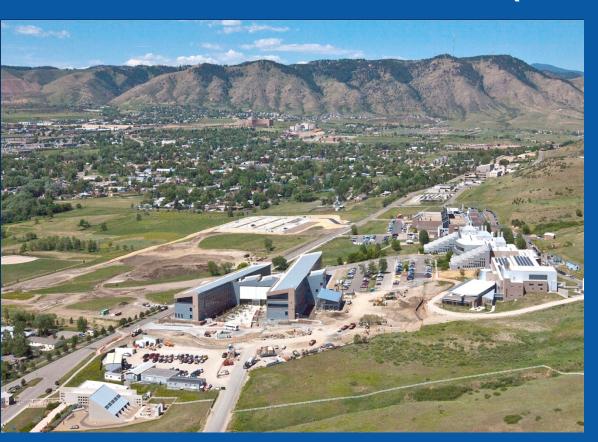


Early Fuel Cell Market Deployments: ARRA and Combined (IAA, DLA, ARRA)

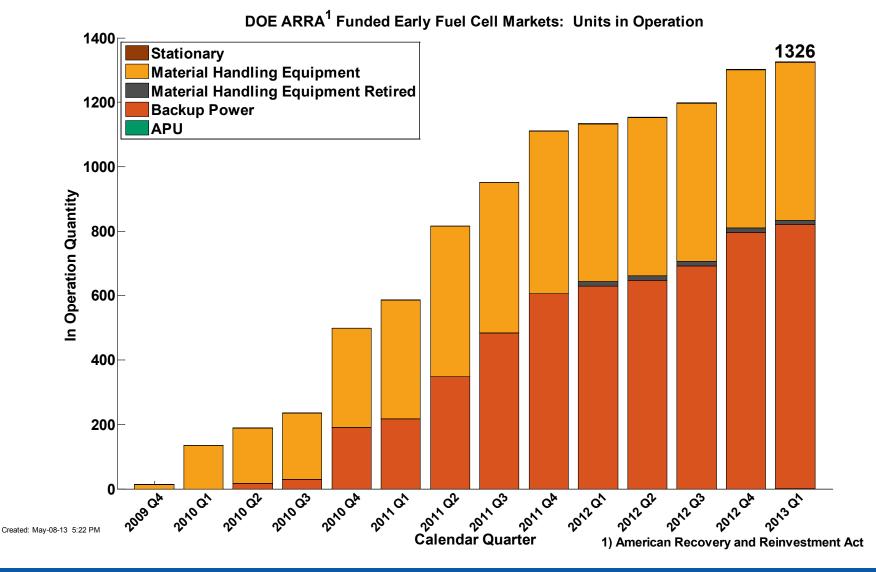


Quarter 1 2013
Composite Data
Products – Deployment

May 09, 2013

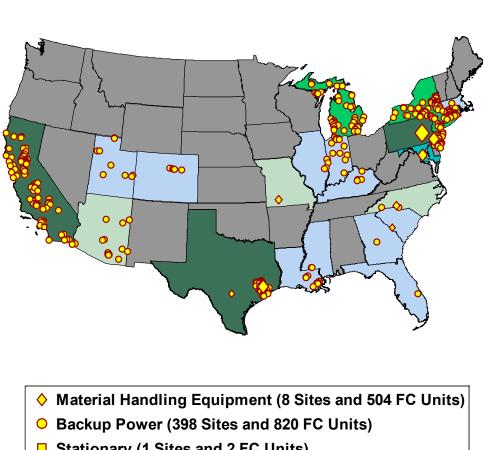
Jennifer Kurtz, Sam Sprik, Chris Ainscough, Genevieve Saur, Matt Post, Mike Peters

CDP ARRA#02: Fuel Cell Units in Operation Current and Projected Quantities



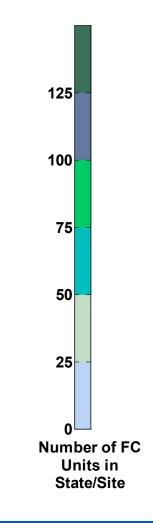
CDP ARRA#03: Early Fuel Cell Market Deployment Sites

