XT Highway.

### Increasing demand

Hydrogen-powered vehicle sales results in increasing hydrogen fueling demand.

### Superior Technology:

Steam Methane Reformation offers the lowest production costs. On-site, fast, easy & scalable.

### High Profitability

Selling hydrogen fuel with high profit margins, while benefiting from LCFS and PTC incentives.

### Experienced Team

Decades of experience, ready to go.

### Stations in Place

25 Letters of Intent binding or pending to build in California. Negotiating with other gas stations and truck stops for more locations.

### Technology in Place:

Equipment selected – purchase agreements set up for production, storage and dispensing.

# Hydrogen-XT Timing

The forecast below assumes the first [6] stations begin permitting July 2023P and are dispensing hydrogen 22 months later in April 2025P

Next [17] stations begin permitting in January 2025P and are commissioned in October 2026P

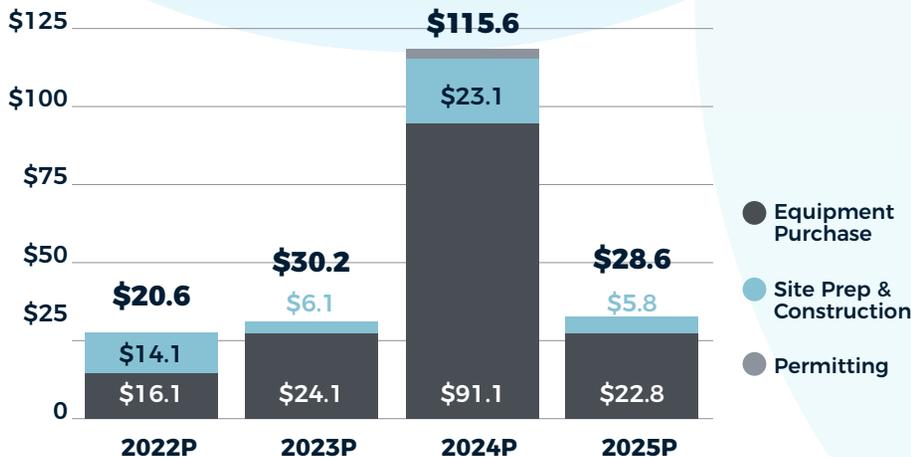
Corporate-level EBITDA forecast to increase from ~\$7 million to ~\$72 million from 2024P to 2027P

Developing

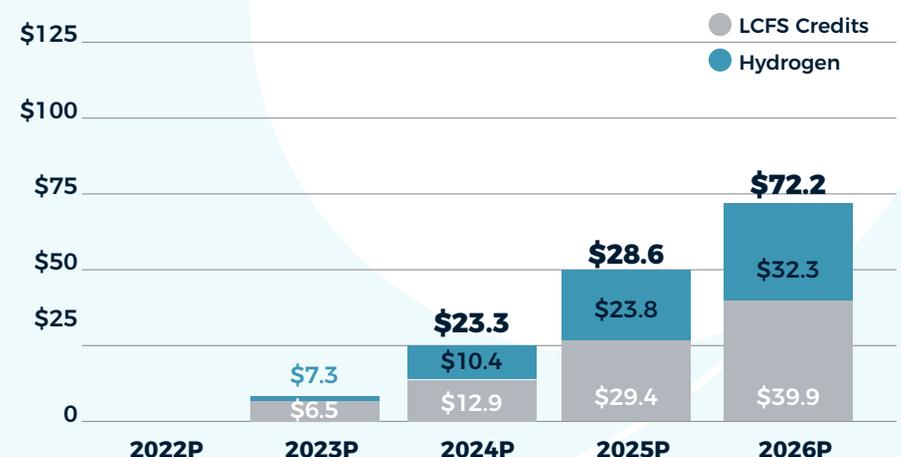
**23**  
stations

is an attractive opportunity

**Capital Expenditures Forecast<sup>(1)</sup>**  
(\$ in millions)



**Corporate EBITDA Forecast<sup>(2)</sup>**  
(\$ in millions)



1 - Excludes potential impact of grants

2 - Utilizes LCFS credit price of \$150 throughout forecast

# hydrogenXT

Zero Emissions. Clean Air.

[hydrogenxt.com](https://hydrogenxt.com)