

# Clean, Commercial Energy Solutions for Mobility Applications

November, 2016

# Complete Solution Drives Adoption

**GENKEY**<sup>®</sup>

Complete solution drives customer adoption

**GENDRIVE**<sup>®</sup>  
Hybrid electric fuel cell  
solution for forklifts

13,000+ units in the field  
Drop-in replacement  
121M+ operating hours



**GENFUEL**<sup>®</sup>  
Complete fueling  
infrastructure

36 installed sites  
137 hydrogen dispensers  
10k fuelings/day, 3.3M+ total



**GENCARE**<sup>®</sup>  
Complete service and  
maintenance

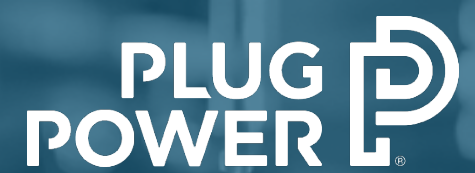
98+% uptime performance  
Remote monitoring and  
control driving efficiency



Plug Power holds more than 90% of the fuel cell market  
in the material handling industry.



# Plug Power Market Presence



Repeat NA Customer Base



## Expansion in Europe: Product Qualification and Deployment





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