FC Unit Locations - ARRA



Created: May-09-13 11:57 AM

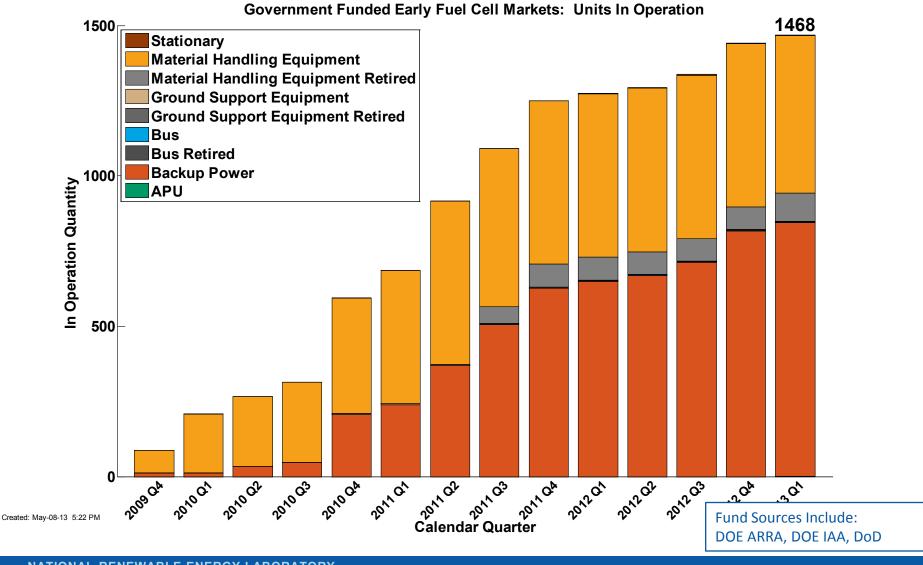
- □ Stationary (1 Sites and 2 FC Units)
- △ APU (0 Sites and 0 FC Units)



