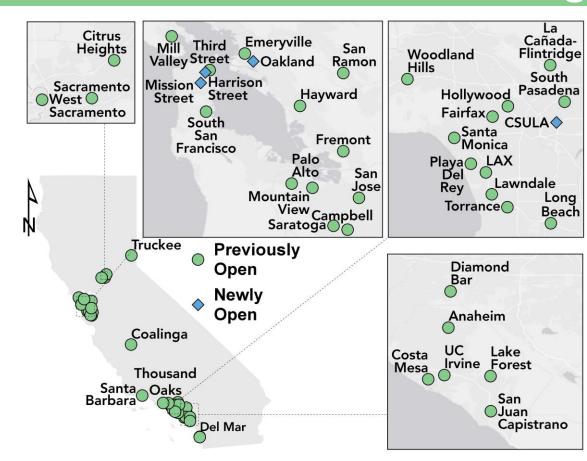
2020 ANNUAL EVALUATION OF FUEL CELL ELECTRIC VEHICLE DEPLOYMENT & HYDROGEN FUEL STATION NETWORK DEVELOPMENT



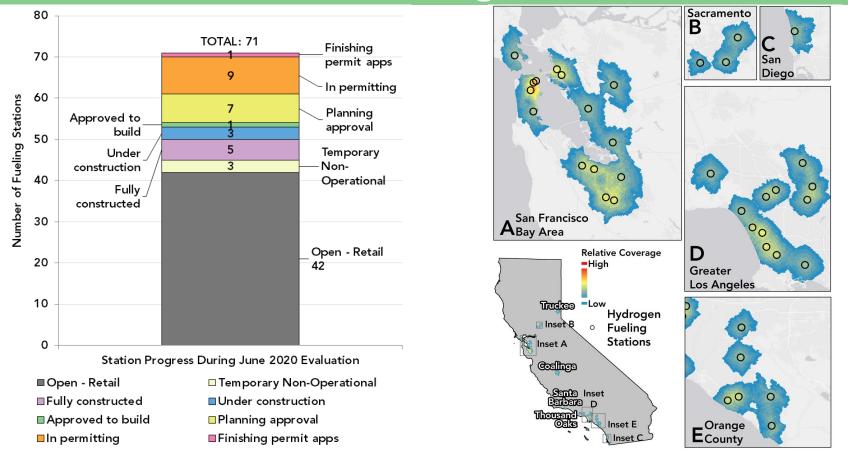
FINDINGS



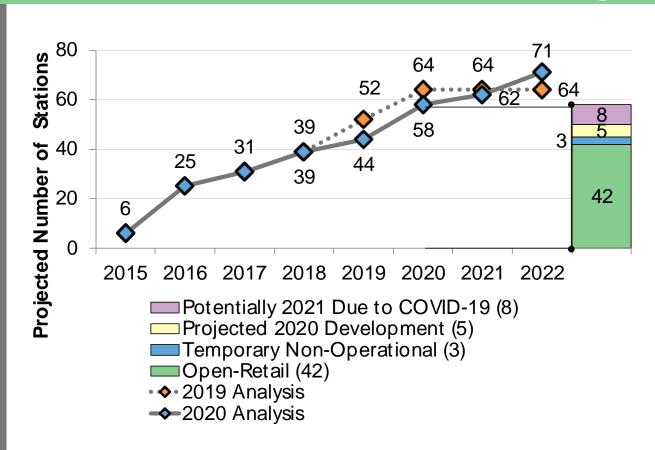
California's hydrogen fueling network includes 42 Open-Retail stations due to a mix of growth and contraction in the past year



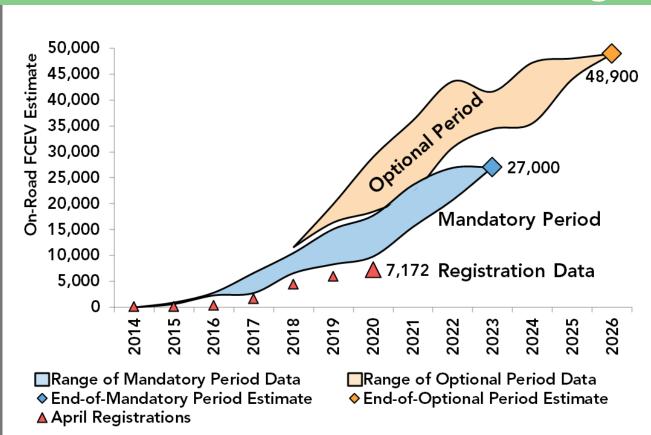
Finding 1 Extended Discussion



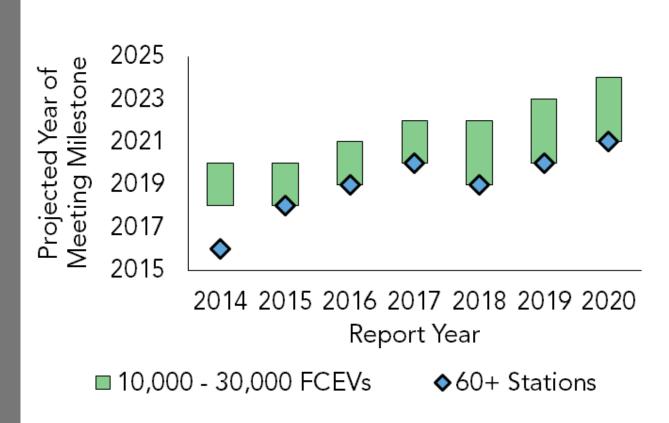
All stations funded and in development are projected to be Open-Retail by the end of 2022, even though progress in the past year exhibited delays and may be further affected by COVID-19



Auto manufacturer projections for FCEV deployment have shifted one year compared to prior estimates while maintaining the projected pace of acceleration



Auto manufacturer survey responses align with projected station deployment

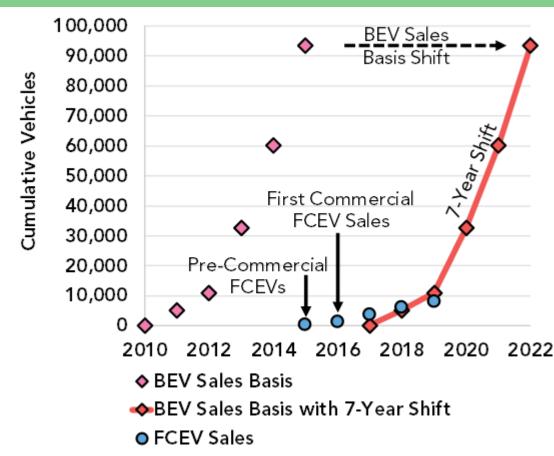


Finding 4: Extended Discussion

Due to 2019 survey results, initiated one-onone interviews with auto manufacturers to discuss future FCEV plans in more detail

- Four major messages received
 - Industry Commitment to FCEV Market Development Remains a Priority
 - FCEVs and BEVs Together Remain the Overall ZEV Strategy
 - Survey Responses are Driven by Internal Deliberations and Affected by Uncertainties in Pace of Network Development
 - ZEV (including FCEV) Deployment Projections are Driven by Global and Local Markets and Policies

Historical FCEV deployment data appear to follow a similar new technology adoption trend as battery electric vehicles and validate State efforts to continue funding hydrogen fueling stations

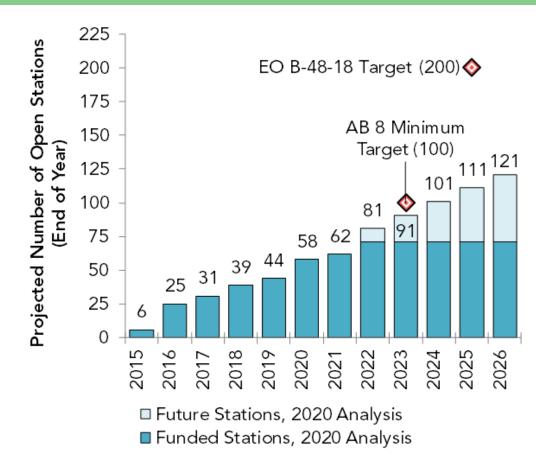


Finding 5 Extended Discussion

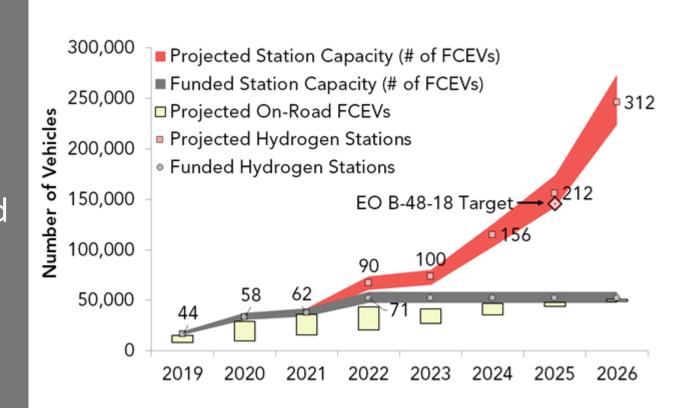
FCEV projections also exhibit the same timing in "bending the curve" as BEVs 7 years prior



Acceleration of station network development is essential in the immediate future to reach State and industry goals



Additional station funding remains necessary to achieve hydrogen station targets and enable vehicle deployments beyond current projections



Sourcing of renewable energy and feedstocks to support California's growth in hydrogen fuel demand continues to grow due to industry efforts and State incentives