DOE ARRA, DOE IAA, & DoD

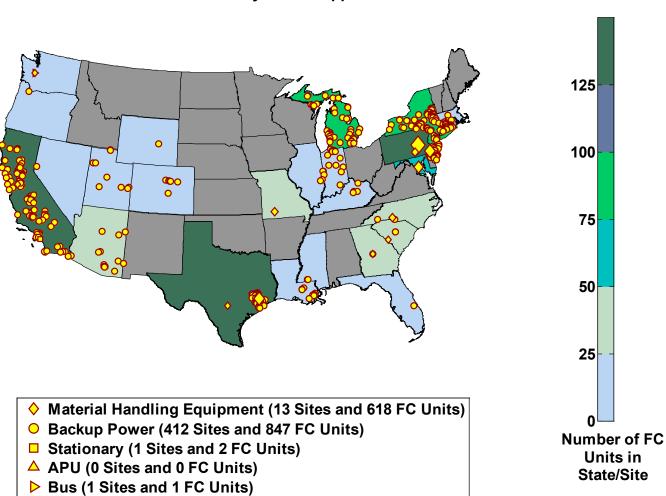
Early Fuel Cell Market Deployments

Government/Industry Fuel Cell Units in Operation



Government/Industry Early Fuel Cell Market Deployment Sites

FC Unit Locations - Early Market Applications

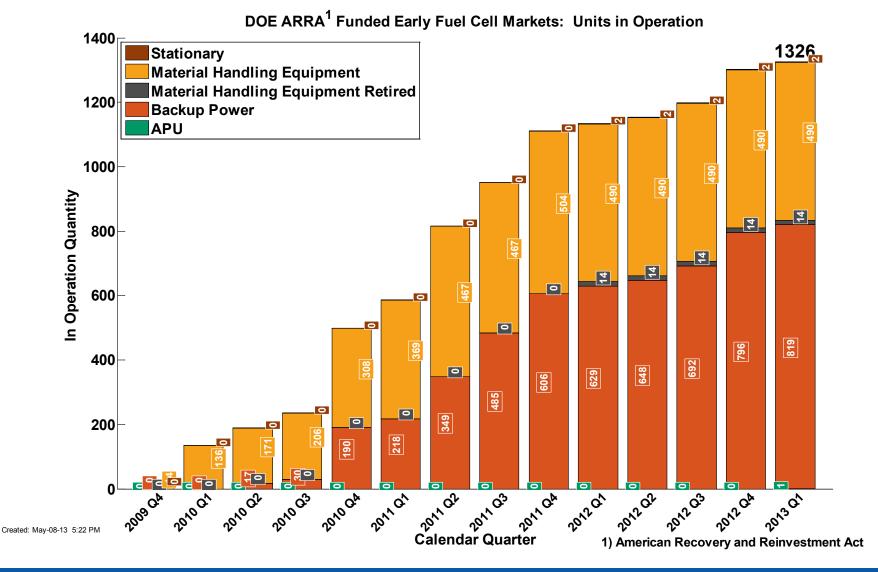


Created: May-09-13 11:57 AM

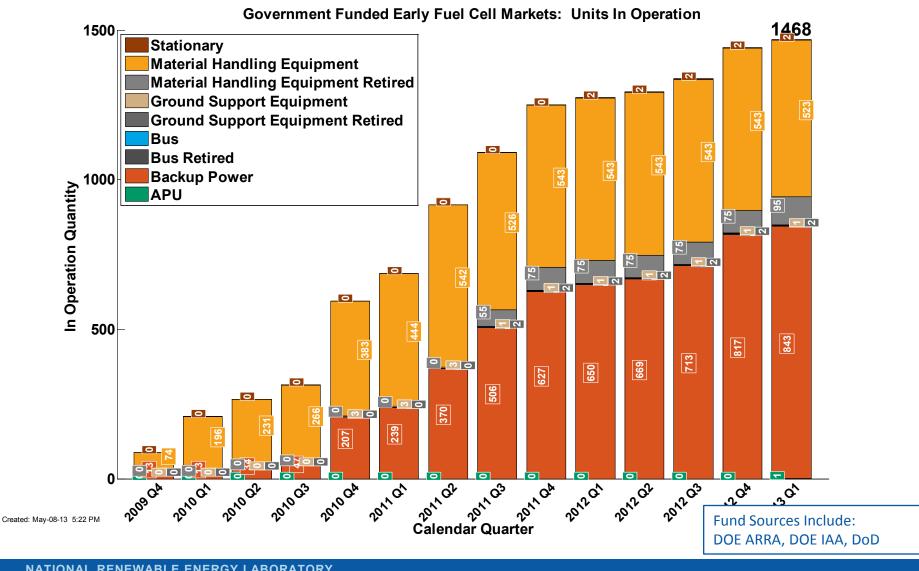
DOE ARRA & Combined Operation Quantities

List Quantities - FYI

ARRA Fuel Cell Units in Operation Current and Projected Quantities



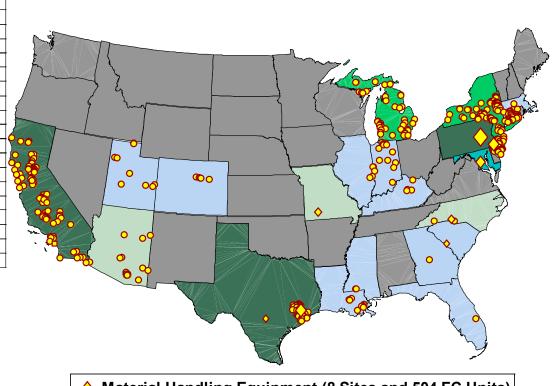
Government Funded Fuel Cell Units in Operation: Current and Projected Quantities



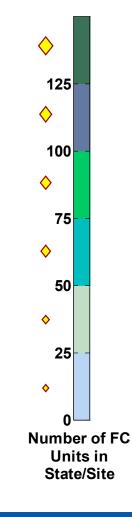
CDP ARRA#03: Early Fuel Cell Market Deployment Sites with Numbers

State	Sites	Units
Arizona	16	42
California	123	269
Colorado	5	12
Connecticut	28	45
Florida	1	3
Georgia	1	10
Illinois	2	2
Indiana	16	25
Kentucky	4	11
Louisiana	8	16
Maryland	1	61
Massachusetts	1	2
Michigan	41	84
Mississippi	2	4
Missouri	1	35
New Jersey	38	80
New York	55	99
North Carolina	3	44
Pennsylvania	2	231
South Carolina	1	25
Texas	49	208
Utah	9	18
Total	407	1326

FC Unit Locations - ARRA



- ♦ Material Handling Equipment (8 Sites and 504 FC Units)
- Backup Power (398 Sites and 820 FC Units)
- □ Stationary (1 Sites and 2 FC Units)
- △ APU (0 Sites and 0 FC Units)

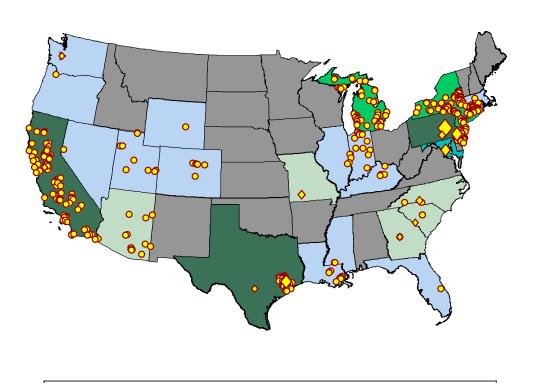


Created: May-09-13 11:09 AM

Combined Early Fuel Cell Market Deployment Sites with Numbers

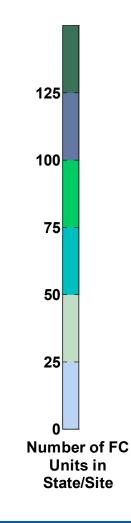
State	Sites	Units
Arizona	16	42
California	131	302
Colorado	6	13
Connecticut	28	45
Florida	1	3
Georgia	3	32
Illinois	2	2
Indiana	16	25
Kentucky	4	11
Louisiana	8	16
Maryland	1	61
Massachusetts	1	2
Michigan	41	84
Mississippi	2	4
Missouri	1	35
Nevada	1	1
New Jersey	38	80
New York	55	99
North Carolina	3	44
Oregon	1	1
Pennsylvania	5	287
South Carolina	4	35
Texas	49	208
Utah	9	18
Washington	2	20
Wyoming	1	1
Total	429	1471

FC Unit Locations - Early Market Applications





- O Backup Power (412 Sites and 847 FC Units)
- □ Stationary (1 Sites and 2 FC Units)
- △ APU (0 Sites and 0 FC Units)
- **▶** Bus (1 Sites and 1 FC Units)



Created: May-09-13 11:57 AM